



DARWIN



ALICE SPRINGS



ULURU

Business Event planners are invited to visit the Northern Territory Stand # 1550 during the AIME networking hour, from 5pm on Tuesday 20 February, to meet Outback Wrangler Matt Wright and enjoy NT-inspired cocktails and canapes.

FIND OUT MORE





MARRIOTT CUTS EVENT COMM

MARRIOTT International has announced plans to cut commissions paid to group and meetings intermediaries from 10% to 7% for all hotels in the US and Canada.

Scheduled to take effect on 31 Mar 2018, the move would cover any booking made in Australia for a conference or event in Canada or the United States.

However, contracts signed prior to this date will be eligible for 10% commission.

Australian properties are not part of the change.

The hotelier announced the plan in a letter to group partners citing a change in Marriott's distribution costs which was growing faster than group revenue.

"These costs are limiting our ability to invest in meeting products, experiences, and innovation," Marriott Int'l chief



sales and marketing officer, Americas, Steve Heitzner said.

However, Heitzner said that its new approach would allow for stronger partnerships.

"Many corporations and organisations rely on group intermediaries for sourcing, contracting and planning meetings and events."

"We understand the value these third parties bring, and they are

also important business partners to Marriott," Heitzer added.

American Society of Travel Agents president & ceo Zane Kerby said the move sent a bad message to the agent community.

"In our view, a cut in intermediary compensation diminishes the value of the role agents play in this complex and ever-changing industry," Kerby said in a statement.

Today's issue of BEN

Business Events News today has one page of news plus a front full page wrap from Northern Territory Convention Bureau.

NT takes AIME

A LARGE contingent of 18 Territory event suppliers will join the NT Convention Bureau at AIME next month in Melbourne on 20-21 Feb.

The group will discuss a number of initiatives underway throughout the region from Darwin to Alice Springs and Uluru.

See the **cover** for more.

SA gearing up for ATE 2018

SOUTH Australia will shine the spotlight on its diverse food, wine, and tourism offerings as part of the Australian Tourism Exchange (ATE) in Apr.

The conference will attract 1,500 seller delegates from over 550 companies, plus 700 buyer delegates from over 30 countries.

ATE will offer participants the chance to explore the state including popular regions such as the Barossa Valley, Kangaroo Island and the Flinders Ranges.

The Australian Tourism Exchange will be held at the newly revamped Adelaide Convention Centre on 15-19 Apr.



Jones given Aussie nod

PETER Jones Special Events founder Peter Jones, has been named a member in the general division of the Order of Australia on Australia Day.

Also a board member of the Victoria Tourism Industry Council, Jones was recognised for significant service to the tourism and hospitality sectors, particularly in event management as an advisor.

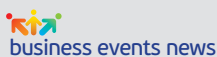
Jones was also a member of the Business Event Advisory Panel for Tourism Australia.



CHRISTMAS has come early (or late) for tomato lovers with the Tomato Festival Sydney to be staged on 17-18 Feb at the Royal Botanic Gardens in The Domain.

The event will feature tomato-inspired lunches, cooking classes, tomato tours and activities for the little lovers of the food.

It is safe to say, tomato lovers will be a buzz all weekend long.



www.businesseseventsnews.com.au

Business Events News is part of the Business Publishing Group family of publications.

Business Events News is Australia's newest online publication dedicated to the vibrant meetings, incentives, conferences and events sector.

EDITORIAL

Editor in Chief and Publisher – Bruce Piper

Managing Editor – Jon Murrie

Contributors – Jasmine O'Donoghue, Guy Dundas, Matt Bell, Adam Bishop
info@businesseseventsnews.com.au

Business Events News is a publication of Business Events News Pty Ltd ABN 80 153 775 449. All content is fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in preparation of the newsletter no liability can be accepted for errors or omissions. *BEN* takes no responsibility for the opinions of its contributors/columnists. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.

ADVERTISING AND MARKETING

Sean Harrigan and Melanie Tchakmadjian
advertising@businesseseventsnews.com.au

BUSINESS MANAGER

Jenny Piper
accounts@businesseseventsnews.com.au

Suite 1, Level 2, 64 Talavera Rd
Macquarie Park NSW 2113 Australia
PO Box 1010 Epping NSW 1710 Australia
Tel: 1300 799 220 (+61 2 8007 6760)

Travel Daily

CRUISE
WEEKLY

travelBulletin

Pharmacy
Daily