



6



7



8



9



10



11



12

1. Chris Branson – Railway Hotel; Sandie Morrissey – Energy Action; Ann Branson & Ian Horne AHA|SA 2. Suzanne Cufone & Jayme Wood – Roulettes Tavern; Jackie Keatch – Edinburgh Hotel & Cellars 3. Leanne Fraser – Coopers; John Ciannitto – Taminga Hotel; Marc Huber – Coopers 4. Darren Cave – Kadina Hotel; Simon Braley – PFD Food Services 5. Verity Wyld – Warooka Hotel; Lissa Mastrantoni – Vectron Systems 6. Sarah Wallace – Schweppes; Mark Hector – Bank SA; Stephen Marks – Yorke Valley Hotel 7. Jody Sleep – Golden Grove Tavern; Brian Hurley – Maid of Auckland Hotel 8. Damian Peterson – Metropolitan Hotel; Bradley Byrnes – Hackney Hotel 9. Tony Williams & Adrian Dmitrieff – Bytecraft Systems; Shelly Woodford & Rob McKenzie – Railway Hotel 10. Tania Phillips – Handford Taminga Hotel; Arthur Mitsioulis – LMG 11. John Teague – Royal Exchange Hotel; Tony Manual – Option Wine merchants 12. Paula & Greg Kemp – Daniel O’Connell Hotel.

Contacts

Accountancy Services

- Jaquillard Minns 8221 6551
- Moore Stephens Adelaide 8205 6200
- Perks Integrated Business Services 8273 9300

Air Conditioning

- First Degree Commercial Refrigeration 1300 734 463
- Hill Equipment 8368 2300

ATMs

- Cashcard Australia Ltd 8234 1082
- Customers ATM - Incorporating ATM Solutions 1300 305 600
- My ATM 8353 6957

Audio Visual

- Harvey Norman Commercial 8150 8000
- Nightlife Music Video 1800 679 748
- Novatech Creative Energy Technology 8352 0300

Background Music

- Trusonic 1800 664 653
- Nightlife Music Video 1800 679 748

Banking

- Bank SA 8424 4081
- BankWest 8334 3714
- Commonwealth Bank 8206 4274

Beer Dispense Equipment

- Andale Hotel Services 8234 0388
- Lancer Beverage Systems 8268 1388

Beverage Gases

- BOC Limited 8300 5668

Beverages

- Angove Family Winemakers 8264 2366
- Australian Liquor Marketers Pty Ltd 8152 8700
- Brown-Forman Australia 8418 7111
- Coca-Cola Amatil (Aust) Pty Ltd 132 653
- Constellation Wines Australia 8392 2222
- Coopers Brewery 8440 1800
- Diageo Australia 8245 9300
- Foster's Group 132 337
- Independent Distillers 0409 750 370
- Island 2 Island Beverage Company 8244 2212
- Liquor Marketing Group (Sip'n Save) 8416 7570
- Lion Nathan 8354 8888
- McLaren Vale Beer Company 1300 682 337
- Options Wine Merchants 8346 9111
- Pernod Ricard Australia 8208 2444
- SA Liquor Distributors 8416 7500
- Samuel Smith & Son 8112 4200
- Schweppes Australia 8366 9103
- Treasury Wine Estates 8301 5531

Builders / Building Services

- HT Construction Services 8364 0699
- Structural Group Australia 8374 2184

Cabinet Makers

- John Reuther Cabinet Makers 8234 9600

Cleaning Services

- FAB Cleaning 1300 726 892

- Tj's Cleaning Services 8271 1911

Cleaning Supplies

- Jasol Australia 8346 4322

Cooking Supplies

- Bidvest Hospitality Supplies 8245 6200
- First Degree Commercial Refrigeration 1300 734 463
- Hill Equipment 8368 2300

Electrical

- MRT Electrical 8368 2388

Energy Brokers/Consultants

- Trans Tasman Energy Group 03 9418 3911
- Energy Action 8377 7133

First-Aid Supplies

- AlSCO 8346 1391

Food Services

- Angelakis Brothers 8400 1300
- Holco Fine Meat Suppliers 8162 8400
- Meat & Livestock Australia 8227 1811
- Nestle Professional 7071 4735
- PFD Foodservice 8114 2300

Furnishings

- James Richardson Corporation 8211 8966

Gambling Services

- SA Lotteries 8208 4100
- SA TAB 8354 7300
- Shuffle Master Australasia 8340 1322

Gaming Machine Services

- Ainsworth Game Technology 0402 927 833
- Amtek 1300 765 082
- Aristocrat Technologies Australia 8352 0000
- Bytecraft Systems 1300 130 500
- IGT 8231 8430
- Konami Australia Pty Ltd 0409 047 899
- Macmont Gaming Supplies 8340 1322
- Maximum 8375 9000

Hotel Brokers

- Birnie Sanders Hotel Brokers 8338 7381
- NAI Harcourts Brock Commercial 8203 1399
- Steele & Associates Hotel Brokers 8232 1566
- Tj Board & Sons Pty Ltd 8376 5022

Hotel Kitchen & Bar Equipment

- Andale Hotel Services 8234 0388
- Bidvest Hospitality Supplies 8245 6200
- First Degree Commercial Refrigeration 1300 734 463
- Hill Equipment 8368 2300

Hotel Management

- H&L Australia Pty Ltd 8291 9555

Hotel Marketing

- The Best Pub 0419 536 373

Hotel Supplies

- Bidvest Hospitality Supplies 8245 6200
- First Degree Commercial Refrigeration 1300 734 463
- Hill Equipment 8368 2300
- Reward Distribution 8444 4999

Information Systems/Site Preparation

- Bytecraft Systems 1300 130 500

Insurance

- Aon Risk Services 8301 1111

I.T. Products & Services

- Vintek 1300 001 337

Legal Services

- Clelands Lawyers 8177 5888
- Donaldson Walsh Lawyers 8410 2555
- Duncan Basheer Hannon 8231 3668
- Kelly & Co. Lawyers 8205 0800
- Talbot Olivier 08 9420 7189
- Wallmans Lawyers 8235 3000

Lighting

- E-Lite 7200 0094

Media

- Boylen Media 8233 9433
- FIVEaa & Nova 8419 1395
- Solstice Media 8224 1600

Membership Card / Loyalty Systems

- ABnote 8374 3677

Money Safes

- Maximum 8375 9000

Music Licensing

- APRA Australasian Performing Right Association 8239 2222

Onhold and Inhouse Music and Messaging

- Trusonic 1800 664 653

POS Systems

- H & L Australia Pty Ltd 8291 9555
- Vectron Systems 1300 789 366

Property Valuations

- Knight Frank Valuations 8233 5212

Refrigeration

- Bidvest Hospitality Supplies 8245 6200
- First Degree Commercial Refrigeration 1300 734 463
- Goodall Refrigeration 8338 3866
- Hill Equipment 8368 2300

Security

- Total Control Security Services 8369 1174

Sports & Entertainment

- Astar for Business 1300 720 630
- Fox Sports 1300 301 415
- Sky Racing 1800 251 710

Staff Training & Recruitment

- Hospitality Group Training Inc 8223 6766
- Hospitality Industry Training 8267 3000
- Support Staff 1300 768 707

Superannuation

- HostPlus Pty Ltd 8205 4965

Table linen

- ALSCO 8346 1391

Tobacco Product Suppliers

- British American Tobacco Australia Ltd 8300 8888
- Imperial Tobacco Australia Ltd 8412 7400

Travel

- Phil Hoffmann Travel 1800 632 372

Websites

- Boylen Media 8233 9433

Workers Compensation

- Employers Mutual 8127 1100

New Members

Licensee Transfers – March 2011

Hotel	Location	Date Granted	New Licensees
Hahndorf old Mill	Hahndorf	15/3/2011	I & D Alexander Enterprises Pty Ltd
Pastoral Hotel	Port Augusta	21/3/2011	Pastoral Hotel Enterprises Pty Ltd
Clare Castle Hotel	Kapunda	29/3/2011	Willit Pty Ltd

Licensee Transfers – April 2011

Hotel	Location	Date Granted	New Licensee
Bompas of Beachport	Beachport	8/4/2011	Lipson Reef Pty Ltd
Caledonian Inn	Robe	12/4/2011	Robpar Pty Ltd
Jamestown Hotel	Jamestown	14/4/2011	Luke Adam



Smarter Banking
from Bankwest Business

BANKWEST BUSINESS THE HOSPITALITY SPECIALISTS

At Bankwest we see a need for a smarter approach to Commercial Banking – that's why we take the time to get to know you, your business and your industry. Our relationship managers understand the challenges you may face and are committed to developing unique strategies to help your business achieve ongoing success.

To speak to one of our dedicated hospitality specialists, please call:

Steve Horn | T 0409 016 138
Senior Relationship Manager

Hai Nguyen | T 08 8419 1191
Relationship Manager

bankwest.com.au

bankwest





ON THE ROAD with SMITHY

I have been very active since my last 'Smithy on the Road'. The day after the Regional lunch at Rick and Marlene Brooks' Wheatsheaf Hotel (at Price), I played bowls at the Pt Vincent Bowling Club for the Ventnor Hotel Publicans Bowls Day. Peter Green from the Ventnor Hotel generously sponsored this day. In the past, a good part of the profits for the day went to supporting local sporting people, however this year Peter and the Pt Vincent Bowling Club forwarded the proceeds of the day to the Tara Bowling Club in Tara, Queensland. The proceeds assisted with the rebuilding of two bowling greens that were completely washed away by the floods.

This year's event was well-supported by both the locals and the hotel industry. Many hoteliers from all parts of South Australia were happy to back this event, including Steve Marks – Yorke Valley Hotel, Dylan Stodart – Mallala Hotel, Terry Austin – Frances Hotel, Peter (Beachy) Raison – Mannum Hotel, Jeff Jackson – Atherton Hotel, Trudy Banks – Coobowie Hotel, Peter Green – Ventnor Hotel, Rick Brooks – Wheatsheaf Hotel and Verity and Fred from the Woorooka Hotel. Also Industry support from ALM, Konami, Lancer, SA Liquor and Chilltech. A good number of the hoteliers, suppliers and a few of the locals went back to the Ventnor Hotel after the presentations for a few 'quiet' ones. We enjoyed each other's company for most of the evening and of course had a brilliant schnitzel for dinner as well.

Our team on the day consisted of Craig Hinter – Lancer Beverage Systems, Rick Francis – BOC Limited and a local in Chris Tschirpig. Chris played very well under extreme pressure, however not even his brilliant bowling could get us a prize!



Peter Green.



Martha Marks from the Yorke Valley Hotel & Tavia Rankin from the Lochiel Hotel enjoying a drink at the AHA regional lunch at Price.

The following week I was invited by Andrew Plush to attend a fundraising day for the Tanunda Bowling Club. You may remember the bowling club was burnt down when thieves broke in and stole some valuables and then torched the place. We ask why? Ian Light helped run the day which was a great success. Following the bowls, myself, Andrew Plush, Tom Stead and Michael Queale from IGT enjoyed a superb schnitzel at the Tanunda Hotel.

Our team this day consisted of Craig Hinter, Rick Francis and Allan (short arms long pockets) Bartlett and I. Believe it or not we ran second on the day and took home a cash prize. Even then SALP, (Allan's new nickname) didn't buy a beer.

Following the AHA|SA Annual General Meeting recently at the Crowne Plaza, a few of the hoteliers attending needed a refresher on the way home, so we stopped in at the Griffins Head for a couple. The boys from Kadina were there, Trevor Evans and partner Deb Daniel – Wombat Hotel, Darren Cave – Kadina Hotel and of course the councillor for the

region, David Papps – Royal Exchange. Trevor is going in for another knee operation so we wish him all the best.

Gerard McConnal from the Hannaville Hotel was also there. He was discussing with me and Steve Horn from BankWest what he is going to do with his now-retired Champion racehorse, 'Augusta Proud'. Gerard and some mates including former Olympian and a good mate of mine Kerry O'Brien raced Augusta Proud throughout her career. She amassed over \$1.7 million in prize money in her 28 starts. Now it is time for her to go to stud, but to which Stallion. I'm sure Gerard and Kerry will choose the right one. Good

luck boys.

Others to come back for drinks were, Rob and Shelly – Railway Hotel Jamestown, John Langford, Shane Roberts and Matty Binns. Matty and I had a laugh on what happened at the start of the AGM. Seated at the

front on the podium were the President, General Manager, Vice President, Secretary/Treasurer and an empty seat for the Deputy Vice President (Matty Binns). Matty was seated in

“Isn't it smart that the local publican/s come out from behind the bar and mingle with the punters, even buying a beer now and then?”

the audience and didn't realise until after the meeting had started he should have been up with the other executives of Council. He did a quick dash to the back of the room then walked down the side of the audience to his seat!

At the recent regional at Price, it was great to see new member, Tavia Rankin – Lochiel Hotel, come along and enjoy the day. She was impressed with the presentation and the information we provided and a little surprised at the number of issues that our industry is facing at present.

At the Strathalbyn races recently, in a race sponsored by Peter Hurley, the 'Hurleys Arkaba Hotel Handicap', the winner was "Haveanotherone" paying \$16.30 for a win. The second place getters name was Agarkar, so if you did happen to have another one this is possibly a way you would pronounce the hotel. The quinella paid a handsome dividend of \$58.60.

Had a couple of coldies at Peter and Matt Rogers' Goodwood Park Hotel a few Fridays back. What a great location for after work drinks especially in the outdoor area. It was packed. Isn't it smart that the local publican/s come out from behind the bar and mingle with the punters, even buying a beer now and then? Also congratulations to Matt being elected on Council for the West Coast region. I do have a good story about Peter's coffee making but I will keep that for another issue.

It was good to catch up with David Hissey at a recent regional. David was the manager at the Gambier Hotel but has now moved back to town managing the Hotel Victor.

I had a coffee with Tony Harnett at the Kingsford Hotel at Gawler recently, he told me they were lucky they didn't have a major fire in the hotel recently. The first instance was when an electrical fault on the dishwasher started to melt the plastic surround near the plug, it did start to flame, fortunately it was during the day and staff put it out immediately. The other instance is something all hotels should take notice off. One of the staff members was bringing back approximately 30 bundled together tea towels after being washed and dried at the laundromat. Just as the staff member was about to enter the hotel with the towels they started to smoke and then burst into flame. Tony said it was unbelievable and scary that it could happen so easily.

If you have a golf day, sports day or any special event or say fundraiser for the local club etc, let me know and I will try and promote it through my upcoming events. Please remember to give plenty of notice as these articles go to the printers two to three weeks before publication. Send to bsmith@ahasa.asn.au **HSA**



Matt and Peter Rogers.



David Hissey.

the Bottle-O[®]



Neighbourhood

JOIN US TODAY!

The Bottle-O Neighbourhood strives to offer independent liquor retailers a point of difference with exceptional products and service, making it unique from other identities and brands in the market place.

We are committed to putting our customers first through providing genuine value for money. Our stores are locally owned and provide a convenient, hassle free liquor retail experience.

Backed by Metcash Trading Ltd, The Bottle-O Neighbourhood members enjoy the benefits of being part of a national retail group.



*We look after our
local community!*

For more information about The Bottle-O Neighbourhood or how to join, contact:

IBA State Office • Sonia Holland • 08 8152 8704

A champion of the industry

When Peter O'Shaughnessy began in the hotel industry there was no Sunday trading, no pokies and definitely no Coles or Woolworths.

Since 1980, this mad keen Adelaide Crows and South Adelaide supporter has seen and been a part of some of the most wholesale changes in the industry's history.

The former AHA|SA and Sip'n Save board member was the leading face in the Manco deal, which was the program established as a joint venture by SAB and SAB tenants to facilitate the purchase of the South Australian Brewery's 100 plus hotels and bottle shops by the tenants in 1994.

The negotiations involved Peter making 15 trips to Melbourne in the space of three months to convince the then head of Lion Nathan Mike Smith, that the deal could work.

"With Mike convinced, it was a matter of getting a bank to also become involved," Peter said.

To facilitate this Peter took three guys from the bank around South Australia's hotels, visiting no less than 79 in three days.

"On day one I picked the three 'suits' up from the airport and took them all over Adelaide to many different hotels.

The following day they flew to Whyalla and were met at Bordertown two days later and then returned to Melbourne.

"That was enough to convince the three of them to enter into a \$100m commitment without a set-in-stone contract.

"The stories, the complications, dealing with changes in personal partnerships over the duration, getting the money to the bank and having everyone signed off, it literally came down to the last minute.

"And for a few seconds I had a cheque worth \$80m in my hand."

Peter is very proud of his involvement in the Manco deal and the impact and change it brought about for the South Australian hotel industry but one of Peter's other great passions is for the freshly cut rolling fairways.

Peter is a life member of the Victor Harbor Golf Club, The Southern Golf Group and the Liquor Industry Golf Club where he has been the secretary for 18 years.

"I have so many great memories on golf courses it is hard to nail one down, but if I had to it would be a trip to Chicago in 2001.

"There were 90 of us who travelled over, for the world hotels convention. Sixteen of us had some time to kill one day and of course we wanted to try and find a golf course to play, a local pointed us to a course that would only cost \$US35 to play including golf carts that was just out of the city.

"An hour and four \$US120 cab fares later we arrived at the course. The course was so difficult to play we ended up

losing almost all of our balls – having to play the last two holes with one ball between each of the groups.

"It was great fun and a great story but I probably wouldn't do it again!"

Peter has been involved in 15 different hotels across his journey, which began at the well-known St Leonards Inn (Lennies) and until recently at the Hotel Victor.

It is a family affair for the O'Shaughnessy blood-line with Peter's wife Elaine and daughter Helen having been involved from the beginning and son Kevin for 20 or so years in the family business.

"My wife has worked very hard as well and I couldn't have done anything without her. She has held everything together for us as a family and the customers think the world of her.

"Our daughter Helen has managed various hotels for us and now continues at the Hotel Victor, our son Kevin is continuing his University career with his postgraduate study."

Peter has thoroughly enjoyed his time in the industry and believes it is the personal touch of the South Australian market that makes it so successful.

"There are so many good people that run the industry both at the AHA and the people running their own hotels and driving the industry."

AHA|SA President Peter Hurley said many South Australian families should be thankful to the efforts of Peter.

"I served and spent much time with Peter during the negotiation of the Manco deal," Mr Hurley said.

"It was a very tedious and detailed negotiation. Peter played a pivotal role to the managing of the joint venture, a role that he undertook with diligence.

"He always had the 85 family's best interests at the forefront of negotiations and those families, including my own are indebted to him forever for that time.

"I wish him and Elaine the very best for a happy retirement."

For Peter, he will keep himself busy hosting golf and wine tours throughout the State.

The personable character wanted to thank a number of groups as he departs the industry.

"I want to thank everyone in the industry for their good wishes, all of my partners over the journey, in particular long-term partner Roy Temple and the Temple family and of course Elaine, Kevin and Christina, Helen and Simon and their families. **HSA**



Peter O'Shaughnessy.

“And for a few seconds I had a cheque worth \$80m in my hand.”



BEVERAGE BUYER

BRING AN AWARD WINNER TO YOUR TABLE

The Deen Vat Series continues to impress year after year. With it's multiple awards and countless great reviews, be sure to include the Deen Vat Series on your table.

Deen De Bortoli created his Vat Series with the idea of developing a range of delicious, full-flavoured wines at an affordable price. Deen personally selected the blends and chalked the numbers on the vats to identify them. The Vat Series includes traditional varietal wines and also wines made from interesting, newer varieties to Australia.

Visit debortoli.com.au for the latest awards and reviews.



debortoli.com.au

DEEN DE BORTOLI
— VAT SERIES —
bring something to the table

 DE BORTOLI WINES

Another Win for Craft Beer – McLaren Vale Beer Goes National

Mclaren Vale Beer Company has secured a national draught presence with its official launch into Queensland.

MV Beer's keg distribution across all states and territories has been achieved after recently gaining taps in the NT, WA and ACT on the back of its already growing presence in NSW, Victoria, South Australia and Tasmania.

Vale Ale (an Australian-style pale ale) and the crisp Vale Dry lager will officially launch in Queensland on 7 May at the Spotted Cow Hotel in Toowoomba – and MV Beer Head Brewer Jeff Wright will be on hand to discuss the brews and talk all things craft beer.

General Manager of the Spotted Cow, Phil Coorey, said Queensland needed quality beers such as Vale Ale to "serve as interesting yet accessible gateways into the craft beer market".

"Vale Ale can help excite patrons about quality flavour-driven beers beyond your average, traditionally quaffed fizz.

"The subtle difference between a few pale ales can be as fun to dissect as that of a Barossa or McLaren Vale shiraz."

Brisbane-based beer writer Matt Kirkegaard said Queenslanders were ready to embrace craft beer.

"If a country pub such as the Spotted Cow can make a national name for itself as a great beer venue and not only survive but prosper on the back of great beer, there's no reason why others can't."





GET SOME NEW CLEAN CRISP RUM 5 TIMES FILTERED



DRINK RESPONSIBLY

The BUNDABERG word, BEAR device and associated logos are trademarks. © Bundaberg Distilling Company PTY Ltd 2011.



NEW TALES, SAME ALES FOR JAMES SQUIRE



James Squire, one of Australia's leading craft brewers, has unveiled a vibrant new look for its range of six, well-loved, unique and flavoursome beers.

Each James Squire beer will have a new brand name and illustrative icon, aimed at revealing more about the man himself while helping beer lovers more easily identify each beer in the range. Reassuringly for beer lovers, there has been no change to any of the brews.

"We're extremely proud of our James Squire range – it has set the benchmark for Australian craft beers," James Squire Brand Director, Ralph Simpson said.

"However we found that while our drinkers remained loyal to James Squire, they often weren't sure which beer in the range they were drinking. The beer packaging just looked too similar, so we set about creating a new identity for each brew to help them stand out, while at the same time telling more of the history of the man, James Squire, a charming rogue and of course, Australia's first brewer."

The new names represent distinct chapters of James Squire's life. The names include:

Stow Away IPA

The Jack of Spades Porter

The Chancer Golden Ale

Nine Tales Amber Ale

Sundown Australian Lager

Four Wives Pilsener.

"We have a large fan base out there that loves James Squire, so we were conscious of remaining true to the original packaging. We think we've got the balance right – a touch of the old with a bolder, more distinctive look that's also fun and engaging."

Tony Jones, Chief Brewer at the Malt Shovel Brewery and home of James Squire, said while the packaging had changed, the beers remained the same.

"It's important our loyal drinkers know we haven't changed the brew. Our flavoursome beers are what set us apart – that and the unique history of James Squire and the Malt Shovel Brewery.

"We know our beers have unique flavours so it's very fitting that they now have their own unique label," Mr Jones said.

James Squire is one of the country's leading craft brands. Currently growth in the craft beer market ranks second only to the Premium segment.

More on James Squire - a whole new story to tell...

Chapter One – Stow Away IPA

Back in the day, India Pale Ales were brewed with higher alcohol and extra hops to survive long sea journeys from London to colonial India. James Squire had his own method of surviving this arduous voyage to Australia on the First Fleet. He smuggled himself onto the 'Women's Ship' and by all reports the rest of his journey was quite nice, thank you.

Chapter 2 – Jack of Spades Porter

Back when rum was the unofficial currency, it took a real gambler to bet his future on brewing. But James Squire was never one to shy away from a challenge, quickly building a fortune from his brewery and tavern – though it could be suggested serving beer to Australians was something of a sure thing.

Chapter 3 – The Chancer Golden Ale

Never one to let a ball and chain hold him back, ex-convict James Squire seized every opportunity his emancipation offered. His unique blend of charm, skill and luck ultimately rewarded him with an enviable fortune as Australia's first brewer. But was he really happy? A brewery, money and freedom – what do you think?

Chapter 4 – Nine Tales Amber Ale

Every man's life tells a story, but James Squire's would have filled a library. From a chicken thief and convict, he later found success as the Governor's bodyguard, a publican, baker, butcher, moneylender and ironically, a local constable. But his greatest chapter was in brewing... which worked out nicely for the rest of us!

Chapter 5 – Sun Down Australian Lager

James Squire was a chicken-stealing, highway-robbing, convict lothario before he went straight and became our first brewer. As the sun went down each day, people would flock to James' tavern for a refreshing beer and to hear the stories of his life... many of which were actually true.

Chapter 6 – Four Wives Pilsener

James Squire loved adventure and brewing fine beers, but even more than that he loved women, having a wife and three mistresses throughout his life. He left all of them something in his will, but thankfully we got the beer.

DIAGEO, SCHWEPPE'S IN PRE-MIX PARTNERSHIP

Diageo Australia has partnered with Schweppes to launch a pre-mix range that combines Smirnoff vodka and Gordon's gin with Soda Water and Indian Tonic Water.

The RTD combinations in the range are: Smirnoff vodka and Indian Tonic Water; Smirnoff vodka, Lime and Soda Water; Gordon's gin and Indian Tonic Water; and Gordon's gin and Diet Indian Tonic Water.

A spokesperson for Diageo said the new product was a stylish alternative to beer or wine when consumed before a meal and targeted at consumers over 30.

The pre-mix 275ml glass bottle will be familiar to regular Schweppes as it mirrors the trademark bottle shape.

The new range aims to deliver higher margins for retailers by increasing shopper basket size at point of purchase and in turn driving category growth.

Diageo Australia will support the new pre-mix range with in-store sampling and merchandising.

The spirits giant recently launched two new flavours in its Smirnoff Signature Serves range of pre-mixed cocktails - Smirnoff and Cloudy Apple juice and Gordon's gin and Ocean Spray Ruby Red Grapefruit.

HAHN WHITE GETS BIGGER

Hahn has released its new brew, Hahn White, in a 735ml wine shaped bottle it says is designed for sharing.

Hahn White is a Belgian-style wheat beer, or 'white' beer, that is subtly spiced with essences of orange and coriander.

Brewed with a lower percentage of wheat than traditional white beers, Hahn White has an accessible and refreshing taste, brewed specifically for the Australian palate and climate.

Hahn White is lower in alcohol than other full-strength beers and is low in carbohydrates and sugar.

Lion Nathan marketing director Matt Tapper said that men and women who socialise together are increasingly looking for food and drinks they can share.

"The 735ml format of Hahn White makes it easier for friends to share a glass when they're having drinks at the local, or when they're sitting down to dinner in the evening," he said.

"It's great on its own but for those who want to give the beer a sensory lift, serve it with a slice of orange. The serving style is called the 'Carousel Ritual' because cutting an orange this way is referred to as the 'Carousel Cut.'"

SHAKEN OR STIRRED? EXPERIENCE AND LEARN THE ‘ART OF COCKTAIL CREATION’

Everybody loves sipping on a fabulous cocktail and now you can learn how to mix, shake and make your all time favourites at Stamford Plaza Adelaide’s exciting new concept ‘Cascades Cocktail Academy’.

Held in Stamford’s Private Lounge, will be a two hour workshop led by our internationally award winning mixologist through the ‘art of cocktail creation’ including correct techniques, flaring and garnishing. Who knew a green apple could look that great perched on your martini glass!

As part of your experience, you will also step behind the bar to put the skills you have just learnt into practice.

So what divine concoctions will you create? Each group will get to choose four drinks of their choice from a list of 18 fabulous cocktails, from the ‘Classics’ to the ‘Connoisseur’.

Impress all your friends as you show off your cocktail making prowess with the perfect Mojito, Martini or Cosmo – or for the more adventurous a Warm Fuzzy Feeling with infused whiskey, amaretto, kahlua, nutmeg and cream. Delish!

Cascades Cocktail Academy is totally interactive, entertaining and fun.

Best of all, Stamford Plaza Adelaide can personalise the experience to suit your groups’ needs. Held in a Private Bar, they can be flexible with dates and times to suit your group (minimum group size is six people).

As part of the two hour experience guests will receive the four cocktails of their choice to make and drink, Cascades Signature Cocktail the “Red Knight”, delicious canapés to nibble on and a gift to take home.

Let the pouring begin!

Further details and bookings | Phone Renee Braakhuis:
08 8461 0849





WHAT IS THE THIRD HALF?

It's the time after the game when amateur sports teams get together to bond over a beer.

BECOME A THIRD HALF VENUE

We all know sports teams can be great for business. How would you like your pub to be the post-match venue of choice for amateur sports teams in your local area?

- Sign your venue up to be an official Hahn Super Dry Third Half venue at www.thirdhalf.com.au
- Enjoy the benefit of increased foot traffic as local sports teams 'check in' to your venue to earn points for their club
- All you need to do is register your venue online and stock Hahn Super Dry on tap - that's it
- If you don't have Hahn Super Dry on tap - just contact your local Lion Nathan sales rep

**FOR FULL DETAILS AND TO SIGN UP,
GO TO www.thethirdhalf.com.au**



This promotion is not sponsored, endorsed, or administered through, or conducted in association with, Facebook.

facebook

New MD for SA Tourism Commission

David O'Loughlin is a born and bred South Australian and has returned home after 15 years away to market what he loves best – South Australia. As the South Australian Tourism Commission's new Marketing Director, David brings a wealth of experience having worked in the UK, Canada, US and most recently in Sydney for Saatchi & Saatchi, a high end advertising company.

"I had a slow but sure realisation that SA was the best place to be and when my ideal job came up at the SATC, I took the opportunity to bring my family home," David said.

"My time away from SA has left me with a great understanding of how people both interstate and overseas view SA. This 'outside-in' perspective will give me good insight when planning campaigns that encourage people to visit, stay longer and spend more.

"I'm one of many South Australians returning home and I think more people are becoming aware of just how lucky

we are to live in the best State in Australia. It's a privilege to be marketing such a good product.

"With more than 600 hotels across the State, visitors have plenty of choice when it comes to bedding down for the night. And when the hotel is an experience in itself, such as those that offer underground accommodation, rustic or high end experiences, there's a lot that can appeal to potential visitors.

"I'm looking forward to working with the Australian Hotels Association in SA to market just part of what makes this State great to visit. In the meantime, I'm busy working on campaigns that will not only encourage interstate and international visitors, but also encourage South Australians to get out and explore their own backyard."



KELLERMEISTER Sauvignon Blanc

Producer: Kellermeister.

Vintage: 2010.

Variety: Sauvignon Blanc.

Palate: A lively Sauvignon Blanc with hints of mint and snow peas, the palate is fresh and light with great length and balanced with a crisp natural acidity.

Vineyard Locality: Located in the picturesque Hoffnungsthal Valley – This Sauvignon Blanc vineyard was planted in 1978, making it one of the oldest plantings of its type in the Barossa.

Winemaking: Kept on skins for 24 hours before being pressed, clarified and cold fermented with flavour enhancing yeast.

Alcohol & Standard Drinks per Label: 12.5% / 7.4 SD

Colour: Pale straw with a green tinge.

Bouquet: Beautiful herbaceous characters with hints of guava, kiwi, rocket lettuce and pepper.

Cellaring: Drink now.

Suggested Foods: Enjoy with fresh shellfish, gazpacho soup or spicy Asian salads.

Awards / Comments: The Adelaide Review Hot 100 wines 2010 - 8th place.

JACOB'S CREEK™

Reserve

NEW

Jacob's Creek presents the **NEW** regionally appellationed Jacob's Creek Reserve range.

By returning to our roots we are delivering a new range of quality wines that are characterised by their regions. These are the regions that made Jacob's Creek famous.

The Barossa

Adelaide Hills

Coonawarra



Jacob's Creek Reserve
Barossa Riesling

Jacob's Creek Reserve
Barossa Shiraz

Jacob's Creek Reserve
Coonawarra Cabernet
Sauvignon

Jacob's Creek Reserve
Adelaide Hills
Chardonnay

Jacob's Creek Reserve
Adelaide Hills
Pinot Noir

Jacob's Creek Reserve
Adelaide Hills
Sauvignon Blanc

For more information please contact your Pernod Ricard Australia representative or call customer service on 1300 363 153.

JACOB'S CREEK™
True Character



Tony Harnett
of the
Kingsford Hotel

Publican's Pearlers

How long have you been in the industry?
11 years.

How many pubs have you worked at, ran or owned?

The Kingsford Hotel in Gawler and the Risdon Hotel at Port Pirie.

Why did you become a publican?

My dad Gil presented me with a business opportunity I could not refuse. 11 years later I'm pleased I made the right decision.

If you weren't a publican what else would you be doing?

I was involved in the service station business before the pubs and I was certainly ready for a change. I like to think I would have found another business opportunity. The funeral business may have appealed. Minimal inventories, easy stockcounts.

Besides your hotel, which other hotel do you admire and why?

The Kingsford Hotel "Crows bus" stops at Peter Brien's Alberton Hotel on route to AAMI Stadium. Peter presents a mind boggling menu with far too much variety for that mob down the port.

What do you think are the elements that make up a good pub?

Good pubs find ways to entertain and involve their patrons. They also develop good staff who can affect the experience customers have at the pub.

What advice would you give to someone who wanted to begin a career in the hospitality industry/or run their own pub?

Ask people you trust if you have a personality that suits. You need to like people, be prepared to get involved with them and be very patient.

"When I retire from being a publican, I will..."

Start fishing from Port Pirie, regulations permitting.

Do you have a nickname?

Not one that I will answer to.

Which is your favourite sporting team and who is your favourite sporting person?

I'm a determined Crow who owes a debt of gratitude to Darren Jarman.

What is your favourite holiday spot?

Noosa Heads Surf Life Saving Club.

If you could sit down to dinner with three people, who would they be?

Kevin Foley, Anne Wills and Dennis Liddy from the Royal Hotel at Moonta. I'm sure together, these people would ultimately agree on the meaning of life.

What is your favourite food?

Spaghetti Marinara with anchovies and olives.

What is the strangest drink a customer has ordered from you?

A schooner of stout with raspberry cordial. How could you?

Cruise your World

13 nights from only \$2,717*



Phil Hoffmann Travel Hosted Cruises are designed for a seamless cruising experience where we take care of the details so you can take care of the fun, with the benefit of added inclusions. Pre departure meet & mingle, transfers, Return airfares from Adelaide, Phil Hoffmann Travel Host, Exclusive Onboard Credit & much more!



New Zealand Christmas Cruise

13 nights • Dawn Princess

Phil Hoffmann Travel Host² Frank Fioravanti

Cruise round trip from Melbourne 14 December 2011 - D119

Per Person Twin Share*	Interior from*	Ocean View from*	Balcony from*
PHT Fare	\$2,717	\$3,317	\$3,817

BONUS \$250

Onboard Credit per cabin¹



Oriental Adventure

21 nights • Sun Princess

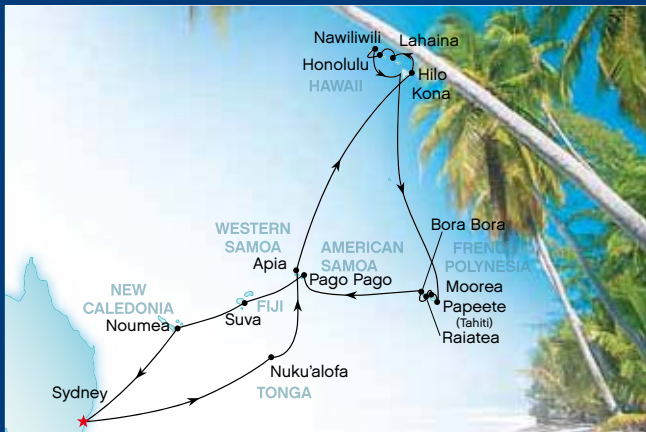
Exclusive Phil Hoffmann Travel Host² Neville Brown

Cruise from Fremantle 16 August 2011 - S113

Per Person Twin Share*	Interior from*	Ocean View from*	Balcony from*
PHT Fare	\$3,637	\$4,637	\$5,336

BONUS \$300

Onboard Credit per cabin¹



Hawaii and Tahiti

35 nights • Dawn Princess

Exclusive Phil Hoffmann Travel Host²

Cruise round trip from Sydney 13 April 2012 - D209

Per Person Twin Share*	Interior from*	Ocean View from*	Balcony from*
PHT Fare	\$6,301	\$7,851	\$9,771

BONUS \$400

Onboard Credit per cabin¹



Plus 104 Night Round World Cruise 2012 from \$20,999* • Brochure out now

Glenelg	Adelaide API	Norwood	Semaphore	Stirling	Unley	Victor Harbor
Cnr Jetty & Brighton Rd 08 8350 5700	12 Pirie St 08 8113 8700	89 The Parade 08 8366 5600	3/13 Semaphore Rd 08 8449 7333	15/51 Mt Barker Rd 08 8131 4400	121 Unley Rd 08 8272 2166	158 Hindmarsh Rd 08 8551 3000

making travel easy – instore phone online www.pht.com.au

*Fares are fly/cruise, per person in AUD, in complete twin accommodation, based on lead interior, Oceanview and Balcony stateroom categories at time of printing & inclusive of all taxes and government fees (which are subject to change). Some oceanview staterooms may have obstructed views. Visa's may be required. Princess Cruises will advise approximately 75 days prior to departure. 1 On board credit is based on a twin share cabin, determined by the bonus package selected, is non-refundable and non-redeemable for cash. Single occupancy cabins receive 50% of the on board credit as noted above. 2 Phil Hoffmann Travel host and meet and mingle subject to minimum numbers. Cruise will proceed without host if minimum numbers not met. 3 Return home transfer to the value of \$80 return per car, based on two people in a 4 seat sedan. Transfers available on day of embarkation & disembarkation only. Flights are based ex Adelaide departures. Airline & Routings used are at the discretion of Princess Cruises. Supplements apply for other stateroom categories. Princess Cruises has limited staterooms which are available at these discounted fares. Fares may be varied or withdrawn at any time. Booking Conditions and Phil Hoffmann Travel Schedule of Professionalism applies. E&OE - TTA 6181-5

RAVO'S BUSH TELEGRAPH



By Ian Ravenscroft



FUN DAY AT THE RACES

The Coopers Publicans Race Day at the Balaklava Race Track on Wednesday, 18 May was another successful and enjoyable day for all who attended. Some 600 guests enjoyed a top quality luncheon washed down with some quality Coopers beers and Jacobs Creek wines.

A nice blend of metropolitan and country people contributed to the atmosphere of the day. Robert "Dipper" Dipierdomenico was the celebrity for the day – he sure enjoys a day at the races!

The Coopers brewery staff and guests were ferried from the Sussex Hotel in the Coopers Pale Ale bus. Coopers' Brett Felice commented "it was a great training day" for the famous Balaklava Cup Day, which is fast approaching on Wednesday, 31 August. Many 'star' performers were there including Brenton Burge, Steve Abbott, Jack Ferrett, Richard Green and Darren Paech from the Lakes Resort to name a few. Greg Sanders (Birmie Sanders – Hotel Brokers) was there following his recent major hip operation and was noticed slipping into some red "medicine" and talking about his upcoming (recuperation) weekend of football in Melbourne – I think prescribed by his Doctor!

VALE GARNETT LIEBICH

While the detailed race days will always be popular with the hospitality industry, we were all saddened by the recent passing of Garnett (Gus the Rogue) Liebich.

Gus goes way back to the Rovalley Wine days when the business was owned by Mick, Darkie and Lofty Liebich, the latter being Gus' father. In that era Rovalley Wines was well-known for its port wine and I believe started sparkling Charmane. Young Garnett when he left school at 17 years of age, would sell the various wine products from the back

of a truck to all parts of the state – offering tastings along the way. While reflecting on this, it rekindled thoughts of the Mintaro live hare coursing days of years gone by.

What days they were – freezing cold, huddled around log fires in the Clare hills, fog coming out of everyone's mouths as they spoke, enjoying a chop picnic (now called a BBQ), cursing the judge for his contentious decisions after each

course, while admiring the strength of the greyhound dogs with their predominantly visual rib cage on display as they pursued the hare. I swear, with a stick you could play a tune on their rib cage like a xylophone. Many of us would dearly love to be able to see similar ribs on our naked bodies in the mirror as we prune ourselves after we have our daily showers wouldn't we?

The Liebich's including Gus would always be at these days with the popular Rovalley rich port to warm us all up. In fact the port was warmed to assist and was renamed "glue wine", as often at the conclusion of the day your lips would be glued together!

Geese these were good days and those who went thoroughly enjoyed them.

I know many in our industry will join with me in extending our deepest sympathy to Garnett's family.

OLD TEAM MATES TEAM UP AGAIN

Bryan Mason (State Manager of SA Liquor Distributors) and Doug Hall Chief Executive of the Balaklava Race Club have joined forces again after 40 years. The RBT has been informed they both attended Urrbrae College and played football together in that era and now Bryan's company is supplying product to the popular northern club.

Incidentally Bryan's son Henry is a talented footballer making his debut in the West Adelaide League team in Round 3 of SANFL competition. He stood Crows forward Taylor Walker in the last quarter against Norwood, holding him to one goal after the siren, although Walker did finish with seven goals for the match. We will watch his career with interest. **HSA**

NEW



Whiz Bang

BAROSSA SHIRAZ

Hailing from the world renowned Barossa Valley in South Australia, a region reknowned for producing some of Australia's best Shiraz grapes, the fruit for Whiz Bang is meticulously sourced from some of the Barossa's best vineyards. Competitively priced it is sure to go off with a bang and with its distinctive packaging will be a standout on the shelf and in floor displays.

POS AVAILABLE:



Tent Card

Shelf Wobblers

Consumer Poster

T-Shirt Back

T-Shirt Front

Media Activity	June	July	Aug	Sep	Oct	Nov	Dec
Media Launch							
Trade Events							
Press Advertising*							
Consumer Promotions							
Website Launch							
Trade Support							

*Press advertising based on opportunities presented during the period.

FUN NAME – SERIOUS WINE

Please contact your Angove Family Winemakers Rep for sales information.

www.whizbangwine.com



Managing Employee Performance: The Principles of Procedural Fairness Reinforced

Employers have the responsibility to train and develop their employees' skills and ability to perform the duties that they have been employed to undertake. In conjunction with this responsibility is the right to advise, counsel, warn and ultimately to terminate unsuitable or dishonest staff. Throughout the process of implementing this responsibility and right it is essential that procedural fairness is followed in order to ensure that the employer can successfully defend any subsequent claim made by the employee. All employees, whether full time, part time or casual, have the same entitlement to procedural fairness, subject to relevant legislative provisions. This entitlement is specifically prescribed in the Fair Work Act 2009 (Cth) which covers all private sector employers.

Issues relating to poor performance by an employee should be dealt with by following a number of key steps. Before disciplining the employee over poor performance, it is important to ensure that the employee has been provided with adequate training and assistance to help them meet the standards expected by the employer. This includes providing the employee with a job description which clearly outlines what their key duties are and subsequent induction and training to ensure that they understand and have the skills to undertake their responsibilities. When all informal avenues of resolution have been exhausted (ie. discussions/counselling) employers should then begin the formal warnings process.

When an incident occurs, it is important that the employer takes action as soon as they become aware of the incident/non-performance as a lack of action can be viewed as condoning the behaviour/performance as acceptable and limit the options available to the employer. Where the incident is serious and may warrant dismissal, the employer should suspend the employee on full pay before they commence an investigation into the incident. This enables the employer to conduct the investigation without the interference of the employee and prevents further incidents from occurring. Suspension without pay (ie. taking the employee off the roster until the matter is resolved) could be viewed as a dismissal.



It is considered inappropriate for an employer to allow an employee to continue to perform his or her duties while an investigation is occurring if the allegations are potentially serious, and then to terminate the employee's employment following the conclusion of the investigation.

The formal warnings process involves providing up to three written warnings to the employee about their behaviour or poor performance. The number of warnings that are to be provided to the employee is dependent on a number of factors including the seriousness of the issue, the number of years of service the employee has with the employer, the previous history of the employee and any extenuating circumstances.

On certain occasions, the conduct of the employee may be so inappropriate that instant dismissal is the correct action to be taken. Instant dismissal is dismissal without any notice or prior warnings and occurs only when the behaviour of the employee is both 'serious' and 'wilful' (ie. the employee purposely chose to behave in an inappropriate manner). Examples of circumstances where instant dismissal is appropriate include but are not limited to, stealing, violent behaviour or drinking or smoking on duty.

Before the decision is made to warn or terminate an employee, the employer must undertake a formal investigation into the incident. As part of the investigation

the employer should speak to any witnesses to the event (and document their statements in writing), look at any available video footage, check till and banking records (if relevant) and collect any other relevant information. It is important for employers to remember that reasonable evidence needs to be available to substantiate the allegation before disciplinary action or termination can safely occur.

Once the investigation has been completed, a meeting should be held between the employer and the employee. The employee should be given reasonable warning about when the meeting will take place, informed that they are entitled to bring a witness or representative to the meeting and advised of the potential outcome of the meeting ie. no further action, a warning or dismissal. The employer is also strongly encouraged to bring a witness to the meeting. At the meeting the employer should outline the allegation(s) to the employee and give the employee the opportunity to view any evidence that the employer is relying upon eg. CCTV footage, statements from staff, till records. The employee should then be given a reasonable opportunity to respond, which may take place at the meeting, later that day or on the following day.

After the employee has responded, the employer must then assess the merit of the response provided by the employee and make a decision about what, if any, disciplinary action they choose to take. It is important that the employer does not behave in a manner that could be viewed that the employer had already determined the course of action they wanted to take before the end of the meeting. If the decision is made to discipline or terminate the employee, this should be outlined to the employee and provided in writing either after the meeting or at a later date (preferably no later than a day after). Any correspondence sent to the employee in the post should be sent by registered mail or courier. A copy of the warning or termination letter should also be placed in the employees file, along with any notes taken as part of the meeting.

The principles of procedural fairness have been reinforced in a recent decision by Fair Work Australia relating to an unfair dismissal claim made against a South Australian hotel. Whilst the hotel had a valid reason to terminate the employee, they failed to follow the principles of procedural fairness and, as a result, were required to

pay compensation to the employee. For more information, see Newsletter No. 43 – May 2011.

If a terminated employee makes a claim against the employer, members are strongly encouraged to contact the HR/IR Team at the AHA|SA immediately for assistance. In order to further members understanding of procedural fairness, a training program on this issue is being finalised to be conducted by the AHA|SA. Expressions of interest can be made to Sarah Legoe at slegoe@ahasa.asn.au

HSA

“The formal warnings process involves providing up to three written warnings to the employee about their behaviour or poor performance.”

SIX PACK OF STEPS

- Step 1:** The employee is made aware of the allegations(s) and, depending on the seriousness of the incident/allegations(s), may be suspended on full pay while an investigation is conducted.
- Step 2:** A meeting is held between the employer and the employee, with both parties given the opportunity to bring a witness and/or representative.
- Step 3:** The employer outlines the allegation(s) to the employee, identifying the gap between the required standard of performance/behaviour and the actual performance/behaviour.
- Step 4:** The employee is given a reasonable opportunity to respond to the allegations.
- Step 5:** Following an assessment of the employee’s response, a decision is made by the employer about what, if any, disciplinary action will occur.
- Step 6:** The employee is provided with written confirmation of the decision and the reasons for the decision. The suspension ceases at this point and the employee either returns to work or is terminated.

Industry Stalwarts Awarded Life Membership



*140 councillors, sponsors,
staff and industry friends
gathered at the National
Wine centre on Monday
6 June, for the AHA | SA State
Council Dinner.*

*Although the night provided
an opportunity for good
friends and industry
colleagues to meet and
socialise, the highlight of the
evening was the awarding
of Life Membership to three
AHA | SA Members; Peter
Brien, Greg Fahey and Rick
Lovell. Congratulations to
Peter, Greg and Rick for
their achievements.*

GREG FAHEY

Greg Fahey comes from Hotel Royalty. As a new born Greg was transported to the upstairs of the Gladstone Hotel by his Mum and Dad. His Mum – Ida and Dad - Alby (Albert) and uncles and cousins were heavily involved in hotels. In fact we understand that a young Greg Fahey at just 17 joined his Mother to help run the family pub at Spalding when his father died in May 1965. Greg then worked for many pubs including the Taminga and the Kooringa in Burra, the Belalie in Jamestown.

Greg married his wife Judy in 1971 and they started their Hotel journey as a couple and business partners at the Peterborough Hotel in 1971, which they operated for 10 years producing the Fahey clan of Jason, Naomi and Trent.

They then had a year off living at Pt. Broughton where Greg spend his time fishing and a doing some bar work at the local hotel then to the Settlers from 1982, a stint in the Earl of Leicester 90-93 and while he wasn't necessarily the licensee (i.e. name over the door), they owned or partnered other pubs that have include or included:

- Paradise from 1986
- Hampstead in 2001
- Bridgeway with the Jones Group from 1987
- Lakes Resort in 1995
- Maid and Magpie in 2005
- General Havelock from 2003
- Exeter in Rundle Street
- The Pastoral at Port Augusta with Judy's sister Marilyn and her husband Chris in 2011
- And subject to process, the Crown and Anchor in Grenfell Street
- And the Gapview Hotel in Alice Springs.

Greg joined the AHA Council in 1989 joining the Executive Committee soon after, was Vice President from 1997 to 2001 retiring from Council in 2005

Greg served on the Board of the Independent Gaming Corporation and the National Board of the AHA.

Greg has also been an active participant and exercised a leadership role in the various liquor marketing cooperative groups established in South Australia.

Greg also made a significant contribution to the process that saw the transfer of the ownership of SA Brewery Hotels assets to their tenants.

As mentioned Greg and Judy have produced Jason, Naomi and Trent, with both Jason and Trent currently serving on the AHA council.



L-R: Greg Fahey, Rick Lovell and Peter L. Brien.

PETER L. BRIEN

The Brien family has operated the Alberton ever since Peter Augustine and Kathleen Marmion Brien came to it on 26 August 1940. The current Peter Brien with wife Kay became the licensee on 11 September 1987.

The family have been big participants in the AHA. Peter Senior was elected to State Council in 1957 and joined the Executive in 1969, retiring from Council in 1985. Peter Senior was a recipient of Life Membership of the AHA.

Peter Lawrence Brien joined AHA|SA Council in 1985, taking up the Port Adelaide seat. He joined the Executive Committee in 1988 and has held the role of Vice President and Deputy Vice President for over a decade until 2010. His 26 years on Council has seen more significant change to the business environment than the previous 150 years.

He remains current Chairman of the Industry's Sip & Save marketing group, the industry liquor marketing cooperative that has ensured Hotels can compete in the packaged Liquor market and has served on that committee for close to three decades. He and Kay and the key staff at the Alberton maintain a venue that exudes tradition, community, support and strong social values.

Peter Brien has been a stalwart for the Industry, a source of common sense advice and pragmatism and a living example of the importance of families and a community culture that has served Australia so well.

RICK LOVELL

Rick Lovell has been Secretary/Treasurer of the AHA|SA since 1992 and to the great comfort of everyone, remains so today. He joined AHA|SA Council in 1991 replacing long term Treasurer Jack Hoban, and this year delivered his 20th financial report at the Annual General Meeting.

Rick is a qualified Chartered Accountant and a publican, and has also been recognised as a Fellow of the Institute of Chartered Accountants since 1998.

In 1983, he purchased an interest in the Hotel Enfield with his Father Brain – his first foray into hotel ownership. Rick subsequently purchased the Gepps Cross Hotel in 1991 before moving to purchase the Marryatville Hotel, which he acquired in 1993.

Rick is the Director – Hospitality Division of chartered accountancy firm Jaquillard Minns, where his role includes providing tax, accounting and business services to hotel clients.

He is also a director of SA Liquor Distributors and is a past delegate to the National Board of the AHA.

He is a former Director of HostPlus, the national industry superannuation scheme.

His service as Secretary Treasurer of AHA|SA is unmatched, and it's a vital task to ensure the State Council and General Membership can feel totally comfortable that their funds are being applied appropriately and managed judiciously. **HSA**

Sponsor Spotlight

Robert Priest

Coca-Cola Amatil's Region
Manager for SA/NT/WA,
Sales – Licensed



When did you join your current employer?

I joined CCA in April 2011.

Tell us a bit about the company:

An ASX Top 50 listed company, Coca-Cola Amatil (CCA) is one of Australia's largest premium branded beverage and food companies and one of the world's top five Coca-Cola bottlers. CCA operates its non-alcoholic and alcoholic beverages businesses in Australia and New Zealand, and its non-alcoholic beverage businesses in Indonesia, Papua New Guinea and Fiji. CCA owns Australia's largest premium packaged fruit and vegetable company, SPC Ardmona.

CCA's major non-alcoholic beverage brands in Australia include Coca-Cola, Coca-Cola Zero, diet Coke, Sprite, Fanta and Lift, Powerade, Pump, Mount Franklin, Kirks, Glaceau vitaminwater, Mother energy drink, Goulburn Valley fruit juice and flavoured milk, Deep Spring and Grinders coffee.

CCA operates a joint venture, called Pacific Beverages, with global brewer SABMiller, and in 2010 built the \$120 million Bluetongue Brewery in NSW, which produces packaged and draught premium beers including Peroni, Grolsch and Bluetongue Premium Lager. CCA also manufactures Australia's biggest-selling RTD, Jim Beam and Cola, and distributes and sells the Beam portfolio of premium spirits, including Jim Beam, Canadian Club and The Macallan whiskys and Russian Standard Vodka.

What are your key responsibilities?

I am responsible for leading the Licensed Sales and Marketing teams for SA, NT and WA.

How do you occupy your time outside of work?

Most of my time is spent with my family, following football (Norwood, Geelong and Broadview), gardening and running.

What is something that most wouldn't know about you?

Last year I ran the Oxfam 100km endurance race in Sydney and backed it up with the Sydney marathon four weeks later – my form of a mid-life crisis! I would like to thank the licensed trade in South Australia, including many of our customers, who sponsored the Oxfam event. Our team raised more than \$23,000, which was a great effort – so thank you all once again for your support.

Where is your favourite holiday destination?

Hawaii.

If you could ask any three people in the world around for dinner who would they be and why?

- My wife: because it's a rarity that we sit down and have dinner at the same time without chasing after our two beautiful girls.
- Steve Waugh: he has always been one of my favourite people – great cricketer, great leader and seems like a great bloke as well.
- Ray Kroc: who founded McDonalds at the ripe age of 55 after being a door to door vacuum sales person all his life!

The ideal kitchen

An ideal kitchen is the soul of the restaurant business. It is widely observed that kitchen planning is a rarity and a scientific plan of the area to facilitate smooth flow is hard to come by. Following are some of the elements that define the essentials of an institutional kitchen:



Drainage system: With heavy flow of wastewater, oil, food, grease and peel, the drainage system is susceptible to clogging. A good drainage system of pipes and outlets with traps is a must to ensure regular and uninterrupted cleaning.

Covered drains: The waste flow removal should be a hygienic affair. All sorts of bacteria and pests develop rapidly in the drains. Covered drains eliminate the risk of pollution and bad hygiene.

Water supply: No kitchen can run without a regular and ample supply of water – both for cooking and cleaning purposes. Hot and cold water are needed. There should be equipment that helps prevent water wastage, as the cost of wasted water can be prohibitive in the long run. Besides, the quality of water should also be ensured by all means.

Lighting: This aspect is often neglected. Correct lighting ensures more focused light on food preparation areas as the colour and appearance of food, even as it is being cooked, reveals a lot to the chef. The kitchen needs more light than an office. Poor or uneven lighting can result in mistakes that can only prove costly.

Exhaust and ventilation: The adage 'More perspiration than inspiration' rings true, here, as everywhere else. A stuffy kitchen not only spoils the attention span and mood of the chefs and their assistants, but also ultimately results in damaging kitchen equipment.

Needless to add, chefs will not be able to add anything positive to their work in a stuffy atmosphere. Air-conditioning in the kitchen goes a long way in elevating the atmosphere and productivity.

Right surfaces: Kitchens need constant cleaning. The surfaces of floors, walls and ceilings should therefore be easy to maintain.

Space planning & equipment: No amount of space can be enough if proper planning is not implemented. Kitchen design consultants can assist in planning the kitchen space. Also, the use of right equipment can make working easier. Utensils should preferably be of stainless steel with no crevices to make cleaning easy.

Fire safety: There are always hazards of fire in any kitchen. Safety and fire fighting systems need to be in place to tackle small fires. And space allocation should be done in such a manner that no activity or operation hinders fire safety tasks and extinguishing operations. Fire exits also need to be planned.



FOOD, BEVERAGE & HOSPITALITY EQUIPMENT

Superior Performance and Life

- Refrigeration systems
- Commercial kitchens
- Catering equipment
- Warewashing
- Custom refrigerated cabinets
- Presentation counters
- Coolrooms/freezers

Showroom
Demo
Kitchen





RODGER POWELL APPOINTED AS MD OF TOURISM ACCOMMODATION AUSTRALIA

Tourism Accommodation Australia, the newly established Accommodation and Tourism advocacy group, formed as a direct result of member feedback, was announced by AHA National CEO Des Crowe in February this year and has now announced the appointment of its new National Managing Director – Rodger Powell.

“Rodger is highly regarded across the Australian Accommodation and Tourism sectors and brings a diversity of industry experience which will greatly enhance the ability of the organisation to service its members and the industry,” Mr Crowe said.

Mr Powell brings a wealth of industry experience to the role.

“I have worked in leadership roles across the accommodation sector on four continents with major global and national Brands such as Hilton, Bally, Southern Pacific Hotel Corporation (now Intercontinental Hotel Group), Lion Nathan, Best Western and BIG4 Holiday Parks,” Mr Powell said.

“I started as a management trainee and have worked in virtually every role in and around the hotel. My early career was in food and beverage and I still have a passion for cooking and for wine. I then moved to Rooms Division which I enjoyed even more and which led to a period spent in Hotel technology systems – an area that I still have a keen interest in today.

“While working in New Zealand I managed a Hotel with only 11 rooms and my first General Managers role was of a 55 room Hotel in North Queensland when I was 23. Since then I have been in a number of hotels from 300 to

600 rooms and also spent some time in Nevada where our company had a 2500 room casino hotel.

“I have enjoyed working at every level from 3 star to 5 star and have been privileged to work in a variety of senior roles in Australia, New Zealand, Indonesia, Hong Kong, China, Thailand, Singapore, Canada, the USA and the United Kingdom.

“I worked extensively in the Tourism industry and destination marketing areas and held leadership, consulting or board roles with TTF Australia, Business Events Sydney, Tourism NSW, Tourism Whitsundays, QLD Regional Tourism Associations, Brand Sydney, University of NSW and others.

“I have a good understanding of the network of industry people and businesses and the various advocacy organisations around the country as well as the local, regional, state and federal bodies. I also have a solid grasp of membership associations and advocacy groups”

Mr Powell lives in Sydney and is married with two teenagers. He enjoys entertaining at home, supporting junior sport (baseball, rugby, hockey, basketball),

“I started as a management trainee and have worked in virtually every role in and around the hotel.”

trekking, skiing, sailing “and looking for balls on the golf course”.

“I am delighted to have this opportunity to lead Tourism Accommodation Australia from its genesis in the AHA and a hundred year history of serving the industry and to working with members to deliver better Tourism and Accommodation outcomes for Australia.”

GM's REPORT

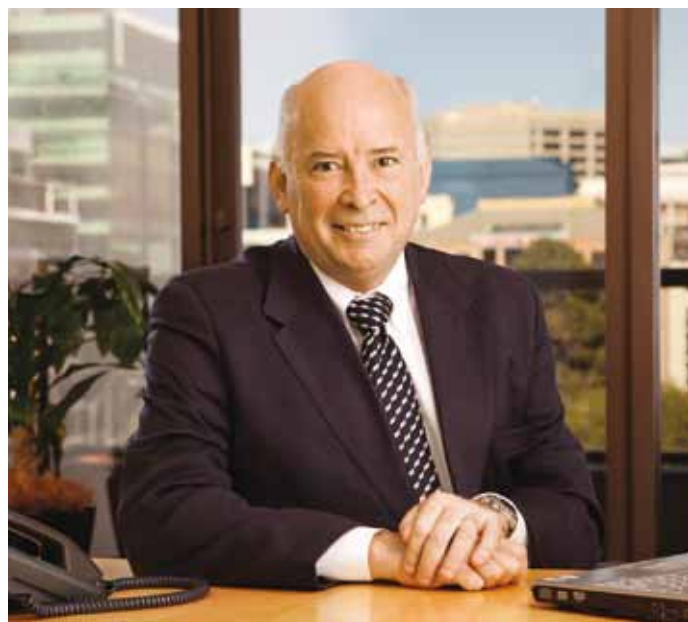
Smoking back on agenda

By Ian Horne, AHA|SA General Manager

The State Government is keen to see a further reduction in the availability of smoking areas in hotels and hospitality businesses.

The State Health Minister has expressed a desire to see all outdoor areas where food and/or liquor is consumed to be totally smoke free by January 2016 but has stopped short of legislating or regulating.

The AHA is opposed to mandatory imposts that make the venue owner not only accountable for the personal practices of customers but also subject to infringement notices for the same. We would maintain that there are more than adequate no smoking dining and drinking areas available (like the entire indoors of every hotel, club and restaurant) and that the industry itself has done an outstanding job at accommodating non-smokers since the total indoor bans of November 2007.



However, consistent with our argument is that we do support and encourage venues to respond to their market. If there is a demand for additional non-smoking outdoor areas, it would be commercially foolish to ignore that opportunity. Therefore the AHA has indicated to the Minister our support for venues responding to market forces and our encouragement of providing additional tables and areas in outdoor areas for non-smoking.

The AHA|SA will be assisting member venues in assessing the demand and encouraging their participation in voluntary solutions if the business case stands up.

But the AHA|SA remains totally opposed to the government or health lobby using our member's venues to pursue their political or ideological goals.



The Walkers Arms is an example of a venue that provides non-smoking outdoor areas to meet the market demand of non-smoking customers.

NOT ALL CMS SYSTEMS ARE CREATED EQUAL

A content management system (CMS) allows you to update your own website without having to pay a developer to do it on your behalf.

However, the old list-based CMS systems are notoriously difficult to use. It's hard to find the section you want to change and the process is time consuming.

New CMS systems are WYSIWYG – What You See Is What You Get. These systems display the website page as it appears to users and you simply make changes to what you see.

For example, the WebTemplate system we use is a lot like working with a Word document. The text is shown in a text box and you can add text, delete text, cut and paste, make text bold etc just like a Word document.

It also allows you to select text and turn it into a text. For example, you could highlight the word AHA|SA and then link it to the actual AHA|SA website. Or link the phrase "beer and burger" to your specials page.

Once you have decided on the design for your pages, many of the elements are locked and can't be changed. That prevents a member of staff from changing the look and feel you have chosen.

Modern CMS systems also allow you to create new pages in a matter of seconds. You can also "drag and drop" pages to change the order. It's dead simple – and that's the way it should be.

Another great attribute is the ability to save items in the library area. This means that you can save your menus,

Melbourne Cup flyers etc for use next year. You can deactivate pages at the click of a button – and then turn them back on when you want.

This is great for specials that you repeat from time to time.



What about training?

We have found that a good CMS solution is so intuitive that users need very limited training. If you are looking at a CMS and it doesn't look easy, then keep looking.

The other issue to consider is scalability. Will you be able to add new features over time? For example, does the system have a tried and proven e-commerce capability that can be bolted on at a later date? Does it have a product manager for your bottle shop? And can it handle your email marketing campaigns with ease?

If you have any queries about online issues, call Tim Boylen at Boylen Media (Silver Sponsor) for no-obligation free advice.

P: (08) 8233 9433

E: tboylan@boylan.com.au

ahasa

Office Holders

Contact

Street Address: Level 4, 60 Hindmarsh Square, Adelaide SA 5000
 Postal Address: PO Box 3092, Rundle Mall SA 5000
 Telephone: (08) 8232 4525
 Toll Free: 1800 814 525
 Fax: (08) 8232 4979
 Email: information@ahasa.asn.au
 Web: www.ahasa.asn.au

Council

Peter Brien	Tony Franzon	Scott Matthews	Santo Scaglione
Mark Davies	Andrew Gunn	Melinda McCauley	Craig Williams
Danielle Donaldson	Graham Hobbs	David Papps	
Jeff Ellis	Alison James	Andrew Plush	
Jason Fahey	Greg Maitland	Shane Roberts	
Trent Fahey	Guy Matthews	Matt Rogers	

Administration

Ian Horne	General Manager
Trevor Evans	Industrial Relations & Human Resources
Brian Smith	Membership & Business Services
Katherine Taylor	Government & Public Affairs
Lucy Randall	Events & Sponsorship
Bronte McCarthy	Finance & Administration
Chris Thomson	Licensing & Gaming
Wally Woehlert	General Manager of Gaming Care
Rhonda Turley	Executive Officer of Gaming Care
Wendy Ettridge	Executive Officer HGT

Executive Council

Peter Hurley	President
David Basheer	Vice President
Matthew Binns	Deputy Vice President
Richard Lovell	Secretary/Treasurer
Chris Branson	
Peter Jones	

Publisher - Boylen Media Ph: 08 8233 9433 Address: Level 3, 47 South Terrace, Adelaide, SA Web: www.boylan.com.au



Tim Boylen
 James Murphy
 Kent Humphrys

Managing Director
 Editor / Journalist
 Sales Director

tboylan@boylan.com.au
jmurphy@boylan.com.au
khumphrys@boylan.com.au

Jon Bush
 Cindy Ridgwell
 Lili Dare

Product Sales Manager jbush@boylan.com.au
 Studio Manager
 Creative Designer



GREAT THINGS HAPPEN AFTER DARK /

INTRODUCING VALE/DRK, THE LATEST ADDITION TO THE HIGHLY AWARDED VALE STABLE. THIS NEW DARK LAGER IS CRAFTED FROM 'FALCONER'S FLIGHT' HOPS AND DELIVERS A UNIQUE AROMA OF MILD CITRUS NOTES, FRESH PINE CHARACTERS AND A HINT OF VANILLA TONES. IT'S PERFECT FOR DRINKING ON THOSE COOLER DAYS BUT NOT SO HEAVY THAT IT CAN'T BE ENJOYED ALL YEAR ROUND. KEGS WILL BE AVAILABLE FROM JUNE AND BOTTLES FROM JULY. TO EXPERIENCE OUR DARK SIDE CALL YOUR McLAREN VALE BEER COMPANY SPECIALIST ON 1300 682 337.



FACEBOOK.COM/MVBEER

SET THE FLOOR ALIGHT WITH

FISTS OF FIRE

火焰神拳



Key features –

- 1 credit plays 3 lines
- Any 3, 4 or 5 (insert Yin Yang symbol) triggers 7, 12 or 20 free games respectively
- During the free games, reels with substitute are nudged until all positions on that reel are substitute
- Configurable to 10c, 20c, 50c or \$1



David Buckley 0409 047 899 Email: buckley0925@konamigaming.com
Travis Blundell 0409 365 530 Email: blundell0621@konamigaming.com
Konami Australia Pty Ltd. 473 Seaview Rd, Grange SA Tel: 02 9666 3111 Fax: 08 8353 6095

KONAMI

www.konamigaming.com