



Pause for thought

INCENT Tours
 India gm P.N.
 Nageshwaran
 hosted a
 dinner in



Sydney this week for a group of incentive planners at Manta on Woolloomooloo wharf.

Along with discussing the incentive merits of India, Sri Lanka and Bhutan, talk turned to "you know what I hate".

Number one was the waiter who rudely interrupts a conversation when you are mid-sentence to ask inanely "is everything alright?" Surely the question is not so important that they can't wait until there is a suitable break. Grrr!

Waiters who hover like vultures and over service were similarly given short shrift, as were wait staff who did not know that a knife and fork placed together signal the diner has finished, not when miles apart. *Jill*

P&O eyeing MICE market

P&O CRUISES is developing strategies to lure a greater share of the corporate, conference and group market onboard its ships.

The Australian line is due to take possession of two new vessels in November next year, both formerly of the Holland America Line fleet and offering greater capabilities for hosting conferences and events.

In recent years, the line has been steadily expanding its range of P&O SeaBreaks, which are specifically designed as short cruises of up to five nights.

P&O Cruises director of sales Ryan Taibel said the duration of a voyage, generally seven to 14 nights in this region, had been a barrier for companies or PCOs to hold a conference on a cruise ship.

"Once we started doing more three and four night cruises, our SeaBreaks, we started getting unsolicited interest from companies, event planners and

PCOs coming to us and asking if we have any sort of product for companies and conferences."

While P&O has been limited in its event facilities onboard its current fleet of three ships, Taibel said the two new vessels, *Pacific Eden* and *Pacific Aria*, offered dedicated space for conferences.

"We're finding we're finally able to look conference organisers in the eye and say that you can have dedicated space on the ships from 8am-6pm every day if you want, and we're putting together a whole product around it."

A corporate and groups manager has been recruited to build the line's event offerings.

Through the P&O SeaBreaks, the line is hoping to achieve a 60% increase in cruise capacity.

"We see it being an important strategic part of our business in a few years' time and something that's instantly recognisable as only on P&O."

Five pages today

BEN has three pages of editorial plus full pages from (*click*):

- NT Convention Bureau
- Christmas Venue Guide

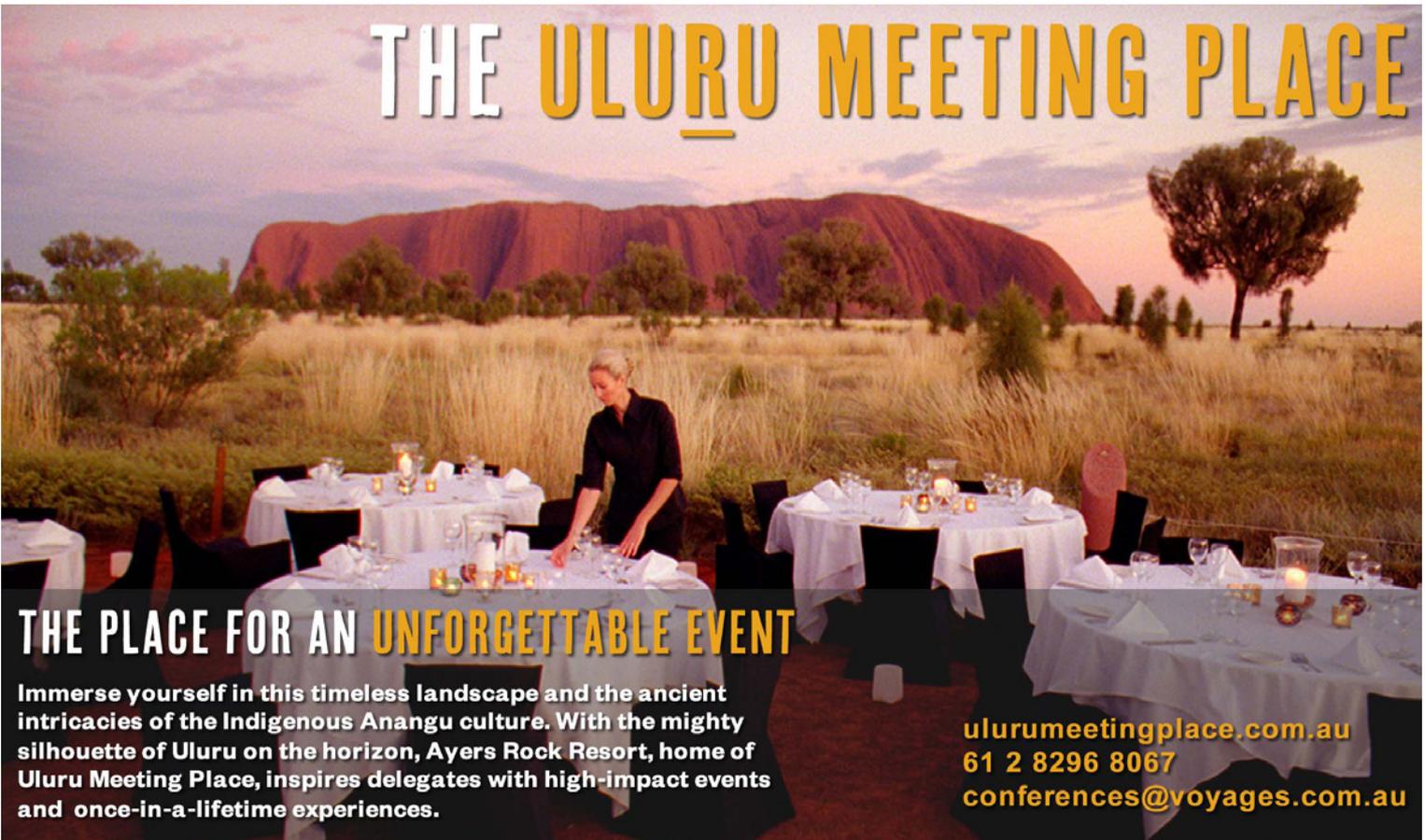


The Christmas Venue Guide

BUSINESS Events News has launched a Christmas Events guide - check out **page five** for the best end of year function venues out.

The Guide is booking out fast, so get in while you can to highlight your venue's unique features, like the ability to host a karaoke battle of 'We Three Kings - The Reggae Remix', to the business events industry and **BEN's** readers and social media channels, by emailing advertising@businesseventsnews.com.au.

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business events news

1st October 2014

AKL Symposium win

MORE than 300 delegates are expected to attend the 2016 International Radiation Symposium, set to be held in Auckland.

The bid was a combined effort involving Buckley-Glavish Professor of Climate Physics Dr Roger Davies, the University of Auckland and the Auckland Convention Bureau (ACB).

The symposium was expected to see \$562,000 pumped into the region's GDP, ACB manager Anna Hayward said.

Auckland won the bid over Valladolid, Spain, the ACB said.

DoubleTree for Cairns

HILTON Worldwide has opened the DoubleTree by Hilton Cairns.

The 237 room hotel has six meeting rooms, with the largest clocking in at 6,700 sqm.

Its meeting and events spaces could accommodate up to 160 guests, Hilton said.

Previously a Holiday Inn, the hotel was owned by the BG Hotels Group and was the latest DoubleTree in a pipeline which included a new 241 room DoubleTree in Perth, due to open in mid-2016, and a 150 room hotel in Fremantle, slated to open in 2017, Hilton said.

Book a corporate event and your delegates will each receive a \$100 gift voucher to use at Spicers Hidden Vale



SPICERS
HIDDEN VALE

Relaxed Luxury

[Click here to find out more](#)

NT roadshow's new name

THE NT Convention Bureau has a new name for its annual roadshow, now known as ConVeNTions Walkabout.

Previously known as the NT Meetings Muster, the new name would help to avoid any confusion which some feedback had indicated occurred about the leisure tourism consumer event, 'NT Muster', a Bureau spokesperson said.

The Bureau had conducted research into what name would resonate with the industry, and 'Walkabout' more effectively acknowledged the NT's strong Indigenous culture, the spokesperson said.

The change also conveyed the idea of the Territory going 'walkabout' as it toured the country, the Bureau said.

The roadshow would be held from 13 to 17 Oct and feature 10 industry partners including the three NT convention centres, it said.

More than 200 event planners were expected to attend, based on previous years' numbers, the

spokesperson said.

Previous roadshows had provided a platform for NT industry specialists to connect with event planners, marketing and communications manager Nicole Jervis said.

To register, **CLICK HERE**.

Novotel Norwest launches



THE Novotel Sydney Norwest launched officially yesterday.

Previously the Crowne Plaza Norwest Sydney, a managerial takeover by Accor in April has seen the 132 room hotel rebrand.

The 4.5 star hotel had conferencing facilities for up to 300 people in seven conference spaces, Accor said, and it would offer "Meeting@Novotel conferencing".

Exhibition Manager Reed Travel Exhibitions, Sydney Office

Reed Travel Exhibitions is seeking an experienced and dynamic Exhibition Manager to head up the exhibition team, who are responsible for the AIME, the Asia Pacific's premier meeting and incentives exhibition.

AIME is the largest international B2B business events exhibition in Australia and forms part of the prestigious IBTM (Incentive, Business Travel and Meetings) portfolio.

This role requires a dynamic, pragmatic and tenacious individual with excellent event management skills. The successful candidate will oversee the strategic planning, implementation, management and execution of the entire AIME exhibition and the new 365 Community Strategy. The role will require a strategic focus and great attention to detail, as well as an individual who excels at building relationship with the Business Events industry.

The successful candidate will:

- A minimum of 8 years full-time Event experience with a strong background in marketing
- Own the vision, goals, decisions and policies of IBTM Portfolio and AIME strategy
- Owning the appropriate industry relationships and being the 'face' of your show to the industry
- Demonstrate sound commercial awareness
- Exercise balanced judgment
- Exceptional project management skills
- Competent in budget management
- Able to make effective and timely decisions
- Communicate with conviction and authenticity
- Adapt to use a range of communication and influencing styles and approaches
- Before escalation of an issue, consider the appropriateness and the manner in which the information is presented and communicated
- Show willingness and confidence to take considered risks
- Creative thinking for problem solving
- Be honest about your own performance, recognising strengths and opportunities for improvement
- Have honest and constructive conversations around individual performance
- Have effective and productive coaching conversations which challenge, enable and develop others
- Experience in the business events industry is desirable.

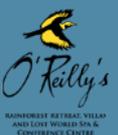
All applications to be submitted via email to Rebecca.caines@reedexhibitions.com.au by Friday 10th October.

www.aime.com.au



WIN WITH O'REILLY'S

This week, **BEN** and O'Reilly's are giving away one night's accommodation in a Mountain View room with private balcony in the Rainforest Retreat, including morning and afternoon tea, complimentary wine tasting at Canungra Valley Vineyard and an early morning bird walk.



O'Reilly's can tailor a corporate Christmas function to your needs, from sunset drinks at a breath-taking cliff top lookout to Christmas-themed dinners or a BBQ by the bonfire in the rainforest. The location of O'Reilly's within the World Heritage Lamington National Park coupled with its legendary hospitality, means it creates events to remember. Ideal for groups of up to 200 guests, O'Reilly's offers flexible accommodation options including the Retreat and luxury Mountain Villas.

The most creative response to the question will win. Send your answers by COB 10th Oct to: comp@businessesnews.com.au

Tell us in 25 words or less how your team would celebrate your corporate Christmas party at O'Reilly's Rainforest Retreat.

Hint: www.oreillys.com.au/conferences-functions





business events news

1st October 2014

Celebrating G20

BRISBANE will see 24 days of free live music acts in the run up to the G20 Summit.

From 24 Oct to 16 Nov, more than 50 free music events would be performed across the city and suburbs, and would show the world that Brisbane was a "music city", the office for the Minister for Science, Information Technology, Innovation and the Arts Ian Walker said.

About 4,000 delegates would attend the Summit, held from 15 to 16 Nov, which was expected to pump \$100m into Brisbane's economy, Walker said.

IBTM buyer reg open

IBTM Arabia 2015 hosted buyer applications are now open.

Reed Exhibitions said the show, held from 10 to 12 Feb at the St Regis Hotel Saadiyat Island Resort in Abu Dhabi, was a one to one business event for the meetings, incentives, conventions and exhibitions industry.

Organisers said 200 hosted buyers had been invited, with 200 business events exhibitors from the Middle East.

The exhibition was recently rebranded from its prior incarnation as GIBTM (**BEN** 10 Sep).

Sydney Choc Fest



BEN has often subtly suggested in our Face to Face feature that everyone's dream business event to attend would be the Annual Chocolatiers Tasting Conference.

Apparently, someone's been listening, because Sydney is soon to host the Smooth Festival of Chocolate, from 05 to 06 Oct.

InterContinental Sydney executive chef Tamas Palmer will make a new dessert, live, at the festival.

CLICK HERE for more.

Jones identity crisis



ONE of this industry's favourite sons Peter Jones, of Peter Jones Special Events, has given his brand an identity overhaul.

It's a change that has seen the famous red balloon flown skyward and a red 'O' in its place.

Jones said he had told the original graphic designer "I organise theme parties", so the balloon was incorporated.

"Boy, how things have changed in what we do over the years."

He said the new look was contemporary and more in line with the nature of the work, as the days of "theme parties" were "well and truly over."

"As for our name, we decided to keep that; that way I know I will still have a job if I turn up," he said with customary Jones wit.



ATTENDING international conferences often leaves delegates with momentos enough, so you may not have had the same experience as the 46% of young travellers who regretted buying novelty t-shirts, and the 55% who regretted purchasing fisherman's pants.

The stats come from the 2014 Visa Young Travellers Report, which surveyed 1,006 Australians aged 18 to 29 years online.

Fake DVDs were also a regret at 53%, with those surveyed identifying items that lacked personal meaning, Visa said.

In the spirit of regret, **BEN** found the world's worst souvenir t-shirts courtesy of www.jaunted.com.

These include shirts featuring the phrases 'Stone Harbor Coed Naked Bungee Jumping' and 'Prague - Czech Me Out!'

To view the full rogue's gallery of shirts, **CLICK HERE**.

CIBTM visitors up

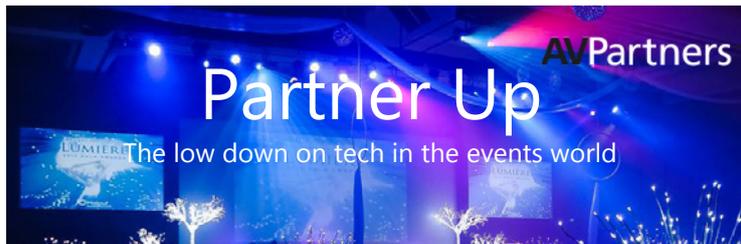
CIBTM saw 4,088 visitors attend from 17 to 19 Sep, with international hosted buyers up 28% compared with the previous year, to 103 in total, organisers said.

Total visitor numbers were up 6% on the previous year, Reed Travel Exhibitions said.

The show had 449 exhibitors from 35 countries, organisers said, with a growing number of business events attendees from China.

CIBTM exhibition director Jacqui Timmins said the show had received positive feedback from exhibitors.

CIBTM 2015 is set for 05 to 07 Aug 2015, to again be held in the China National Convention Centre in Beijing.



The battle between projectors and flat screens

DO CONFERENCE and event attendees prefer rich images viewed on a flat panel screen, or do they want larger than life characters that almost step out of the projection?

The debate about which screening technology is best for conference and event venues has carried on for many years. However, the answer to this question is not as simple as choosing one screen or the other, because both are suitable in different circumstances, so the decision really depends on how the screens will be used.

To help narrow the decision, here are some factors that define each screen technology:

Projector pros:

- The image will scale to be double or triple the size of a flat screen. This factor is more important when room size is a consideration so all attendees can see the screen.
- Most will reproduce high definition images.
- They are more portable and manageable than a flat screen.
- Projector screens take up less space than large flat screens and can be recessed in the ceiling.
- Projector systems can be networked with sound receivers, remote management and multiple lens options for greater flexibility when it comes to different events.

• As the flat panel screen size increases, so does the price and the logistics of getting it shipped to your venue, inside the room where it will be housed and then installed.

Flat screen pros:

- Provide rich, bright images.
- Are better in environments where lighting cannot be controlled. Ambient light in a room can wash out the image from a projector.
- Less coordination is required to set up and run a flat panel system and there is little ongoing maintenance.
- No lamps to replace.

Ultimately, the screen needs to be the right size for the room it is servicing, and this will be one of the deciding factors (along with how the screen is to be used) that will determine whether a flat or projector screen is the right option for your venue.

Ryan Taylor is a partner at AVPartners, which creates integrated event experiences through combining state of the art audiovisual technology, unrivalled expertise and a highly tailored approach. For more visit www.avpartners.com



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INVITATION

We are excited to bring the NT to your backyard and share the wide range of options for Business Events in the Territory.

DISCOVER why the NT should be the destination for your next event.

CONNECT with the local expert to professionally plan your event.

INSPIRE yourself with unique possibilities and connections the NT can provide you and your next business event.

VENUES

Monday 13 Oct, 12:00-2:00pm - BRISBANE:

Sofitel Brisbane - Odeon Room - 249 Turbot St | Brisbane QLD 4000

Tuesday 14 Oct, 7:30-9:30am - CANBERRA:

Sage Restaurant - Gorman House Arts Centre/ Batman St | Braddon ACT 2612

Tuesday 14 Oct, 5:30-7:30pm - SYDNEY:

The Slip Inn Sydney - Sand & Garden Bars - 111 Sussex St | Sydney NSW 2000

Wednesday 15 Oct, 5:30-7:30pm - MELBOURNE:

MCG - Premiership Dining Room - enter via Gate 6, use elevators 14 and 15 and go to level 2 | Brunton Ave | Richmond VIC 3002

Thursday 16 Oct, 12:30-2:30pm - ADELAIDE:

Chianti Classico - Gallo Nero Private Dining Room - 160 Hutt Street | Adelaide SA 5000

Friday 17 Oct, 12:00-2:00pm - PERTH:

The George - London Room - 216 St Georges Terrace | Perth WA 6000

KEY NT BUSINESS EVENT SUPPLIERS

Alice Springs Convention Centre

Darwin Convention Centre

Darwin Turf Club (BNE,SYD, MEL ONLY)

Fusion Exhibition and Hire Services

Great Southern Rail (BNE,SYD, MEL ONLY)

Hilton group ((BNE,SYD, MEL ONLY)

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Christmas Venue Guide

Looking for a Christmas venue or staff celebration?
Business Events News guide to 2014/15 Christmas venues is the place to showcase!
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Royce Hotel

Melbourne, Victoria

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Melbourne's chic five star designer hotel, ideally located next to the Royal Botanic Gardens.

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tel 03 9677 9931.

www.roycehotels.com.au

Ask about the complimentary gift certificate you may be eligible for.



Chifley Hotel Wollongong

Wollongong, NSW

Reward your staff with a memorable Christmas Party at Chifley Wollongong. With all inclusive Christmas Party Packages available, or tailored packages to meet all your personal touches your event will be a breeze to coordinate and a night to remember. Quote BEN to receive the following bonuses*:

10% discount off your total bill; One complimentary accommodation room for every 20 paid accommodation rooms; Complimentary upgrade to all accommodation rooms.

*T&C's apply, subject to availability

www.chifleywollongong.com

MV EPICURE

Sydney, NSW

MV EPICURE is a brand new, state-of-the-art luxury motor vessel sailing Sydney Harbour. Impress your guests with sensational food and wine against the best vantage points on the harbour.

Custom built for luxury events, MV EPICURE can cater 300 for sit-down and 450 for canapés across three stylish levels. The modern neutral interiors play host to a range of Christmas events.

Celebrate Christmas in style onboard

MV EPICURE starting from \$159,00pp.

www.mvepicure.com.au



Sydney Cricket Ground

Sydney, NSW

Host an end-of-year celebration at the Sydney Cricket Ground and go in the draw to win a Corporate Suite Experience during the SCG's Summer of Cricket. Book NOW and you and your guests could wine and dine in the luxury of your own corporate suite at the Cricket.

The SCG celebrates the opening of the following brand new event spaces: Noble Dining Room for up to 600 banquet-style, Skyline Terrace with views to the CBD and the Brewers Pavilion.

CLICK HERE for details and conditions

www.scgevents.com.au