



Hi,

December seems to arrive so quickly - I'm told it is just because I'm getting older - I'm not too sure about that. Here at Key Conference Solutions we have achieved so much this year - relocating our office, installing our new proprietary software system, revamping our website and taking on new team members to meet your conference and meeting needs.

I was fortunate to visit Fiji in November as a guest of the Fiji Visitors Bureau and Air Pacific. It was a very enjoyable but short visit where we experienced first hand many of the off-site activities along with conducting site inspections of hotels and resorts. Our tour host, James Sowane from Pacific Destinationz, kept us busy every day with lots of fantastic experiences.

Our conference tips section talks about the role of a Destination Management Company (or DMC as they are known) in assisting you with your conference or meeting needs. In your home town you are usually aware of all the things you can do but when travelling a DMC can assist from simply arranging transfers from the airport to off-site dinners for your conference.

I must admit the sailing has been very good since daylight saving started with some lovely warm evenings and good sailing breezes making Wednesday a very relaxing break in the week. Our results have been mid fleet reflecting the more social aspect of our daylight sailing.

On behalf of the team here at Key Conference Solutions I would like to say thank you for your support throughout 2005 and wish you all the best for the festive season and many happy times spent with family and friends.

Our office will be open all the way through the holiday period and the next edition of our newsletter will be on its way to you in February 2006.

Regards, Jim Conway

P.S. We are in the planning stage of organising some regional venue site inspections in NSW and Victoria for 2006. If you think you might be interested in joining us send your details to [jconway@conferencesolutions.com.au](mailto:jconway@conferencesolutions.com.au) with the subject "site inspections."

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## DESTINATION FIJI

Fiji is a place of immense beauty where gorgeous beaches and the pristine waters of the Pacific Ocean meet. Yet amidst its many natural wonders, Fiji's true beauty lies in its people, who await island visitors with friendly smiles and the warmth of island hospitality. Meeting and conference attendees will find that Fiji's mild, tropical climate can be enjoyed any time of year.

### Sheraton Resorts Denarau

Bright, tropical, and airy. Sheraton Fiji Resort on Denarau Island has it all - a playground for conference delegates to enjoy sports, spa, golf, sand and sea.

Connected to the mainland by a small causeway, the resort is located only three minutes from Port Denarau Marina, home of island transfers and cruises to the famous Mamanuca and Yasawa Islands , and 20 minutes from Nadi International Airport . The resort forms part of the Sheraton Resorts Denarau Island resort complex and is located side by side with two other luxurious beachfront Sheraton resorts. Each provides its own unique personality and charm. As a guest, you will have access to the facilities of all three resorts.



The resort was voted "Australasian Best Golf Resort" in the World Travel Award 2003, to the Condé Nast Gold List in 2004, and Travel + Leisure's 500 world's greatest hotels in 2003. The low-rise architecture is spectacularly framed by rows of beachside palm trees, allowing gentle sea breezes to flow through the open-plan resort. Generously sized rooms are surrounded by tropical gardens while private balconies offer views over the warm waters of the Pacific Ocean.

To find out more call Lisa Moloney 613 9870 4611

### Shangri - La Fijian Resort

Shangri-La's Fijian Resort is Fiji's most ideal holiday destination. Situated on a private 109 acre Yanuca Island, the Resort is surrounded by pristine white beaches, blue lagoons and swaying palm trees offering the visitor of any age a truly tropical escape. Conveniently connected to the mainland by a causeway bridge, the Resort's layout sought inspiration from a contemporary Fijian theme. The refurbished rooms are modern in design with earthy colours and soft lighting creating a serene ambience within. The Fijian people, who are among the friendliest in the world, complement all this.

## CONFERENCE TIPS

### What is a DMC?

Destination Management Company. A professional services company possessing extensive local knowledge, expertise and resources, specializing in the design and implementation of events, activities, tours, transportation and program logistics.

With their in-depth knowledge of the field, their many years of experience in organising programs, and their creativity, the key-word when working with a DMC is '**customised**'.

No matter what the event or the occasion; Destination Management Companies will always find a surprising and tailor-made solution.

### What does a DMC do? And why may you need one?

Besides organising meetings, incentives and events, a company offering Destination Management will also arrange social, partner and pre- and post-meeting programs. Other special services include catering, dinners and entertainment. If you wish, a DMC will arrange transportation and provide travel management, guides and hosts.

Destination Management Companies remain behind the scenes while ensuring that everything runs according to plan. They will do as little or as much as you need in achieving your conference outcomes.

A DMC is usually used when you are in a destination or city that you are not very familiar with to support your conference program. Here at Key Conference Solutions we'd be happy to help you source a DMC for your conference.

### Conference Tips

Printable versions of our Conference Tips are available in PDF format at our online resource centre at [www.conferencesolutions.com.au/downloads](http://www.conferencesolutions.com.au/downloads)

**"Go to Heaven for the climate,  
Hell for the company."**

**- Mark Twain**



The existing 323sqm conference facility, the Davui Hall, is situated in a secluded location, overlooking the Peter Thompson designed 9-hole executive golf course. The Davui Hall also has a separate secretariat office and smaller breakout meeting room, adding to its versatility.

The new F\$11M Davui Event Centre will be situated adjacent to the Davui Hall. To open in mid 2006, the 650sqm centre will be contemporary Fijian in design and furnished with the latest audio and visual technology and technical facilities meeting the modern-day demands of the conference and incentive market.

To find out more call Lisa Moloney 613 9870 4611

**"He has all the virtues I dislike and none of the vices I admire."**

**- Winston Churchill**

**OPENING SOON IN THE HUNTER VALLEY**

Surrounded by picturesque vineyards, situated on an 18-hole resort golf course and framed by the rugged Brokenback Ranges, the new Crowne Plaza Hunter Valley is scheduled to open Autumn 2006.

The pillarless Grand Ballroom, which is divisible into 3, is fitted with the latest lighting and caters for up to 450 people. It is complemented by 5 break out rooms, a private boardroom and expansive dining areas, most with natural light and stunning views. Up to the minute technology will ensure a productive meeting and keep you connected during your stay.

Accommodation is a combination of deluxe rooms and 2-bedroom villa's. Standard room amenities include high speed Internet access, laptop safe, individual climate controlled air conditioning, luxurious bathrooms with full size bath and separate shower, king size bed and functional work space.

**HAPPENINGS**



The new **Sofitel Fiji Resort & Spa** opens on December 10. Located on Denarau Island the five star resort is set along the beachfront and adjacent to the Denarau Golf and Racquet Club. A full service international day spa managed by "Mandara", a free-form pool and the largest conference facilities in Fiji will make this a popular destination in 2006.

**Mecure Hotel Geelong** has recently completed a major refurbishment of all their standard rooms. Along with an upgrade of their conference and meeting rooms they have introduced WiFi in a selection of rooms and all public areas including the bar and restaurant.

**Awarded Best Deluxe Accommodation in Queensland in 2005** at the recent Qld Tourism Awards, Coral Sea Resort won the Qld Tourism Award for Best Deluxe Accommodation in 2005, and now go into the running for the National Awards. Coral Sea Resort also announced the appointment of Mr. Jeff Aquilina as the new General Manager.

**Starwood Hotels and Resorts** has acquired the Le Méridien brand and all related management and franchise businesses. With 43 properties in Europe, 47 properties in Africa and the Middle East, 28 properties in Asia Pacific and India and 12 in the Americas, the Le Méridien brand complements Starwood's existing portfolio of St. Regis, Luxury Collection, Sheraton, Westin, Four Points by Sheraton and W hotels and resorts across the globe.

**Rydges Wollongong** celebrates their recent \$3 million refurbishment. Rydges Wollongong's General Manager, Jo Acott, describes the new look property as 'contemporary, with a great mix of diverse colours and fabrics'. The new look includes the lobby and reception area.

Other resort facilities include a day spa, Kids Club, health club and gymnasium, tennis courts, games room and large outdoor heated pool and spa.

To find out more call Sue Wall  
613 9870 4611

All 70 rooms have undergone a transformation with state of the art plasma screens and modern comfortable furniture and settings. The refurbishment has also included their conference rooms, which can cater for up to 400 guests.

**Marylands Country House** in Marysville has just been judged the Best Business and Meetings Centre in Victoria. The prestigious 2005 Tourism Awards, recognise businesses offering the highest level of excellence in their field, and are judged on service, facilities, presentation and management. This award comes hot on the heels of Marylands Country House being named the *Best Deluxe Accommodation in Victoria* for the second year running.



**"Pleasure in the job puts perfection in the work."**

- Aristotle

### SHARING THE KNOWLEDGE

Our ongoing schedule of briefing sessions and venue inspections ensures our product knowledge is extensive and current which allows us to offer you, professional, authoritative and independent advice on the conference and meeting venue scene Australia-wide.

### BEEN IN TO SEE US INCLUDE

Janney Gan – Sheraton Perth, Rebecca Wiles – Sheraton Hotels, James Cavanagh - Chapel Hill Winery S.A., Gary Marin - Carlton Hotel Parramatta, Tanya Edwards and Rachael Bradley - Q1 Resort & Spa Gold Coast, Emma Cook – The Marque Hotel, Caroline Sedgwick – Cable Beach Club Resort, Shaun Murphy and David McCarthy – Crown Promenade Hotel, Emma Parker - Langham Hotel Melbourne, Susan Magi – Surfers Paradise Marriott, Angela Drake – Hotel Watermark, Ian Solomon – The Vines Resort & Country Club, Andrew Marin – Shangri La Hotels and Resorts, Jennifer Grayson - Shangri-La's Fijian Resort, Michael Jones – Lasseters Hotel Casino, Scott Lovett – Alice Springs Convention Centre, Kristyn Liddelow – James Cook Hotel Grand Chancellor Wellington, Tamara Lowe – Carlton Crest Melbourne, Mary Poulter – Carlton Crest Sydney, Liz Smeekes – Doherty Hotels Tasmania, David Bosse and Olivia Horsell – Hilton Hotels, Janet Debski – Worldhotels, Nicole Woolfe and Danielle Bird – Mirvac Hotels & Resorts, Jessica Brett and Shannon Jamieson - Radisson Resort Gold Coast, Edwina Mason – Novotel Twin Waters Resort, Nicole Naylor – Destination Asia, Melissa Portelli – Bayview on the Park, Lara Terzian and Michael Golden - Hyatt Regency Auckland.



Opening on December 8, **the Q1 Observation Deck** invites guests to see the Gold Coast like they've never seen it before. Rising 235 metres into the sky - the highest point above the Gold Coast - the Observation Deck is located on Level 77 and 78 of the Q1 Resort and Spa. The express lift will take guests to a custom designed viewing arena to soak up the 360-degree views. You could also enjoy an evening cocktail, in the stylish Lounge Bar on Level 77 to relax at the end of your conference day.

**Members of our team have been out and about and visited:** Flowerdale Estate Retreat, Stonelea Country Estate, Marylands Country House, The Cumberland Marysville, Beau Monde International, The Westin Melbourne, Fenix Restaurant, The Mansion Hotel at Werribee Park, Leonda by the Yarra, Somerset Gordon Place, Langham Hotel Melbourne, AFL Hall of Fame and Sensation, Victoria Star Cruises, Regent Theatre, Waterfront Restaurant,

**"Avoiding danger is no safer in the long run than outright exposure. Life is either a daring adventure or nothing."**

- Helen Keller

Peppers Moonah Links Resort, Crown Towers, Sumac, Zinc at Federation Square, Crown Promenade, Peter Rowland at Melbourne Museum, Park Hyatt Melbourne, Mt Eliza Centre for Executive Education, Sunway Lagoon Resort and Spa Kuala Lumpur, Bayview Beach Resort Penang and Berajaya Resort & Spa Langkawi.

In Fiji we visited Shangri-La's Fijian Resort, Sheraton Resorts Denarau Island, The Warwick, The Pearl South Pacific Resort and Golf Course, Sonaisali Island Resort, Vomo Island Resort and Bounty Island Resort. Hardhat inspections of the Sofitel Fiji Resort & Spa due to open in December 2005 and Fiji Beach Resort (Managed by Hilton) due to open mid 2006.

**"Concentration is the ability to think about absolutely nothing when it is absolutely necessary."**

**- Ray Knight**

**YOUR SAY**

"Keep up the good work guys! Your team of people work very well together which just shines through in the delivery of your service."  
- Effie Koulakis

"Great service and very helpful. I knew I would be given some good options within the price range requested- Thank you!"  
- Jenny Williams

"Very impressed by the speed and professionalism you provided to meet my tight timeframe."  
- Megan Eyles

"Key Conference Solutions really live up to all expectations! It was fantastic to hand over, the grunt of finding suitable facilities knowing we would not have to spend valuable time doing something Key Conference Solutions are professional at!"  
- Val Livings

**JOIN AUSTRALIA'S LEADING COMPANIES**

Medibank Private, K-Mart, Skilled Engineering, NAB, BHP Billiton, Pioneer Electronics, Optus, KPMG, Leadership Consortium, Bendigo Bank, Uncle Tobys, Olex Australia, QBE Insurance, Imperial Tobacco, Fosters, Repco, NRMA, Orica Australia Pty Ltd, Pioneer Road Services, Rockwell Automation Australia Ltd, Servier Laboratories (Australia) Pty Ltd, Simplot Australia Pty Ltd and Siemens Ltd are just some of the companies who have chosen Key Conference Solutions to source venues throughout Australia, New Zealand and overseas for their business events.

**"To handle yourself, use your head; to handle others, use your heart."**

**- Donald Laird**

**CONTACT US:**

Phone: +613 9870 4611 - Fax: +613 9870 4622

Sue Wall: Sales Consultant  
[swall@conferencesolutions.com.au](mailto:swall@conferencesolutions.com.au)

Pam Conway: Industry Consultant  
[pconway@conferencesolutions.com.au](mailto:pconway@conferencesolutions.com.au)

Lisa-Maree Roberts: Sales Consultant  
[lmroberts@conferencesolutions.com.au](mailto:lmroberts@conferencesolutions.com.au)

Lisa Moloney: National Business Development Manager  
[lmoloney@conferencesolutions.com.au](mailto:lmoloney@conferencesolutions.com.au)

Stephanie Conyers: Consultant  
[sconyers@conferencesolutions.com.au](mailto:sconyers@conferencesolutions.com.au)

Emily Kirkpatrick: Sales Support  
[ekirkpatrick@conferencesolutions.com.au](mailto:ekirkpatrick@conferencesolutions.com.au)