

Hello,

Winter is well and truly here, with the thermometer nearly into negative territory on the way into the office this morning, but it's turning out to be a beautiful sunny day. I have the sun streaming in my window as I contemplate the finishing touches to this, the 28th edition of our newsletter.

In looking back over the past few years our industry continues to evolve with new properties coming into play and venues undergoing refurbishment programs to keep them warm, fresh and welcoming. Some things don't change, like the expectations of our clients and what they are looking for. Today it's still about how the venue can assist you in achieving your goals – having the right environment, meeting spaces with natural light, a good quality of food presented well and delivering exceptional customer focused service. These prime issues are reflected in the feedback forms we receive from our clients.

One of the areas that is changing is the distance/time spent in travelling to venues located in regional and out of town areas. Some 5 years or so ago a commute time of up to 2 hours would have been acceptable. Now it's more likely to be in the 60 – 75 minute range from the CBD/airport and in the future will no doubt become shorter and shorter.


We continue to grow our knowledge of venues far and wide with our first foray into China for a conference in 2007. Our very own Lisa Moloney was in the USA in March and more recently in Cairns FNQ. Not to be missing out Emily Kirkpatrick spent some time in Adelaide. These familiarisation visits keep us up to date on venues throughout the world.

In a surprising first, I'm sharing the lead in our office footy competition but knowing my tipping form it won't last too long and everyone will be catching up really soon. Not a lot of wind for sailing lately, lovely balmy sunny winter days but I'm sure the skiers are looking for some more snow.

Regards,

Jim Conway

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[website](#)

Click here to visit the Key Conference Solutions website

QUAY WEST RESORT MAGENTA SHORES



Nestled between the pristine waters of the Pacific Ocean and Tuggerah Lake, Quay West Resort Magenta Shores is due to open on the Central Coast NSW in August 2006. Only 90 minutes drive from Sydney and just 15kms north of Terrigal, this luxurious five star resort boasts a magnificent beachfront position, stand alone Day Spa and 18 hole golf course.

With three spacious and stylishly appointed conference and meetings rooms all with natural light and high ceilings, Quay West Resort Magenta Shores is the perfect venue for any type of meeting conference or business event. Catering for up to 400 delegates, the conference facilities have the added bonus of access to a large, beautifully landscaped outdoor terrace and breakout areas plus two boardrooms.

Set amongst landscaped grounds, the resort offers 98 luxuriously appointed, open-plan studio, 1, 2 and 3 bedroom villa apartments with spectacular views of the ocean, golf course or gardens as well as private courtyards and balconies.

To find out more from [Sue Wall](#) call + 61 3 9870 4611

POSTCARDS FROM ADELAIDE



Hilton
Adelaide



Adelaide
Convention Centre



Majestic Roof
Garden Hotel

Adelaide is a city of great visual harmony and a classical elegant style, superbly set beside the River Torrens between the Adelaide Hills and waters of Gulf St Vincent. Colonel William Light got it right in 1837 when he laid out his broad streets and surrounded them with a generous green cushion of parkland.

The result is a place where traffic seldom jams, the inner-city highlights are all an easy walk away and it's virtually impossible to get lost. Within minutes of arriving in Adelaide you'll soon realise that it's not trying to be some other place. It has its own quiet confident air of individuality that gives it instant appeal.



Jacobs Creek
Visitor Centre



Novotel
Barossa Valley Resort



Wolf Blass
Visitor Centre

HAPPENINGS

FUN AT YOUR BUSINESS EVENT



Interactive Events works with you to promote a sense of fun, interaction and play. They have an understanding of the pressures of meeting deadlines, personality clashes, office politics, them versus us attitude or how a negative approach can have a huge impact on how people "feel" about their work and workplace.

They can deliver a range of short, sharp, interactive and fun activities during your conference. The activities are designed to assist with encouraging positive interaction, generating a sense of fun, celebration and providing delegates with a break from heavy material.

Fun-at-Work sessions include Office Olympics, Master Class Artist, Race Around the World and are great for generating more energy, interaction and fun into your business event. Sessions can be delivered for 45 minutes to a half day to easily fit in with your schedule to ensure delegates have an experience that they will be talking about for sometime.

Find out more from Mike Symonds 03 9556 5825 or visit their [website](#)

SOFITEL QUEENSTOWN ONE OF THE WORLD'S TOP 20 IN 2005

Queenstown's only five-star hotel, the Sofitel Queenstown, has been named among the top 20 hotels in the world by prestigious travel magazine, Australian Gourmet Traveller. The 82- room boutique hotel, open for just seven months, is the only New Zealand property to feature in the 'Best of the Best' accolade.

"We're not primarily put on this earth to see through one another, but to see one another through"

- Peter De Vries

UP AND COMING CONFERENCE AND MEETING TRADE SHOWS

Sydney on Sale at the Sydney Convention and Exhibition Centre, 4 & 5 July 2006.

Sydney on Sale is New South Wales' only event for the meetings, incentive, convention and exhibition industries. It is a free trade show where meeting planners can source innovative ideas, speak to the experts and find out about the latest developments in the business events market.

Primarily catering to Australian and New Zealand meeting planners, the show is a forum for buyers to find innovative incentive, event and meeting solutions in the one place at the one time. Now in its 17th year, it attracts 6000 visitors annually, showcases the brightest and best new products and services on the market, and incorporates a strong educational program and fantastic networking functions in its social program. www.scvb.com.au

The Barossa Valley is perhaps South Australia's most famous region. Though most widely known throughout the world for its' superb quality wine, the Barossa has even more to offer than a fabulous glass of red, although this is an attractive offer to begin with...

A short 60 minute transfer from Adelaide the Barossa is home to over 50 wineries blended exquisitely with unique heritage and charm and spectacular scenery. The Barossa is popular for national and international conferences and incentives, but as far as locals go, a yearly (or monthly!) visit is paramount.

To find out more about Adelaide and The Barossa Valley call [Pam Conway](#) + 61 3 9870 4611

"When you do not listen to your conscience it's because you do not want advice from a stranger."

- Anonymous

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:

Emma Parker – Langham Hotel Melbourne, Violeta Herrero – Gold Coast Convention and Exhibition Centre, Kirsi Pajunen- Gold Coast International Hotel, Megan Pechey – Dreamworld, Yolanda Pascual – Stamford Plaza Double Bay, Emily Howard – The Westin Sydney, Catherine Comino – Sheraton on the Park Sydney, Grace Lassig – Sheraton Noosa Resort & Spa, Sarah Bonnici – Four Points Sheraton Geelong, Melanie Birkby – Sheraton Resorts Fiji, Rebecca Wiles – Starwood Hotels and Resorts, Tamara Lowe – Carlton Crest Melbourne, Vicki Davis – The Venues Queensland, Mary – Jane Zacchei - Fusion Marketing, Sian Boston - Lake House, Sue Magi - Marriott Hotels and Resorts, Kristy Baker – Hyatt Regency Perth, Justin Cheng & Elaine Koh - The Sydney Boulevard, Joanne Cleaton – Rockford Darling Harbour, Rajeev Menon – Sydney Harbour Marriott Hotel and Julie Alderson – InterContinental Hotels Group.

"Inspiration is a guest who does not like to visit lazy people."

- Tchaikowsky

OUT AND ABOUT

In Melbourne - Comme - 7Alfred Place, Grand Hyatt Melbourne, Sofitel Melbourne, Bellinzona Grange Country Retreat, Peppers Springs Retreat, Central Springs Inn, Lake House, The Sebel Heritage Yarra Valley, RACV Club Melbourne, The Westin Melbourne, The Arts Centre - including ANZ Pavilion, Amcor Lounge & Commonwealth Bank Lounge, Atlantic Group - including Sumac & Atlantic South Wharf

In Queensland - Hamilton Island

In Adelaide - Hilton Adelaide, Adelaide Convention Centre, Next Generation Clubs Australia, Majestic Roof Garden Hotel, Chateau Tanunda, Barossa Valley, Novotel Barossa Valley, Wolf Blass Visitor Centre - Barossa Valley and Peppers Hermitage - Barossa Valley.

Overseas - Cheyenne Mountain Resort - Colorado Springs, Babson Executive Conference Center, The Broadmoor – Colorado Springs, The Conference Center at Waltham Woods, The Warren Conference Centre & Inn and The Westin Boston.

"The first step to better times is to imagine them."

- Chinese fortune cookie

JOIN AUSTRALIA'S LEADING COMPANIES

Join Australia 's leading companies that are taking advantage of the **free venue-finding service** Key Conference Solutions offers.

Department of Justice, Australian Bureau of Statistics, Connex, Bang & Olufsen, Mattel, University of Newcastle, Trader Classifieds, Asian Battery Association, Simplot Australia Pty Ltd, Thomson Learning Australia, Australia Post, ACP Magazines, BP Australia Pty Ltd, Australian Football League, Department of Defence, Plumbing Industry Commission, Boston Consulting, Novartis Consumer Health Australasia Pty Ltd, Rabobank, Tyco Fire & Security, Australian Dental Prosthetists Association, Adshel Street Furniture Pty Ltd, State Trustees, Jack Morton Worldwide, Swinburne University and Dennis Family Corporation are just some of the organisations who have chosen Key Conference Solutions to source venues throughout Australia, New Zealand and overseas for their upcoming meetings and conferences.

"A bore is a man who deprives you of solitude without providing you with company."

- Gian Vincenzo Gravina

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Like to see a *previous* edition?
Check out our news archives at our [online library](#)

We're eager to hear what you think of this newsletter.
[Feel free to offer your comments and suggestions.](#)

Conventions and Incentives New Zealand (CINZ)

MEETINGS 2006 19 – 20 JULY

Christchurch Convention Centre, Christchurch, New Zealand
Conventions & Incentives New Zealand (CINZ) is proud to be celebrating the 10th year of the MEETINGS exhibition. Meetings 2006 is New Zealand's only annual dedicated exhibition for the conference, meetings, events, exhibition and travel incentive industry. It is the leading industry forum in New Zealand, offering all participants a one-stop shop business solution and the opportunity to meet the best of New Zealand's industry suppliers. www.meetings.co.nz

QNT on Show at RACV Centre Melbourne, 9 August 2006

A dedicated exhibition showcasing conference & event venues, event suppliers and events & accommodation services all from Queensland & Northern Territory. QNT on Show is a first for Melbourne and will include some of the most sought after products and services in the Queensland & Northern Territory events & accommodation industry. www.conferenceworks.net.au

Meeting Mart at Melbourne Park Function Centre, 24 October 2006

Now in its fourth year Meeting Mart has proved itself to be one of the premier Conference & Incentive exhibitions within Australia. Meeting Mart has been developed by Conference Works along with key sponsors and event partners from Victoria. It provides focused and specific opportunities for events and accommodation suppliers to showcase their products and services at a 'Made to Order' trade show. Meeting Mart concentrates on Corporate and in-house meeting planners, PCO's and accommodation bookers, who have short to medium term business. It is an ideal way to meet and discuss business opportunities with companies that you would possibly otherwise never get to see. www.conferenceworks.net.au

"Elbow grease is the best polish."

- English Proverb

YOUR SAY

"Excellent service. Excellent staff. Extremely helpful and respectful of our individual needs and finances."
Andrea Summut

"It was a service I didn't know existed – but am very glad it does! So helpful and hugely appreciated – Thank you."
Vikki Alcock

"Great service, keep up the good work."
Erin Cassidy

"Once again you have done a great job and we look forward to using you again."
Jenine Bradburn