

Legislation Committee

From: Chris Bishop <chris@fatdigitalmarketing.com>
Sent: Tuesday, 30 July 2019 11:44 AM
To: Legislation Committee
Subject: Submission for Ticket Brokers Association + Ticketblaster

To whom it may concern,

We write in relation to the Ticket Scalping Bill 2018 before the Standing Committee for consideration and report by 5 September.

Our business FAT Digital Marketing have been working closely with Ticketblaster, a member of the Ticketbrokers Association of Australia for a number of years, to sort all of our entertainment requirements.

FAT Digital Marketing has offices in both Victoria & Queensland, however we have a number of Western Australian clients and clients who travel to Western Australia for business and leisure.

Our business is fast paced and when we want to entertain our clients we want it sorted efficiently and specifically to our requirements. The premium, seamless service we receive from our personal concierge at Ticketblaster ensures that this occurs.

Prior to using our own ticketbroker, we were forced to either navigate the fraud ridden online ticket resale sites such as ViaGoGo or purchase absurdly priced official hospitality products from the event organiser, which were often 3-4 times the face value of the ticket with a glass of champagne and called an official hospitality product. The standard mark-up we pay on tickets from my trusted ticket broker is somewhere closer to 25-30% which we consider completely reasonable & transparent. Most importantly this is a consensual business transaction conducted between our business and our ticket broker and we do not believe any way that this proposed legislation is fair in its current form.

If you want to address this issue of ticket fraud conducted online, then I believe this can be done via other methods, rather than over regulating the entire industry.

Please feel free to reach out with any further questions.

Kind Regards,



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Director

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