

# HotelSA

THE OFFICIAL PUBLICATION OF THE AUSTRALIAN HOTELS ASSOCIATION (SA BRANCH) APRIL/MAY 2018



## PETER HURLEY: 40 YEARS OF DISTINGUISHED SERVICE



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Australian Hotels Association (SA)

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*Congratulations to*  
**Peter  
Hurley AO**  
*on his  
Retirement*



THE MANAGEMENT & STAFF AT AINSWORTH CONGRATULATE  
PETER HURLEY AO ON HIS RETIREMENT AND WISH HIM ALL THE  
BEST FOR HIS FUTURE ENDEAVOURS

# Contents



## SPONSOR EVENT

A cocktail reception was held at the Maylands Hotel to celebrate the generous support of Platinum, Gold and Silver sponsors.



## AHAISA AWARDS FOR EXCELLENCE

The AHAlSA Awards for Excellence are recognised as the most prestigious awards in the hospitality industry, honouring the achievement of excellence in a wide range of categories.



## SUPPORTING MUSICIANS

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The success of DrinkWise programs over the past year was underpinned by a sustained focus on evidence-based campaigns.



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# From the President

PETER HURLEY AO – AHA|SA PRESIDENT

## THE PEOPLE HAVE SPOKEN

It is with a sense of relief for the hotel industry that I am able to write about the Lower House wipe-out of SA Best in what is my final column as President of the AHA|SA.

Our industry – and South Australia as a whole – will be the long-term beneficiaries of the electorate’s rejection of the Xenophon movement’s shallow politics.

The election result vindicates our position that whilst a lot of people don’t choose to play gaming machines, they do not actively oppose them. It is not a primary concern of the people.

The issues of job security, power security and power costs far outweigh the general ambivalence about gaming. In fact, I am heartened that there is a growing sense of maturity that gaming is a legitimate form of entertainment for a certain section of the population and that sound harm-minimisation measures are in place.

I acknowledge the fantastic effort of Ian Horne and his team that worked day and night, seven days a week with Andrew Killey and the teams at BlackBock and Boylen on an extremely strategic and disciplined approach.

Our strategy started with a soft presentation to remind people of the importance of our industry in job creation across gender, regions and all ages. Having reinforced that, we then transitioned into a confronting reminder of the damage that would be done to the direct employment of staff, musicians, building contractors etc.

It is not an understatement to say that our industry will be forever indebted to Ian and his team.

The unity and strength of the hotel industry across Australia must also be acknowledged. We are extremely grateful for the significant support provided by our interstate colleagues, who were well aware of the potential domino effect if Mr Xenophon had taken the balance of power with the draconian, non-evidence-based regulations he wanted to impose.

People did not buy SA Best’s cheap shot that spuriously attempted to liken our association with the rifle association in the USA. The people of South Australia sent a message to its political leaders that they can see through stunts and parties that lack substance and sound policy.

Personally, I thought our final full page advertisement (see picture) – My Job Is Not A Stunt – was a powerful concluding line to what was a great campaign.



## STEVEN MARSHALL

Congratulations to Steven Marshall on being elected as Premier of South Australia. We will work with the government of the day, as we have done for over 100 years, in the best interests of the hotel sector.

Commiserations to Jay Weatherill on his loss and our thanks for his willingness to work with our industry, even when our positions were starkly different.



Thank you Peter for your outstanding contribution to AHA

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## THANK YOU

As I step down as President, I wish to thank senior bureaucrats and politicians from most parties for their courtesy and access over the years.

When I reflect on significant events over the journey, a few stand out.

## MANCO

Following Lion Brewery's takeover of SAB in 1993, they made it clear that they intended to reduce debt by exiting their portfolio of 104 pubs.

They also made it clear they would only deal in one line. In the State's first \$100m deal executed without a contract, every tenant had the opportunity to - in the first instance - enter a five-year joint venture with Lion to purchase the property they were leasing. At the sunset of the JV they had the opportunity to purchase the remaining 50%.

A total of 89 tenants participated and also had to jointly purchase the 15 properties of the non-participants.

For 89 mainly family companies it was the best deal of their commercial lives.

Greg Fahey, Peter O'Shaunessy and myself were nominated by the 89 investors to represent their interests in the five-year joint venture.

It was a great honour, with mainly good memories apart from the tensions surrounding the two market rent reviews. Lion, too, were represented by decent and fair people.

The eighty nine investors are indebted forever to the two architects of the structure that enabled the deal in Martin Baily and the late Ian McLachlin.

## WINE IN SUPERMARKETS

The Government announced an intention to allow supermarkets (dominated by Coles and Woolworths) to include wine in their offer. It would have been the thin edge of the wedge.

It would have sent many, particularly country pubs, to the wall.

The Bill had been drafted. It was a pledge to the supermarkets.

Ian Horne drove a sensational campaign to win the numbers in the Legislative Council and ultimately it was defeated.

A very significant win in the battle to maintain viability.

## XENOPHON'S SA BEST

A few weeks ago, SA Best ran 36 candidates for the Lower House. Their leader said it was to get the balance of power. Many justifiably believed their leader aspired to be Premier.

They finished with a donut. A big zero.

SA Best's gaming policy would have sent many members to the wall and reduced the employment capability of all members with gaming in their offer.

Our campaign over four months, masterminded and driven by Ian Horne, was brilliant.

## PEOPLE

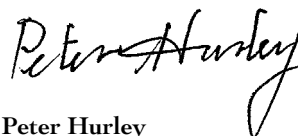
It is 39 years in May since I joined the AHA Council as the representative for Whyalla. I was living in and running the Spencer in Whyalla at the time, which I had purchased from Seymour Mathews in 1978.

Over that 39 years I have served with two generations of the Basheer, Mathews, Fahey, Binns and Moore families.

And three generations of the Briens; Peter senior, Peter junior and currently with Peter's son, Mathew.

Membership of the Council opened the opportunity to serve on the Sip n Save Board from 1979 until 1994, the last four years as Chair. Over that time Sip n Save grew to become the largest cooperative marketing group in the industry.

I thank all AHA staff, Office Bearers and Councillors for their confidence and support over the 39-year journey.



Peter Hurley  
AHA/SA President





## From the General Manager

IAN HORNE – AHA|SA GENERAL MANAGER

### THANK YOU, PETER HURLEY

Peter Hurley has decided to not seek re-election as President of the Australian Hotels Association SA Branch.

Further he has chosen not to renominate for the State Council.

After more than 39 years on the AHA|SA Council and 24 years as State President, his passion, commitment and focus remain as strong as ever but he genuinely believes that the time is right for the next generation to assume the leadership roles.

It was never Peter's intention to become the AHA|SA's longest serving President.

Nor could he ever have imagined when joining the AHA|SA Council in 1978 as a 31-year-old country publican that he was destined to play such a significant role in influencing and shaping the economic and social outcomes of an entire industry both within South Australia and on the National stage – but he did!

“... he would be considered by the hotel industry in Australia and South Australia as one of our greatest champions.”

You will read within this tribute edition of Hotel SA the many challenges faced by the hotel industry over the last 40 years, and there were many, but despite these tests, you will also get a sense of the great camaraderie that is inherent amongst hoteliers of all sizes and styles.

Peter remains a strident defender and enthusiastic advocate of these unique qualities and characteristics that are part of the DNA of the hotel industry.

He has not simply participated but in all areas of interest to the hotel industry he has taken a leadership role.

This characteristic is recognised in his life membership awards with AHA|SA and National AHA and more recently his Order of Australia.

Peter's industry leadership role and responsibility has encouraged others and provided a sense of security for industry owners and operators that someone of substance is watching out for them, is advocating for them, is striving for the best outcome for them.

Peter is a very busy man but remains extraordinarily generous with his time, with his expertise and with his practical and professional advice.

Successful industries often reflect successful Associations. Associations can only be successful if they can encourage

“Nor could he ever have imagined when joining the AHA|SA Council in 1978 as a 31-year-old country publican that he was destined to play such a significant role in influencing and shaping the economic and social outcomes of an entire industry both within South Australia and on the National stage – but he did!”



# MY JOB IS NOT A STUNT.

Peter Hurley was part of the successful AH/ISA campaign at the recent State election. The "My Pub, My Job" message clearly resonated with the electorate.



26,250 men and women like me are employed in SA Hotels.

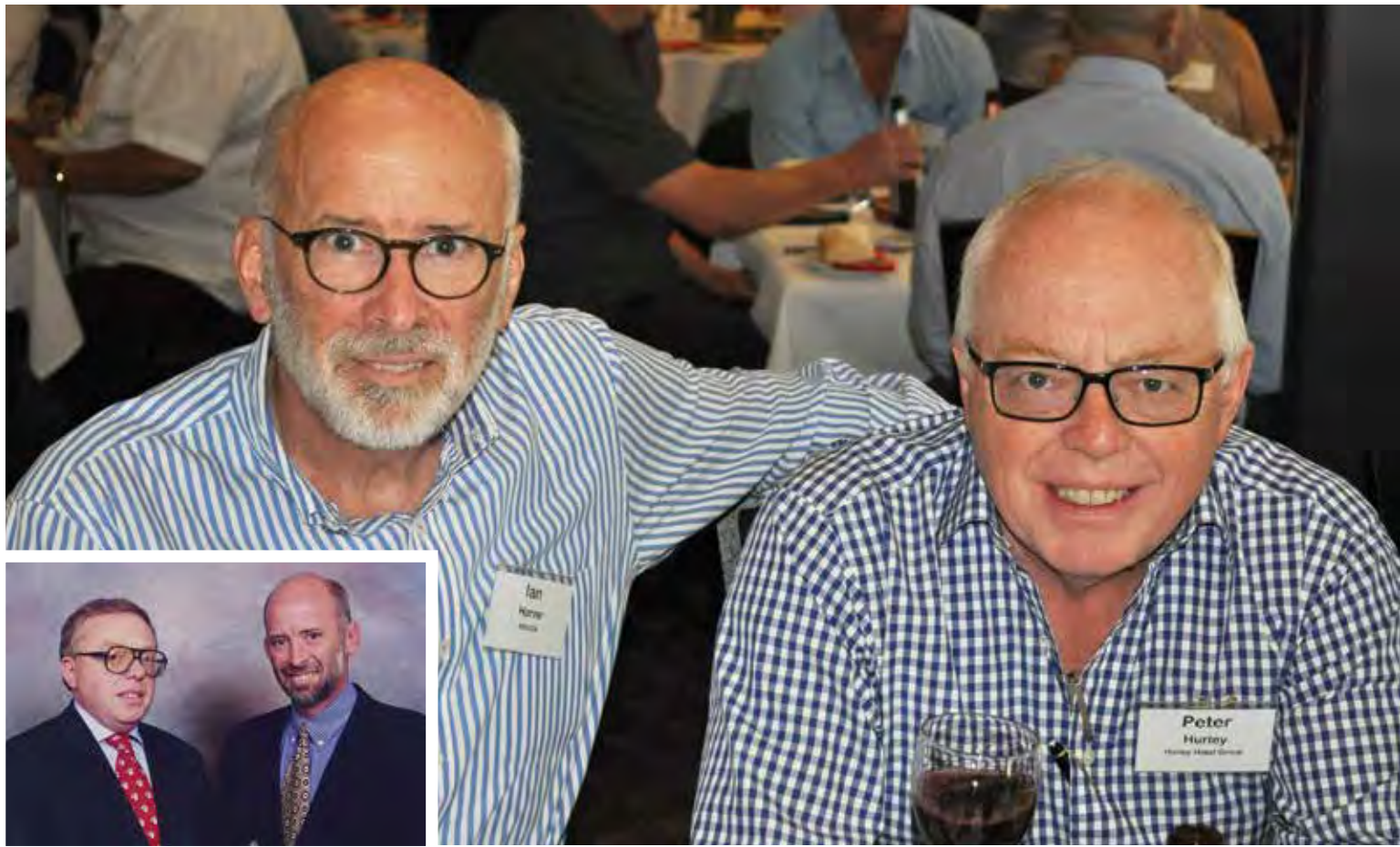
Please support our jobs. Cheers!

**Put Mr X's SA Best Party last.**

Rebecca, Strathmore Hotel.

AUTHORISED BY I HORNE SA HOSPITALITY ASSOCIATION, 60 HINDMARSH SQUARE, ADELAIDE 5000.

**saha**  
SA Hospitality Association



participation of quality people with commitment and a passion for the collective good.

Peter Hurley is one such committed and passionate individual.

The Australian Hotels Association's membership is diverse, from humble country pubs still operated by small family units to multi venue groups to large and complex accommodation providers with significant infrastructure.

“Peter’s industry leadership role and responsibility has encouraged others and provided a sense of security for industry owners and operators that someone of substance is watching out for them, is advocating for them, is striving for the best outcome for them.”

Not surprisingly this Association profile reflects Peter’s own maturing in the South Australian hotel industry.

Peter has never shied away from issues that may include controversy, be that the use or misuse of alcohol, the issues relating to problem gambling, or simply the hard negotiations with governments or unions on business trading and conditions.

As a result, he would be considered by the hotel industry in Australia and South Australia as one of our greatest champions.

From a personal perspective, I have been fortunate to have served as Association CEO/General Manager under three Presidents since assuming the role in 1986.

They were Peter Whallin AM, Fred Basheer OAM and Peter Hurley AO.

I have been the Association’s CEO/General Manager for a total of 25 of the last 32 years.

With Peter Hurley, I shared some 17 years over two periods of my employment as CEO.

We have been a formidable team and jointly knew when to tread lightly around each other, yet most of the time knew instinctively what needed to be done or said and were in natural agreement.

I was grateful that Peter used his not insignificant influence, standing, stature and status to back me on all occasions. The support was mutual.

Retirement is a misnomer as far as Peter is concerned. He remains with wife Jenny as the head of a South Australian family-based entity that employs around 700 South Australians.

He remains on the Board of the Adelaide Oval Stadium Management Authority, he continues as a board member of Drink Wise and he will continue to participate in the affairs of the association in a capacity as immediate Past President.

The South Australian hotel industry has been so very fortunate that Peter Hurley sought to join the AHAlSA Council in 1978.

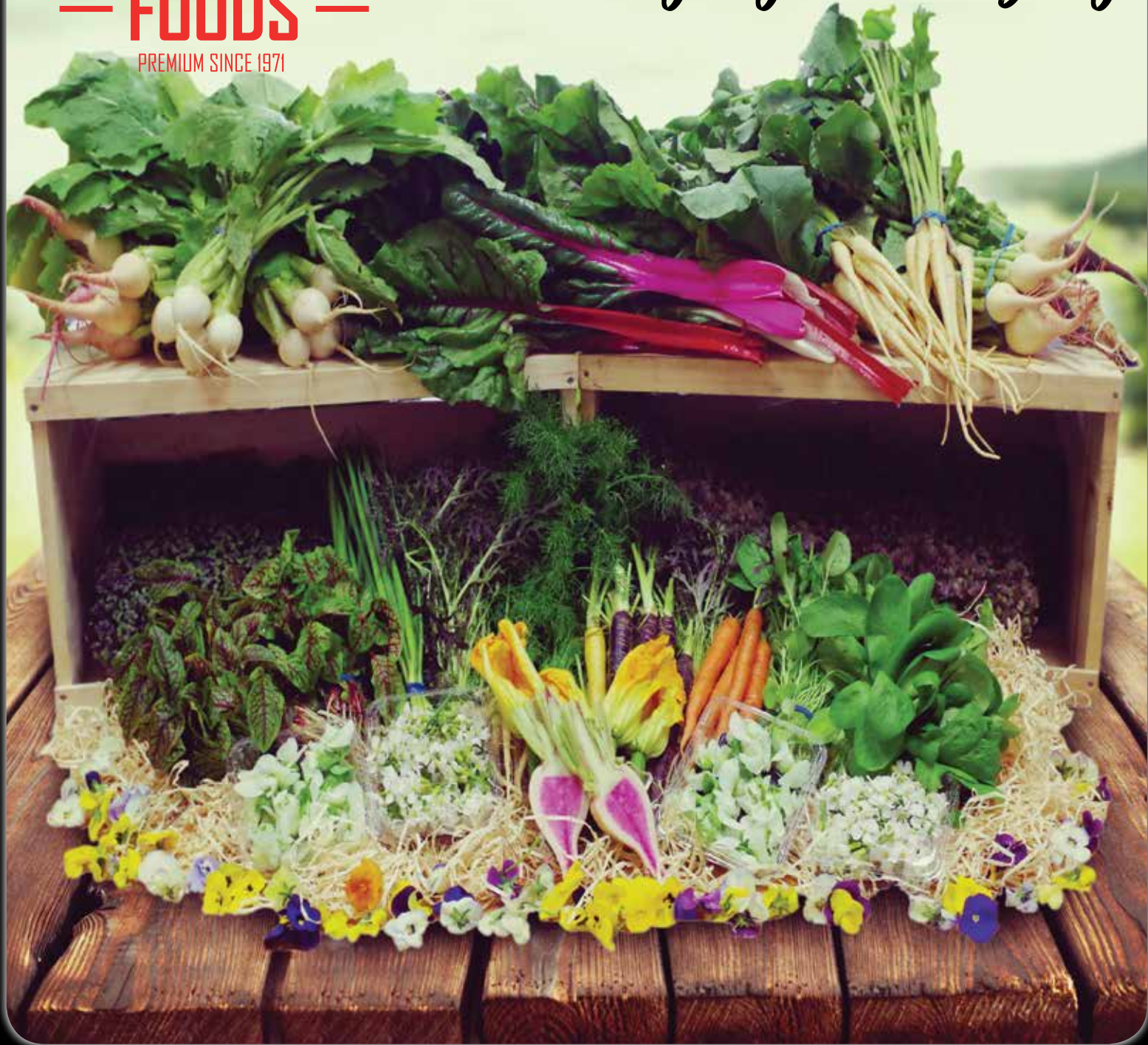
**Ian Horne**  
**AHAlSA General Manager**



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*Peter John Hurley:*

A FEARLESS CHAMPION





Peter Hurley's contribution to the hotel industry, tourism, hospitality and to sports administration is in a class of its own.

On his retirement as President of the AHA|SA after 24 years, we pay tribute to the indelible mark he leaves as his legacy.

Never content to simply 'make up the numbers', in all areas of endeavour Peter has taken a leadership role. This is recognised in his life membership awards with AHA|SA, national AHA and the Adelaide Football Club (Adelaide Crows) and his continued support from his peers in leadership roles in the hotel industry and sports administration.

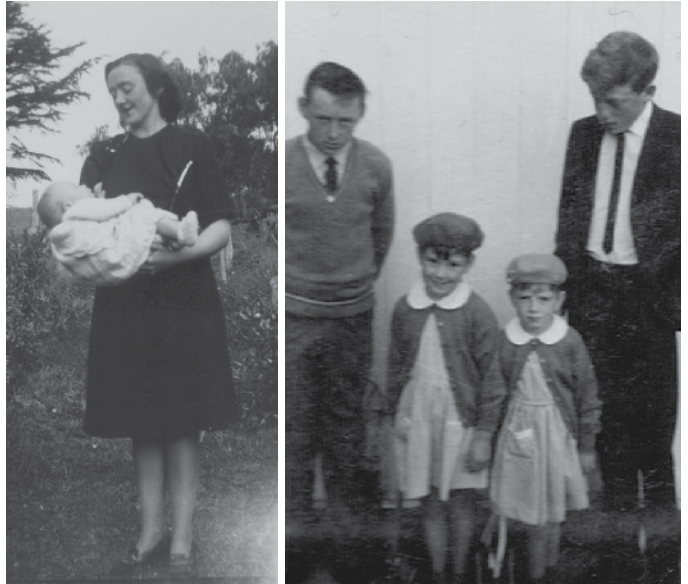
It is that leadership role and responsibility that encourages others and provides a sense of security for industry owners and operators that someone is watching out for them, is advocating for them and is striving for the best outcome for them.

When he received his AO, The Advertiser reported: "The father of three adult children — Nick, Samantha and Anna — says the greatest influence is his wife, Jenny, with whom he believes the AO should be shared.

"When I've been doing that (achievements honoured with the AO), she's been bearing a disproportionate responsibility for running the business and raising the children," he said.

#### FIRST FORAY INTO HOTELS

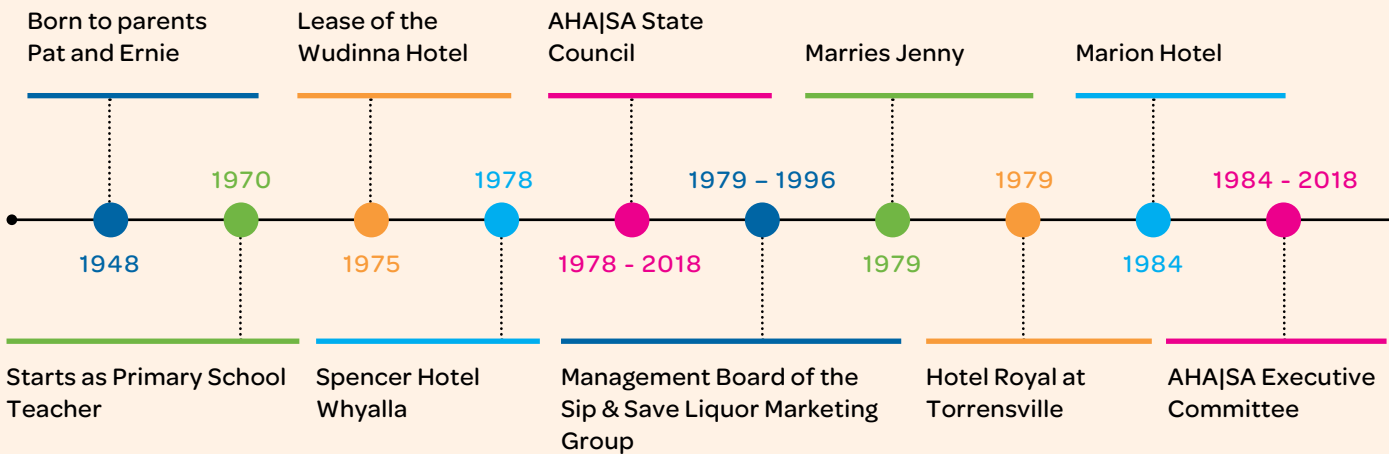
Peter Hurley is a very successful business person by any measure.



He, with wife Jenny, head up the Hurley Hotel Group which operates 12 hotels that range from the iconic Port Lincoln Hotel with 107, 4 ½ star rooms, the largest tourism investment in SA outside the metropolitan area, to the Pretoria at Mannum on the River Murray.

Collectively the Group employs over 700 South Australians.

This commercial success reflects nearly four decades of commitment and effort.







Would like to Congratulate

## PETER HURLEY

on his Outstanding Contribution  
over the last 24 Years  
as AHA SA President.



*You will leave a  
Significant Legacy*

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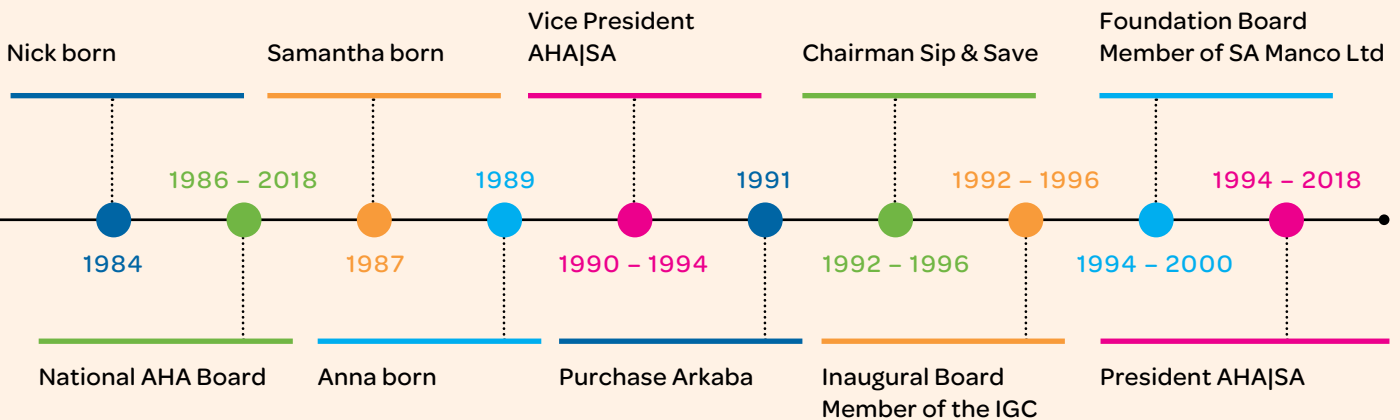
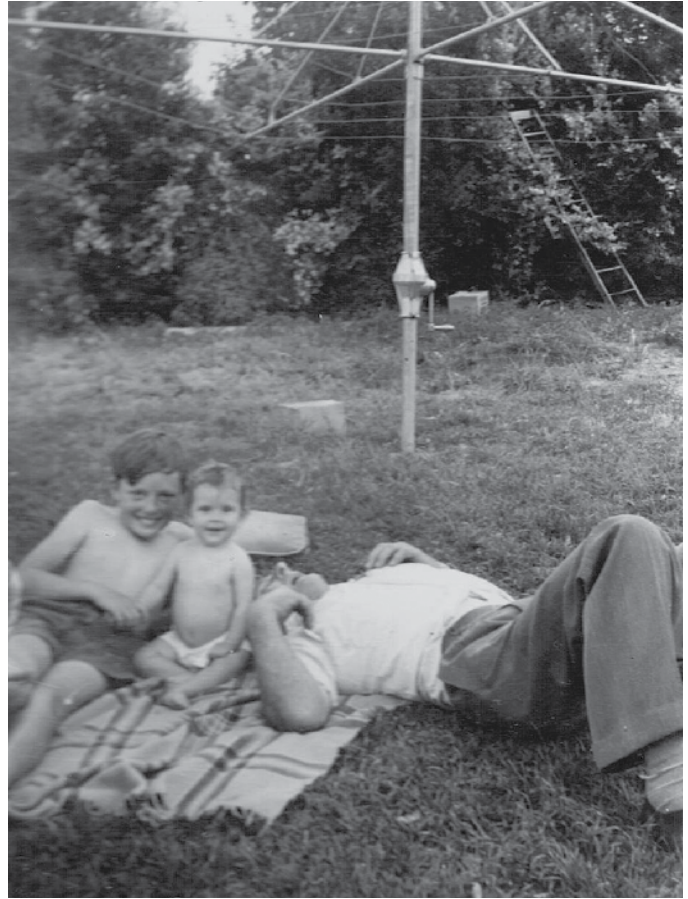


Peter graduated from Wattle Park Teachers College then taught in Adelaide, also “moonlighting” at the Tranmere Village Restaurant, Feathers Hotel and occasionally at Ayers House. With a burning desire to be his own ‘boss’, Peter acquired the lease of the Wudinna Hotel in 1975. Wudinna is 245km west of Whyalla at the top of the Eyre Peninsula.

Peter and wife Jenny found themselves in Adelaide in the late 1970s when they acquired the Brewery lease of the Hotel Royal at Torrensville. From that Adelaide base, the Hurley Group slowly developed through the acquisition of various leases and freeholds. They survived the credit squeeze of the late 1980s, borrowed heavily to enhance all their hotel properties and took risks to ensure that they continually developed their properties to meet consumer expectations.

However, from the beginning of Peter’s hotel industry career, he sought to participate in all industry forums and associations to ensure not only his own interests but the interests of the entire hotel industry in South Australia were professionally promoted and protected for the collective good.

“They survived the credit squeeze of the late 1980s, borrowed heavily to enhance all their hotel properties and took risks...”



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The team at John Reuther Cabinet Makers congratulate Peter on 24 years of dedicated service as President of the Australian Hotel’s Association SA.



## FIRST AHA APPOINTMENT

Peter was elected to the State Council of the Australian Hotels Association – South Australian branch as a country delegate in 1978. He remains today an elected Councillor for his metropolitan district, reflecting 40 continuous years of participation.

All positions and Board appointments related to the AHAlSA and National AHA are undertaken without remuneration.

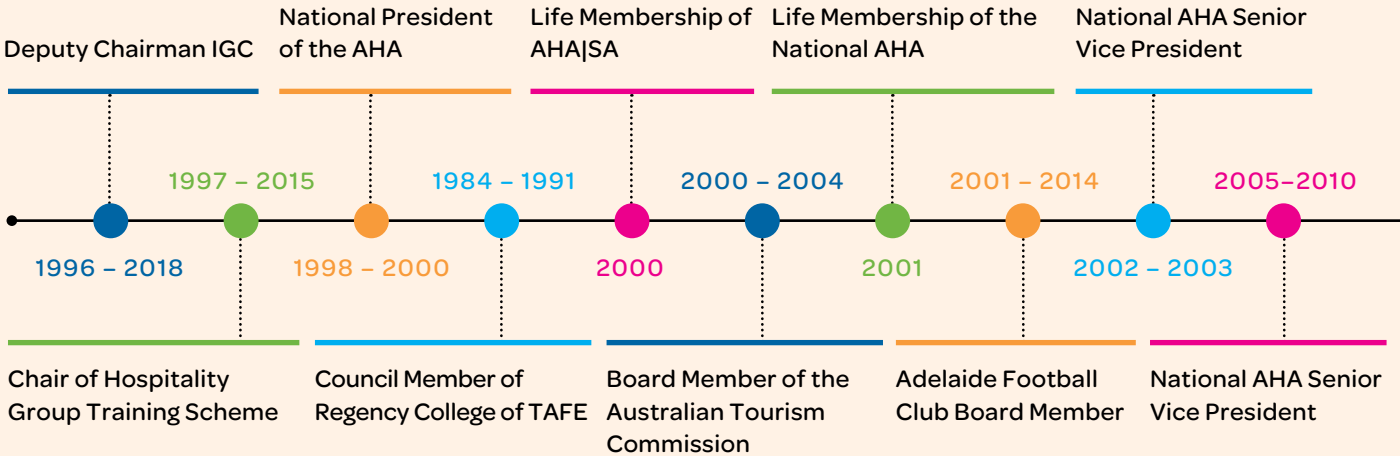
### Australian Hotels Association (SA) Branch Councillor 1978 – 2018

Peter was elected by his peers to the AHAlSA Executive Committee in 1984 – a position he retains today.

### Australian Hotels Association (SA Branch) Executive Committee 1984 – 2018

Peter was elected as Vice President of the Australian Hotels Association (SA Branch) between 1990 – 1994 and as President in 1994 until 2018.

Always willing to participate, Peter was also elected to the Management Board of the Sip & Save Liquor Marketing Group, a position he held from 1979–1996 and served as Chairman from 1992–1996. Sip & Save is a South Australian Hotel Industry ‘not for profit’ co-operative designed to ensure small/medium independent and family owned hotels can purchase and promote package liquor sales under a united marketing banner and therefore effectively compete against national and multinational retail liquor merchants such as Coles and Woolworths.



# It's not last drinks or the end of the song!

For the past 25 years, Peter Hurley has been a great friend of Nightlife Music.

THANK YOU  
PETER FOR THE  
QUARTER CENTURY  
OF SUPPORT AND  
CHEERS TO THE NEXT  
CHAPTER.

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**GAMING**

The role of the AHAlSA is to promote and protect the industry of hotels. To that end, Peter as President of the Association for 24 years has been at the forefront of issues affecting the State, including the successful introduction of gaming machines into hotels and clubs in 1994.

The introduction of gaming machines required the hotel and club industry to establish a computer-based monitoring system to ensure the integrity of gaming and the accuracy of State taxation revenue.

The AHAlSA and the Licensed Clubs Association of SA established the Independent Gaming Corporation Ltd – a not-for-profit designed to ensure the integrity of gaming machines in hotels and clubs at no cost to the State Government.

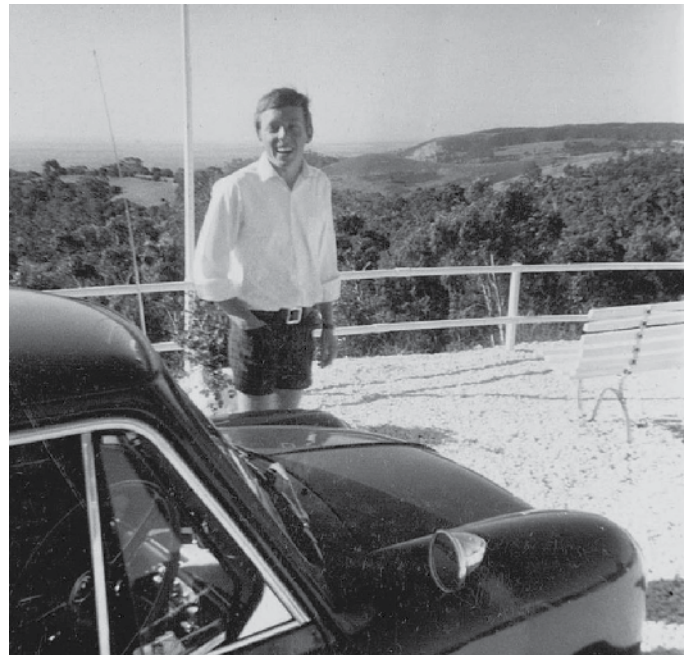
The success of the IGC has added immeasurably to the viability and sustainability of independently owned hotels.

Peter is an inaugural Board Member of the IGC Ltd since 1992 and has been its Deputy Chairman since 1996.

He continues in that role.

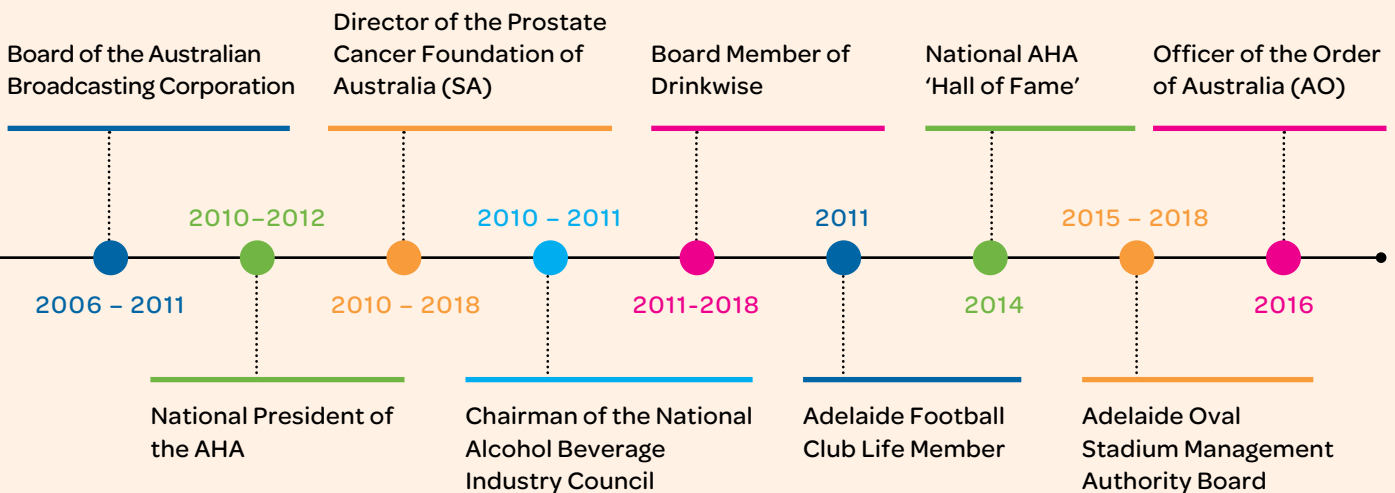
**MANCO – A GREAT SUCCESS STORY**

The plan to sell the South Australian Brewery’s 120 “tied house” hotels in 1996 was a potentially disastrous time for the tenants who may not have had the opportunity to purchase what was for many their business and home.



Peter, with two other operators, put together a company called SA Manco Ltd, owned by the tenants, that successfully saw the sale of the hotel assets to the tenants.

Peter represented the tenants as a foundation Board Member of SA Manco Ltd from 1994 – 2000, at which time all SA Brewery hotel assets were finally transferred to the former tenants.



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The 120 Brewery-owned hotels represented around 20% of the entire hotel industry. The sale of the assets to the tenants established an ownership structure that preserved the role of small and medium operators within the industry.

Peter has also championed the cause of the Hospitality Group Training Scheme – which for many years was SA's longest employer of apprentice cooks and a not-for-profit joint venture between the AHAlSA and the industry union – United Voice. Peter has served as Chair of HGT from 1997 until 2015. Peter has also served as a Council Member of Regency College of TAFE for eight years.

He was awarded Life Membership of AHAlSA in 2000 in recognition of outstanding service.

### NATIONAL ROLE

As a result of his leadership role in the State AHA, Peter has also been an active participant in the functions and decision making of the national Australian Hotels Association. He has been a National Delegate to the national AHA Board since 1986.

Further he has been elected as National Senior Vice President on two occasions, 2002-2003 and 2005-2010.

He has held the position of National President of the AHA on two occasions being 1998-2000 and 2010-2012.

Peter was awarded Life Membership of the National AHA in 2001 and awarded 'Hall of Fame' status by his peers for his significant contribution to the wellbeing of the Australian hotel industry in 2014.

As a consequence of his experience, knowledge and status within the hotel industry, Peter has served on a number of boards that have influence over the business wellbeing of Australian hotels. They include:

- Chairman of the National Alcohol Beverage Industry Council 1998-2000 & 2010-2011.
- Drinkwise – Board Member 2011 – current. (A not-for-profit alcohol industry funded research organisation established to positively influence a responsible drinking culture in Australia).
- National Accommodation Council and National Gaming Council – 1998-2001.

### TOURISM, SPORT AND COMMUNITY

Reflecting Peter's knowledge, status and passion for the hotel industry and therefore the broader tourism and hospitality sector, Peter was appointed by the Federal Government to serve as a Board Member of the Australian Tourism Commission, 2000 – 2004.

Similarly, the State Government appointed Peter as a Director of the South Australian Tourism Commission from 1998 – 2004.

In 2006 the Federal Government appointed Peter as a member of the Board of the Australian Broadcasting Corporation (2006 – 2011).

On a community level, Peter's great passion for AFL Football and his belief in its role and influence in the community and with young people saw him appointed to the Board of the Adelaide Football Club (Adelaide Crows).

This position does not receive remuneration and relies on a high level of passion and commitment to the sport.

Peter was an Adelaide Football Club Board Member from 2001 – 2014, being made a Club Life Member in 2011.

In recognition of Peter's extraordinary business acumen, understanding of business, hospitality, tourism and sport, he was appointed as a Board Member of the Adelaide Oval Stadium Management Authority Board (AOSMA). This position commenced in 2015. AOSMA is the authority that oversees the operation of the redeveloped Adelaide Oval complex and is a 'marriage' between the South Australian National Football League and the South Australian Cricket Association.

He has also served as a Director of the Prostate Cancer Foundation of Australia (SA) since 2010.

Peter is a very busy man but remains extraordinarily generous with his time, with his expertise and with his practical and professional advice.

Commenting on his contribution, Steven Marshall, Premier of South Australia, cited Sir Robert Menzies who said there are two types of people in life, lifters and leaners.

"Peter Hurley is a lifter," said the Premier.

"He's been lifting his whole life."



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# Hon John Howard

PRIME MINISTER OF AUSTRALIA 1996 – 2007

I know Peter Hurley extremely well and regard him as a good friend.

My contact with him has been in the context of some Liberal Party affairs, and also his service as a member of the Board of the ABC during the time that the Coalition was in office.

He brought to that position a great deal of common sense, often being able to articulate the views of that frequently elusive “man in the street”. He is also possessed of a great sense of humour.

Peter has made a great contribution to society in so many ways. I am sure that his service will be missed when he retires.



# Hon Steven Marshall

PREMIER OF SOUTH AUSTRALIA

Sir Robert Menzies said there were two types of people in life, lifters and leaners. Peter Hurley is a lifter. He’s been lifting his whole life.

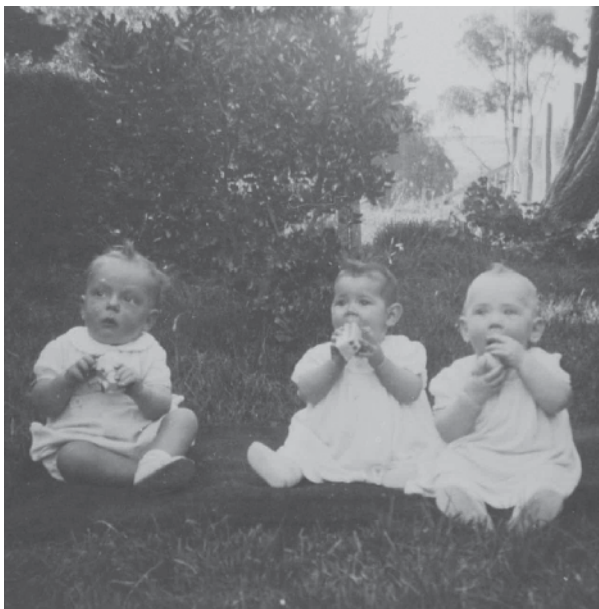
Peter started his working life as a banker, then a school teacher and at the age of 24 he headed into the industry which he loves, the hotel industry. Peter started in a small pub in Wudinna on the Eyre Peninsula of South Australia. From humble beginnings Peter and his wife Jenny and their family have grown and developed their business over the last 40 years.

Hurley pubs have given so many lucky South Australians their very first job. Peter is a great mentor to so many young people starting their careers with their first job or even helping them move onto owning their own pub. Peter has served at the state level and the national level for the industry and was awarded a life membership of both the AHA SA Division and the AHA’s national division.

“Sir Robert Menzies said there were two types of people in life, lifters and leaners. Peter Hurley is a lifter.”

Peter’s contribution to society though extends well beyond the hotel sector. As a council member of the Regency Institute of TAFE for eight years he was on the Board of the Australian Tourism Commission, the South Australian Tourism Commission, the Adelaide Oval Stadium Management Authority, the Australian Broadcasting Commission and a Director of the Adelaide Football Club. Peter was honoured with an Officer of the Order of Australia in 2016 for recognition of his service to the hospitality and tourism industry.

Peter Hurley is truly a lifter. He has contributed widely and we wish him all the very best for the next chapter of his life beyond the presidency of the South Australian Division of the AHA.





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## Peter's Siblings

THE REFLECTIONS OF PETER'S SIBLINGS ON HIS EARLY LIFE

BRIAN HURLEY | TONY HURLEY | KAYE HURLEY | LEANNE HURLEY [DECEASED]

Peter has always been very much the patriarch of our family. As a young adult he comfortably settled into being the 'guiding light' for family decisions, whether it be advice to our parents on their affairs or guidance to the rest of us with career choices, property investments and business investment advice.

His leadership and advice and support has provided us with great opportunities for our own business ventures. In addition, we are all in business ventures with Peter.

Peter is the first born to our amazing parents Pat and Ernie. He often boasts of being a trendsetter of "home births", being born at our grandparents' humble home in Casterton in 1948, well before home births became fashionable. The birthing bed later became his own. It remained in our family's home until the year 2000.

The real 'score' for Peter and the rest of us was the family we were born into. It was not a family of privilege. It was a family with a solid social and moral fabric, a desire for hard work and getting ahead, and a commitment to family and community. Peter has carried these family values with him and lived them, to achieve all the things he has achieved in his first 70 years.

The family was all important in our growing up. It was not just the immediate family but the extended family of grandparents, uncles and aunts, cousins and others. Leadership in hard work and improving one's lot were all around us. The extended family provided Peter with opportunities to achieve his goals.



Casterton, the town that we grew up in, has always been very dear to Peter's heart. He has fond memories of the value of community. He is proud of his humble education. Wando Height Primary, Scared Heart Primary and Casterton High School where he completed his leaving certificate [Year 11]. Peter claims to have barely scraped through school, but we do not believe that, with his fantastic mind for figures, recall of events, people and places, and his ability to deal with multiple issues simultaneously.





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IGT wishes Peter Hurley a successful retirement from the AHA and thanks him for his ongoing contribution to the SA hotel industry.



Peter's public speaking skills and entrepreneurial talents surfaced early in his life.

Many Castertonians still hold the memory of him as a young primary school student, reciting of "Mr Brown's Had A Haircut" at the annual school concert. Peter was keen to join the workforce from a young age and secured a paper round and work with the local department store. He was also eager to put his hand up for altar boy duties for funerals and weddings that often came with a monetary reward.

On leaving school Peter worked at the State Savings Bank of Victoria, Casterton branch, where he fostered his love of saving, budgeting and his desire to get ahead. Over this time he cemented his relationships with his life-long Casterton friends, who he still catches up with regularly and keeps close to his inner circle.

Peter's Casterton friends all loved fast cars and testing the limits. It got him into a bit of strife in his early years, being involved in a Beetle rollover, and as a passenger in a burn off vehicle being pursued by the 'boy in blue'. Smug about the escape on the night, the gloss was taken off the victory the next morning when the local Mr Plod dragged Peter from the bank teller station to the street to obtain a witness account. Peter and his mate nevertheless managed to lodge a successful appeal and his accomplice kept his licence. Peter's love of cars has continued, with his amazing car collection of today and his desire to drive great machines on a daily basis.

Peter left his beloved home town of Casterton to study teaching in Adelaide and quickly managed to secure work with some of Adelaide's leading hospitality groups of the time as a waiter. Relationships forged over these years are still important relationships in the work he does in the hotel/hospitality industry.

Peter's hotel career is well documented, leaving his teaching career behind and heading to Wudinna for his first business venture. Almost 1,000 kilometers from home he still managed to keep his family close and in his thoughts. It was pretty cool having a brother with a light plane licence occasionally dropping into the Casterton aerodrome, and the progressively more luxurious cars coming up the driveway as he became more successful.

In all his success, Peter has never faulted on his commitment to family and community. He has never lost his sense of humour, his love of nature and the environment and his fun loving spirit.



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us part of your team.**

**Thank you, Peter.**

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# Hon Jay Weatherill MP

FORMER PREMIER OF SOUTH AUSTRALIA

Few people have made a more positive and lasting impact on our thriving hospitality sector than Peter Hurley.

During his 24 years as State President of the Australian Hotels Association, he has been an intelligent and committed leader.

Under Peter's stewardship, the AHA has played a consistently constructive role in bringing about reform and modernisation, and in creating wealth, jobs and opportunities for South Australians.

On the basis of his longstanding and deep knowledge of the industry, Peter has represented AHA members with energy and served as an extremely effective advocate.

He is so very often the first person to propose a workable solution when a challenge arises – a solution that both advances and protects the interests of AHA members, and takes into account the concerns and wishes of the wider community.

Like most Parliamentarians in South Australia, I will always have fond memories of Peter's witty and good-spirited excoriation of political leaders during his traditional speech at the annual AHA Christmas Party.

"I will always have fond memories of Peter's witty and good-spirited excoriation of political leaders during his traditional speech at the annual AHA Christmas Party."

He successfully conveyed a serious message in a humorous and balanced way – managing to critique and lacerate while still maintaining good, professional relations right across the political spectrum.

Given the high regard with which he is held, it was no surprise that, in June 2016, Peter was made an Officer of the Order of Australia for his distinguished service to tourism and hospitality, to education and training, and to the promotion of public-health initiatives.

I congratulate Peter Hurley on his many achievements and I wish him all the best for the future.

FROM EVERYONE AT *Coopers* CHEERS TO YOU PETER!





## Mark Ricciuto

FORMER CROWS PREMIERSHIP PLAYER  
AND BROWNLOW MEDALLIST

Football opens doors to all sorts of people and the best one it opened for me was Peter Hurley's.

I didn't know a lot about pubs when I met Pete but I was quickly learning how to drink in them. It was 1993 and I was a skinny 17-year-old playing for the Crows. Pete loved the footy and I had always loved making a dollar. We hit it off from day one!

Over the next few years we became closer and when the Crows won back to back flags and the state couldn't get enough of its players, my mind started to tick. It was time to have a crack.

I hit Pete up about buying a pub. I thought I could bring a few people through the doors and I knew Pete could run them as good as anyone in the state. He must have agreed and it was then he became more than a mate but a mentor, business partner and a father figure.

"It was 1993 and was a skinny 17-year-old playing for the Crows. Pete loved the footy and I had always loved making a dollar. We hit it off from day one!"

We looked at a lot of pubs and ended up buying The Alma in 2000. It's been an awesome ride since.

Pete didn't get to where he is today by luck, we all know that. The same as you don't just win a premiership. Hard work, courage, sacrifice, discipline, attention to detail, structure, honesty and a ruthless streak are necessary traits. Pete has them all in bucket loads.

So too does his wife, Jen. What a duo! What they also have is a love for friends and family and helping out the community and they do that at every chance. Pete has helped thousands of people in the hospitality game and I'm proud to say that I'm one of those lucky ones. Thank you very much Pete!

**NEW**



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## Hon Mark Butler MP

MEMBER FOR PORT ADELAIDE

Peter Hurley has been one of South Australia's most important business figures for the better part of 25 years, as the face of an industry employing 26,000 South Australians. In his unique style, Peter has been a relentless advocate for tourism and hospitality policy that makes South Australia a vibrant, interesting place to live and visit.

For more than a decade, as the head of the Hospitality Union – now United Voice – I sat around a table in negotiations with Peter. While we occasionally disagreed deeply on industrial issues – notably, our triple time claim for New Year's Eve 1999 – Peter's objective was always the health of the industry rather than his own commercial interests. Time and again, I saw Peter back in a settlement that would benefit small and medium size publicans far more than his larger business.

While running their own complex business, Peter and Jenny somehow found the time to mentor young publicans and

“As the head of the Hospitality Union ... Time and again, I saw Peter back in a settlement that would benefit small and medium size publicans far more than his larger business.”

wrestle with a host of policy and training challenges within the industry. Peter's deep experience also led him to take a series of National leadership positions – still a rare event for anyone not from Sydney or Melbourne. No matter his own views, Peter has always been able to maintain strong relationships across the political and industrial spectrums – always focussed on the interest of the hospitality and tourism sectors in their broader sense.

Peter's retirement will leave a gaping hole in the South Australian landscape.

# CONGRATULATIONS PETER ON 24 YEARS OF SERVICE TO OUR INDUSTRY.



## WELL SERVED



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# Hon John Olsen AO

FORMER PREMIER OF SOUTH AUSTRALIA AND  
PRESIDENT OF THE SANFL

Anyone who has attended the annual AHA luncheon will know that Peter Hurley has an abundance of practical common sense, is focused, determined, highly principled and fiercely loyal. These are the values of a man who is arguably one of the pre-eminent figures in modern South Australian history. Respect is earned by words, actions, and deeds and is not given lightly. Peter has the undoubted respect and regard not only of his peers but also from the broader community.

A stalwart of the hotel industry and a fierce supporter of football in the state, Peter's influence has been far reaching. Never afraid to raise an issue, he has been a champion of an industry that has faced many challenges over the years, and yet he has always operated in a respectful but unflinching manner that has enabled people across the divide to work collaboratively with him.

His standing at both State and national level has resulted in his previous appointment as a Director of the Tourism Australia Board and Australian Broadcasting Corporation.

While best known for his achievements in the hotel industry, over the decades Peter has been omnipresent at the governing level of football in South Australia. He has always been a strong supporter of SANFL along with wife Jenny, a member of the Sturt Football Club Board.

As a 14-year board member of the Adelaide Football Club, Peter played a vital role in guiding the club to the highly successful position it now occupies, both on and off the field. In 2014, Peter was nominated by SANFL to the Board of the Adelaide Oval Stadium Management Authority – to enable his expertise to help guide this \$100m company's continuing success.

Peter's involvement in industry and football has also seen him undertake a mentoring role not only in the field of training for the hospitality industry but for aspiring hoteliers.

However, Peter's finest quality is undoubtedly his compassion. Those who know him best can likely think of many examples where Peter and Jenny's kindness has made a real difference in the lives of others.

Had he not embarked with passion on a career as a businessman in the hospitality and tourism field he would have made an outstanding politician!

Congratulations Peter on a remarkable career. I wish you all the best for the next stage of your life.

"Had he not embarked with passion on a career as a businessman in the hospitality and tourism field he would have made an outstanding politician!"



**Congratulations  
Peter  
on your many  
years of  
contribution  
to the AHA  
and SipnSave**

**SipnSave**

## Wolf Blass AM, BVK

It gives me great pleasure to offer my congratulations to Mr Peter Hurley on his retirement as the President of the Australian Hotels Association.

I have known Peter, initially as a business operator in the hospitality industry as a wholesale and retail operator within the beverage sector, since I started Wolf Blass Wines International in the early 70's.

Peter engaged himself as a negotiator within the SA distribution networks and opened doors through the State Liquor Control Board to make the restaurant/hospitality industry entertaining. Improving standards of new products and services and created the formation of new markets.

In addition to his role in the hotels and hospitality industry he was a Board Member of both the South Australian and Australian Tourist Commissions, a Board Member of the Adelaide Football Club where he also received Life Membership, and also served on various other Boards. He developed strong contacts within the political, business, academic and sporting spheres.

"My personal analysis of Peter is that I think he has motivated himself to some degree by fear of failure."

Peter is passionate about training young people and Chaired the Hospitality Group Training Inc. for 21 years. His record speaks for itself, over 1500 apprentices and well over 250 trainers.

Since 1975 Peter and his wife have assumed leadership in conducting 10 joint venture partnerships plus 12 hotels comprising food and beverage retail outlets, accommodation, entertainment, meeting and conferencing areas, gaming and local "Pubs" all attracting the local and international visitors.

From a humble beginning in 1975 employing eight people, his business achievements have taken him to well over \$100 million turnover and approximately 700 staff.

My personal analysis of Peter is that I think he has motivated himself to some degree by fear of failure.

Finally, he is an honest and nice bloke to have as a friend and business entrepreneur. Best wishes in your retirement Peter.



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## Dr Tim Cooper AM

MANAGING DIRECTOR, COOPERS BREWERY

AHAISA has an enviable reputation as an eminent South Australian institution, and this can be significantly ascribed to Peter Hurley's 24 years of leadership.

Through his skills in advocacy and policy planning, Peter has had an undoubted influence on maintaining a rational approach to licensing laws in South Australia. As a former National President he is well-known throughout the alcohol industry, and recognised as a strong defender of hoteliers and their staff.

In 2012, the AHAISA commissioned a large piece of artwork for Coopers Brewery for the celebration of our 150<sup>th</sup> year. Along with Glenn Cooper, I was delighted to receive the gift from Peter on behalf of the brewery; I took the opportunity to speak of the unexpected survival of our company, largely attributable to the development of Coopers Home-brew by our fourth generation notables, Bill and Maxwell.

At the subsequent AHA Christmas lunch in 2012, Peter gave his traditional annual oration which has always encompassed some well-directed political commentary, but on this occasion he also included a public excoriation of myself for 'picking at the scab' of Home-brew, saying that the 'wound inflicted on the hotel industry had only just healed'.



# John Reuther

JOHN REUTHER CABINET MAKERS

I wish to congratulate Peter Hurley, AO on his 24 years of dedicated service as the President of the SA Hotels Association.

It was well over 20 years ago when my small cabinet making business was asked to complete my first job for Peter and in those years, it became very evident that his passion and love for timber was as strong as mine.

It was in 1999 at the Arkaba 2000 tower redevelopment that Peter gave our company the trust to complete our first multi-storey fit-out. That opportunity gave us the confidence and experience we needed to expand our company and in 2007 we completed the Port Lincoln Hotel for the Hurley Group.

This opportunity allowed JRCM to work with one of the largest tier one building firms in the country. It was this opening that was the platform we required to expand our operations and undertake complex joinery contracts with larger builders.

Despite this public roasting, I have cheerfully responded that Home-brew was the saviour of our company which now happily sells more beer than ever to successful hoteliers around the country.

We wish Peter all the best in his years ahead, and we look forward to sharing a beer with him to thank him for his devoted work in helping to sustain the hotel industry in as buoyant a state as possible.

“Peter gave his traditional annual oration which ... included a public excoriation of myself for ‘picking at the scab’ of Home-brew, saying that the ‘wound inflicted on the hotel industry had only just healed’.”

“That opportunity gave us the confidence and experience we needed to expand our company.”

The fifteen bars and extensive joinery fit-out throughout the new Adelaide Oval being one of our largest.

The confidence, support and experience Peter has provided to myself and our company has been invaluable over the many years of knowing him.

By working closely with Peter, I have acquired extensive knowledge of design principles that has resulted in JRCM delivering high quality, well designed and functional spaces for our clients in the hotel and hospitality industry.

To this day, JRCM continues to have a strong working association with Peter and Jenny. I would like to thank him very much and wish him a very happy and relaxing retirement from the AHA President’s position.

# Kate Lamont

FORMER DEPUTY CHAIRPERSON OF AUSTRALIAN  
TOURISM COMMISSION

Peter Hurley brought to the board of the Australian Tourism Commission a rare combination of SME business acumen and strategic marketing expertise. It was a pleasure to listen to his rationale and pragmatic approach to issues. He is a problem solver through and through.

Peter knows what is termed the ‘Australian tourism market’ because they are his customers. So, if taxpayers dollars are to be spent positioning Australia as a must-visit destination for tourists, then Peter’s insight into how those dollars were best allocated are highly relevant to Government and private sector boards alike.

During Peter’s time on the Commission he encouraged thinking beyond “the Reef the Rock and the Bridge” and brought marketing sophistication to Brand Australia. He was also behind moving ATE around the entire country rather than staying East Coast based.

Peter advocated for the high quality of Australia’s food and beverage offering to be illuminated in the eyes of foreign visitors otherwise hungry only for our white sandy beaches and endless blue skies.

I don’t know of a South Australian who is a stronger advocate for its brand, and Peter remains a driving force for the South Australian visitor economy. Retirement - I don’t really think so! Congratulations and thank you Peter.

# Professor David David AC

HEAD OF THE AUSTRALIAN CRANIOFACIAL UNIT AND PRESIDENT OF THE AUSTRALIAN CRANIOMAXILLOFACIAL FOUNDATION

I first met Peter when the Australian Craniofacial Unit sought some support from the Australian Hotels Association in the late 1980's, and with his usual forthright generosity that was forthcoming.

It was a great pleasure to meet a hotelier, particularly from an Irish Catholic family background, as I had been brought up in a family of hotel owners for three generations on both sides.

My connection was mightily enhanced by an event which occurred at the time involving a certain politician who attacked me in my role as Chairman of the Anti-Tobacco Trust because of my support for the Hotels Association and my refusal to bundle this up with an "anti pokie stance".

Since that time, I and my colleagues at the Australian Craniofacial Foundation have enjoyed a wonderful relationship with Peter and indeed others of the Hotels Association, enabling me to reconnect with many people in

"It is rare these days to have advocates such as Peter Hurley who, without fear or favour and with absolute honesty, pursue the best interests of their community within the context of a wider duty and morality."

the industry and reminding me of their outstanding service to the community.

It is rare these days to have advocates such as Peter Hurley who, without fear or favour and with absolute honesty, pursue the best interests of their community within the context of a wider duty and morality; Writ Large at his annual presentation about, and critique of, public policy!

I am proud to say that my association that started 30 years ago has blossomed into a personal friendship and I am very privileged to know him and his wonderful wife and family.



**Congratulations...**  
**to Peter Hurley AO on 24 years of inspired direction and leadership of the AHA (SA).**  
**We are fortunate to have worked with Peter for many years and honour his commitment to the Hospitality Industry.**

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## Angus McPherson

MANAGING DIRECTOR – AUSTRALIA & NEW ZEALAND, TREASURY WINE ESTATES

Whilst everyone is aware of the brilliant contribution that Peter has made to the hotel industry in South Australia, particularly as State President of AHAlSA for more than 20 years, not everyone would be aware of the significant contribution Peter has made on a national level.

Peter's passion and support of the wine industry, not only through his business interests but also whilst serving on peak bodies and associations, has been an integral part in helping position wine in South Australia and around the world.

One example of Peter's commitment to the wine industry is his involvement with DrinkWise Australia, serving as a member of the Board for more than six years; rolling out successful initiatives such as 'You Won't Miss A Moment With DrinkWise', and supporting the Red Dust Role Models Campaign.

Pleasingly, these campaigns have played a role in changing the drinking habits of Australians, with excessive drinkers decreasing by 33% from 2007 to 2017.



# W. B. (Bill) Sanders AM

FORMER CEO/CHAIRMAN ADELAIDE  
FOOTBALL CLUB

The Hurley family connection with the AFC has continued from the Club's inception in 1990 through to this day.

Peter Hurley joined the AFC Board in 2001 and remained a Director until 2014 – long term by today's standards.

In 2004, the character of the AFC was tested as it experienced the most tempestuous period in its existence.

The Board was active, not always publicly, in recognising the need for review, restructure and ultimately directional change.

Peter, having been appointed Deputy Chairman in that same year, provided balanced, decisive intellect within the Board, and as a member of the Executive Committee and Innovations Committee, his 'outside' experience was invaluable to the decisions taken.

During this period of change, Peter's support to the Chair was greatly appreciated.

Peter was an exceptional contributor to the Board,

"In 2004, the character of the AFC was tested as it experienced the most tempestuous period in its existence ... Peter, having been appointed Deputy Chairman in that same year provided balanced, decisive intellect within the Board."

particularly in leading the Finance and Audit Committee and his leadership and guidance, helped the Club overcome its many challenges during his 14 year term as a Director.

He has been a positive influence to a great many people in football, tourism, hotel and hospitality industry, and the community in general.

Congratulations Peter Hurley AO.

"Peter's passion and support of the wine industry ... has been an integral part in helping position wine in South Australia and around the world."

Organisations like DrinkWise benefit greatly from Peter's experience and innate knowledge of the industry.

Peter's relationship with Treasury Wines Estates extends back many years to when he first began in the industry, and we're grateful for Peter's counsel and guidance over that time.

He remains a passionate advocate for wine and Treasury Wine Estates, and we are privileged that our relationship with Peter continues to develop and flourish.



Congratulations and thank you to Peter Hurley for his service and commitment to the industry.

— The Studio Nine team



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ARCHITECTS**

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# Scott Leach

PRESIDENT OF THE AHA NSW AND NATIONAL  
AHA PRESIDENT

I have watched Peter operate for longer than I care to remember.

There's no doubt he is a man made up of a fascinating mix of intellect, passion and integrity.

A man defined by the ability to persuade rather than intimidate.

A man who is a giver not a taker.

Few, if any, could doubt his irreplaceable contribution to our industry over many years.

To put it simply, Peter Hurley's contribution to the hotel industry in South Australia and across this nation is undisputed.

More than an innovative and successful hotel operator, he has been a distinguished and skilful State and National President of the Australian Hotels Association through turbulent times.

In fact, the opportunities of this generation are a product of his toil.

And our current challenges will be guided by his continued advice

Icon is not a word I use lightly... But there is no doubt Peter Hurley is exactly that.

An industry icon, who, supported by his wonderful wife Jenny and their family, has built a fantastic business which employs thousands.

I admire Jenny's dedication and support, which allowed

"Peter's commitment to philanthropic endeavour is unchallenged and his desire to encourage others to participate unwavering."

Peter to take valuable time away from their family and business to contribute so much to our industry.

Jenny, we are all the richer for your sacrifice.

A measure of success is not just what you achieve, but who you achieve it with, and for.

Peter's commitment to philanthropic endeavour is unchallenged and his desire to encourage others to participate unwavering. This speaks to his generosity of spirit and genuine care and interest in others – recently recognised with an Order of Australia (AO).

Yet, in observing all his wonderful achievements, I am most grateful for the gift he has given me, a genuine friendship that has lasted through challenges, success and failure. Peter is humble, a mentor and a valued friend.

A thorough gentleman and certainly not a person you'd want to argue with ... our only cross word was during an Adelaide Crows - Sydney Swans game, and I can forgive him for that. Go Swans!

Peter you will be missed and we take comfort from knowing you are only a phone-call away.

# Matthew Roberts

REGIONAL SALES DIRECTOR SA/NT - CUB

Following the announcement of Peter Hurley's pending retirement as President of the AHA SA, CUB would like to thank and congratulate Peter for 24 years of continuous service in the role as well as the legacy he will leave.

During his tenure as President, Peter has presided over a staggering amount of change in the industry.

From the introduction of gaming in the mid Nineties, the MANCO deal with Lion Nathan that reshaped ownership in the hotel sector as well as the continual change and evolution of regulation of the hotel sector.

Peter was one of the driving forces behind the Hospitality Group Training which has trained thousands of hospitality members and lifted the bar in terms of service and career pathways for workers in our sector.

There is no doubt throughout this period Jenny and his family have played a major role in supporting him and we would like to give acknowledgement to them also.

"During his tenure as President, Peter has presided over a staggering amount of change in the industry... As well as the continual change and evolution of regulation of the hotel sector."

We wish Peter well in his 'retirement' from this office but do look forward to the active role he will continue to play in our industry.



# Sam McInnes

GENERAL MANAGER – HURLEY HOTEL GROUP

My first involvement with Peter was in 1988 when I started working at the Hotel Royal at Torrensville. I was studying at Uni and living around the corner. What struck me immediately was the professionalism of the Hurleys in the way they ran the business. Even though the Royal was a nominally short term lease from SA Brewing, everything was presented and maintained to the best level.

Working in the bottleshop I was required to wear a white collared shirt with black tie, black pants and black shoes and name badge. No exceptions. Customer service, time books, stock control, tills were managed in fine detail. I remember a long stern chat from the duty manager because I had spent 15 minutes extra trying to find a till variance. It was quite clear the direction was coming from Peter.

From 1990-1995 I spent five years in Public Accounting and then a year travelling overseas. On a reverse charge call to my late father from the YMCA at the base of Ben Nevis in Scotland, he said you better ring Hurley, he's asking after you. Within a week of getting home I was the Financial Controller of the Hurley Hotel Group. Apart from a five month "sabbatical" in 2006 I have worked with Peter and Jenny since then. I have been fortunate to be involved as a partner in the Tonsley Hotel (1997-2002) and Torrens Arms Hotel (2009 to present).

Peter has a reputation for being a tough boss, although I think that has waned in recent years. I have always had a good honest working relationship with Peter, I have been able to talk to him about difficult issues over the years. I think we

"For a bloke that will argue over a few bucks he is exceedingly generous. He has helped many friends in need, and will help again even after being burnt or forgotten. He has a good moral compass."

might have had two serious blues and I can't even remember what they were about.

He is a unique individual, as self-made men often are. We share a lot of common values, we have a country state school upbringing, although he was from the wrong side of the SA/VIC border. For a bloke that will argue over a few bucks he is exceedingly generous. He has helped many friends in need, and will help again even after being burnt or forgotten. He has a good moral compass.

He has a knack for being right a lot of the time. Last week he picked up something important in one of our pubs that everyone else has missed for the last 10 years. He is sympathetic to the democratic process but sometimes likes to take a more Putin-istic approach.

Like Peter, I have been a passionate supporter of the AHA. Maybe it's our Catholic blood, stronger together than alone. How fitting is it that Peter's last chapter at the AHAlSA was the absolute solidarity of our members and employees in staring down the threat to our industry at the recent election. Not out of greed, but out of survival.

## A 40-Year Relationship

COLIN (LUMPY) AND JEANETTE (LUMPETTE) GORDON  
CONTECT ELECTRICAL

After a solid Thursday at work it was time for a gargle to settle the dust of the day, so off we went to the local "in" bar at the time, which happened to be The Cock & Bull at the Royal Hotel Torrensville.

With West End in hand, mixing in with the large crowd, I asked around who owned the pub? An answer came over the bar from the barmaid who said, "That's my boss over there!"

Being a passionate pub goer, I said I would love to meet and congratulate him on what a great venue he was running. I took the opportunity when he was free to go up and introduce myself.

"Hi, I'm Lumpy! You must be the owner?" With a cheeky grin he said "Yes my wife Jenny and I own the hotel, we have just moved back to the big smoke from Wudinna and Whyalla." It was only a brief conversation but it was fantastic to have met them both.

After some weeks of regular visits to the Royal, Peter approached me one night and said, "You're a Sparky aren't you?" I eagerly replied with, "Would you like me to do some work for you?" Brief and business-like, he said "Ring me in the morning and we will organise a time to catch up and show you

what we need." Little did I know that this was the start of a 40-year relationship!

Over many "Ray Kutchers", "Reggy Zooners" and a bit of "Brewers Cough", we have had an incredible journey and friendship. I say that because any of you that know Pete would know there is hardly a conversation without at least one piece of "Rhyming Slang" or a quirky saying like "Lumpidge (as he calls me), it must always be revenue positive!"

Peter and Jenny are very generous and caring people, whilst still remaining very tough in business. This has been proven through the many times they have stood by their employees and friends that may have fallen on tough times.

There is a word in the dictionary, which is "allegiance". I believe this word is slowly dying in business circles but I can tell you that it certainly is not when it comes to Peter Hurley. Our working relationship has not missed a beat in that 40 years, which proves it is still very much alive in the Hurley dictionary.

My wife Jeanette and I would like to thank Peter and Jenny for all that they have done for the industry through the AHA and continue to do so through the many boards and organisations, let alone what they have done for our family and business.

# Hon Alexander Downer AC

HIGH COMMISSIONER TO THE UNITED KINGDOM AND FORMER MINISTER FOR FOREIGN AFFAIRS

Peter Hurley has made a magnificent contribution to the state of South Australia. His own businesses have in and of themselves been a model of high quality in the hospitality sector. Added to that, Peter has led the Australian Hotels Association with great distinction, encouraging the development of an industry vital for tourism, local quality of life and jobs.

And on top of all that praise, let me add that Peter has approached his work with good humour. Sometimes there have been difficult challenges for him, but it never seems that anything gets under his skin. His jokes in particular are always very welcome in a world where humour is on the wane.

Despite his Auguste position in the Australian Hotels Association, Peter has also set aside time for the Adelaide Crows football team. As a supporter of that team I am most grateful for all the work he has done as a board member.

As a public servant I need to be careful what I say. But I should add that Peter has been a great supporter of one or two other causes that I have been involved in. In that respect, 2018 has been a vintage year for him. Or to put it another way, I'm sure he will have an excellent relationship with the new South Australia government. It's a pity for the Australian Hotels Association that he is retiring at a time when a government which he is so close to has come to power!

While I have been in England, the Hurleys have come to stay with us from time to time. One of the striking features of Peter is the huge affection he has for his wife Jenny and the family. He has contributed, along with Jenny, to creating a very close and very happy family. In many ways, that is his greatest achievement.

The Australian Hotels Association has been very lucky to have had Peter guiding it for such a long period of time and the Association will be weaker for his retirement.

# Kevin Foley

FORMER TREASURER OF SOUTH AUSTRALIA

I entered Parliament in 1993. It was the State Bank election and Labor had been reduced to 11 MPs. The few of us that were elected felt an overwhelming sense of hopelessness and irrelevancy.

A time when public servants would cross the road to avoid bumping into a Labor MP for fear of being seen talking to us. A time when very few business leaders would take your call.

There was one exception from those dark early days in Opposition and that was Peter Hurley.

Peter made us feel relevant when few others dared.

Peter, newly elected President of the AHA was on top of his game from day one, knowing his industry relied on outcomes from Parliament and not just the Government of the day.

Peter's approach showed no favours or bias and followed a simple rule, "what is in the best interest of the AHA?"

Life was fun dealing with Peter in Opposition, where responsibility was the Government's problem. Things were soon to change however when I became Treasurer in 2002. I did an about face on a promise not to increase Pokie Taxes and that put an enormous strain on our relationship.

Whilst Peter felt personally let down by my broken promise, he demonstrated his integrity and stature as a leader and maintained a professional and engaged relationship with me, albeit with some sensitivities for a while.

The industry is one of constant challenges and threats so neither of us had time for regrets or looking back. We were often on the same side of emerging debates throughout the decade to follow and Peter's resolve to get the best for the AHA was only matched by his determination to do what was right for our State as a whole.

Peter was simply the most outstanding industry leader and advocate of a generation.



## THANK YOU

Thank you Peter for all your support and generosity to the industry over the years

All the best in your future endeavours

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# Peter's Children

NICK, SAMANTHA AND ANNA HURLEY

We are incredibly proud of everything Dad has achieved up to now, not just in building a successful business but also his work advocating for the hotel industry and the tourism industry more broadly. To see where he came from and everything he has achieved is inspiring.

One of Dad's great strengths is his ability to work incredibly hard, while also balancing family life. Even if Mum and Dad didn't finish work until the early hours of the morning, they would bundle us into the car so that we could wake up at the river the next day, spending the weekend together.

While both Mum and Dad may have worked exceptionally hard for many years in the pubs, some might even call them workaholics, that was never to our detriment and has indeed inspired each of us in the way we want to live our lives.

Another inspiration to us is the way he will go out of his way to help others.

Through his childhood, his parent's house was the first port of call in Casterton for anybody going through tough times.

"Even if Mum and Dad didn't finish work until the early hours of the morning, they would bundle us into the car so that we could wake up at the river the next day, spending the weekend together."

This is something he has carried on through his life and for many people, when they need a hand or just some sound advice, a coffee with Pete at the Ark is the first port of call. He has never been content to keep success for himself but will always bring others along with him.

We have seen over the years that pubs are more than just a career for Dad, they are an all-consuming passion. This is something that shows in his advocacy for the hotel industry and tourism industry.

While we know family is his number one love, we all know that he is never as happy as when he is in a busy pub. We are so fortunate to have had the opportunity to grow up in pubs with such a great father and mentor.



## Congratulations Peter Hurley on your retirement

Thank you and the AHA | SA for your continuous support – particularly with the recent grant to deploy 300 defibrillators into regional SA



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# Peter Hurley's Wife

JENNY HURLEY



Arriving back to South Australia from London as a newly qualified "Double Certificate Sister" in late 1977, I had two job opportunities - Peterborough or Wudinna Hospitals. I selected Wudinna because I could commence my shift on the 2nd January and spend NYE on the Coorong!

Heading to the Wudinna pub for dinner and a beer the first night in town - Nurses Home Hospital food didn't look so good - I had no idea I was going to meet the love of my life.

And what a life it has been! A divorced, Roman Catholic publican wasn't my Presbyterian parents' ideal son in law, but they grew to love him and his wonderful family.

I remember many years ago, when having a small dinner at home with Alexander Downer, our special best friend Rob Foord said to me: "Jen, growing up, did you ever dream of breaking bread with the Foreign Minister of Australia?" And no, it was not something I had ever imagined doing.

The AHA has been an integral part of our lives. Peter moved to the Spencer Hotel Whyalla the end of January 1978 and commenced as the AHA representative of the region soon after. When we married in 1979 we decided I should "give it a go" working in the pub. And I loved it! The staff at the Spencer

were very patient with this inexperienced staff member and I learnt quickly.

The Hotel Royal Torrensville came on the market and the 'country couple' became 'city slickers'. It was challenging times for the first 12 months, living upstairs, working long hours but enjoying every minute. The AHA and Red, White & Amber (precursor to Sipsave) took Peter away from the pub a bit, but he was still very involved in decision making.

We took on the Marion Hotel in 1984 and started a family, being lucky to have three wonderful children born 1984, '87 and '89.

Seven years later we purchased the Arkaba (in 1991), with all of the kids working their first paid jobs at the Ark (not strictly award rates!)

Peter was on the National Executive of the AHA and attending national Board meetings. I remember either being pregnant or having a baby with me, wonderful memories of the hotel family!

Peter's networking skills are legendary and we have made some amazing friends over the years. The hotel industry is a wonderful industry, generous and caring. I feel blessed to have met and married this wonderful man who has given so much of his life to the AHA. He has loved every minute and so have I.

**South Pacific Laundry/SA Linen Service congratulates  
Peter Hurley for his 25 years of service at AHA SA.**

**We look forward to continuing to provide laundry services to the  
Hurley Group now and into the future.**



**Full Contact Information**

South Pacific Laundry Adelaide  
59 - 63 Stephens Ave  
Torrensville SA 5031

**P:** (08) 8352 4277

**E:** sales.ade@splundry.com.au







Thank you to Peter Hurley for your ongoing support & best wishes on your retirement

## The Latest oven Technology



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# Sponsor Event

On Tuesday 6 March a cocktail reception was held at the Maylands Hotel to celebrate the generous support of Platinum, Gold and Silver sponsors. Guests included AH/ISA Councillors, hotel groups, major sponsors and staff.

At the event, companies were presented with a plaque acknowledging their support. The AH/ISA relies on the generosity of the corporate sponsors and greatly appreciates their contribution to the association and the South Australian hotel industry.





## APRA - Supporting Musicians

Do you know how songwriters and music creators get paid for their music works?

We take paying the right copyright owner their royalties very seriously. Our 95,000 members and 170 international affiliates (representing millions more songwriters) hold us to that every day.

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Sometimes we know precisely what was playing in your business – for example we use music recognition technology in nightclubs and many businesses use a background music supplier who will report data back to us. This means that if you play AC/DC's *Back in Black* on Saturday night at 9.09pm, and this data is captured, AC/DC will receive a precise portion of your licence fee.

If you don't use a background music supplier, we have a close look at the best available data (streaming, music charts, box office reports, commercial and community radio reports, and various other sources) and approximate music use in your business.

Whichever method is applied to your licence fees, 87% is paid back to songwriters, composers and publishers, year in year out, for 92 years.

Send us your questions to [licence@apra.com.au](mailto:licence@apra.com.au) or contact us on 1300 852 388 for more information.

## UBET's New App

Thanks to UBET's revolutionary digital innovation, TAPPY, instore customers can now build bets via their mobile phone and place them in cash using a digital barcode at the counter or self-service terminal; completely removing the need to fill out a betting ticket.



Following overwhelmingly positive feedback from punters during a recent trial, the product will now be available permanently across UBET venues in South Australia.

## Classic Cans

South Australia's biggest beer brand West End Draught brought back its iconic 30-pack retro cans for a limited time.

The retro 375ml can were first in market between the late 80s and early 90s. You can catch up on the old ads on YouTube (perhaps you remember the Billboard in The Outback ad, with the jingle "Best End of the Day" and also the "Mates Drop In" ad, with the men sporting mullets and ultra short shorts!)

You might also remember that the label was predominantly white in colour.

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# Extra Funds For Children's Charities

Thanks to the Liquor Industry Golf Club-Charity Golf Day and the Wholesale Liquor Merchants Association (WLMA), there has been a significant allocation of funds to eligible Children's Charities in South Australia. The Wholesale Liquor Merchants Association – which closed its operation in 2017 - has provided a significant donation of \$94,000 to support children in South Australia.

This year the LIGC Charity Day committee called on past, present and future Children's Charity recipients to forward new submissions from their organisation to potentially benefit from extended funds to distribute.

"We have over \$170,000 to distribute which includes at least \$100,000 EXTRA FUNDS afforded to two specific project based on our objective to meet children's needs within the South Australian community," LIGC Charity Day Chairman Rob Gillies said.

The two major projects were for a Variety SA Sunshine Coach for Trinity Gardens Primary School St Morris unit, and a *Magic Carpet* for Autism SA clients. The Sunshine Coach carries the title "Kerry Moore Memorial Coach" on the door of the vehicle.

"This is a significant donation and recognition of a passionate past publican of the Brecknock Hotel, a proud supporter in past Variety SA BASH and 4WD fund-raising, plus was the reigning President of the Liquor Industry Golf Club and esteemed Charity Day catering officer. It was also great to have Tricia Kerry's wife at the day to witness this acknowledgement," Rob said.

The balance of funds, some \$70,000 was shared with 10 charities including Unite for Kids/Advertiser Sunday Mail Foundation, Leukaemia Foundation Young Bloods program and Little Heroes

Next year's golf day will be held on Monday, 25 February at Grange Golf Club.

## Success For Session

Coopers Session Ale, which has enjoyed an outstanding response since being launched in kegs to the hotel trade throughout Australia late last year, is now being released in cans and bottles.

Coopers' Sales and Marketing Director, Mr Cam Pearce said that in January this year, Session Ale had

become Coopers' second largest selling keg beer after Coopers Original Pale Ale and ahead of Sparkling Ale and Mild Ale.

Session Ale is a refreshing summer style beer with tropical fruit notes and an aromatic hop character.



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# DrinkWise A Great Success Story

The success of DrinkWise programs over the past year was underpinned by a sustained focus on evidence-based campaigns and the understanding that coordination and collaboration with suppliers, stakeholders, industry and government can deliver exceptional results.

The research shows that more Australians are drinking within health guidelines and the rate of underage drinking is decreasing, mirroring government statistics (more info in the *DrinkWise lauds AIHW alcohol findings* media release on [drinkwise.org.au](http://drinkwise.org.au)).

While these results are encouraging and suggest that our nation's relationship with alcohol is fundamentally changing to one that is more mature and responsible, DrinkWise will continue to focus on misuse of alcohol that causes harm at the individual, family and community level.

DrinkWise will also undertake a

comprehensive engagement program with government, stakeholders and industry in 2018 to ensure that our program benefits are widely known and understood.

This will pave the way for partners and stakeholders to proactively identify opportunities for moderation message integration. Industry can assist by adopting the DrinkWise developed messages within their own sponsorships or retail promotions wherever possible. Active support by all producers, large or small, is key to amplifying DrinkWise's work beyond what it could achieve on its own.

Including Get the Facts and pregnancy messaging on products and packaging are very simple ways to demonstrate support.

For further information about DrinkWise and how the moderation messages can be easily incorporated into advertising, sponsorships and activities, please contact [info@drinkwise.org.au](mailto:info@drinkwise.org.au).



Simon Strahan is the CEO of DrinkWise, an independent, not-for-profit organisation established by the alcohol industry to bring about a healthier and safer drinking culture.

## ENERGY COSTS INCREASING?

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# Gaming CARE

The Hotels Responsible  
Gambling Early  
Intervention Agency



**G**aming Care is the Hotels Responsible Gambling Early Intervention Agency, and is an initiative of the AHA|SA. Gaming Care's role is to assist venues to minimise the harm caused by problematic gambling behaviour in all South Australian hotels with gaming machines by working directly with venue staff, Gambling Help Services and other relevant organisations.

#### Some of our duties include:

- ✓ Assisting gaming licensees, managers and employees in the early identification and support of patrons and staff who may be experiencing difficulty with their gaming behaviour

- ✓ Developing and promoting initiatives, programs and policies designed to address early identification of problematic gambling behaviour
- ✓ Assisting venues to comply with the Gambling Codes of Practice, licence conditions and other legislation through undertaking audits, with a particular focus on patron intervention

Gaming Care has developed a Responsible Gambling Document for venues which details the manner in which staff training and measures for intervention with problem gamblers are implemented, and the roles of staff in the implementation of the code.

For any assistance please contact your local Gaming Care Officer, or contact our office for information on how Gaming Care can assist your venue.

**Telephone:** 08 8100 2499  
**Facsimile:** 08 8232 4979  
**Email:** [info@gamingcare.org.au](mailto:info@gamingcare.org.au)  
4th Floor AHA|SA House  
60 Hindmarsh Square  
Adelaide SA 5000



# Regional Meetings

The AH/ISA conducted regional meetings for the Murray Mallee region, Metropolitan, Lower/Mid/ Upper North East and the South East. Thank you to the Loxton Hotel, Walkers Arms Hotel, Freeling Hotel and the Commercial Hotel Mt Gambier for hosting these meetings.

The hoteliers and the sponsors are treated like kings on these days. The food is always outstanding, backed up by the wonderful service each hotel offers. If you haven't been to a regional lunch before, I advise you to go along to the next one in your area.

Prior to lunch we guide our members through a presentation that identifies some of the issues that confront the hospitality industry. Issues such as compliance, the Liquor Review, industrial relations and gaming all form part of the presentation. Following the presentation our very supportive sponsors have the opportunity to enjoy lunch and interact with our members and AH/ISA staff.

Special thanks to our sponsors that provide product on these days.




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# AHA|SA AWARDS FOR EXCELLENCE

## Now is the time to nominate!

The AHA|SA Awards for Excellence are recognised as the most prestigious awards in the hospitality industry, honouring the achievement of excellence in a wide range of categories. This on-going commitment to excellence ensures our state's hotels are some of the best in Australia.

South Australian hotels provide patrons with a great range of food and beverage, entertainment, quality accommodation and excellent service. They are also the perfect place to socialise, be entertained, relax and enjoy living. There is no doubt that South Australian hoteliers and their staff should be proud of the services and facilities they offer.

The annual AHA|SA Awards for Excellence provides a prime opportunity to showcase your venues and be proud of your achievements. For the winners, it also brings fabulous marketing, advertising and endorsement opportunities that are invaluable to your

hotel. All award winners are presented with a magnificent framed certificate for display in the venue, as well as a winner's logo which can be used for your hotel's overall marketing and promotional campaign.

Winners of the AHA|SA Awards for Excellence will be announced at the annual Gala Dinner being held at the Adelaide Entertainment Centre on Tuesday 24 July 2018. The AHA|SA Awards for Excellence is the highlight of the South Australian hotel calendar, bringing together hotel industry members and associates from all corners of the State to celebrate our vibrant industry and recognise those hotels that have achieved excellence. Details of this spectacular event will be released in early June.

Those successful in specific categories will then have the opportunity to compete as a finalist in the AHA National Hotel Awards to be announced in Queensland, 17 September 2018.

*"As a group, our hotels have been participating in the AHA|SA Hotel Awards of Excellence for the past few years, and it has been a great honour to be recognised in a number of categories for a few of our hotels.*

*Providing award submissions allows our team to reflect on all the great achievements we've made in the past twelve months, from renovations, new marketing initiatives and food innovation.*

*To ensure we are always striving to be industry leaders, we also take this opportunity to improve on anything we think we can do better.*

*When we've won these awards on a State and national level, it is a great honour and our staff are extremely proud. We encourage other local business to enter and acknowledge the hard work of their teams."*

Luciana Capobianco, Group Marketing Manager RD Jones Group

**ENTRY DEADLINE**  
4PM ON FRIDAY 18 MAY 2018  
[www.ahasa.asn.au](http://www.ahasa.asn.au)

## Women in Hotels

On Tuesday 27 February the AHA|SA provided a comprehensive overview to the Women in Hotels group and Corporate Sponsors on the political landscape for the SA hotel industry. The event was held at the Tower Hotel, Magill situated in the state seat of Hartley. With the timing of the SA State Election for mid-march, this event was really well received by members.

The AHA|SA extended invitations to the local candidates in the seat of Hartley to attend, and were delighted to welcome Vincent Tarzia MP to outline his policy. This followed with an audience Q&A.

The session was followed by informal networking.

Next Event – Women in Hotels Winter Network, Tuesday 26 June





## Employee Training and Development

The training and development of an employer's workforce is a crucial part of ensuring a successful business. Regardless of an employee's level of seniority within a venue, those in a managerial or supervisory role often need to make decisions or deal with situations that involve other employees. Having some understanding of how and why they should approach the situation will not only assist the manager or supervisor but also may prevent further issues arising (eg an unfair dismissal claim).

The AHA/SA HR/IR Team, through our hospitality focussed employment related information sessions, endeavour to assist Venues in helping to develop the skills of their supervisors and managers' in a range of HR/IR areas. The sessions also reiterate the importance of regular communication and feedback between managers and their staff to ensure that any feedback whether positive or negative is provided.

In this article we provide a brief overview of the HR/IR courses that are planned for the first half of 2018, including an outline of the topics and a list of the dates and locations where these sessions are being held.

### WHY IS TRAINING AND DEVELOPMENT IMPORTANT?

The ongoing training and development of employees can assist businesses in many ways including:

- ensuring the level of professionalism and service standards are always maintained,
- better equipping employees with knowledge of the business to more efficiently problem solve and handle difficult situations,
- ensuring employees are more engaged with their work, and

- developing employee's skills which assists in succession planning for employee's moving from line level positions into management roles.

All of these factors combine to help reduce business costs through the reduction in the overall levels of staff turnover and reduced costs of recruitment and retraining.

### AHA/SA HR/IR INFORMATION SESSIONS

The HR/IR Team currently facilitate six information sessions. Those training sessions marked with a \* have been revamped for 2018. This makes these sessions ideal for those who have attended before but would like to attend a 'refresher' session. Those training sessions marked with a ^ are new sessions for 2018.

### KNOW YOUR AWARD\*

Interpreting the Hospitality Industry (General) Award 2010 ('HIGA') can be difficult. Further, it is often hard to understand how the various clauses interact with each other. This session will help Members understand the Award and how it operates. We will cover all aspects of the HIGA including how to classify employees, how to determine a pay rate and calculate a salary, as well as penalty rates and loadings, meal break obligations, leave entitlements, employee deductions and more. The recent changes to the Award including the introduction of overtime for casual employees and the new part time arrangements will be covered, as will the use of Individual Flexibility Agreements.

**Session length:** 2 hours

**Next Session:** TBA





*Please note: this session focuses entirely on the HIGA. If your venue is covered by a different Industrial Instrument (ie a different Modern Award or an Enterprise/Collective Agreement) it is recommended that you do not attend this session. If you would like to discuss a different Industrial Instrument please contact the HR/IR Team.*

#### **RECRUITMENT & INDUCTION<sup>^</sup>**

So you have decided you need to hire a new employee(s) but you do not know where to start or what steps you should take. Do you need to do reference checking and what can you ask? Can you ask an applicant whether they have a medical condition or whether they have made a workers compensation claim before? What can you or can you not say in a job ad? What should you cover in an induction? All these questions and more will be answered during this session. The session will conclude with a brief overview as to why you should follow the best practice steps we will cover in this session and how following these steps can prevent various issues from arising down the track.

**Session length:** 2 hours

**Next Session:** TBA

#### **PERFORMANCE MANAGEMENT\***

Terms such as 'what if', 'it is too hard' or 'I don't know how to approach it' are often used to avoid dealing with employee issues relating to performance, behaviour or conduct that is in breach of a policy or procedure. This session will provide an overview of the legal implications that may arise if performance management is not undertaken or is not undertaken correctly. Attendees will receive an understanding of how to performance manage employees, including informal and formal processes, as well as some helpful hints and tips.

**Session length:** 2 hours

**Next Session:** 1 May 2018, 9am-11am, Colonnades Tavern, Beach Road, Christies Beach

#### **BULLYING<sup>^</sup>**

What is bullying? How do you deal with a complaint? What steps can you take to reduce the likelihood of bullying occurring within your venue? This session will answer those questions and more. We will look at various scenarios as well as cover a few recent cases which help highlight the difference between bullying behaviour or conduct, reasonable management action and conduct that cannot be said to be of a bullying kind.

**Session length:** 1.5 hours

**Next Session:** 16 May 2018, 9am-11am, Roulettes Tavern, Kings Road, Parafield

#### **DISCRIMINATION AND HARASSMENT<sup>^</sup>**

Discrimination and sexual harassment can occur not only from an employment related perspective but also from a patron or potential patron perspective. Sexual harassment has been in the spotlight recently due to allegations being made against high profile persons and the subsequent #metoo campaign. This session will give attendees an understanding as to what is discriminatory or harassing conduct from both an employment and non-employment viewpoint. We will also cover how to best approach complaints of harassment or discrimination and steps that you can take to reduce the likelihood of such incidents occurring.

**Session length:** 1.5 hours

**Next Session:** 29 May 2018, 9am-11am, Venue TBC

#### **A MENTALLY HEALTHY WORKPLACE**

What are the different types of mental health issues? How should you performance manage someone with a mental illness? What steps can you take to assist someone with a mental illness? What are your legal obligations as an employer, given a mental health issue is often a private issue that has not developed from work itself? These questions and more will be answered in this session. Attendees will also be given an understanding of what a mental illness is and how it can occur.

**Session length:** 2 hours

**Next Session:** 12 June 2018, 9am-11am, Venue TBC

#### **REGIONAL SESSIONS**

In 2018 the HR/IR Team will again be conducting a session immediately prior to most country Regional Meetings. These short sessions will cover an area that is either topical at the time or a shortened version of any of the sessions outlined above. Full details will be provided on the Regional Meeting invite.

**Session length:** 1 hour

#### **How to book**

Bookings can be made online through the members section of the AH/ISA website. Alternatively call us on 8232 4525 or send an email to [information@ahasa.asn.au](mailto:information@ahasa.asn.au).

#### **Further information**

Members with any queries, including arranging venue or group specific sessions, should contact the HR/IR Team via email at [information@ahasa.asn.au](mailto:information@ahasa.asn.au) or calling us on 8232 4525.

The HR/IR Team also welcome from members any ideas as to topics for future information sessions.

## ACCOUNTANCY SERVICES

- Bentleys Accountants 8372 7900
- Jaquillard Minns 8221 6551
- Winnall & Co. 8431 9447

## ATMS

- Next Payments 0499 331 476

## ARCHITECTS & INTERIOR DESIGNERS

- Studio Nine Architects 8132 3999

## AUDIO VISUAL

- Big Screen Video 1300 244 727
- CatCom 8241 1185
- Nightlife Music Video 1800 679 748
- Novatech Creative Event Technology 8352 0300

## BACKGROUND MUSIC

- Moo Music 1300 139 913
- Nightlife Music Video 1800 679 748
- Zoo Business Media 07 5587 7222

## BANKING

- Bank SA 8424 5536
- Commonwealth Bank 8206 4035

## BEER DISPENSE EQUIPMENT

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

## BEVERAGE GASES

- BOC Limited 8300 5668
- Supagas 8252 7472

## BEVERAGES

- Accolade Wines 8392 2238
- Asahi Premium Beverages 8276 4888
- Australian Liquor Marketers Pty Ltd 8405 7744
- Brown-Forman Australia 8418 7104
- Carlton & United Breweries 8416 7819
- Coca-Cola Amatil 8416 9547
- Coopers Brewery 8440 1800
- Diageo Australia 8245 9300
- Empire Liquor 8371 0088
- Lion 8354 8888
- Liquor Marketing Group (Sip'n Save) 8416 7575
- Options Wine Merchants 8346 9111
- Pernod Ricard Australia 8208 2400
- Samuel Smith & Son 8112 4200
- Treasury Wine Estates 8301 5400

## BOOKKEEPING

- Brisian Hospitality Consulting 8235 1594
- Jaquillard Minns 8221 6551
- Winnall & Co. 8431 9447

## BUSINESS SERVICE SUPPORT

- Eflex Group 0413 399 926

## CABINET MAKERS

- John Reuther Cabinet Makers 8234 9600

## CLEANING SUPPLIES

- Bunzl Hospitality Supplies 8245 6200
- Cobalt Blue Australasia 8352 3881

## CLEANING SUPPLIES

- TJs Cleaning Services 1800 857 737

## ENERGY

- Choice Energy 1300 304 448
- Class A Energy Solutions 8391 4853
- Make it Cheaper 02 8880 1490
- Trans Tasman Energy Group 1300 118 834

## FIRST-AID

- AlSCO 8346 1391
- St John 1300 360 455

## FOOD SERVICES

- Galipo Foods 8168 2000
- Holco Fine Meat Suppliers 8162 8400
- International Oyster & Seafoods 0412 392 551
- PFD Foodservice 8114 2300
- Wills and Daniel 8260 7776

## FURNISHINGS

- Concept Collections 1300 269 800
- The Table & Chair Co 8354 3266

## GAMING ANALYSIS

- Independant Gaming Analysis 8376 6966
- Winnall & Co 8431 9447

## GAMING MACHINE SERVICES

- Ainsworth Game Technology 0408 462 321
- Aristocrat Technologies Australia 8273 9900
- Bluize 1300 557 587
- Global Gaming Industries 0409 283 066
- IGT 8231 8430
- Independant Gaming Analysis 8376 6966
- Konami Australia Pty Ltd 0409 047 899
- Macmont Gaming Supplies 8340 1322
- MAX 8275 9700

## GAMBLING SERVICES

- The Lott 132 315
- UBET 8354 7300

## GAS SUPPLY

- Supagas 8252 7472

## HOTEL BROKERS

- McGees Property Hotel Brokers 8414 7800
- Steele & Associates Hotel Brokers 8232 1566

## HOTEL MANAGEMENT

- Brisian Hospitality Consulting 8235 1594
- H&L Australia Pty Ltd 8291 9555

## ICE MAKERS

- Bunzl Hospitality Supplies 8245 6200
- Lancer Beverage Systems 8268 1388

## INFORMATION SYSTEMS/ SITE PREPARATION

- Max Systems 8275 9700

## INSURANCE

- Aon Risk Solutions 8301 1111

## I.T. PRODUCTS & SERVICES

- Boylen 8233 9433
- Vintek 1300 001 337

## KITCHEN & BAR EQUIPMENT

- Andale Hotel Services 8234 0388
- Bunzl Hospitality Supplies 8245 6200
- Lancer Beverage Systems 8268 1388
- Silverchef 1800 337 153
- Stoddart Manufacturing & Food Service Equipment 0427 106 103

## LEGAL SERVICES

- Clelands Lawyers 8177 5888
- Duncan Basheer Hannon 8216 3389
- Foreman Legal 8370 8500
- Ryan & Durey Solicitors 6166 9000
- Wallmans Lawyers 8235 3000

## MEDIA

- Boylen 8233 9433
- FIVEaa 8419 1395
- InDaily 8224 1600

## MUSIC LICENSING

- APRA/AMCOS 8331 5800

## ONHOLD/MESSAGING

- Adelaide's 1800 ON HOLD 8125 9370

## PAYROLL & HR RESOURCES

- Brisian Hospitality Consulting 8235 1594
- Jaquillard Minns 8221 6551
- Winnall & Co. 8431 9447

## POS SYSTEMS

- H & L Australia Pty Ltd 8291 9555

## PROPERTY VALUATIONS

- Knight Frank Valuations 8233 5222

## REFRIGERATION

- Bidvest Hospitality Supplies 8245 6200
- Lancer Beverage Systems 8268 1388

## SPORTS & ENTERTAINMENT MEDIA

- Foxtel 1300 138 898
- Fox Sports 0499 660 023
- Sky Racing 02 9218 1755

## STAFF TRAINING & RECRUITMENT

- Career Employment Group 8645 6800
- HITsa Industry Training 8351 5855
- Skillhire 8349 3400

## STAGING

- Nexstage 7070 8191

## SUPERANNUATION

- HostPlus 8205 4965

## TABLE LINEN

- AlSCO 8346 1391

## WEBSITES

- Boylen 8233 9433

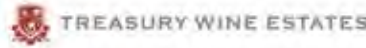
## WORKERS COMPENSATION

- Gallagher Bassett 8177 8450





Gold



Silver

- Ainsworth Game Technology
- APRA AMCOS
- Aristocrat Technologies Australia
- Australian Liquor Marketers
- Big Screen Video
- Bluize
- Boylen
- Foxtel/Fox Sports
- IGT
- InDaily
- Independant Gaming Analysis
- Konami Australia Pty Ltd
- Liquor Marketing Group – (Sip'n Save)
- Novatech Creative Event Technology
- Options Wine Merchants
- Ryan & Durey Solicitors
- Samuel Smith & Son
- Sky Racing
- Stoddart Food Equipment

Bronze

- Adelaide's 1800 ON HOLD
- AlSCO
- Andale Hotel Services
- BankSA
- Bentleys Accountants
- BOC Limited
- Brown-Forman Australia
- Career Employment Group
- CatCom
- Choice Energy
- Class A Energy Solutions
- Cobalt Blue Australasia
- Commonwealth Bank
- Concept Collections
- Duncan Basheer Hannon
- Efex Group
- Empire Liquor
- Gallagher Bassett
- Global Gaming Industries
- HITsa Industry Training
- International Oyster & Seafoods
- Integrate IOT
- Jaquillard Minns
- Knight Frank
- Lancer Beverage Systems
- Macmont Gaming Supplies
- Make it Cheaper
- McGees Property Hotel Brokers
- Nexstage
- Next Payments
- Nightlife Music Video
- Silverchef
- Skillhire
- Steele & Associates Hotel Brokers
- Studio Nine Architects
- St John
- Supagas
- The Table & Chair Co
- TJ's Cleaning Services
- Trans Tasman Energy Group
- Wallmans Lawyers
- Wills and Daniel Produce Merchants
- Winnall & Co.

Industry Supporter

- Brisbane Hospitality Consulting Services • Clelands Lawyers • Foreman Legal • John Reuther Cabinet Makers • Vintek

## LICENSEE TRANSFERS JANUARY 2018

Hotel	Location	Date Granted	New Licensee
Ambassadors Hotel	Adelaide	10-1-2018	Woolshed on Hindley Pty Ltd
Bridgeway Hotel	Pooraka	10-1-2018	Bridgeway Enterprise Pty Ltd
West Oak Hotel	Adelaide	12-1-2018	West Oak Hotel Pty Ltd

## LICENSEE TRANSFERS FEBRUARY 2018

Hotel	Location	Date Granted	New Licensee
The Fam Pirie	Pt Pirie	1-2-2018	Lishar Holdings Pty Ltd
Mecure Grosvenor Hotel	Adelaide	2-2-2018	Kildair Hotels (Grosvenor) Pty Ltd
Kingoonya Hotel	Kingoonya	2-2-2018	John & Julie-Anne Brett & Weston Colbert
Islander Tavern	Goolwa	5-2-2018	Carcou Pty Ltd
Mintaro-Magpie & Stump	Mintaro	5-2-2018	AP Skye Pty Ltd
Watervale Hotel	Watervale	13-2-2018	WJ Duthy Holdings Pty Ltd
The North Adelaide Hotel	North Adelaide	14-2-2018	Brenton Grigoul
The Flinders Hotel Motel	Pt Augusta	23-2-2018	Flinders Hotel Management Pty Ltd
Marrabel Hotel	Marrabel	23-2-2018	Suzanne & John Crawford

## WELCOME TO OUR NEW MEMBERS

Hotel
Normanville Hotel
Edithburgh Hotel
Sailmaster Tavern
Mylk Bar
British Hotel North Adelaide
Parndana Hotel
Hawker Hotel
Tailem Bend Hotel



## 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](mailto:information@ahasa.asn.au)  
 Web: [www.ahasa.asn.au](http://www.ahasa.asn.au)

### COUNCIL

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Andrew Gunn	Jeff Ellis	Scott Matthews
Andrew Plush	John Giannitto	Tim Gregg
Craig Williams	Mark Davies	Tony Franzone
Guy Matthews	Melinda McCauley	Trent Fahey
Jason Fahey	Michael Lunniss	Trevor Evans

### ADMINISTRATION

Ian Horne	General Manager
Wendy Bevan	Government Relations & Policy
Trevor Evans	Human Resources & Industrial Relations Manager
Owen Webb	Senior Industrial Relations & Human Resources Advocate
Brian Smith	Membership & Business Services
Katherine Taylor	Communications and TAA (SA)
Lucy Randall	Events & Sponsorship
Bronte McCarthy	Finance & Administration
Chris Thomson	Licensing & Gaming
Liz Turley	Training Coordinator
Wally Woehlert	General Manager of Gaming Care

### EXECUTIVE COUNCIL

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David Basheer	Vice President	Matthew Brien
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**PUBLISHER:** Boylen **P:** 08 8233 9433 **A:** Level 3, 47 South Terrace, Adelaide, SA **W:** [www.boylen.com.au](http://www.boylen.com.au)



Tim Boylen - [tboylen@boylen.com.au](mailto:tboylen@boylen.com.au) **Managing Director**  
 Jamie Richardson - [sales@boylen.com.au](mailto:sales@boylen.com.au) **Advertising**

Madelaine Raschella **Studio Manager**  
 Henry Rivera **Graphic Designer**

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