



Today's issue of BEN

Business Events News today has two pages of news, plus a full page from **Travel Industry Expo.**

Day buyer CINZ offer

CONVENTIONS Incentives New Zealand (CINZ) will be offering day buyers the opportunity to pre-book appointments with 200 exhibitors at MEETINGS in Auckland this year.

The new initiative will also give day buyers free parking at the ASB showgrounds, lunch and an invitation to the Celebrity Speakers showcase.

"We have a great line up of exhibitors and our 20th anniversary is shaping up to be one of our best events ever," commented CINZ chief executive Sue Sullivan.

MEETINGS runs from 15-16 Jun.

ATE attracts record crowd

THE Australian Tourism Exchange has officially kicked-off in the Gold Coast, with more than 2,300 travel industry delegates expected to attend.

Tourism Australia managing director John O'Sullivan (**pictured**) said hosting the event on the Gold Coast would help bolster Australia's inbound tourism sector, which is already at record levels with international visitor arrivals climbing to 7.4 million in 2015 and visitor expenditure rising 18% to \$36.6 billion.

"Given it's the first time that ATE has been held on the Gold Coast there is a high level of excitement



around the event, with the number of Australian travel businesses participating reaching its highest level in eight years as well as 98 new buyers from nine markets attending for the first time," he said.

Approximately 50,000 business meetings will be held on the show floor, connecting Australian tourism businesses with key buyers from across the globe.

Tourism and Events Queensland chief executive, Leanne Coddington, said their main focus was showcasing their suite of experiences to delegates and international media.

"ATE is a great opportunity to promote these authentic and iconic tourism offerings from across the State," she said.

The event is being held at the Gold Coast Convention and Exhibition Centre and will run from 15-19 May.

Stamford MICE menu

STAMFORD Plaza Adelaide and Stamford Grand Adelaide have introduced new healthy menu options in response to changing industry trends.

Salads, soup, steamed barramundi, grilled chicken, stir fry and avocado and chocolate mousse are some of the new additions being served.

For more information visit stamford.com.au.

MCEC appointment

A NEW security manager, John Galea, has stepped into the Melbourne Convention and Exhibition Centre (MCEC).

In the newly-created role, Galea will work alongside the venue's current security providers, Charter Security and Business Risks International (BRI) and will assess risk, develop strategy and manage the venue's key security contractor relationships.

Galea was previously national risk manager at BRI.

Solotel nab Aus Hotel

CELEBRITY chef Matt Moran & cohort Bruce Solomon who own Solotel Hospitality Group have acquired The Australian Hotel at Sydney's Central Park.

The sale includes the original hotel building (constructed in 1938) on the corner of Broadway and Abercrombie Street and three heritage houses.

Solomon said the company was thrilled to become part of one of the country's most significant mixed-used developments.

"Our refurbishment...will see the pub restored to its original art-deco glory including its rear courtyard beer garden," he said.

The adjoining terrace houses will be converted into a European-style wine bar, with the entire project expected to open in 2018.

Central Park has also been earmarked for a future Capri by Fraser Hotel Residences.

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Traditionally, the Luxperience Thought Leaders Forum involved one large session with multiple speakers. This year, we are creating three separate breakout sessions allowing attendees to choose based on their individual interests. The wellness session will be hosted by Anne Biging, co-founder of Healing Hotels of the World, and will look at creating a well workplace and showcase the importance of wellness for professional development. Chris Flynn Regional Director for PATA will offer a look into the future of the travel industry and how we can be prepared for changes through innovation. Tourism Australia will also present on their successful initiatives to position Australia as one of the world's most desirable destinations for high end travelers. The breakouts will be followed by our exciting keynote speaker, to be announced soon.

During the event, we will also be holding exclusive personal development business seminars for buyers. Seminars on wellness, styling and technology will focus on developing an individual's personal brand. Each seminar will be hosted by respected industry experts, with the style session led by Australian fashion guru Henry Weinreich Roth.

Register now at www.luxperience.com.au





Leisure Online debuts

ACCORHOTELS has introduced a brand new online booking system designed to streamline the process of making large group bookings for MICE activities.

Named Leisure Online, the new tool allows meeting planners to search single, double and twin room availability in real time, receive automatic access to the best available rate as well as the option to instantly confirm.

"The leisure group market is essential for AccorHotels in Australia," commented AccorHotels chief operating officer, Simon McGrath.

"The number of room nights generated by leisure groups in 2015 increased by 12.2% and between 2014 and 2015 revenue generated by this market via our 33 international sales offices increased by 9.4%."



COMPLETELY out of ideas as to where to host your next incentive? How about at Burger King?

Metro UK has reported that the fast food giant has opened a spa in the Mannerheimintie branch of Burger King in Helsinki, Finland.

The spa features a sauna equipped with a 48" television, a media lounge and shower room.

And the best part about the new BK spa? you can order in.



To celebrate the launch of the new tool, AccorHotels is offering travel professionals the chance to win an Apple Watch and other prizes including an accommodation package at Pullman Melbourne on the Park and high tea for two at Sofitel Sydney Wentworth.

To enter, place your group booking using Leisure Online, and send your group reservation number to Leisuresales.pacific@accor.com before 30 Jun for the chance to win.

CLICK HERE to access Leisure Online.

MEANWHILE, AccorHotels Australia has enhanced and rebranded its China Ready 'Optimum Service Standards' program as Hao Ke Ya Gao.

The pioneering initiative was rolled-out in 2011 specifically catering for the needs of Chinese inbound travellers and is now present in over 50 hotels.

Park Royal MICE deal

BOOK and hold a two-day conference at Park Royal Darling Harbour for a minimum of 30 delegates by 31 Jul and pay \$85 per person.

The deal includes a choice of one additional privilege such as: a half hour drinks package to use during the conference, a complimentary data projector, or an extra food item at morning or afternoon tea.

Meetings booked on Sun or Mon are on special for \$75 per delegate, including wi-fi and two free valet parking spots for the duration of the event.

T&Cs apply, visit parkroyalhotels.com for more information.

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Openstack to Sydney

ICC Sydney will host major ICT summit, Openstack, in 2017.

"Openstack has found a great partner in Sydney, we have a global reputation for supporting innovation, the biggest start-up ecosystem in Australia and a strong open source community," commented Minister for Trade, Tourism and Major Events Stuart Ayres on the win.

Five thousand delegates are expected to descend on the NSW capital over five days, with Ayres predicting the summit will inject more than \$16 million in direct expenditure to the State.

Radisson Batam

RADISSON Golf & Convention Center Batam, Indonesia will officially open in the third quarter of this year.

The new build property offers 240 rooms alongside state-of-the-art meeting rooms and flexible event areas including a ballroom that can accommodate up to 1,600 banquet guests.

All meeting spaces will feature state-of-the-art audiovisual equipment and banquet menus that can be customised to suit local and international delegates.

TNZ eyes US & India

TOURISM New Zealand chief Kevin Bowler is lauding the Govt's decision to inject a further \$8 million worth of funding over four years to increase visitor growth from US and Indian markets.

"The increased funding supports our work to secure growth opportunities these markets present to generate value for the industry now and into the future," commented Bowler.

Extra marketing activity will immediately launch in the US, with Tourism New Zealand to create stories around the newly announced United and American Airlines services.

"Their entry to the market gives TNZ additional marketing partnership opportunities as both airlines have large numbers of frequent fliers who will of course be able to convert their loyalty scheme rewards into travel to New Zealand," he said.

The extra funding will also support TNZ's goal to grow the Indian visitor market which was identified as "holding significant potential for NZ".

Indian arrivals to NZ jumped 13.8% for the year ending Mar '16 since TNZ upped its stake in the market three years ago.

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