



## MORETON HIRE INT'L EXPANSION

**MORETON** Hire has announced it will expand its international offering into the Northern Hemisphere by opening a European hub.

Managing director Peter Morahan said the opening of a Europe branch cemented the company's place in the industry and reflected its confidence in Australian and global business event markets.

"The Europe presence is an exciting journey for the team and a major step in Moreton Hire's growth plans," he said.

"We are dedicated to pursuing excellence in business events, and showing international markets the high caliber in which Australia delivers business and major events."

Moreton Hire's focus in Europe will be supporting international businesses to exhibit and host business events in the Australian market, and for Australian brands to enter the European exhibition circuit.



Europe sales manager Felicity Holusa said the company recognised a need to offer clients the opportunity to expand into the Northern Hemisphere, a key driver in its decision to create the new base.

"Since the re-opening of the ICC Sydney, Australia has been

a growing hub for business events," she said.

Holusa said the company looked forward to further expanding its horizons with international brands.

The move follows Moreton Hire's 2014 launch into Asia with a presence in Singapore.

### Today's issue of BEN

*Business Events News* today has two pages of news and a full page from AA Appointments.

## Christchurch centre works

**THE** New Zealand Government has awarded a NZ\$240 million contract to complete the design and construction of Christchurch Convention Centre.

NZ Minister supporting Christchurch Regeneration Nicky Wagner said work would begin shortly after appointing CPB Contractors Limited to complete the job.

The Christchurch Convention Centre is expected to be ready to open by 2020.

## Geelong hosts event planners

**BUSINESS** Events Geelong last week hosted 50 Melbourne event planners for a degustation lunch.

The event allowed for Geelong's operators in the business space to connect with and showcase their product to EAs, PAs and event organisers from various Melbourne-based companies.

Business Events Geelong convention bureau manager Mark Day said the annual event was a must attend for event organisers looking to plan a conference.

"To have such a large amount of event organisers attend this exclusive event re-confirms why Geelong and the Bellarine (Peninsula) is continuously at the forefront of conference organisers' minds as the premier region to hold a business event," Day said.



## P&O Eden new MICE look

**FOLLOWING** a two-week drydock in Singapore, *Pacific Eden* has emerged with a revamp that is designed to capture a share of the lucrative MICE market at sea.

The Marquee Show Theatre has been given a new colour scheme and feel as well as unique artworks.

*Eden's* alternative event space, The Dome, has received a modern look.

P&O Cruises corporate groups sales mgr Rebecca Mutanen said the revamped areas were a welcome addition for MICE events and businesses on the east coast.



**A THREE-DAY** art exhibition held over the weekend in New York was designed especially for the city's four-legged inhabitants.

The DoGUMENTA exhibit featured a display of dog biscuits and other treats that attendees were invited to munch on.

At another display, canine art critics could be seen raising their leg to relieve themselves on a work called Fountain, which resulted in blue marks appearing where they had done their business.

Artworks in a series of 12 different displays were strategically placed at eye-level for furry attendees and their owners to admire.



## ShowGizmo ceo

**DAVID** Chaulk has been named the chief executive officer of ShowGizmo.

Prior to joining the NZ-based event app company he worked in many roles across North America, the UK and Australasia.

## Events Calendar

WELCOME to the **BEN** events calendar.

If you have an upcoming event you'd like us to feature, email [info@businesseseventsnews.com.au](mailto:info@businesseseventsnews.com.au)

### 13 SEP

Australian Event Awards 2017; The Events Centre, Caloundra, Sunshine Coast; register here: [www.eventawards.com.au](http://www.eventawards.com.au)

### 14 - 15 SEP

Australian Event Symposium 2017; The Events Centre, Caloundra, Sunshine Coast; register here: [www.eventsymposium.com.au](http://www.eventsymposium.com.au)

### 17 - 20 SEP

Luxperience; Australian Technology Park, Sydney; registrations now open: [www.luxperience.com.au](http://www.luxperience.com.au)

### 25 - 27 OCT

ITB Asia; Marina Bay Sands, Singapore; for details and to register visit: [www.itb-asia.com](http://www.itb-asia.com)

### 26 - 28 NOV

PCOA Conference; Gold Coast Convention and Exhibition Centre; details here: [www.pco.asn.au](http://www.pco.asn.au)

## SUNNY COAST REVAMP

**THE** Events Centre at Caloundra on the Sunshine Coast will undergo a \$6 million redevelopment under a funding deal between Sunshine Coast Council and the Federal Govt.

The project includes upgrades to the main entrance as well as the foyer and bar counters.

Theatre walls and ceilings will receive new acoustics, while the main theatre will see new air conditioning & heating added.

Dividing walls will also be installed between the main theatre and Glasshouse Room to create new spaces.

Sunshine Coast Mayor Mark Jamieson said the upgrades would ensure the venue offered a high level of service.

"The proposed redevelopment will enable The Events Centre to continue to attract top end entertainment and performances, whilst offering our residents access to an array of cultural opportunities and business events that are an incredibly important part of the economic and social fabric of our region," he said.

A completion date has not been announced.

## Melbourne hosts insurers

**THE** 2017 International Dragon Awards (IDA) Annual Meeting has arrived in Melbourne with 5,500 insurance specialists from 20 countries unpacking their bags for the five-day meeting based at the Melbourne Convention and Exhibition Centre (MCEC).

Attendees at the event include delegates from China Life (China's largest insurance group), Taiwan Life, Allianz, Prudential, Cathay Life and more.

The conference will generate a \$24.7 million economic boost for the state.

Victoria Minister for Tourism and Major Events John Eren said the state was keen to secure a larger slice of the Chinese market.

## Randwick 5 star honour

**ROYAL** Randwick has become the first venue in Australia to achieve a Five Star STAT Accreditation rating for security and safety.

The rating was developed by Secure Tours and Travel and is designed for the tourism, hospitality and events industry.

## Watermark new local reps

**WATERMARK** Hotels has appointed Elite Representation Asia Pacific to expand and promote its MICE offerings across Australia and NZ.

The hotel group has two hotels, one in Brisbane and the other on the Gold Coast.

BE

Insights



with Penny Lion

**ONE** of Tourism Australia's key activities is our Business Events Australia distribution program. Through a range of activities including trade show attendance, it provides Australian industry with the opportunity to connect and do business with qualified international business events planners.

The program also delivers tangible business outcomes for industry and Dreamtime, our signature incentive showcase, is a perfect example of this. In 2015, Dreamtime delivered more than 115 leads for Australia and 100 per cent event satisfaction from Australian industry. Furthermore, 95 per cent of the international incentive planners who attended, indicated they were more likely to send travellers to Australia as a result.

From 3 to 6 December 2017, Tourism Australia will once again host Dreamtime. Held in Brisbane and delivered in partnership with the Brisbane Convention Bureau, the showcase will provide Australian industry with the opportunity to meet with around 100 qualified incentive planners and media from 10 international markets. The Dreamtime program consists of pre-scheduled appointments as well as networking functions, and importantly, it's the ideal setting to secure business leads for Australia.

**REGISTRATIONS** for Dreamtime 2017 are open until Friday 25 August 2017. I encourage you to join us to show the world why there's nothing like Australia for business events.



BUSINESS EVENTS AUSTRALIA



business events news

[www.businesseseventsnews.com.au](http://www.businesseseventsnews.com.au)

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# AA APPOINTMENTS

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## **WE'RE ALL IN THIS TOGETHER** **CORPORATE GROUPS CONSULTANT** **MELBOURNE INNER SUBURBS – PKG 70K**

Get ready to join an amazing organisation that offers unlimited career progression, fantastic working environment, and modern offices. If you have corporate groups consulting experience then this is the role for you! Join a friendly team and work on some of the biggest group bookings in Australia. With group numbers up to 4,000 people you'll be kept busy. To secure this amazing role you'll need to have at least 2 years corporate travel consulting experience, a great attitude and fantastic customer service skills.

## **GROUP TOGETHER** **LEISURE GROUPS CONSULTANT** **MELBOURNE - \$55K + SUPER OTE**

If you're a passionate leisure consultant looking to make the move into group consulting, then this is the role for you! Continue booking the leisure itineraries you love and learn how to put together and manage group travel. You'll receive a generous base salary and commission structure, full training, and excellent career development. If you've got at least a year of travel consulting experience, strong GDS knowledge and a desire to grow your career then we want to hear from you. Apply now to avoid missing out!

## **A MASTER IN MICE SALES** **BUSINESS DEVELOPMENT MANAGER – MICE** **MELBOURNE - \$120K OTE ++**

Are you passionate and experienced in sales within the MICE market? This leading event management company is seeking a well-connected and energetic Business Development Manager to join their Melbourne team. If you have worked within the corporate and or MICE sectors and know how to get business over the line – this is the BDM role that will reward you like no other in the market currently. Amazing incentives & inspirational management along with long term career progression on offer.

## **WORK ON PERSONALISED TRAVEL GROUPS!** **SPECIAL GROUPS TRAVEL CONSULTANT** **SYDNEY – SALARY PACKAGE UP TO \$55K**

Our award-winning Company is looking for talented consultants to join their exclusive teams servicing professionals only. As part of the groups department, you will have exceptional group & coordination skills or be a pro FIT tailor-made consultant who wants to specialise & support the Groups Manager. Liaise with suppliers to meet the high demands of group travel, while possessing the professional customer service skills dealing with different types of specialised groups. Min 2yrs travel exp & GDS skills required.

## **FINE ARTS AND CULTURE ENTHUSIASTS** **GROUP WHOLESALE CONSULTANT** **SOUTH MELBOURNE – PACKAGE UP TO \$60K**

If you are looking to join a diverse wholesale company and you love booking group tours to exciting destinations, then this is the role for you! We want a passionate consultant who loves fine arts and culture around the world. You must have at least 5 years' experience in the travel industry and have managed corporate clients and group bookings. Located south of the CBD, it is close to public transport and shops. If you have great attention to detail and love building strong rapport with customers, then apply now!

## **MOVE YOUR EVENT SALES CAREER FORWARD** **BUSINESS DEVELOPMENT MANAGER** **SYDNEY – \$130K PLUS SUPER PLUS BONUS**

Create a valued impression when you join this outstanding company. You will have experience in sourcing and winning new business, with great negotiation skills and a fantastic personality. Representing this well-known brand in the market you will be proud to be part of this vast organization, showing off your sales skills and getting new clients to sign on the dotted line. If you want to join a fast-paced role with excellent progression, then don't wait any longer and apply today!

## **A LITTLE BIT OF THIS, A LITTLE BIT OF THAT** **GROUPS TRAVEL CONSULTANT** **BRISBANE - \$60K +**

No two days will be the same when you join this niche travel management company. With a strong focus on the academic sector this groups role will see you handle primarily corporate group travel along with leisure itineraries. You'll love working Mon – Fri hours in a small and friendly team where you earn great \$\$ and be given the opportunity to develop and progress your travel skills further. Previous travel industry experience and exposure to group travel is a must. Get in quick as this role is interviewing now.

## **AWESOME AUSSIE ADVENTURES!** **INBOUND GROUPS CONSULTANT** **SYDNEY – SALARY PACKAGE UP TO \$55K (DOE)**

Rare opportunity to join a leading Australian tour operator. Design all aspects of Groups itineraries including MICE, Celebrations & Schools. Service a variety of clients from around the world to ensure you showcase Australia but also meet their specific needs - variety is key. If you have min 2 yrs groups & Tourplan experience, you will be rewarded with a top salary, Monday to Friday only, ongoing training, international backing & selling your homeland! Become a Domestic Guru in no time!