



**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.

