



## Auckland puts on a great show

THE home of the long white cloud not only turned on sunny, blue sky weather last week, it also turned on another great MEETINGS.

Although stand up breakfasts, lunches and dinners were a bone of contention among delegates, a farewell dinner at Euro Restaurant & Bar on Princess Wharf was a winner both for the excellent food and for the bums sat on seats.

A winner too was a day buyers lunch at St Matthews-in-the-City, hosted by Millennium Hotels which provided a Taste of New Zealand and some fine entertainment, the Mild to Wild Side familiarisation that included sailing with Corporate Explorer on an America's Cup yacht, roaring to lunch at The Wharf on Bulgarangi Motorbikes New Zealand and afternoon tea at Auckland's Waitakere Estate, where from high in the ranges you could see forever, or clear over the rainforest to Auckland harbour - Jill.



## MEETINGS 2012 a big success

ORGANISERS say that MEETINGS 2012, New Zealand's multi-million dollar business tourism industry showcase to the world, which concluded last Thursday, has led to some promising new connections being made.

For two days suppliers and operators promoted themselves to 665 professional conference organisers and decision makers from around the Pacific and South East Asia.

Conventions and Incentives New Zealand (CINZ) chief executive Alan Trotter says it is too early to put a dollar value on the business procured during the course of the event but it has generated some significant new business leads and a sizeable number of firm bookings.

As a guide, last year's MEETINGS, held in Rotorua, resulted in \$32m worth of new business leads.

"Most conventions and events have a long lead-in time so the connections made here over the past two days may not bear fruit for some years, but what we're hearing is that buyers have been impressed with what they've seen and are keen to do business with us in the future," Trotter said.

"Some have already booked and many others have indicated they will seriously consider bringing their business here in the future.



Leanne Constantino, The Forum Group & Roger Buckley, SSSI - farewell dinner at Euro Restaurant

"Our challenge now is to translate that intent into firm bookings."

Mandy Slovitt, from Sydney-based CiEvents, says her company will definitely be looking to bring more business New Zealand's way as a result of what they have seen this week at MEETINGS.

"I've really appreciated being here and it's been a really well run week with an awful lot packed into it," she said.

Next year Auckland will once again play host to MEETINGS - 26-27 June and again at Sky City Convention Centre.



Andrea Werner, Aust bdm for Wellington and Wellington Convention Bureau Manager, Martin Boland winners of Best Regional Stand

## Dynasty md honored

JEFFREY Tang md Dynasty Hotel Group, who established the Heritage Hotel, CityLife Hotel and Heritage Boutique Collection brands in New Zealand, was honoured with the Hotel Industry Achievement Award for his outstanding contribution to New Zealand's hotel sector.

The prestigious award, presented in Auckland at a gala evening on 31 May was in front of 250 hospitality industry leaders at the New Zealand Hotel Industry Conference which is co-hosted by the Tourism Industry Association New Zealand (TIA) and Horwath HTL.

## Oz flights increased to Dallas/Forth Worth

STRONG demand for services will see Qantas increase the frequency of its flights between Sydney and Dallas/Fort Worth (DFW) to daily from 1 July.

Qantas began flying to DFW in May 2011 with four weekly flights; frequencies were then increased to six per week in Jan.

Served by a three-class Boeing 747-400ER, outbound services operate direct from Sydney to DFW, while return services operate via Brisbane.

Qantas executive manager, Stephen Thompson, said the demand for flights to DFW had been extremely pleasing.

"We are delighted to be offering more frequent flights to Dallas/Fort Worth after a successful first year of operation on the route.

"This announcement is all about putting our gateway strategy into action and building a stronger Qantas Int'l for our customers."

## Win with BEN!

TODAY is the last day to get in all your answers to the 15 questions for the Vanuatu competition as seen in **BEN** for the past six weeks.

All the questions can be found at [businessesnews.com.au](http://businessesnews.com.au).

ALSO today is the first day for our new competition with a two night stay up for grabs at Wolgan Valley Resort and Spa - see **page 4** for all the details.

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Inspire | Indulge | Intrigue

### SILVERSEA CRUISES CORPORATE & INCENTIVE PRESENTATION AND COCKTAIL EVENING

Karen Christensen, General Manager, Director of Sales & Marketing, cordially invites you to a Corporate & Incentive Presentation and Cocktail Evening on Wednesday 18 July, 6pm to 8pm at the Museum of Sydney, Bridge St, Sydney NSW 2000. Please register your interest by calling **1300 306 872** (press 3, press 1) or email [apevents@silversea.com](mailto:apevents@silversea.com)





# business events news

18th June 2012



## crumbs!

**NOT** sure if he is going to take too kindly to being in this column but it was truly 'crumbs' and a delight to run into Richard Froggatt - ex gm Lauda Air/ Austrian Airlines, who has up sticks from Melbourne and now lives in Auckland with his partner Gaye Wood, director of sales - New Zealand of Hilton Worldwide.

Richard runs Regency Tourism Marketing and has his fingers in a few other tourism/aviation pies.

## Borneo carves out a niche

**THE** ICCA Asia Pacific Educational Seminar (APES) is to be held in conjunction with the annual ICCA Asia Pacific Chapter Client/Supplier Business Workshop and will take place from 4-6 July at the Borneo Convention Centre Kuching (BCKK) in Borneo.



This annual event for decision-makers of international associations will converge with select ICCA members for a strictly Business-to-Business session on 06 July.

Hosted by Sarawak Convention Bureau (SCB) and ICCA, with supporting partners Malaysia Convention & Exhibition Bureau (MyCEB), Borneo Convention Centre Kuching (BCKK) and AOS Convention & Events (AOSCE), it is expected to showcase speakers who are key opinion leaders from international associations around the world and key ICCA members

## Taking the Crown

**IN** the Tourism Accommodation Australia (Victoria) 2012 State Awards for Excellence, Crown Promenade Hotel has been named Superior Accommodation Hotel of the Year.

Joining a lengthy list of more than 15 awards presented to the hotel, Crown Promenade has also unveiled a stunning new lobby designed by Sydney-based Blainey North & Associates.



to share best practices, current trends and provide a platform to exchange ideas, in line with the theme, *Carving a Niche in the Meetings Industry*.

Noor Ahmad Hamid, ICCA regional director Asia-Pacific says, "The one-day ICCA AP Educational Seminar will offer a

great opportunity for development to the entire meetings industry about the importance of this market segment and perhaps win more

business in the future."

Mike Cannon, managing director of Sarawak Convention Bureau commented, "The sharing of information between clients and suppliers of this calibre is indeed a privilege and I hope to see participants taking an active role in this opportunity."

APES will be moderated by Gary Grimmer, ceo of GainingEdge, who is considered to be one of the best moderators in the Asia Pacific region.

For enquiries, contact [icca2012@aosconventions.com](mailto:icca2012@aosconventions.com) with c.c. to [rita@sarawakcb.com](mailto:rita@sarawakcb.com).



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## Heritage's 'Somewhere Special'

**COULD** it get any better than holding a conference in a stunning alpine location at the Heritage Queenstown?

Now the hotel is setting the standard with the announcement of a refurbishment program of its hotel rooms and suites.

"The extensive refurbishment of all accommodation rooms will mean the hotel's proud heritage continues and ensures all our conference guests will know they are staying somewhere special in our fresh new rooms and suites," says Carey Norton, general manager of Heritage Queenstown.

The Heritage's award winning Icon Conference Centre can cater for conferences of up to 200 delegates and offers stunning views of Lake Wakatipu and surrounding mountains.

The venue comprises a



conference floor with state of the art equipment, and a roof top venue suitable for welcome cocktails and special events.

Currently Heritage Queenstown is running a 'double up' conference deal offering twice the normal rewards valid for new conference stays before 30 September 2012.

For every 10th paying room night booked during a conference, there is one night free on offer or two prizes from Heritage Hotel's conference booker incentives.

The offer is also valid at Heritage Auckland and Hanmer Springs, see - [heritagehotels.com.nz](http://heritagehotels.com.nz).

## ACCOUNT MANAGER



*Your opportunity to join a progressive and professional tourism sales and marketing company*

DMS is the largest business tourism representation company in Australia, representing over 35 worldwide DMCs to the Australian and New Zealand C&I market.

If you are an eager team player who enjoys marketing international destinations and sales account management within a role that offers variety, this could be the job for you! You must be highly organised, possess strong computer skills and be an excellent communicator with perfect verbal and written skills. A flexible can-do attitude is required with a keen interest to further develop skills in sales and marketing. Marketing and incentive industry experience would be advantageous, business tourism knowledge and extensive travel experience is desirable.

To learn more about the job, please [click here](#)

If you are interested in working within a successful and nurturing atmosphere, please send your resume with covering letter by Monday 25 June 2012 to [jobs@destinationmarketing.com.au](mailto:jobs@destinationmarketing.com.au)





Face to Face with...

Joyce DiMascio,
GM Exhibition & Event
Association of Australasia



Business Events News caught up with Joyce DiMascio, GM Exhibition & Event Association of Australasia at the MEA conference earlier this year.

DiMascio is also currently a Board Member at Trainworks Limited and has extensive experience in senior management roles across

tourism, business and major events, aviation and hotels in both public and private sector.

Previously she was Head of Business Events Australia, Marketing Communication Director at Tourism NSW and a Press Secretary to two Premiers. She trained as a journalist.

What does your role entail?

I lead the industry association which represents the major organisers, venues and suppliers in Australasia's exhibitions and events industry. My role is to build a stronger voice for the industry and advocate on behalf of members, promote exhibitions as an effective marketing channel, help to build a professional and safe industry and importantly, provide a strong networking and thought leadership forums.

What's the first thing you do when you get in the office?

Greet my staff and make sure everyone is OK and we are ready for the day ahead.

What is the most challenging aspect of your job?

It's a great job and I enjoy it immensely. Biggest challenge is how to temper my enthusiasm for my brief. One step at a time!

How do you inspire your team?

You'd have to ask them - but I do try to show what is possible when we work together - rather than what is impossible. Always focus on what can be achieved rather than the obstacles.

Dealing with new technology - bonus or headache?

Bonus, bonus, bonus especially when you combine it with the power of face-to-face interaction.

What would you be doing if you

weren't CEO of Exhibition & Event Association of Australasia? I live in the moment - and this is the best place I could possibly be right now.

Who has inspired you?

My mum was an extraordinary woman - resourceful, hard-working, generous and a little bit crazy.

How do you relax?

With great difficulty...only kidding! I like to cook, swim or do other exercise, take photos and be with my daughters, family and friends.

What makes a great conference and exhibition?

Great planning. A clear strategic brief. A team that is focused on delivering an outstanding experience that is "on brief". No one thing makes an event great as all the parts need to come together in one joined up production.

What the most inspiring conference and exhibition you have been involved in?

I have delivered or been involved in so many over the years - each one leaving its mark on me. And I have always learnt something new whether as organiser, client, exhibitor, presenter, journalist, delegate, or sponsor.

How many conferences and exhibitions have you attended in the last 12 months?

Around 12.

Think big - Macau's meeting offers



THE Sheraton Macao Hotel, Cotai Central, scheduled to open in September this year is offering MICE planners special meeting packages to incentivise them to book events.

To be Macau's largest hotel and the biggest within Starwood Hotels & Resorts Worldwide's international portfolio, the 3,863-room Sheraton has 15,000m2 of meeting space with access to a further 5,000m2 within the Cotai Central complex.

Ruth Boston the Sheraton's manager - sales and marketing said the hotel has large meeting spaces and an extensive room inventory.

"Despite our size, we are keen to reach out not only to big meetings but also to small intimate groups and that is why we have a team of event experts, who will ensure that every group feels exclusive and well looked-after."

Packages include a half-day meeting priced at HKD 450+ per head inclusive of meeting room usage up to four hours, coffee and tea breaks morning or afternoon, lunch, standard AV equipment and complimentary Wi-Fi in the meeting area.

In addition a full-day meeting offer priced at HKD 650+ includes everything in the half-day package plus four additional hours of meeting usage and an extra coffee break.

MICE planners can choose one out of five complimentary items to personalise their event and Big Rewards for Big Meetings - email sales.macao@sheraton.com.

QR Perth sponsorship

THE Doha-based airline, Qatar Airways is to sponsor this year's Mining Procurement and Supply Conference 2012, being held in Perth on 12-13 June at the Burswood Entertainment Complex.

Qatar Airways ceo Akbar Al Baker said that the airline was proud to be associated with such a prestigious event, particularly as the carrier prepares to launch flights to the Australian city for the first time on 3 July.

"Perth is already the mining and exploration hotspot of Australia and the participants at this conference are very keen to hear more about the future of the industry and more importantly, how they can get involved.

"When we considered adding Perth to our global destination network, there was no turning back once we realised the enormous potential for growth in this emerging city."

Motor Show finds home

WITH the closure of the Sydney Convention and Exhibition Centre (SCEC) a fait accompli at the end of the year and as major events look elsewhere to hold their shows and exhibitions, Sydney Showground and the Australian International Motor Show (AIMS) in a joint venture have confirmed that the 2014 and 2016 Sydney-based Motor Shows will be held at Sydney Showground, Sydney Olympic Park.

This year, however, the Motor Show will be held at the SCEC from 19-28 October.

"Whilst the SCEC has been our home for 23 shows, we are very much looking forward to the opportunities presented to us and exhibitors alike at Sydney Showground," said AIMS event director Russ Tyrie, adding that they are looking forward to seeing how plans shape up for its redevelopment; "but rest assured, the 2012 Australian International Motor Show at SCEC promises to be a fantastic send-off to a great venue."



# business events news

18th June 2012

## DRW 'Grows Them Up'

**THE** Darwin Convention Centre played host to the "We Grow Them Up Learning Festival", a forum which celebrates and shares Indigenous and non Indigenous approaches to raising children.

Held in the first week in June, the Festival's objective of "sharing knowledge and learning from each other" was achieved by the exchange of ideas and experience from individuals and teams working in remote communities and a wide range of community groups.

Organiser of the Festival, Ian Fisher and ceo of Anglicare NT, said the Festival program featured some 30 Workshop and "Yarning Mat" sessions in which the objective was to promote discussion on a wide range of topics including diet and nutrition, how to develop and maintain child friendly communities, the role of men in child rearing in remote communities and to compare the different experiences and influences of various communities.

Marlu Barrios, gm of Darwin Convention Centre, said the Centre was particularly privileged to be selected to host the event for the first time.



## Hilton Worldwide offer

**BOOK** an event at Hilton Worldwide and choose from a range of 15 venues in four countries across Australia, New Zealand, Fiji and French Polynesia.

Confirm that meeting within 21 days of enquiring and tailor the meeting by choosing two add-ons.

The event must be booked before 30 September and completed by 31 December.

Check it out on the website at [www.hiltonevents.com.au](http://www.hiltonevents.com.au).

## Alila opens in Bangalore

**A BUSINESS** lifestyle hotel has opened in Whitefield, Bangalore's IT hub: the Alila Bangalore with state-of-the-art business, conference and events facilities.

With the needs of the business events traveller in mind, the ballroom caters for up to 120 delegates in theatre style, while two additional meeting rooms seat up to 20 delegates.

Meeting packages can be arranged with global and locally inspired cuisine from the hotel's Tiffin Room restaurant in addition to working lunchboxes.

The hotel's 101 contemporary studio rooms feature private balconies and merge a practical workspace with high-tech amenities and luxurious living quarters.

12 SOHO suites, the first of their kind in India, provide a separate living area with guest bathroom, while locally inspired beauty treatments can be indulged in at Spa Alila.

Find out more at [alilahotels.com](http://alilahotels.com).

## Nothing holds a candle to Peppers



**PEPPERS** Cradle Mountain Lodge treated a group of PCO's and meeting planners to a gourmet treat in Highlands Restaurant as part of a Business Events Tasmania familiarisation earlier this month.

It gave the group an opportunity to experience the Lodge following its recent addition to Mantra Group's network of boutique properties, to view the meetings spaces and surrounding activity options.

A highlight of the fast paced itinerary was being able to unwind in the Lodge's tranquil surrounds with a post-dinner spotlighting tour to see the

abundance of wildlife that call Cradle Mountain home.

**Pictured** from left are: Erin Dimsey, Destination Event Management; Tim Coughlan, Incognito Events Pty Ltd; Krystal Anderson, Business Events Tasmania; Lauren Hayward, Forum Group Events; Jon Quidim, Mantra Group; Nathan Lowe, Events with Moore; Melinda Howitt, Peter Jones Special Events; Kara Conroy, CiEvents; Sarah Thomas, Business Events Tasmania; Kylee Brawn, Peter Jones Special Events; Rachel Van Tatenhove, Peppers Cradle Mountain Lodge; and Jocelyn Aldis, Hewlett-Packard Australia.

## WIN AN ESCAPE TO EMIRATES WOLGAN VALLEY RESORT & SPA



During the months of June and July, *Business Events News* is giving one lucky reader the chance to win an amazing two-night stay at the exclusive Emirates **Wolgan Valley Resort & Spa** in the Blue Mountains.

The prize includes a two-night stay for two people in a Heritage Suite with breakfast, lunch and dinner daily. Non-alcoholic beverages with all meals and selected regional wines and beer with lunch and dinner are also included, as are two outdoor activities each day.

Emirates Wolgan Valley Resort & Spa is located on a 4000-acre nature reserve adjacent to the World Heritage listed Blue Mountains and only 190kms from Sydney. The resort offers 40 stand-alone luxury suites, each with its own private verandah & swimming pool.

To enter simply email your answers to each question by 27th July 2012

**Q. 1: Wolgan Valley Resort & Spa's largest conference room is suitable for how many delegates?**

Hint: [wolganvalley.com](http://wolganvalley.com)

Email your answers to: [wolgan@businesseventsnews.com.au](mailto:wolgan@businesseventsnews.com.au)

[Click here for terms & conditions](#)

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Emirates Wolgan Valley  
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