



Catch of the day

AN event at Pier 2 on Walsh Bay last night saw the opening of Dedes on the Wharf, a venue that has seen a few restaurants come and go over the years.



Now it looks like they are on a winner with the Dedes Group at the helm.

Owned by Flying Fish owner Con Dedes, it sits on the site vacated by The Wharf Restaurant @ Pier 2.

In addition to Flying Fish in Pymont and Fiji, they also own the Deckhouse at Woolwich Dock, Dedes Restaurant and Watergrill in Abbotsford and Flying Fish and Chips in The Star.

All, except for the latter have private event spaces and seven days a week availability.

Right now they are offering 'The Ultimate Dining Seafari,' which at a cost of \$300pp for a three course lunch with wine, also



includes a water limousine that collects you from your preferred

CBD wharf and takes you on a dining journey to their three harbourside restaurants - Jill.

Aileen London reinforces ACTE

STRENGTHENING ACTE's position as the world's leading non-profit association dedicated to the advancement of the global Corporate Travel Community, Australian-based New Zealander Aileen London has been elected as ACTE's new global strategic board member.

London joins ACTE Australasia's board representative; Georgie Farmer the global travel sourcing manager for Microsoft Corporation.

Aileen is also the senior manager global meeting services – JAPAC for the Oracle Corporation.

EEAA paving the way

WHILE the Exhibition and Events Association of Australasia (EEAA), has expressed disappointment that no specific funds have been allocated to support the procurement of business events in the current coalition party's policies – something they would continue to focus on in their advocacy campaign - they have welcomed the policy to establish Foreign Affairs and Trade portfolio.

It will, the EEAA said, prepare for more engagement between the business events sector, Austrade and Tourism Australia.

EEAA ceo, Joyce DiMascio said that with so many exhibitions and events delivered in industry sectors of agriculture, financial services, mining and resources, manufacturing, tourism, retail and wholesale services, the way was being paved for the exhibition industry to piggy-back

the opportunities through the proposed Ministry for Trade and Investment.

"Attracting international buyers especially from China, India and other countries would be an opportunity that the Association would seek to leverage on behalf of its members.

"The members of the EEAA deliver events that showcase Australian-made products, innovation and technology.

"We look forward to leveraging the "sales rep" role identified for the Minister for Trade and Investment and how this can support the 24,000 companies who exhibit at Australian exhibitions," she said.

The Business Events Council of Australia has also welcomed coalition plans to include tourism within the Foreign Affairs and Trade portfolio and potentially provide consular support for event bids.

Accom boost in NZ

THE opening of four central city hotels in Christchurch is seeing the boosting of the city's accommodation capacity by 25%.

They include the Novotel Christchurch, Heritage Cathedral Square and the Quest Apartments and Hotel 115, all of which opened in August.

These properties now add 300 new rooms to the city's inventory.

In addition, the Rydges group will open their new build Latimer Hotel in October.

With 136 rooms and conference facilities, it will boost the city's new room numbers to over 430.

These properties join Rendezvous Hotel Christchurch, which opened in May with 171 rooms, thus bringing Christchurch's accommodation capacity to approximately 68% of pre-quake levels.

Closer to the airport, Copthorne Hotel Commodore has this year added 25 new guest rooms and suites and Airport Gateway Lodge has opened 32 boutique suites.

Hayman's \$50m redevelopment

AN oasis for guests since the 1950s, Hayman's new management agreement between Kerzner International Holdings and owners Mulpha Australia, (reported *BEN* 4 Sept) will see \$50 million spent on its redevelopment.

The luxury Whitsunday property, slated to close on 15 January, is to emerge transformed as One&Only Hayman in March 2014.

Events and conferences will be catered in the style that we have come to expect from the luxury resort, with ample space for both intimate and larger groups.

Tourism & Transport Forum's ce Ken Morrison said, "Investment like this is essential to ensuring Australia's tourism product is globally competitive, as resorts and destinations around the world constantly strive to improve their product and service offering."

Sell TNQ 2013

Apply now to join the Business Events Cairns & Great Barrier Reef annual Famil.

Sell TNQ provides an exclusive opportunity for qualified event and incentive planners to visit the Cairns & Great Barrier region and experience first hand our ability to host successful business events.

This year's program will be hosted 1 - 4 November in Port Douglas followed by an optional post-touring program visiting Palm Cove and Cairns 4 - 6 November.

During Sell TNQ, meeting planners and conference and incentive organisers are given the chance to meet with the region's premier business event operators, and enjoy Australia's ultimate year round conference and incentive destination.

With a large variety of meeting venues and spectacular offsite locations, participants will enjoy an eventful program of networking opportunities, touring and events.

For more information or to apply, visit www.businessescairns.org.au.

APPLY NOW!

Applications close
September 17

BUSINESS EVENTS

CAIRNS & GREAT BARRIER REEF

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SELL TNQ

CAIRNS & GREAT BARRIER REEF



Luxperience up by 50% next year

THREE days after it opened, Luxperience, the luxury trade show closed on a high on Wednesday after more than 300 buyers met with 148 exhibitor companies over a series of 26,000 15-minute meetings.

With representatives from 47 countries in attendance, ceo Helen Logas announced that she planned to grow the show by "at least another 50%" for 2014.

Already up 50% on the inaugural show in 2012, Luxperience 2014 will take place 31 August to 3 September, again in the impressive harbourside location of the Overseas Passenger Terminal.

"We already have commitments from 80% of exhibitors here this week that they will sign on again for next year," said Lindy Andrews, director of sales and partner alliances for Luxperience.

Private sector entities such as Six Senses Hotels, Resorts and Spas, Relais & Chateaux, Luxury Lodges of Australia, and Navigate Oceania (which represents 28 luxury lodges in New Zealand and the Pacific), have already committed to Luxperience 2014.

Logas said the waterfront venue was a key component of the show's success.

"It gives us the intimacy that luxury buyers and sellers want.



"With the view of the Opera House and waterfront, the physical environment is inspirational and helps sellers sell."

Last year an estimated US\$4 million worth of business was contracted within two months of the show, according to a buyer and seller survey.

"Feedback from exhibitors is such that we seem likely to comfortably exceed that this year," she said.

Pictured above is Helen Logas, Luxperience ceo at the event with Tourism Australia managing director, Andrew McEvoy.



READER'S Digest interviewed 17 American pilots on topics such as safety, stress, delays and rough landings.

A captain on a major airline said the real reason for flight delays is that some airlines carry just enough fuel so when they hit thunderstorms or delays, the gas starts to run out and the aircraft has to divert to an alternate airport.

Another said, "Sometimes airlines won't give lunch breaks or even time to eat so flights are delayed so we can get food."

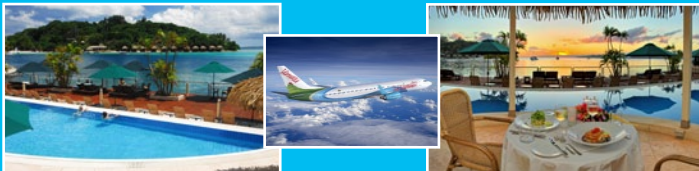
Exhaustion was another issue. "Our work rules allow us to be on duty 16 hours without a break – more hours than a truck driver!"

One aircrew cited the two worst airports as Reagan National in Washington, D.C., and John Wayne in Orange County, California.

"You're flying by the seat of your pants trying to get in and out," they said.

"John Wayne is especially bad because the rich folks who live near the airport don't like jet noise, so you basically have to turn the plane into a ballistic missile as soon as you're airborne."

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.

Q12. How long is the drive from the Airport to Port Vila?

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

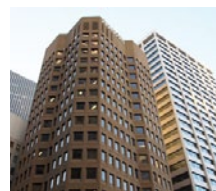
vanuatu@businessesnews.com.au

Click here for terms & conditions Hint: www.vanuatu.travel/



Christie's 50% off deal

CHRISTIE Conference Centres with a wide range of purpose-built board



rooms, conference rooms and computer training facilities are running a September special for first time clients, offering 50% off the room hire fee for a first booking.

They are also encouraging clients to like their official Christie Conference facebook page www.facebook.com/pages/Christie-Conference-Centre/449820108412806.

Those who do will receive a further incentive on their first booking, and can choose from a free upgrade to continuous tea and coffee, complimentary data projector or wireless internet for their meeting.

The offer is applicable at their venues in Sydney, North Sydney, Brisbane and Melbourne.

Voting for fine food

A politics free zone will be created this weekend when the Sunshine Coast hosts the Real Food Festival at the Maleny Showground, over the two days.

Since the election was called, the Real Food Festival say they have experienced a surge in bookings, with a record crowd expected, looking for more 'palatable' options as a respite from the Federal Election.





business events news

6th September 2013

TTNQ's China blitz

AFTER a successful five-day sales trip to China, Tourism Tropical North Queensland (TTNQ) chief executive officer Rob Giason reports that TTNQ Eastern marketing manager Vicki Tang who took nine members to Shanghai, Guangzhou and Hangzhou, had one-on-one appointments with 44 agencies and did destination and product presentations to a total of 420 agents.

Giason said TTNQ's work in China continued this week with director of Business Events, Rosie Douglas, attending CIBTM in Beijing, which attracted more than 4000 conference and incentive professionals from across 30 countries.

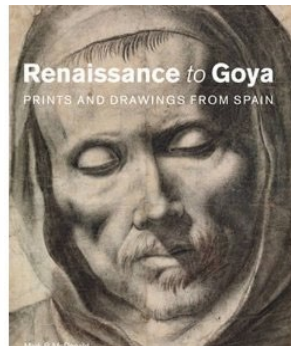
"Business Events Cairns & Great Barrier Reef is part of the stand

with Business Events Australia where we have the opportunity for prescheduled appointments, group appointments and walk-by traffic," he said.

"Going to the market is an essential part of stimulating passenger numbers for direct services to Cairns.

"These trips are part of hundreds of in-market activities TTNQ undertakes to boost Chinese visitors to the potential of 200,000 by 2015," he added.

Renaissance to Goya



WITH its splendid old galleries, light-filled contemporary spaces and spectacular views to Sydney Harbour and beyond, the Art Gallery of New South Wales (AGNSW) has some fine spaces for corporate events.

Available both during and after normal Gallery opening hours, they offer state-of-the-art audiovisual equipment and award-winning Trippas White catering.

The added bonus of the AGNSW is of being able to arrange exhibition viewings and personal tours of the galleries, as part of an event program.

Right now the AGNSW is showcasing 130 exceptional and rarely seen works by Spanish masters covering 250 years.

The exhibition, 'Renaissance to Goya,' is on loan from the British Museum and the Gallery is the only Australian venue in an international tour – which included the Prado in Madrid.

The exhibition runs until 24 November.

GENerating change

Director of Conference Focus, Max Turpin, will share his insights on a range of topics via a regular "GENerating change" column in **BEN**.

Topics will include new generation events and making events effective and valuable.

This is the first in a series of articles for **BEN** discussing the changes taking place in the evolving events market.



For whom the bell tolls

Meetings and events have been the same for decades but they're headed for a total makeover.

We have entered a moment in time where a number of influences have converged to drive significant change in the way events are planned, designed and staged.

Event planners will need to adapt to these changes or risk seeing their events becoming increasingly irrelevant, meaningless and offer little or no value.

Simply put, meetings and events are changing because the world is changing....and so are the people in it.

Social media has revolutionised the way people meet and network.

The internet has changed the way people source knowledge and learn.

Smartphones and tablets have changed the way people connect, communicate and organise their lives.

A wave of new event technology is also entering the scene.

In combination with this, those attending our events are getting younger.

Gen Y (those aged 18-32) is replacing the retiring Baby Boomers and will soon become a major demographic at our events.

Their needs, wants, likes and dislikes need to be understood and catered for to ensure your events engage them....or they'll quickly lose their focus, lose their interest and your events will be of no value to them.

Innovative new event technologies designed to streamline tasks, increase attendances, facilitate networking and add value to participants are increasingly being used by event planners.

Tools such as customised event websites, integrated online registration software, project management software, mobile event apps, mobile audience response systems, RFID/NFC technology, virtual and hybrid events are rapidly taking a foothold.

And in the future, these technologies won't be a 'nice to have' but will become a necessity and expectation.

More on all this and the influence Gen Y is having on events in articles to come.

For more information on Conference Focus or to get in contact with Max email max@conferencefocus.com.au.



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This week **Business Events News** has teamed up with **inPlace Recruitment** to give three lucky readers (one each day) the chance to win a \$100 prepaid Visa Card to spend online or in a store of your choice!

For your chance to win, be the first to send in the correct answer to the question below.



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