



## Serious fun

**NEWS** in from Andrea Werner, Wellington Convention Bureau's Australian bdm - C&I who was over in Wellington last week to see the new Shed 6 complex and attend the official opening by the Prime Minister John Keys.



"The complex looks fantastic," she enthused.

Clearly, there is no stopping Wellington just because of a few pesky nudges.

"It was all go this weekend in the city with the Bledisloe Cup, last weekend's Visa Wellington on a Plate and the Andy Warhol exhibition at Museum of New Zealand Te Papa Tongarewa," she said.

Meanwhile at **BEN** we are very susceptible to flattery, so were very chuffed when Cristina Matisan from the Gold Coast Convention and Exhibition Centre described us as the industry's version of Channel 10's news program, The Project.

"Like the show, we get the serious news but it's also fun," she said - music to our ears - Jill.

## Heart touching famil

**ON** a recent educational trip, six top Australian conference and incentive planners were escorted by Destination Marketing Services (DMS) to South Africa.

Sponsored by Dragonfly, participants flew with South African Airways from Perth to Johannesburg and continued onto Cape Town, spending three nights at The Table Bay Hotel.

Included in the famil was a surprise sunrise helicopter flight over Camps Bay and Cape Point, a charter flight to Durban and a luxurious stay at Phinda Game Reserve.

Prior to the famil, DMS had identified that the Moravian Church Pre Primary School in Langa, Cape Town, had a severe linen shortage and would benefit from their initiative to give back to local communities.

100 fitted sheets were especially made and given to the school as a practical and helpful donation.

Additionally, buyers were asked to "Pack for a Purpose" from



home, a small suitcase filled with educational toys and stationery.

The visitors were enchanted by the sheer joy of the children's welcome and the school's delight on receiving the gifts.

DMS said, "The inspiring experience touched everyone's hearts - it's an event that we now hope to include in all our future programs."

## SICEEP planning tick

**SYDNEY'S** new convention and exhibition facilities moved a step closer on the weekend, with the confirmation of planning approval for the three year redevelopment project (**BEN** breaking news).

Of more immediate interest to the industry was confirmation from NSW deputy premier Andrew Stoner that the temporary facility at Glebe Island "will be ready for the start of next year's exhibition season," with the first event planned for Feb.

Stoner said the existing convention and exhibition facilities will close in December this year, with the redevelopment contributing "substantial direct and indirect economic benefits".

## This deal's definitely not a stitch-up

**A NEW** corporate program for small and medium enterprises called B-Stay has been introduced by SilverNeedle Hospitality.

Designed to meet the needs of small and medium businesses (SMEs), it encourages in-house travel bookers to make reservations online at a special website at [www.b-stay.com](http://www.b-stay.com).

The site gives SMEs access to a 5% discount on SilverNeedle Daily Rate and additional business benefits at SilverNeedle Collection, Chifley, Country Comfort, Australis and Sundowner Hotels across the Asia-Pacific region.

The launch coincides with the release of SilverNeedle Hospitality's Regional Business Travel Survey, which reveals that almost 70% of SMEs book their accommodation directly with the hotels, as opposed to using a travel agent or third-party travel website.

The survey also found that almost 30% of SMEs, travelling every month or more, tend to stay an average of two to three nights per trip.

Silverneedle's Andrew Turner said "As business travel plans often change, we want our SME clients to have the full flexibility they need.

"With B-Stay, not only can they book hotels directly on-the-go with their mobile devices, they can also amend bookings without penalty."



## Sales Manager

### Reed Travel Exhibitions, Sydney Office

In its 22nd year, the Asia Pacific Incentive and Meetings Expo (AIME) is seeking an experienced and dynamic Sales Manager to join their existing team. AIME is the largest international B2B business events exhibition in Australia and forms part of the prestigious IBTM (Incentive, Business Travel and Meetings) portfolio.

Responsible for selling exhibition floor space, sponsorship and value added packages to new and existing clients, maximizing opportunities across AIME and the other international IBTM events. Maintaining effective relationships with customers, industry partners and trade organizations, located both within Australia and overseas. The role will require a strategic focus and great attention to detail.

#### The successful candidate will:

- Demonstrate strong sales experience within the MICE and or travel industry
- Work well in a global team environment
- Have excellent account management qualities and sponsorship sales experience
- Minimum 5 years sales experience
- Have strong written and oral communication skills, including presentations and report writing
- Demonstrate experience in developing Sales Strategies
- Have a keen eye for development of additional revenue opportunities outside of pure stand sales
- Domestic and International Travel will be required

All applications to be submitted via email to  
[Rebecca.caines@reedexhibitions.com.au](mailto:Rebecca.caines@reedexhibitions.com.au)  
 by Thursday 5th September 2013  
[www.aime.com.au](http://www.aime.com.au)



## Love is in the Details

A RECENT famil hosted by the Gold Coast Convention and Exhibition Centre (GCCEC) for a group of conference and event organisers showcased the flexibility of the Centre and the diverse off-site offerings of the Gold Coast.



With the theme of 'love' centered on the GCCEC's upcoming advertising campaign tagline 'Love is in the Details', which officially kicks off this month, guests enjoyed a helicopter trip to McLaren's Landing for team building that tested their engineering skills followed by an alfresco lunch.

They enjoyed some of the best in dining within the Broadbeach precinct's new Oracle development, toured just some of the 3,000 accommodation

providers in close proximity to the Centre, staying overnight at neighbouring sister property, Jupiters Hotel and Casino.

GCCEC's director of sales, Michelle Man, said the famil allowed the team to "truly showcase our venue, our award-winning kitchen, internal audio visual capabilities and how the wider destination can provide event organisers with choice pertaining to entertainment, accommodation, and off-site alternatives."

## WIN A TRIP FOR TWO TO VANUATU



During the months of August and September, **BEN** is giving one lucky reader the chance to win an amazing holiday for two people to Vanuatu, courtesy of **Air Vanuatu and the Grand Hotel & Casino.**

The prize includes Air Vanuatu return airfares from Syd/Bne/Mel to Port Vila, and five nights accommodation in a Harbour View Room including breakfast daily at the Grand Hotel and Casino.

Air Vanuatu offers daily flights from Australia, just over 3 hours away. Complimentary inflight service and the friendliest smiles in the Pacific!

Grand Hotel and Casino offers a relaxing yet sophisticated setting, in a prime waterfront location in the heart of Port Vila. The hotel is central to Port Vila's business and entertainment district and just 200 metres to the markets. The Grand's business facilities cater well for small groups and conferences. With water views from every room, the hotel also features an outdoor pool, Aromessence Day Spa, Crystals Restaurant and Hemisphere Bar. The Grand Casino also offers the very best in gaming facilities.

### Q7. Vanuatu's capital, Port Vila, is situated on which island?

Email each of the daily questions and the final creative response by Friday 20 September to:

[vanuatu@businessesnews.com.au](mailto:vanuatu@businessesnews.com.au)

Click here for terms & conditions

Hint: [www.vanuatu.travel](http://www.vanuatu.travel)



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## Dockside China ready

IN response to the Australian Government's White Paper on the Asian Century, 'Asia's rise is changing the world,' the Dockside Group, owner and operator of seven Sydney harbour side venues and restaurants, is proactively working to align its business objectives to leverage this change, seeing it as a major opportunity for growth in the business events industry.

True to this ethos, Dockside exceeded expectations last month, when they hosted 3000 Chinese delegates over six nights at their restaurants at The Rocks: Waterfront, Wolfies and Italian Village, as part of the *Perfect China* incentive to Sydney.

Building on this success, Beverley Parker, executive dosm and Sandra Swan, director of international sales will attend CIBTM in Beijing, China, in Sep.

Dockside has translated into simplified Mandarin its restaurant and venue menus to ensure a higher level of service allowing Chinese travellers to feel at ease in a foreign country.

To further facilitate direct communication with the Chinese business travel and tourism market, Dockside Group has joined China's largest social media provider, Weibo.

"Our experience and harbour side locations make a great combination for this market and we are pursuing all opportunities with earnest," Parker said.

"We are very much looking forward to taking our unique message and welcoming guests from all over Asia to sample our hospitality.

"We are confident we can deliver an exceptional experience every time," she added.



ITS not the first we've heard of the people eating bugs 'n' stuff and by all accounts, it won't be the last.

In the city of London, just for a day, pest control service Rentokil set up the world's first "pop-up restaurant" to mark more than 85 years of business.

Amongst an array of exotic cuisine being offered was sweet chilli pigeon burgers, salt and vinegar crickets, BBQ mealworms and chocolate-dipped ants.

Free to everyone adventurous enough to try it, young Stan Knight, nine, from north London, may have been too enthusiastic when he scoffed the handful of mealworms which made him vomit - but he claims he enjoyed the culinary experience regardless.

"They were really nice, I think I ate too many at once."

The thing is, pigeons, despite being a nuisance for many city-dwellers, are a well-recognised delicacy, and wood pigeon can be found on Michelin-starred menus across the world.

## The Levin package

**EXQUISITE** London boutique hotel, The Levin, is offering an exclusive Three Night Dollar Package at this landmark location in Knightsbridge – the closest hotel to Harrods and moments away from Harvey Nichols and fashionable Sloane Street.

For those interested in art and culture, the Victoria and Albert Museum, Natural History Museum, Royal Academy of Arts and Royal Albert Hall are also a short walk or ride away, whilst Hyde Park and Kensington Gardens are close by.

The Levin is a 'home away from home' for many guests seeking a London hotel with personality and charm.

For bookings email the hotel on [reservations@thelevinhotel.co.uk](mailto:reservations@thelevinhotel.co.uk).



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## Mantra enters Bali

**THE** opening of the Mantra Group's first hotel in Asia, the Mantra Nusa Dua Bali, signals the ongoing expansion in the region for the Australian hotel brand.

Mantra Group ceo, Bob East said, "We are proud to see the Mantra name in Bali, combining a brand and a destination already popular with the Australian and New Zealand market."

Having partially opened with the first wing of accommodation, Mantra Nusa Dua now has all 172 rooms completed, extensive conference space includes a ballroom catering for up to 400 delegates & eight meeting rooms.

A launch package is available for booking and travel until 31 Mar - [www.mantra.com.au/nusadua](http://www.mantra.com.au/nusadua).

A new Peppers development on Naisoso Island in Fiji is also due to start construction in 2014.

## Fly, meet, stay with Virgin and Accor

**A NEW** Accor campaign, the "Ultimate Gold Coast Conference Incentive" was launched on Friday in partnership with Virgin Australia.

It invites conference organisers to stay, fly and meet on the Gold Coast, in style.

Accor is showcasing the luxurious Sofitel Gold Coast Broadbeach and the 4.5 star Mercure Gold Coast, adding Virgin Australia flights and entry to 'The Lounge', day and evening experiences to the region's best tourism attractions, plus a hotel room upgrade and complimentary poolside reception event to create the ultimate GC conference package for clients.

The incentive offers a free delegate package for every ten-delegates booked.



So the eleventh package would include free accommodation, Virgin Australia flights and day delegate package, matching the other delegate packages (conditions apply).

Delegates will also receive bonus offers like a one hour cocktail reception with canapés and a selection of beverages, complimentary room upgrades and more.

Bookings must be made by 31 December for conferences held anytime before the end of 2014.

For more information on the promotion and each of the participating Accor hotels visit [www.meetonthecoast.com](http://www.meetonthecoast.com)



## Getting to Know: Bathurst, NSW

by: *Chantel Housler*

Fine food, fine wine and top end experiences are being offered in the country town of Bathurst. Located just three hours drive from Sydney, Bathurst can provide your delegates with a number of unique conference and event venues and a variety of team building activities.

**BEN** stayed at the boutique property, Bishop's Court Estate with the lovely and multi-talented Amazing Bathurst founder, Christine LeFevre. "A slice of heaven on a hill, a home away from home" Bishop's Court Estate is set on an acre of parkland gardens and features seven guest rooms and a chapel perfect for an intimate dinner or a creative environment for a small meeting or event. The property features six meeting spaces and is popular for its cooking classes, wine appreciation events and coffee experiences.

Amazing Bathurst is made up of 32 partners all working together to provide visitors and locals with luxurious boutique hotels, gourmet food and fine wine. Some of the partners include: La Maison Rue George offering one, two and three bedroom luxurious serviced apartments in a restored heritage building; The Hub, a cafe open seven days offering a breakfast and lunch menu with a mix of global flavours from Italy, Asia & South America. The cafe can be booked out for private events and hosts monthly "Italian Nights" as well as a "Gypsy Jazz night"; and Cobblestone Lane Restaurant where you can choose from a mouth-watering selection of local beef and lamb dishes as well as truffles, apples, quinces & stone fruit.

When people think of Bathurst they think of the V8 Supercars race so it is only fitting that your delegates would want to check out the track, and Algona Mount Panorama Estate is the perfect place to have an intimate conference, gala dinner or team building experience, located on Mountain Straight. Conferences for up to 30 people and gala dinners for as many as 120 can be accommodated. For another country wine tasting experience you can visit Vale Creek, a 20 minute drive out of town in Georges Plains, to sample Italian wines with a cellar door experience or for an intimate function.

The Bathurst Regional Art Gallery provides another unique event space able to host up to 200 people in the middle gallery for a formal dinner or cocktail event. Guests can enjoy the artwork while attending either large or small events across a number of rooms and spaces.

Finally **BEN** spent time at the historic, Abercrombie House, a Tudor Gothic Mansion that has 52 rooms, seven staircases and 30 fireplaces as well as a ballroom with a gold leaf ceiling. The mansion owned by the Morgan family for more than 40 years can be hired for events with the use of the ballroom, gardens and soon to be installed permanent marquee. To check out the photos see - [facebook.com/busevents](http://facebook.com/busevents).

