



Down by the sea

SINCE Singapore's land

reclamation from the sea started back in the 1970s, the country's land mass has grown by 20%.



Nowhere is this expansion of the city more visible than from the 41st floor of The Westin Singapore, in the heart of Singapore's CBD, where the outlook from my room looks onto the construction of Marina One.

This integrated development, with a gross floor area of 3.67m sqft, described as being at the gravitational epicentre of Singapore's new CBD, will include integrated commerce, high-end residences and retail spaces.

Beyond all this, on a ribbon of land jutting out in the sea, is the new Marina Bay Cruise Centre, looking like a futuristic Japanese temple.

Another view from The Westin's expansive floor to ceiling windows reveals a vast container terminal where orange, blue, brown and white containers are stacked like giant Lego blocks, awaiting the turn of one of the countless ships that lie at anchor on the Bay.

Behind The Westin, a line-up of high-rise commercial buildings appear to be on a march forward to the sea.

MEANWHILE the day was filled with visits to the new S.E.A. Aquarium on Sentosa Island, accredited by the Guinness World Records as the world's largest aquarium.



Then it was lunch at Sentosa's Siloso Beach in the laidback vibe of Coastes, a visit to The Itan, a private house for a fascinating glimpse into the Peranakan culture, and dinner at Indochine; watch for more details on 'Your Singapore' in issues of *BEN*. Jill

Domestic biz ev nos up

DOMESTIC visitor nights and overnight trips for business events were up for the year to December 2014, according to figures from the National Visitors Survey released by Tourism Research Australia (TRA).

Total visitor nights for those travelling for a conference, exhibition, convention or tradefair were up from 2.1m in the year to December 2013 to 2.3m, while overnight trips were up from 796,000 to 840,000.

Visitor nights for business travel overall were up from 43.3m to 61.5m, and overnight trips, and visitors, were up from 14.0m to 16.3m, the TRA said.

This saw an expenditure of \$10.9m compared with \$9.4m for overnight trips for business.

NSW saw visitor nights for business events drop, from 732,000 to 632,000.

Victoria saw visitor nights jump from 355,000 to 611,000, while other states had too small a sample size to give an accurate number, TRA said.

Overnight trips for business events also dropped for NSW, from 286,000 in 2013 to 256,000

in 2014, but were up for Victoria, from 171,000 to 206,000.

Day trips for business events were down from 923,000 to 781,000, while overall day trips for business travel were up to 17.4m from 17.2m.

This saw expenditure overall of \$1.7m, down from \$2.1m.

Long stay, low business from China

A REPORT looking into the Chinese travel market has found Australian destinations have a high length stay and relatively low share of business travellers.

Developed by Oxford Economics in partnership with the InterContinental Hotel Group, the report drew on a range of national data sources as well as industry data.

The report said Sydney saw about six nights per trip in 2013, while Melbourne saw about six and a half, "highlighting the tendency for Chinese visitors in Australia to stay longer than in most other Asia Pacific locations, given the lower number of Chinese arrivals to these cities".

Chinese visits to Australia for holiday purposes in 2013 were almost eight times higher than the number of business trips, the report said, with average per night spend for business trips sitting at \$276, compared with \$178 for leisure trips.

CLICK HERE to read more.

Darling Hotels gm

ACCOR has appointed Hayden Hughes as gm, Darling Harbour Hotels and area manager Ibis Budget.

Hughes joined Accor in 2002, the company said.



why book a conference room
WHEN YOU CAN BOOK A RESORT?

1 800 258 263
www.clubmedgroups.com.au

Club Med
GROUPS & INCENTIVES

Today's issue of BEN

Business Events News today has three pages of news plus a full page from: **(click)**

- The Travel Industry Exhibition

Luxperience partners InterContinental Syd

LUXPERIENCE will once again partner with the InterContinental Sydney for the fourth year running.

The hotel would be an Official Platinum Accommodation partner of the luxury travel trade exhibition, organisers said, and would host a group of global and national buyer attendees.

Luxperience will be held from 06 to 09 Sep.

CLICK HERE for more.



Special Meeting Offer April & June 2015

Make your meetings work for you with our award winning facilities at Sheraton on the Park.

Book by 30 June 2015 and receive some fantastic benefits!

Accommodation Rates
From \$245 per night

Day Delegate Package
From \$95 per person
(reduced from \$109)

[Find Or More >](#)

Offer is subject to availability. Terms and Conditions apply.



business events news

16th March 2015

Advertise with us

be top of mind

- Cost Effective
- Targeted
- Easy



For details call us today 1300 799 220

Jailhouse celfies



THE Old Melbourne Gaol was the venue of a lively dinner hosted by the InterContinental Hotels Group (IHG) during AIME.

Built in the mid-1800s to house dangerous criminals, petty offenders, the homeless and the mentally ill, the prison was also the scene of 133 hangings including the bushranger Ned Kelly.

Prior to the sit-down dinner, at which Ned Kelly's death mask was visible at one end of the table, the 82 guests armed with 'celfie' sticks, courtesy of IHG, sipped Champagne and moved in and out of the cells for dress-up and 'celfies' with the dear departed.

Then it was time to dine at a table that stretched the entire length of the downstairs cellblock while dancers performed high above on the prison walkways and rocked to the beat of a jailhouse band.

AACB: EMDG change

THE Association of Australian Convention Bureaux (AACB) has made a submission to the Export Market Development Grants (EMDG) scheme review, recommending that government funding to Approved Bodies not be excluded.

In its submission, the AACB said Austrade had changed its approach to member applications in 2010/11, announcing applicants would have grants reduced by provisions of Section 46 of the EMDG Act.

This Section refers to expenses of an applicant for eligible promotional activity which are excluded "to the extent...to which the applicant has been paid, or is entitled to be paid, for any consideration for any thing done by the applicant to further that purpose".

Austrade had said this section was designed to prevent 'double-dipping', or where an applicant had promotional activities funded by another body, the AACB said.

Many of its members received government support, much of which went towards not promotional activity but operational expenses, it said.

In addition, the AACB said when



Association of Australian Convention Bureaux

regional organisations applied to become Approved Bodies, details of all sources of funding were provided.

The current assessment procedure of Approved Body applications was time consuming for all involved, and the combination of a changed approach, inconsistency and delay had made it difficult for members to budget appropriately for EMDG funds, AACB said.

It recommended the amendment to Section 46, which would have no additional cost to government, given the EMDG program had a capped budget.

CLICK HERE to read more.

TAA: NVS shows value of events

TOURISM Accommodation Australia (TAA) has said the latest National Visitor Survey statistics have shown the value of events.

The figures released last week showed domestic overnight trips were up 7% to 81.4m in the year to December 2014.

Total visitor nights were up 9% to 309m and overnight spend was up 6% to a "record" high of \$54.4b, the Survey said.

TAA acting ceo Carol Giuseppi said these figures "clearly demonstrated" the importance of governments and regional tourism groups promoting events and festivals, with overnight trips to attend events up 21% to 2.9m.

CLICK HERE for the figures.

Novotel Forest Resort Creswick offer

THE Novotel Forest Resort Creswick is offering a free daily breakout room hire to Accor Le Club meeting planners who book a conference room.

CLICK HERE to find out more.

ben Events Calendar

This week's **BEN** events calendar is brought to you by **CINZ MEETINGS 2015**.



CINZ MEETINGS 2015

10 - 11 JUNE
ASB SHOWGROUNDS
AUCKLAND

16 MAR

Ni hao WA 2015; Aravina Estate, Yallingup; for more visit: www.tourism.wa.gov.au

18 MAR

Gold Coast Connect Sydney, InterContinental Sydney; for details: www.visitgoldcoast.com

24-26 MAY

MEA Conference 2015; Hamilton Island; for more visit www.meetingsevents.com.au

9-11 JUN

ibtm america; Chicago, USA; visit: www.ibtmamerica.com

10-11 JUN

CINZ MEETINGS 2015; Auckland, New Zealand; click here to register as a hosted buyer: www.meetings.co.nz/Buyers

18-20 JUN

This Is Gold Coast Business Exchange 2015; for details: www.visitgoldcoast.com

6-9 SEP

Luxperience; Australian Technology Park, Sydney; see: www.luxperience.com.au

10-11 SEP

MICE Asia Pacific Exhibition 2015; Suntec Singapore Convention & Exhibition Centre, Singapore; more info at: www.miceasiaexhibition.com

17-19 NOV

ibtm world; Barcelona, Spain; see: www.ibtmworld.com

If you have an upcoming event you'd like us to feature, email info@businessnews.com.au.



Groups and Events Manager

Based in Melbourne, our dedicated in-house team of Group and Events professionals offer the best of both worlds. Not only are they experts in coordinating and booking all air and land travel arrangements, they are highly experienced in the organisation of local and international conferences and meetings, complete event management, exciting staff incentive trips, corporate team building, cultural, educational and sporting group tours.

Voyager have an exciting opportunity for a 12 month maternity leave replacement contract for our Groups and Events Manager. The ideal candidate will be an experienced corporate event professional at management level, with a proven record in driving and leading their team to success.

Applications must include a Cover Letter and can be sent to recruitment@voyagertravel.com.au



business events news

16th March 2015



crumbs!

STONE the crows, any self-respecting Kenny knows that the Portaloo is the way to go if the event is to be off site.

Not anymore, says Flames of the Forest general manager Natalie Johnson, who has introduced the first marble off site bathrooms.

"No one ever said taking an event off site had to be uncomfortable, so in true Flames style, we have gone one step further and created what we think are Australia's ultimate off site bathrooms."

It's all part of Flames' annual refurbishment, which includes the updating of decorative lighting, crystal, curtaining and a new pre-dinner drinks bar.

"Guests will be pleasantly surprised," she said of the posh loos that feature local Chillagoe Gold Drop marble vanities and hand-crafted, custom New Guinea Rosewood cupboards.

"The boys even went as far as to install silver cisterns and hand towel racks to match the silver stalls.

"I've certainly never seen anything so stunning in the middle of the rainforest!" Natalie laughed.

Flames has also updated the menu and dining options with executive chef David Spencer getting creative with native dishes including kangaroo carpaccio, crocodile rilette, spanner crab tortellini and black sapote pave.

To check out some photos of the sparkling new loos or to check out the new menu, **CLICK HERE**.

MEA finalists announced

THE finalists for the Meetings and Events Australia (MEA) 2014 Industry Awards have been notified but will not be published due to confidentiality reasons, the organisation has said.

The state award winners will be announced from 25 Mar with the national gala dinner on 26 May.

PillowMINT teams up with Orange Exchg

ORANGE Exchange and PillowMINT have teamed up to increase the accessibility of New Zealand to business events clients.

PillowMINT said more Australian groups were heading to New Zealand, and the partnership with Orange Exchange provided tailored experiences and programs.

What's in energy storage?

ABOUT 1,400 delegates are expected when the Energy Storage Conference and Exhibition runs from 03 to 04 Jun at Australian Technology Park, Sydney.

This will be up on last year's inaugural event, which saw more than 800 attendees from 23 different countries in attendance.

With a program that focuses on energy storage applications, more than 40 expert speakers from Australia and around the world will present.

The exhibition and workshops are free to attend and conference tickets at early bird rates are now available at

www.australianenergystorage.com.au.



Face to Face

Rebecca Mutanen Senior sales manager P&O Cruises Australia



Business Events News recently caught up with Rebecca Mutanen, senior sales manager for P&O Cruises Australia, who will also head the new P&O Conferences division.

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

Log on my computer and grab a cup of tea and fill my water bottle. I like starting my day having a casual chat in the office kitchen with whomever I bump into, makes for a nice start to the day.

What analogy best describes being senior sales manager of P&O Cruises Australia and why?

Jack of all trades. My day is never the same. Can vary from assisting with day to day enquires, to giving presentations onboard our ships, to creating new ideas for our conference product and working with our marketing team on creative elements to budgets to mapping processes (those last ones are not as fun).

Using as many 'c' words as possible, why conference on a cruise?

Creative, captivating, complimentary offerings, change, complete packages, cruise conferencing, countless options, charters, cost effective.

What's the weirdest cruise myth you've ever heard?

Not sure about weird but the most common misconceptions are "Cruising is for old people", "cruising is for young party people" (quite ironic they either think one extreme or the other), "I get sea sick" and "I don't want to be stuck on a ship".

These are normally all incorrect, something we tackle every day.

What sneak peak can you give the

business events industry about P&O Cruises' plans for this year?

The most exciting thing this year is the arrival of our two ships *Pacific Eden* and *Pacific Aria* in November (which has our dedicated conference venues).

We are holding an event where our entire fleet of five ships will be in Sydney Harbour on the 25 Nov. We cannot wait!

How does P&O Cruises plan to woo the business events sector?

Simply by what we say are our top three advantages of booking a sea event over land. Value, ease (think of us as a floating resort with everything plus more) and wow factor.

Will robots ever take over the cruise industry?

I guess if robots took over the world first then perhaps yes? For the moment we pride ourselves on our fabulous service and crew on board so as long as robots can deliver in the same way then who knows!

What three industries would benefit most from holding a conference onboard a cruise ship?

Honestly all industries would benefit. Any industry that is open to experiencing something different for their next conference and saving some of their budget.

What would be your dream event to host on board?

I would personally love to see a fashion industry conference of sorts on board. Something designer would be nice to see.

Business Events News is Australia's newest online publication dedicated to the vibrant meetings, incentives, conferences and events sector.

Sign up for a free subscription at www.businesseventsnews.com.au.

Postal address: PO Box 1010, Epping, NSW 1710 Australia

Street address: 4/41 Rawson St, Epping NSW 2121 Australia

P: 1300 799 220 (+61 2 8007 6760) **F:** 1300 799 221 (+61 2 8007 6769)

Part of the Travel Daily group of publications.

Business Events News is a publication of Business Events News Pty Ltd ABN 80 153 775 449. All content is fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in preparation of the newsletter no liability can be accepted for errors or omissions. *BEN* takes no responsibility for the opinions of its contributors/columnists. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.

Publisher: Bruce Piper

Editor: Jill Varley info@businesseventsnews.com.au

Deputy Editor: Alex Walls

Advertising and Marketing: Sean Harrigan and Magda Herdzik advertising@businesseventsnews.com.au

Business Manager: Jenny Piper accounts@businesseventsnews.com.au

Travel Daily

CRUISE
WEEKLY

travelBulletin

business events news

Pharmacy
DAILY

Travel
DailyTV



Australia's only exhibition for the travel industry

Discover the world of travel

- > CONNECT with travel suppliers
- > DISCOVER new travel products
- > NETWORK with industry professionals
- > LEARN about the future of travel

REGISTER NOW:

travelindustryexpo.com.au

16-17 July 2015

Luna Park, Sydney

**THE
TRAVEL
INDUSTRY
EXHIBITION**

TRAVELINDUSTRYEXPO.COM.AU



Industry supporter

ATAS

travel accredited