



A good read

FOR some of our readers this will be your last edition of *Business*



Events News for 2012 as you take off for a well-earned break.

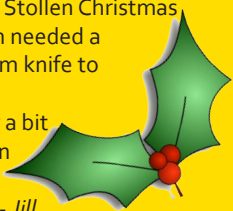
BEN thanks you for your support in this, our first year - it has been a real pleasure to work with you.

We wish you a very Merry Christmas and look forward to regaling you with the latest news in 2013.

However, if you are still around next week, as we at *BEN*, *Travel Daily*, *Cruise Weekly* and *Pharmacy Daily* are, keep on reading!

Talking of Christmas, the German city of Dresden baked a three-tonne, 1m tall by 3.4m traditional Stollen Christmas cake which needed a special 1.6m knife to slice up.

Probably a bit bigger than will fit on my table! - Jill.



HKTB's new MICE & cruise manager

THE Hong Kong Tourism Board (HKTB) has appointed Kenneth Wong general manager MICE and Cruise.



Prior to his appointment Wong was head of product marketing at the HKTB head office in Hong Kong.

In his new role, he will oversee the formulation and implementation of business strategies of the Meetings and Exhibitions Hong Kong (MEHK) office, and develop strategic plans to grow the cruise business in Hong Kong.

Melbourne welcomes 4,000 Amway delegates



THE Melbourne Convention + Visitors Bureau's (MCVB) winning Amway bid came to fruition last weekend when the largest Indian incentive group ever, to be hosted in Australia, arrived in Victoria with more than 4,000 delegates.

The Amway India Leadership Seminar 2012 delegation which is expected to inject more than \$20 million into the local economy during their Australian visit, saw them attend a business session at the Melbourne Convention and Exhibition Centre (MCEC), enjoy exclusive access to Phillip Island Nature Parks and participate in a cricket match on the hallowed turf of the iconic Melbourne Cricket Ground (MCG) during a gala dinner.

MCVB's chief executive officer Karen Bolinger said, "The Indian market is a long-term investment for us as we continue to maintain strong relationships and build new ones with key trade partners and corporate clients through regular in-market visits, familiarisation programs and other marketing channels in partnership with Tourism Australia and Tourism Victoria.

"The fact that we accommodated the Amway India Leadership Seminar in one wave speaks volumes for the city's world-class infrastructure,

facilities and suppliers particularly given the itinerary was tailor-made specifically for this group."

To capture this, MCVB worked with Business Events Australia, the specialist team within Tourism Australia.

Andrew McEvoy, Tourism Australia managing director said, "India is a key market offering strong future potential for both business and leisure travel thanks to the nation's rapid economic rise through this Asian Century, and Tourism Australia has a robust strategic framework in place to steadily grow the market out to 2020.

"We also know business events visitors in particular are high yielding and critical to helping the industry achieve our 2020 goals, which includes doubling the overnight expenditure generated by business events visitors to Australia to \$16 billion annually by the end of the decade," he said.

During the year, ending September 2012, 6,450 Indian delegates visited Australia for a convention or conference and another 26,450 visited for business purposes.

The event will conclude tomorrow with many delegates expected to explore more of Victoria and Australia before travelling home.

Luxperience cancels out LETE

AS announced in *BEN* Breaking News this morning, the tussle over whose luxury travel trade show will be staged at the Overseas Passenger Terminal on 2-4 September next year, reached an amicable agreement today.

Helen Logas ceo of Luxperience, and Rosemarie Sama, the former ceo have jointly agreed that Luxperience will go ahead as planned in 2013 and that LETE, is being cancelled for 2013 and the future.

Logas, speaking on both her and Sama's behalf said: "We are both very pleased that we have been able to come to an amicable agreement between us."

Sama wished Logas and the team well in Luxperience's success and Logas wished Sama well for the future, she said, "I am sure with her passion and style Rosemarie will soon emerge in another role."

Last Chance for the German Christmas pack

Win a German Christmas package courtesy of the German National Tourist Office.



Check out the new Christmas Markets App here, this will help you answer the question below for your chance to win this great Christmas hamper.

Be the first to answer:
 Which city does not have a German Christmas Market:
 Berlin
 Munich
 Vienna

Email:

comp@businesseventsnews.com.au

Click here for terms and conditions

Germany
 Simply inspiring





Summer Eastsail deal

BOOK a corporate event, yacht charter or sailing course valued at more than \$600 before 22 December and Eastsail, as a special gift, will give you a voucher for their 'Sails and Ales' twilight race, valued at \$95.

These races are held once a month on Monday evenings during daylight saving months, or on Saturday afternoons in winter.

What's more, you can use it yourself or give it to a friend.

Float the idea of a team building regatta on Sydney Harbour, take the helm of one of their fabulous Beneteau yachts for the afternoon or discover sailing with your family and friends aboard a skippered yacht charter or learn to sail with them, then charter the yacht yourself.

Eastsail has a special bareboat charter offer - buy three charters and get the fourth one free.

Alternatively join their Boxing Day cruise to see the start of the Sydney to Hobart race - six hours sailing for the special price of \$129, or arrange a unique romantic getaway aboard your own yacht for the evening including a private sunset cruise, private mooring in quiet bay, seafood dinner...starry, starry night - see www.eastsail.com.au.

Wellington positive about events

PROVING the importance of events for the city's economy, Positively Wellington

Tourism's (PWT) chief executive David Perks says

that overall occupancy across November increased 2% to an average of 84.9%, with weekend rooms sold rising 12.8% and the average dollar rate for November up by \$4.95.

"November saw back-to-back sell out concerts from Ben Harper and Mumford & Sons, followed by three consecutive weekends of major performance events at St James Theatre," said Perks.

"This line-up will certainly have played a big role in November's strong growth in weekend room sales."

In addition, Positively Wellington Venues chief executive Glenys Coughlan said tickets to the Wellington exclusive, diamond anniversary tour of *The Mousetrap* sold "exceptionally well," with an estimated 28% of the audience coming from outside of the Wellington region.

"Average occupancy was at



99.7% on the night of the world premiere of *The Hobbit: An Unexpected Journey* and 95% from Monday 26 to Thursday 29 November, Perks said.

"The events calendar for 2013 is already starting to look strong, with a series of big name concerts throughout the summer, Game Masters running through until April, the AFL premiers match on ANZAC Day, an Andy Warhol exhibition at Te Papa in June, an All Blacks vs Wallabies test and the fifth course of Visa Wellington On a Plate in August, and the 25th year of the World of WearableArt Awards Show," Perks said, adding that the challenge is to crack summer.

"January in particular is a trouble spot for Wellington's tourism industry, so we're currently working through ideas on how to work on that in both the short and long term," he said.



FLY me to the moon...

It's possible, that is, if you have a cool \$1.5 billion.

A private firm, Golden Spike Company, made up of former NASA executives, plan to cater for countries such as South Africa, South Korea and Japan who might want to join the moon-landing club.

Not sure if that means Aussies miss out or the others are being invited as crash-test dummies!

Right now they are developing the lander and spacesuits for the mission with third-party firms.

Company president Alan Stern said they planned a first launch before the end of the decade and then up to 15 or 20 launches in total.

Art Series appoints

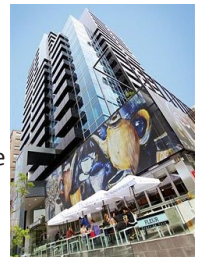
2013 will see the Art Series Hotel Group with a series of new appointments; these include Lee Davey general manager of The Blackman since its launch who has been appointed general manager of The Olsen in South Yarra.

Nick Gouin who has been executive assistant manager at The Olsen since 2011 will step into Davey's shoes as The Blackman's gm.

Troy Cuthbertson, general manager of the Group and who was instrumental in delivering the foundation of Art Series Hotel, has been promoted within Rydges as area general manager in Victoria, South Australia and Tasmania.

He will continue to oversee the operations of the Art Series Hotels within the regional framework.

An executive committee has been appointed to manage Art Series Hotels following Cuthbertson's departure.



The Central Coast welcomes Amway

LAST week one of Australia's largest international corporate groups visited the Central Coast.

The 700 Malaysian employees from global company Amway made their way north of Sydney to Australia's largest outdoor adventure centre, Glenworth Valley Outdoor Adventures, a popular destination for corporate team building days & events.

Part of Amway's five day leadership seminar in Sydney, they took part in a super hero themed team building day which included horse riding, quad biking and kayaking on Popran Creek.

A number of other Central Coast businesses participated at the event including the Australian Reptile Park who treated the group to up close and personal experiences with Australian wildlife including koalas, wombats, pythons and alligators.

The delegates were treated to an Australian BBQ lunch prepared by D'Vine Tastes and were entertained by a bush band, which lead the group in classic bush ballads, colonial dancing and Gangnam



styled hijinks - as pictured above.

For many of the Malaysian Amway Superheros it was their first visit to Australia, causing Ferhat Deba and his wife Serena from Serumbun to comment, "It's very different to Malaysia, and we are having fun trying different things like horse riding."

Newly appointed Central Coast Tourism ceo Robyne Abernethy said the group's visit showcased the region's ability to develop and package product to suit specific markets.



Darling Harbour to come alive

AT a press conference in Sydney on Wednesday the industry was shown the future vision of 'Darling Harbour Live', the NSW government's plan for developing Sydney's new international convention, exhibition and entertainment precinct.

"This is a once in a lifetime opportunity to redevelop a 20 hectare site in the heart of our city and it connects educational, cultural, multicultural and media precincts", said Deputy Premier of NSW Andrew Stoner MP.

Stoner, responsible for the International Convention Centre (ICC) Sydney project, will liaise with Destination Sydney a consortium comprising AEG Ogden, Lend Lease, Capella Capital and Spotless, on the \$1billion project (BEN Wed).

"Sydney and NSW is already a global leading player when it comes to business events, our venues, including the convention centre, our skilled employees and our ability to connect, inspire and more importantly deliver are world class.

"To continue to deliver and cater to events in the future we need to provide a more flexible facility," Stoner explained.

Business events are important to the economy as they create opportunities for global networking, trade, investment, information exchange and innovation, Stoner continued, adding that over the past five years Sydney has missed out on 47 international and 127 national events due to the lack of capacity, costing the state \$150 million.

Tim Parker, project director, Infrastructure NSW assured the industry that the new exhibition centre will offer a lot more space increasing exhibition size from 27,000sqm to 40,000sqm and meeting facilities up from 4,000 to over 8,000sqm and more than 40 meeting rooms.



Plenary space for conventions will be able to take up to 12,250 people, 2,000 in the new banqueting facilities and 8,000 people in the entertainment precinct.

The \$1 billion project outline is an "overview" only with the final design expected to be some time off - "the capacity and location" is confirmed but the "concept is not set in stone" Parker said.

Richard Breslin, senior principal, Populous said there were five main design principles for the project including The Boulevard, the three main public spaces, East and West connections including Tumbalong Place, a new drop off point for the Centre, the Anchor buildings including the 4.5 and 3.5 star hotel complex made up of 900 rooms which will share core facilities but offer two different price points and the Theatre and Terraced Landscape.

"All the buildings are linked all the way through" Breslin said.

Further details will follow over the coming months including the management company for the hotel complex, which is expected to be announced at the end of April 2013.

Pictured above at the official launch media conference are BESydney's ceo Lyn Lewis-Smith and Geoff Donaghy, director of Convention Centres, AEG Ogden and ceo, ICC Sydney.

Sarawak comes of age

THE Sarawak Convention Bureau (SCB) recently held its annual 6th Anak Sarawak Appreciation Award, which awards the most deserving people in the business



events industry, together with the 2nd Malaysia MICE Journalism Award & SCB's Scholarship Award.

Presented by YB Dato' Joseph Salang Gandum, Deputy Minister of Information Communications & Culture and YB Dato' Sri Dr. Muhd.

In his speech, Gandum said, "The Bureau has successfully positioned Sarawak on the global map; it is up to you in the industry to propel it further."

Revealing the SCB's total bid wins since 2006, SCB chairman Leo Michael Toyad Abdullah said, "To date the Bureau has supported 215 convention bids representing 97,507 delegates and 36,245 delegate days, which contributed an estimated direct delegate expenditure of RM 222

million to Sarawak.

In 2012, SCB achieved 37 out of 45 targeted bid wins.

"Moreover, much of the Bureau's focus was split between not only the winning bids, but assisting existing clients who had won conferences in the previous years."

Mike Cannon, managing director of SCB added, "We've come a long way and all our team and industry members are committed to giving their full support to ensure our client's meetings are a success.

"Our core focus will remain on winning new bids, however, we are pleased to see the fruits of our efforts in the years to come through the events to be held in 2013, 2014 and so forth."

Send in your Christmas photos & win a weekend with Toga Hotels - Events with BENefits!



Business Events News is offering its first ever Christmas photo competition in partnership with Toga Hotels.

Our good friends at Toga Hotels are asking you to send in your

office/event Christmas party photos over the next three weeks for your chance to win two night's accommodation for two adults in a Toga Hotel of your choice across Australia and NZ.

Pictured above is the AbsoluteEdge team getting festive in the crazy season. Back row from left are: Genevieve Mayne-Whitby, Mellani Brown, Stu Milne, Karolina Molenda and Julie Bohatko.

Front: Kath Evans, Audrey Minami, Cathy Solano, Florencia Jacovella.

To enter email us your favourite Christmas event/party photo (including names of the people pictured) to: xmas@businesseventsnews.com.au



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RHG's management team

THE Rendezvous Hospitality Group (RHG) has announced a strengthening of their Australian management team with changes that are linked to the company's commitment to growth.

Geoffrey Johnston the senior vice president of hotel operations who has announced his retirement after five years, will continue to make a contribution from January as RHG company director.

Johnston will pass the reigns to Emilio Fortini, general manager at Rendezvous Grand Hotel Adelaide who will assume the role on 1 January.

Reporting to Fortini is Justin Philip, area general manager Brisbane who will take on the role

of area general manager, WA.

Philip's appointment will be effective from 21 January.

Scott Wilkinson, general manager at Rendezvous Reef Resort Port Douglas, has been appointed general manager of Rendezvous Grand Hotel Adelaide, a role he assumed in November.

Taking over Wilkinson's role in Port Douglas is Luke Macdonald who reports to the newly appointed area general manager of Queensland, Matthew Horvat.

Horvat's most recent role with the Hotel group commenced in January 2010.

His appointment as area general manager of Queensland will be effective from 21 January.

A dramatic reveal

DRAMATICS were part of the show when the new \$185 million medical research facility, Walter and Eliza Hall Institute opened last month.

Signalling the facility's opening, which has been developed to accommodate the institute's rapidly expanding research programs in cancer, infectious diseases and chronic inflammatory disease, was a nine-by-nine metre kabuki reveal, positioned on the outside of the Institute's Parkville building, designed and built by Staging Rentals & Construction Services.

Damien Collins, Staging Rentals & Construction Services state manager said the design of the kabuki reveal - which is the mechanism that drops a drape from a flying bar, through the use of powerful electromagnets - needed to include an element that reflected the community value of the organisation.

"We had a 20m rope attached to the kabuki, so that when they pulled it tug-of-war style, the kabuki fell to reveal the facade."



IN a country of endless beauty and diversity, Indonesia greets its visitors with genuine smiles and a warm hospitality.

With the MICE market a prominent focus within the Ministry of Tourism and Creative Economy, it is a destination that offers first class hotels and state-of-the-art facilities capable of hosting international conferences, world-class exhibitions and entertainment performances.

Indonesia's major MICE cities include Jakarta, Bali and increasingly, Manado.

Jakarta, the capital of the Republic of Indonesia, not only serves as the centre of government but also plays the most vital role in the country's commerce, business and entertainment industry.

This sprawling mega-metropolis has hosted many important conferences and presents wide opportunities for large-scale exhibitions.

The capital also has many deluxe hotels that provide first class venues for both individuals and large delegations.

Meanwhile Bali's Nusa Dua in the island's south-east is a MICE enclave of 5-star hotels and convention centres.

Within its vicinity, the Bali International Convention Centre and the Bali Nusa Dua Convention Centre stand in a picturesque landscape.

Here international star rated hotels include the Grand Hyatt, the Westin Resort, the Laguna Resort & Spa, and the Nusa Dua Beach Hotel & Spa.

Manado, the second largest city on the island of Sulawesi is known for its underwater seascape & mountain panorama.

With its prime event venue the Manado Convention Centre and its Plenary Hall is able to accommodate up to 7,000 delegates.

The last two decades have seen tourism activity grow significantly, poising Manado to become a key MICE destination.

For more information on Indonesia call 02 9959 4277.

Human Nature for Pullman

ACCOR'S Pullman is officially now Australia's largest 5-star hotel brand following the re-branding of seven former Mirvac hotel properties in recent months, and they sure know how to throw a party.

The venue for the 'Arrival of a Legend' glamour bash, hosted by Channel 7's Larry Emdur, was the newly badged Pullman Quay Grand Hotel at Circular Quay.

Much of the hotel's public, bar and event space was utilised for the party, allowing guests to mingle in areas festooned in stunning all white displays of roses, hydrangeas, lilies and orchids.

As guests sipped on Tattinger champagne and nibbled on a menu inspired by multi-award winning chef - Justin North, Jessica Mauboy - star of the award winning movie 'The Sapphires' and Australia's most successful pop harmony group



Human Nature - direct from Vegas, where they have just signed a 2-year Venetian deal - wowed the crowd.

Coo of Accor Pacific, Simon McGrath, said, "The Pullman brand holds such a rich history and is highly regarded throughout Asia and Europe, and it makes sense for us to grow this brand in Australia where there is clear demand for quality internationally-branded hotels aimed at the corporate, meetings and upscale leisure markets."

Accor's Graham Wilson is pictured above with some of the guests at the star-studded evening: Human Nature, Jessica Mauboy and Kerri-Anne Kennerly.

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