

the business travel magazine

100

MICetalk

Meetings • Incentives • Conferences • Events

Volume VII Issue 8 August 2016 60 pages
A DDP Publication

**IESA
BOOST TO MICE**

**5 TIPS
FOR MILLENNIALS**

Travel
WEDDING SHOW

**ISLAND
MEETINGS**

TRENDS 2016

INDIA'S FIRST TRAVEL WEDDING SHOW

go happy. go hojo.®



Welcome to the new happy class hotel



Howard Johnson, a part of Wyndham hotel Group has made its entry into India, through an agreement with Unique Mercantile India private Limited. Located in the garden city of Bengaluru, near Manyata Embassy Business Park and close to the international Airport, HoJo Bengaluru is the perfect midway location to the city centre. World-class modern amenities are available in the spacious and well-appointed rooms, offering the work-hard play-hard traveller a comfortable and relaxing stay.

Café Verve: Verve, our 16-seater cafe lounge, is the perfect perch for those who swear by caffeine. Feel the energy transform into contagious enthusiasm as you sip your favorite beverage and nibble on healthy bites. With single origin coffee, organic & flavored teas on offer, Verve is the ideal venue to share your love for the 'cuppa' and find a new zeal for life.

Marea Bar Lounge: Our lounge bar, adjoining Nest and Dublin, seats 44 guests. Watch your favorite sportsmen compete against their arch rivals on our video wall as the signature Martinis (shaken not stirred) add a dash of excitement to your evening. Flavored Mojitos and Caipiroskas will tender you the perfect companionship to make it an evening to remember. Come, indulge in meaningful conversations, let the silly banter with friends & mates from work be the order for the perfect time out at Marea.

Nest: Our 64-seater casual all day dining restaurant opened its doors for foodies. It operates from 7:00 AM till midnight every day. Diners can get plethora of options like, world cuisine and a range of Indian specialties will leave your taste buds craving for more. Our special offering, "Today's Fresh and Healthy" will ensure that the diners remain healthy after culinary extravaganza. For those who like to dine in select company and love their private space, Nest houses two private dining rooms which can accommodate up to six guests, making it an ideal venue to discuss work along with great food.




Howard Johnson

Bengaluru Hebbal

132, Thanisandra Main Road, Near Manyata Embassy Business Park, Nagawara Junction, Bengaluru - 560077.
P: +91 80 4646 7000 | F: +91 80 4646 7100
E: reservations@hojobangalore.com
W: www.hojobangalore.com

editorial

the business travel magazine
MICEtalk
Meetings • Incentives • Conferences • Events

Dear Reader,

Exhibitions and events are a growing phenomenon in India as is travel. But when travel and weddings combine, you get an exhibition which is the first of its kind. India's first travel wedding show was held at Gurgaon bringing together the planners and buyers in a series of meetings. And associations have been working to give a boost to the meetings industry. Indian Exhibitions, Conferences and Events Services Association feels that the meetings industry has huge potential and some new policies would help the segment.

Some locations are popular and others are exotic. Most events are held in locations where it's easier to get more people to attend with ease and there is easy accessibility. But sometimes one wants to go and do something different. That is sometimes a world away from a world has an appeal. And when it's something as exotic as an island, then it makes MICE more interesting. Though travel is normally by air, it's the infrastructure that gives it a timeless appeal. Beach resorts on these islands are quite popular. In this issue, we bring you three islands that have good facilities for MICE—The Philippines, Phillip Island in Australia and Jeju Island.

With a jet-setting life and shorter attention span, it's difficult to keep millennials engaged. But our expert Darren Edwards is giving five tips for keeping them engaged at trade shows. On the other front, there is a right way to eat with chopsticks. It's not as tough as it looks, says Shital Kakkar Mehra. Shivani Misri Sadhoo offers some crucial tips on how to keep long lasting professional relationships. She shares how to handle 'elevator meetings' which is pretty interesting as catching someone's attention in a few seconds is not an easy task. And retaining that attention is even tougher.

Keep reading and giving your feedback to us on
micetalk@ddppl.com.

PUBLISHER & EDITOR
SanJeet

DESIGN
Raashi Ajmani Girdhar

PHOTOGRAPHER
Simran Kaur
Oliur Rahman

ADVERTISING
Gunjan Sabikhi
Anand Dutt
Sanjiv Chopra
Karishma Khanna
Rupal Pawar
Jaspreet Kaur

ADVERTISEMENT DESIGNER
Vikas Mandotia
Nitin Kumar

PRODUCTION MANAGER
Anil Kharbanda

CIRCULATION MANAGER
Ashok Rana

MUMBAI: ADVERTISING
Harshal Ashar
Priyanshu Wankhade



DDP Publications Private Limited

New Delhi:
72, Todarmal Road,
New Delhi 110001, India
Tel: +91 11 233 44179,
Fax: +91-22-22070131
E-mail: micetalk@ddppl.com

Mumbai:
504 Marine Chambers, 43
New Marine Lines, Mumbai
400 020, India
Tel: +91-22-22070129,
22070130
Fax: +91-22-22070131
E-mail: mumbai@ddppl.com

UAE:
P.O. Box: 9348, Sharjah, UAE
Tel: +971 6 5528954, Fax:
+971 6 5528956
E-mail: uae@ddppl.com

All information in **MICE**talk is derived from sources, which we consider reliable. **Information is passed on to our readers without any responsibility on our part.** The contents of this publication contain views of authors and are not the views of DDP Publications.

Similarly, opinions/views expressed by any party in abstract and/or

in interviews are not necessarily shared/do not necessarily reflect any opinion of DDP Publications. All rights reserved throughout the world. Reproduction strictly prohibited. Material appearing in **MICE**talk cannot be reproduced in whole or in part without prior written permission. The same rule applies when there is a copyright or the article is taken from another publication. Publications reproducing material either in part or in whole, without permission would face legal action.

Editorial enquiries and enquiries

concerning the reproduction of articles should be emailed to talk@ddppl.com, advertising and circulation enquiries should be e-mailed to gunjan@ddppl.com

The publisher assumes no responsibility for returning unsolicited material nor is he responsible for material lost or damaged in transit. Any material submitted to **MICE**talk will not be returned. The publisher reserves the rights to refuse, withdraw, amend or otherwise deal with all advertisements without

explanation. All advertisements must comply with the Indian Advertisements Code as well as the Advertisements Code of South Asia. The publisher will not be liable for any damage or loss caused by the late publication, error or failure or advertisement or editorial to appear.

MICEtalk is printed, published, edited and owned by SanJeet, printed at Cirrus Graphics Pvt. Ltd., B-62/14, Phase – II, Naraina Industrial Area, New Delhi-110028 and published at 72, Todarmal Road, New Delhi-110001

contents

AUGUST 2016



12



20



24

highlights...

8 NEWS
News from the world of MICE

12 LEAD STORY
Memorable meetings at the Philippines

18 ISLAND MEETINGS
Fillip to MICE at Phillip Island, Australia

20 ISLAND MEETINGS
Exotic appeal at Jeju Island

24 EXPERIENCE
Business at Sochi

Thailand CONNECT

Your Global Business Events Connection

Thailand CONNECT

Our Heart, Your World

Our Hearts Connect You to Global Success





26



32



34



38



42

26 TREND
2016: The curve goes up

32 HOTEL
The Westin Hyderabad Mindspace

34 ASSOCIATION
IESA: Catalyst for growth

38 EXHIBITION
India's first Travel Wedding Show 2016

42 AWARDS
India Travel Awards

Regular

46 TECH EXPERT
Darren Edwards gives five tips for engaging millennials



50 COUNSELLOR
Shivani Misri Sadhoo on long lasting professional relationships



52 EXPERT
Shital Kakkar Mehra on chopsticks etiquette



Cover Picture:
Oliur Rahman



Canada 
keep exploring



Canada for those who love to explore!



Day 1 | Day 2



Day 3 | Day 4 | Day 5 | Day 6



Canada

www.keepexploring.in

NEWS

AccorHotels plans expansion in India

■ AccorHotels has announced the opening of Varun Beach Bheemili Resort, located 25 km North-East of Visakhapatnam, in Andhra Pradesh. Jean-Michel Cassé, Senior Vice President-Operations, AccorHotels India said, "India is a priority market and we are seeing solid growth momentum. By the end of this year, we expect to have a strong presence with a network of 45 hotels in the country. The Varun Beach Bheemili Resort is our second hotel alongside the 225-room Novotel Visakhapatnam and we have plans to open another Novotel with a convention centre in Vijayawada sometime later."



São Paulo expo opens doors for a string of shows

■ The São Paulo Convention and Visitors Bureau has announced the opening of São Paulo Expo and a string of shows for 2016. The venue will be the largest exhibition centre in Latin America, with an area of 100,000sqm. The bureau stated that it had spent an amount of US\$123,178,637 (R\$410m) for the expo, its largest ever investment. The venue space showcases a multifunctional architectural complex capable of hosting trade fairs and public conferences and national corporate events, and international, cultural, social, sporting and entertainment events.

Indian tourists headed towards Ireland



■ The breathtaking landscapes and rural idylls of Ireland have beckoned Indian tourists, resulting in a year-on-year rise of over 25 per cent in Indian visitor arrival numbers. "Ours is the land of myths and legends which captures the imagination of children and adults alike. Ireland is also home to several UNESCO world heritage sites such as the Giant's Causeway, the Burren and the Skelligs among others," states Niall Gibbons, CEO of Tourism Ireland. "We are expecting 15-20 per cent increase in tourist arrivals to Ireland from India in 2016."



Indian delegation at DRUPA 2016, Germany

■ Over 300 experts and professionals representing the printing, packaging and printing ink industry marked their presence at DRUPA 2016, said Om Prakash, Director, InORBIT Tours. More than 1,850 exhibitors and over 314,500 visitors from 130 countries attended the show. DRUPA's range featured both traditional and pioneering technologies for pre-press and pre-media, printing (machinery, appliances and accessories), book binding and print finishing as well as paper converting services.

South Korea 2nd in UIA's Global Meetings Ranking

■ Korea has been ranked the world's Top 2 destination for global congresses hosted in 2015, according to the latest International Meetings Statistics Report released by the Union of International Associations (UIA). The findings show Korea achieving second place behind the USA with 891 meetings—a 40 per cent increase over the previous year. This also places it first in Asia and accounts for 7.5 per cent of all meetings held worldwide across the same period. The results reflect continued strong interest in Korea, helped by the rise of its diverse regional Korean meeting destinations. Infrastructure growth has played a key role in boosting Korea's MICE competitiveness, including expanded facilities in future Pyeongchang 2018 Winter Olympics host Gangwon Province, and ongoing expansions to recent Korea MICE Expo host Songdo Convensia in Incheon's International Business District. Brand new regional convention facilities include the new Asia Culture Center in southeastern city Gwangju and Hwabaek International Convention Center (HICO) in the southwestern UNESCO capital of Gyeongju.



TCEB targeting mega events

■ “With high spending power, every mega-sized event can help inject healthy MICE revenue into our economy,” says Nopparat Maythaveekulchai, President, Thailand Convention and Exhibition Bureau (TCEB). Allocating promotional budgets for events through the ‘Thailand Big Thanks!’ campaign, the Thailand Convention and Exhibition Bureau (TCEB) will target ‘mega-sized events’. Currently TCEB has targeted China as a ‘key source market’. And for the Infinitus Overseas Training 2016 event, Thailand will host more than 14,000 Chinese delegates. The event is expected to generate THB1.3 billion (US\$37 million) in revenue.



India, fastest growing travel business market



■ The Indian travel business market will spur growth and become the sixth largest business travel market in the world by the end of 2019, states a report by the Global Business Travel Association (GBTA) Foundation, in its latest GBTA BTI™ Outlook—India report. “If it continues on its current path, India is poised to be a world leader in business travel for decades to come,” said Gaurav Sundaram, GBTA India Regional Director. The GBTA Foundation report forecasts 10.7 per cent growth in business travel spending in 2016, followed by another 10.2 per cent in 2017 reaching US \$36.1 billion.



Rwanda joins hands with IMC

■ To enhance trade, tourism and investments into the country, the Indian Merchants' Chamber (IMC), headquartered in Mumbai, will be collaborating with the Rwanda Development Board (RDB). This was announced at the RDB's Meetings Planners Guide 2016, which was launched in Mumbai. Clarence Fernandes, Rwanda Development Board's representative, said, “We are working closely with various travel bodies like the Travel Agents Federation of India (TAFI), Travel Agents Association of India (TAAI), Outbound Tour Operators Association of India (OTOAI), to showcase Rwanda's rich tourism potential.”

NEWS

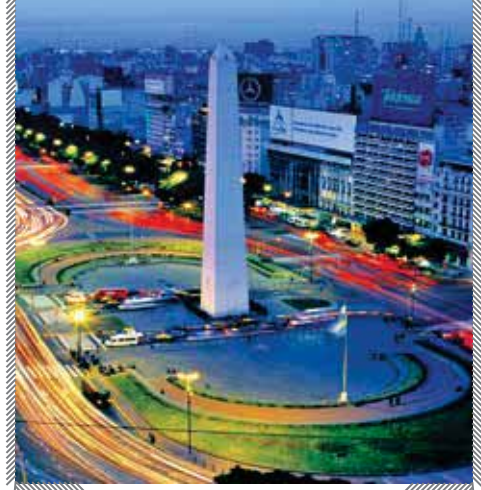
Brisbane Convention Centre turns 21

■ Having hosted numerous events, the Brisbane Convention & Exhibition Centre (BCEC) celebrated 21 long years of hosting 18,000 events, 14 million visitors and delivering \$3.87 billion in Queensland. Minister for Infrastructure, Local Government and Planning and Queensland Minister for Tourism and Major Events, Kate Jones, said that the convention centre is a boon to Queensland's tourism and events industry.



Argentina to host ABIF

■ Argentina is on an economic turnaround. To showcase the investment opportunities, Buenos Aires will host over 1,500 global businessmen, investors and political leaders at the inaugural Argentina Business and Investment Forum (ABIF), from 12-15 September 2016. Argentina's Investment and Trade Promotion Agency announced that there will be sessions on global perspective on Argentina's transformation and how it is creating the right conditions for international investment, specifically across energy, agriculture, manufacturing, technology and service sector industries by eminent industry leaders.



Global business travel spend surges: GBTA

■ The global business travel spend has been consistently growing five per cent over 2014, topped \$1.2 trillion USD in 2015, and is forecasted to reach 1.3 trillion in 2016, according to the GBTA BTI™ Outlook – Annual Global Report & Forecast, the education and research arm of GBTA. The report predicts that the global business travel spend would advance 5.8 per cent on average over the next five years, reaching \$1.6 trillion in 2020. China emerged as the largest business travel market in the world in 2015 at \$291 billion.

Sabre launches SafePoint, mobile duty of care solution



■ This new duty of care solution will be available worldwide later this year through Sabre's TripCase travel itinerary management app, which is already used by business and leisure travellers to manage over 30 million trips each year. SafePoint will provide corporations (and travellers) with a smarter, faster and more accurate approach to travel risk management. This announcement follows additional solution launches made from the GBTA Convention 2016, including (1) Sabre's new Integrated Mobile Platform for business travellers, which will feature newly announced (2) Chrome River Expense Management solution and (3) SafePoint – alongside Sabre's existing GetThere, TripCase, and Virtual Payments solutions.



MEETINGS BY MERITUS



MEET AND STAY IN THE HEART OF ORCHARD ROAD

Standing tall in the heart of Singapore's world-renowned retail and entertainment hub, Mandarin Orchard Singapore boasts some 1,077 spacious guestrooms and suites, each equipped with advance in-room technology and complimentary WiFi.

The hotel features a vibrant line-up of signature restaurants, as well as an executive club lounge facility for discerning travellers seeking bespoke services. Right on its doorstep is the unique shopping destination, Mandarin Gallery, making for an all-encompassing retail and hospitality experience for guests of the hotel.

With versatile meeting and function spaces backed by the dedicated service of Meeting and Event Specialists, Mandarin Orchard Singapore is the venue of choice for meetings, incentives, conferences and exhibitions.

Visit www.meritushotels.com/orchard to plan your next meeting.

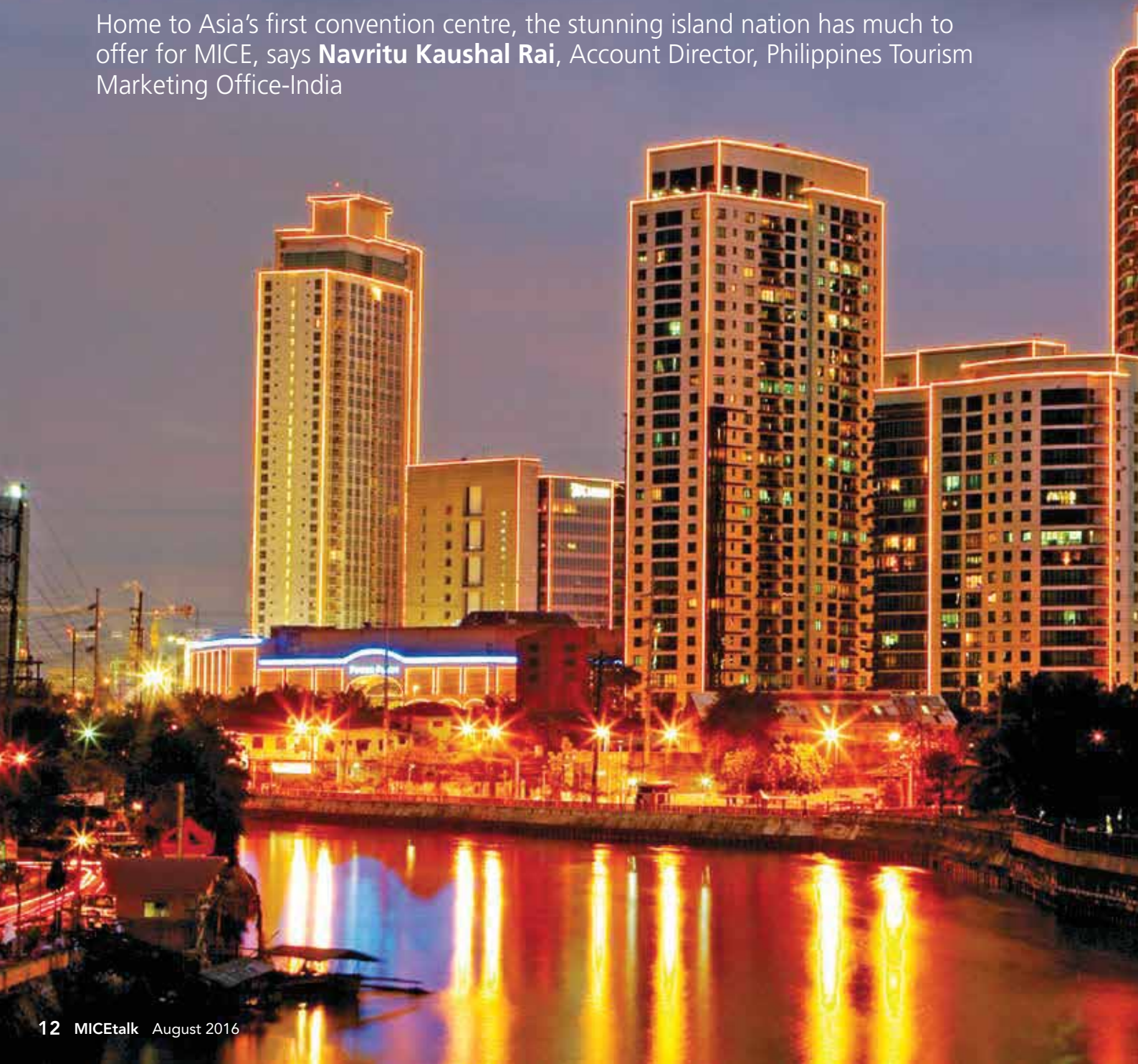


MANDARIN
ORCHARD
SINGAPORE
BY MERITUS

333 Orchard Road, Singapore 238867 | resvn.orchard@meritushotels.com | +65 6737 2200
INDIA SALES OFFICE: +91 11 6557 0984 | gso.india@meritushotels.com

Memorable meetings at the **PHILIPPINES**

Home to Asia's first convention centre, the stunning island nation has much to offer for MICE, says **Navritu Kaushal Rai**, Account Director, Philippines Tourism Marketing Office-India





Navritu Kaushal Rai

What makes the Philippines a unique MICE destination?

When it comes to meetings, conventions, exhibitions, incentives and special events, the Philippines is a destination that delivers both business and fun. This beautiful archipelago of 7,107 islands is a major business hub in the Asia-Pacific region with an established record of accomplishment of hosting outstanding global events. In addition, beyond a business agenda, visitors experience so much more through the rich culture, spectacular sights and vibrancy of one of Asia's most unique destinations.

When making event site selections, the Philippines offer a wide array of destinations, each rich in attractions. Take your pick from cosmopolitan Manila, historic Cebu, scenic Bohol or the beachside paradises of Boracay and Palawan, plus a host of other excellent business and incentive travel destinations spread out across the islands.

A well-established meetings infrastructure provides innumerable options for hosting groups of all sizes, whether its 15 top sales executives for an incentive event in a boutique resort or 15,000 attendees for an annual convention in a coliseum. Manila alone has eight major venues including the world-class Philippines International Convention Centre (PICC) which is Asia's first convention centre, SMX Convention Centre, World Trade Centre and Megatrade Hall. These are complimented by luxury hotels situated strategically within business districts.

Which large scale conferences/events have been held there?

The development of the Philippines convention industry became official government policy in 1976, a milestone year that marked the establishment of Southeast Asia's first full-fledged convention centre—the Philippines International Convention Center (PICC) and the creation of the Philippines Convention Bureau (PCB) as a government corporation dedicated to the promotion of Philippines as a meetings and convention destination. That same year, the Philippines successfully played host to the International Monetary Fund-World Bank Joint Conference that signaled the entry of the Philippines into the world conventions market.

Since then, the Philippines has hosted some of the biggest and most important international and regional meetings, conferences, conventions, congresses and events. The Philippines Convention Bureau (PCB) was later reorganised in 1987 and became the Philippine Convention and Visitors Corporation, now known as Tourism Promotions Board (TPB), in response to market developments, which embraced the new, more specialised and quality-oriented Incentive Travel Industry. In recent years, the meetings, conventions and incentive travel industry evolved into an even wider representation of several specialised sector of tourism to encompass exhibition and events.

Some of the large-scale events hosted by the Philippines recently are:

ASIA-PACIFIC ECONOMIC COOPERATION (APEC) 2015: This high profile event was held in Manila. the APEC Leaders' Meeting in 2015 had the presence of leaders, senior officials, top executives, and industry experts of and from the group's 21-member economies.



“

In 1976 the Philippines played host to the International Monetary Fund –World Bank joint conference that signaled the entry of the Philippines into the world conventions market

”

PHITEX: It is the country’s annual leading marketing event aimed at strengthening the country’s brand image and encouraging the participants to promote affordable and competitive tourism packages. The invited foreign buyers have the opportunity to experience the fun and excitement of the multitude of activities during the post tours to key Philippine attractions and destinations.

MADRID FUSION MANILA: The first and only Asian edition of Madrid Fusion, the most important international gastronomy congress in the world, brings together the most acclaimed avant-garde chefs from across the globe.

ROUTES ASIA: The route development forum for Asia, the essential event for all aviation-based companies, brings together a range of airlines, airports and tourism authorities, including some of the largest carriers from the Asian region. This event offers the opportunity to meet with some of the most influential aviation professionals from across the world.

DIVING RESORT TRAVEL (DRT), PHILIPPINES: A truly professional and largest Diving Resort Travel Expo in Asia, offers the diving professionals, from all over the world, an insight to the diving industry via seminars, conferences and B2B meetings.

What kind of challenges do you face in organising MICE on an island?

The main challenge that we are facing now is the lack of direct flights from India to the Philippines. However, the Philippines is constantly trying to fill these gaps and to clear the hurdles soon.

What are the advantages of holding meetings on an island?

The Philippines, as an island destination, offers a complete package of massive meeting locations, incentive trips and magnificent tourism spots. Islands serve as an elegant and sophisticated destination, with stunning natural landscapes offering many options of after hour indulgences like river rafting, beach hopping , beach parties and water adventure activities. Therefore, the

"A theme for M.I.C.E."

Awarded Best Luxury Wedding & MICE Resort 2015 (North & East)
Awarded Game Changer 2015 (North & East)
Awarded Best Leisure Hotel 2015 (North & East)



HOTEL
 *Clarks Shiraz*
AGRA - INDIA

HOTEL CLARKS SHIRAZ

★★★★★★

54, Taj Road, Agra 282 001, India

Phone: (+91 562) 2226121-32

E-mail: sales@hotelclarks.in, resv@hotelclarks.in

Web: www.hotelclarksshiraz.com





“

The Philippines has now become one of the preferred destinations in South-East Asia among Indians

”

Ease OF MEETING



VENUES

Philippines International Convention Centre (PICC), SMX Convention Centre, World Trade Centre and Megatrade Hall



ACCOMMODATION

International hotel chains, exclusive boutique properties and luxury resorts



AIRPORT

Ninoy Aquino International Airport, Manila

Philippines is an ideal destination to host congresses, meetings or incentive trips.

Can the Philippines be an ideal wedding destination for Indians?

The Philippines has the magic to make memories last for a lifetime. The pristine beaches, the beautiful islands and the amazing landscapes in the Philippines make it a perfect backdrop for weddings, especially for beach weddings. Cebu, Boracay and Palawan are amongst the best wedding destinations in the Philippines. The country has excellent beach resorts and affordable hotels which are competent enough to meet the requirements for Indian weddings. There are many locations for making weddings memorable.

What are the special benefits for Indian groups in terms of food, special packages, special preparations made for them?

The Philippines has now become one of the preferred destinations in South-East Asia among Indians. The country also boasts of warm hospitality and availability of all major cuisines for their guests. There are ample options of Indian cuisine restaurants and their availability across all major hotel properties.

What kind of accommodation is available in the country for business travellers?

There is an attractive range of accommodation on offer, whether one seeks luxurious treatment or affordable comfort. From good value international chains to elegant hotels, exclusive boutique properties and luxury resorts, the Philippines has it all.

What are the after-hour activities?

Countless options for pre- and post- meeting activities are here. Natural and cultural attractions include five world heritage listed sites. The Philippines coastline, which is twice that of the United States, boasts some of the most beautiful beaches in the world. There are championship golf courses, luxury spas, sprawling shopping malls, adventure destinations and the nightlife is one of the liveliest in Asia.

WHEN IN MANILA:

- Visit Fort Santiago, San Agustin Church and Casa



Manila in the ancient walled city of Intramuros.

- Take a day trip to scenic Tagaytay or Pagsanjan Falls, or to historic Corregidor Island or Villa Escudero.
- Shop till you drop in the mega malls of Makati, Ortigas and Quezon City.

WHEN IN CEBU:

- Explore Fort San Pedro, the nucleus of Spanish settlement in the Philippines.
- Pack a picnic and trek to the Kawasan Falls in Badian.
- Scuba dive in the coral islands of Mactan, Moalboal, Pescador and Badian or swims with the whale sharks in Oslob.

WHEN IN BORACAY:

- Take a sunset cruise in a paraw, Boracay's signature sailboat and be part of a pub-crawl.
- Enjoy a hilot, a traditional Filipino massage, under the shade of a coconut tree on the beach.
- Go on island hopping and take diving, sailing or windsurfing lessons.

WHEN IN PALAWAN:

- See the astonishing seascapes of El Nido, one of the country's premier tourist destinations. Take a dawn kayak ride around the limestone formations at sea, swim with the giant jackfish or get dropped off on a private island for a seafood picnic on the sand.

WHEN IN BOHOL:

- Marvel at the unique panorama of over 1,200 'Chocolate Hills', lush green during the wet season, chocolate brown when it is dry.

- Enjoy a fascinating boat ride in the serene waters of Loboc River.
- Visit the Philippines Tarsier and Wildlife Sanctuary and get up close to the tiny tarsier, the smallest primate in the world.
- Go for a dolphin watching tour.

What is the USP of the Philippines?

The Philippines is a cornucopia of natural wonders 7,107 beautiful islands. The Philippines offers eight major destinations—Manila, Cebu, Bohol, Boracay, Palawan, Davao, Baguio and Banaue and Vigan and Laoang—to enhance every type of convention, exhibition, incentives and special events.

The Philippines boasts of world-class hotels, resorts, massive convention venues complemented by warm hospitality of the locals.

With international airports forming a gateway to the world, Philippines' strategic locations make it easily accessible. Many major international airlines fly regularly to the Philippines from all major airports of the neighbouring continents.

The Philippines is exotic and international at the same time. English is widely spoken, with an American, Spanish or Malay accent, and the local culture is a mix of native and global influences.

Easily accessible, great value and a wealth of experiences to choose from, you will wonder how you have missed discovering the Philippines.



Stephen Peppard

Phillip to MICE at PHILLIP ISLAND

An island that helps you indulge in nature conservation along with meetings, says **Stephen Peppard**, International Sales & Marketing, Philip Island Nature Parks, Australia



Nisha Verma

How is Phillip Island catering to the MICE market?

We get a lot of MICE groups, from the Indian market. In fact, we had shut down the Penguin Parade for general public once three years ago because we had a big group from India with over 4,000 people. Churchill Island is a location we use for MICE groups because there is space and people can indulge in team activities or the working farm activities. We do conservation work with the groups as well, such as tree planting or animal box building. Also, Melbourne is a great location for MICE groups, offering formal convention venues, and breakaway tourism options like Phillip Island.

What are the challenges of holding a MICE event on an island?

Things to be considered such as activities, capacity, travel time and value for money make Phillip Island one of Australia's premier MICE locations. Being only 90 minutes from Melbourne means large groups are not wasting valuable time and as the Island is very compact, once groups arrive, all locations are only a matter of minutes apart. Being able to cater to groups of all sizes, up to 4,000 per night, makes Phillip Island the ideal location for MICE groups.

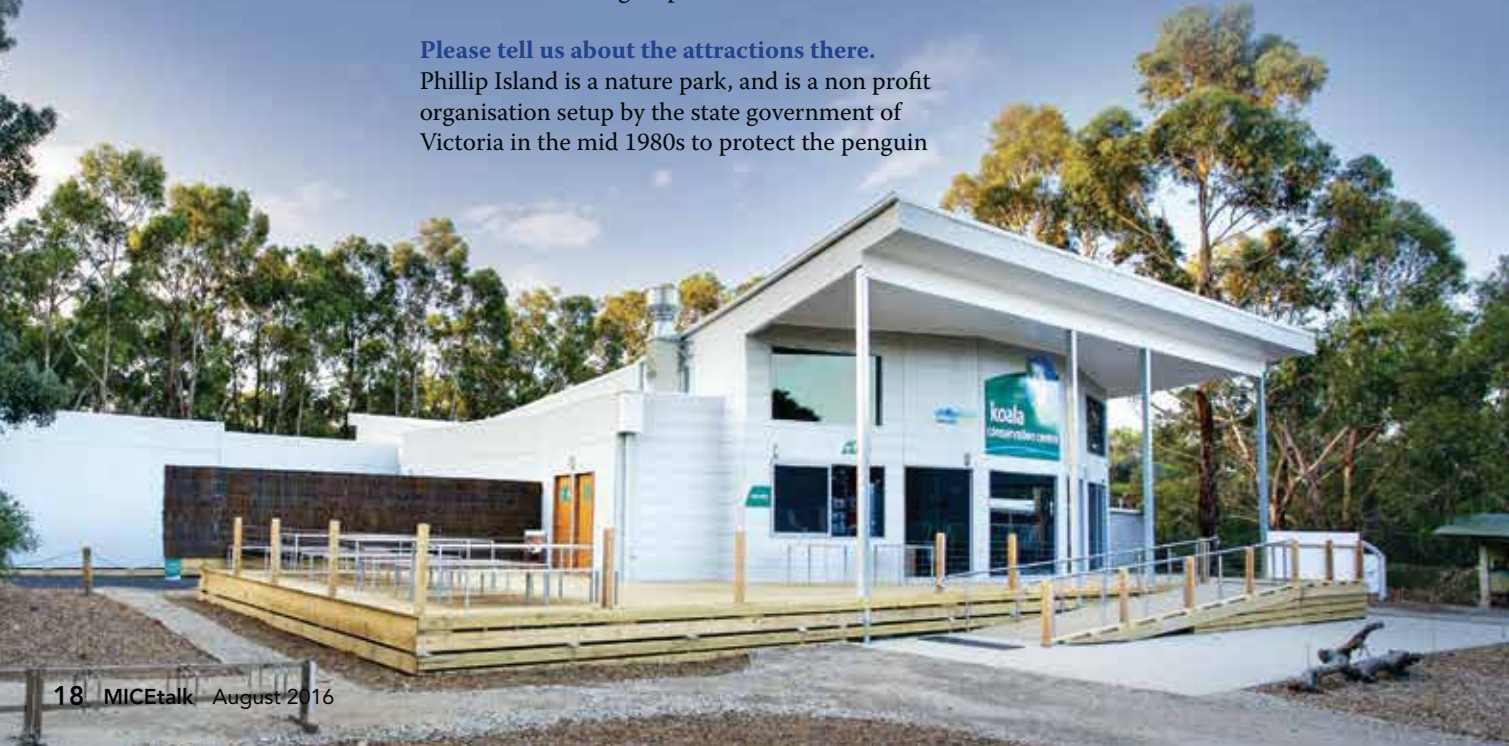
Please tell us about the attractions there.

Phillip Island is a nature park, and is a non profit organisation setup by the state government of Victoria in the mid 1980s to protect the penguin

colony which was on a decline. The number of penguins on the island is 32,000. We have 30,000 Australian wild Fur Seals and we receive around one million migratory birds as well. We have a diverse range of activities such as the Penguin Parade; Churchill Island Heritage Farm with sheep shearing, cow milking, working dog trial and whip cracking; The Koala Conservation Centre and the new Antarctic Journey at the Nobbies in partnership with the WWF. And the last product is the Great Ocean tour, where a fast boat takes 47 passengers from Cowes to the Australian wild Fur Seal colony. Other popular attractions within the Indian market are the Phillip Island Chocolate Factory and A Maze'N Things, which is an optical illusion theme park. We have a lot of accommodation on the island as well.

Why is the India market important for you?

We get around 13,000-14,000 Indian visitors every year and are trying to get around 20,000 in total. Considering the potential in this market, with the growing middle class, and with the desire to travel, we think that we would reach this growth. However, we want to project that Phillip Island is more than just Penguin Parade.



Asia's most
awarded
regional
airline



THE PERFECT HOLIDAY STARTS BEFORE YOU GET THERE.

Making your journey enjoyable right from
the start makes SilkAir a joy to fly.



Reliable Flight
Schedule



SilkAir
Studio



Inflight
Meal



30kg Bag
Allowance



silkair.com



The Regional Wing of
Singapore Airlines

MICE gets an exotic appeal at **JEJU ISLAND**

As the Korean wave has been rising, South Korea is finding its way on the world destination map. And with its economic growth on surge, business travellers have been eyeing this country too, more so, the exotic Jeju



Korean drama, K-pop, cosmetics, entertainers are becoming popular. But its 'Resort MICE' that makes Jeju popular for business events. In Jeju, delegates can get away from busy city meetings and conventions and enjoy doing business in a relaxed ambience. The hotels and convention centres on Jeju are lined on the beaches near the blue sea. During the conferences, participants can enjoy taking a walk on the beach or rest in the woodland. Since 2002, Jeju has been a Free International City allowing visitors from over 180 countries, including China, to enter without a visa and offers tax privileges.

USP

Jeju exudes a sense of mystery since it possesses important rare geological features such as lava caves, dynamic volcanic topography, and natural ecology. Jeju has a beautiful natural landscape that makes it one of the 'New 7 Wonders of Nature' and a UNESCO designated site—Biosphere Reserve, Global Geopark and World Natural Heritage.

CONVENTION CENTRES

ICC Jeju is a specialised resort-style convention centre with varied space conference facilities and event rooms. It has upgraded eco-friendly

facilities and the team has experience of holding international events. Across the Jeju island, there are 3,000 5-star hotel rooms with world-class service and 30,000 total beds. Jeju has many luxury hotels.

EVENTS HELD

ADB (Asia Development Bank) Annual Meeting the Board of Governors in 2004, PATA (the Pacific Asia Travel Association) Annual Conference in 2004, ASTA (American Society of Travel Agents) Destination Expo in 2007, UCLG (United Cities

Ease OF TRAVEL



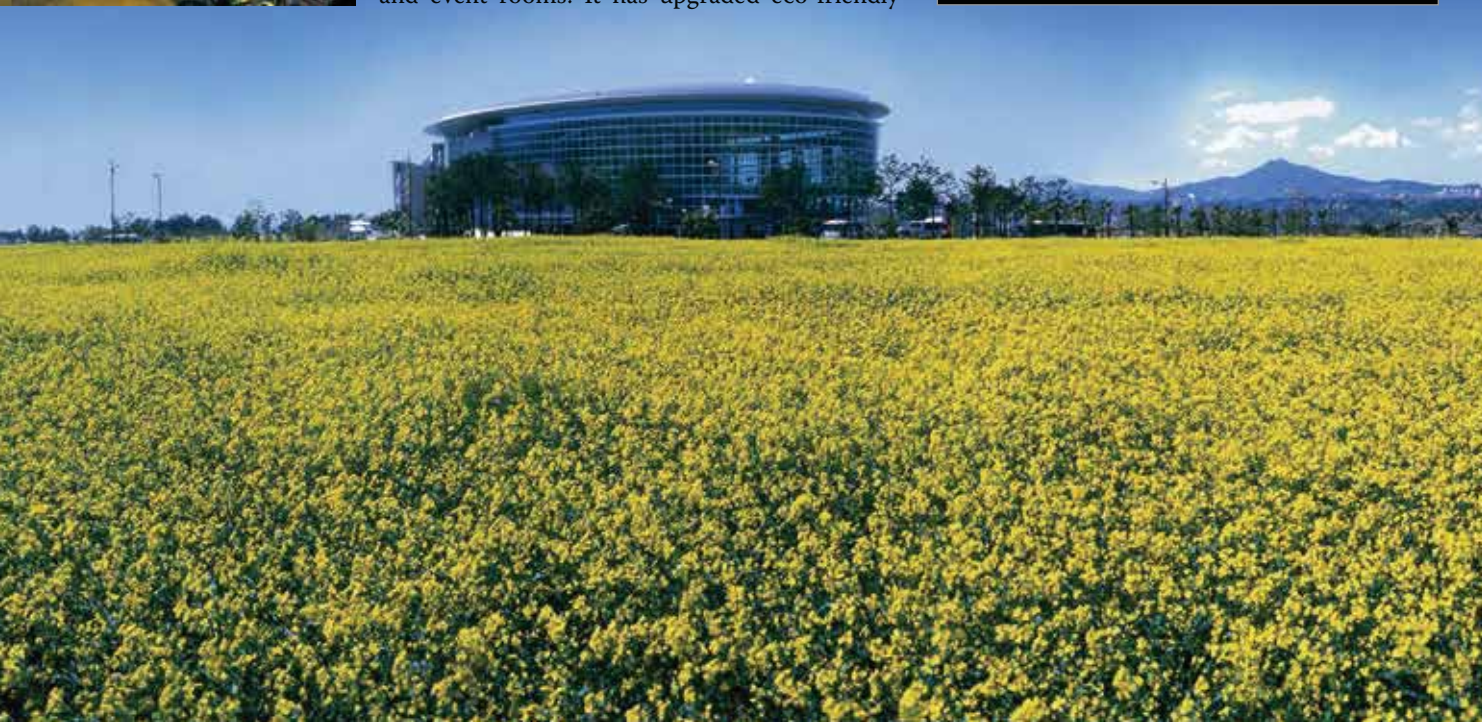
VENUES
ICC Jeju



ACCOMMODATION
Over 3,000 hotels



AIRPORT
Jeju International Airport is the second largest airport in South Korea after Incheon Airport in Incheon



The path to eternal bliss
begins here



Live your dream, here at Lavasa International Convention Centre (LICC), as we solemnize your bond just the way you fantasized it. Your first steps deserve to be special. Ring your wedding bells at LICC.

To know more about the packages suitable to begin your journey write to us on sales@licc.in
For bookings call : +91 20 6792 8000

Managed by
ACCOR HOTELS
Feel Welcome





“

MICE organisers have been including Jeju on their list as Indians are looking for places where they have not held events to offer new experiences

”

and Local Governments) World Congress in 2007, World Scout Conference in 2008, ASEAN-KOREA Commemorative Summit in 2008, KOR-JAP-CHI Trilateral Summit in 2010, and the IUCN WCC (World Conservation Congress) in 2012. The growth was fuelled by the establishment of Jeju CVB and the 2009 designation of MICE as a 'New Growth Engine Industry' under the Jeju Special Act.

INDIAN MICE GROUPS

Events can be of any size, from small one-day conferences for a local business, to a week-long international conventions. Guided tours are available to take major tourist attractions. The accommodation and convention centres have high-tech facilities equipped with banquets halls, and availability of special indoor and outdoor spaces. There are other venues too where special events and themed parties can be held.

RECOMMENDATIONS

Spirited Garden banquet space is composed of seven different themed gardens. One can plan own parties matching the group style. Yacht tour Shangrila marina garden is a special place where seafood buffet can be enjoyed. There are on-board events and outdoor garden too on this yacht. Camellia Hill has a unique scenery which changes with every season, with the blooming of camellia and wild jeju plants. Their lawn plaza seats maximum 2,000 people. Jeju World Natural Heritage Center opened in 2012. Also, Geomun

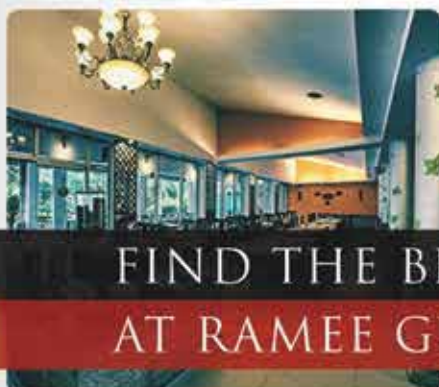
Oreum, a UNESCO World Heritage site, is worth a trip to. It has Black Volcanic cone next to it. Hiking this Oreum can be a special team building programme for your group.

INCENTIVES FOR AGENTS

India is a new market. For Jeju, China is a major market which dominates more than 90 per cent of the incentive tour market to jeju. With a diversification plan, India is a new target country. Recently, MICE organisers have been including Jeju on their list as Indians are looking for places where they have not held events to offer new experiences. MICE organisers can choose incentive options such as a welcome ceremony, gala dinner, performances, souvenirs, banquet room rental fees and more. Jeju CVB and the government ensures that Indians have easy access to the island and make it a memorable place for the group.

AFTER WORK

Jeju is nicknamed 'a healing island'. Activities such as climbing mountains, walking in the forests or enjoying the waterfalls, act as balm to the soul. And then there are golf, hunting, horse riding, fishing and cultural activities. The 'Women Divers' Experience' is a must-do activity. Women divers dive into the deep sea without air tanks! Jeju calls them 'the world's last real mermaids'. For those who don't feel like diving, there is a submarine. Performances include Nanta performance, action shows, circus and horse riding.



FIND THE BEST BANQUETING FACILITIES AT RAMEE GUESTLINE HOTEL, BANGALORE

Our perfectly equipped venues for your important corporate and social events will make them the talk of the town. The banquet halls, lawns (2.5 Acres), meeting halls and Convention Centre have the capacity to host 500-5000 guests.

- 1) Customized decor of the venue, catering menu and entertainment options .*
- 2) Our Convention Centre is ideal for hosting trade shows, fairs, exhibitions and product launches.*
- 3) 96 rooms with Suites and Executive rooms gives the perfect luxury for the comfortable stay for the participants.*

Make a Statement by Availing Our Catering Services

Enjoy the culinary finesse while making those crucial decisions. The team of culinary wizards has all the knowledge to use the perfect ingredients to prepare the most authentic cuisines for your events.

Address: Plot No. 1&2, KIADB Industrial Area, Attibele, Bengaluru, Karnataka 562107
Email : bs.bangalore@rameehotels.com , fnb.bangalore@rameehotels.com
Phone No: +91-984-501-3333/953-887-2485

Business in SOCHI

Dr Naveen Rao, CEO, Sentro Group, finds the resort city of Sochi, Russia, apt for the meetings industry



Dr Naveen Rao



The large number of four and five star properties can serve the MICE community with approximately up to 40,000 rooms and have ballrooms as big as 4,000 square feet, catering to a whopping 1,000 people in a single event



I saw the lovely side of resort city Sochi during a Fam trip in May 2016. Best known for being the destination for Winter Olympics 2014, it is surrounded by mountains on three sides and the black sea is on the north coast, making it the second longest city in the world after Mexico City. A river runs through and the 50,000 acres of forests give it one of the purest environments.

During my earlier visit in 2006, the city was undergoing a facelift. As the preparations for the Winter Olympics 2014 were in full swing, Mr. Vladimir Putin's government was creating the best to showcase to the world. Between the private community and the government, around US\$800 billion were spent on building the infrastructure.

BUSINESS GOES ON

Since then, the city has become a tourist's delight. Three exotic mountain resorts were developed in many hectares of land. These luxurious places were connected with 22 mountain ropeways. With the rise in infrastructure for Olympics, a large number of four and five star properties were also constructed in Sochi. These serve the MICE community with approximately up to 40,000 rooms and have ballrooms as big as 4,000 square feet, catering to a whopping 1,000 people in a single event.

If one is staying in a mountain resort they can enjoy a ropeway ride free of charge all day. The 20-minute ride is peace inducing and soothing as one is surrounded by the greenery of the mountains. Gazing at the huge, sky touching trees is euphoric.

LOVE FOR SPORTS

Sochi is also a sports lovers' paradise. Sochi Olympic Park is a major attraction as it was the venue for the opening and closing ceremonies of the Winter Olympics. Sochi also has a good Formula 1 track where you can enjoy a taxi race ride like never before and leave with a mind-blowing experience. The stadium named Fisht

WHEN & HOW

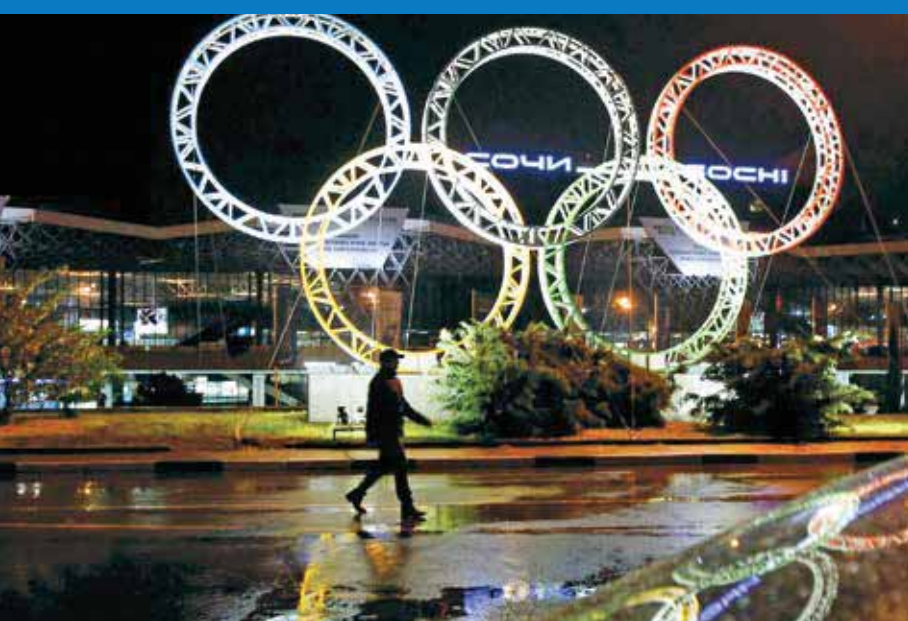
FLYING IN

The world-class airport connects Sochi with the world and there are train stations inside.

WHEN TO GO

Good weather all year round. During summers, one can enjoy the bliss of the seashore and head to the skiing resorts in the winter.





has a capacity of over 40,000 people for the Olympics. For FIFA, it can accommodate 47,659 people. The next FIFA World Cup will be held in 2018.

The Skypark is well known for daring sports like bungee diving on the world's longest pedestrian suspension bridge. Bungee diving allows you to free-fall from heights ranging from 69 meters to 207 meters, of course suspended by an equipment. It was designed by world renowned entrepreneur A.J. Hackett and attracted huge crowds to Sochi National Park.

I am fond of adventurous sports but could not do bungee jumping on the trip. The queue for the ticket was long and it was raining as well. I just watched the others jump and enjoyed the sport from far. But, there is always a next time. Another popular sport here is skiing as there are many skiing resorts.

LEISURE TIMES

Even children can have fun in Kidzania, Disneyland Sochi, Formula 1, circus and there are other recreational activities. Young travellers will enjoy the nightlife as there are many discos, pubs, casinos and spas to chill out.

With its proximity to Georgia, Sochi is popular for its Georgian cuisine too. It has many places to eat Georgian cuisine, besides the Italian, French and Arabian restaurants.

Visa for **RUSSIA**

✓ **Passport:** Original Passport with validity of minimum six months and minimum two blank pages for visa stamp. Attach all your old passports (if any).

✓ **Visa application form** has to be filled online by the applicant. Follow the instructions to fill the form. Kindly log on to the link given below:
<https://visa.kdmid.ru/PetitionChoice.aspx>, after filling the form applicant has to take the printouts and submit to the Embassy/Consulate.

Please Note: Applicant has to mention his/her residential address as per mentioned on the passport.

✓ **Photo Specification:** Two recent passport size photographs with matt or semi matt finish, 60%-80% face coverage, white background and without border (Size: 35mm x 45mm)

Please Note: Photograph should not be more than three months old, scanned/stapled and should not be used in any of the previous visas.

✓ **Covering Letter:** Covering-Letter from applicant on business letter head mentioning name, designation, passport number, purpose and duration of visit in brief. The letter should be duly signed by authorised signatory with company stamp and addressed to – The Visa Officer, Embassy of Russian Federation, New Delhi.

✓ **Tourist confirmation letter** (in Russian language) (scanned copy can be submitted) stating that the tourist group is going to be hosted by a Russian Organisation which is authorised to carry out tour operator activities and is registered in the Unified Federal Register of Tour Operators under a unique reference number. It should contain all vital data of the tourist group (full name, date of birth, sex, nationality and passport number), duration of stay (date of entry and exit), number of entries granted by the visa, full title of the Russian tour operator issuing the invitation, its unique reference number (MVT) and the list of paid tourist services (transport, accommodation, excursions), personal signature of the head of the tour agency together with the organisation's official seal.

Source: Udaan

2016

The curve goes up

With the first six months of 2016 faring well as hotels garnered more business through conferences and meetings, hoteliers are upbeat about the rest of the year too

Kanchan Nath

More occupancies, more conferences and the curve of growth has steadily been going up. The year began well for hotels. Some hoteliers give their opinion on the upcoming trends, citing Delhi-NCR as a buoyant market, travellers preferring mid-scale hotels and government initiatives such as increase in FDI and 'Make in India', a much needed boost has been given to the industry. Excerpts:



Rajindera Kumar
Director
Vivanta by Taj, Ambassador

I think despite the room inventory which has become enormous, the first six months of 2016 have been good as far as occupancies are concerned in Delhi-NCR. This is due to some conferences that came along. We are hopeful that September, October will look up.

“The first six months of 2016 have been good. This is due to the conferences that came along. We are hopeful that September, October will look up”



Anil Madhok
MD
Sarovar Hotels and Resorts

With the economic and business environment on a growth trajectory, there was greater movement in corporate travel and MICE business as well. Sarovar has had a good year so far. We expanded to newer destinations and opened Kalyan Homitel in Vandalur-Chennai and Seyfert Sarovar Portico. Sarovar also became the early bird to set footprints in the Republic of South Sudan taking over the management of a hotel in Juba which has now been rebranded as The Panorama Sarovar Portico, Juba. Our leisure as well as business hotels have done good business with good occupancy rates.





Barun Gupta

Account Director (Global Sales), Starwood Sales Organisation, Starwood Hotels and Resorts

The rooms are increasing year-on-year, but we have been able to save the revenue. Revenue has not gone down, it is increasing, ADR has taken a hit but at the same time, they are stable. Market has become stable as compared to 2015. The market is bullish, it is increasing and it's going to increase further with a whole lot of new MICE movements that are going to come in, generated by the local corporate and a lot of social groups. A lot of foreign travel is also happening at the corporate level, at the mid segment as well as senior levels. Internationally this year is a fantastic one, both in terms of MICE and FITs. There are a lot of big ticket MICE movements that have happened in places like Bali this year. There is a lot of momentum that I can see in terms of Central Asia, like Kazakhstan, where there are a whole lot of Indian tourists who are visiting. There is a good traffic that has gone to Europe this year. Overall this is a very good year for the India travel trade. Also in terms of domestic market it has increased. The rest of the year is likely to be more bullish for the next season our hotel rooms have already filled up with a lot of MICE movements. Big MICE movements are likely to be in Delhi, Mumbai, Chennai, Bengaluru. Kolkata is buzzing this year because there are a whole lot of medical conferences lined up there.



Roger Wright

General Manager
Hyatt Regency Gurgaon

There has been a significant boost in business travel and the increase in occupancies in multiple markets is testimony to this. The main contributing factor is the rise in businesses related to Meetings, Incentives, Conventions and Exhibitions (MICE). The Hyatt Regency Gurgaon hosted some successful conferences and MICE events over the past few months and continues to see strong traction for the remainder of the year. The hotel has also witnessed a remarkable growth in transient corporate travellers which is a direct result of increasing business in Manesar.

“ *The rest of the year is likely to be more bullish for the next season, our hotel rooms have already filled up with a lot of MICE movements* **”**



Manu Sharma
General Manager
Vivanta by Taj – Gurgaon

The 'Make in India' campaign has visibly driven foreign investments across a gamut of sectors resulting in a steady increase in corporate travel. Most major cities have, as a result, seen a growth in both volumes and consumer spends. Gurgaon is, and will continue to be, one of the most buoyant markets in the country. We have entered into our fourth year of operations this year and have been able to create a niche for ourselves in the upper upscale segment. With an average occupancy better than last year and ADRs moving upwards, our constant endeavour has, therefore, been to steadily increase our market share.



Sunder Advani
CMD, Advani Hotels and Resorts
(India)

It has been a very good six months from January to June 2016; our hotel sales have gone up by 10 per cent in these last six months itself compared to last year. The reason I feel is that because of the issues abroad, people feel that it is safer to stay in India and holiday here instead of going overseas. MICE has also done extremely well as well in the first six months and it has been mostly domestic MICE.

“Gurgaon is, and will continue to be one of the most buoyant markets in the country. We have entered into our fourth year of operations ”



A FAMILY & FUN PACKAGE

cause family is where life begins...



- 1 Night & 2 Days of Sheer Bliss. Double Occupancy Standard Room
- Welcome Drink on Arrival
- Seasonal Fruit Basket
- Buffet Breakfast & Dinner for 2 @ Celebration, All Day Dining Restaurant
- 20 mins of an exciting Family Boat Ride (10 am - 6 pm)
- 20 mins Hop-On-Hop-Off Bus Ride (10 am - 6 pm, Only on Weekends)
- 24 hrs of Complimentary Wi-Fi
- 3 hrs of Gypsy Ride across Lavasa City (10 am - 6 pm, Selected Routes Only)
- 20 mins Cycling
- 15% Discount on F&B and Laundry
- Free Usage Of Swimming Pool & Gym at Dasvino Club (a common recreation facility at Lavasa located 700 mts away from the hotel)

For bookings and related queries, please contact us on:
Mercure Hotel, Lavasa, 3, Dasve Circle, Post Dasve Lavasa,
Taluka Mulshi, Pune – 412 112, Maharashtra, India.

T: +91 20 6792 9000 | F: +91 20 6792 9001 | E: h6829-RE@accor.com



Sidharth Gupta
Co-Founder
Treebo Group of Hotels

The first six months of 2016 have been terrific for Treebo Group of Hotels on all fronts. There was not a single month when we did less than 70 per cent occupancy (despite the market average being much lower). In fact we did as high as 77 per cent occupancy in May. We achieved this while maintaining healthy ARR of 1,800+ (excl. taxes) and RevPAR of 1,350+. On the inventory side too, we have grown stupendously. We entered the year with 34 properties and 1,000 keys. Today we have almost tripled that number with an inventory of 100+ properties and 2,700 keys.



Aashish Vyas
GM
Four Points by Sheraton, Jaipur

Coming to the micro level, January, February, March and April were phenomenally good for Jaipur, reason being that we had an influx of everything put together. We had inbound, MICE, weddings, number of large scale, all-India level conferences happening. Another impetus that has taken place in Jaipur is that there are now a lot of international experiential events, such as the Jaipur Literature Festival, The Jaipur Art Festival and Jaipur Dramatics Festival. Nationwide the hospitality segment is a little upbeat because of the FDI coming in, thanks to the PM's well talked about international trips. Representation of India in bigger economies is also having a little effect on people coming and travelling back for investment. There have been some big ticket investments in some start-ups in India.

“Representation of India in bigger economies is having an effect on people coming and travelling for investment”

EASTERN MEADOWS TOURS

(HOUSE OF ADVENTURE & TOURISM)



We Specialize in

**Package Tours, Jungle Safaris, Trekking, Pilgrimage Packages, School & College Excursions
Car & Coach Rentals, Hotel Bookings, Conferences & Seminars, Incentive Packages, Air & Rail Ticketing**

Saroj Apartment, Ground Floor, 40 M.N.S. Sarani, Pradhan Nagar, Siliguri - 734 003 (W.B.)

Phone No. : 91-353-2514494 / 2510036 / 2510498

Fax : 91-353-2514494, Cell No. : 91-9434060380 / 9832060380 / 9233460380

E-mail : emtoursslg@gmail.com / info@easternmeadowstours.com

sandipan@easternmeadowstours.com

Website : www.northeastindiatours.co.in / www.easternmeadowstours.com



Catering to **MULTIPLE EVENTS**

Dietmar Kielnhofer, General Manager, The Westin Hyderabad Mindspace, says the hotel promotes wellness in travel



Dietmar Kielnhofer

Hyderabad is a known convention city. How does The Westin Hyderabad Mindspace benefit from this?

It is a combinations of several things,. With 427 rooms we are the hotel with the largest room inventory in Hyderabad, coupled with a great location, outstanding culinary capabilities and diverse function venues. For instance, we can provide outdoor catering in our Westin Lawn, spread over an area of 4,830 sqft for up to 700 people. I refer to our lawn and pool as an 'oasis in the city'.

What is the USP of the hotel?

Most notable is the ability of our associates to deliver on a consistent basis a high level of

personalised service. Our affiliation to a world-class brand like Westin with a unique culture promoting wellness in travel that places the customer in the front and centre in everything we do. That, coupled with world class reservation system is very difficult to beat. Last but not the least, our location in the heart of Raheja I.T Park, gives us an advantage like none other.

What kind of events, conferences and business meetings take place in the hotel?

As per what the definition of MICE states, we cater to multiple events like social weddings. For the exhibition section, we host prestigious events like the 'Times Property Show', 'Education Fares', 'Luxury Exhibition Shows' to name a few. In the



Ease OF MEETING



VENUES

Westin Lawn, several breakout rooms, video conferencing facilities



ACCOMMODATION

With 427 rooms, it has the largest room inventory in Hyderabad



AIRPORT

Rajiv Gandhi International Airport

case of conferences we cater to large corporate sections with their company inductions, leadership management programmes, team building and engagement activities as well.

How does it stand apart from the competitors?

Having a superior product provides you certainly with a competitive edge but it is also the consistent product and service innovation coupled with a culture that rewards our associates who deliver on a frequent basis a very unique and differentiate service experience that sets us apart from our competitors.

What are the facilities for this in terms of space, technology, F&B, special requests, recreation?

From a ballroom to state-of-the art video conference facilities, to several breakout rooms all on the same floor we can provide everything that a modern MICE organiser requires.

We facilitate with a large outdoor lawn area where we can accommodate another 700 people with diverse set-up arrangements. We opened a Moroccan themed outdoor lounge at our terrace with an open area, where we could cater with very unique set ups for another 500 people.

Our Italian and Indian restaurants are frequently cited among the best specialty restaurants in Hyderabad and also in India; this is all supported by many awards that our culinary team wins quite regularly. For recreation enthusiasts we have two modern health clubs, a Spa, and an outdoor 25 meter long lap pool.

Anything important that is scheduled for MICE and any special packages you offer?

We have special corporate packages in place for the MICE business planners and we have it all done through e-network, making it easier for the guests and clients alike.

“

We opened a Moroccan themed outdoor lounge at our terrace with an open area, where we could cater with very unique set-ups

”



Catalyst for **GROWTH**

Sanjay Soni, Founder Member, Head Media Cell, IESA, feels that MICE can be an economic driver for the country



Sanjay Soni



What is the USP of Indian Exhibitions, Conferences and Events Services Association?

Indian Exhibitions, Conferences and Events Services Association (IESA) is an association of a group of service providers who are involved in delivering world-class services to the exhibitions, retails, live events, conferences, seminars. It is an association of the professionals who are involved from conceptualisation to execution of various aspects of exhibitions, conferences and events. Being an association, the IESA's USP is envisioned as below:

- **Upliftment of Exhibitions, Convention and Event Industry:** The main objective is working for the industry to identify new growth opportunities and give information on new technologies and trends worldwide.
- **Networking:** In the exhibition, events and conferences services industry, networking plays a vital role to create a business environment conducive to wealth creation for all members which will spur the industry to greater heights.

- **Technical Expertise:** Arranging Technical Training Program, Seminars, Open Discussion Summits and spread awareness.
- **Impartiality:** As an association of more than 80 members, it has held to its principles of neutrality.
- **Standards and Code of Practice:** IESA is in the process of drafting a model code of conduct, contracting and standards operating parameters for industry safety at par with global standards.
- **Affiliations:** Building business relationship with other associations, government ministries and also international companies.

Who can be a member of IESA? What are the advantages of being an IESA member?

An individual, partnership firm, private limited company, public limited company, Hindu undivided family, association of persons can become a member of IESA only if they are in the business of providing any kind of services to

Nominate Now



west
india
TRAVEL
awards

5th August, 2016
Novotel Pune Nagar Road

north
india
TRAVEL
awards

21st October, 2016
Hyatt Regency Gurgaon

**Recognises hard work and applauds the true leaders
for their commitment and dedication towards tourism**

For further details, please contact:

Gunjan: +91 96503 99905 gunjan@ddppl.com, Amit: +91 96509 13334 amit.bhasin@indiatravelawards.in,
Arit: +91 88003 96007 arit.gandhi@ddppl.com, Seema: +91 96501 96531 seema.datt@indiatravelawards.in

To Nominate and Vote, please log-on to: **www.indiatravelawards.in**

SUPPORTED BY

Incredible India



HOSPITALITY PARTNERS

NOVOTEL
HOTELS & RESORTS
PUNE

HYATT
REGENCY

BEVERAGE PARTNERS

SPICE
ASPIRE SPIRITS

Stoli

TWO OCEANS
DRINK WATER

ENDORSED BY

PATA

OT&AI

TAFI

AAAI



“

The MICE activities have an exponential effect on various categories of the country's economy at various levels which includes industries, agriculture, pharma, education, aeronautics

”

exhibitions, conferences, events, social events of national and international level. Members have an opportunity of business networking, exchange views and information about the trade, benefits of participating at the India Expo Shop, seminars, workshops, B2B meetings, training programmes arranged by IESA. Members data with complete details will appear on the IESA website, directory, newsletter and online social networking

What is the biggest advantage offered by the design and services sector, as IESA organised the first India Expo Shop summit?

IESA's first India Expo Shop Summit was highly successful event for our industry colleagues and we invited Indian and international speakers also to share their views on the design and services sector. Co-located with the GES the initiative of Ministry of Industries through SEPC, the Expo Summit established its formidable presence in the field of services.

What other MICE activities has IESA been promoting?

India Expo Shop 2016 was our first edition of the association's own MICE activity which comprised 3,000 sqmt of net exhibition space, one day of packed seminar addressing various topics. Apart from these the association members have been involved in creating projects like, 'Make in India', 'Elecrama', 'PlastIndia', 'Auto Expo' and national and international conferences.

What are the key challenges and key drivers for MICE in the current scenario?

Key driver: The demand from various sectors contribute to creation of MICE activities due to its requirement for new technologies, and new markets to implement technologies.

Key challenge: The key challenge is lack of industry standards, formal training to make this a choice of career, thus, leading to learning-on-the-job experience.

MICE has been called an 'economic activity'. Do you think it should be given an industry status? Can IESA push this forward with the government?
Yes we are following very closely on this. Our industry provides huge employment opportunity at various levels. We are commissioning an economic impact study of this industry through a credible agency.

MICE needs to be differentiated from the 'tourism' industry in the first place. The MICE activities have an exponential effect of the country's economy at various levels such as industries, agriculture, pharma, education, aeronautics. Tourism is only a byproduct of this industry. The sections of society which get affected by the MICE activity are much larger than tourism. Thus this myth that MICE is a tourism related activity has to be dispelled at all levels in the government.

Is there a need for some new policies?

Yes we need a fresh new perspective that is needed for this economic activity. For example, a MICE activity in the field of milk production as an 'International Dairy Congress', changes the entire milk producing canvas of the country thus bringing self-sufficiency in the Dairy Industry. A 'Make in India' initiative by the Prime Minister uplifts the mood of the manufacturing sector. This is not 'tourism'. It has to be considered an activity which contributes to creating a 'new urban fabric', thus a birthplace of a new city.

What are your future plans?

We have ushered in our second year. We are planning to organise our second India Expo Shop 2017 exhibition at Mumbai in April 2017. We are organising a Technical Training Programme in different cities on aspects like stand construction, health and safety standards, new technologies, new products.



QUINTESSENCE OF CORPORATE LUXURY.

Experience the newest hallmark of luxury. An ideal destination for guests arriving for business and stay, JW Marriott Mumbai Sahar offers unparalleled service, with the added convenience of being just 1 km away from the Chhatrapati Shivaji International Airport, Mumbai. Exquisite grandeur of designs, natural day-light spaces, elegant yet functional rooms, and an eclectic culinary offering is why JW Marriott Mumbai Sahar is a landmark for hospitality in the city.

Designed for comfort with elegance, JW Marriott Mumbai Sahar has 585 rooms, with 29 rooms offering a beautiful outdoor balcony, and 39 suites. All rooms come with a wide range of services and amenities: 24 hour in-room dining, alarm clock and iPod docking station, laptop-compliant safe, telephones with voicemail and data port, wireless and wired internet access, and much more. The hotel also has 4 smaller boardrooms for clients wanting to host a meeting.

Our Business Centre is well-equipped to provide our guests with all the resources required for meetings, secretarial services and administrative support. Understanding the needs of our corporate clients, the Business Centre offers brainstorming rooms to host meetings and provide an engaging space for team building activities, with 3 individual cubicles with computer systems for our guests to use.

Business meets luxury with our two-storey Executive Lounge – a space that offers our guests on business 3 individual meeting rooms. Guests can carry out their work in the fully-equipped Executive lounge, complete with a computer station, fax and scanning machines, teleconferencing and web-conferencing facilities. They may avail refreshing cups of caffeine through the day from our special pantry, which also

serves buffet snacks in the evening on complimentary basis. For our guests to unwind and take a break from business, the Lounge also serves up exciting cocktails or mocktails in the evenings.

Flawless event management is what you get with state-of-the-art technology: meeting rooms and convention spaces equipped with a PA system and LCD projector, provision for audio mixer, a podium mike, a collar mike, 4 cordless mikes, and laser pointers for business seminars. There is also a wireless presenter and other audio-visual equipments to facilitate presentations during workshops and meetings. We offer our corporate guests an array of entertaining food themes to make their breaks even better - like Mumbai Street Food, Healthy Snacks, Farm to Fork, Smoothies, All Things Chocolate, to name a few. Or other fun themes for the meetings, built around Bollywood, Sports, Country-specific, Spa and Wellness, Green meetings, and more.

Experience the most sensuous serenity at the Spa by JW. Aimed at offering simple indulgence in the busy schedule of our guests on business, the express treatment pods are a unique feature at the Spa by JW. There are two express pods that allow the guest to revive with 12 minutes, 25 minutes and 40 minutes dry massage for the back, neck, shoulder and hands. Operational for 24 hours, our guests can walk in to the spa at any time to relax, unwind and de-stress with our dry massages on specially designed express chairs.

JW Marriott Mumbai Sahar also provides a private dining area at Romano's - an exclusive corporate space to host a table for 12 guests with personalised service, to give a complete dining experience for our business clients.

Come. Experience business with class.



INDIA'S FIRST TRAVEL WEDDING SHOW 2016

The first edition of Travel Wedding Show 2016, hosted around 1,200 meetings between buyers and suppliers over two days at Le Meridien, Gurgaon

At the first of its kind show, where 'destinations' and 'weddings' mingled, around 30 suppliers and an equal number of buyers came together. The participants comprised wedding planners, corporates and tour operators. With pre-scheduled meetings between handpicked buyers and sellers, the event took place at Le Meridien, Gurgaon. The participants saw opportunities in the immensely popular 'destination weddings' segment.

Explaining the concept behind this one of its kind show, **Punam Singh**, Director, Travel Wedding Show, said, "We left no stone unturned to make the Travel Wedding Show a return-on-investment event, promoting knowledge-sharing, networking opportunities and ensuring visibility to participants. It was a conscious decision to keep it open exclusively for wedding planning buyers on the first day. The tour operators met on the second day, thus enabling suppliers to speak at ease with each of them."

Sarika Bhambani Rawal, General Manager, Travel Wedding Show, said, "We consciously streamlined both the days with different agendas to enable the suppliers understand the unique needs of the wedding buyers and tour operators separately. We were tapping prominent corporate buyers for the past six months and so we wanted to offer them the best of opportunities."

To inform the audience about the increasing potential of the industry, a speaker session was held on the inaugural day with speakers like **Shaji Thomas**, Director - Destination Tourism Development, Ras Al Khaimah and **Guldeep Singh Sahni**, President - OTOAI.

Key note speaker **Rajeev Jain**, the Managing Director of Rashi Entertainment enlightened the

gathering about developments in the sector. "The wedding industry is flourishing at a growth rate of 15 per cent p.a. and is pegged at an estimated `250,000 crore or \$40 billion," he said. Jain added that with Indians spending 80 per cent of their wealth on weddings, the sector has proven to be a great contributor to the GDP.

About eight per cent of Indians opt for destination weddings from which connectivity and accessibility is the chief factor while choosing locations. Additionally, Thailand hosted 780 Indian weddings last year where the average expenditure on each wedding was four crore, Jain revealed.

According to Thomas realising the potential of the multi-billion dollar Indian wedding industry, the country is keen to grab a piece of the pie. "We are just 45 minutes away from Dubai; and India is home to fantastic, luxurious hotels capable of hosting larger-than-life weddings in Ras Al Khaimah. We encourage you to host weddings here as it caters to all sorts of client genres, thanks to the infrastructure and tourism products like beaches."

The Travel Wedding Show is an exclusive professional B2B event dedicated to the top luxury and wedding services in India and abroad. As destination weddings have gained popularity, travel and weddings have developed an interdependent relationship. This exclusively crafted B2B show brought together the organisers' rich experience in the travel and tourism industry and international exposure to offer a unique platform to the travel and wedding industry. The Travel Wedding Show provided the business environment for both these industries to join hands and do serious business in a convenient place and manner.

(inputs by Ahana Gurung)

“
With Indians
spending 80
per cent of
their wealth
on weddings,
the sector
has proven
to be a great
contributor
to the GDP
”

Glimpses of the **SHOW**





MERITUS for business

Choose Meritus Hotels & Resorts for an unrivalled meeting experience, each time delivered with careful attention to detail and gracious Asian hospitality

Whether there are small-scale meetings or larger conventions and exhibitions, our Meeting and Event Specialists are dedicated to anticipating and fulfilling your every need so you can focus on the bigger picture.

With our signature Asian Grace, Warmth and Care, unparalleled locales, the latest meeting solutions at your fingertips, personalised services and exclusive privileges designed with the business traveller in mind, your event will be a resounding success from start to finish.

Visit www.meritushotels.com to plan your next meeting.

MANDARIN ORCHARD SINGAPORE

Standing tall on world-renowned Orchard Road, the iconic Mandarin Orchard Singapore boasts 1,051 guestrooms, award-winning restaurants and over 20,000 sqft of versatile meeting spaces featuring state-of-the-art audio-visual equipment, intelligent lighting systems and efficient broadband connectivity.

Right on the doorstep of Mandarin

Orchard is the high-end shopping destination, Mandarin Gallery, making for an all-encompassing retail and hospitality experience for guests.

Mandarin Orchard Singapore was awarded the TripAdvisor Certificate of Excellence 2016, and Best City Hotel – Singapore at the TTG Travel Awards 2010, 2013, 2014 & 2015.

MARINA MANDARIN SINGAPORE

Internationally acclaimed Marina Mandarin Singapore is ideally located in the heart of Singapore's Central Business District, steps from Suntec Singapore Convention & Exhibition Centre and The Esplanade – Singapore's Performing Arts Centre. The hotel is also right on the trackside of the annual Singapore Grand Prix Formula One race.

With breathtaking views of Marina Bay and the financial district, Marina Mandarin Singapore features 575 guestrooms, a vibrant line-up of restaurants and bars and comprehensive meeting facilities.

Marina Mandarin Singapore received the Hall of Fame distinction for

consecutively achieving the TripAdvisor Certificate of Excellence in 2013, 2014 & 2015. The hotel was also named Country Winner (Singapore) – Luxury Business Hotel at the World Luxury Hotel Awards 2013, 2014 & 2015.

MERITUS PELANGI BEACH RESORT & SPA, LANGKAWI

Be ushered into a world of ethnic charm and tropical tranquility at Meritus Pelangi Beach Resort & Spa, Langkawi. Located along a kilometre-stretch of white sandy shores on Langkawi's popular Cenang Beach, the resort is designed to depict a traditional Malay village, featuring 355 guestrooms housed in wooden chalets with private balconies overlooking the sea and lush gardens.

With its themed restaurants, exciting beachfront restaurants and bars, a dedicated spa, and an array of water sports activities, the resort makes for the perfect tropical location for themed meetings, corporate retreats, and incentive groups.

Meritus Pelangi Beach Resort & Spa, Langkawi was awarded the TripAdvisor Certificate of Excellence 2013 & 2014.



MAYA TAKES EAST INDIA BY STORM

In its third edition, the East India Travel Awards honoured the achievers of the industry in a glitzy ceremony

Held in July at the Novotel Kolkata Hotel and Residences, the event was graced by J.P. Shaw, Regional Director (East), India Tourism-Kolkata, Ministry of Tourism, Government of India and Dr Tanushree Pandey, Mrs. India. The black-tie event brought together more than 100 guests for an exciting evening to celebrate excellence in tourism. The objective of these awards is to advance and promote the success and prosperity of the sector.

Sanjeet, Mentor, India Travel Awards, says, "We salute the outstanding achievers. Over 2,47,000 votes were received from all over the world. These awards, in their third year, signify the growth of the industry which has developed immensely in the last few years. We are proud to have been instrumental in recognising this flourishing industry and will continue with our endeavours."

India Travel Awards supports, promotes and develops the Indian travel and tourism industry by identifying and rewarding excellence, and inspiring its practitioners to continuously raise the standards of their products, and service offerings. Based on a unique system of jury judgment and voting, these awards are fair and unbiased. India Travel Awards is supported by the Government of India, Ministry of Tourism and is now hailed as one of the most esteemed awards in the tourism industry of India.

These awards are also braced by esteemed trade bodies like Pacific Asia Travel Association (PATA), Association of Domestic Tour Operators of India (ADTOI), Outbound Tour Operators Association of India (OTOAI), Travel Agents Federation of India (TAFI) and IATA Agents Association of India (IAAI).





GALLERY OF LEGENDS
Suresh Periwal



FACE OF THE FUTURE
Akanksha Garg Dewan



BEST TRAVEL AGENCY
Gainwell Travels and Leisure



BEST DESTINATION MANAGEMENT COMPANY INTERNATIONAL
STHI Holidays India



BEST LUXURY WEDDING AND MICE HOTEL
Novotel Kolkata Hotel and Residences



BEST CORPORATE HOTEL
Ramada Jamshedpur Bistupur



BEST DESTINATION MANAGEMENT COMPANY (DMC) - INBOUND
Mountain Edge Tours and Holidays



BEST NTO
Destination Canada



BEST MICE OPERATOR
Tibet Tours & Travels



BEST BUSINESS HOTEL
Peerless Inn, Kolkata



EXCELLENCE IN CUSTOMER SERVICE
Summit Hotels and Resorts



BEST TOUR OPERATOR
Eastern Meadows Tours



BEST DESTINATION MANAGEMENT COMPANY
Jet Setters



BEST CORPORATE TRAVEL AGENCY
Lufthansa City Center Travels and Rentals



BEST MID - MARKET HOTEL
Hyatt Raipur



BEST EVENT MANAGEMENT OPERATOR
Jet Setters

HAPPY WITH MAYA





Tips for Engaging Millennials at **TRADE SHOWS**

Beyond Craft Beer and Quinoa—Millennials also crave content, technology and networking



Darren Edwards is the founder of Invisage Creative Services in Australia. With more than 23 years experience in the meetings and events industry, Darren's passion is to connect people through supply of creative design and innovative event tech solutions. Contact: info@invisage.net

This is your final notification that you have a critical update to install in your trade show and it comes with emojis, environmental responsibility and a lot of student debt. So listen up Gen Xers and Baby Boomers, your trade shows and events need to embrace Millennials, if they are to stay relevant!

As a Millennial myself, I can tell you first hand, we are unique and flexible thinkers who like to challenge the status quo. Currently there are more than 50 million Millennials in the workforce with more on the way. Our generation is bringing a new way of thinking that embraces technology, loves social media and enjoys interacting with others. So how can you make sure your trade show or corporate event is ready to meet the demands of Millennials? Problem solved! I put together a list of the Top 5 Tips for Engaging Millennials at trade shows and events.

① **WE <3 TECHNOLOGY!**

The first and most important step is to embrace and showcase the technology at your show. Most Millennials have had a cell phone in their hand since birth, so it's only natural that is where we are accessing most information news, communicating and work are done through a personal mobile device. Make your information easy to find—scrap the old paper programme and cardboard signage for a mobile app and digital signage. There is no need for all that expensive print collateral when it can all be accessed digitally for a fraction of the cost! It's also easier for show planners to make updates on the fly, which you can't do with printed material. Digital signage can be used for directions, schedule updates and much more.

② **WE NEED A CHARGE**

Since Millennials are addicted to their mobile devices, it's no wonder phone batteries are

Honeymoon Holidays

Family Holidays

Corporate Incentive Tours

Religious Tours

Cruises



Discover Destination
& Love Together



Fly and Fun with Family



Reward your Business by
Rewarding the Performers



Diyva Darshan



Sail on Sea

Kashmir . Kerala . Goa
Cruises . Egypt . Turkey
Mauritius . South Africa
Europe . Dubai
Far East . Hong Kong
Australia . New Zealand

Vaishno Devi Yatra
Amarnath Yatra
Dwarka . Thirupathi
Char Dham Yatra
Mansarovar Yatra
Rameshwaram . Jyotirling

just 
holidays

When you work, Just Work

When you relax, Just Relax

When you want to do something, Just Do it

When you want to holiday, Just Holiday(s)

JUST HOLIDAYS PVT. LTD.

Kolkata: 36B Shakespeare Sarani, 2nd Floor (Behind Bhartiya Bhasha Parishad), Kolkata 700017; Ph: (91 33) 4008 4800 - 09

Delhi: LGF 107, World Trade Centre, Babar Road, New Delhi 110001; Ph: (91 11) 4734 0781

Bhubaneswar: H 20/6 (Extm.), OSHB Colony, Phase 1, Chandrasekharpur, Bhubaneswar 751016; Ph: (91) 97780 23809, (91) 90075 65938

Gurwahati: 1st Floor, Mahabir Market, Solapara Road, Paltan Bazar, Opposite Hotel Siray Lili, Gurwahati 781008, Ph: (91) 83998 32308

Email: sanjayk@justholidays.co.in; Web: www.justholidays.co.in



Switzerland



THAILAND

Dubai expert

100% PURE NEW ZEALAND

Tourism Ireland

ASAP

Award Specialist

South Africa
FUNDI SPECIALIST

Jordan Expert

CSP

INDEL
Land of Oudun

It's more fun in the Philippines

Incredible India

HONG KONG

Expert

Just Holidays is a proud recipient of 'Best Outbound Tour Operator Award' in Eastern India given away by DDP Publications in 2016.



“*In most situations, networking starts with a professional interest, but we are not afraid to form a personal relationship with other professionals, especially on social media*”

always dying. Help address this problem by placing a charging station on the main floor of your show, rather than having everyone heading for the nearest outlet and sitting on the floor. Charging stations have become a lifesaver for attendees who need to charge their devices. They can also be an additional revenue stream for show planners. Many have used these stations as sponsorship opportunities because of their popularity and high rate of visibility.

3 WE'RE ADD, RECORD AND SHARE YOUR CONTENT!

Unfortunately, having a short attention span is one of the conditions of growing up as a Millennial. If I find something interesting, I will re-read or re-watch to fully understand, but I want to do it on-demand. Do you think the same is happening at your sessions? Probably. A lot of shows are taking advantage of their great speakers and using the content that they supply for post-show engagement. The sessions are recorded to make them

available on-demand, but make sure your content is also easy to find post show. Make it available on your mobile app, website and on your YouTube channel. Also consider the live video feed capabilities that social media platforms like Facebook, Snapchat and Twitter have available.

4 FOLLOW THE CROWD, JOIN US ON SOCIAL MEDIA

Social Media was created while most Millennials were young; we grew up connected to the Internet! There has always been a social platform for us to share ideas and connect with others so it's second nature.

At your show, use social media to engage, not only Millennials, but your entire audience for that matter. Shows are using their event app as well as digital signage to display social media feeds. Whether you are displaying text or images, digital signage can be positioned in your main hallways to grab the attention of attendees passing by.



Selecting the right social media platform for your show takes time to decide. My suggestion is to walk before you run; start with a single platform such as Twitter. This will allow you to use a show hashtag, which creates a discussion thread for everyone to comment and share their ideas. Once you have a feel for your audience you can expand to other platforms such as Facebook, Instagram and LinkedIn.

5 WE LIKE TO WORK A ROOM

Believe it or not, we do look up from our phones to actually talk face-to-face! Lastly, Millennials love to network in search of advice and to discuss other interests. A lot are interested in other aspects of life and are not focused solely on work. Your show should have opportunities for Millennials to chat with other attendees both young and not-so-young.

Throughout the show, we would love to see as many opportunities to connect to begin developing those relationships. Most shows have networking opportunities at night, but what about those pockets of time during the day? Quick meet ups during the day allow people to discuss sessions, or maybe their favourite activity outside of work.

This past winter at IAEE's Expo they created special opportunities for young professionals to meet up during the day. On the schedule, they offered 15 minute gatherings for young professionals. It was a great opportunity to quickly meet new people or even catch up with someone you've already met. Overall, it's important for Millennials to find new connections. Not only because it's part of advancing our career, but because since it is so early in our careers, these connections can last a long time. In most situations, networking starts with a professional interest, but we are not afraid to form a personal relationship with other professionals, especially on social media.

This generation is the future of your show. Chances are the other half of your audience have children or family members who fall into this category, and they would be welcome changes for them as well. As Millennials grow more experienced, they will be providing the direction for the next generation. But for now, get to know them and you will enjoy the ride!

Invisage Creative Services has been providing creative and technology products to the Meetings and Associations industries since 1993. Website: www.invisage.net



Shivani Misri Sadhoo
Founder
Saarthi Counselling
Services

Long-lasting professional relationships

The process of networking starts from the first meeting, but keeping it forever is the important thing



“

Consistent and effective communication with a strong presence, especially in the business leadership circle is a 'must' for building strong relationships

”

Networking is an essential skill that every professional must possess for professional and business growth. Consistent and effective communication with a strong presence, especially in the business leadership circle is a 'must' for building strong relationships. Here are some points that entrepreneurs and professions can remember to keep long lasting and harmonious business relationships:

USE EFFECTIVE ELEVATOR SPEECH

An elevator speech is a clear, brief message about you. It is termed as 'elevator speech' or 'elevator pitches' as if you were to meet a potentially important contact for the first time in an elevator while going to a conference and he/she asks 'What do you do?' You have just 20 seconds, maybe 10-15 seconds, between floors to make an impact. If you talk too much, the listener will be bored or think you are self-centered. If you talk too less, the listener may not find you of any value. The idea of an effective elevator speech is to be concise, clear, loud and effective. So:

- When you tell your name:** Look the other person in the eye. Smile and speak with confidence.
- When you tell your business:** Be clear and say it

with pride. Do not ask 'Have you heard of us..?' or wait for recognition.

- When you tell your specialisation and business offerings:** Express what you offer positively.

END YOUR ELEVATOR SPEECH WITH A QUESTION

Once the 'elevator speech' ends in a positive and constructive way, keep an eye on the person's body language. If you get a positive sign, then hold your temptation to give a full-fledged business pitch or give your business card immediately. Try to develop the discussion around what the other person wants to do, achieve, change, grow.

Caution: Sometimes professionals can cut short discussions. Be prepared to respond effectively with for instance, 'Okay, I get the picture now what exactly do you need?' Then request time for a dedicated meeting time.

BUILD TRUST AND RESPECT

Never take the business relationship for granted, always be honest. If you commit mistakes, do not hesitate to apologise, always meet your business friends when they are in need.

GAINWELL *presents*
INDIA'S LARGEST
B2B & B2C CRUISE SUPERSTORE



**Guaranteed
Best
Commissions
on B2B**

**CONTACT US FOR SPECIAL DEALS ON
M.I.C.E & WEDDINGS ON CRUISE**



GAINWELL TRAVEL & LEISURE

9830087221, 033 405000 32/ 36
cruises@gainwelltravel.com

Follow us on  



Chopsticks Etiquette

All that you didn't know about this long piece of eating sticks, do's, don'ts and technique



Shital Kakkar Mehra
Practitioner of Corporate
Etiquette and International
Protocol in India

Chopsticks are traditional eating sticks in China, Japan, Korea, Vietnam and a few other parts of East Asia. Owing to their popularity, one can request for chopsticks in virtually any Asian restaurant across the world. Traditionally held in the right hand, they are used for eating, very much like we Indians use our fingers. Rice (special variety which is prepared with less water to make it 'clumpy' or 'sticky') and noodles are staple food in these countries and are ideal for eating with chopsticks.

THE TECHNIQUE

- **Chopstick I**—Rest the thicker part in the web between the thumb and the index finger. Wrap your thumb around it to anchor it and rest the thinner part on tip of your ring finger. This chopstick remains stationary.
- **Chopstick II**—Hold the thicker part between the tip of the thumb, the index finger and the middle finger to move this chopstick to 'pinch' food from your plate. Make sure that the thinner ends of both the chopsticks are even and angled to the plate.

ACROSS EAST ASIA

- **China:**
Called 'kuàizi', chopsticks are long, squared and end in a rounded 'eating end', providing more surface area to hold the food. The bowl is brought close to the mouth and chopsticks are used to push rice directly into the mouth.
- **Japan:**
Called 'hashi', they are tapered, ending in pointed tips and are designed to pick out the bones from fish. It is considered inauspicious to use chopsticks to transfer food to another person's bowl.

- **Korea:** Made of stainless steel (earlier they were made of silver); they are relatively flatter and shorter.
- **Vietnam:** Long chopsticks with tapered blunt ends.
- **Thailand/Burma/Cambodia:** Used for eating noodles and noodle soups but not rice.

CHOPSTICKS ETIQUETTE

Don't:

- Stick them vertically in the bowl.
- Place them parallel on top of the bowl—believed to bring bad luck
- Put them in your mouth or lick bits of food stuck to them use chopsticks only as a utensil to transfer the food.
- Drop them, use them as drum sticks or toothpicks, wave them or point at people/things.
- Dig them into the common dish, trying to choose your piece.
- Drop the piece you picked back into the shared dish considered unsanitary.

Do's:

- Use chopstick stands to lay them down when not in use, with the pointed ends resting on the stands.
- Try to hold them closer to the thicker end.
- If already used, use the opposite end to take food from the common dish.



Traditionally held in the right hand, chopsticks are used for eating, like we Indians use our fingers



Introducing



Travel

EXPERIENTIAL SHOW

Travel Experiential Show, India, **October 15-16, 2016**
Le Méridien, Gurgaon

This specialised event helps to identify and drive trends in the experiential travel sector, and in turn attracts highly sought-after, difficult to reach clients. True to its name, it's an immersive experience, driven by a highly experienced team, resulting in real business for the clients.

Brought to you by:



Pacific Leisure Group



DDP
PUBLICATIONS
PRIVATE LIMITED
CIN U22200DL30130PCS30032

For further details, please contact:

Punam Singh: punam@travelshow.world, +91 98111 58785

Sarika Bhambhani Rawal: sarika@travelshow.world +91 98101 91852

Travel
BUSINESS SHOW

Travel
TECHNOLOGY SHOW

Travel
WEDDING SHOW

Visa Requirements



The Philippines

✓ Passport:

Original Passport with the validity of minimum six months from the date of return and minimum two blank pages for visa stamping.

Please Note: Attach first page, last page and observation page of passport along with all old passports (if any).

✓ Visa Application Form:

One visa application form to be duly filled and signed by the applicant.

✓ Photo Specification:

Two recent passport size photographs with matt or semi-matt finish, 60%-80% face coverage, white background and without border (Size: 35mm x 45mm).

Please Note: Photograph should not be more than three months old, scanned/stapled and should not be used in any of the previous visas.

✓ Covering Letter:

a) Covering letter from company with naming list and passport details of all applicants. The letter should be duly signed by the authorized signatory and taking the guarantee of all applicants that they will return back to India before the expiry of visa issued to them.

b) Covering letter from tour operator with naming list and passport details of all applicants mentioning travel dates and taking the guarantee of all applicants that they will return back to India before the expiry of visa issued to them.

Please Note: The letter should be addressed to 'The Visa Officer, Embassy of the Republic of Philippines', Delhi.

✓ Invitation letter:

In case of Business purpose, an invitation letter from Philippines Company is required along with the naming list and passport details of all applicants. The letter should be addressed to 'The Visa Officer, Embassy of the Republic of Philippines', Delhi.

✓ Financials:

a) Company's and Personal ITR for the last three years.

b) Original Personal Bank Statement for last six months with minimum balance of Rs. 80,000 and name and address of the applicant. The statement must have name, contact number, stamp and signature of the bank's authorised signatory

c) Salary Slips for last three months.

✓ Proof of Occupation:

Employed:

a) Certificate of the current employment from employer stating employer's full name address and telephone number, applicant's length of service.

b) NOC Letter from the employer.

c) Salary slip for six months.

Self-employed:

a) Copy of Income Tax Return for last three years.

b) Company registration copy with director naming list/ partnership deed.

Student:

a) Leave Sanction Letter, School ID Card and NOC from school mentioning the dates of trip.

✓ Airline Reservation: Confirmed air ticket

✓ Proof of Accommodation: Hotel booking along with day to day itinerary.

✓ Agreement:

A notarised agreement between the Indian and Philippines tour operators, covering at least one year period. Please note that since the document will be coming from the Philippines, this must be duly authenticated by the Department of Foreign Affairs.

✓ Certificate:

Certificate from TAAI, TAFI and OTOAI that the Indian tour operator/travel agent is a bona fide member of said association, of good standing and has been doing business for a certain number of years.

✓ Tour Package:

Copy of the tour package on the letterhead of the Philippines tour operator, created for the tour group handled by the Indian tour group operator/travel agency with:

a) Name of passengers with passport details;

b) Name of hotel/resort with that the group will stay will in the Philippines.

c) Itinerary of the destinations that the group will visit.

d) Arrival and departure dates of the group.

✓ Jurisdiction:

Submission of tour group applications is done only at the Philippines Embassy in New Delhi.

[Indian nationals holding valid and current AJACSSUK visas can enter the Philippines visa-free (American, Japanese, Australian, Canadian Schengen, Singapore and UK) for a period of 14 days.]



Australia (Phillip Island)

- ✓ **Passport:** Original passport with validity of minimum six months and a notarised copy of full passport (including blank pages). Attach all your old passports (if any) and if any visa had been issued in old passport, notarised copy of first and last page of old passport along with the visa copy. Australia Visa Application Form 1415 to be duly filled and signed by the applicant.

Authorisation Form: Form 956 to be duly filled and signed by the applicant to authorise Udaan India to submit and collect documents on behalf of applicant.

- ✓ **Photo Specification:** Two recent passport size photographs with matt or semi matt finish, 60%-80% face coverage, white background and without border (Size: 35mm x 45mm)

Please Note: Photograph should not be more than three months old, scanned/stapled and should not be used in any of the previous visas.

Personal covering-letter on their company letterhead if applicant is dealer along Company Registration Certificate/ Certificate of Incorporation.

✓ **Financial**

- Personal ITR for last three years
 - Three months' salary slip of employee.
 - Personal bank statement for last six months mentioning the bank's name, bank's telephone number clearly.
- Covering letter from corporate company on business letter head, with naming list mentioning name, designation,

passport number, purpose and duration of visit in brief. The letter should be duly signed by authorised signatory with company stamp and addressed to – The Visa Officer, Australian High Commission, New Delhi+ Corporate company profile +last 6 months bank statement with sufficient balance + Income Tax Return last three years.

- ✓ **Airline Reservation:** Ticket itinerary, Tour itinerary and tour confirmation.

Hotel confirmation with naming list.

Tour company letter with naming list.

Day to day itinerary on tour company letter head.

Important note:

Individuals/Children (Minor) travelling alone

(Note: For children (under 18 years of age) who intend to travel to Australia, and whose stay in Australia will not be in the company of either or both of his or her parents or guardians)

a) Form 1229.

b) Consent/No Objection letter.

c) Passport copies or Election card copies of both parents to confirm signatures.

d) Parents proof of financial solvency and proof of occupation with their IT returns in detail.

Applicant above 75 years

a) Medical (Travel) insurance of 12 months is required.

b) An 'Aged Visitor Health Check' completed by a DIAC appointed panel doctor if above 75 years.

Please Note:

a) If intending more than three months stay or visiting a hospital for any reason DIAC will request a chest X-ray.

b) Applicants are strongly recommended to use New Electronic Medical Service and complete medical formalities prior to lodging a visa application through My Health Declarations. Website: <http://www.immi.gov.au/allforms/health-requirements/my-health-declarations.htm>



Source: Udaan

ICPB TALK


9th Conventions India Conclave

Organised by India Convention Promotion Bureau from 13-15 October at New Delhi

The main objective is to bring together potential new conference planners, incentive organisers, convention centers, convention hotels, service providers to one platform, providing opportunity of networking and also gaining new business. This opportunity is also being used to showcase meetings and conferencing capabilities of Indian Industry. This year, the Convention at The Leela Ambience Convention Hotel will focus on B2B Meetings.

Concurrent with the convention, Indian Exhibitors will have an opportunity to showcase their products to around 300



International and Indian Buyers, Exhibitors, Association Heads and Corporate.

The Conclave will be an opportunity to participants from many disciplines, to share their experiences towards the promotion of India's MICE Business. Also, with the aim of strengthening the brand positioning of 'Incredible India' as a MICE destination, buyers from overseas will also have appointments with suppliers from India's MICE Companies.

The meet will provide the perfect forum for opinions, views and standpoints on India's meetings and conventions market. The speakers and panelists from various segments of MICE will share a wealth of information which would facilitate in attracting an increasing number of conferences to India and organising the same efficiently.



SEPTEMBER 2016

WORLD LUXURY EXPO	Seoul, South Korea	Sept 2
MEETING PLANNERS RUSSIA	Moscow	Sept 5
MICE ASIA PACIFIC EXHIBITION	Suntec, Singapore	Sept 21
ASTANA LEISURE	Kazakhstan	Sept 21
JATA	Tokyo, Japan	Sept 22
IT&CM ASIA	Bangkok, Thailand	Sept 27

OCTOBER 2016

INTERMOT	Cologne, Germany	Oct 5
ITB ASIA	Singapore	Oct 19

NOVEMBER 2016

MITM EUROMED	Naples & Palermo, Italy	Nov 2
WORLD TRAVEL MARKET (WTM)	London, UK	Nov 7
MCE SOUTH EUROPE	Rome, Italy	Nov 13
VENUES & DESTINATIONS SUMMIT	London, UK	Nov 14
MICE BUSINESS DAY	Budapest, Hungary	Nov 15
DECEMBER IBTM WORLD	Barcelona, Spain	Nov 29

the business travel magazine

MICETalk

Boost your brand visibility with India's leading
business travel magazine

Highest Readership:

The leading business travel magazine in India with over 600,000 readers



Renowned Brand Name:

The best known travel magazine among Indian corporates and Travel industry



Offline & Online Presence:

Apart from a print run of 34,500 copies, the magazine also commands a massive online readership base



Global Reach:

MICETalk has a global readership, through circulation at numerous international trade shows



Our esteemed clientele comprises of over 14,000 reputed brands which have been featured till date, including top destination management companies, prominent corporates and MICE companies

For further details, please contact:

Delhi:

Anand Dutt: anand.dutt@ddppl.com, +91 96501 96517
Rupal Pawar: rupal.pawar@ddppl.com, +91 96509 11399

Mumbai:

Harshal Ashar: harshal@ddppl.com, +91 9619499167
Priyanshu Wankhade: priyanshu@ddppl.com, +91 9619499170

movements



Asghar Ali
Group President
The Claridges Hotel Group

The Claridges Hotel Group announced the appointment of their new Group President Asghar Ali. With over three decades of top management experience in major industrial sectors, he comes equipped to lead The Claridges Hotel Group. Ali's career began with the Thapar Group in 1980, he worked his way through Eicher International, Ashok Leyland and finally as President External Affairs to the global conglomerate – Punj Lloyd Group reporting directly to the chairman Atul Punj.



Mushtaq Y Vakani
Head of Sales for Maharashtra
Gujarat & Madhya Pradesh
Red Apple Travel DMC

Mushtaq Y Vakani has been appointed as Head of Sales for Maharashtra, Gujarat and Madhya Pradesh at Red Apple Travel DMC for 11 Countries. Vakani brings with him 24 years of experience in travel Industries with specialisation in sales and operations. He will be managing and directing sales, managing existing travel agents as well as expanding new travel agent base for outbound in this region. Prior to this Vakani worked with Lama Tours and North Tours heading Western India and has also worked with Sri Lankan Airlines as Western India Manager and with Jet Airways at Airport.



Devabrata Bhattacharya
Director-Talent & Culture
Novotel Kolkata
Hotel & Residences

Devabrata Bhattacharya comes with over 18 years of experience in the field of Hospitality and HR. His last assignment was with AMRI Hospitals at Kolkata. He was associated with Taj Group of Hotels for 10 years. He has worked with the manufacturing industry, Birla Tyres as Senior Manager-HR. He was also associated with Apollo Hospitals Enterprise at Bhubaneswar as a Senior Manager-HR. Subsequently he again got associated with hotel industry. He joined the Carlson Rezidor Hotel Group as Head-Human Resources.



Debyani Bhattacharya
Learning & Development Manager
Novotel Kolkata
Hotel & Residences

Debyani Bhattacharya comes with over 11 years of experience in the field of Customer Relationship Management, Human Resources & Training. An Academie AccorHotels certified Trainer, she has operational experience in service industry including two and a half years in pharmaceuticals and eight and a half years with hotels like Hyatt Regency Kolkata (Front Office Associate & HR Officer) and pre-opening experience with Hyatt Raipur as AM-HR and Training. She has internally moved to Novotel Kolkata Hotel and Residences from Novotel Hyderabad Airport as Learning and Development Manager.



Nisar Sayed
Revenue Manager
Howard Johnson
Bengaluru Hebbal

Nisar Sayed has over 16 years of experience in the hospitality industry and is currently the Revenue Manager at Howard Johnson Bengaluru. In his 16-year-long career, he has been associated with leading five star hotels including Le Méridien-Sheraton and Berggruen Hotels and this has given him indepth knowledge of customer service, revenue management, sales, finance and operations. Sayed strikes the right balance of skills and abilities to start and maintain a successful operation. He was also awarded a 'Certificate of Outstanding Performance' by Sheraton Medina Hotel.



Mahinder Rawat
EAM Food & Beverage
Howard Johnson
Bengaluru Hebbal

Mahinder Rawat has been a part of the hospitality industry for the last 18 years and currently holds the title of EAM F&B at Howard Johnson Bengaluru Hebbal for almost two years now. Prior to this, he has been associated with The Lalit Suri Hospitality Group for around seven years. He has been the Restaurant General Manager Kuala Lumpur for around two years. He began his career with the Trident Group of Hotels and has worked with them for over six years.

Exceedingly impressive solutions to all your MICE travel needs

We could give you many reasons for why we have one of the most loyal client base across the industry, but the one reason which stands out against all others is our experience & proficiency to understand every requirement of our corporate clientele & offer individually-tailored solutions to meet their every single need.

SERVICES WE OFFER

- ▶ On-site Management & Professional Staffing
- ▶ Event Planning & Program Creation
- ▶ Comprehensive Travel Itineraries
- ▶ Hotel Contracting & Booking
- ▶ Airlines Contracting & Booking
- ▶ Complete Program Planning & Implementation
- ▶ Destination Research & Recommendations
- ▶ Professional Travel Management
- ▶ VIP Services
- ▶ Land Arrangements

Specialised solutions for BFSI sector



Please get in touch with us for more information:
Email : info@gctravels.in, Mobile: +91 9910096198,
Tel : + 91 11 -46587600, 46597600, 45544177



 **Schiphol**
Amsterdam Airport

 100 YEARS
THANKS
TO YOU

For more information, please contact:

Sonia Prakash: sonia@buzzindia.in
Shubhangi Chitre: shubhangi@buzzindia.in



JET AIRWAYS 

 **ETIHAD**
AIRWAYS
PARTNER