

## Legislation Committee

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**From:** sales@ticketblaster.com.au  
**Sent:** Wednesday, 31 July 2019 3:28 PM  
**To:** Legislation Committee  
**Subject:** Ticket Scalping Bill 2018 - Submission

Dear Committee,

Ticketblaster is an Australian owned & operated business which sells concert, shows and sporting event tickets and hospitality packages. We are based in Melbourne, Victoria and currently have an office of 10 staff members.

Ticketblaster has been involved in the entertainment & ticketing industry since 2004 and has served over 100,000+ satisfied clients. In the last year alone, we have serviced over 20,000 clients. We work closely with the AFL, F1 Grand Prix & NBL.

We provide tickets & hospitality packages to events all over the globe and Western Australian events are a significant component of our business. Our clients range from private individuals who are time poor and want a guarantee of best seats, to businesses who want to entertain staff and clients, to concierge and credit card companies and hotels. Key events in Western Australia over the last 12 months for us have included, State of Origin Rugby, AFL Finals, Bledisloe Cup, The Book of Mormon & the Ed Sheeran Concert. We offer a range of services for our clients to pair with their ticket purchase; including flights, accommodation, transfers, dining and drinks packages. We generally work towards margins of 20-30% on average for our sales.

The proposed price cap of 10% will lead to the ceasing of our operations in Western Australia. We will no longer be able to send clients, legally to events under the current proposed bill. The flow on effect will invariably mean less of our clients travelling to Western Australia and staff layoffs in our office.

We do not support a price cap at all. Failing this we would encourage the committee to remove the contingent sales prohibition currently included in clause 8. This would allow us to continue to act in the interests of our clients who require genuine hospitality and travel services whilst addressing the issue of "scalping" by International ticket exchanges.

If you would like to discuss further, I can be reached anytime via email at [sales@ticketblaster.com.au](mailto:sales@ticketblaster.com.au) or on

Kind Regards,



**Rob Revis**

*Managing Director*

**Ticketblaster**

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