

WA's Liquor & Hospitality Conference & Expo



BUYER'S GUIDE 2011

see and experience the best

B U R S W O O D ENTERTAINMENT C O M P L E X

TUESDAY 31 MAY & WEDNESDAY 1 JUNE 2011





























TUESDAY 31 MAY 2pm - Live Entertainment

Enjoy a live performance of cleverly reworked covers of modern and established classics from musician Jonny Dempsey. Jonny has over nine years experience performing live and has performed over 700 gigs at varied and quality venues on three continents.





4.30pm - Cocktail Making Competition, Main Stage

The local Schweppes HORECA team will demonstrate how to make some fantastic cocktails. The secret is a good dash of Schweppervescence! Don't miss the opportunity to learn from the best and you could even win an Apple iPad.



AHA DIAGED COCKTAIL FUNCTION 6pm – 8pm, Botanical Rooms

Join key suppliers and hospitality identities from around the State at the AHA Diageo Cocktail Function. Enjoy this exclusive industry social event with premium beverages, great food and live entertainment.



A brilliant opportunity to network with industry colleagues after experiencing the best and latest for the industry at day one of Hospitality Expo.

DIAGEO

Tickets are \$55 per person, to purchase tickets go to the main registration desk.

WEDNESDAY 1 JUNE

WA'S BEST COUNTRY PUB STEAK SANDWICH COOK-OFF 2.00pm, Mainstage

Don't miss the cook off where five country pubs go head to head to win the title of 'WA's Best Country Pub Steak Sandwich'! Paul Murray takes you through the cooking excitement; learn tips and trade secrets of each region's best steak sandwiches!



Returning from his Tuesday perform, Jonny Dempsey will deliver a stellar performance showcasing his exceptional vocal ability and intuitive guitar work.





VOTE FOR THE BEST BOOTH

Innovative, eye-catching booth displays? Great product or service showcase?

Visit the AHA Booth (no. 54) and cast your vote for the Best Tradeshow Booth!

Winners will be announced at the AHA Diageo Cocktail Function on Tuesday 31 May from 6-8pm.

This is the 13th year we have presented Hospitality Expo and the Australian Hotels Association (WA) is proud to present Hospitality Expo 2011; the most comprehensive industry showcase for Western Australia's hotel and hospitality sector.

Hospitality Expo 2011 is designed to deliver the latest information, products and services that will underpin

hospitality businesses for the remainder of 2011 and beyond. Once again, Hospitality Expo will set the benchmark for trade-only hospitality events in WA.

Hospitality Expo is the most exciting and interactive way for business owners and their staff to experience the very latest innovations that are shaping the hotel and hospitality industry in WA through live demonstrations, product testing and face-to-face engagement with more than 100 suppliers of high quality hospitality products and services.

This Buyer's Guide is designed to provide you with a reference to quickly and conveniently find the products and services of the most value to your business.

Enjoy Hospitality Expo 2011!



Bradley Woods AHA(WA) CEO/Executive Director Neil Randall AHA(WA) State President

DIRECTORY OF AHA(WA) SERVICES

The AHA(WA) provides a wide range of services to members including:

- Lobbying & Parliamentary Relations
- Membership News & Advice
- Workplace Relations
- Exclusive Member Events & Discounts
- Corporate Membership & Services
- Online and Classroom Industry Training

Visit www.ahawa.asn.au or contact us on (08) 9321 7701 for information and advice regarding the above services and AHA Membership.



RESPONSIBLE SERVICE OF ALCOHOL

All exhibitors providing samples of alcohol are required to serve alcohol in accordance with Western Australia's Responsible Service of Alcohol Guidelines.

We look forward to you having an enjoyable and worthwhile experience at Hospitality Expo and co-operating with industry standards of responsible consumption.

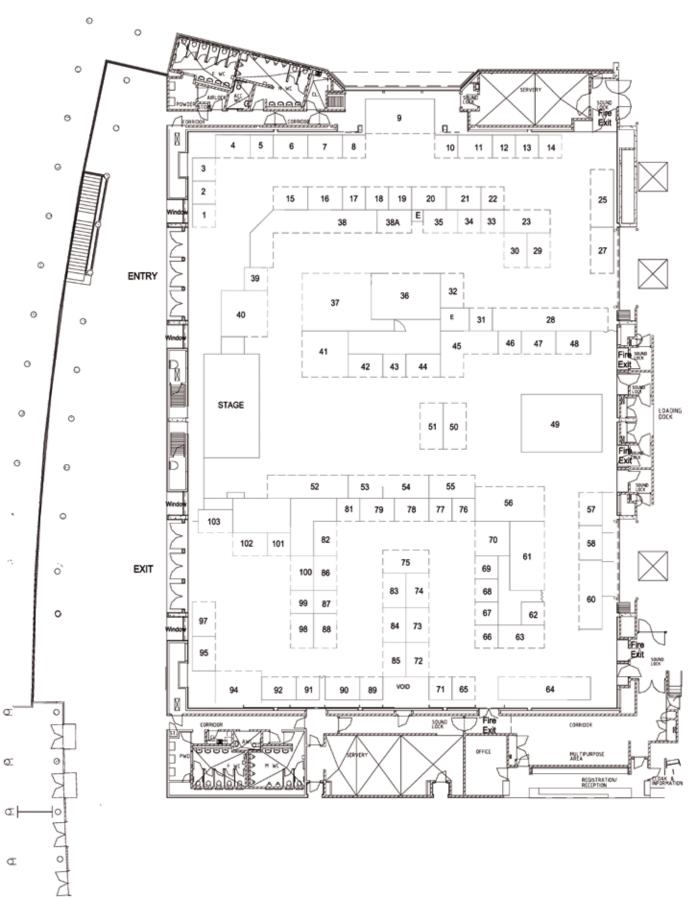


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BURSWOOD ENTERTAINMENT COMPLEX PERTH WESTERN AUSTRALIA



08 9321 8902 www.21stcenturybusiness.com.au WA's leading provider of Point-of-Sale Systems, Cash Registers, Paging Systems & Security Systems. With over 25 years experience we provide the total solution. From design, installation and support – choose 21st Century Business.

<u>Special Offer:</u> TRADESHOW SPECIAL – Free Printer and onsite staff training valued at \$1190 for all Impos Systems ordered at the show.

New Product: IMPOS TIME & ATTENDANCE SYSTEM – using the latest in Fingerprint Reading Technology – Increase Security and Staff Management with IMPOS – Next Generation Point of Sale.

A Cleaner World

84

08 9335 8851 www.acleanerworld.com.au With over 20 years of experience in the cleaning and property services industries, A Cleaner World has developed a reputation of excellence based on integrity, quality and a partnership approach that builds trust and

partnership. Our attitude to cleaning is that 'your success is our success'.

Accuracy Counts

22

1300 884 474

www.accuracycounts.com.au

Your specialised liquor stocktakers. We work with you and your POS system to provide accurate and direct reporting. Accuracy Counts is the missing piece of the puzzle for your business.

<u>Special Offer:</u> Book a stocktake with Accuracy Counts and receive a 10% discount by mentioning the AHA Expo*.

* For new clients only and stocktake to be conducted by 31st August 2011.

Advanced Vending Australia Pty Ltd

94

08 9330 2761 www.vendwest.com.au Advanced Vending Australia (represented in Perth by Vendwest) own and operate ice vending machines and freshly squeezed orange juice vending machines in Western Australia placed free on good sites.

Australian Hotels Association (WA)

08 9321 7701

www.ahawa.asn.au

WA's peak lobbying group for the hospitality industry. Find out more about training and online courses from our training team or speak to the workplace relations team about the upcoming changes to pay rates and OH&S laws and how it impacts your business. See why an AHA membership is a necessity for your business.

<u>Special Offer:</u> AHA Liquor Licensing Guide complete with Liquor Control Act for just \$199. Essential for all venues, this guide is vital for navigating Western Australia's liquor licensing laws and hospitality regulations.

All States Liquor Wholesalers

95

08 9335 9377

Importers and Distributors of Liquor Exclusive brands. Phoenix Beer, Green Island Rum, Voodoo Tiki Tequila and Duff Beer.

New Product: Duff Beer for which we have exclusive importation and distribution from Germany.

APRAIAMCOS

39

08 9382 8299 www.apra-amcos.com.au APRA I AMCOS work to ensure that composers, song-writers and publishers are rewarded whenever their works are played, performed or reproduced; whilst helping music consumers get access to the world's musical repertoire.

Barwick Estates

12

08 9382 1988 www.barwickwines.com

Supplied from its three regional Vineyards in Margaret River, Pemberton and the Blackwood Valley and produces a range of award winning and great value wines that beautifully reflect the diversity and strength of fruit from these three wine growing regions.

<u>Special Offer:</u> The Two Day Expo Special: Crush Range buy 4 ctns receive 1 free, Barwick Estates White Label buy 4 ctns receive 1 free, Barwick Estates Black Label buy 3 ctns receive 1 free and Barwick Estates Collectables – 14 bottles to the dozen.

Bevcon Solutions

32

02 9680 4033

www.bevcon.com.au

We have been established market leaders in Spirit Dispensing and Realtime Beverage Monitoring systems for many years, and are pleased to announce our expansion to WA. Gun-based Spirit Dispensers offer speed, accuracy, labour savings and unprecedented inventory control through integration to you POS system. Increases in profitability typically range from 10-15%! Bevcon systems also offer control over Draught Beer using Brewery-tested flow-meters, and over top shelf spirits and wines using our wire-less Bottle Guardian systems.

1300 363 109

www.boc.com.au

BOC is a leading beverage partner for the Australian hospitality industry, providing beverage gases, cellar safety equipment, AS5034 audits and compliance, and balloon gas through a nationwide network of BOC Gas & Gear outlets.

Broady's Beverage Services

99

0439 373 470 www.broadys.com.au Installation & servicing of draught beer systems, including maintenance and training programs. Manufacturing & sales of draught beer equipment & spare parts. Sole WA distributor of Glassmaid Glass Scrubber & detergent. Manufacture & sales of Mobile Bars & Party Hire Equipment.

<u>Special Offer:</u> Purchase a Glassmaid Glass Scrubber and receive 50 detergent sachets free.

Carlton & United Breweries

37

08 9430 0777 www.fostersgroup.com.au

The largest brewer in Australia with a portfolio of brands that includes traditional regular, premium domestic and premium international. CUB is also the largest Cider producer in Australia.

<u>New Product:</u> By providing a well balanced sweetness, a clean finish and being smooth on the palate – the new Strongbow Pear is the "Pearfect" addition to the Strongbow Family.

Coca-Cola Amatil

52

08 9449 1253

www.ccamatil.com.au

One of the largest premium branded beverage companies in the Asia Pacific region. Its premium spirits and ARTD portfolio includes Jim Beam, Canadian Club and Russian Standard Vodka. Through its joint venture with SAB Miller, it sells and distributes premium imported ϑ local beer brands – Peroni, Peroni Leggera, Miller Genuine Draught, Miller Chill, Pilsener Urquell, Grolsch ϑ Bluetongue. With the Bluetongue Brewery now fully operational CCA has expanded into the Draught Beer category.

New Product: Coca-Cola Amatil is proud to launch Australia's firs true 'bright beer'

– BRUERS BRIGHT. Designed for outlets that pride themselves on offering the best draught beer experience in their venue, BRUERS BEER is filled straight from the brewery vats without a heat treatment process. Natural brewery fresh beer, the exact way the Brewers prefer to drink their beer.

Constellation Wines

38A

08 9274 9522

Our vision is to become world renowned as Australia's regional wine champion, respected for our quality brands and winemaking excellence. New Product: Amberley Kiss & Tell: Moscato and Moscato Rosa (sweet and juicy with delicate perfume flavours), Omni: Bellini (refreshing white peach cocktail), Amberley Secret Lane: Sauvignon Blanc, Semillon Sauvignon Blanc and Cabernet Merlot

Crema Gourmet Coffee Roasters

4

08 6253 8958 www.cremagourmetcoffeeroasters.com

A WA owned and operated family business. Our goal is to source the
finest selection of quality Arabica Beans including: Organic, Rainforest
Alliance, Fair Trade & Estate coffees from all over the world. Carefully
roasting & blending them together to bring you the ultimate cup.
Special Offer: Traditional spices have been incorporated into the Fraus Chai powder
to ensure an authentic chai experience. A Special introductory price of \$8.50
p/500gm for those orders placed at the expo.

<u>New Product:</u> The Fraus Seriously Rich drinking chocolate range is sure to help you stand out from the competition this winter. With a HUGE selection of addictive flavours you can't go wrong!!

Customers ATM

57

1300 305 600

www.customeratm.com.au

Australia's largest ATM Company. With our New Osborne Park Warehouse and office we aim to become the best ATM service provider within WA.

<u>Special Offer:</u> \$4000 Cash Giveaway. Simply visit the Customers ATM stand and enter into the draw to win one of four \$1000 cash prizes.

Dash Paintball Complex Pty Ltd

2

08 9248 2222

www.dashpaintball.com.au

Only indoor paintball field in WA. It is the largest paintball field in WA. Bucks, Hens, Birthdays, Corporate Days, Friends, Family or just fun!

Special Offer: Mention 2011 Hospitality Expo or AHA (WA) for special deals.

New Product: Bushball Scenario Days, Team Building, Weekly League, Sporting

Groups, Wind ups, Functions and Venue Team Building.

08 9474 7400

www.debortoli.com.au

A third generation business and family owned. Established by Vittorio and Giuseppina De Bortoli in 1928 the family is committed to the business with a real passion for wine. We strive to make genuinely interesting wine styles reflecting strong regional focus offering outstanding value. We believe wine should have varietal detail and be a reflection of site and season. Our motto 'Semper ad Majora'-'Always striving for better'- underpins everything the company does. Special Offer: Expo Offer - Only visitors will receive 1 bonus ctn with every 4 ctns purchased of the Melba range featured at the show. Every case purchased earns a ticket in the draw to win a fabulous GHD hair straightener or Makita Power Tool Kit. New Product: La Boheme – Fresh new styles from The Yarra Valley with distinctive labels. Honouring The Yarra Valley's very own opera diva Dame Nellie Melba, who enchanted the world as Mimi in 'La Boheme'. This range plays tribute to Melba one of her most well known opera's based in the characterful Latin Quarter of 1880's Paris.

DIAGEO 60

08 9285 4400 www.diageo.com The world's leading premium drinks business with an outstanding

collection of beverage alcohol brands across spirits, beer and wine. These brands include Johnnie Walker, Smirnoff, Baileys, Jose Cuervo, Guinness, Tanqueray, Ketel One, Civoc, Captain Morgan, Buchanan's and Bushmils Whiskies.

New Product: New Classic Mixes: The World's No. 1 spirits, blended with the No. 1 mixes on the market, Smirnoff, Gordon's and Schweppes. Guinness Black Lager: A refreshing new taste in Lager. It is cold brewed and combines a characterful flavour with a unique refreshing taste experience.

Digital IQ 91

08 9252 1420 www.digitalig.tv

The leading professionals in telecommunications servicing the hospitality industry. With extensive knowledge and skills in commercial digital entertainment systems including the National digital upgrade, theatre installations, structured cabling and smart wiring solutions servicing all hospitality industries both in regional WA and metro Perth

<u>Special Offer:</u> Expo special fully installed digital hotel ready HD 32" TV including mounting bracket and tuning to free view and pay TV services for \$480 inc GST minimum 10 per order including regional areas.

<u>New Product:</u> Digital IQ offer our clients professional MATV solutions to convert or upgrade their existing analogue to digital via antenna or satellite using existing infrastructure.

East Perth Print 1

08 9221 5634 www.eastperthprint.com.au

We offer a creative design service, digital, offset and large format printing, warehousing, website design and print management. Our holistic approach to design allows us to manage your brand identity from simple flyers, posters and brochures through to the most complex menu's.

<u>Special Offer:</u> Receive a 15% print discount voucher by visiting our stand. Only available to those visiting the Hospitality Expo.

New Product: Come and check out our water resistant and tear proof paper- great for food and drink menus.

Easy Payroll Pty Ltd 53

1300 812 500 www.easypayroll.com.au

A fully flexible, streamline addition to your business. We will take care of your Payroll, Superannuation and Australian Tax obligations along with Award Interpretation and your regulatory updates and compliance.

<u>Special Offer:</u> Easy Payroll offers all new clients FREE outsourced payroll setup plus EXCLUSIVE access to our client resources via our member login.

New Product: Client Services – Member Login: Easy Payroll clients can login to a range of references and services including new employee forms and letters, Fair Work fact sheets/statements/templates and Industry specific award/regulatory news

Electrical Testing Services 100

1300 30 49 59 www.electricaltesting.com.au Predominantly a national electrical and portable fire compliance service provider suitable for large, medium or small facilities. Specialist hospitality supplier with more than 70 hotels serviced including accommodation properties and taverns.

<u>Special Offer:</u> Published AHA (WA) member prices (discounted) and priority service. Guaranteed satisfaction of all service delivered. Obligation FREE service analysis and quotation. OHS: Site safety report is also FREE.

New Product: Hospitality Industry Package including: - Thermal Imaging – Portable

Ellestream Food Brokers

08 9443 8604

Sales and Distribution of food products and cleaning products to wholesalers and end users.

<u>New Product:</u> Potato Scallops, Beef Croquettes, Beef and Cheese Croquettes, Black wash Laundry liquid Nil odour spray.

ELuma Media 31

0415 060 318

www.eluma.com.au

We provide unique communications solutions to advertising, marketing, promotion and point-of-sale industries. EL technology produces highly flexible, thin, lightweight illuminated signs without bulky, light boxes and expensive installation costs. We strive for excellence in both customer satisfaction and in product quality and we are continually working to excel in our performance.

eMenu Australia 74

08 9470 4844 www.emenuaustralia.com.au
A provider of self-service user experiences and business solutions through the supply of software and hardware products for the restaurant industry. Our customer–facing hardware and software systems deliver an easy, fast and engaging self-service interface that allows guests to accurately order their food.

<u>Special Offer:</u> SHOW SPECIAL! The first 10 customers that buy a 20 licence eMenu system will get a 19" All in One touch screen PC for FREE! <u>New Product:</u> eMenu is an interactive touch screen MENU ordering system that allows guests to easily order food. eMenu is a versatile system with huge potential for cost savings and increase in turnover.

European Foods Wholesalers

9

92

08 9328 7455 www.europeanfoods.com.au Direct importers, manufacturers and distributors of specialty foods, coffee, beverages, liquor and equipment to the hospitality and retail markets. We offer access to more than 5,000 medium to premium products which are continually updated to keep abreast with international

trends. We distribute across Western Australia. Special Offer: Ask for further details

New Product: BIRRA ITALIA: Birra Italia is a brand with deep meaning as it is a beer that combines both traditional and modern methods together. Produced still to this day according to an antique Italian recipe, its success uniquely Italian wrapped in classic azzurra blue packaging. SILVANA FINEST QUALITY ARABICA COFFEE: Lovingly crafted for the exclusive use of leading chefs, barmen and coffee connoisseurs. Recently judged a 'remarkable product' by the prestigious International Taste & Quality Institute based in Belgium, the 3 Silvana blends are the world class specialty coffee blends, roasted daily right here in Western Australia.

Exclusive Beverages

3

0447 806 744 www.exclusivebeverages.com.au
A dynamic and innovative distributor of high quality brands including
spirits, wines, ciders, beers and liquors in WA, with a world class portfolio
with some of the most highly awarded and renowned brands.

<u>Special Offer:</u> Purchase any deals from the Exclusive Beverages stand over the two days and go into the draw to win a signed pair of Danny Green boxing gloves(sponsored by Alibi Bourbon).

<u>New Product:</u> 1. Wills Domain – Quality Margaret River Wines 2. Alibi 82 Bourbon θ Cola - The new 3. Feral Brewing.

Family Business Australia

67

08 9454 2843

www.familybiz.org.au

A not for profit membership organisation and the peak body for families in business, committed to fostering the success and sustainability of all Australian family business.

<u>Special Offer:</u> New members receive a free half day workshop on 'Family Business Best Practice' and a copy of our 'Professionalising your Family Business' booklet. <u>New Product:</u> Specialised educational courses for family business including Strategic Planning and Family Business Director.

Fataway - Fry Fresh

48

08 9274 7668

www.fataway.com.au

We offer a healthy oil solution for high volume restaurants and fast food outlets in the Perth Metropolitan area. The system is FREE and available in 250Ltr /135Ltr stainless steel, in- house units. Wheel it to the fryer, plug it in, point nozzle into the fryer and pump.



08 9441 3300

venues

08 9350 0560

www.finewinepartners.com.au

Providing sales, market activation, public relations and distribution services for an unrivalled portfolio of premium Australian and International wines, champagnes, spirits, craft beers and boutique

Special Offer: Purchase 12 mixed dozen across Sandalford & Capel Vale Ranges and receive 9 tubes (of 4 glasses) Spiegelau Authenthis Casual glasses. New Product: Te Hana Sparkling. Te Hana is a contemporary fresh New Zealand Sparkling wine, rose cuvee (100% Pinot Noir) and reserve cuvee (80% Chardonnay 20% Pinot Noir). Come and taste them at the Fine Wine Partners Stand.

FOX SPORTS 72

0408 241 600 www.foxsports.com.au

Offering a complete entertainment solution. From premium sporting events including every match of the NRL, AFL, Super Rugby, Tri Nations, 2011 Rugby World Cup, Hyundai A-League, Barclays Premier League as well as domestic and international cricket and pay-per-view events to the multiple music, news and entertainment channels.

Special Offer: Existing Customers: Receive a 30% discount of any order placed during the tradeshow (offer valid until the end of financial year June 30th 2011). New Customers: Subscribe to FOX SPORTS during the tradeshow to go in the draw to win 4x West Coast Eagles tickets in the FOX Corporate Box (offer valid until the end of financial year June 30th 2011).

New Product: FOX SPORTS 1,2 and 3 are now available to venues in superior High Definition, providing your patrons with a sports viewing experience like no other. Visit the FOX SPORTS booth to see how to give your venue the cutting edge.

35 Freshcorp

08 9445 8666 www.freshcorp.net

Fruit and Vegetable Wholesalers: Superior Quality "From Farm Gate to Plate"

Special Offer: Free delivery in the Metro area. \$100 credit for new customers (conditions apply).

New Product: Snow Pea Tendrills, Black Garlic and King Oyster Mushrooms.

Funky Bunches

08 9443 2600 www.funkybunches.com.au If you are looking for flowers for your corporate event, own private function or wedding in the Perth metropolitan area or beyond, then Funky Bunches is the place to call. All of our flowers are fresh which ensure that they last as long as possible and our floral designers will work with you to design amazing and funky creations.

Special Offer: Use this promotional code (EXPO11) when ordering flowers on our website and receive 20% discount plus free delivery when you sign up as a member

Furniture Options

08 9228 4878 www.furnitureoptions.com.au

Specialising in sourcing, manufacturing and installing a comprehensive range of fit for purpose furniture and fittings for the hospitality industry. We offer custom designed locally manufactured products to meet the needs, budget and expectations of our clients. Visit our showroom in North Perth to view a wide range of tables, sofas, booth seating and chairs from local and leading international brands. Furniture Options has completed a significant number of projects ranging from Resorts, Hotels, Taverns, Cafes and Restaurants.

New Product: "Craftsman Range", created from durable Indian Rosewood and Steel, the Craftsman collection is designed for commercial and hospitality industry. Engineered with the strength of both steel and wood to provide a strong quality range of tables, stools and bench seating available exclusively @ Furniture Options.

Grape Expectation Vintners

08 9267 8555 www.grapeexpectionsvintners.com.au With a portfolio that comprises of both well known and up and coming wineries from across the globe, GEV represents the finest examples of wine that show personality and character of their individual regions. This wide and various collection is designed to suit almost every palate and pocketbook, we are sure you will agree.

New Product: Tiki Sauvignon Blanc 2010 Marlborough. Produced in one of the highest altitude vineyards of the Wairau Valley. Farmed organic purity and freshness are the underlying expressions of the wine.

H & L Australia 55 & 76

08 9260 9100 www.powerofpos.com

Hospitality Focused Technology Experts. Along with leading point of sale and stock control solutions; H & L are also licensed security providers of HI-RES Video Surveillance Solutions.

Special Offer: Free software if ordering a 'Grip' handheld stock device before June 30 2011. Double your storage! Buy a 2 Terrabyte Nas drive and get 4 Terrabyes. New Product: Take control of your pricing and stock control from the floor. More than just a stocktake device, let 'Grip'allow you to take care of your business on the

Australia's most progressive wide range beer, wine and spirits wholesaler.

New Product: HLW now offers a comprehensive third party warehousing solution.

Hospitality Accessories

08 9471 8322 www.eventsandweddings.com.au Coloured Table Linen Hire, including chair covers in 18 colours, napkins in 60 colours, table cloths in over 100 colours, chair sashes, high bar cover and other event decorations. Event linen and catering laundry services.

New Product: Event Linen and catering laundry services.

Hospitality Group Training

47

08 9481 1602 www.hgtwa.com.au Group Training Company. Employee of apprentices and trainees in the hospitality sector. Customised training provider for all hospitality

Special Offer: Free consultation to discuss your staff training and professional development needs.

HOST**PLUS**

08 9260 4678 www.hostplus.com.au The award winning national industry super fund for hospitality,

tourism, sport and recreation. With Funds Under Management worth over \$7 billion, HOST**PLUS** is one of the largest superfunds in Australia with nearly 1 million members & 64,000 employers.

11 **HotelsApart**

08 9240 6656 www.hotelsapart.com.au

The bedcovering and window treatment specialists for curtains, blinds and accessories. HotelsApart are providing quality economical solutions across the hospitality industry. For large or small projects or refurbishments and for quality service or advice, HotelsApart are the WA supplier to talk to.

Special Offer: Cotton prices are increasing at an incredible rate. Now is a great time to stock up on quality double stitched bath towels at just \$5.95+GST. This 450gram 70 x140 towel at a not to be repeated price is guaranteed value. New Product: HotelsApart are proud to offer their exceptional Malibu design bedcovering & accessories. It can bring life into your rooms with fresh & bright colours. New striking designs Aqua Gold & Tabasco.

Hunter Technologies

90

02 4369 4964

www.cellarcontrol.com.au

Specialising in new and innovative technology that improves current systems by saving product or time.

Special Offer: 6 month money back guarantee - try cellar control for 6 months, if you're not happy, we refund all payments.

New Product: Cellar Control- Beer line Cleaning Technology that allows the pub or club to clean the beer lines every 6 months instead of every week. Save money, time, beer, waste and gas.

Imperial Tobacco Australia

36

08 9442 7700

www.imperial-tobacco.com Imperial Tobacco – manufactures and marketers in tobacco products.

Independent Distillers

81

08 9344 1093

www.independentdistillers.com The name behind many of the countries leading brands such as Vodka Cruiser, Woodstock and Pulse is recognised as a leading innovator in liquor markets around the world.

Special Offer: Come and meet the friendly IDA team and sample some of their fantastic new products.

New Product: Red Bear Vodka 2L Casks 700ml – Cosmo Long Island. Cruiser Vodka FSBS and three exciting new flavours – Electric Pink, Green Envy and Lemon Lime

ISA Group Pty Ltd

69

08 9346 8888

www.isa.com.au

Australia's leading immigration and skilled migration agents providing advice for Australia immigration requirements for all types of individual and family visas. ISA Group is also an overseas recruitment specialist helping Australian businesses recruit skilled worked from overseas. We provide immigration to Australia solutions for businesses that require visas for workers for short-term and permanent work assignments.

65 08 9420 7723

0488 001 275 www.island2island.com.au The exclusive distributor for Angostura Bitters and Angostura Rums 1919, 1824 and now The Butterfly Range 5yo & 7yo. We also are the exclusive importers for Burn Stewart Distillers for single malt whisky's and Hine Cognac Range. We now have six new exciting single malts hitting the market now.

Special Offer: We have case deals on all brands and product from \$20.00 to \$100.00 per case. Come and see us to discover these great offers.

New Product: AnCoc Single Malt Whisky – 12yo, 16yo. Balblair Single Malt Whisky - 2000 Vintage, 1989 Vintage. Old Pulteney Single Malt Whisky - 12yo, 17yo, 21yo. Speyburn Single Malt Whisky - Bradan Orach, 10yo. Glendronach Single Malt Whisky – 12yo, 15yo, 18yo, 31yo. Kilchoman Single Malt Whisky – Spring 2010, Summer 2010.

James Richardson

08 9355 4100

A Multi National Company, specialising in commercial quality furniture primarily for Hospitality Industry and exclusive product ranges from Czech Republic, Italy and China.

Special Offer: Registered interest for furniture received at the show for JR range and purchases of product between 1/6/11 - 30/9/11 will receive an extra 15% discount when invoiced as a show special.

James Squire

45

08 9350 0332 www.lion-nathan.com.au Come down to the James Squire stand and be the first to sample our 150 lashes pale ale!

JP Commercial Cleaning

0447 000 535 www.jpclean.com.au At JP we believe in offering you the service you require and tailor make a package for you, country areas are catered for, AT "JP" YOURS IS OUR MOST IMPORTANT JOB FOR THE DAY.

Special Offer: 10% off pressure cleaning, upholstery & carpet cleaning to AHA WA members for areas over 50m2.

KLB Systems

86

08 9249 7939 www.klbsystems.com Supplying Information Communications and Technology (ICT) services and related equipment. Contact us to discuss your needs obligation free.

KLB supplies the comprehensive PI Electronique hospitality solutions for Front (POS, Hand held, Printing, Bump Screens etc) and Back of House solutions including POS multi menu management, stock, clocking, supply and support of computers, networks and smart phones.

Special Offer: Bonus 8" sPIn8 LCD PI Electronique POS with any full POS system purchased.

New Product: PI Electronique sPIn8 8" LCD POS is fully functional for small areas where fast and reliable sales access is required.

Lion Nathan

49

08 9350 0332 www.lion-nathan.com.au The Swan Brewery has been a proud member of the Western Australian business community since 1857. They are quality brewers using the finest ingredients to produce both their Regional Brands as well as other leading Lion Nathan brands at their Canning Vale Brewery.

Liquid Mix 103

www.liquidmixwa.com.au

A family owned and operated, wide range beverages wholesaler servicing the WA hospitality industry. With the largest range of luxury spirits and liquor in WA and an extensive range of premium and imported beers and wines.

New Products: Rekorderling Swedish Cider, Cariel Vanilla Vodka, Sagatiba Pura Cachaca, Hpnotiq, Pama Liqueur and Goslings Black Seal Rum.

Little Creatures Brewing

08 9338 8500 www.littlecreatures.com.au A flavour loving brewery, nestled on the waters edge in Fremantle. The entire team behind the brewery are certified hop heads, mad on the explosion of flavour derived from brewing with whole hop flowers. It is these hop flowers that provide Little Creatures beers with their unique, floral aromas and refreshing bitterness.

Mal Atwell Indoor Leisure Group

08 9354 9150

www.malatwell.com.au

We have been involved in supporting the hospitality industry for over 40 years and continues to set the benchmark for pool tables, juke boxes, bingo and fundraising.

New Product: Visit us at booth #51 to discuss your venues requirements and to see the new electronic 'Pot black Halo' pool table.

ME Bank

www.mebank.com.au

Just as the industry super funds such as HOSTPLUS have pioneered low-cost superannuation for their members, ME Bank plans to continue to build on our success by offering low-cost, innovative and award winning banking services to members of industry super funds, employers, and trade union members.

New Product: Our Member Package is a complete banking solution that offers the ease of having all of your main accounts with one bank, working together to save you money and time.

MegaVision Sound and Lighting

63 & 64

43

08 9444 6556

www.megavision.com.au

One of Australia's leading providers of professional audio, vidual, lighting and integration systems. MegaVision also provide solutions to cater for your venues needs including Elerator Hand Dryers, Firestick Outdoor Heaters and Industrial Portable misting fans.

Special Offer: AHA Hospitality Expo special only - Powder Coat finish: normally \$1790 Inc GST, your price: \$1495 Inc GST. Stainless Steel Finish: normally \$1995 Inc GST, your price: \$1650 Inc GST.* VALID 31st May & 1st June 2011 only *

New Product: The Firestick Outdoor Heater is 50% more efficient than other outdoor heaters, with superior heat coverage θ three separate flame settings attracts customers, creates ambience, atmosphere and a unique setting.

National Measurement Institute

71

02 8467 3774 www.measurement.gov.au National Measurement Institute is a Government Agency.

Office of Road Safety

83

08 9323 4692

www.ors.wa.gov.au

Responsible for research and policy which helps develop road safety strategies. It also manages road safety education campaigns, partnership programs, and community consultation. The Office supports the Road Safety Council and helps coordinate the road safety effort for the State.

OHM BEVERAGES

0431 885 035

www.fabfresh.com.au The distribution arm of Mountain Fresh Fruit Juices in WA. Other products offered include; the Fruit Grape Drinks, Grubb Drinks, Fruitbars, Organic Tea and Soft Drinks. We do export as well. OHM BEVERAGES focuses on Australian made, natural, high quality premium

products. Special Offer: Buy 10 cartons of any range we stock and receive 2 cartons for free. New Product: New to the WA market Fruiz Sparkling Grape Drinks, F.C. Grubb Soft Drink range, Australian Tea House organic teas - all ideal for restaurants and hotel

On-Q Point of Sale

20

08 9354 9911

www.onqpos.com.au

Specialising in only hospitality point of sale and only employ people who have high levels of hospitality background so you can be guaranteed you are dealing with a company and people who understand you and your specific requirements. Dedicated to service not just sales.

Special Offer: 10% discount of the RSP for any order placed at the AHA trade show for delivery within 3 months after the trade show (by 30th Sept 2011). New Product: New Stock take PDE software, New Hand Held Order Takers, New SQL Swiftpos software, dedicated Restaurants sytem (Graphic restaurant table layout/ mapping, split billing, Bistro, Tab & Table charging, Phone Orders & Pick-ups (ideal for Pizza sytle operation), reservations) Membership, Loyalty. And so much more.

Peacocks Bedding

08 9353 3888 www.peacocksbedding.com.au WA's leading manufacturer of mattresses and bed ensembles for the commercial hospitality industry. Proudly WA owned, with the only Perth based spring coil factory, we make leading brands, KING KOIL and SLUMBERKING beds for all accommodation 1 star to 5 star quality. Special Offer: Any orders resulting from the Expo will receive a special discount at 10% from listed wholesale prices.

Perth Bartender

58

19

0402 092 399 www.perthbartender.com.au Cocktail Event Specialists .Cocktail Master classes. Professional Bar

New Product: Bar Blades, Sili Muddler, Pro Flow Pourers.

Perth Institute Western Australia Pty Ltd

08 9322 1919

www.perthinstitute.com.au

Considered to be one of the leading vocational training institutions in Australia. Located in the centre of Perth and in operation since 1993 the Institute prides itself on developing courses that cater to the changing demands of industry, both in Australia and internationally.

08 9331 3549

Serving the Hospitality Industry in Perth with Point of Sale solutions for more than 10 years. We have developed our own Point of Sale software the Oscar POS. This state of the art software is running in more than 100 establishments across Western Australia.

<u>Special Offer:</u> End of Financial Year Special: Installation, setup, initial data entry and training free.

<u>New Product:</u> Recently released: Delivery module for food delivery businesses (Pizza, Indian, Chinese, etc.). Steak Houses – specialised module to make dealing with the specifics requirements of Steak Houses much easier.

Premium Beverages

88

6

08 9330 2907

With majority ownership held by Coopers Brewery, Premium Beverages has become a fast growing business, singularly specialising in the sales and marketing of premium beers. Premium Beverages has witnessed a rise in both sales and awareness beyond any expectation of Coopers products and looks to become a major brand in Australia's premium beer market. It also has Mythos beer from Greece, which is the largest selling local beer in Greece.

Pronto Liquor

16

08 9209 3655

Pronto Liquor has been importing the highest quality products from Italy, with a focus not only on the newest products, but more importantly quality to Cafe', Restaurants and Hotels. For the past eleven years Pronto Liquor has grown into a well-known and respected name. The Company has expanded rapidly in recent years from food to Fine Wines and has developed an adaptable and passionate team which now comprises the Pronto Family.

New Product: New from Ceci in a Revolutionary top design the bottle becomes the Decanta which enables excellent oxygenation of the wine when tilted 86.2 degrees.

Racing & Wagering WA

56 & 70

08 9445 5333

www.tabozbet.com.au

RWWA is a leader in a unique and thriving industry and is a significant contributor to the WA community. We are the only organisation of its kind in Australia, providing responsible entertainment through Racing, Pacing and Chasing.

<u>Special Offer:</u> Racing and Wagering WA and the TAB are proud to invite all visitors to the 2011 Hospitality Expo to see our latest Self Service Betting Terminals. Ask about more improvements coming in June!!!

New Product: Racing and Wagering WA and Sky Racing are pleased to offer all new SKY Racing subscribers the three months for FREE. Ask us how to generate business from SKY Racing and TAB mobile betting!!!

Retail Systems

33

08 9422 5600 www.retailwa.com

Retail Systems is a WA based company specialising in Point of Sale solutions for hospitality clients. With our range of products, we can tailor to suit any business requirement. We deliver proven Retail Technology that enhances decision making and profitability.

<u>Special Offer:</u> Retail Systems are currently offering a free Site Survey (valued at \$1,200) to all businesses who register their interest during the Expo. The Site Survey includes a Technology Improvement Model.

New Product: Automatic emailing of any report

Ripe Communications

34

08 6262 7998 www.ripecommunications.com.au Telecommunications specialists, providing solutions for mobiles, landlines, internet and tablets. "Time poor – we'll come to you anytime".

<u>Special Offer:</u> 3 months free for any new service connected by 30th June on Vodafone. <u>New Product:</u> iPAD 2 and Samsung 10" Tablet.

Robert Oatley Vineyards

73

0428 232 332

www.robertoatley.com.au

Our wines reflect a proud winemaking heritage and contemporary, innovative Australian wine styles – crafted and bottled at the family estate in Mudgee, Australia. I hope you enjoy drinking them as much as we enjoy making them.

<u>Special offer:</u> Purchase 8 cases of Wild Oats and receive 1 bonus carton, purchase 6 cases of the Tic Toc and receive 1 case bonus or purchase 5 cases of Robert Oatley and receive 1 bonus carton.

Samuel Smith

08 9333 4222

Samuel Smith and Son/Negociants Australia are a family owned wine merchant established in 1923, servicing the liquor industry with a Blue Chip portfolio.

New Product: Berry Bros Rudd – No 3 London Dry Gin, Madfish Sideways Margaret River Sauvignon Semillon ,Cabernet Merlot and Running with Bulls Tempranillo and Vermentino.

SCANTEK

1

08 6424 0001

www.scantek.com.au

The fastest, most affordable, searchable venue access solution with no person fees or no high initial costs. Scanteck gives you a record of everyone in your venue on any night. You can then ensure troublemakers are barred from your venue.

Schweppes

75

08 9430 3399

www.schweppes.com.au

In terms of attributes, there is an incredibly strong association of Schweppes beverages with Schweppervescence just the right amount of bubbles that last the whole drink through.

<u>Special Offer:</u> Come to the stage to see the local Schweppes HORECA team demonstrate how to make some fantastic cocktails. The secret is a good dash of Schweppervescence! Don't miss the opportunity to learn from the best and you could even win an Apple iPAD.

<u>New Product:</u> Cranberry juice is our newest edition to our superior Spring Valley on premise juice range! The perfect pack size with a crisp and refreshing taste is exactly what you would expect from Schweppes and Spring Valley.

Sebel Furniture

79

08 9230 3800

www.sebelfurniture.com.au

Furniture Manufacturer, designers and procurement specialists.

Special Offer: 10 % off all orders placed during/at AHA expo.

New Product: "Flat" Tables ia an amazing new technology that levels a table automatically (and constantly) to compensate for the change in ground levels. The result – no more wobbly tables. Prices at \$116

Shade Engineering

29

1800 658 733 www.shadeengineering.com.au
The WA and Northern Territory representatives for MakMax Australia,
Celmec International and Sunsafe Shade Covers. WE can design,
supply and install complete cover for your alfresco area – from
waterproof umbrellas to a structure with blinds, lights, heaters, sound
and more.

SITA Environmental Solutions

78

13 13 35

www.sita.com.au

One of Australia's leading advanced resource recovery, recycling and waste management companies. Our industry knowledge and experience, combined with our comprehensive service range, enables us to provide customers with integrated environmental and sustainable recycling and waste management practices that are tailored to our customers' needs

<u>Special Offer:</u> Visit the SITA Environmental Solutions stand and register your business for a free waste assessment and a tailored waste and resource recovery management system, for your chance to win 4 cubic metres of mulch, delivered in the Perth metropolitan region.

Site WorkReady

7

07 3114 5188

www.siteworkreadv.com

Site WorkReady, part of Site Group International (ASX:SIT), services skills shortage areas by delivering employable individuals with Australian accredited qualifications and/or employer tailored training with the proper English language, OHS, WHS and cultural training to make them work ready from day one on the job.

<u>Special Offer:</u> Find offshore work ready chefs, waiters, front of house staff and maintenance workers with Site Group. Graduates are trained with Australian qualifications, experience, OHS, English and cultural exposure.

New Product: Site WorkReady offers Employer Tailored Offshore Training as well as a Sponsored Training package. Graduates are Industry experienced and Australian qualified, ready to work in Australia.



08 9296 2600

www.sittella.com.au Afamily owned winery and restaurant established in 1998 in the Swan Valley. It crushes annually 180 tonnes of fruit, which is sourced from its vineyards in the Swan Valley, Margaret River and the Deep South. Sittella produces varieties as sparkling wines, verdelho, chenin, chardonnay, muscat,

shiraz and cabernet sauvignon. It also has a well known restaurant. Special Offer: Put an order in during the trade days and you'll receive 10% off our regular wholesaler's prices.

Sleepyhead Bedding

85

98

1800 633 358 www.sleepyhead.com.au A national bedding company famous for its advanced Sleep Technology that you would expect from one of the Industry's leaders, manufacturing beds in Australia since 1935. Manufacturers and suppliers of mattresses and bed ensembles to all types of accommodation styles from resorts,

hotels, motels, backpackers, guesthouses, hostels and caravan parks in

<u>Special Offer:</u> See our display stand for exclusive offers tailored to suit your property requirements. Special show prices are applicable to upholstered bases in selected colours.New Product: Sleepyhead have released a new range of luxurious pocket spring beds along with an extensive range of innerspring and foam mattresses or ensembles as well as bunk beds and rollaways.

Stax Chairs

08 6278 2055 www.staxchairs.com.au Importer of Commercial Hospitality furniture. Buy direct from Stax Chairs.

Special Offer: Check out the new Max Chair \$88.00. Inc GST. In Stock. Free delivery in the Perth Metro area.

Swish Plastic

0422 708 036 www.swishplastic.com.au Supplier of high quality polycarbon at edrinkware. Swish Plastic is providing a supplier of high quality polycarbon at edrinkware. Swish Plastic is providing a supplier of high quality polycarbon at edrinkware. Swish Plastic is providing a supplier of high quality polycarbon at edrinkware. Swish Plastic is providing a supplier of high quality polycarbon at edrinkware. Swish Plastic is providing a supplier of high quality polycarbon at edrinkware. Swish Plastic is providing a supplier of high quality polycarbon at edrinkware. Swish Plastic is providing a supplier of high quality polycarbon at edrinkware and the supplier of high quality polycarbon at edrinkware and the supplier of high quality polycarbon at edrinkware and the supplier of high quality polycarbon at edrinkware and the supplier of high quality polycarbon at edrinkware and the supplier of high quality polycarbon at edrinkware and the supplier of high quality polycarbon at edrinkware and the supplier of high quality polycarbon at edrinkware and the supplier of high quality polycarbon and the supplier of high quality polycarbon at edrinkware and the supplier of high quality polycarbon at edrinkware and the supplier of high quality polycarbon at edrinkware and the supplier of high quality polycarbon and the supplier odishwasher safe, virtually unbreakable range of classy plastic glasses. Special Offer: 10% discount on glasses ordered at the Expo.

40 Synergy

13 13 54 www.synergy.net.au

Energy is an essential part of your business – so its reassuring to know Synergy is WA's largest electricity retailer, with over 870,000 business and residential customers. Our talented and experienced team can offer a wide range of products and flexible choices designed to keep your business running smoothly.

Special Offer: Synergy's on-line My Account service is a fast and convenient way to view and pay your bills, monitor your energy usage, CO2 emissions and make changes to your account at any time. Sign up today.

The Chair & Table Warehouse

08 9228 4722 www.thechairandtablewarehouse.com.au Direct Furniture importers @ warehouse prices supplying unique designer furniture from around the world like the Replica Tolix range. Stocking a wide range of "value for money" tables and chairs suitable for cafes, restaurants, pubs, taverns and motels. We offer readymade booth seating and ottomans at unbeatable prices - in stock now at our Warehouse in Claisebrook Street, East Perth.

<u>Special Offer:</u> 15% off all Replica Tolix Range of Products for limited time only – 2 weeks after AHA exhibition.

New Product: Tolix Replica Range of chairs and stools available in bright funky colours. Suitable for commercial use indoor and outdoor. Lightweight easy to clean - great chairs and stools for cafes, restaurants, and break out areas

The Smith's Snackfood Company

08 9366 6000 www.smiths.com.au

Australia's favourite Snackfood Company offering market leading brands across all salty snack categories. Your one stop shop for total snacking solutions

Special Offer: Buy any 5 cartons from the nobbys range and receive 1 free carton of nobbys pock crackle.

New Product: "Sometimes it's best to just go nude". Nobbys nude is a new, better for you, premium range of unsalted nuts.

The Total Steam Company

62

0450 262 616 www.biosteam.com.au

We are delighted to be representing the Bio-Steam range of Vapour steam equipment. This range of commercial vapour equipment offers extreme cleaning to the food and hospitality industry. Using superheated vapour allows cleaning and degreasing of all hard surfaces. From walls to floors to stainless steel to kitchen and production equipment, this equipment will exceed your HAACP requirements. Reducing water usage by up to 95% as well as reducing chemical costs whilst assuring a clean sanitised environment.

Treasury Wine Estates

03 8626 2000 www.treasurywineestates.com.au A premium wine business with a leading portfolio of brands. From the establishment of Australia's Penfolds in the mid 1840's, a winemaking legacy has been created. The Treasury Wine Estates portfolio includes iconic brands such as Lindemans, Wolf Blass, Penfolds, Rosemount, Wynns Coonawarra Estate, Matua Valley, Castello di Gabbiano, Australia's Seppelt, Coldstream Hills and Devil's Lair.

Urimat Australia Pty Ltd

18

08 9301 0903

www.urimat-australia.com.au

The Leader in the Waterless Urinal Industry when it comes to design, Technology, Maintenance and Service. Urimats are installed in Hotels, Resorts, Pubs, Restaurants, Sporting Clubs, Office Buildings, Shopping Centres, Government Buildings, Universities and Schools. Companies save money, water and improve hygiene thanks to the Waterless Urinals from Urimat – Australia.

Viet - Coffee 101

08 9364 2770 www.viet-coffee.com.au

Importing Vietnamese tea and coffee including Viet -Coffee, Indochine & Trung Nguyen coffee beans, ground coffee & G7 instant coffee and Cat Nghi teas, a premium range of vietnames tea.

Special Offer: Ducky Noodles \$24 per carton of 24 x 480g instant noodles and Ducky Rice paper \$30 per carton of 24 x 480g.

New Product: Cat Nghi Tea - Jasmine, Lotus, Oolong tea and Black Cinnamon Tea

Vintech Systems

02 9472 2000

ww.vintech.com.au

The sole Australian distributor and support agent for the SAFLOK & ILCO electronic locks by KABA, as well as in-room digital safes by Secure DCS, Energy Controllers and Indel-B Energy Efficient Minibars. We never compromise on quality or service and throughout, reliability is always

<u>Special Offer:</u> we will be showcasing the most comprehensive range of Accommodation specific equipment to suit all budgets. Regardless how big or small the property, the emphasis on innovation, security and quality are paramount with every Vintech System. New Product: Saflok (by Kaba) works with Open Ways to provide advanced smart phone hotel check in Indel B: World "Class A" energy efficient mini bar.

VOK Beverages

21

08 9277 4733

www.vok.com.au

A privately owned & managed Australian company. VOK is a dynamic company with a range of proprietary brands; it's the exclusive distributor for a number of DIAGEO brands & has entered a joint venture to distribute various Treasury Wine Estate Brands.

Special Offer: Drop your business card in to win a Bulliet Fire Pit.

WALU The Furniture Company

28

08 9446 3944 www.waluthefurniturecompany.com.au Specialising in providing the hospitality market with unique furniture pieces. We do carry stock, so most lead times are very short. WALU product range includes Werzali table tops (Germany), Gaber chairs and table (Italy), Outdoor Lifestyle aluminium chairs pool loungers (South Africa), heavy duty aluminium umbrellas, Bent wood chairs and all weather wicker chairs and lounges.

Special Offer: For every Gyro table purchased, WALU will be offering a 80X80 Werzalit table top at \$66.00. The Werzalit tops offer will be from our standard range of colours that we hold in stock.

New Product: NO MORE WOBBLY TABLES - The Gyro is a self-stabilising table base, with an added feature that it fold completely flat for easy storage. Suitable for outdoor

William Angliss Institute

0401 091 245

www.angliss.edu.au As the government endorsed specialist centre for the foods, tourism and hospitality industries, William Angliss Institute has been providing Australian businesses and industry with innovative training and education solutions for over 70 years.

Special Offer: For your free training needs assessment, please call 0401 091 245 or email watraining@angliss.edu.au.

Worldbest Premium Cigars

10

08 9209 2311 www.minchinaustralia.com.au One stop supplier for all your cigars, lighters, and tobacco accessories.

Write N Glo Signs

0468 832 848

www.writenglo.com

Write on/Wipe off illuminated signs.

<u>Special Offer:</u> Show special – 20% off RRP, Prue with free freight where applicable.











THE LEADERS IN HOSPITALITY TRAINING.

The Australian Hotels Association (WA) understands that completing mandatory industry RSA and Liquor Licensing training for you and your staff is hard to organise and this means valuable time away from your business!

Online RSA and Liquor Licensing training solves these problems as you or your staff can complete training online in your own time 24/7!

Easy online payments can be made through credit card or PAYPAL.

OPTION 1

COURSE IN LIQUOR LICENSING (52065) INCLUDING
PROVIDE RESPONSIBLE SERVICE OF ALCOHOL (SITHFABOO9A)

\$250

Approved Managers & Licensees.

Who should complete this course?
Mandatory for all Licensees and Approved Managers.

OPTION 2

Course In Liquor Licensing (52065) ONLY

\$199

Approved Managers & Licensees.

Who should complete this course?

Mandatory for all Licensees and approved managers have already completed the Provide Responsible Service of Alcohol (SITHFAB009A).

OPTION 3

PROVIDE RESPONSIBLE SERVICE OF ALCOHOL (SITHFABOO9A)

\$75

Nationally accredited

Who should complete this course?

Supervisory staff and all staff who serve or supply liquor.

