

MARRIOTT UK NATIONAL SALES

Your Travel Trade bi-monthly update on Marriott UK



Photo: Delta Hotels by Marriott York



Toni Willis

Business Development Manager

WELCOME

Welcome to our new Marriott UK National Sales newsletter, brought to you bi-monthly with the latest news and updates from Marriott International in the UK.

The year has flown by already. We are coming to the end of a month full of bank holidays and Summer is on the horizon.

Our conversion of our 23 hotels to Delta Hotels by Marriott in the UK is well underway, bringing with it newly renovated hotels, with redesigned spaces and offerings in-line with the Delta Hotels brand – bringing you details that truly matter when you stay with us: free water and Wi-Fi. Modern guest rooms with flexible spaces that work for you. Smart service and delicious food on your schedule. Allowing you to stay always connected, hydrated and ready for anything. Delta Hotels by Marriott is now our predominant brand in the UK, with 29 hotels across Great Britain. [Find out more here.](#)

We'd love to show you some of our newly renovated properties, so please do come and meet us for a 'grab and go' breakfast and coffee in your local Delta Hotel.

We hope that you have some lovely things planned for the upcoming bank holidays. Long live long weekends!

Toni

SPOTLIGHT HOTELS

Our round up of our top destinations. Click the screens for more information.

Bringing you our highly recommended 'fabulous four'. From the urban streets of Bristol, to the historic sights of York. From the Eurovision hosts Liverpool to the regal city of Edinburgh – why these hotels are our top picks this month.



Delta Hotels by Marriott Liverpool City Centre
The vibrant city of Liverpool calls, with our newly renovated hotel sitting proudly in the heart of the city, close to the Eurovision village setup for the upcoming competition in May.

Delta Hotels by Marriott York
With views over York Racecourse, the Delta Hotels York is the perfect away-day escape. Stomp the historical sights or join them for their ticketed [Coronation garden party](#).



Delta Hotels by Marriott Bristol City Centre
Home to Banksy as well as our largest Delta Hotel in the UK, the Delta Hotels Bristol City Centre has a capacity of up to 600.

Delta Hotels by Marriott Edinburgh
The Scottish capital calls with its regal history and incredible sights, stay at the Delta Hotel Edinburgh only 2 miles from the airport and 15 minutes from the city centre.



MARRIOTT BENEFITS



Where Can We Take You?

Want to access great benefits, exclusive perks, member only rates and events? Then sign up to our free loyalty program today. Earn points on all bookings*, that you can use towards exclusive events and perks – like money can't buy experiences at the O2. Last month we even hosted a number of members at the Elton John concert in the Marriott Bonvoy box at the O2.

[What are you waiting for? Sign up here today.](#)

Future Connections, *Made Today*. **Book Today, Earn 3x Marriott Bonvoy® Points**

Book an eligible meeting, event or group before 31st December 2023, to take place before 31st March 2024 and earn triple Marriott Bonvoy points at participating hotels across the United Kingdom. Plus receive additional hotel specific benefits.

[Find out more here](#)



WHOLESALE/TRAVEL TRADE UPDATE

- Internal Educational Workshop

During the pandemic most of the hotels across the industry lost many staff due to the lack of business. Now the industry is well into recovery and hotels are climbing the ladder of recruitment or have full teams in place, it was apparent that training on the Travel Trade segment specifically was in need. I orchestrated and successfully delivered a workshop to our on property teams across the full UK portfolio. This included, booking staff, reception, operations and the restaurant teams.

This was to re-educate our teams and share best practices, when dealing first hand with the tour operator and the end consumer “your clients & our guests”. I included areas such as expectations, Group Guarantee, how important the food offering should be and general types of groups that visit our hotels. Following the success of this I will run a second workshop in the Autumn and would love to include some of your “our Tour operators” to share your feedback and best practices when working with you.

- New Hotels Welcoming Travel Trade

We are delighted to share with you that Delta By Marriott Manchester Airport and Delta By Marriott Bristol City are both now offering Travel Trade rates, which has historically been unheard of! So please get in touch if you have anything for either hotel.



GIVEAWAY! WIN A £25 AMAZON VOUCHER

To be in with a chance of winning, simply answer the following question:

How many Delta properties do we have in the UK?

To enter, email your answer to mhrs.ltch.nationalsales@marriott.com

UPCOMING TRADESHOWS

CTA Conference - 21st-22nd May
 CTA Summer Conference - Date TBC
 Group Leisure & Travel Show - 5th October 2023
 CTA Winter Networking - Date TBC

Competition Terms & Conditions

This competition opens on 23rd May 2023 and closes at 17:00 on 7th June 2023. Only 1 entry per person permitted. One winner will be selected at random. The prize for this competition is a £25 Amazon voucher. The prize will be sent via the email address used for the competition entry on 12th June 2023. Cash pay-out alternative is not available. Marriott Hotels Limited reserves the right to withdraw this competition at any time without the prize being awarded. By entering this competition, you agree to the above terms & conditions

OFFERS

Please see our UK&I Offers and promotions



Delta By Marriott Durham Royal County

Availability:

W/C 29th May from - £64.00pht - £27.00 sgl supp pn
 W/C 31st Jul 2023 from - £64.00pht - £27.00 sgl supp pn
 W/C 23rd Oct 2023 from - £62.00pht - £27.00 sgl supp pn
 W/C 30th Oct 2023 from - £62.00pht - £27.00 sgl supp pn

All dates are based on DBB and are currently available subject to availability.

Aloft Excel London

Availability:

Selected dates throughout 2023, subject to availability, including summer.

Half twin from - £72.50pp BB (Sgl Supp Applies)
 Half Twin from - £97.50pp DBB (Sgl Supp Applies)

Delta By Marriott York

Shopping Breaks – Autumn & Winter 2023

City Break or Christmas Shopping

Availability:

Selected dates available

October, November & December 2024

Single Occupancy from - £134.00 B&B

Half Twin from - £72.00pht B&B

Delta By Marriott Milton Keynes

Availability:

Selected dates throughout 2023, subject to availability, including summer.

Half Twin from - £60.00 pht (Sgl Supp Applies)

Selected dates throughout 2024, subject to availability

Half Twin from - £60.00 pht (Sgl Supp Applies)

3 Night stays Fri-Mon

All dates are based on DBB and are currently available subject to availability.

Delta By Marriott Newcastle Gateshead

Availability:

Selected dates throughout 2023, subject to availability, including summer.

Half Twin from - £51.00 BB - £29.00 sgl supp pn

Half Twin from - £61.00 DBB - £29.00 sgl supp pn

Stop off catering opportunity:

Afternoon teas from - £16.95pp

Luncheon from - £19.95pp

Dinner from - £29.00pp

Courtyard Exeter

Availability

Selected dates throughout 2023, subject to availability, including summer.

Half Twin from - £60.00pht Sgl Supp Applies)

2024 rates available upon request

Rates are based on DBB and subject to availability.

OFFERS

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Photo: Delta Hotels by Marriott York

Delta By Marriott Warwick

Availability:

Selected dates throughout 2023, subject to availability, including summer.

June/July & August

Half twin from - £51.00pht BB - £26.00 sgl supp pn

Half Twin from - £61.00pht DBB - £26.00 sgl supp pn

Please contact for 2023 & 2024 dates, subject to availability

Courtyard Keele

Availability:

Selected dates throughout 2023, subject to availability, including summer.

2023/2024 Rates from:

Half Twin from £42.50pht BB £20.00 sgl supp pn

Half Twin from £62.50pht DBB £20.00 sgl supp pn

Family rooms also available for 2 adults 2 children up to the age of 12 or 1 older child at £95.00 per room

Marriott Portsmouth

Availability:

Selected dates throughout 2023, subject to availability, including summer.

June - Half Twin from - £71.00pht DBB - £28.00sgl supp pn

Quarter 4 - Half Twin from - £71.00pht DBB - £28.00sgl supp pn

Quarter 1 2024 - Thur - Sun Half Twin from - £71.00pht DBB
£28.00 sgl supp pn

Courtyard By Marriott Oxford South

Availability:

Selected dates throughout 2023, subject to availability, including summer.

Half Twin from - £58.00pht DBB - (Sgl Supp Applies)

Selected Tribute Nights and join a Christmas Party available.

Delta By Marriott Edinburgh

Availability:

Selected dates throughout 2023, subject to availability, including summer.

Shopping Breaks – Autumn & Winter 2023

City Break or Christmas Shopping

2023 October, November and December

Half Twin from - £52.00pht DBB - (Sgl Supp Applies)

2024 January, February, March

Half Twin from - £52.00pht DBB - (Sgl Supp Applies)

Manchester Piccadilly

Availability:

Selected dates throughout 2023, subject to availability, including summer.

2023 Rates from:

Half Twin from - £60.00pht BB (Sgl Supp Applies)

Half Twin from - £80.00pht DBB (Sgl Supp Applies)

Please contact for 2024 rates, dates subject to availability

OFFERS

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Photo: Delta Hotels by Marriott York

Edinburgh Holyrood Hotel

Availability:
Selected dates throughout 2023, subject to availability, including summer.

2023 Rates from:
Half Twin from - £60.00pht BB (Sgl Supp Applies)
Half Twin from - £80.00pht DBB (Sgl Supp Applies)

Please contact for 2024 rates, dates subject to availability

Delta By Marriott Manchester Airport

Availability:
Selected dates throughout 2023, subject to availability, including summer.

2023 Rates from:
Half Twin from - £55.00pht BB - £35.00 sgl supp pn
2024 Rates from:
Half Twin from - £58.00pht BB - £35.00 sgl supp pn

Thursday – Sunday, Half Term Weekends and Summer Holidays

2023 Client Visits

