



## **MEDIA PHOTO OPPORTUNITY**

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**DATE:** Thursday, May 14 2009

**TIME:** 11:30am – 12noon

**VENUE:** Magellan Room at the Hyatt Regency Guam  
1155 Pale San Vitores Rd, Tumon

**SUBJECT:** Arrival of Sales Mission delegation of tourism operators and businesses from Cairns, Australia

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A 51-strong business delegation arrived in Guam today to sell tourism and other business products, services and skills.

The group, led by Cairns Regional Council (CRC) Mayor Val Schier, Advance Cairns CEO Ross Contarino, and Tourism Tropical North Queensland (TTNQ) Chairman Stephen Olle, will spend four days in Guam meeting with Government officials, airline executives, local businesses, and military personnel to discuss trade opportunities between the two regions.

Cairns Mayor Val Schier said, "I am very excited to be meeting with the political leaders of Guam to discuss bringing together our governments in co-operation on a number of issues that we both face. Given our similar size, population and climate, there is a wealth of knowledge that can be shared and strategic alliances that may be forged between Cairns and Guam, and I hope this trip will signify the beginning of a collaborative relationship between us."

Advance Cairns CEO Ross Contarino said the mission was designed to explore the opportunities for Cairns businesses that will arise from the anticipated increased need for services and additional infrastructure when the island's military capacity increases with the addition of an extra 40,000 personnel in 2010. "We want to ensure our region is seen as a serious contender for the provision of much-needed service and infrastructure capabilities, so we plan to match our business delegates with the appropriate contacts to be able to conduct business in Guam, and share their unique tropical expertise with the community."

TTNQ and Continental Airlines have been working together over the last year to increase flights between Guam and Cairns and to introduce holidays to Cairns and the Great Barrier Reef region. TTNQ Chairman Stephen Olle said, "We've made great progress, there are now four flights each week offering holiday-makers a four-hour flight to Australia. On this mission, 27 tourism operators are in Guam for the Travel Fairs at Anderson Airforce Base on Friday and Top O' The Mar on Saturday."



## **Guam Trade Mission fast facts**

. Four-day mission from Thursday, May 14 to Sunday, May 17

- 51 delegates in total from the business and tourism sectors
- Led by Cairns Mayor Val Schier, Advance Cairns CEO Ross Contarino and Tourism Tropical North Queensland (TTNQ) Chairman Stephen Olle
- Establish contacts, and develop relationships with the Government of Guam and representatives of the military and business community

### **Advance Cairns delegation:**

- Ten delegates from nine Tropical North Queensland businesses
- Sectors represented: engineering, recruitment, retail, medical, marine, health

### **Activities:**

- Full itinerary of pre-arranged meetings with:
  - Guam businesses;
  - Representatives of the Government of Guam; and
  - Guam media.
- Social networking functions.

### **TTNQ delegation:**

- 27 delegates representing tourism operators from Cairns and the Great Barrier Reef region

### **Activities:**

- Australia Travel Fair, Anderson Airforce Base, Friday 15 May 10.30am – 3.30pm
- Australia Travel Fair, Top O' The Mar, Saturday 16 May 9am – 12.30pm
- Travel agent training workshops in partnership with Continental Holidays
- Interview with Ray Gibson Newstalk K 57 Friday 15 May
- Social networking functions with Guam travel agents

**END**

### **For further information contact:**

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