



23 Marcus Clarke Street  
Canberra ACT 2601

Our ref: AA1000446  
Contact officer: David Wang  
Contact phone: 03 9658 6587

GPO Box 3131  
Canberra ACT 2601  
tel: (02) 6243 1111

8/07/2019

adjudication@acc.gov.au  
www.acc.gov.au

Dear Sir/Madam

## **Business Events Sydney Limited's application for authorisation [AA1000446]— interested party consultation**

The Australian Competition and Consumer Commission (the ACCC) has received an application for authorisation from Business Events Sydney Limited.

Business Events Sydney Limited is seeking authorisation on behalf of itself and future signatory members to become party to, and give effect to, an agreement. The agreement sets minimum standards for various terms to be offered by member hotels when supplying accommodation services to delegates of international business events. The terms include release, cancellation, concession, room access, force majeure, lowest rate guarantee and quote validity terms.

Business Events Sydney Limited is an independent not-for-profit organisation that secures business events for the city of Sydney and the state of New South Wales and supplies event management services. It offers membership to hotels and other third party businesses.

A full copy of the application for authorisation is available on the ACCC's website [www.acc.gov.au/AuthorisationsRegister](http://www.acc.gov.au/AuthorisationsRegister).

### **Request for submissions**

The ACCC invites you to make a submission on the likely public benefits and effect on competition, or any other public detriment, from the proposed arrangements. In particular the ACCC would appreciate your views on the following issues:

1. The extent to which consistency of terms in accommodation offerings provides a competitive advantage for organisers when bidding for international events against other cities.
2. The extent to which setting minimum standards for the terms outlined in the Hotel Agreement may impact competition between hotel members for the supply of accommodation services not covered by the Hotel Agreement.

If you intend to provide a submission in relation to Business Events Sydney Limited's application for authorisation, please do so by **22 July 2019**.

Submissions should be emailed to [adjudication@acc.gov.au](mailto:adjudication@acc.gov.au) with the subject AA1000446 – Business Events Sydney Limited – submission'.

Alternatively, if you would like to provide comments orally, please contact David Wang on 03 9658 6587 to organise a suitable time.

Submissions, including oral submissions, will be placed on the ACCC's public register subject to any request for exclusion (guidelines are attached).

## Timetable

The ACCC will progress its assessment of the application in a timely manner. An indicative timetable is set out below for your information

<b>1 July 2019</b>	Lodgement of application and supporting submission.
<b>8 July 2019</b>	Public consultation process begins.
<b>22 July 2019</b>	Closing date for submissions from interested parties.
<b>5 August 2019</b>	Applicant responds to issues raised in the public consultation process.
<b>August 2019</b>	Draft determination.
<b>August/September 2019</b>	Public consultation on draft determination including any conference if called.
<b>September 2019</b>	Final determination.

Please advise if you do not wish to make a submission at this time, but would like to be informed of the progress of the application at the draft and final determination stages. If you are able to please provide a nominated contact email address for future correspondence.

You can also forward this letter to any other party who may wish to make a submission to the ACCC regarding the application. A list of parties contacted by the ACCC is attached to this letter.

This letter has been placed on the ACCC's public register. If you wish to discuss any aspect of this matter, please do not hesitate to contact David Wang on 03 9658 6587 or [adjudication@acc.gov.au](mailto:adjudication@acc.gov.au).

Yours sincerely



Susie Black  
Director (A/g)  
Adjudication Branch

**List of parties contacted by the ACCC**

Society for Worldwide Interbank Financial Telecommunication (SWIFT)

Destinations NSW

Place Management NSW

The Committee of Sydney

Accor Hotels

Ascott

Toga Far East Hotels

IHG

EVENT Hospitality

Minor International

Marriott / Starwood

Wyndham Worldwide

Hyatt

Hilton

Meriton Apartments

Crown Limited

Stamford Hotels & Resorts

Four Seasons

Pan Pacific Hotels Group

Langham Hospitality Group

Frasers Hospitality Pte Ltd

Think Business Events

ID Events Australia

Tourism Accommodation Australia (NSW)

Australian Hotels Association (NSW)