

DRIVER

Cruising speed with Gold Coast
Airport boss Marion Charlton

DESPATCHES

Travel guru Andi von Zeppelin on
2017 globetrotting

PLATE

Balboa Italian, Palm Beach's
new destination restaurant

MB

THE MERCEDES-BENZ
GOLD COAST MAGAZINE

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AUTUMN 2017

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WELCOME



What an incredible time to be driving a Mercedes-Benz. The brand has just returned to the top of the global prestige motoring market and consolidated its dominance in Australia.

For the first time in history, we last year sold more than two million vehicles worldwide. And in Australia our sales grew by a prestige class-leading 15.4 per cent.

Why? I think it's because our range has never looked better and offers so many options, from high performance AMGs, SUVs, family and executive models.

It's a cliché, but there really is something for everyone. I'd like to take this moment to publicly thank the team at Mercedes-Benz Gold Coast for the incredible work I see them do every day.

Their skill and dedication – combined with the finest cars in the world! – is truly what keeps our brand at the top.

It's so rewarding for me as Dealer Principal to reflect that their efforts on the Gold Coast have contributed not only to the phenomenal year Mercedes-Benz has had worldwide, but locally as well.

At the latest national Dealer of the Year Awards in February our own David Knott was crowned Vans Service Advisor of the Year, Service Manager Tim Mansfield came runner up for Vans Service Manager of the Year, and our effervescent Jodie Mariner came runner up for Marketing Manager of the Year.

When you think we're up against some stiff competition from around the country, this is an outstanding result. Now let's celebrate with a very special edition of MBGC – the Mercedes-Benz Gold Coast magazine!

On the cover is Gold Coast Airport COO Marion Charlton. Yes that's a beautiful CLS 300 d she's leaning against and yes it is parked on the main runway at Gold Coast Airport!

Marion is our DRIVER subject for this edition and she and her team welcomed us onto the runway for an exclusive dawn photo shoot. See the spectacular results – and Marion's fascinating interview – on page 10.

We've also got the best in local art, design, travel, food, fashion and financial advice! It wouldn't be MBGC without them.

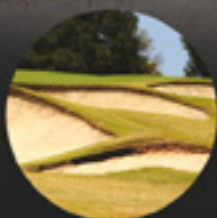
Please enjoy this edition of MBGC, share it with your friends, and if you'd like to view the range of Mercedes-Benz vehicles, please call into our showroom in Robina or boutique at Sanctuary Cove.

Robin Mainali

*Dealer Principal
Mercedes-Benz Gold Coast*



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TAKEOFF

Chief Operating Officer Marion Charlton on piloting Gold Coast Airport to new altitudes

WRITER Sam Cleveland PHOTOGRAPHY Lincoln Williams



For this special edition of DRIVER, MBGC was welcomed to an exclusive sunrise photo shoot on Gold Coast Airport's main runway, starring COO Marion Charlton and a gorgeous CLS 300 d.

The MBGC team would like to thank airport management for their assistance co-ordinating an exciting morning!

MBGC: Airport management seems a niche sector with demand for specific operational expertise... how did you break in?

Marion: My obsession with airports started at a very early age. I grew up in Ireland in a typically large Irish Catholic family. When I was seven I made my 'Holy Communion' – where young girls get to dress like mini-brides, complete with long white dress and veil. It's also a day where you get to choose somewhere really nice to go for lunch. Rather than somewhere fancy, I asked my parents to take me to the cafeteria at Dublin Airport. I have no idea why, as I had never even flown in a plane. As I sat there in my little white dress watching the beautifully dressed passengers board their flights (these were the days when people still wore their best clothes to fly!), a queue of people came over and put money in my little white bag for my special day. I made a fortune; I think I decided on that day that a career in aviation was both glamorous and lucrative. I studied business and marketing after I left school and my first full-time job was with the Irish Airport Authority in their commercial area.

And did you move to Australia to take an airport role?

I came out in 1991 to take up a position at Sydney Airport, initially in commercial. Shortly after I arrived, Sydney Airport made plans for their parallel runway, which created a lot of angst in the community from a noise concern perspective. Protest marches practically closed off the airport at weekends and the airport management team was constantly seeking volunteers to help out during this period. I really didn't know many people, so work was my life and I had nowhere else to be at weekends, so I would always put my hand up to help. This got noticed and I was promoted to Head of Passenger Facilitation, which was essentially running the airport from an operational perspective. This was one of the most rewarding and exciting times in my career.

And it puts you at Sydney Airport right in the lead up to the 2000 Sydney Olympics...

Sydney won the bid for the 2000 Olympic Games and I was given the opportunity to work at Atlanta Airport during the 1996 Olympic Games to see for myself what an event like that looked like from an airport's perspective. I remember seeing waves after waves of people coming through, and learned lessons that formed the basis of the Sydney Airport Olympic Operational Plan. Those same lessons will also be invaluable as we plan around the Commonwealth Games here on the Gold Coast next year (see sidebar).

I've heard the business model of airports described as "big shopping malls; the planes are just a nuisance". How true is that statement?

The business model for airports is a combination of non-aeronautical revenues – retail and food and beverage – and aeronautical revenues,

which is basically airlines paying to access the airport's facilities. A strong retail and food offer has become increasingly important to airports, not only to deliver revenue streams but to add to the experience of our customers. Shopping and eating at airports has become part of the travel experience and airports have really lifted their game in this space with quality offers. For us, the food scene on the Gold Coast itself has become very cool and vibey. The challenge at the airport is to ensure we reflect that with a similar offer. This is a critical part of our terminal development planning.

Describe the pressure of running an airport. Is it day-to-day drama, or do operational issues cluster around peak times?

If you are the type of person who likes to know in advance how a day is going to roll, then the chances are that a role in airport operations is not for you. Bad weather, check-in system failures and delays can all change the course of your day in an instant. This is what we love about aviation... the adrenaline.

People travel through airports for different reasons, often with an emotion attached. We see people when they are excited for a holiday, scared of flying, devastated by a loss or worried about an important business meeting. When emotions are high, people can behave outside of the norm. Empathy and patience are prerequisites in frontline airport operational roles.

Who are the key stakeholders an airport boss deals with?

I think the importance and impact an airport has in its community is demonstrated by the vast range of stakeholders it engages with. It's a massive part of the COO role. Gold Coast Airport is unique because the Queensland / New South Wales border runs through our site. This means liaison with two state governments, two councils and the federal government on airport development plans. Rules for everything from taxis to retail leases are different on each side of the border and this can make life interesting for us and complicated for our customers and stakeholders. There's not another airport in Australia that has that kind of regulatory complexity.

At the airport itself I need to engage with a vast array of stakeholders, from airlines and government agencies to our security contractors and retail tenants. It is quite the balancing act. I am incredibly lucky that I work with such a great team. I wouldn't have it any other way.

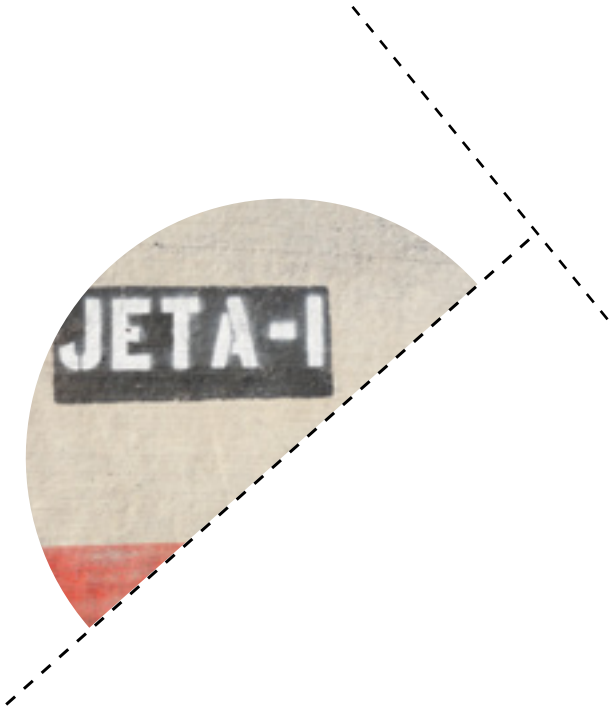
I was General Manager here before COO, and the GM role was much more about running the airport. I'm finding increasingly as COO it's more about managing relationships and less about the day-to-day, which I quite miss!

And then how does the agenda of the airport itself intersect with all that?

We're following a very clear direction about growing the airport and that's supported by the Federal Government. In 2037, we'll have 16.5m passengers coming through this airport. It was a record 6.4m last year so you can see that massive growth. So as COO, although we get caught in day-to-day detail, my role really is to plan for the future, long beyond the period I'll have this job.

We're looking at the first stage of that growth now in terms of our redevelopment program, Project LIFT (see sidebar), but we're already planning the next phase and the next one after that.





And is that growth on domestic or international routes?

Last year's growth was 7.1 per cent on the year before, so we're one of the fastest-growing airports in Australia. Domestic, which is our bread and butter, is growing strongly – Qantas added Melbourne, and added more to their Sydney route.

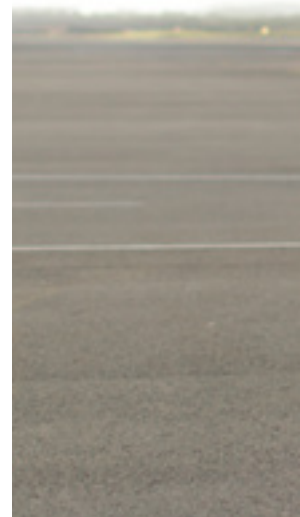
But what's interesting is that our international growth is almost 20 per cent up on last year, to 1.1m passengers. Now of course that's growth on a smaller base from somewhere like Sydney Airport, but still massive... and that growth's come from newer airlines like Hong Kong Airlines; AirAsia X has increased its frequency, and started flying daily to Auckland.

So is the direction of your properties determined by the how fast your carpark fills up and the raw volume of people choosing to fly?

The success of the airport is dependent on the success of the Gold Coast as a destination, so we do a lot as a management team in that area: [previous COO] Paul [Donovan] is chair of Gold Coast Tourism, I'm on the board of Southern Cross University, I was on the board of Bond, I'm trustee of Currumbin Wildlife Sanctuary. We're heavily involved in making sure the destination is as attractive as possible.

But we also have a team of business development and marketing specialists constantly in-market with the airlines, particularly international. Those relationships take a long time to establish. We've been lucky enough to get a new daily permanent Hong Kong route, but scheduling that kind of route would be years in the making.

The opportunity to drive such a beautiful car on our runway as the sun was rising was truly unique and something I won't forget. It wasn't easy to hand the key back!



So it's really push / pull... we're working with the destination to make sure it's really attractive, and then we work hard with the airlines to make sure they choose us as an entry port.

Do women seem to you underrepresented on the Gold Coast in leadership roles?

The *Gold Coast Bulletin's* 'Power 100' featuring the city's most influential people was released recently and I think 15 were women. On a national level, women hold 15.4 per cent of CEO roles so the Gold Coast seems to reflect the national average. This doesn't make it good enough though and I can't pretend that the slow rate of change in this area doesn't frustrate me. I feel part of the reason is because established networks help people get ahead in business and there are not enough women in senior roles to pull others through.

I meet with a small, informal group called Women in Leadership; we catch up for lunch or breakfast and just try to do what men do beautifully, which is network and help each other get ahead. But this is not a women's issue and we can't solve this alone.

According to those numbers, maybe visibility's an issue for female leaders locally. We've produced 10 editions of this magazine and you're only the third woman on the cover.

Visibility is a big issue; we're all so busy and have a family we're not putting ourselves out there enough. I've spoken at business forums – great opportunities to talk about business on the Gold Coast – and we should see more women speaking at events like that.

I also go into TSS to speak directly to the students as a business leader, because it's really important for teenage boys to see women in that

light. I'm one of the few mothers to do it. Men have to get used, at an earlier age, to women being in these positions so that they can be, for the women they eventually marry, the kind of partner a woman needs to be able to succeed.

And do you specifically address gender issues to students?

No, I'm not there to make a point about being a woman in this job, it's about presenting myself as someone in this job and I just happen to be a woman. I don't go in there and present statistics on women to teenage boys, it's a case of 'last month it was another leader representing their corporation, and this month it's Marion showing how she runs this corporation.'

Horrible cliché to end on, but can you talk about how you balance family and an executive career?

When I said that working at Sydney Airport was my entire life at the time I didn't lie – I even met my husband Andrew there. We have two great boys, Jack, who is off to Griffith University next month, and Sam, who has just started grade 10. I am a great believer that "women can have it all – we just can't do it all" and I certainly couldn't have the career I do without the absolute support of Andrew in a truly practical way. We moved to the Gold Coast in 2002 and both boys started school in prep here, so I think we can be called locals.

Coming from Ireland, we get a lot of visitors and I am reminded how beautiful our city is through their eyes. We are truly lucky to live here. The Gold Coast provides the perfect balance between a happening, progressive city and the healthy outdoor lifestyle we wanted to provide our family. It has great schools, universities and an excellent airport!





MARION CHARLTON...

Light Rail Stage 3

We are absolutely behind Light Rail Stage 3 and its connection to Gold Coast Airport and beyond to Coolangatta. We have provision in our 2017 Master Plan, which guides the airport's development for the next 20 years, for a light rail station in front of our arrivals terminal.

Not only would it be an important asset in the airport's function, light rail would make our visitor experience all-the-more seamless. People would be able to step out of the terminal and onto a tram south to Coolangatta

or up to the tourist hubs of Broadbeach and Surfers Paradise – it's the kind of public transport offering people expect at airports in major cities and one that we believe the Gold Coast needs.

The Gold Coast 2018 Commonwealth Games

The Commonwealth Games are a massive part of our planning for next year. There's high expectation that the airport – as the entry point for the city – will provide a really positive and fun experience and represent the professionalism of the city to visitors.

What we see in numbers on the peak days of the event are essentially like a busy Christmas for us. But the challenge is in dealing with the different *types* of passengers: people flying as teams, or with different types of equipment – they've got guns and pole vaults and bikes.

Arrivals for a games are staggered over time, but then once the closing ceremony is done, the very next day pretty much everyone leaves at once, and that's 'the day' for an airport. Oh and we've also got VIPs, VVIPs and even VVVIPs to deal with!

Project LIFT

Gold Coast Airport gives the first impression of our city to visitors from interstate and overseas, so it needs to be of a standard that reflects a world-class tourist destination. This thinking has guided planning of our terminal redevelopment, Project LIFT, which includes expansion of the terminal building, additional aircraft parking stands and a consolidated ground transport facility.

This project represents a major investment in our airport to increase the terminal's capacity to meet future demand. Project LIFT's earthworks are well underway and development will be staged until 2019, when the building work will be delivered.

Aerobridges at Gold Coast Airport

Aerobridges are an interesting dilemma – not all our airlines want them as they can add a level of complexity to their operation. On the other hand, aerobridges are something locals and visitors have been requesting for some time. With this in mind, we have provision for a number of aerobridges at select gates within our Project LIFT terminal redevelopment. And the terminal is being designed so that more aerobridges can be added as the airport grows.



Artist's impression of Project LIFT's Common Use Passenger Processing Systems check-in area – the first for Australia in a full common-use International and Domestic environment: "In 90 per cent of cases, CUPPS reduces passenger waiting times from an average of 20 minutes to less than two," says Marion.



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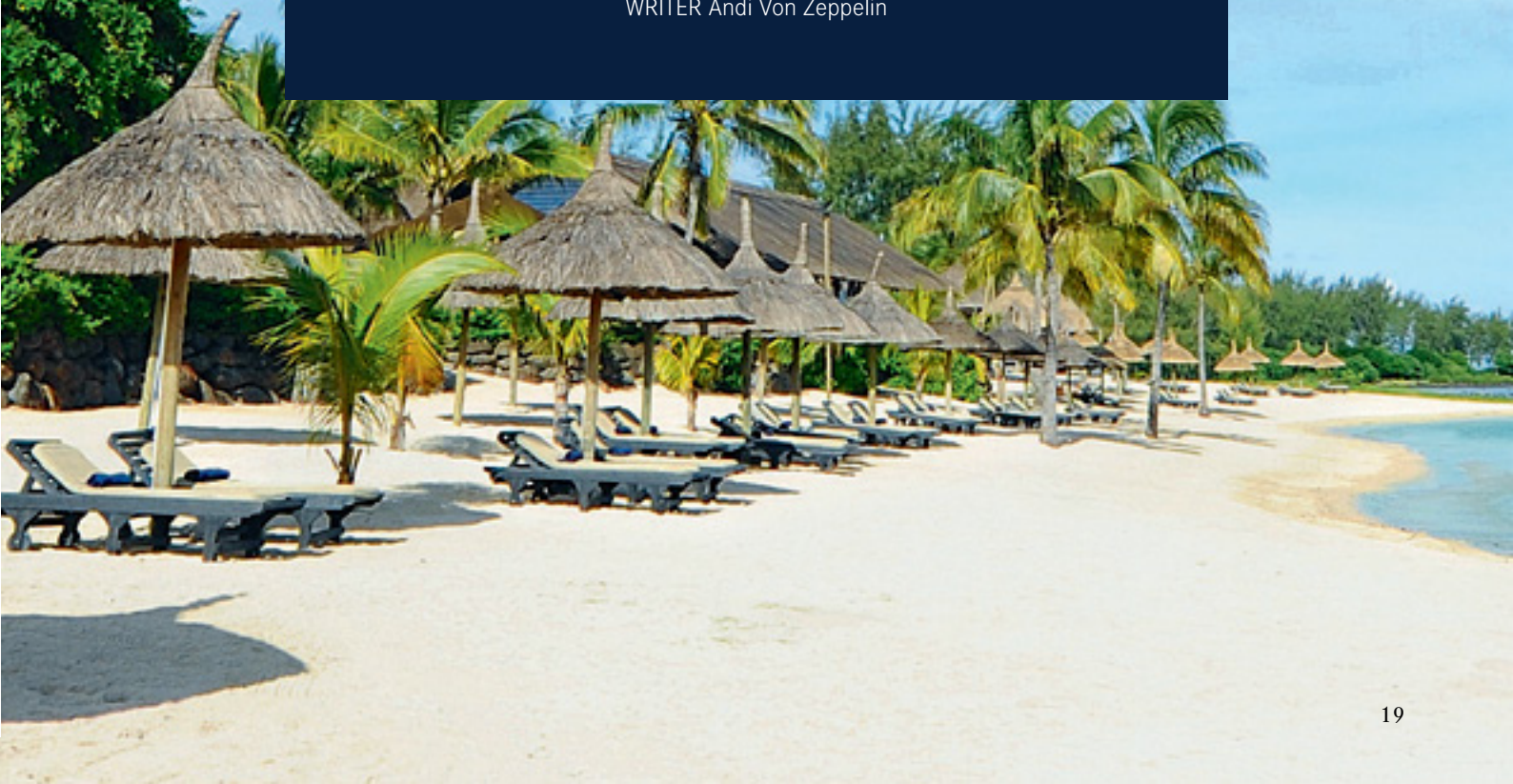
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2017 Voyager Guide

WRITER Andi Von Zeppelin





TRAVELLED AGENT

My business and passion is travel. I commenced my career in the late 70s as a travel consultant with World Travel Headquarters.

My job entailed making reservations for clients on flights, cruises, in hotels and on the then-famous (and popular!) "Women's Weekly World Discovery Tour."

So here I am many years later, and together with my wife Anne-Maree now own and operate Zeppelin Travel at Benowa. We employ 10 travel experts with a combined experience of 120 years. Across my career I've learned the golden rule of travel is that knowledge makes the difference!

My family has owned and driven Mercedes-Benz motor vehicles for over 25 years; the car and marque has always given us great comfort, safety and reliability.

We're pleased to be part of this edition of MBGC, where I've been asked to feature some of the world's most interesting destinations for 2017.

Safe and happy travels!

Andi von Zeppelin

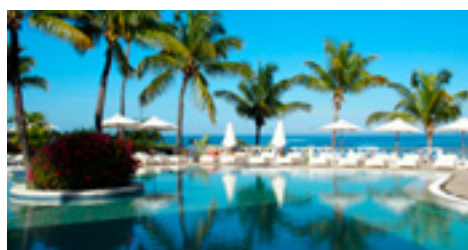
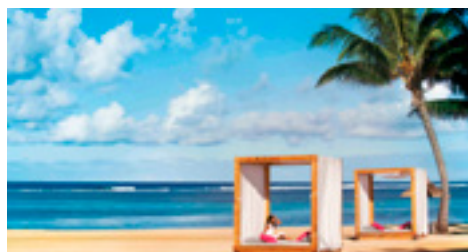
Director, Zeppelin Travel

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MAURITIUS, EAST AFRICA

Named as the Star and Key of the Indian Ocean, Mauritius has a blended history; its kaleidoscopic culture tracks through 600 years.

Known for its "soda-white" beaches, coconut-infused food and picturesque rainforests, the island nation presents to visitors an enchanting collection of soul-lifting tranquillity.



With the perfect temperature year-round, Mauritius is a must-visit destination and an easily scheduled getaway. Our top attractions are:

- Visit the capital Port Louis, with its colourful local markets and monuments
- Board a catamaran at Pointe Jerome and enjoy sailing along the historical coast of Mahebourg, towards the Grand River South East waterfalls and the truly heavenly island of Ile aux Cerfs
- Visit the SSR Botanical Gardens of Pamplemousses. Set aside a couple of hours, they're enchanting
- Enjoy a typical Mauritian lunch with a Mauritian family in Moka.

SRI LANKA, SOUTH ASIA

Kissed by the sun, Sri Lanka is a nation characterised by decades of cross-cultural percolation. Known as “the tea-scented spice island”, its in-depth historical records follow the tales of English sailors, Dutch traders and Portuguese spice merchants.



If colour and curry are high on your experiences list, Sri Lanka is for you. Our top attractions for this destination are:

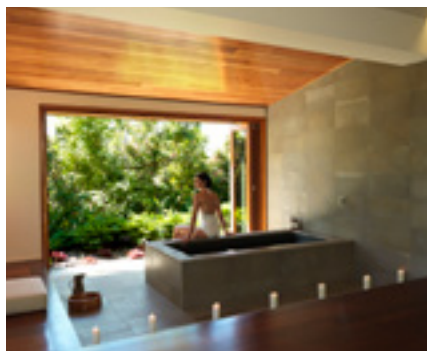
- Explore the magnificent Sigiriya Rock Fortress and Dambulla Rock Temple
- Obviously visit the UNESCO World Heritage-listed ancient capital, Anuradhapura. You can fill up a memory card in a few minutes there!
- Discover Numara Eliya with its famous tea plantations
- Bask on the beautiful beaches of Nileveli and Mirissa (there's always something special about a beach in a country where you don't speak the language).



QUALIA, HAMILTON ISLAND, QUEENSLAND

In a region fringed by coral within the World Heritage-listed Great Barrier Reef lies the exclusive Qualia. Situated on the northern tip of Hamilton Island, this world-class luxury resort offers 60 private pavilions with an outlook onto the Coral Sea.

Supremely relaxing and sensual in its architecture, Qualia's design channels luxury that not only stimulates one's senses but draws the outside within. Little wonder its hush-hush guests include VIPs and A-listers such as Leonardo DiCaprio, Miranda Kerr, Naomi Watts and Oprah.



Qualia's signature experiences are designed around you, take a look at:

- The Epicurean Food Experience, an enriching dining experience where you'll be swept away on an extraordinary culinary journey
- Relax your mind, body and soul within the luxurious day spa
- Qualia's also an unforgettable golfing holiday, play 18 holes designed by British Open winner Peter Thompson.



THE KIMBERLEY, WESTERN AUSTRALIA

Many people instantly link the Kimberley with remoteness and untamed wilderness, but this couldn't be further from the truth. Regarded as "one of the world's last natural untouched landscapes", the Kimberley region certainly has abundant wildlife, magnificent canyons and friendly locals.

This gorgeous destination also has some great tourism infrastructure that can make for a luxury outback experience – there's great food and some stunning luxury accommodation.



Our top attractions for this destination are:

- Stay at some of the world-famous lodges and savour the beauty and atmosphere of the Kimberley firsthand (Berkeley River Lodge is \$1,650 a night per person, so you can just imagine...)
- The iconic town of Broome
- Cruise the Kimberley coastline
- See the Bungle Bungle Range, hypnotically stratified rock formations in Purnululu National Park.

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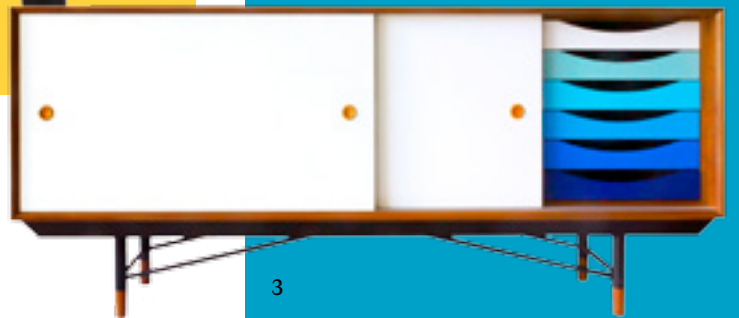
FURNISHED

FULLY

2



3



When it comes to unique designer furniture, Furniture Fetish owner Tony Champion says it's smart to touch and feel the merchandise before making a decision.

"We source our pieces globally and work with the best manufacturers," he says.

"We don't just purchase anything - all our furniture is especially made for us.

"With furniture you really need to see, touch, feel - and sit! - before purchasing."

Designer furniture fans are often overwhelmed on a visit to Furniture Fetish's Nerang showroom,

where they're surrounded by mid-century masterpieces and exquisite contemporary furniture, all at wholesale prices and selected by Tony and his team.

Furniture Fetish specialised in supplying designer indoor and outdoor furniture to long-term commercial clients before opening their store to the public in 2010.

They've fitted out thousands of homes, offices and commercial spaces with glamorous designer pieces including chairs, tables, sofas, bar stools, desks and storage, as well as lighting and wall art.

Furniture Fetish also supplies a great range of wooden, wicker and aluminum outdoor designer furniture pieces.

The entire Furniture Fetish team is passionate about style and design and even blog about iconic 20th century furniture on their website.

"Whether you choose something contemporary or an iconic piece of industrial design - the right furniture makes a statement about you and your space," says Champion.

Furniture Fetish | 15 Jay Gee Court, Nerang
Visit furniturefetish.com.au or
call 1300 463 374 for details

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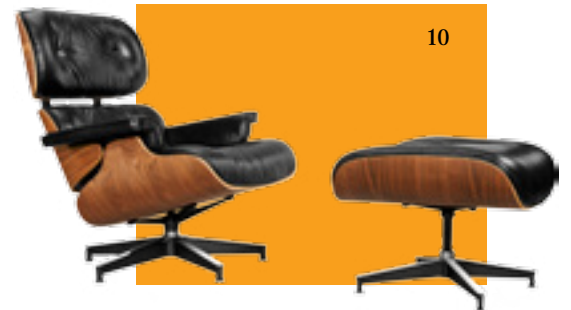
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10



1. HANS WEGNER WISHBONE DINING CHAIR
2. HEE WELLING BAR STOOL
3. FINN JUHL SIDEBBOARD
4. EURO ITALIA JASPER OUTDOOR CORNER LOUNGE SET
5. ISAMU NOGUCHI COFFEE TABLE
6. CARLO MOLLINO CAVOUR GLASS DESK
7. PLATINUM EDITION BARCELONA LOUNGE CHAIR
8. EAMES MANAGEMENT OFFICE CHAIR
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10. PLATINUM EDITION EAMES LOUNGE CHAIR & OTTOMAN

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2016 Mercedes-Benz S 500

\$169,900.00 Drive Away



Km 42,821. Four-door and five-seat sedan in Obsidian Black with black leather interior. Stock number L10355

FEATURES INCLUDE

- 19 inch alloy wheels
 - Panoramic glass sunroof
 - Electric, memory front seats with heating and cooling
 - TV tuner
 - COMAND Navigation with voice activation
 - Two-year certified pre-owned warranty
- Many more features to list.



2014 Mercedes-Benz E 400

\$84,900.00 Drive Away

\$50,000 - \$100,000



Km 30,068. Four-door and five-seat sedan in Palladium silver with black leather interior. Stock number L10538

FEATURES INCLUDE

- 19 inch alloy wheels
- AMG styling package throughout
- Bi-Xenon headlights
- Electric tilting and sliding glass sunroof
- Harman/Kardon sound system

- Comand navigation
- Distronic PLUS
- Two-year certified pre-owned warranty

Many more features to list.

\$50,000 - \$100,000



2016 Mercedes-Benz A45 AMG

\$74,900.00 Drive Away



Km 6,026. Four-door and five-seat sedan in Mountain Grey Metallic with red cut leather interior. Stock number L10592

FEATURES INCLUDE

- 19 inch alloy wheels
- 2 L 4-Cylinder engine
- Black Aerodynamics package - Rear spoiler and front canards
- AMG performance bucket seats
- Panoramic glass sunroof

- COMAND Navigation with voice activation
- Electric and memory front seats with heating
- Wide-angle reverse camera
- Two-year certified pre-owned warranty

Many more features to list.



2012 Mercedes-Benz ML 350

\$62,900.00 Drive Away

\$50,000 - \$100,000



Km 76,600. Four-door and five-seat wagon in Obsidian black with black leather interior. Stock number L10524

FEATURES INCLUDE

- 20 inch alloy wheels
- Panoramic glass sunroof with electric blind
- COMAND Navigation with voice activation
- Distronic Plus radar-guided cruise control
- Keyless entry and start
- LED high performance headlamps
- Two-year certified pre-owned warranty

Many more features to list.

\$50,000 - \$100,000



2014 Mercedes-Benz C 200

\$52,900.00 Drive Away



Km 35,114. Four-door and five-seat sedan in Polar White with Black Artico interior. Stock number L10530

FEATURES INCLUDE

- 18 inch alloy wheels
- Panoramic glass sunroof with electric blind
- COMAND Navigation with voice activation
- Cruise control
- LED high performance headlamps
- Two-year certified pre-owned warranty

Many more features to list.



2011 Mercedes-Benz SLK 200

\$46,900.00 Drive Away



Km 22,564. Two-door and two-seat roadster in Obsidian Black with Sahara Beige Leather Interior. Stock number L10512

FEATURES INCLUDE

- Remote control power roof - fold-away hardtop
- 18 inch alloy wheels
- Driver attention detection
- 8 speaker stereo
- Parktronic and cruise control
- COMAND Navigation system with voice activation
- Two-year certified pre-owned warranty

Many more features to list.

\$25,000 - \$50,000



2014 Mercedes-Benz A 250

\$44,900.00 Drive Away



Km 35,187. Four-door and five-seat sport hatchback in Polar Silver with Red Cut leather interior. Stock number L10571

FEATURES INCLUDE

- 18 inch alloy wheels
- Bluetooth audio streaming
- Electric memory front seats with heating
- Two-year certified pre-owned warranty
- COMAND Navigation with voice activation
- Panoramic glass sunroof
- Many more features to list.



2013 Mercedes-Benz C 200

\$39,900.00 Drive Away



Km 53,854. Four-door and five-seat sedan in Iridium Silver with Black Artico interior. Stock number L10553

FEATURES INCLUDE

- 18 inch alloy wheels
- AMG body styling
- Electric glass sunroof
- COMAND Navigation with voice activation
- Two-year certified pre-owned warranty

Many more features to list.

\$25,000 - \$50,000



2013 Mercedes-Benz C 200

\$36,900.00 Drive Away



Km 44,969. Four-door and five-seat sedan in Obsidian Black with Black Artico interior. Stock number L10552

FEATURES INCLUDE

- 18 inch AMG alloy wheels
- Panoramic glass sunroof with electric blind
- Bluetooth
- Cruise control
- Steering wheel control
- Two-year certified pre-owned warranty

Many more features to list.



2012 Mercedes-Benz C 250

\$36,900.00 Drive Away



Km 26,848. Two-door and two-seat CDI coupé Fire Opal Red with black leather interior. Stock number L10593

FEATURES INCLUDE

- 18 inch alloy wheels
- COMAND Navigation with voice activation
- Semi-electric front seats
- Folding rear Seats
- Powerful and economical twin-turbo diesel engine
- Two-year certified pre-owned warranty

Many more features to list.

\$25,000 - \$50,000



2011 Mercedes-Benz C 250

\$34,900.00 Drive Away



Km 48,385. Four-door and five-seat sedan in Iridium Silver with black leather interior. Stock number L10385

FEATURES INCLUDE

- 18 inch alloy wheels
- Blind Spot Assist
- Distronic cruise control
- Electric tilting and sliding glass sunroof
- Bi-Xenon headlights
- Harman/Kardon surround sound
- COMAND Navigation with voice activation
- Two-year certified pre-owned warranty

Many more features to list.



2011 Mercedes-Benz C 250

\$33,900.00 Drive Away



Km 63,762. Four-door and five-seat sedan in Obsidian Black with black leather interior. Stock number L10267

FEATURES INCLUDE

- 17 inch alloy wheels
- Electric tilting and sliding sunroof
- Bi-Xenon headlights with daytime running lights
- Harman/Kardon sound system
- Two-year certified pre-owned warranty

Many more features to list.

\$25,000 - \$50,000



2010 Mercedes-Benz E 220

\$29,900.00 Drive Away



Km 115,576. Four-door and five-seat sedan in Tenorite Grey with black leather interior. Stock number L10540

FEATURES INCLUDE

- 16 inch alloy wheels
- COMAND Navigation with voice activation
- Electric tilting and sliding glass sunroof
- Semi-electric seats
- Bi-Xenon headlights
- Cruise control
- Two-year certified pre-owned warranty

Many more features to list.



2010 Mercedes-Benz C 250

\$27,900.00 Drive Away



Km 85,423. Four-door and five-seat sedan in Calcite White with black leather interior Stock number L10529

FEATURES INCLUDE

- | | |
|---|---|
| <ul style="list-style-type: none"> • 18 inch alloy wheels • Bi-Xenon headlights • Electric tilting and sliding glass sunroof • Harman/Kardon sound system | <ul style="list-style-type: none"> • Comand navigation • Cruise control • Two-year certified pre-owned warranty <p>Many more features to list.</p> |
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\$25,000 - \$50,000



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FROM LITTLE THINGS...

How to manage evolution from a sole trader to company structure

WRITER Melanie Wear

An enterprise that begins life as a sole trader (you, your skills and a great idea) often evolves over time.

And as your business grows, your business adviser might suggest that a company structure would better suit your evolving position.

If you're a smart operator, you're likely to be already using Xero (industry-leading cloud-based accounting software designed for SMEs) and will need to make some changes to the platform to reflect the new structure.

However, this step is more complex than it appears, and needs your granular attention to get right.

We've had to do patch-up work for several clients who've simply opened Xero, changed their ABN to the newly registered company and changed their 'organisation type' to company.

Before we get into the whys and hows of this process, let me be clear up front that we are always there to help, answer questions and talk through these sorts of details with clients.

Here's why changing from 'sole trader' to 'company' in Xero is not quite as simple as changing your relationship status on Facebook (which come to think of it is not so simple either!)

As far as the ATO is concerned, even if you're trading under the same name, 'you as sole trader' and 'you as a company' are independent and unrelated entities.

This division is particularly true for business activity. You would lodge a tax

return as an individual and your company would lodge one too.

And if you're registered for GST the same is true: you lodge a BAS and so does your company.

Any employees would also need to sign new agreements with the company and, if you choose to, anything owned by you as a sole trader can be transferred to the company.

The tempting shortcut is to think, since you registered the company from – for example – May 3, any activity registered in Xero before that was conducted by you as sole trader and everything after is 'company business'.

You'll manually lodge a BAS for April 1 – May 2, and then another from May 4 – June 30 and you'll have your full history in the same Xero account.

The problem with the above approach, is that the transition from a sole trader to a company is rarely so cut and dried.

Activity on the sole trader account will often continue for some time after the changeover – maybe a customer's paid the wrong account, or a supplier has debited it.

And of course the overall context is wrong – your trading history as a sole trader isn't related to the performance of your company.

Our recommended approach is to set up a new Xero account for the company (we can help you do this) and transition to it over time.

And if you're registered for GST the same is true: you lodge a BAS and so does your company.

MWM Advisory's step-by-step tips for managing the transition from sole trader to company on Xero:

1. Start a new Xero account from the incorporation date of the company.
2. Set up new bank accounts in the company name and get the feeds going.
3. Tell your clients and suppliers that the company details have changed (yes this step does get forgotten!)
4. Clear your balance sheet as a sole trader and talk to your business adviser about the best way to manage assets held by you as a sole trader (including money at the bank), as well as liabilities (such as loans). Money in your sole trader account, for example, could be treated as funds introduced to your company.
5. Continue lodging dual BAS (for you and your company) for as long as the entities are active (during the reporting periods).
6. Close down your sole trader bank accounts and export any CSVs or bank statements.
7. Downgrade the sole trader Xero account to a ledger (don't worry, you can upgrade it again if you need to access the financials at end of year).


And remember the golden rule – talk to your business adviser and make sure they help you through each stage of the transition!

Follow these steps and you'll be making a clear distinction between you as sole trader and your company, while also keeping both entities active during the changeover period without much fuss.



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ARS GRATIA ARTIS



Inside the Mermaid Beach gallery opening career doors for artists

WRITER Sam Cleveland



The gallery director of 19 Karen wants her art “to shock and excite”. Terri Lew says art’s best when it confronts and incites an emotional connection, and seeks out artists for her gallery that fill that brief.

“My stable of artists are edgy – some of their work’s even quite confronting – but also there’s safe art in the gallery that looks pretty on the wall,” she says.

“I like art to be more confrontational and something that draws you in emotionally... I don’t want to question it, I just want to feel it.”

Her Mermaid Beach gallery, the largest contemporary art space on the Gold Coast, was founded in 2008 to discover and platform cutting-edge emerging practitioners from Australia and overseas.

Set in an industrial zone within walking distance of Pacific Fair, the stark white space sets the mood with high warehouse ceilings and polished concrete floors.

19 Karen stages exhibitions from emerging, mid-career and established artists across five spaces within its 380sqm volume.

“The model of the gallery is completely different to any other gallery on the Gold Coast and the majority of galleries in Australia,” says Lew, who was married to a surrealist artist for 21 years.

“Most galleries will take artists and art they think is safe to sell, whereas some of my artists are still emerging, but I see their talent and commercial potential.”

The gallery also has an 80sqm stockroom loaded with original works, a luxury that allows the artspace itself room to breath (Lew hates cramped galleries) and lends cache to segments of a collection in storage.

“We sell as much from the stockroom as the gallery – there’s almost a treasure hunt-quality for buyers to find something they may not see anywhere else,” she laughs.

Lew opened the gallery after moving on from her publishing business (the little Point Out tourist guides, and later Best of the Gold Coast, were hers) and says choosing art to buy or invest in is best done with the heart, not the head.

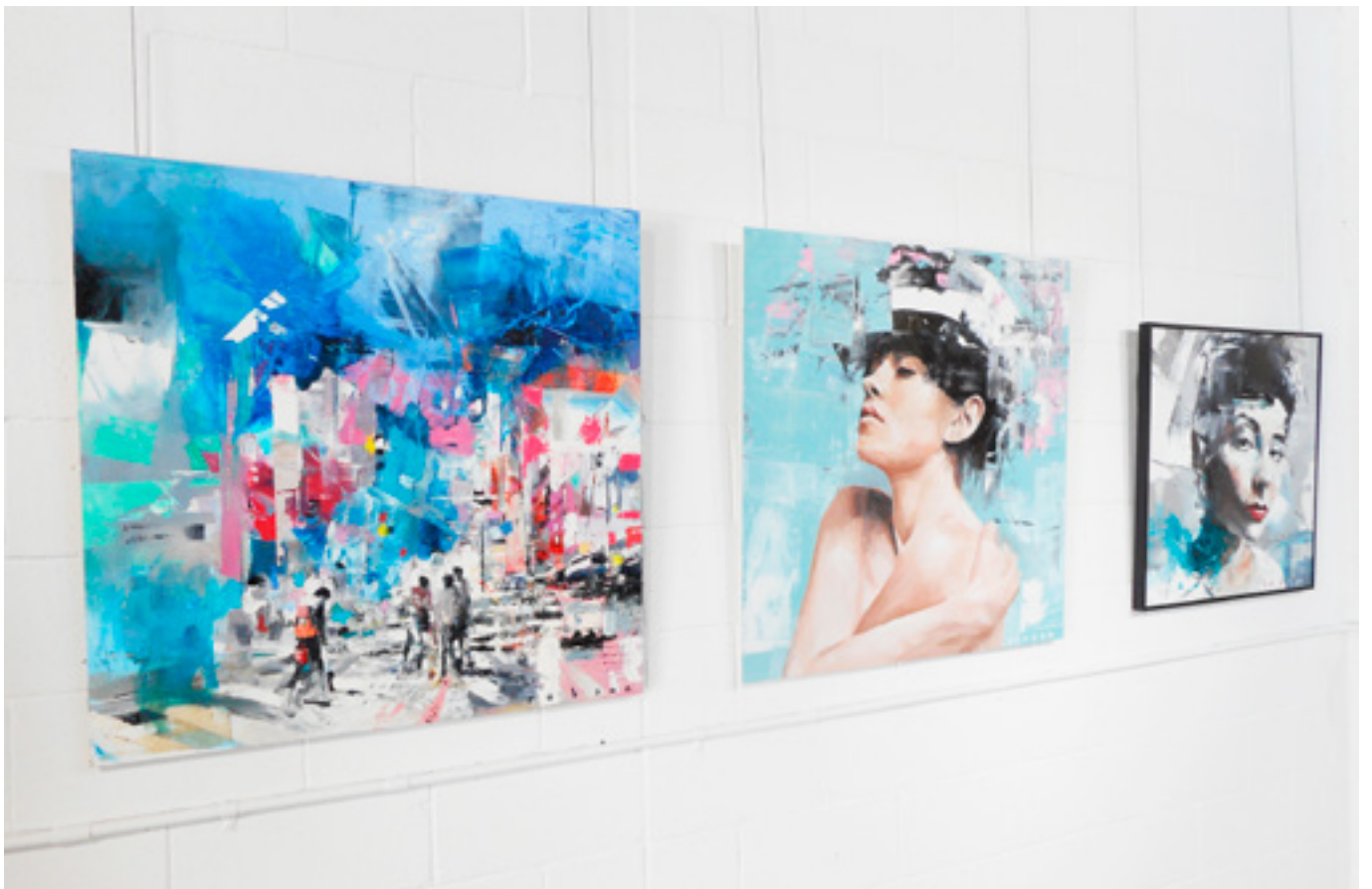
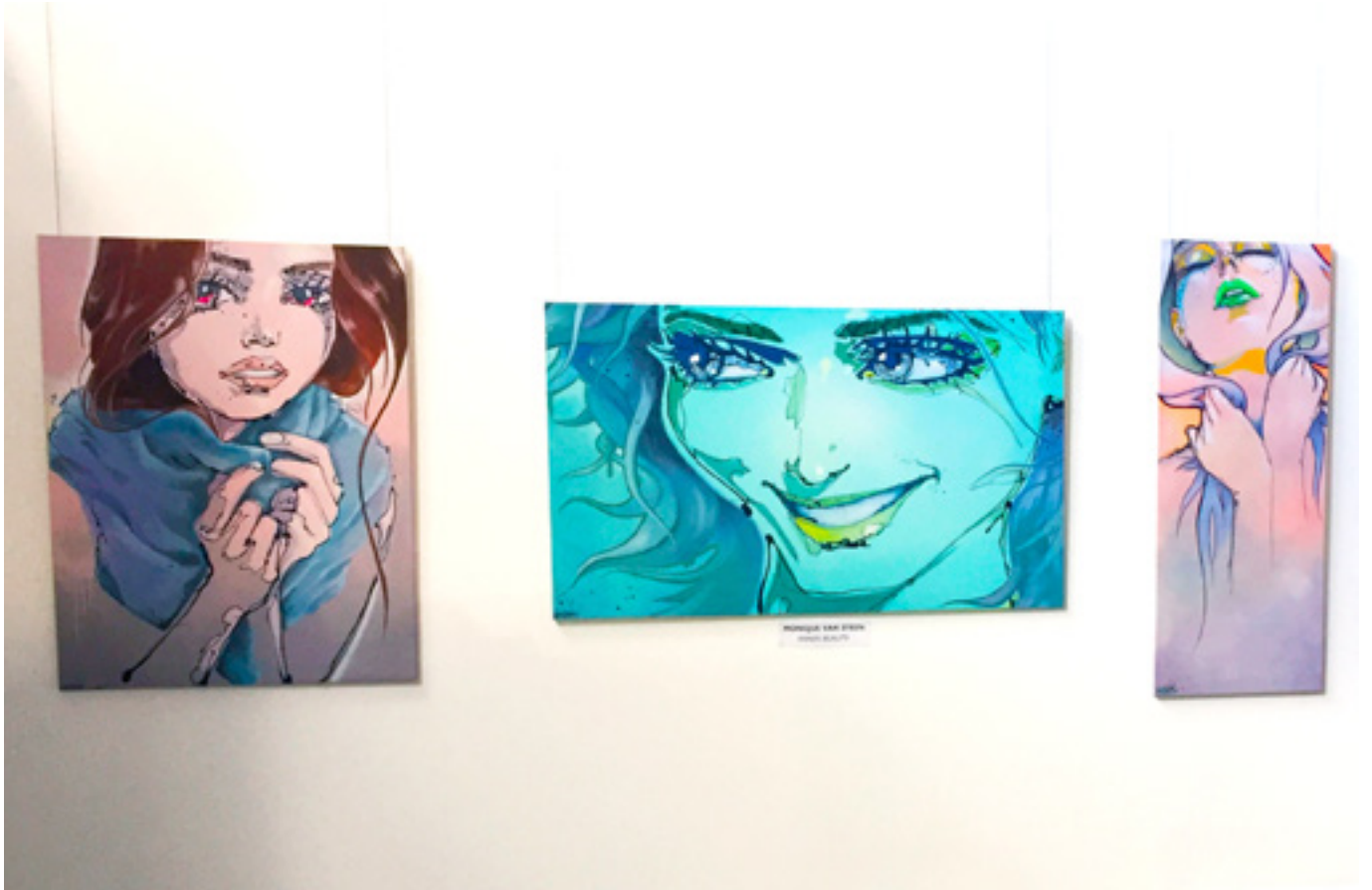
“Buy what you love,” she says. “If you see a piece and think about it for days afterwards, you will probably regret not acquiring it.

“There are never guarantees that an artist will become successful, but if you buy to reflect your mood and your personality, you will own something you will enjoy for the rest of your life.”

19 Karen has also become the function space of choice for a diversity of clients, hosting product launches, corporate functions, weddings and even a joint 50th birthday for a well-connected local couple.

“But they have to come in and love the art before I agree to let them hire the space, that’s important to me,” laughs Lew.

19 Karen is open Tuesday to Saturday 10am – 5pm, or by private appointment. 19 Karen Avenue, Mermaid Beach. Visit 19karen.com.au for more information.



19 Karen gallery director Terri Lew on...



“Most galleries will take artists and art they think is safe to sell, whereas some of my artists are still emerging, but I see their talent and commercial potential”



THE GOLD COAST'S ARTS AUDIENCE

I am not here to educate people about art or to force them to buy art. Art is not for everyone, but if there are people on the Gold Coast who love art but can't travel interstate or overseas to see it, then 19 Karen is for them. Art has a certain attraction that comes from within, it is to do with the aesthetic and beauty of the artwork, or if it's ugly and confronting and can't be ignored. It triggers an emotional reaction and the viewer responds by liking it to the point of wanting to own it. If they don't like it, they are not made to buy it. You can't make people buy something they don't like. At least, I don't. I wouldn't want to hang something on my wall that I don't like. I have to like it. It has to make me happy or curious.

HER INSPIRATION FOR OPENING THE GALLERY

I co-founded the gallery to show art that I like and I would hang on my walls at home. I don't particularly engage with classic or renaissance art, I like bold colours, expressionism and portraits. I like surrealism and abstract work, but it has to be very good abstract.

I also wanted to help talented artists who couldn't get a foot in the door with commercial galleries, to give them the opportunity to show their work and eventually be approached by other galleries interstate or overseas.

VISUAL ART'S FUTURE ON THE GOLD COAST

I'd love to see more street art in public and private spaces, and more awareness broadly that art makes people happy and the reasons why it exists. I'd like for the Gold Coast community to support artists so that they can be inspired and motivated to make more art and evolve in their chosen field.



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LITTLE *Italy*

The team behind Palm Beach's Avvia doubles down in 4221 with Balboa Italian

WRITER Sam Cleveland PHOTOGRAPHY Hayley Williamson

BALBOA ITALIAN



The success of a restaurant launch can be measured by a bunch of appropriate metrics – simple cash turnover, the number of covers served, maybe even newspaper coverage or social media buzz.

The team behind Balboa Italian, the newest destination among Palm Beach's emerging network of on-trend restaurants and cafes, knew they were winning when the volume of week one reservations crashed their website.

"I knew we were good, but not *that* good," laughs co-owner and Executive Chef Eddie Uzan of Balboa's December 2016 opening.

The property's 'instant hit' status was payoff for Uzan and wife Cherie's strategic longview to build with Balboa "a landmark, not a restaurant".

"A landmark – 'when you get to Balboa Italian, turn right' – that was one of our first ideas," says Uzan.

The couple had the bona fide Palm Beach hit Avvia under their belt when plans for a second 4221 property were hatched.

Also early on the drawing board: restaurant #2's experience would take shape as a direct response to Avvia (modern Australian cuisine, even tablecloths!).

"Avvia opened seven years ago and it was a black sheep in Palm Beach serving modern Australian; Italian is much more relatable," says Uzan.

"It's simple food in the kitchen, and less formal – that image of the mama welcoming you in."

Uzan began 18 months of research into traditional Italian cooking – 'the real knowledge, not things people write on food blogs' – as

sketches and mood boards were developed to nail the place's mood and character.

After fine-toothed Palm Beach for the perfect site, Uzan found a freestanding two-storey double-brick building, almost 50 years old and with tremendous visibility from the Gold Coast Highway.

Balboa's lavish fitout and renovation included steelwork from Israel and one-off pieces from Bali and the US; the restaurant's showstopping conical chandelier was hung to catch eyes from the highway.

The result is an aged-brick kaleidoscope of antique collectables, vintage décor and hard, percussive surfaces that amplify the buzz on busy nights.

"Once we saw the space, we couldn't do a half-assed job," says Uzan.

"The renovation wasn't a case of 'oh look at me', it was just the right thing to do to shine that building."

The prominence of the site, says Uzan, fed December's opening, with passers-by watching six months of construction as the space took shape.

"And the Gold Coast is small, so people knew the Avvia team were doing something," he says, "and it's just an attractive spot."

Balboa Italian's success also settled a debate between Eddie and Cherie. As a chef,

he thought people ate out for the food, while she maintained it was good service that drew.

"But Balboa I think's shown we're both wrong – it's the ambience, the entire experience of the night."





WHERE TO START?

“At Balboa I wanted a menu with a confusing quality,” explains owner and Executive Chef Eddie Uzan.

“Not confusing as in ‘a pear and carrot jus on raw wagyu fillets’ – like ‘what’s that going to come out like?’ – but confusing in that everything sounds good and you won’t know what to choose.”

Ever the host and keen to get you started, Uzan here shares with MBGC his recommendations from among Balboa’s starters and sides. We also hear from Balboa Bar Manager Giorgia Zanzani on one of her gorgeous custom cocktails.



MARGARITA PIZZA

A very traditional pizza with a Roman-style thin crust. The crust was a big decision! Before we opened we actually surveyed 1000 locals asking what crust they preferred – thick or thin.

We use Shaw River handmade buffalo mozzarella from Melbourne and then there’s a secret to our tomato paste – we crush them with a mouli... a blender allows too much air into the paste and that can sour the tomatoes.



BUFFALO MOZZARELLA AND HEIRLOOM TOMATO SALAD

This is a very summery salad, very Gold Coast really. I used a sweet corn vinaigrette from Cudgen on the bottom and a red wine vinaigrette on the top, to give the salad that crispness.

The vinaigrettes are the two poles, and offsetting them is the really rich and milky cheese. It’s a refreshing salad and it’s already become a signature dish.

“It’s simple food in the kitchen, and less formal
– that image of the mama welcoming you in”



OCTOPUS (STARTER)

We put Alaskan octopus together with a fresh herb and bean puree and get fireworks! It’s a nice summery starter – a warm and cold dish.

The braised Octopus is finished in the pan with olive oil and lemon juice, matched with an earthy creaminess from the cannellini beans. The watermelon and zucchini bring a freshness to finish it off.



CARAMELISED PASSIONFRUIT CAPRIOSKA

I made this up on the spot at Avvia – a customer asked for a sweet drink because she didn’t want to get dessert.

We cut the passionfruit in half and add raw sugar, then with a torch caramelize it into a hard top, like a creme brule. I don’t like the amount of sugar in cocktails and always look for other ways to sweeten a drink.

There are two ways to enjoy it – scoop the passionfruit out and enjoy it separately or mix it in the drink. *Giorgia Zanzani*



HANDMAIDEN

PHOTOGRAPHY Lisa Newton | MODEL Yasmin Shaheed, Neon Model Management | STYLING Meg Newton

Lennox Head's Pastel has debuted an Autumn 2017 range imbued with the season's essence.

Founder and designer Meg Newton says the collection's warm earthy hero print, dubbed Ash Rose, embodies an autumn mood and the label's new cowgirl leather boots (featuring a hand-stitched phoenix and decorative steel toe and heel caps, of course) "put the finishing touch on just about any autumn outfit."

The label began as a few handmade items Newton dreamed up and sold to her friends; before she knew it, plans to become an art teacher were backburnered and she was running a business.

"Fashion design and expressing myself through creating clothing has excited me for as long as I can remember but, to be honest, I always thought I would be the only one wearing my creations," she laughs.

"I never really envisioned myself owning my own label."

Pastel sells online and at festivals and markets, where Newton loves to meet customers face-to-face.

Newton imbues Pastel's output with the coastal energy of her Lennox Head home base and the Byron Bay festival vibe embodied by Bluesfest and Splendour in the Grass.

"Our target market is women who want to shop with the mindset of quality over quantity," she says.

"I discourage fast fashion and focus on the concept of buying fewer but better quality, more unique pieces that you will cherish for seasons to come."

For more information, visit pastel designs.com.au or on Instagram at @shoppastel designs



PREVIOUS PAGE

Ash Rose - Blush Off-shoulder Top, Blush Maxi Skirt

THIS PAGE

Earth Child Overalls

OPPOSITE PAGE

(Clockwise)

Ash Rose - Blush Duster, Love of Lace Bralette, Pixie Lace Shorts

Rhapsody Lace Dress - White

Eden Cross-over Blouses - White, Trinity Lace-up Skirt - Taupe

Maya Crochet Kimono - Ivory, Leather Phoenix Boots - Tan



Chinese New Year at MBGC

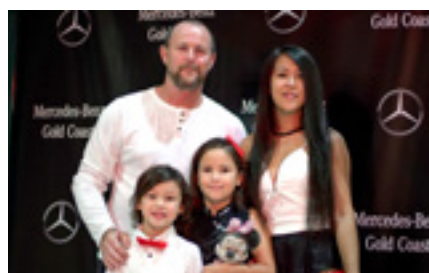
Mercedes-Benz Gold Coast celebrated its first Chinese New Year in February with a gorgeous after-dark event at the dealership.

The invitation-only party featured all the trimmings – a traditional lion dance by Mantis Kung Fu Academy, classy Chinese catering and even lychee cocktails.

The dealership was lit with a dramatic wash of red lighting and dressed with a Chinese theme as guests gathered to celebrate the coming Year of the Rooster.

During the dramatic lion performance, attendees were offered red envelopes (“hong bao 红包” in Chinese) to make small offerings to the dancing lions and ensure their good fortune for the coming year.

It was a spectacular night and the first of many celebrations for Mercedes-Benz Gold Coast marking the turning of the traditional Chinese lunar calendar into the future!





Thank you Gold Coast for making us Number 1

If you've noticed more Mercedes-Benz' on the roads of late, then it's probably because more of our range is being bought than ever before.

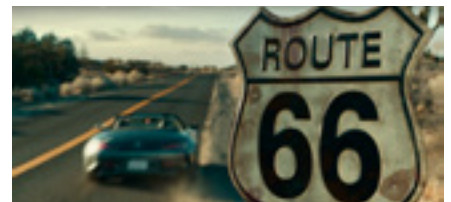
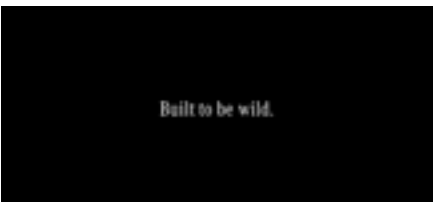
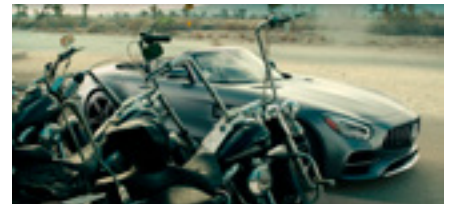
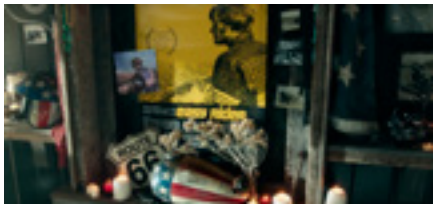
Mercedes-Benz dominated luxury car sales in the city last year with a 24.2 per cent market share, leaving BMW (16 per cent), Audi (14.9 per cent) and Lexus (6.5 per cent) in the dust.

This winning margin is one of the largest in Australia, and makes the Gold Coast our unofficial national home.

And while the city's luxury car sales are up 13.8 per cent year on year, Mercedes-Benz Gold Coast outstripped the market boom to record 19.7 per cent growth over the same period.

The numbers don't lie, so we must be doing something right, but our success is ultimately determined by you.

Thank you Gold Coast.



A glimpse into Mercedes-Benz marketing of yesteryear, an era of long copy, masterful commercial artistry and press advertising with panache. Curated by the team at MBGC.

During the Super Bowl broadcast, the world's biggest brands vie for attention with showstopping commercials that have become as much a part of the action as the halftime entertainment or sometimes even the football itself.

It's the world's most expensive ad space and Mercedes-Benz, naturally, blitzed at last month's game with a 60-second spot for the Mercedes-AMG GT Roadster starring Peter Fonda.

The ad opens in a roadhouse bar packed with retiree bikers worshipping at a shrine to *Easy Rider*, the 1969 counterculture classic where Fonda starred as free-wheeling 'Captain America'.

One announces he's been "blocked in" and the gang bustle outside seeking justice, where their bearded jaws drop to see their idol in the flesh, sauntering towards a gorgeous AMG GT Roadster parked behind their bikes.

As an ageing biker chick coos that Fonda – wearing his iconic *Easy Rider* leather jacket – is "still lookin' good", the star boots his AMG GT out onto the same familiar US highways he cruised in *Easy Rider*.

Set to Steppenwolf's *Born to Be Wild* (the tune from *Easy Rider*'s hot-selling soundtrack) and directed with comic flair by Joel and Ethan Cohen (*Fargo*) the ad proudly kept the Mercedes-Benz brand where it belongs – on top of the world and in the hands of peak talent!



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