



## Closing, closing, closing

### HAVING

visited two of Spicers gorgeous properties in Queensland, where only the best will do, one can only imagine how aspirational Spicer's Hidden Vale working cattle station retreat must be.

Too bad I can't enter their competition to win a two-night stay for two people, but you can.

Entries must be in by close of business today so check out the entry box on this page and let's know what your experience was like when you win! - Jill.



## Charge of the life brigade

**CROWNE** Plaza's new Recharge promotion with up to 20% off the best available rate is offered at selected Crowne properties in Australasia, including Crowne Plaza Queenstown.

Nestled between picturesque Lake Wakatipu and the scenic Remarkables mountain range and the hotel is a stone's throw away from the newly opened 110km Queenstown walking and cycling trail.

It's also available at the newly refurbished Crowne Plaza Canberra with its inspiring mix of restaurants, exhibitions, galleries, museums and vineyards; Crowne Plaza Darwin where guests can sample local crafts and produce under the coconut palms at Mindil Beach Sunset market, while in the spiritual heart of Central Australia, Crowne Plaza Alice Springs, rich in ancient Aboriginal culture and remote landscape beauty, is a short drive from Alice Springs Desert Park.

Available for stays of 3 nights or more, the package includes full buffet breakfast for two, with stays starting from \$118/night.

Packages are bookable up to 27 February, 2013 for stays between 1 December and 28 February.

## SA down but not out

**ACCORDING** to the 2012 Q3 results, the peak body for attracting business visitors to South Australia, the Adelaide Convention Bureau, successfully drew 82 events to date, to Adelaide and regional South Australia.

The result was an economic benefit of almost \$60 million being injected into South Australia from nearly 27,000 business visitors heading to

SA as the events roll out in the coming years.

"This figure is pleasing based on market conditions and available resources," said Adelaide Convention Bureau ceo Damien Kitto.

"In these tight economic times and with reduced business development resources, we are pleased to report that not only do we return one of the highest returns on investment to our stakeholders but we continue to 'punch above our weight' based on the national snapshot," he said.

Citing the Riverbank development and the expansion of the Adelaide Convention Centre as reasons they were often not 'in the mix' when invitations to bid are issued, Kitto admitted the problems were primarily twofold.

"Firstly we are finding that the economic climate is making it tough to attract national events from the eastern seaboard as organisers worry about numbers dropping off.

"This is similar to the story we hear from the traditional source markets of Europe and North America where events often elect

to stay close to home."

Kitto went on to say that the second reason they miss out is due to a more attractive offer being presented by a rival bidder.

"Whilst these bid wins will bring money into the state over the coming years, the culmination



of work done in the past years will see some \$50 million headed into the state this final calendar year quarter from 15,500 visitors attending over 30 business events.

"This figure will take the total economic benefit from business events this year to \$175 million, although value of the legacies in terms of putting Adelaide on the map, the business opportunities the local business delegates and organisations reap by hosting the event are immeasurable," he said.

## Win an ACTE ticket

**TODAY BEN** is offering readers the chance to win a free ticket to the Association of Corporate Travel Executives educational conference, which takes place at the Sydney Shangri-La Hotel from 05-06 Dec.

The event includes two days of solid education and networking opportunities and is a key way of boosting industry knowledge.

To win, be the first person to answer the following question:

*Which airline is sponsoring the ACTE Sydney conference?*

Answer ASAP by email to

[comp@businesseventsnews.com.au](mailto:comp@businesseventsnews.com.au).

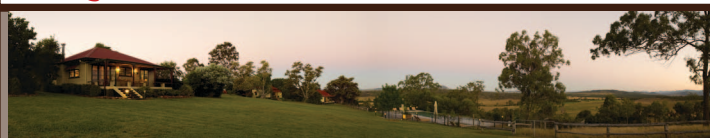
## Garuda relaunches BNE

**DIRECT** flights from Brisbane have been confirmed by Garuda Indonesia, with flights from the Queensland capital to both Bali and onwards to Jakarta effective from Aug 2013.

The move, exclusively flagged in our sister publication **Travel Daily** last week, will utilise 737-800NG aircraft on six weekly flights.

"Australian travel to Indonesia is growing every year, with a 20% increase in passenger numbers in the first half of this year on the same period in 2011," and growing demand from Qld, said Garuda Indonesia ceo Emirsyah Satah.

## WIN a two night stay at Spicers Hidden Vale



This week **Business Events News** and the Spicers Group is offering one reader the chance to win a two night stay at **Spicers Hidden Vale** plus breakfast for two people.



Situated on a 12,000 acre working cattle station just an hour from Brisbane, Spicers Hidden Vale offers a unique country adventure getaway, perfect for small team conferences, executive retreats and incentive programs.

**In 25 words or less describe what is so unique about the location of Spicers Hidden Vale**

Email: [comp@businesseventsnews.com.au](mailto:comp@businesseventsnews.com.au)

HINT! [www.spicersgroup.com.au](http://www.spicersgroup.com.au)

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## Consider Cyprus!



**CYPRUS**, the third largest island in the Mediterranean after Sicily and Sardinia, is an island whose archaeology stems from the Neolithic Age, the ancient Greeks and the Roman period; where churches and monasteries still stand from Byzantine times; castles and palaces from the days of Crusaders and Frankish Lusignans and splendid city walls from Venetian days.

Leading destination management company, Drakos DMC Cyprus, a pioneer in the field of specialised operations, who have operated in the country since 1982, have produced their Confidential Tariff for summer 2013 to inspire incentive travel for both FIT's and small groups. Check it out on [drakosdmc.com](http://drakosdmc.com).

## Sama LETE's loose

**FOLLOWING** the Luxperience split and the creation of two luxury and experiential shows in September 2013, (**BEN** Monday 19 Nov) Luxperience co-founder Rosemarie Sama said that her new show Luxe Events + Travel Experiences (LETE) would give a greater focus on the "small-scale experiential meetings and luxury events market."

"I learnt from buyers feedback at the first year's Luxperience, which was incredibly well received by the buyers and suppliers who participated, that there is a huge demand for this type of event but that a greater focus on experiential meetings and events was needed," said Sama.

"Hence my event for 2013 has a new format and a new name."

Sama went on to say that buyers at the globally focused event will be cherry-picked to ensure only the highest quality attendance from among high end travel

**LUXE  
EVENTS  
+ TRAVEL  
EXPERIENCES**  
FOUNDED BY ROSEMARIE SAMA • EST 2013

agents, corporate buyers and bespoke events planners.

In a bold new move, there will be no exhibition booths, only comfortable lounge-style meeting areas and a fixed pricing system to ensure a level playing field for participation and an affordable entry price point.

There will be a series of eight "fun and informative networking events," held around the Sydney Harbour area, as well as inspiring education sessions.

LETE 2013 will be held from 2- 4 September, 2013 at Sydney's Overseas Passengers Terminal.



## crumbs!

"I VANT to feel at home".

One of the screen's greatest stars, Greta Garbo has been immortalised in Stockholm's Radisson Blu Strand Hotel suites, as the hotel celebrates its 100 year anniversary.

The suite is dedicated to Swedish-born, Hollywood actress Greta Garbo who was a regular guest at the Strand Hotel and who was filmed on the hotel's rooftop terrace in the 1920's.

The suite's black and gold colours, inspired by the glamour and drama of Garbo's films and characters, are an affectionate portrayal of Garbo's mythical character and eventful life.

The choice of a velvet and silk decor is reminiscent

of the star's glamorous dresses and robes, while the mirrors are inspired by her lavish jewellery.





## Great for Groups. Great for you.

**During Sept-Nov we're halving your work load and sending you shopping.**

Get a free\* seat when you book a group of only 10 and bag yourself \$200 worth of gift vouchers.

Hurry, offer ends 30 November.

To book, call **1300 727 340** or email our dedicated groups team [sydney.groups@fly.virgin.com](mailto:sydney.groups@fly.virgin.com)

Flying daily to Hong Kong and London.

Terms and conditions apply.  
\*Free seat applies to economy class group bookings only.







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## Sunlover goes wi-fi

**CAN'T** live without posting your experiences on the Internet?

Help is at hand on the Great Barrier Reef as both Sunlover Reef Cruises vessels are now equipped with free wi-fi.

Regina White, Ocean Hotels and Tourism's sales and marketing manager, says, "this will enable clients and guests to post their Great Barrier Reef pictures to the web, email their friends, or even Facebook their experience."

Sunlover staff advises passengers of log-on details as they board the vessels, allowing them to start posting straight away.

## Accor's 30 year commemoration

**MARKING** their 30th year in the region, Accor Asia-Pacific is celebrating the milestone and a year of record-breaking expansion with the opening of 110 new properties, ranging from luxury to budget, thus bringing their network in the region to 550 hotels by the end of the year.

As part of the celebrations, Denis Hennequin, chairman and ceo, Accor S.A and Michael Issenberg, chairman and coo, Accor Asia-Pacific, announced the Group's 100th new hotel contract – Novotel Goa Shrem Resort, boosting the Group's ambition to operate 700 Asia-Pacific hotels by 2015.

The 150-room Novotel marks Accor's first property in this key market in India.

## Crown Perth's Xmas

**THE** much-anticipated Crown Perth's annual 'Christmas Extravaganza', which provides the ideal and affordable means to celebrate with clients, colleagues or friends, is to be held in the hotel's Grand Ballroom on 7 Dec.

It promises to be a night filled with entertainment and a menu offering an array of decadent dishes, overseen by executive sous chef, Sean Marco.

Tickets are \$170 per person - call 08 9362 8664.

## Spicers comp winner



**CONGRATULATIONS** to Carling Reid, JK Teck for being the lucky winner of last week's Spicers Tamarind Retreat competition as seen in **BEN** last week.

She has won a two night stay in a one bedroom pavilion at Spicers Tamarind Retreat plus breakfast for two people for her creative answer to the question: What kind of event would you host at the property?

*I would host a healthy living retreat – some early morning yoga, fresh local produce for meal times, and a sunset hike through the hinterland.*

## Crowne appoints

A new Crowne Meetings director, Allison Rosemond, has been employed to help bolster the Crowne Plaza Hunter Valley's MICE business.



With 12 years' experience in the hospitality sector Rosemond will focus on strengthening the resort's unique team-building experiences, including Picnic in the Vines, oversee the resort's meeting, wedding and catering business, and liaise regularly with the Hunter Valley Convention Bureau to help promote business to the region.

## Luxury role

**STARWOOD'S** Vana Belle Luxury Collection Resort in Koh Samui, nestled in a stunning cove overlooking the Gulf of Siam near Chaweng Beach and due to open in January, has appointed Mark O'Sullivan as general manager.

He was previously manager of the exclusive Club Coco Palm at Coco Palm Bodu Hithi.



## Face to Face with...

### Malu Barrios, Darwin Convention Centre General Manager



**Business Events News** recently caught up with Darwin Convention Centre's general manager Malu Barrios. She has been with the Darwin Convention Centre for the past seven years overseeing the conference, exhibition and function facilities and events that can cater for between 10 to 4000 delegates. Previously Barrios held a similar role at the Sydney Showground and was Events Director at the Brisbane Convention & Exhibition Centre earlier in her career.

#### What does your role entail?

I am in charge of the overall viability and sustainability of the Darwin Convention Centre. It entails having a vision for the direction of the Centre and mapping strategic pathways to achieve this, development and maintenance of client and stakeholder relations, staff retention and development, ensuring the venue maintains its world-class standards.

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

Make my rounds on the floor (Front of house and Back of house) while my computer is updating.

#### What is the most challenging aspect of your job?

Time, lack of it – there is so much to achieve & do with so little time!

#### How do you inspire your team?

Leading by example sounds like a cliché but that's how I inspire the team. I demonstrate behaviours that uphold our corporate values. At the same time I don't pretend to be infallible and apologise when I make mistakes.

#### Dealing with new technology - bonus or headache?

Bonus – if I can get to understand it.... which I try to, it keeps me

challenged and stimulated.

**What would you be doing if you weren't in your current position?**  
I would be running my B&B in Queenstown, NZ.

#### Who has inspired you?

My father – a quiet achiever who was very intelligent, well read, kind, respectful and humble. He did not have to brag about his achievements...one could just see it.

#### How do you relax?

Walking my dog, massages, going to the local markets here in Darwin, entertaining at home, having a good laugh with friends.

#### What makes a great conference?

Open and honest communication amongst all parties involved so we all know what each one is trying to achieve and expectations are managed. Then we can work at it together or resolve any challenges. Experience, whether it be the venue or the client, plays a lot as well in a successful conference.

#### What the most inspiring conference you have been involved in?

World Deaf Congress in Brisbane many moons ago. Being involved in this conference reiterated to me that one could achieve anything they set their heart and mind to.

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