



## Fed up!

IT was knives and pans at four paces when Patagonian Chile welcomed a group to a fun team-building event at The Sydney Seafood School for a 'Flavours of Chile' cooking class on Sunday night.

Hosted by Turismo Chile and held at the Sydney Fish Market, Pyrmont, it commenced in the school's tiered auditorium with a demonstration by their Chilean chef Ignacio Martinez and then in teams of four we created and ate a delicious and very typical Chilean dish - lamb at that!

It was a creative way to promote this inspirational destination, which stretches in an impossibly thin line over 2700 miles of the southwestern coast of South America.

Juan López, Turismo Chile's long haul market manager and his team were on the last leg of an Auckland, Brisbane, Melbourne and Sydney roadshow, which actively promotes opportunities to the MICE market, including their extensive pre and post event touring opportunities for delegates and their partners.



**Pictured:** Silvana Gattini, ProChile; Maria José Benavides, Magallanes Region Tourist Board and Juan Lopez, Turismo Chile.

## Luxperience two times better

**COMMENTING** at Luxperience's Thought Leaders Program on how the resilience of the luxury sector had been like a "saviour" in the UK travel market, Helen Logas, Luxperience's ceo, introduced Sandra Leach, owner of The Sandra Leach Company.

Leach's message to companies is to target a clear section of the market, be visible to tour operators, invest in partners to create long term operations, use more B2C marketing, and add as much value to holiday packages as possible, including wifi and onsite tours.

One in a line-up of impressive speakers, Leach was followed by a launch address from the NSW State Minister for Tourism, the Hon George Souris who kicked off the second year of the high end, experiential event on Sunday night at the Sydney Town Hall (**pictured** below).

Monday it was down to work for the 148 exhibitors and the 302 buyers for the three-day show with its new and efficient booth configuration.

Logas, clearly delighted by Monday's on-floor buzz, described the show as a team event.



"Australia is our home," she assured us, "but Luxperience is an international show with more global pop-up events planned for April next year."

A positive on floor vibe had David Lowe, director of sales and marketing for Sebel Pier One and the Harbour Rocks Hotel enthusing, "Judging by what

I have seen so far, people are shopping and buying and it's reassuring to see the international buyers here in strength.

"We have had so many top notch buyers from America who are so positive and so interested in our product."

Day one ended with a glamorous event at the Sydney Opera House with

sumptuous food offerings by Aria Catering, live music and a welcome address by Tourism Australia's Andrew McEvoy.

**Pictured** above are: Kylie Duncan, Pullman Sydney Hyde Park and David Lowe, Sebel Pier One Sydney and Harbour Rocks Sydney.



**Above** are: Nichole Madin, Trails of Indochina with Jane Corbett-Jones of Jane Corbett-Jones Communications.

Delivering dynamic destinations, through a boutique portfolio of exceptional partners.



PillowMINT

PillowMINT - your Partners in Success  
 info@pillowmint.com.au  
 www.pillowmint.com.au



### Opportunity knocks

Hold your next meeting before 31 March 2014 and enjoy a getaway in Port Douglas on us! Including a 4 night stay and a \$500 voucher towards airfare of your choice  
 For more information visit [sheratonportdouglas.com/meetings](http://sheratonportdouglas.com/meetings) or call +61 7 4099 5888





## business events news

4th September 2013

# Hamilton to manage DCC

**JANET** Hamilton has been appointed as the general manager of the Darwin Convention Centre.

She replaces Malu Barrios, newly installed as the general manager of the Sydney Exhibition Centre at Glebe Island.

The appointment was announced by AEG Ogden which manages both the Darwin and Glebe Island facilities.

Hamilton served for the past four years as the manager of external relations for Energy Resources of Australia (ERA), based in Darwin, a role that included the management of government relations, sponsorships and media issues for the Ranger mine.

Prior to moving to the Territory, she had extensive major event



and project management experience with the Sydney Olympic Organising Committee, the Sydney Harbour Foreshore Authority and Melbourne's Docklands precinct.

## The writing is on the wall!

**DELEGATES** will be able to write on the walls instead of using flipcharts now that a \$100k refurbishment of the Peppers Beach Club & Spa Palm Cove conference space has been completed.

It's all part of a new paintwork scheme for the 110 person capacity conference space that includes new carpet, furniture and lighting.

All this is set within a brand new undercover break out area, the 'Rainforest Courtyard' set alongside the conference room.

To match their premium conferencing product, Peppers Beach Club & Spa have partnered with two high end, local team building experiences – Flames of the Forest and Tropical Journeys, to ensure delegates make the most of their North Queensland visit.

Day delegate packages start from \$70 per person with residential conference packages also available.

For further information email - [palmcove.conf@peppers.com.au](mailto:palmcove.conf@peppers.com.au).



## Work Now, Stay Later

Make your meetings work for you. Confirm an event at Sheraton on the Park and have the opportunity to enjoy a free night on us.

Book by 31 December 2013 and receive:

- 5% off master-billed rooms
- 2 complimentary value adds

Valid for meetings up to 31 March 2014

From \$225 Per Room/  
Per Night  
From \$99 Day Delegate Rates/  
Per Person/Per Day

[Find out more >](#)

Terms and conditions apply. Subject to availability. Only valid for bookings made by 31 December 2013 and actualized by 31 March 2014. One (1) free week night award for every 50 room nights consumed in one booking.

# Advertise in BEN

- Cost Effective
- Targeted
- Easy

For all advertising enquiries please contact Christie-Lee: 1300 799 220



## One&Only Hayman

**MULPHA** Australia today confirmed that it has signed a new management agreement with Kerzner International Holdings to assume management of Hayman Island.

Kerzner is a leading international developer and operator of "destination resorts," with the move set to see Hayman undergo a multimillion dollar renovation and relaunch as One&Only Hayman Island in April next year - the first ever Australian One&Only property.

In contrast to a number of erroneous reports last week, Mulpha continues to maintain full ownership of the island and the resort, and will continue to market Hayman Private Residences and Hayman Marina Residences.

Other One&Only resorts are located in South Africa, Dubai, Mauritius, Mexico, the Bahamas and the Maldives, with more to be added in China and Montenegro.



A \$345 million skyscraper building in London called a Walkie-Talkie, because it looks like a two-way radio, has been nicknamed the Walkie Scorchie.

It seems that light reflected from the curved glass surfaces of the 160 metre tower has been concentrated into scorching beams that melt cars in the street below.

The property called 20 Fenchurch Street has warped the wing mirror, panels and badge of a Jaguar XJ, which parked beneath it for two and a half hours.

Developers Land Securities and Canary Wharf said they are looking into the matter.



# Sell TNQ 2013

Apply now to join the Business Events Cairns & Great Barrier Reef annual Famil.

Sell TNQ provides an exclusive opportunity for qualified event and incentive planners to visit the Cairns & Great Barrier region and experience first hand our ability to host successful business events.

This year's program will be hosted 1 - 4 November in Port Douglas followed by an optional post-touring program visiting Palm Cove and Cairns 4 - 6 November.

During Sell TNQ, meeting planners and conference and incentive organisers are given the chance to meet with the region's premier business event operators, and enjoy Australia's ultimate year round conference and incentive destination.

With a large variety of meeting venues and spectacular offsite locations, participants will enjoy an eventful program of networking opportunities, touring and events.

For more information or to apply, visit [www.busesseventscairns.org.au](http://www.busesseventscairns.org.au).

**APPLY NOW!**

Applications close  
**September 17**

**BUSINESS EVENTS**  
CAIRNS & GREAT BARRIER REEF  
The natural place to meet

**SELL TNQ**  
CAIRNS & GREAT BARRIER REEF





# business events news

4th September 2013



## Face to Face with...

### Ali Mead, Exhibition Manager, Diversified Exhibitions Australia



**Business Events News** recently caught up with Ali Mead, exhibition manager, Diversified Exhibitions Australia. Mead has worked for the global company in this role for over five years. The first four and a half of these were in her native country, the UK, where she most recently launched and managed the UK office\* show, which is now in its fourth year. She is delighted to have the opportunity to replicate the show's success here in Australia and is already feeling very much at home and welcomed by the local industry.

#### What does your role entail?

The overall management of the office\* show which involves a little bit of everything from sales to content management, working alongside our expert and experienced team.

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

I tend to have my most creative thoughts in the morning, prior to work, so the first thing I do is put into place action points around the fulfillment of these.

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

Right now it's going through the pain points of my first show cycle in Australia and having to ask so many questions as I relocated from the UK 10 months ago.

#### How do you inspire your team?

I aim to inspire through my passion for the company and brand and endless excitement and enthusiasm...whether this has the desired effect could be debated I expect!

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

Absolute headache until I get it! (Which, for me, can take a while!)

#### What would you be doing if your weren't office\* exhibition manager?

In another life I would like to

think I could be a textile / soft furnishings designer which is a hobby of mine outside of work.

#### Who has inspired you?

Nancy Hasselback – the former ceo/president of Diversified Exhibitions who has recently retired having worked for the company for over 30 years, a truly amazing lady.

#### How do you relax?

Spending time with friends and family. My brother and his young family are a big part of my reason for relocating so I am soaking up as much of them as I can and loving every minute.

#### What makes a great exhibition?

I would like to think I work in 'Show Business' and what makes a great show for me is attention to detail, uniting a community/ sector and making sure the event is as 'experiential' as possible.

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

I have got a lot out of most that I have attended. The EEAA annual conference in 2012 was a great introduction for me to the Australian events industry.

#### How many conferences have you attended in the last 12 months?

I have attended around five exhibitions and two conferences in the past 12 months.

## Campbell joins

### Outrigger

**RORY Campbell**

has been appointed, director of sales and marketing for the Outrigger Laguna Phuket Beach Resort in Thailand.



Campbell, an Australian national with 15 years' experience of hotel sales and marketing in senior executive positions, recently served as director of sales and marketing-rooms at the Hilton Barcelona.

Prior to that he held director-level sales and marketing positions with Anantara Hotels, Resorts and Spas in Thailand.

## Ibis Adelaide to welcome Frost

**NATHAN Frost** has been announced as the new general manager at the Ibis Adelaide, taking on the role in early 2014.

With a number of significant positions for Accor Hotels under his belt, he was most recently general manager at Ibis Styles Auckland and Ibis Wellington.

In addition he has held key hotel operational and management roles, beginning his career with Accor 15 years ago at the Mercure Hotel Sydney.

## Froggatt joins Huka Lodge



**BRITISH** and French trained chef Paul Froggatt, who was at Hong Kong's Landmark Mandarin Oriental Two Michelin Star Amber Restaurant, is the new executive chef at New Zealand's iconic Huka Lodge.

Commencing his role in October, career highlights include Gidleigh Park Hotel (two Michelin Star), Bernard Loiseau en Bourgogne (three Michelin Star) and Chateau de Courcelles (one Michelin Star).

This was followed by stints at two of Singapore's popular leading European restaurants, San Marco and Saint Pierre.

## Hawaii's MICE focus

**WITH** an economy that is recovering with low unemployment and a strong state budget, Hawaii's tourism has seen visitor arrivals up by 5.5% in 2013.

Visitors from around the world continued to choose the Hawaiian Islands during the first seven months of 2013 with tourists spending an average of \$41m per day - \$20m on Oahu, \$11m in Maui County, \$5m on Hawaii Island and \$4m on Kauai.

It is a figure that supports more than 167,000 jobs and has provided \$911 million in state tax revenue year-to-date.

"In order for us to maintain this momentum, it is important that we continue to invest in our destination," said Hawaii Tourism Authority ceo and president, Mike McCartney.

"Maintaining and increasing air access, distributing visitors across all of the Hawaiian Islands, and diversifying our market mix by increasing our Meetings, Conventions and Incentives business, will be priorities as we look to the second half of the year," he said.

### WIN a \$100 prepaid Visa Card

This week **Business Events News** has teamed up with **inPlace Recruitment** to give three lucky readers (one each day) the chance to win a \$100 prepaid Visa Card to spend online or in a store of your choice!

For your chance to win, be the first to send in the correct answer to the question below.



### What is the name of the inPlace Recruitment temp team?

Hint! [www.inplacerecruitment.com.au](http://www.inplacerecruitment.com.au).

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





## Quest opens in Rockhampton

**CONTINUING** its ambitious expansion plans, Quest Serviced Apartments has opened the 4.5 star, \$20 million Quest Rockhampton.

Centrally located in Rockhampton's CBD, overlooking the Fitzroy River, Quest chairman Paul Constantinou said the opening of apartments is in direct response to the region's growth, and increasing the available business accommodation in Rockhampton is the logical next step.

"Rockhampton has become one of Australia's economic hubs with \$146 billion dollars worth of investment planned for completion before 2020," he said.

With 73 one and two bedroom serviced apartments and studios that include Foxtel, wifi and multi-unit desk chargers, the property also houses a guest gym, and a multi-purpose conference

room facility.

For the future, Quest intends to open an additional seven properties: three in Queensland, and one each in New South Wales, Victoria, South Australia and the Northern Territory.

## EastSail celebrates 30

**WHEN** EastSail launched their company 30 years ago it just happened to be on the same day that Australia II won the America's Cup in 1983.

To celebrate the milestone and their auspicious beginnings, they are offering some great charter specials when you book and pay a deposit in September.

Bareboat charters receive a 15% discount and Skipper Charters a 10% discount.

In addition, any team event including regattas and treasure hunts get a further 5% discount.

## A mansion of opportunities



**THE** historic Abercrombie House in Bathurst, regional New South Wales could be the quirky venue offering a difference that you are looking for.

The gothic tudor style mansion was built in the 1870s by James Horne Stewart in the centre of his 15,000 acre farm at Mount Pleasant.

Throughout its history what started out as 'Villa Residence', Abercrombie House was lived in by the Stewart family, before being unviable, uncomfortable and difficult to run without the help of domestic staff and the inability to access modern technology (like electricity and telephones).

It was closed and all contents sold, had a succession of caretakers and tenants, stood empty for quite a number of years and during World War II was occupied by up to ninety young ladies from the Australian Women's Land Army.

Eventually the house fell into disrepair before Rex Morgan, a headmaster and educator, bought the property from the Stewart family in 1969 to re-establish it as a family home.

Since then the Morgan family has been gradually restoring and preserving the iconic building.

Over the last two years Christopher and Xanthe Morgan

have been working full time to market the property to tourism in the area, offering high tea, Jazz nights, Christmas concerts, kids night tours and guided tours.

The house and grounds can also be booked for boutique conferences, small conference lunches and dinners and larger champagne receptions.

Also in the pipeline for the house is an on-site coffee and separate antique shop as well as a permanent marquee structure that will complement the house's stunning gold leaf ceiling ballroom.

For more details email [abercrombiehouse@bigpond.com](mailto:abercrombiehouse@bigpond.com).

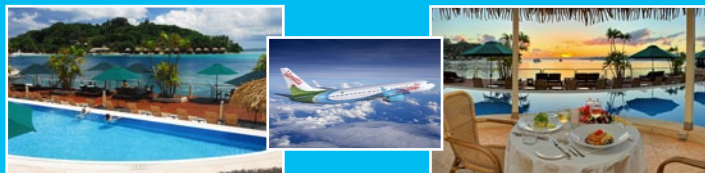
## Aria caters for the State Library

**THE** unique event space of The State Library of New South Wales, has welcomed Aria Catering to its exclusive panel of event caterers.

The versatile spaces include the Metcalfe Auditorium, Macquarie Room, Dixon Room, Shakespeare Room Friends Room, Vestibule, Jean Garling Room and Mitchell Meeting Rooms and Galleries.

Suitable for cocktail parties, gala dinners, product launches and conference, to make a booking or arrange a site visit, contact Aria Catering on 02 8274 9650 or [info@ariacatering.com.au](mailto:info@ariacatering.com.au).

## WIN A TRIP FOR TWO TO VANUATU



During the months of August and September, **BEN** is giving one lucky reader the chance to win an amazing holiday for two people to Vanuatu, courtesy of **Air Vanuatu and the Grand Hotel & Casino**.

The prize includes Air Vanuatu return airfares from Syd/Bne/Mel to Port Vila, and five nights accommodation in a Harbour View Room including breakfast daily at the Grand Hotel and Casino.

Air Vanuatu offers daily flights from Australia, just over 3 hours away. Complimentary inflight service and the friendliest smiles in the Pacific!

Grand Hotel and Casino offers a relaxing yet sophisticated setting, in a prime waterfront location in the heart of Port Vila. The hotel is central to Port Vila's business and entertainment district and just 200 metres to the markets. The Grand's business facilities cater well for small groups and conferences. With water views from every room, the hotel also features an outdoor pool, Aromessence Day Spa, Crystals Restaurant and Hemisphere Bar. The Grand Casino also offers the very best in gaming facilities.

**Q11. Grand Hotel and Casino is the tallest building in Port Vila, how many floors are in the building?**

Email each of the daily questions and the final creative response by Friday 20 September to:

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

Click here for terms & conditions

Hint: [www.grandvanuatu.com](http://www.grandvanuatu.com)



### CONTACT US:

Publisher

Bruce Piper

Editor

Jill Varley

Contributor/Coordinator

Chantel Housler

For advertising enquiries email Christie-Lee or Chantel email: [advertising@businesseventsnews.com.au](mailto:advertising@businesseventsnews.com.au)

P: 1300 799 220

F: 1300 799 221

PO Box 1010 Epping, NSW, 1710

Business Events News is part of the Travel Daily group of publications which also include: Travel Daily, Cruise Weekly & Pharmacy Daily.

Disclaimer: While every care has been taken in the preparation of *Business Events News* 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.