



## Possibilities!

CINZ chief executive Alan Trotter threw out a few bon mots last night at a MEETINGS 2013 welcome function at Auckland's Museum of Transport and Technology (MOTAT), hinting that news was imminent about plans for a new convention centre in Christchurch.



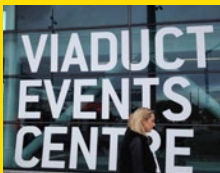
Word has it that we will hear more of this Christchurch undertaking before MEETINGS ends on Thursday night, in addition to news of new facilities in Queenstown and Wellington.

The facilities, Trotter said, are in addition to SkyCity's plan to build the New Zealand International Convention Centre (NZICC).

Trotter, the inaugurator of MEETINGS who is stepping down as ceo of CINZ at the end of the year, said in a farewell speech, "I couldn't say anything more than, we are on the cusp of great things."

The evening, attended by about 600 people was preceded by an Auckland Convention Bureau pre-MEETINGS famil experience that included a traditional Maori welcome at the Auckland Museum, a morning tea at City Works Depot, the home to several exciting new ventures such as Dry & Tea Salon, Mike Van de Elzen's Food Truck Garage and Al Brown's Best Ugly Bagels, a lunch at the Viaduct Events Centre and a musical team building event, followed by a Fullers Harbour Cruise on Auckland's beautiful Waitemata Harbour.

Day one of MEETINGS began today with a Celebrity Speakers Showcase Event – the rest is silence.....that is until Friday! - Jill.



## NZ set for capacity boost

NEW Zealand could potentially have three new convention centres up and running by 2019, according to Conventions and Incentives New Zealand ceo Alan Trotter (*pictured*).

Speaking at the opening of MEETINGS 2013 in Auckland this morning, Trotter said that the increased capacity, amounting to as many as 6,000 delegates, "would take New Zealand to the next level" and create significant new opportunities to market the country as a destination for business events.

"Lead times are anything between three and seven years so 2019 sounds a long time, but in terms of how the market works it's not," he said.

He didn't provide details (see column at left) but said, "As soon as these projects are confirmed the industry needs to get our marketing because they need to be full and they need to hit the



ground running."

A record 180 suppliers are taking part in this year's two day exhibition, showcasing their wares to 185 hosted buyers from Australia, China, South East Asia and North America - along with 400 local day buyers.

Auckland Tourism Events and Economic Development (ATEED) ceo Brett O'Reilly said there had already been a strong increase in confidence from international investors as a result of the confirmation of the new Auckland International Convention Centre which will be developed in partnership with SkyCity.

"Four new hotel developments are planned in the next three years, and we expect to see several more," he said.

Spin-offs from convention activity include delegate spend, improving off-season occupancy, as well as exposure of attendees to New Zealand which often leads to repeat visitation with family.

## A LIST Guide acquired

AUSTRALIA'S print and online corporate event guide, A LIST Guide has been acquired by The Intermedia Group.

The A LIST Guide's sister publication Food Wine Sleep will also join the Group effective 01 July 2013.

"A LIST Guide is a natural fit for Intermedia and we expect the synergies to provide benefits and opportunities for both businesses immediately," said The Intermedia Group managing director, Simon Grover.

The acquisition will grow Intermedia's corporate events and business tourism portfolio, which currently includes SPICE magazine and the twice-weekly online newsletter.

Amy Merriman and James McGregor, founders of A LIST Guide and Food Wine Sleep believe The Intermedia Group will be able to take the business to the "next stage of its evolution".

## Christchurch update

IN news from Christchurch, New Zealand the city's transitional Cathedral is nearing completion, the heritage precinct of New Regent Street has re-opened, and the number of hotel beds in the city has increased with the re-opening of the Rendezvous Hotel Christchurch.

More beds will come online when the Novotel re-opens in mid-August and when construction of the new Latimer Hotel, to be managed by Rydges, is completed.

Currently they've got more than 700 bars, restaurants and cafes operating in the city and a new exhibition and event space at the Air Force Museum at Wigram.

Between May and July this year 11 conferences are being held in the city including Rural Women New Zealand National Conference, the Royal Agricultural Society Conference and the New Zealand Post Children's Book Awards and Bookseller New Zealand Annual Conference.

In September they play host to Convene South, a new event designed to showcase how much the South Island has to offer the convention and incentive travel market.

It will be the first big trade exhibition held in Christchurch since the quakes and a chance to get the message out that Christchurch has the accommodation and the venues needed to host large conferences and events.





# business events news

26th June 2013

## Indonesia sales mission

**THE** details of the Indonesia Australia Sales Mission 2013 have been announced by the Visit Indonesia Tourism Office Australia and the Ministry of Tourism & Creative Economy, Republic of Indonesia.

The key travel trade event will take place in Melbourne on 24 June at Pullman Melbourne Albert Park, 65 Queens Road and in Brisbane on 25 June at the Pullman King George Square.

The Sydney event will be held on 27 June at The Menzies Hotel.

Meetings will be held face to face with 20 leading Indonesian suppliers from Bali and beyond, with entertainment by Indonesian dancers and the best of Indonesian cuisine.

Attendees will have the chance to win an Indonesian holiday at each event including airfares from Garuda Indonesia.

Spaces are limited so RSVP your attendance by emailing [visitindonesiaAU@aviareps.com](mailto:visitindonesiaAU@aviareps.com).

## Good golf!

**GOLFERS** can't afford to allow winter to mess around with their golf game – they work too hard to get their handicaps down.

Right now there's a unique golfing destination that enjoys a mild climate all year round - Lord Howe Island.

The Lord Howe Island Golf Course, a 9-hole, par 31, which originated from a market garden in 1979, has been developed and expanded into one of the most picturesque and challenging courses in Australia.

Making the decision to go a lot easier, Somerset Apartments have released a winter special stay for five nights and pay for four; stay for three nights and pay for two; or stay for seven nights and receive two complimentary coral viewing and snorkelling tours, valued at \$90.

The deal is valid for travel until 13 September.

For further information visit [www.lordhowegolf.com.au](http://www.lordhowegolf.com.au).

## Gold Coast's robotic forums

**ROBOTIC** transportation on land, sea and air, plus many other cutting-edge technologies are the focal point of the International Federation of Automatic Control's Symposium on Intelligent Autonomous Vehicles (IFAC - IAV 2013) and the Institute of Electrical and Electronics Engineers' Intelligent Vehicles Symposium (IEEE - IV'13) which are running back-to-back from Sunday 23 June to Friday 28 June, at Sofitel Broadbeach on the Gold Coast.

A delegation of more than 300 of the world's most astute engineering minds will present, discuss and develop high-tech initiatives within the field of vehicle automation and control, with an overriding goal of integrating commercial applications and exploring avenues for future research.

Gold Coast Business Events Ambassador Ljubo Vlacic is the Immediate Past chair of the Engineers Australia's National Committee on Automation, Control and Instrumentation and believes the city's credentials



as an international hub of technological advancement makes it well suited to host these vital symposia.

Gold Coast Tourism ceo Martin Winter said, "This is all about reputation building and it's extremely rewarding to see the Gold Coast at the forefront of such important rapid advancements within the technological sector.

"As Professor Vlacic has proved, the Gold Coast Business Events Ambassador Program has the potential to deliver significant benefits to the city.

"The symposia will deliver in excess of \$600,000 to the local economy and will significantly contribute to the Gold Coast's burgeoning 'smart city' reputation," he said.

## Metro Hotel special

**BUSINESSES** can reap the rewards with a new financial year special being offered on day delegate rates at Metro Hotel Ipswich International.

Priced at \$50 per person per day the deal is available for all new bookings on meetings held between 1 July to 30 September, for group sizes of 20 people or more.

Complimentary room hire is included in the package along with AV equipment, whiteboard, flipchart and lectern, a saving of \$250.

Hot lunch boxes can be included in the price for a fee of \$10 per person, and continuous tea and coffee is part of the package.

Email Kimberley Gent at [eventsipswich@metrohg.com](mailto:eventsipswich@metrohg.com).

## END OF FINANCIAL YEAR SALE

Book before 30 June and be rewarded with great package rates and inclusions.

Conditions apply call Christie-Lee or Chantel:

**1300 799 220**



## crumbs!



**WHAT** is the weirdest scenario you have seen while travelling on a plane?

Can you beat, having an entire Spanish rugby team singing 'Eye of the Tiger' or finding yourself sitting amid five full rows of horn blowing fully made up clowns?

Wego, the leading travel metasearch site in the Asia Pacific and Middle East has released a collection of user experiences.

One person commented that they have sat next to a "large, straight faced man in full Superman gear, including tights" while another was next to a teenage girl decked out in big feet and a chicken suit.

The one that made me laugh though was the man who only spoke to the passenger seated next to him through his hand puppet.

Also a Japanese man was seen sleeping completely upside down for six hours with his head in the seat.

But the most amusing was when a pilot flew over his now ex-wife's house and sharing with passengers that she had been having an affair with the man whose truck was parked in the driveway.

## Experience Six Senses Resorts with Luxperience



This week **Business Events News and Luxperience** have teamed up to give one lucky reader the chance to win a three night stay for two people at **Six Senses Qing Cheng Mountain China** plus daily buffet breakfast.

Six Senses Hotels Resorts and Spas can be discovered in some of the world's most unique and beautiful places.

To be eligible for this prize answer the three daily questions in **BEN** this week with all answers due in by Friday 28 June.

**LUXPERIENCE**  
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**Q2: Name two exhibitors participating at Luxperience?**

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

Terms & Conditions apply

Hint: [luxperience.com.au](http://luxperience.com.au)





# business events news

26th June 2013

## Wild about IMEX

**DAVAO** City, Philippines and Fukuoka, Japan, which won the IMEX Wild Card, a program that offers new venues or new meetings and incentive destinations the chance to exhibit free of charge at this international industry trade show, were enthusiastic about their participation.

The winners exhibited on a dedicated Wild Card Pavilion and participated in the pre-scheduled appointments with qualified buyers, groups and media.

They were also guests at IMEX's gala dinner.

Previous Wild Card winners have included El Salvador, Budva, Mongolia, Poznan and Uganda.

For two years, global business events consultancy GainingEdge has teamed up with IMEX to offer free pre-show and on-site support to Wild Card winners so that these organisations can maximise their participation.

Ryoji Maeshima, senior deputy director, business events of Fukuoka Convention & Visitors Bureau and part of the Fukuoka

team said "As a newcomer to the international meetings industry, we were exposed to not only business opportunities brought by high quality buyers, but also had the opportunity to meet global colleagues."

Art P Boncato Jr, regional director of department of tourism Davao City agreed, "What is most important is realising that this show is a buyer-driven one and there is clearly no spillage or waste on time spent for appointments as essential interest in exhibiting destinations and services are already established even before the actual meet up."

### Return of the native

**BEDARRA**, which is on schedule for its official reopening has appointed a former local resident Jodie Mott as gm for the barefoot luxury island resort.

Mott who has worked in remote areas for several years was previously gm at The Berkeley River Lodge on the Kimberley Coast.

### Fernando Lonergan joins BCD M&I

**BCD M&I** has taken a strategic step to continue expanding the company's presence in the Asia Pacific region with the announcement that Fernando Lonergan has joined the firm as senior director, APAC, based in BCD M&I's Sydney office.

Lonergan comes to the company after six years as program director, CWT Meetings & Events, Australia/New Zealand.

In his new role, he will report directly to Lisa Hopkins, managing director BCD M&I, Asia Pacific and will be responsible for leading the growth of BCD M&I in these two key markets, working closely with local and regional clients to develop and deliver strategic meeting management programs as well as conference and event business.

### Outrigger appointment

**WITH** 25 years experience working with national and international hotel brands and covering a range of sectors including sales and marketing, management, reservations, conferencing and events, Raelene Ohlson has joined Outrigger Little Hastings Street Resort and Spa in the role of business development manager - MICE.



In welcoming Ohlson, Grant James, regional gm, Outrigger Hotels & Resorts said, "Raelene's extensive industry contacts and understanding of the MICE sector, has already generated positive results for Outrigger Little Hastings Street with longer-lead conferences contracted from our key source markets of Brisbane, Sydney and Melbourne."

## Grays' Say

Peter Gray, managing partner of Motivating People, presents a regular *Business Events News* feature on current issues in the MICE industry.



## When will America stop thinking it rules the world and start becoming part of it?

Hotels in most of the world realise that, with few exceptions, they're in a buyers market.

And yet American hotels seem to consider they don't need to provide either the facilities or the level of service the incentive industry requires...unless you're prepared to pay through the nose for it.

And when it comes to paying commission many are even further in the past, preferring US dollar 'checks' to Electronic Fund Transfers.

International hotel chains are the biggest culprits in this regard.

A recent conference in Hawaii saw my client being charged extortionate amounts for a telephone to be provided in the conference secretariat and various other services all of which would have been supplied free of charge in most of the rest of the world.

There are, of course, exceptions to the above and it's well worth seeking them out if you're considering Hawaii or a mainland USA destination.

But on a like-for-like basis Asian hotels leave most American hotels standing when it comes to service and facilities.

A new Regent Hotel had recently opened its doors in Bali and the level of service and facilities is everything one would expect of the Regent brand including full butler service as standard...and at no extra cost.

Bali has always been a popular

destination for overseas conferences (from Australia) but with the advent of more incentive hotels it could start taking business from Hawaii and other US destinations.

If the USA wants to benefit from increasing levels of incentive travel from Australia and New Zealand it has to earn its place in a highly competitive market.

The Incentive Association is currently devising a standard hotel contract which members will be able to access via its web site ([www.incentiveassociation.com](http://www.incentiveassociation.com)).

The PCO Association also has a standard hotel contract (go to <http://www.pco.asn.au/standard-contracts-hotels.html>) but this is valid only for Australian and New Zealand hotels.

For the incentive community an international contract is more relevant and will be available shortly.

*Peter Gray is an independent incentive practitioner and Managing Partner of Motivating People.*

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