



## **Free Business Seminars at Fine Food Queensland 2012**

Hear leading experts and local operators on important industry issues: cost control, marketing, menu planning, nutrition, equipment, technology, new products and staff management. Seminars are presented at the Business Seminar Theatre on the Show Floor and include opportunities for the audience to ask questions. Seminars are highly relevant for cafes, restaurants, caterers, clubs, aged care and hotels.

### **Sunday 11th March**

#### **11.00am: Kitchen Cost Control**

18 ways to cut expenses and increase efficiency with staff, purchasing, equipment, recipe costs and utilities. Start saving today!

***Ken Burgin – Profitable Hospitality***

[www.profitablehospitality.com](http://www.profitablehospitality.com)

#### **12.15pm: Design Makeover**

Create a fresh look without breaking the bank. How to attract more attention and sales with low-cost menu design and presentation changes.

***David Moore and Craig Lee – Drift Brookwater***

[www.driftbrookwater.com.au](http://www.driftbrookwater.com.au)

#### **1.45pm: Cutting Water, Gas and Electricity Costs**

Expert, practical information on how your business can reduce utility costs and increase profits.

***Ben Pearson – Green Skilled.***

[www.greenskilled.com.au](http://www.greenskilled.com.au)

#### **3.00pm: How to Attract More Customers in Tough Times**

Smart sales, marketing and social media tips, with great examples from clever operators.

***David Moore – Drift Brookwater***

[www.driftbrookwater.com.au](http://www.driftbrookwater.com.au)

## **Monday 12th March**

### **11.00am: Smart Recruitment in 2012**

How to find, train, motivate and keep the best staff in a very competitive environment.

***Diane Gallagher – Chefs on the Run***

[www.chefsontherun.com.au](http://www.chefsontherun.com.au)

***Brenda Fawdon – Mondo***

[www.mondo-organics.com.au](http://www.mondo-organics.com.au)

### **12.15pm: Menu Masters**

Hear from local restaurant and café owners, and chefs who are successfully using healthy food and creative menu planning.

***Martin Duncan – Freestyle Tout***

[www.freestyletout.com.au](http://www.freestyletout.com.au)

***Tony Percuoco – Tartufo***

[www.tartufo.com.au](http://www.tartufo.com.au)

### **1.45pm: Smart Caterers**

Profit Tactics for 2012. Hear from a leading Brisbane caterer on competition, new equipment, customer trends and cost control.

***Kathy Heath – Kathy Heath Catering***

[www.highsocietea.com.au](http://www.highsocietea.com.au)

***Craig Fox - Wine & Dine'Em***

[www.winendinem.com](http://www.winendinem.com)

### **3.00pm: Wages & OH&S Update**

Latest information on wages, award changes, Fairwork Australia policies and Workcover updates.

***Anton Duc – Baking Associations of Australia***

[www.baa.asn.au](http://www.baa.asn.au)

***Kelly Flahavin – Restaurant and Catering Association***

[www.restaurantcater.asn.au](http://www.restaurantcater.asn.au)

**Tuesday 13th March**

**11.00am: Gourmet and Regional Produce**

How local chefs are using regional produce. New products and suppliers to build on Queensland's great reputation. Cover issues of food supply and 'world sustenance'. What's new how and where are they finding it?

***Martin Duncan – Freestyle Tout***

[www.freestyletout.com.au](http://www.freestyletout.com.au)

***Petra Frieser - Local Harvest***

[www.sunshinecoastregionalfood.com](http://www.sunshinecoastregionalfood.com)

**12.15pm: Smart Pub Food**

Hear from successful local managers and chefs on how they're attracting the right customers and creating a profitable business.

***Mark Bell – Airlie Beach Hotel***

[www.airliebeachhotel.com.au](http://www.airliebeachhotel.com.au)

***Aaron Tapper – Full Moon Hotel***

[www.fullmoonhotel.com.au](http://www.fullmoonhotel.com.au)

**1.45pm: Meet the Operators**

The inside information on success tactics from leading Queensland business owners. Marketing, menu trends, cost-control and staff management.

***Brenda Fawdon – Mondo***

[www.mondo-organics.com.au](http://www.mondo-organics.com.au)

***Rhian Rodrigues, Executive Chef –The Walnut Restaurant, Royal on the Park Hotel***

[www.royalonthepark.com.au](http://www.royalonthepark.com.au)

***Nicolle Toohey – Sono Restaurant***

[www.sonorestaurant.com.au](http://www.sonorestaurant.com.au)

**3.00pm: The Digital Manager**

The latest in online rostering, table bookings, cost-control and management services with new technology. Many great options at surprisingly low cost.

***Ken Burgin – Profitable Hospitality***

[www.profitablehospitality.com](http://www.profitablehospitality.com)