

# CORPORATE DIRECTORY

## ADVERTISING

Advertiser Newspapers	Luke Sullivan	8206 2000
Channel 9	Graeme Skewes	8267 0134

## BANKING SERVICES

American Express	Call Centre	1300 363 614
ANZ Bank	Call Centre	1300 366 988
Bank SA	Matt Skrokov	8424 4738
Commonwealth Bank	Antowan Moosaian	8206 4013
Diners Club	Call Centre	1300 360 500
NAB	Call Centre	13 10 12
Westpac Bank	Andrew Dunn	8230 2051

## BUSINESS ADVISORS

Brisan Bookkeeping	Nicole Evans	8235 1594
Business Transformations	Geoff Fleming	1300 304 266
Derham Consultants	Barbara Derham	0417 350 420
George Pantahos & Co	George Pantahos	8223 7649
Michael Corigliano Chartered Acc.	Michael Corigliano	8400 6090
Profitable Hospitality	Ken Burgin	02 93694558
Tania Paola Consulting	Tania Paola	0412 291 719

## BUSINESS BROKERS

Raine & Horne Business Sales	Simon Winter	0419 828 689
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## CLEANING

Alsco Linen	Debra Dixon	8346 1391
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## FOOD SERVICES

Adelaide Produce Markets	Luke Westley	8349 4493
AMJ Produce	Margy Abbot	0418 833 351
Angelakis Brothers	Mitch Sperou	8400 1300
Bidvest	Karenza Poynter	8243 5115
Bottega Rotolo	Rosalie Rotolo-Hassan	8362 0455
Coca Cola Amatil	Katherine Lee	0428 484 481
LIV Olive Oil	Robin Schliebs	0412 160 023
Meat & Livestock Australia	Bill Lindsay	0411 680 519
National Foods	Matt Cooper	0407 743 504
Rio Coffee	Michael Marin	8362 3376
Schweppes Australia	Sarah Wallace	0401 147 628
Vittoria Coffee	Pasquale D'Apice	8346 2399

## FOODSERVICE EQUIPMENT & SUPPLIES

Bidvest Hospitality Supplies	Greg Cordingley	8245 6200
Curtin Pty Ltd	Steve Uppington	8340 1677

## FURNITURE SUPPLIERS

James Richardson Corporation	Graeme Spence	8211 8966
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## GLASS REPLACEMENT

Clarksons Glass	Wayne Sendon	1800 060 007
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## INSURANCE

Aon Risk Services	Jo Bewley	8301 1130
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## INTERIOR DESIGN

Sarah McInerney Designs	Sarah McInerney	0400 665 582
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## KNIFE SHARPENING

Flamin Sharp	Bob Turner	0417 877 476
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## LEISURE & LIFESTYLE

Skycity - Adelaide	Jennifer Wagner	8218 4186
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## LICENSES

APRA	Gary Burrows	8239 2222
PPCA	Christine Rogers	02 8569 1100

## LIQUOR

Aramis Vineyards	Lee Flourentzou	8238 0000
Bottega Rotolo	Rosalie Rotolo-Hassan	8362 0455
Chace Agencies	Chanda Rice	8363 7881
Coopers Brewery	Penny Johnson	8440 1800
Constellation Wines	Richard Favretto	0408 086 594
Domaine Wine Shippers	Darren Erbsland	0411 078 660

Empire Liquor	Brenton Quirini	8371 0088
Festival City Wines & Spirits	Don Totino	8349 1200
Fine Wine Partners	Brenda Roney	8333 9407
Fosters Australia	Tom Parkin	0418 849 173
Harbottle on-Premise	Jacky Hamood	8152 8703
Longview Vineyards	Denis Rossetto	8388 9694
Mt Horrock Wines	Stephanie Toole	8849 2243
Negociants Australia	Randall Caon	8112 4210
Pernod Ricard Australia	Rowan Leahey	0417 864 003
Porter & Co.	Kate Porter	8373 3010
SA Brewing	Melanie Towler	0439 810 674
Samuel Smith & Son	Elizabeth Schoen	8231 3963
Tidswell Wines	Ben Tidswell	0408 842 406
Wisdom Creek Wines	John Khouzam	0418 836 316
Woodstock Winery	Geoff Barker	8383 0156

## MARKETING

ACTA	Daive La Scala	8303 2322
Aust. Mushroom Growers Assoc.	Pam Tobin	8234 8601
Blue Nectar	Brett Helgerson brett@bluenectar.com.au	
Oliver's List	Bronwyn Gibson	8293 1859
SA Tourism Commission	John Evans	8463 4500

## MEDIA

Advertiser	Luke Sullivan	8206 2000
Channel 9	Graeme Skewes	8267 0134

## POINT OF SALE

Bluefrog POS	Stef Princi	8464 0122
H&L Australia	Mandy Caines	8291 9555
Possum IT	Pat Hollis	8410 0950

## PRINTING

Bowden Printing	Ivan Bartholomew	8340 3588
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## SIGNAGE

Signstyle	Peter Jones	0408 806 680
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## SOLICITORS

Donaldson Walsh Lawyers	Jarrod Ryan	8229 0981
Norman Waterhouse	Sathish Dasan	8210 1253

## SUPERANNUATION

Host-Plus	Scott Vaughan	0410 621 364
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## TEMP STAFFING

Waiting for You	Nicole Harding	0415 261 021
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## THEMING

Chaircovers Over All	Heather McQuade	8362 0772
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## TRAINING

Australian Institute SA	Vanessa Barker	8231 8711
Business SA New Appren Centre	Phil Methofer	8300 0015
Food, Tourism & Hospitality		
Skills Advisory Council SA Inc	John Cassebohm	8362 6012
Hospitality Group Training	Wendy Ettridge	8223 6766
Hospitality Industry Training	Olivia Muller	8267 3000
Int College of Hotel Management	Ian Heath	8348 4512
Le Cordon Bleu	Damien Cooke	8348 3063
Quality Training Company	Richard Finlayson	8223 3888
Site Academy	Adam Waters	8346 2788
TAFE SA - Adelaide Nth	Kylie Gabell	8348 4447
William Angliss College of TAFE	Deb Combe	8372 7863

## WASTE & RECYCLING

Food Waste Recycling	Andrew Grant	0418 573 505
Magill Recycling	David Muller	8333 1033

## WORKCOVER CLAIMS MANAGEMENT

Employer Mutual Limited	Anna Thomas	8127 1170
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# RECIPE FOR SUCCESS

## RESTAURATEUR

**Name:** Richard Goodine.

**Current Restaurant:**

Goodine Bistro & Wine Bar

**Past operations you have managed:**

Previous operations were in a managerial/director role.



**Proudest Achievements:**

3 beautiful sons who seem to be heading towards being foodies. No McDonalds for this lot!

**What inspired you to become a restaurateur?**

A love of great food, seeing happy clientele and the challenge of such a tough business. People don't have to come out for a meal but choose to. The fact that they choose my restaurant is taken very seriously by me. I feel we owe them something, a memory of the experience.

**Someone you admire? Why?**

I personally really like Jamie Oliver's philosophy about eating better and improving the way kids eat. However, the person I truly admire is my wife. She manages the home, our businesses, 3 boys (under 5) and hardest of all.....ME.

**Who was your best mentor and what did they teach you?**

Bud Kanke was a restaurateur I worked with in Vancouver for 8 years. He entered each restaurant and though "what does the customer see, feel, want" and that made him a success. On top of that, he constantly worked to empower his people and make a rewarding work environment. Caring for your staff is key to success.

**What is your philosophy for success?**

Every single day I ask "What can we do better?"

**Favourite part of being a restaurateur?**

When someone says they discovered or experienced something new or memorable. That feels very rewarding.

**Worst part of being a restaurateur?**

The hours, plain and simple.

**What was your biggest lesson?**

Be over-prepared. Leave nothing to interpretation. To set people up for success you must give them clear and concise expectations and guidelines.

**What words of advice would you give a prospective restaurateur?**

Budget for the tough times including the first 6 months.

**What is one of your most memorable dining experiences?**

I know it sounds cliché but there really are too many to pick one. My 30th birthday dinner is close to the top though. A little roadside restaurant in between Reims and Epernay in the Champagne region. The place had that perfect hum of people loving the moment; we drank vintage rose Veuve Clicquot most of the night and had many course of duck done different ways.

**If you could change one thing about our industry what would it be?**

Assuming you mean I have a magic wand, it would be to have a greater sense of commitment across the industry. I believe that too many owners and managers simply allow staff to clock in and clock out but never really push for increased knowledge of the products and services. I often say that many F&B staff (world-wide) know too little about their own menus and beverage lists. If you went to buy a computer and the sales person did not know memory space, RAM or OS would you buy a computer from them? Why should it be any different for a meal or bottle of wine?

## CHEF

**Name:** Brent Kemble-Beech.

**Restaurant:** Enoteca.

**Claim to Fame:**

Becoming head chef of Enoteca at the age of 22.



**Proudest Achievements:**

Working with world renowned chefs including Armando Percuoco, Antonio Carluccio, Kylie Kwong and David Thompson.

**What made you want to become a chef?**

It runs in my family. My Father is a chef and I have cooked all of my life.

**Person you most admire and why?**

My Father because he has always pushed me in the right direction.

**Who was your best mentor and what did they teach you?**

Paul Beech is my mentor. He has taught me the basics to cookery and taught me to do them the same way every time.

**What is your philosophy for success?**

Hard work and no short cuts.

**Ingredient you most enjoy using?**

"Fresh" Truffle.

**What is your favourite original recipe and why?**

Egg yolk Tagliatelle, burnt butter and fresh truffle. It is simple yet very tasty.

**Most rewarding part of being a chef?**

Getting compliments about my menus which I design to use "in season" ingredients and the freshest produce available. Also having lots of regular clients who continue coming back because they enjoy my cooking.

**Worst part of being a chef?**

Working nights.

**What, in your opinion, distinguishes an average chef from a great chef?**

A great chef has the skills to create something exceptional out of something minimal and low cost.

**What advice would you give to your staff?**

To think like a great chef and educate yourself and you may become a great chef.

**What is one of your most memorable meals?**

Dinner at Tetsuya's Restaurant (in Sydney), a 14 course degustation.

**What's hot at the moment?**

Black Garlic and White Truffles

**What's not?**

Black Angus Beef

**What is your vision for the future of our industry?**

Things are looking good as there are a lot of young chefs coming through the ranks.