

2005 AHA National Convention, Hobart, Tasmania

More than 400 hoteliers, sponsors and industry suppliers came together in Hobart last year for the Annual AHA National Convention. The convention involved four days of networking, business sessions, fun filled activities and the chance to catch up and meet new friends.

The convention was held at various venues throughout Hobart and guests experienced fantastic accommodation at Henry Jones Art Hotel, Wrest Point Casino, Grand Chancellor Hotel and The Old Woolstore Apartments. Henry Jones Art Hotel was also the venue for a casual lunch with the Treasurer, the Hon. Peter Costello who joined 100 delegates.

Opening Night - "A taste of Tasmania"

To officially open the 2005 AHA National Convention, 325 hoteliers, sponsors and industry suppliers enjoyed welcome celebrations at Wrest Point Casino arriving by ferry to the sound of Tai Ko drummers. Delegates wandered around the authentic stalls of the Salamanca Markets, enjoying fresh Tasmanian specialties while being entertained by street performers. Aussie Rock Icons Brian Cadd and Glen Shorrock concluded the opening night celebrations with an exciting private performance!

Delegates enjoyed a great range of beverages generously supplied by our Sponsors!

Business Sessions

The convention attracted a wide range of expert speakers to provide valuable insights into the state of our industry.

John Thorpe AM, kicked off the first day of business sessions

The important issue of TVN was explored in depth by Harold Mitchell
INN TV made an explosive visual

presentation to our delegates with special guests Garry Sweet, Angry Anderson and Mimi McPherson.

The CEO's from each state formed a panel on stage to take questions from delegates on the "Hot Issues of Today".

And who could forget Tony Mowbray's inspirational and courageous story of his "Power of Commitment" while sailing around the world. There wasn't a dry eye in the room!

The second day of business sessions commenced with Managing Director of Tourism Australia, Scott Morrison leading a panel in a discussion entitled "Forecasting the Future" He outlined the current trends in visitation and what factors were expected to effect visitor numbers over the coming years. Mr Morrison was joined by Peter Collins of Qantas, who outlined the changes in aviation trends over the past few years. Tony Mayell of Australian Outback Travel provided some valuable insights into visitor preferences and packaging trends and Col Hughes Chair of the NTA rounded off the sessions with an overview of key challenges and opportunities. This session highlighted the importance of tourism to all segments of the industry.

Graham Woods CEO of wotif.com lead the second session of the day entitled "Intermediaries - Friends or Foe". Graham outlined the role of the Internet in our industry and he discussed his amazing success story of how wotif.com has contributed to the growth in short breaks.

Jeff Floyd of AAA Tourism updated the delegates on the rating system and



future changes including working in cooperation with wotif.com and the AHA to resolve the problems this issue faces. Janet Collingwood of Qantas Holidays picked up on the theme of "tourism as everyone's business" and detailed some of the current trends in travel as evidenced through Qantas Holidays' booking data

The final session of the convention was "Show me the money" Andrew Turner, CEO of Mirvac Hotels and Resorts, gave a very interesting presentation on industry trends, margins and future challenges in maintaining yield. He was supported by Vasso Zographou of Horwath Asia Pacific who provided valuable insights into the findings of the Horwath Hotel Industry Survey of Operations 2005. Rutger Smits of HVS provided a sobering analysis of future outlook if the sector fails to actively manage its capacity.

Generously donated by new Sponsor KIK, a plasma television was given away at the end of each session. The plasma giveaway was possibly the main reason these business sessions were one of the best-attended in recent years! Thank you to all the speakers for ensuring our delegates are informed on all the issues currently affecting our industry. We certainly appreciate your time

Meadowbank Estate Winery Dinner

281 delegates joined us for dinner at the beautiful Meadowbank Estate Winery in Cambridge. We were surrounded by a sea of vines, and overlooking the spectacular Coal River Valley, the delegates were immersed in Tasmania's wine country and all the sensory treats it has to offer.

We enjoyed a wonderful three course dinner served with Meadowbank Estate Wines while being entertained by guitar soloist Cary Lewincamp. Another plasma screen was given away and MC David Fordham kept us laughing while interviewing actor Gary Sweet and Basketball legend Michelle Timms.

Royal Hobart Golf Day

An extremely cold and rainy morning greeted our golfers as they arrived at Royal Hobart Golf Club at 7.00am. The courageous golfers took to the course at 7.30am following a BBQ breakfast. On return to the clubhouse the players enjoyed a BBQ lunch and some well deserved beverages! Thank you to our sponsors who provided the beverages and showbags for the players. A special thank you to AON for donating the fantastic golf bag.

Comedy Night

311 delegates welcomed MC Paul Martell to the National Convention as he led our first ever Comedy Night which was held at Wrest Point Casino.



Delegates enjoyed a wonderful buffet dinner while laughing along with comedians Marty Fields, Andy Muirhead and Tim Minchin.

AWARDS FOR EXCELLENCE AND THE WINNER IS....

The highlight of The National Convention was undoubtedly the announcement of the winners of the 2005 AHA National Awards for Excellence. More than 400 delegates from all over Australia came together in the Federation Ballroom of Hotel Grand Chancellor to salute the hard work and dedication that makes these hotels the best in the nation. Thank you to The Hon Paula Wriedt MHA, Minister for Education and Women who attended the awards ceremony to congratulate all the winners and finalists. Comedian, Paul Martell announced the 154 finalists from 22 categories and our ever supportive sponsors revealed the much anticipated winners! Congratulations to all the winners and finalists of the 2005 AHA Awards for Excellence.

Hotelier of the Year was awarded to Executive General Manager of Crown Hotels in Melbourne, Mr Peter Crinis. Peter has shown great dedication and outstanding achievement to our industry. Please see the interview with Peter Crinis in this edition.

AHA Sponsors Diageo along with Barmetrix announced the winners of there "Perfect Serve" competition which took place at the business sessions

throughout the convention. The top three performers received a full year Diageo "Perfect Serve" package for their hotel. Thank you Diageo and Barmetrix for donating such a fabulous prize. The Awards ceremony also saw the winner announced of the fourth and final plasma television kindly presented by new sponsor KIK. Thank you to Qantas Australia who donated 2 business class flights to Singapore and 3 "early bird" refunds for delegate attendees. Congratulations to the winners of these fantastic prizes!

Delegates were in for a treat when Paul Martell, Jane Scali and her dancers took to the stage in an exciting Cabaret performance that had everyone dancing! The National Convention was concluded in the early hours of Friday morning at the after party which took place in Iso-Bar. Thank you to the Jubb's for keeping the pub open for us!

Finally, a huge thank you to our fantastic official partners and sponsors for their ongoing support. The AHA National Convention would not be possible without your support. We acknowledge your invaluable, ongoing contribution to the industry. Australian Associated Brewers, Diageo, DSICA, Coca Cola Amatil, British American Tobacco, Host Plus, Qantas Australia, Cadbury Schweppes, Australian Liquor Marketers, AON Risk Services, APRA, Aristocrat, Arnott's Snackfoods, IGT, Fox Sports, Austar, Southcorp Wines, St George Bank, KIK, Premium Beverages and Tourism Australia.

And the winners are...

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| Best Training Initiative <i>Lasseters Hotel Casino</i> | IGT NT | Best Entertainment Venue <i>Great Western Hotel</i> | APRA QLD |
| Outstanding Community Service & Achievement <i>Gagudju Lodge Cooinda</i> | Qantas NT | Best Gaming Venue <i>Rosebud Hotel</i> | Aristocrat VIC |
| Best Bistro <i>Grange Hotel</i> | ALM SA | Best Redeveloped Licensed Premise (up to 50 Rooms) <i>Mooseheads Pub & Nightclub</i> | Fox Sports/Austar ACT |
| Best Bistro <i>Lord of the Isles Tavern</i> | ALM VIC | Best Redeveloped Licensed Premise (up to 50 Rooms) <i>Story Bridge Hotel</i> | Fox Sports/Austar QLD |
| Best Casual/Family Dining <i>Oscars Hotel & Café Bar</i> | Coca-Cola VIC | Best Re-Developed Licensed Premise (50 plus Rooms) <i>Sofitel Wentworth Sydney</i> | Arnotts Snackfoods NSW |
| Best Restaurant <i>Merivale Group - The Establishment</i> | Southcorp NSW | Best Marketed Hotel <i>Daydream Island Resort & Spa</i> | Diageo QLD |
| Best Restaurant <i>The Subiaco Hotel</i> | Southcorp WA | Best Hotel Accommodation <i>Merivale Group - The Establishment</i> | Cadbury-Schweppes NSW |
| Best Prestigious Dining Venue <i>Shangri-La Hotel Sydney</i> | Southcorp NSW | Best Mid-Range Accommodation <i>Country Club Resort & Villas</i> | Cadbury-Schweppes TAS |
| Best Retail Outlet <i>Hampstead Hotel</i> | Diageo SA | Best Resort Style Accommodation <i>Lilianfels Blue Mountains Resort & Spa</i> | Premium Beverages NSW |
| Best Bar Presentation & Service <i>Belgian Beer Café Brussels Brisbane</i> | AAB QLD | Best Superior Accommodation Crown Promenade Hotel | HostPlus VIC |
| Best Bar Presentation & Service <i>Box Deli</i> | AAB WA | Best Superior Accommodation <i>Four Points by Sheraton Darling Harbour</i> | HostPlus NSW |
| Best Sporting Entertainment Venue <i>Greenwood Hotel</i> | AAB WA | Accommodation Division Excellence in Service <i>Hilton Adelaide</i> | Aristocrat SA |
| Best Entertainment Venue <i>Arthouse Hotel</i> | APRA NSW | Best Pub Style Hotel (with or without accommodation) <i>The Pier Hotel</i> | AAB TAS |
| | | Hotelier of the Year <i>Peter Crinis - Executive General Manager - Crown Hotels</i> | Johnny Walker VIC |
| | | Best Overall Hotel <i>Henry Jones Art Hotel</i> | AON TAS |



Best Overall Hotel - Henry James Hotel