



Fiji was fabulous

FIJI is hot, dry and sunny, so arriving home with a heavy head cold



was not on my agenda.

Perhaps it's a message for me to take it easy.

Not that a famil to Fiji is exhausting; our group happily slid with great aplomb into 'Fiji time.'

An exhilarating jet boat ride along the Sigatoka River with Sigatoka River Safari and a visit and lunch shared with local village people may not have been the culprit of my cold, however the 360° donut turns we did on the way back and the soaking we received is definately a suspect.

In this issue there are a number of special deals which are certainly worth looking into.

How about an whole of resort overwater bungalow deal in Bora Bora (page 3)?

Not to mention a Vanuatu deal for groups at Iririki Island Resort.

You can also read more about Hadley's Hotel in Tasmania, an historic icon that has re-invented itself (below) and the \$21 million injected into the Sydney economy by the Perfect China Leadership Seminar (p3) - Jill.

EEAA pushes for MCEC growth

THE Exhibition and Events Association of Australia says it will continue to pressure the Victorian government over the expansion of the Melbourne Convention and Exhibition Centre, after last week's State budget failed to provide funding for the project.

EEAA gm Joyce DiMascio said that event organisers and suppliers had been hopeful that Victoria would follow NSW's lead, where \$1 billion was last month committed to the massive Darling Harbour project which will include 40,000 square metres of exhibition space.

She said that the MCEC expansion was a "vital piece of infrastructure," but the state budget had "favoured other urban and regional initiatives.

"We will continue our dialogue with the Victorian Government, looking for a commitment to fund the expansion of the MCEC," she said, with the project estimated to inject \$150m annually in additional business tourism.

"It would appear we must continue to build the case for investing in this crucial piece of events infrastructure," she said.

DiMascio said that without

extra exhibition space the state's business growth strategies would be constrained.

She cited the recent EEAA Market Monitor which showed that in the last six months of 2011 Victoria hosted 17% of the 361 exhibitions held across the country - less than half of the 36% market share held by NSW.

"There were 11,000 exhibitors who participated in these shows, which indicates just how important they are as a forum for businesses to sell products and services," DiMascio added.

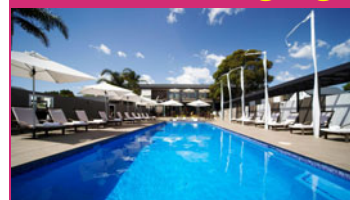
\$61m for Tourism Aust

LAST night's Federal Budget included a new \$61m allocation over four years for a Tourism Australia "Asian Marketing Fund".

The money will drive additional marketing efforts "across our fastest growing and most valuable inbound visitor markets," said Tourism Aust chair, Geoff Dixon.

The money will be sourced via 10% of increased government revenue due to the Passenger Movement Charge, which will rise by \$8 to \$55 per traveller departing Australian airports, and will now be indexed to CPI.

Stay by the Sea with Mercure Gerringong



This week, **Business Events News** is giving readers the chance to win one night accommodation for two in a Superior King Balcony Room, including buffet breakfast courtesy of the Mercure Resort Gerringong by the Sea.

With 52 contemporary king rooms, award winning restaurant, indulgent day spa, and meeting facilities to hold up to 180 people, and only 2 hours from Sydney the Mercure Resort Gerringong by the Sea is an ideal venue for a conference or retreat. To win the one night stay be the first to answer the question to: comp@businessesnews.com.au

Name the town that has a Village Market on the 1st Sunday of each month.

Hint: mercuregerringong.com.au. Click here for terms & conditions



Making Tasmanian history with biggest multipurpose hotel development

IN one of the largest private developments undertaken in the island state, Hobart's historic Hadleys Hotel which played an integral part in Tasmanian and Australian history, now brings together two centuries of hospitality with the opening of Tasmania's biggest multipurpose hotel development.

The multimillion dollar extension to the iconic Hadleys brings new life to the property which has hosted many famous Australian and international guests, including Tasmania's Errol Flynn and Antarctic explorer Roald Amundsen.

The new hotel extension has taken on Accor's upscale Grand Mercure brand, whilst the original Hadleys Hotel will be re-badged under the distinctive Mercure brand.

Creating a significant link between the new future and the historic Cascade Brewery stables, fully restored and incorporated between the two properties, is the Stables conference room destined to become Hobart's premier venue with its thick sandstone walls, small recessed windows, outlined timber floors and pitched roof.

The addition of a grand ballroom has allowed the meeting and conferencing capacity to increase from 250 to 400 delegates.

In addition, a new four-level car park will cater to the increased number of delegates utilising the new conference facilities.

Grand Mercure Hobart Central Apartments and Mercure Hadleys Hobart Hotel gm, Shelley Richards, said "the new development will really energise the Hobart CBD.

"The city has long-needed the extra high-quality accommodation, conference space and restaurants, and we believe this will prove very valuable in winning major events to Hobart in what is a very competitive market."





crumbs!

NO news is not good news...

For those who have experienced the hold-ups associated with the roadworks driving to the Blue Mountains west of Sydney along the Great Western Highway (GWH) comes this piece of enlightenment from the latest Blue Mountains Tourism newsletter.

Blue Mountains Tourism Accommodation & Tours chair Randall Walker has been in discussions with the *Roads and Maritime Services* and the State Member for the Blue Mountains, Roza Sage MP and confirmed the position from the Premier's Office in relation to the upgrade.

"The NSW Government has a contingency in place to complete work despite the difficulties of the current contractor.

"It was suggested that current completion dates could still be met, although we would think that unlikely, especially given the wet weather."

Skyrail's eco-winning practice

AFTER completing a rigorous series of independent audits, Skyrail Rainforest Cableway in Cairns has cemented its place as a worldwide industry leader of environmental, social and financial sustainable cableways.

The honour came on being named as the most environmentally sustainable tourism business in the Pacific.

The only cableway in the world to achieve this status, EarthCheck ceo Stewart Moore said the team at Skyrail are committed leaders in sustainable tourism.

"Over the past 10 years, Skyrail has not only passed annual benchmark assessments, but they have also achieved best-practice results on initiatives like community contribution, energy reduction, water and waste consumption and recycling," said

Moore.

The EarthCheck certification and benchmarking program, is used by more than 1,300



organisations in over 70 countries, to achieve environmentally sustainable tourism and travel operations.

Skyrail's managing director Max Shepherd said EarthCheck's system has been implemented across the entire business, including the operation of the aerial cableway, ecotourism services, educational programs, retail and food and beverage facilities.

Iririki Vanuatu deal

IRRIKI Island Resort and Spa, Vanuatu is offering two, three night Meet, Reward and Motivate, conference and incentives packages.

The specials, for new business only are for a minimum 10 room booking and are valid until 17 Dec.

The three night conference package is \$490pp and the incentive package \$530pp.

Both include, return airport transfers, buffet breakfast, a one hour welcome reception – barbecue buffet or banquet and all taxes and levies.

The conference deal includes a one day conference package and the incentive a Pele Island day trip.



New appointments for Wolgan & SAT

WOLGAN Valley Resort & Spa, west of the NSW Blue Mountains, has announced the appointment of **Morag Ritchie** as its new sales director.

Ritchie joins the luxury Emirates-owned property with more than 20 years experience in the tourism industry across Tasmania, Queensland and NSW.

A specialist in the luxury segment, Ritchie was most recently director of sales for Hayman Island in the Whitsunday Islands and prior to that, six years as director, sales & marketing with Banyan Tree Hotels & Resorts.

Wolgan Valley Resort & Spa, gm, Joost Heymeijer said, "We look forward to Morag's wealth of experience and counsel to further drive the resort's brand footprint forward as we reaffirm our position as a world-class luxury destination resort; and build our national and international presence in the MICE and leisure sectors."

MEANWHILE Deborah Binder has taken over the role of marketing and communications manager for **South African Tourism** in Australasia.

Originally from the Canary Islands in Spain, Binder, who was most recently the marketing manager at the conservation and humanitarian based N/a' an ku sê Foundation in Namibia, has also notched up more than three years experience and a broad network across the travel and tourism industry in Australia and New Zealand by previously heading up the marketing division at Amadeus IT Pacific.

"We are excited to welcome Deborah to our Sydney based team and appreciate that her extensive experience, especially across the public relations and digital space, will greatly assist in driving our continued in-market objectives," says Lalie Ngozi, general manager Australasia, South African Tourism.

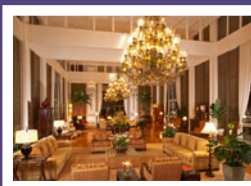
WIN A TRIP FOR TWO TO HAWAII



During April and May, **Business Events News** is giving one lucky reader the chance to win an amazing holiday for two people to Hawaii, courtesy of **Hawaii Tourism, Hawaiian Airlines** and **The Kahala Hotel and Resort**.

The prize includes Hawaiian Airlines return fares from Sydney to Honolulu, and five nights accommodation in an Ocean View Room at The Kahala Hotel and Resort.

Over 6 weeks, we will feature a different question in every **Business Events News** issue. There will be 15 questions in total, which will also be posted on our website. At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this fantastic holiday to Hawaii.



How far is The Kahala from the entertainment of Waikiki and the Hawaii Convention Center?

Hint! Visit www.kahalaresort.com

Email your answers to: hawaii@businesseventsnews.com.au

Click here for terms & conditions





Sydney scores 3,500 delegates

A large direct-selling company, Perfect (China) Co. Ltd, with a strong market in China and throughout Asia for its health food and personal care products, is to hold its 2013 Perfect China Leadership Seminar in Sydney.

The winning of this major business event was announced by the NSW Minister for Tourism and Major Events, George Souris.

"This alone is expected to deliver an economic impact of \$21 million to NSW and reinforces Sydney as Australia's premier destination for business events and conferences," Souris said.

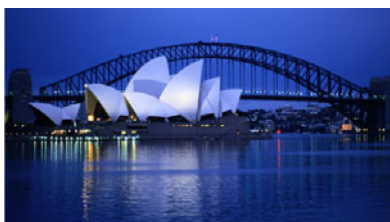
The Perfect conference brings the number of corporate events to 30 from Asia, Sydney has secured this financial year, said to be worth an estimated \$88m in economic impact.

The Perfect Company motivates and develops its high-achieving sales force through its annual leadership seminars bringing to Sydney some 3,500 staff.

Business Events Sydney (BESydney) ceo, Lyn Lewis-Smith said: "The BESydney team, together with Destination NSW, worked tirelessly to secure the Perfect China Leadership Seminar 2013 for Sydney and the economic impact this event will deliver to local businesses is substantial."

"Sydney continues to be an extremely attractive destination for Asian leadership and reward programs.

"I credit this to the hard-work of our Asia team, our proven track-record with events such as the Amway China Leadership



Seminars in 2005 and 2011, and the city's spectacular mix of culture, cuisine, natural beauty, shopping and unique Australian experiences", Lewis-Smith added.

Four Season ownership

AN invitation from Four Seasons Bora Bora to meeting and incentive planners to take ownership of all their suite resort which includes 100 overwater bungalow suites and seven beach front villas with private sun decks, and deep-soaking tubs would have to be very tempting!

This create "Your Own Private Island" package starts at \$480 per suite, per night for three nights or longer, and you can customise the resort to brand your company's corporate identity, launch a new product, or reward your top clients and sales people with a exclusive resort destination.

Value-added concessions include overwater bungalow suites, complimentary breakfast for two guests per suite, Wi-Fi access and a 20% discount on group spa treatments.

Confirm 30+ group rooms on peak nights, and receive one VIP upgrade to a two Bedroom Beachfront Villa with pool.

The offer is available through to March 2013 for bookings made in 2012.

Fashion afloat on Sydney Harbour



ON Monday afternoon Fashion sailed across Sydney Harbour for a much needed rest following the conclusion of the craziness of the Mercedes Benz Fashion Week Australia 2012 that took place the previous week.

An intimate group including BEN were lucky enough to sail Sydney Harbour onboard a luxury vessel called Ghost courtesy of Destination NSW.

Also involved was Nautica Cruises "Sydney's newest private charter and event agency" which is headed up by Simone Liu.

Liu has created a partnership via a sponsorship agreement with Destination NSW's Ambassador and Australian fashion icon Camilla Franks.

Liu previously worked for Opera Point Events which has given her knowledge of event planning and production, the ability to recognise the demands of events in the corporate arena and gain key contacts in the industry.

It was this experience that encouraged Liu to start up her own business.

"I saw there was a significant potential to create a private charter and events agency to revolutionise the venue and events scene providing a unique alternative for corporate event bookers, celebrities, the tourism market and the general public.

"The collection of vessels opens up a whole new world of possibilities and enhances the guest experience," Liu said.

"With any good brand the key is to continually evolve the business and service offering," she added.

Liu outlined plans to roll out 'signature events' for different markets – including corporate networking, singles parties, and children's entertainment events.

"The brand also lends itself well to the 'active adventure' market so I also have plans to provide the public with some yachting and sailing events," she said.

Pictured onboard Ghost is Simone Liu and Camilla Franks with two of Camilla's girls showing off pieces from her new collection, that was seen on the catwalk last week.

Sir Stamford around the clock

SHOWING their expertise in handling back to back events, Sir Stamford at Circular Quay held both major day and night events last week.

The Miss Universe NSW finals – 'Stilettoes and Sequins' was held during the day with 24 beautiful women competing for the ultimate pageant prize – Miss Universe Australia, while the closing party for Mercedes Benz Australia Fashion Week was hosted by designer Fernando Frisoni at night.

The Masquerade Ball themed



Fashion Week after-party saw a stylish crowd with elaborate masks sipping cocktails against a backdrop of Ecoya candles, some of which were the size and shape of a woman's torso.

Heather Idoine, gm is pictured with the NSW finalists.

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