

Estimates Committee 2010 Questions Taken On Notice

(11/06/2010 to 18/06/2010)

Date: 15/06/2010 Output:
Sub Output:
Subject: International managers visiting or coming to the Northern Territory

From: Mr David Tollner to Hon Malarndirri McCarthy
Tourism

Question: **4-23**
Mr TOLLNER: Yes. Can you outline who those people were, what the costs of their travel was and their accommodation, and any TA or what the contractual arrangements were that you had in place with them?

Ms McCARTHY: Certainly. Member for Fong Lim, it was a great opportunity for me to be able to meet those staff ...

Mr TOLLNER: And I am sure it was.

Ms McCARTHY: Contractual arrangements that we have with people in Germany and with UK and I am happy to take the question on notice.

Mr TOLLNER: Hmm, that would be fantastic.

Ms McCARTHY: In terms of accommodation and travel costs, Madam Deputy Chair.

Mr TOLLNER: That was about, just for your information, it was about overseas managers.

Madam DEPUTY CHAIR: Thanks member for Fong Lim and for Hansard that is Question 4.23.

Mr TOLLNER: Yes and that will be a full outline of costs, what they travelled here for and the like. Can you tell me the next time that you will be hosting all the managers?

Answer:
Answered On: 09/08/2010

ESTIMATES COMMITTEE JUNE 2010 QUESTIONS ON NOTICE

Question 4-23

Q: Can you provide a full outline of costs for international managers coming to the Northern Territory for ATE, who those people were, what the costs of their travel was and their accommodation and any TA?

A:

- The Australian Tourism Exchange (ATE) is Australia's premier tourism trade event and the largest international travel trade show in the Southern Hemisphere. It provides a forum for Australian tourism businesses to showcase their products, meet overseas contacts and negotiate business deals.
- ATE is split into two separate trade events; Eastern and Western Hemisphere. This year ATE was held in Adelaide from 29 May to 4 June 2010.

Table 1: ATE 2010 Cost Breakdown for In Market Managers, Estimate

Name	Country	Registration Fee	Accom.	Flight	Meals/ Expenses	Total
EASTERN						
Aki Kamata	Japan	\$760	\$760	\$1,000	\$380	\$2,900
Jacqueline Lee*	Singapore/ Malaysia	\$380	\$543	\$547	\$155	\$1,625
Lynn Wang	China / Hong Kong	\$760	\$816	\$1,000	\$610	\$3,186
					TOTAL	\$7,711
WESTERN						
George Christakis**	United Kingdom	\$815	\$1,330	\$806	\$222	\$3,173
Fleur Burrows	United Kingdom	\$815	\$950	\$1,354	\$304	\$3,423
Karin Greenslade	Central Europe	\$815	\$1,140	\$3,141	\$480	\$5,576
Katherine Kasparian	The Americas	\$815	\$1,140	\$4,105	\$174	\$6,234
Al Merschen***	The Americas	Nil	\$1,055	\$2,689	\$174	\$3,918
Robert Hardless***	United Kingdom	Nil	\$1,645 (combined accom and flights)		\$218	\$1,863
Pierre Vives****	France	Nil	Nil	\$2,000	\$280	\$2,280
Giancarlo Truffa****	Italy / Spain	Nil	Nil	\$2,500	\$180	\$2,680
					TOTAL	\$29,147

* Jacqueline Lee (Singapore / Malaysia) works for Tourism NT and Tourism Tasmania. Each organisation covers 50% of her ATE attendance costs.

** George Christakis (UK) was already in Australia prior to ATE, after attending the Corroborree trade show and taking some leave. Therefore his flight comprised domestic sectors only.

*** Al Merschen (The Americas) and Robert Hardless (UK) attended ATE as product representation companies invited as guests of Tourism Australia. Therefore costs for the event were heavily subsidised.

**** Giancarlo Truffa (Italy / Spain) and Pierre Vives (France) work for both Tourism NT and South Australian Tourism Commission (SATC). Accommodation and event registration was paid by SATC this year due to ATE being held in Adelaide (SATC and Tourism NT alternate); all other costs were split 50/50.

- In addition to attending the actual ATE event, in market managers attend a range of meetings during their Australian visit, averaging 3-4 meetings with Tourism NT staff and 21 meetings with trade. See table 2 for additional detail.
- Additional meetings with various NT operators and national operators are arranged at ATE, according to availability of operators and may not be included in the above figures.

Table 2: ATE 2010 Meetings For In Market Managers Scheduled Prior to Trade Event

Name	Country	Number of meetings with Tourism NT	Number of meetings with Trade/ Airlines/ Industry
Jacqueline Lee	Singapore / Malaysia	4	9
Aki Kamata	Japan	4	11
Lynn Wang	China / Hong Kong	4	18
George Christakis	United Kingdom	3	31
Fleur Burrows	United Kingdom	3	27
Karin Greenslade	Central Europe	3	24
Katherine Kasparian	The Americas	3	24
Al Merschen	The Americas	3	21
Robert Hardless	United Kingdom	3	30
Pierre Vives	France	4	20
Giancarlo Truffa	Italy/Spain	4	19

- Tourism NT contracts companies to act as its representatives in various international markets. These in market managers are not Tourism NT staff.