

**DRIVER**

Michael McMillan and  
the laws of motion

**DESTINATION**

A traditional Champi  
massage in remote India

**SPACE**

The art of collecting  
with Julian Edwards

A man in a dark suit, light shirt, and teal tie walks across a parking lot. To his right is a dark-colored Mercedes-Benz car. The scene is captured from a high angle, showing white parking lines on the asphalt. The overall tone is professional and sophisticated.

**MB**

THE MERCEDES-BENZ  
GOLD COAST MAGAZINE

**GC**

SPRING 2018

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# WELCOME

## Spring 2018



It's spring time. Around the country racehorses are prime to burst out the barriers after weeks of track work in preparation for Australia's premier races.

We've celebrated the Spring Carnival this issue by getting some fashion advice from two Gold Coast designers – milliner Karen Valentine and suit maker Les Sherlock. In today's world of fast fashion, it's refreshing to learn about people who continue to make fine headwear and garments by hand.

I love a good suit, and I wholeheartedly agree with Mr Sherlock's opinion about the most important aspect of choosing the right one. See page 44 to find out what it is.

If you're heading to the track but are looking for an alternative experience to the glitz of the Gold Coast Turf Club, consider Beaudesert and Murwillumbah, which are within close range of our city and offer highly enjoyable racing experiences.

The Tweed River Jockey Club just outside Murwillumbah puts on a series of fun country race days each spring, headlined by its Melbourne Cup race day. On page 48, we've got an overview of what is happening at racetracks across our region.

Our driver for the Spring issue is Gold Coast criminal lawyer Michael McMillan. We got to know him on a recent weekend while out on a drive in the Mercedes-AMG GT S.

A core tenet of our justice system is that each person has the right to a defence. But what is it like defending an accused criminal? Michael has kindly given us an insight into this important role.

There is also a strong subcontinent theme this issue, as we dine at Bombay Cricketers Club (page 19) and also visit India and experience a traditional Champi massage with our intrepid travel writer Mike Grenby on page 52.

Bombay Cricketers Club is Indian cuisine as you have likely never tried it before – certainly leagues above your local takeaway. The owners brought on Ved Navghare, born and raised in Mumbai and former sous chef at two-hatted Tonka in Melbourne, to develop the menu. He's done a fantastic job.

We also take a trip to the far north of New South Wales and learn a bit about the owner of its newest fine art gallery, Julian Edwards. On a recent trip to Bangalow, we saw a striking pink representation of a classic Gullwing by Jasper Knight hanging in the window and knew we had to find out more about the man behind the gallery. Read more on page 23.

As per usual, I hope you enjoy this issue of the MBGC magazine.

**Robin Mainali**  
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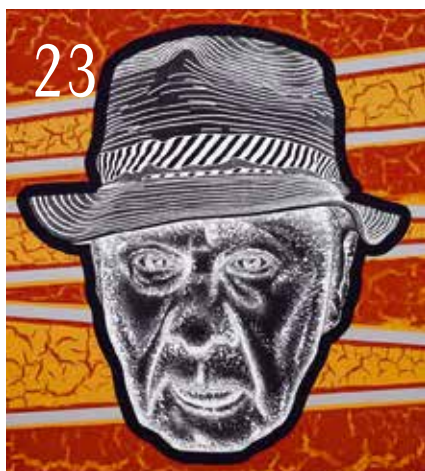
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# THE LAWS OF MOTION

Gold Coast criminal lawyer Michael McMillan finely navigates the complexities of the legal system and the characters within it.

WORDS James Perkins  
PHOTOS Lincoln Williams

**A**s we drive through the streets of Southport in a Mercedes-AMG GT S, criminal lawyer Michael McMillan is itching to put his foot down.

“This thing just rolls around the corners,” he says. “I really want to just stand on the throttle and give it a bit of a boot full.”

He can’t, of course. As a man of the law, he is well aware of the speed limit. That doesn’t mean he can’t get a feel for the torque of the 4.0L V8 bi-turbo engine from a standing start and get to know the throaty roar it broadcasts into the cabin.

The AMG GT S, the only vehicle to be built from the ground up by Mercedes-AMG, is a thrill to drive (and ride as a passenger). From

the inside, it feels fast and powerful; from the outside it’s a compact, sleek and sexy automobile.

It’s a vehicle that suits Michael, who is happiest when going fast. That familiarity with speed was bred during a decade racing Aprilias to several state and national superbike championship wins.

It’s a costly exercise, motorcycle racing – both to the wallet and the body. Michael only began his competitive career at the age of 36, when his law firm became successful enough to support the \$250,000 annual budget required to support a campaign.

“The faster I go, the happier I am,” Michael says. He likes the excitement,

the danger and the thrill of speed, but it is not the only aspect of motorcycle racing that appeals to him – it’s also the precision, skill and control.

“On the one hand it is



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extremely uncontrolled, because you are travelling so fast,” he says. “On the other hand, you are constantly in control – you are monitoring everything that is going on, and it’s very precise. I like the precision of it.”

That pretty much sums up Michael McMillan the person and his fast-paced life as a criminal defence lawyer. He operates at speed while staying precisely in control.

In high-stakes criminal trials, where the future of the defendant hangs in the balance, a single, precise remark in the cross examination of a witness can decide their fate.

It’s like approaching a tight turn in fourth gear at more than 160km/hr. The extreme power and speed of the bike needs to be controlled with the finest precision, and the consequences of a miscalculation are severe.

Michael gets a lot of wins for clients in the courtroom with a confident and precise approach to high pressure situations, and all performed in an environment that is far more difficult to control than the finely engineered superbikes he is so comfortable on.

## THE LIFE OF A CRIMINAL LAWYER

In the early years of the 20th Century, the United States witnessed what was then considered the trial of the century. Nathan

“I can tell you that very few people take seriously their obligation to tell the truth”

Leopold and Richard Loeb, two young, extremely intelligent, sons of upper class families, murdered a 14-year-old family friend just to see if they could get away with it.

Clarence Darrow, now one of the United States’ most revered criminal lawyers, took on the case defending two of the most despised men in the country at the time. He was a lifelong advocate for human rights, and he took particular exception to the death penalty, which is partly why he took on the case.

He once said, “To be an effective criminal defence counsel, an attorney must be prepared to be demanding, outrageous, irreverent, blasphemous, a rogue, a renegade, and a

hated, isolated, and lonely person – few love a spokesman for the despised and the damned.”

Michael McMillan could be described with many of those words (some more than others). He’s certainly a Cleaver Green-style rogue and a renegade, and sometimes his work generates outrage, such as the time he secured a not-guilty verdict for a client who allegedly assaulted his elderly neighbours.

Michael takes a clinical view on his work defending unfashionable clients. First, they have a right to a fair trial. And second, it is critical to ensure witnesses and alleged victims are telling the truth.

“I can tell you that very few people take seriously their obligation to tell the truth,” he says. “If you don’t think someone is telling the truth, you are quite happy to forcefully explore what you think is the untruth to their story.”

Michael approaches almost every conversation he ever has with the thought that he is probably going to be lied to at some stage. “It might be the beginning, it might be the middle, or it might be the end, but at some stage I’ll be told something that’s just not true.”

It’s also important to hold juries to account. A court is a highly disciplined place with codified language and strict rules of behaviour, but the juries that decide the outcome of many trials are made up of people who aren’t familiar with how it all works.

“One colleague of mine once told me that the three most dangerous words you will ever hear are “trial by jury”,” explains Michael.

In one of his most recent cases Michael has applied for a retrial because there was information in the jury’s folders that was not introduced in the courtroom, potentially making the decision unsafe.

“The judge explicitly said to the jury – like they always do – that the evidence in the matter is what they hear in court and that they shouldn’t go off doing their own research, as that would cause a mistrial,” he said.

“I believe the jury was told three times during the trial, ‘do not do your own research’.

“So that’s cost the state \$20,000 of wasted taxpayer money.”

How does it feel to know that the outcomes of his cases, which have such significant implications for his clients’ lives, are at the whims of a dozen ordinary men and women?

“Sometimes you are passionate your client shouldn’t have been convicted, other times you think they probably should have been but they weren’t. And sometimes people make terrible mistakes; juries make terrible mistakes all of the time. They never listen.”

The temptation for juries to do their own research, rather than relying on what they are told in court, is sometimes overwhelming. In the information age, it’s very difficult to isolate them from information that could influence their decision making.

Michael reserves his criticism of the internet, though. “It’s a good source of work for us,” he says. “People send pictures over the internet that they shouldn’t be sending; people download things off the internet they shouldn’t be downloading.”

“And the cops love it, because people can’t help but post things. We regularly have drugs matters where the Facebook sites that are used by the accused have pictures of them with large amounts of drugs, or a gun.”

He adds, “What possesses a person to take photos of themselves snorting cocaine with a bloody firearm in their hand?”

There’s no easy answer to that question.





## MAN OF THE LAW

Michael McMillan believes he was always destined to be a criminal lawyer, and has successfully forged a career in the profession, perhaps to the surprise of many of his classmates at school.

"I don't think others would have suggested that I would have become a lawyer, or would have shared my view that I would become anything other than a slacker, really," he laughs.

Their view was well supported by evidence at the time. Michael had to repeat his senior years at high school to improve his grades and gain entry into university.

"I was always in trouble, always in the principal's office, always getting 'busted' for stuff," he explains of his school experience at Lismore's Trinity Catholic College. "Maybe that's why I have become a criminal lawyer."

When asked if those experiences give him greater empathy with his clients, Michael responds, "But for the grace of God, there go I."

He's joking, of course. It's his sense of humour, capacity to cut through the 'crap', and comfort standing up and performing in front of a crowd that made him one of Queensland's top criminal defence lawyers.

And for the record, when he returned to university for his Masters of Law Michael performed well. "If you put a modicum – just a tiny bit – of work in, you can really get good



results, and that's what I'll always tell my kids," Michael says.

With his motorcycle racing career behind him Michael McMillan is looking for a new outlet for his energy outside the court room. He's considering taking up skiing, but he's far more passionate about politics.

"Being a lawyer is all about persuading people of your views and that is very similar to politics. That is something I am built to do, and is a very attractive prospect for me," he says.

If given the chance, Michael would prosecute a revamp of the Australian tax system, which he says is akin to a ball and chain on the leg of a long-distance swimmer.

"The swimmer is swimming harder to achieve more and the tax system is attaching bigger

and heavier balls to their feet, which slowly drag them backwards until they sink and drown," he says.

"There are people in this world that hold the view that a flat tax system would bring significant benefits as it would do away with the complexities and enormous waste of money that are involved in managing the complexities of our ridiculous system."

And just like in law, life comes at you fast in politics, so it would be the perfect platform for fast-moving criminal lawyer Michael McMillan.

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# SALT WITH SPICE

WORDS James Perkins  
PHOTOS Hayley Williamson



## Bombay Cricketers Club has hit it out of the park with a refined approach to Indian dishes. It's a restaurant that's spicing up subcontinental cuisine.

Across the sprawling landmass of the subcontinent is a diaspora of cuisines that have evolved according to the climate and cultures of the coasts, mountains, valleys and deserts.

So why has a homogeneous approach to preparing Indian food taken hold across the Western world? An Australian neighbourhood restaurant will serve similar butter chicken,

vindaloo and madras curries as found in Tooting Broadway in London.

Bombay Cricketers Club at Salt is doing something different. It gives diners the tastes and smells of subcontinent cuisine that are so familiar, but without the heavy application of sugar and cream that's become the stock choice for the Westernised approach to the fare.

The team behind the restaurant is the PBL Group – Lia Mason, Mark Wilson and Lee Middendorf – who own a suite of venues on the Tweed Coast: Taverna, Osteria and Ancora.

To build the menu at Bombay Cricketers Club, which launched late last year, they brought in Ved Navghare, former head chef at the two-hatted Tonka restaurant in Melbourne, who helped them create dishes that have the familiar spices and textures of Indian cuisine, but with a refined application.

The approach is best summed up by Bombay Cricketers Club's signature dish, Not Butter Chicken. It tastes like butter chicken, but as the name suggests, it's not butter chicken. It's got all the essential elements, but it's lighter than





provides to chefs. It is preparing an entirely gluten-free menu that will run alongside the general menu this summer, which follows the launch of the Sunday vegetarian feast (at a reasonably priced \$30pp).

Ved instructed head chef Andy Melville – formerly sous chef at Paper Daisy – and the rest of the team in Indian cooking techniques and has given them a platform they can continue to cultivate and experiment with.

Their focus now is on catering to people with allergies and strict dietary requirements and they are doing this without compromising on the tastes of the average eater.

“People know they can come to us for a banquet and we can tailor the menus for them,” Andy tells Mercedes-Benz Gold Coast magazine. “We’re always finding new ways to make the kitchen more versatile so we can work around peoples’ needs.

“We recognised early on that there is a market for people who do want to come and enjoy vegetarian food, and we want to appeal to people who might not be able to have an amazing experience at other venues.”

That’s the beautiful thing about Indian cuisine: it offers almost unlimited opportunities for experimentation, a potential that has generally been overlooked by restaurants in the past.

Ved explains, “In India, the same dish is cooked 10-20 different ways. It’s versatile from one place to another, depending on the spices and ingredients available in that region. Each household will also have its own unique way of preparing the same dish.

“It’s such a diverse place. North India is hot and has lots of spices. The south is milder and fresher. The east is totally different because of the British and Portuguese influence. In the west is the rustic desert.”

Andy’s favourite dish is the Goan fish curry, which is just sublime. When Andy describes the

the butter chicken you know, and is finished with a smoky spiciness.

It’s still rich, and divine. The richness won’t leave you uncomfortable, though. Fresh, locally sourced ingredients, finely balanced layer upon layer, deliver a sophisticated taste without the heaviness. But it’s still hearty, which is exactly what Ved was aiming for.

“We’re keeping the soul in the Indian food, but we have made it more refined and balanced in the spices so that they don’t overpower the tastebuds,” he explains.

“It’s a reflection of what I ate growing up in Mumbai combined with the food preparation techniques that I have learned over the past 10-11 years in Australia.”

“We're keeping the soul in Indian food, but we have made it more refined and balanced in the spices”

That theme goes through the Bombay Cricketers Club menu. It’s clearly ‘Indian’ food, but with a nuanced balance of flavours. There’s heat involved, but it arrives gradually after a few mouthfuls, and it is warm and comforting.

The restaurant embraces the multitude of possibilities that such a diverse culinary culture



cooking process it's clear how much effort goes into its preparation.

The fish curry takes two days to prepare and involves the careful layering of ingredients into two different sauces over a period of hours.

The spices are slow roasted in coconut as the fish is pan roasted. The fish is then slow poached in the sauce.

It's layered with spices such as cumin, coriander, black pepper and fenugreek seeds, as well as Kashmir and green chillies. It's a must-try for anyone who visits the Bombay Cricketers Club.

The succinct menu can be enjoyed in a serene atmosphere in the bustling Salt Village. The interior of the restaurant evokes the atmosphere of a colonial plantation house or the more

familiar old 'Queenslander' that can still be found on the streets of Brisbane.

Potted palms and hanging succulents offset the horizontal white panelling of the walls creating a colour scheme that's a test cricket match in reverse while evoking the genteel atmosphere of the game. Louvred windows look out onto Salt Village's central park area.

The enclosed space creates a peaceful atmosphere for diners and protects them from the hustle of the rest of Salt Village and the walkway that separates the dining area from the kitchen and bar (try the incredible cocktails with your meal).

In the kitchen, there are many more possibilities on order for Andy and his team of chefs.

"We're in a good place right now and we're loving what we're doing," he says.

"We're able to be a bit creative and we've got some freedom; we're learning new stuff and we're working with new farmers who are establishing themselves in the Tweed Valley.

"We are trying to stay a little ahead of the game so that we're keeping people interested and ensuring they want to come back. What people love is coming here to have something familiar that is presented in a nice, elegant way that they have not seen before."

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# EXERCISING WHILE ILL: TAKE IT EASY

WORDS Holly Louise – The Fit Pharmacist

Now that the season is changing and the temperature is fluctuating, head colds and other viruses become more frequent. It is important to know when it's okay to exercise and when you should rest in order to speed your recovery.

We know that exercise improves our overall fitness, which can help boost our immune system and defend our bodies against infections, but during illness, our exercise routines need to change so that our bodies can recover effectively.

Performing a structured workout routine where you're breathing heavily, sweating, working hard, and feeling some discomfort triggers a stress response in the body. A normal, healthy body can easily adapt to this stress over time, as this progressive adaptation is exactly what improves our fitness and strength.

When our health is compromised due to sickness, however, the stress of a tough workout can be too much for our immune systems. Strenuous or high intensity workouts can reduce the number of infection-fighting white blood cells in our bodies. At the same time, our stress hormone cortisol increases, which may interfere with the ability of certain immune cells to work efficiently, affecting our recovery.

Activities to consider when you are sick include walking, light jogging, swimming, cycling and yoga. These have been proven to improve recovery, but should be done at a low intensity. I highly recommend avoiding strenuous activities such as heavy resistance training, endurance training, high intensity interval training, sprinting and other power activities. Additionally, exercise in extreme temperatures places stress on the immune system that can impact recovery and potentially cause your illness to worsen.

If you are training in a gym or a fitness class, another thing to consider is the health of others around you. A cold is caused by a virus that can be easily spread through contact with surfaces infected with germs and then contracted by touching your eyes, mouth or nose.

It is also spread through close contact with people who are sick. So for everyone's sake, it's better if you stay home.

If you have a cold, you should follow these tips to prevent spreading it to other people:

- Avoid close contact with others, such as holding or shaking hands, hugging and kissing;
- move away from others if you need to cough or sneeze;
- cough and sneeze into a tissue, completely covering your mouth and nose and then throw it away;
- wash your hands immediately after coughing, sneezing, or blowing your nose; and
- disinfect any surfaces and equipment you have touched.

Are you well enough to train?

The best way to determine whether you should work out or not is to let your symptoms be your guide. I recommend performing a 'neck check'; if your symptoms are only above the neck, such as a sore throat, nasal congestion, sneezing, and watering eyes, then it is generally fine to exercise.

If your symptoms extend below the neck, such as coughing, body aches, fever, fatigue, vomiting or diarrhoea then it is best to avoid exercise and focus on rest and recovery. It is important to consider all of the stresses you are dealing with in your life. Physical, emotional, psychological, and environmental stresses all play a role in the rate at which you recover.

If you do decide to exercise with a cold and you experience any of the following symptoms, then you should stop your activity immediately and seek emergency medical help:

- Chest tightness or pressure
- Trouble breathing or shortness of breath
- Light-headedness or dizziness
- Balance problems

If you are feeling well, spring is the perfect time to get your exercise routine in order. Schedule your exercise for the week and stick to it. Grab a training buddy to help you stay motivated and accountable.

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A



# SURREAL SUNNIES

WORDS James Perkins

PHOTOS Michael Crawley

Cult Currumbin glasses label Valley Eyewear has a fearless approach to design that has earned it a legion of fans.

**V**alley Eyewear has made its name by moving in the opposite direction to the pack. From its inception, the brand emerged with a distinctive look that was a confident departure from mainstream styles.

The bulky frames that have become the Valley Eyewear trademark have earned it a global following, and a host of a-list celebrity fans such as Margot Robbie, Chris Hemsworth, Kanye West, and Queens of the Stone Age.

The business was founded by husband and wife team Michael and Tienielle Crawley, who continue to run the business from Currumbin.

Looking back at his inspiration for the Valley design aesthetic, Michael says, “everyone was into this small sunglass thing; mini cateyes were the rage and everyone was copying one another”.

“We took a stand against that and have gone totally in the different direction with a bold, chunky, abstract look,” he adds.

“Valley is doing its own thing, our own way. We’re unique; we’re not following the pack.

“And we don’t try and chop and change with the trends,” adds Michael, “and that has worked really well.”

Valley Eyewear recently shot its latest range of glasses and has shared some images with Mercedes-Benz Gold Coast.





- A SEYLAH**  
(transparent red) **\$219.99**
- B JAWBONE**  
(gloss black) **\$219.99**
- C RAYDAR**  
(gloss black titanium) **\$239.99**
- HELLMET**  
(brushed gun metal grey titanium) **\$239.99**
- E PRISONER**  
(gloss black) **\$219.99**
- HELLMET**  
(gloss black titanium) **\$239.99**
- F RAYDAR**  
(gloss black titanium) **\$239.99**
- G SEYLAH**  
(matte black) **\$219.99**
- H SEYLAH**  
(dusty pink to clear) **\$219.99**

**Models:** Kye Darcy & Kelly Hockey

**Styling:** Gustavo Pallacios

**Hair:** B&B Hair

**MUA:** Alana Mevisse



Valley Eyewear is available online and in several retail locations on the Gold Coast. Visit [www.valleyeyewear.com.au](http://www.valleyeyewear.com.au) to find your closest location, or to shop online.

# THE ART OF COLLECTING

WORDS James Perkins  
PHOTOS Arterium

Julian Edwards fell in love with Bangalow on a van tour around Australia; now his JEFA Fine Art gallery has found a welcome home there almost 20 years later.



Julian Edwards Fine Art has filled a hole in Bangalow's creative offering by marrying premier emerging and mid-career contemporary Australian artists with work from the 'older guard' of recognised names.

Inside the wide-open 187 square metre space works by artists such as Craig Riley, Ben Quilty and Blak Douglas hang alongside pieces by Frank Hodgkinson, Brett Whitely and Sidney Nolan. It's a repertoire worthy of a major city gallery but at the top of a charming country town.

"This is an arty area," says Julian, "People travel here from around Australia and

the world for that reason. Now it has a high-quality fine art gallery that stands up to the best commercial and contemporary galleries in Australia."

It is a hybrid gallery shared between JEFA Fine Art and contemporary Indigenous art specialist Ninbella, owned by Grant V. Rasheed. The pair were introduced by the owner of the property, who suggested they cohabitate.

It's not surprising that, after establishing himself in Sydney's art scene over the past 15 years, Julian found himself drawn back

to the Byron Shire, which he first visited as a backpacker around the turn of the millennium. It offers his young family a new lifestyle and a promising opportunity to build his own gallery.

Julian remembers staying three weeks longer than planned the first time he visited on his van trip. He soaked up the relaxed

**“You need to marry the aspect of loving what you are seeing and your passion for the work versus its worthiness as an investment”**

lifestyle amidst the lush green forests and sundrenched beaches; a setting that has proven so attractive for visitors over the past few decades.

"The whole area is magnetic," says Julian. "From Mount Warning to the country towns and the coast, I loved everything about it on that first visit, and my feelings haven't changed over time."

## DIDGERIDOO DREAMING

Julian's adventure in the art world started well before landing a job in Sydney, as his

mother, Heidi Muller-Haas, was a painter and his father, John Vivian Edwards, practiced as a musician.

"One of my earliest memories is being taken to one of my mother's exhibitions in London, when I was nine or 10 years old, and she said to me, 'Jules, if you can help me sell a painting, I'll buy you a new pair of trainers'.

That was inspiration enough for me," he says.

What Julian describes as his 'shoe fetish' continues to this day, although he recently reduced his collection down to 40 pairs. "I've

cut back; my feet have stopped growing, so I thought, 'all right, I'll stop buying them,'" he laughs.

Julian is now introducing his two sons with partner Adaja Black, Marley and Archie, aged 10 and eight, into the same world. Archie, named after the Archibald Prize, has already exhibited a work in the JEFA gallery. "He was very keen to know how much money he would get and whether it would allow him to buy an X-Box," says Julian.

Years before he made the journey to Australia, Julian's brother Thomas brought a didgeridoo





home to England from his own trip to the southern hemisphere. Julian felt a strong affinity with the instrument – he sounded a note immediately, and learned circular breathing within a week. Following many hours of practice, he became a competent player.

That skill helped Julian score his first earnest art job at a gallery in The Rocks, Sydney, which specialised in didgeridoos.

During the interview, Julian picked one up and began playing, and the owner gave him the job on the spot.

Over the following years Julian grew his reputation as an art dealer with two different galleries, and grew his knowledge about Australian artists. He developed a strong interest in Indigenous Australian art and how it represented the connection the people have with the land, and the way culture and knowledge is passed through time.

“It is the beauty of the sustainable aspect of total living in a symbiotic and harmonious relationship with the land, and the knowledge and understanding of that living, which is reflected in the art,” Julian says.

“That’s why they are who they are and have lived for tens of thousands of years in harmony with nature. Indigenous art is the story of that relationship.”

## THE GULLWING ASSEMBLAGE

Julian recently hung a work by Sydney-based artist Jasper Knight of a classic Mercedes-Benz Gullwing at his gallery to mark the Bangalow Billy Cart Derby.

Jasper specialises in assemblages – his works are a cross between a wool sculpture and an artwork. As is the case with the Gullwing, he often uses Masonite perspective board as the base for an abstract assembled landscape and then adds paint.

“In the case of the Mercedes-Benz Gullwing here he used a grey, pink and yellow with some white. The black boldness of the lines makes the piece pop off the painting with a culmination of colours,” says Julian. “It is a simple creation with powerful representation.”

Jasper, a six-time Archibald Prize finalist, and winner of numerous other awards, is a conceptual artist in the tradition of Andy Warhol and Geoff Combs. He runs the Chalk Horse gallery in Sydney and has become a highly collectible artist.

“He has got what is required of any artist to be successful today, and that is a mix of raw talent and good business acumen,” says Julian. “He has carved a niche with his simple, masculine mixed-media assemblages.”

## A GUIDE TO ART COLLECTING

Julian held an art collectors dinner earlier this year featuring a six-course degustation where he explained how to compile a valuable collection. It’s not easy; around 85 per cent of art does not appreciate in value. Julian has some rules to follow to help find the 15 per cent of works that maintain or increase their worth.

“A lot of people collect art based on the aesthetic, especially when they love the work in the first instant they see it, while many other buyers consider the monetary factor,” he says.

“You need to marry the aspect of loving what you are seeing and your passion for the work versus its worthiness as an investment.”

Choosing an artist who is getting good recognition in the public sphere is also smart. For example, choose someone who has been hung in the Archibald Prize, which has 58 finalists each year.

“Being hung in the Archibald, the artist might get seen by around 250,000 people all around the country if they are chosen to go on tour,” says Julian. “When the art is seen by a lot of people it raises the profile of the artist. That is a big plus.”



Networking is also important for an aspiring artist: who they know and which galleries they are represented by are an indication of their potential for collectors. Checking the secondary market before committing to a purchase is also a prudent measure.

“If people buy the art and aren’t enjoying it and then put it in the secondary market, the artist no longer has control,” says Julian.

“It is a negative for collectors buying direct from the artist at a premium if similar works are selling on the secondary market for half the value or less.”

Julian sees himself as a ‘posh busker’. He says, “A good busker will reap good rewards and continue playing. If they are playing badly, hopefully they won’t be there much longer. It’s the same analogy for the artists themselves.”

Julian Edwards Fine Art  
 Jefineart.com.au  
 Facebook: @JEFABangalow  
 Instagram: @jefa\_gallery  
 19a Byron Street, Bangalow, NSW 2479

# CATALOGUE

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- Vision Package
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\$64,900.00 Drive Away

\$50,000 - \$100,000



Km 4,015. Five-door and five-seat Wagon in Jupiter Red with AMG Black nappa leather interior. Stock number L 11988

#### FEATURES INCLUDE

- COMAND Navigation with Voice Activation
- Harman/Kardon Surround Sound System
- DISTRONIC Cruise Control
- Panoramic Glass Sunroof with Electric Blind

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Km 4,015. Four-door and five-seat Coupé in Cavansite Blue with black ARTICO interior. Stock number L11841

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- Unique 18" AMG Line Alloys
- Blind Spot Assistance
- Navigation

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Km 26,003. Two-door and five-seat Coupé in Obsidian Black Metallic with black leather interior. Stock number L11987

#### FEATURES INCLUDE

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- 18" Multi-Spoke AMG Alloy Wheels
- Panoramic Glass Sunroof
- Bi-Xenon Headlamps

Many more features to list.

\$15,000 - \$50,000

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\$37,900.00 Drive Away



Km 27,520. Five-door and five-seat Hatchback in Cirrus White with black interior. Stock number L11899

**FEATURES INCLUDE**

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- Gloss Black vehicle trims
- 18" Multi-Spoke Gloss Black Alloy Wheels
- Keyless Start

Many more features to list.

\$15,000 - \$50,000

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2017 Mercedes-Benz A180

\$34,900.00 Drive Away



Km 11,600. Five-door and five-seat Hatchback in Polar Silver Metallic with black ARTICO/fabric interior. Stock number L11930

**FEATURES INCLUDE**

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- Reverse Camera
- Apple Car Play
- Additional 1 Year Certified Pre-Owned Warranty

Many more features to list.

\$15,000 - \$50,000

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2016 Mercedes-Benz A180

\$33,900.00 Drive Away



Km 30,800. Five-door and five-seat Hatchback in Cirrus White with black ARTICO/fabric interior. Stock number L11851

**FEATURES INCLUDE**

- VP1 Vision Package
- SC1 Seat Comfort Package
- Keyless Entry and Start
- 2 Year Certified Pre-Owned Warranty

Many more features to list.

\$15,000 - \$50,000

Mercedes-Benz Certified  
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2015 Mercedes-Benz B200

\$32,900.00 Drive Away



Km 63,600. Five-door and five-seat Hatchback in Cosmos Black Metallic with Hazelnut Brown leather interior. Stock number L11851

**FEATURES INCLUDE**

- EX1 Exclusive Line
- CM1 COMAND Package
- SC1 Seat Comfort Package
- 2 Year Certified Pre-Owned Warranty

Many more features to list.

\$15,000 - \$50,000

Mercedes-Benz **Certified**  
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2014 Mercedes-Benz A200

\$32,900.00 Drive Away



Km 63,600. Five-door and five-seat Hatchback in Cirrus White with black ARTICO/fabric interior. Stock number L11946

**FEATURES INCLUDE**

- NP1 Night Package
- SC1 Seat Comfort Package
- 2 Year Certified Pre-Owned Warranty

Many more features to list.

\$15,000 - \$50,000



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2013 Mercedes-Benz C180

\$32,900.00 Drive Away



Km 75,757. Two-door and five-seat Coupé in Obsidian Black Metallic with black ARTICO interior. Stock number L11946

**FEATURES INCLUDE**

- VP1 Vision Package
- Panoramic Glass Sunroof
- Bi-Xenon Headlamps
- Harman/Kardon Surround Sound

Many more features to list.

\$15,000 - \$50,000



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# THOROUGHLY FUN

WORDS James Perkins

PHOTOS Aquis Gold Coast Turf Club, Aquis Beaudesert, Tweed River Jockey Club

The race is on to find the best springtime thoroughbred experience. Choose metropolitan glitz or country charm at one of our region's fabulous racecourses.



Only Victoria has a public holiday to mark the Melbourne Cup, the Race that stops the Nation on the first Tuesday in November each year.

You wouldn't know it, though, if you saw the number of people that crowd into racecourses, pubs and business luncheons each year in and around the Gold Coast on Australia's biggest race day.

There are plenty of ways to celebrate the event, and other major races such as the Cox Plate, Derby Day and the Caulfield Cup, but if you are any way inclined towards equine racing, a trip to the track is an essential part of the season.

The appeal of the season is fashion, champagne and horses – Christmas comes early for many socialites, as it's one of the few occasions that Australians embrace hats, fascinators, exquisite dresses and fine suits.

Retailers love it. In Victoria alone, Melbourne's Spring Carnival is estimated to generate around \$31 million in fashion sales – that's tens of thousands of hats, dresses, shoes and suits.

In Queensland, thoroughbred racing contributes around \$1 billion to the state's economy each year and supports 9,546 full time equivalent jobs. The Gold Coast economic impact is around \$90 million.

It's also an invaluable time to do a bit of networking, and have some fun with colleagues and friends, which is priceless.

Even if you can't get Melbourne Cup day off this year, there are plenty of other weekend options at the Gold Coast Turf Club, Beaudesert Turf Club and Murwillumbah's Tweed River Jockey Club this spring.

Let's see what they have to offer in 2018.

## AQUIS GOLD COAST TURF CLUB

Fashion is very much front and centre at the Gold Coast Turf Club, the city's premier racing venue with expansive views of the Surfers Paradise skyline. It represents all that is glitzy and glamorous about the Gold Coast.

You can pop into spring at the Pink Ribbon Cup Raceday on 22 September, now in its 11th



“The appeal of the season is fashion, champagne and horses”

year. During that time it has become one of Australia's largest community fundraiser for the National Breast Cancer Foundation.

The heart of the Pink Ribbon Cup day is The Dome, on the northern end of the track facilities, which is hosting a Spritzer Soiree to mark the occasion.

There is a gold coin general admission charge at the gate for punters who wear pink on the day. The proceeds are donated to the National Breast Cancer Foundation. Gold Coast Turf

Club operates under the name Aquis Park, following a sponsorship agreement with Aquis Australia. Aquis Farm, located at Canungra on the Scenic Rim trail, is now one of the country's most prestigious Thoroughbred racehorse studs.

The Gold Coast track holds distances up to 2400 metres and there's a large members' stand, grassed areas, and large pavilions. There's a price point for every punter, whether it's general entry, or a meal and drinks package at a windowfront table in the impressive Skyline or Gallery restaurants.

The Gold Coast Turf Club has ample parking. Courtesy buses also pick up and drop off North and South of Surfers Paradise.

### RACE DAYS

**22 September Pink Ribbon Cup Raceday**

**13 October Caulfield Guineas**

**20 October Caulfield Cup**

**27 October Cox Plate**

**3 November Derby Day**

**6 November Melbourne Cup**

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



## TWEED RIVER JOCKEY CLUB, MURWILLUMBAH

Replace the high rises of the Gold Coast with the border ranges and towering Mount Warning, and the concrete with green fields of sugarcane, and you get Tweed River Jockey Club, located on the outskirts of Murwillumbah.

The club is led by Australia's longest serving race club chairman, Bernie Quinn, who guided the club through a difficult period following Cyclone Debbie in 2017, which put the club out of action for months and left a significant damage bill.

The club opened the barriers on its spring season on 24 August with its annual Murwillumbah Cup race meet, where it put up more than \$180,000 in prize money, but the club's Melbourne Cup day is just as well attended by the punters.

It's country racing at its finest. There's a Members Bar upstairs, covered bookies ring, and small stands for the punters. The Club hosts the type of Melbourne Cup race meet where you'll find a two-horse race on the local track (which happened a few years ago).

Following the race day, venture into town and soak up the atmosphere one of several pubs in the historic main street that's lined with art deco facades. Alternatively, head to the Riverview Hotel for riverfront drinks.

### RACE DAYS

**16 October**

**6 November**

**16 November**

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

## AQUIS RACE CLUB, BEAUDESERT

Under the wide open skies that expand over Beaudesert there's a country racetrack that's become one of the town's landmarks.

The heritage-listed, 139-year-old track and its colonial timber grandstand are icons of the town, but, until recently, their future was not certain.

In June though, its future was secured by a partnership with Gold Coast Turf Club, which now operates and manages the venue and

racing business. Soon after, Aquis Australia extended its naming rights sponsorship to the club, which is now Aquis Beaudesert.

Aquis Beaudesert offers a true laid-back country racing experience that's a world away (but an hours' drive) from the Gold Coast.

It's a beautiful drive out to the Aquis Beaudesert through the townships of the Scenic Rim, and the club's Queen's Birthday race day on 1 October could be the best time to travel out for a visit.

Pay for entry at the gate, or contact the club ahead of time to enquire about raceday packages and access to the Bushmans Pavilion.

### RACE DAYS

**1 October**

**23 October**

**15 November**

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

# IF THE SUIT FITS...

WORDS & PHOTOS James Perkins

Les Sherlock is one of the few remaining old-school tailors. From his Marina Mirage retail shop and studio he continues the ancient trade with the world's finest cloth.



**T**ailor Les Sherlock says Gold Coast men should embrace colour at the races this year, and if they wear a suit make sure it fits.

Forget fashion, Les says, and find something that works for you. Wear something that you feel comfortable in and complements your personality.

“I encourage people to be individual, as opposed to fashionable,” he says.

“An older guy can still wear baggy pants with pleats and a looser fitting jacket with a hanky out of the pocket and gaudy braces and still look elegant and smart, while not necessarily being fashionable.

“They will look as if they have spent time and effort considering what to wear, and they will look the part.”

But the most important thing is that your clothes fit. “That’s what the tailor’s skill is, making a suit that will actually fit you properly,” says Les.

“You can buy a beautiful, expensive Italian hand-made suits off the rack, but they still won’t fit. Guys come in here after visiting Italy and, although they’re very proud of the ‘label’ suit they purchased, they need to bring it in here for me to alter it so it fits.”

Striking shades of navy and sky blue have become popular recently, and Les welcomes the change (at least it’s not grey), but he would prefer to see men breaking the mould rather than following the crowd.

England coach Gareth Southgate, for example, made a fashion statement on the sidelines of the football World Cup earlier this year by sporting a navy blue waistcoat to each of his team’s matches.

Les would like to see more adventurous use of colour. “This climate opens itself up for colour,” he says. “It’s such a shame to see people wearing greys and blacks on a beautiful, sunny spring day.”

Sometimes men are concerned about the comments they will get by doing something different, but Les has only received positive feedback.



“It’s such a shame to see people wearing greys and blacks on a beautiful, sunny spring day”

“Sometimes, people come in and say, I really like that jacket, it’s magnificent, but where would I wear it?”

“They are concerned about the remarks people might make if they step out of their comfort zone. It has got to be a certain type of person who is bold enough to make a statement.

“I find that the people who do wear something a little different come back to me and say they received so many compliments.”

The lack of imagination among men today really bothers Les, who moved to the Gold Coast from Christchurch, New Zealand in 1983 after finishing a traditional tailoring apprenticeship.

“It annoys me when I see couples here and they’re off to lunch at one of the restaurants and the girl will look magnificent and she’s

spent more on her shoes that her guy has probably spent on his entire wardrobe.

“Sometimes, I don’t know why the women stand for it, having to go out with a guy looking like that.”

He sees too much conformity today. He remembers in the 60s that people wanted to be different, especially young people, who didn’t want to dress like their parents.

“It’s the stereotype thing that annoys me. I can almost pick what a guy does for a living by what he wears because he has a uniform.

“You get to a point where men won’t go out unless they have got the same sort of clothes as the guys in their friendship circle.

“How do you break the mould? You wouldn’t know.”

One way to start is to go and visit Les.

#### LES’ TIPS:

- Steer clear of uber-pointy shoes
- Choose colours
- Make sure the suit fits
- Ensure your trousers are the correct length
- Break the mould
- Dress to your age

Borries Tailors

Shop 141 Marina Mirage, Main Beach  
info@borriestailors.com

# JUST FASCINATING

WORDS James Perkins

PHOTOS Karen Valentine

## Hats and fascinators are an essential addition to race-day outfits. Mercedes-Benz Gold Coast talked to a local milliner about her craft.

**F**or milliner Karen Valentine, the hustle of Spring Carnival starts in the depths of winter. It's at this time that she prepares for the busy racing season by meeting with clients and planning her own spring collection.

Speaking to Mercedes-Benz Gold Coast in mid-July, Karen says, "I'm already in the midst of it right now."

She's just wrapped up a meeting with a client and is readying a new line for her online store. "It only gets more hectic from here on in each year," she adds.

This year, Karen expects wide-brimmed hats to make a comeback inspired by Royal Family fashion icons Kate Middleton, the Duchess of Cambridge, and Meghan Markle, the Duchess of Sussex.

Meghan Markle is a renowned hat lover. At her first appearance at Royal Ascot in May this year, she wore a wide-brimmed fascinator by Phillip Traecy. Only a few days earlier, Markle wore another wide-brimmed hat to Trooping the Colour in London.

At this year's Wimbledon final, Meghan made headlines when she was forced to carry her

'favourite' Panama hat in her hands, rather than wear it, because of the dress code of the main-court members' stand.

"I'm finding that I'm doing a lot more wide-brimmed hats this year, which is a change from the small hats and crowns that have been quite popular over the past few years," says Karen.

"Things seem to be changing, as it always does in fashion, and a lot of it seems to be driven by the Royal Family – especially with Meghan Markle's influence."

Hats not only make fashion sense, but they are functional protection from the harsh springtime sun that blares down on the thousands of racegoers that attend tracks across the nation through September to November.

"It's great. There was a time there where hats weren't so popular, but Meghan and Kate have really brought it back; you will always see them wearing a hat," says Karen.

Karen, a member of the Gold Coast Turf Club and part owner in several racehorses with her husband, had an early introduction to the racing industry through family outings to courses around South East Queensland.

Inspired by her mother, who dabbled in the craft of creating headwear, Karen went to millinery classes in Brisbane in the evenings after school from the age of 15.

Back then, it was hard to find millinery courses, but Karen has watched the craft regain popularity over the past few years. "Now there are a lot more options," she says.

Karen's pieces have been worn at most of the world's most prestigious race meetings, including Royal Ascot, the Kentucky Derby and the Melbourne Cup. Her headwear has won fashions on the field at racetracks across the nation, including Melbourne.

She says that headwear should be comfortable, as well as on-trend. "If you are going to the races, you will be wearing it for a few hours and you don't want a mark on the front of your head, or a headache from wearing something too small. It needs to be comfortable."

A custom-made hat will take four to six weeks. Karen starts with an initial consultation where she will discuss ideas for the style and materials with her client and ensure it matches other elements of the outfit.

She'll meet the client three-to-four times throughout the process to ensure the piece is meeting their expectations. "Seeing a whole outfit coming together is a really good feeling, and I love seeing a happy client."







karenvalentinemillinery.bigcartel.com  
Facebook: Karen Valentine Millinery  
Instagram: @karenvalentinemillinery

# KNOW YOUR NUMBERS

WORDS James Marshall

The old saying goes that turnover's vanity, profit's sanity, but cash is king. In a new Highnett series about numbers, MWM Advisory Director James Marshall explains why.

**N**umbers are the language of business. They communicate what's working and what's not. It is only by understanding this discourse that the performance of a business can be evaluated.

Warren Buffett, someone who knows a thing or two about numbers, uses a sports analogy to illustrate the problem: "If you can't read the scoreboard, you don't know the score, and if you don't know the score, you can't tell the winners from the losers."

It is surprising the number of business owners who don't fully understand the numbers generated by their enterprise. As an accountant, I find numbers fascinating, and I try to impress upon all my clients how important it is to try to understand them.

Here's what Robert Kiyosaki, the author of Rich Dad Poor Dad, said about numbers:

"Now, accounting is possibly the most boring subject in the world. It can also be the most confusing. But if you want to be rich, long term, it could be the most important subject."

## TALKING ANOTHER LANGUAGE

A few years ago I went to visit my brother in China. I was in the middle of Shanghai surrounded by people who spoke mandarin, but I had no idea how to speak or understand the language.

It was difficult to communicate and there was a lot of pointing and head-scratching and misunderstanding, which is how I imagine many people feel when trying to talk about numbers.

By the time I left the country, I had learnt a few basic words that made it so much easier to communicate. That's the approach business owners should take – learn the basics, because it will provide a massive advantage.

To begin, I've got a great saying to memorise. I've been teaching this for years and it has been a savior for many people: Turnover's vanity, profit's sanity, but cash is king.

If there is one thing to take away from this Highnett series on numbers, then that should be it. But what does it mean?

## TURNOVER: VANITY

Turnover is sales, income or revenue. Every business needs sales, and a lot of time and resources should go into driving them, but don't do that at the expense of cash.

The size of turnover isn't the most important thing. Even if it's a new business and requires a level of repeat sales, the initial focus should still be on profit and cash.

Often, I see business awards that are based on turnover alone. It's easy for a business

owner to feel proud when turnover shows a big number, but that alone does not reflect the health of the business.

That's why turnover is vanity.

## PROFIT: SANITY

The first thing to note is that profit and cash are two very different things. So often I've had clients who look at their financials and see a good profit and say, "Great, but where is it? I've got no money in the bank!"

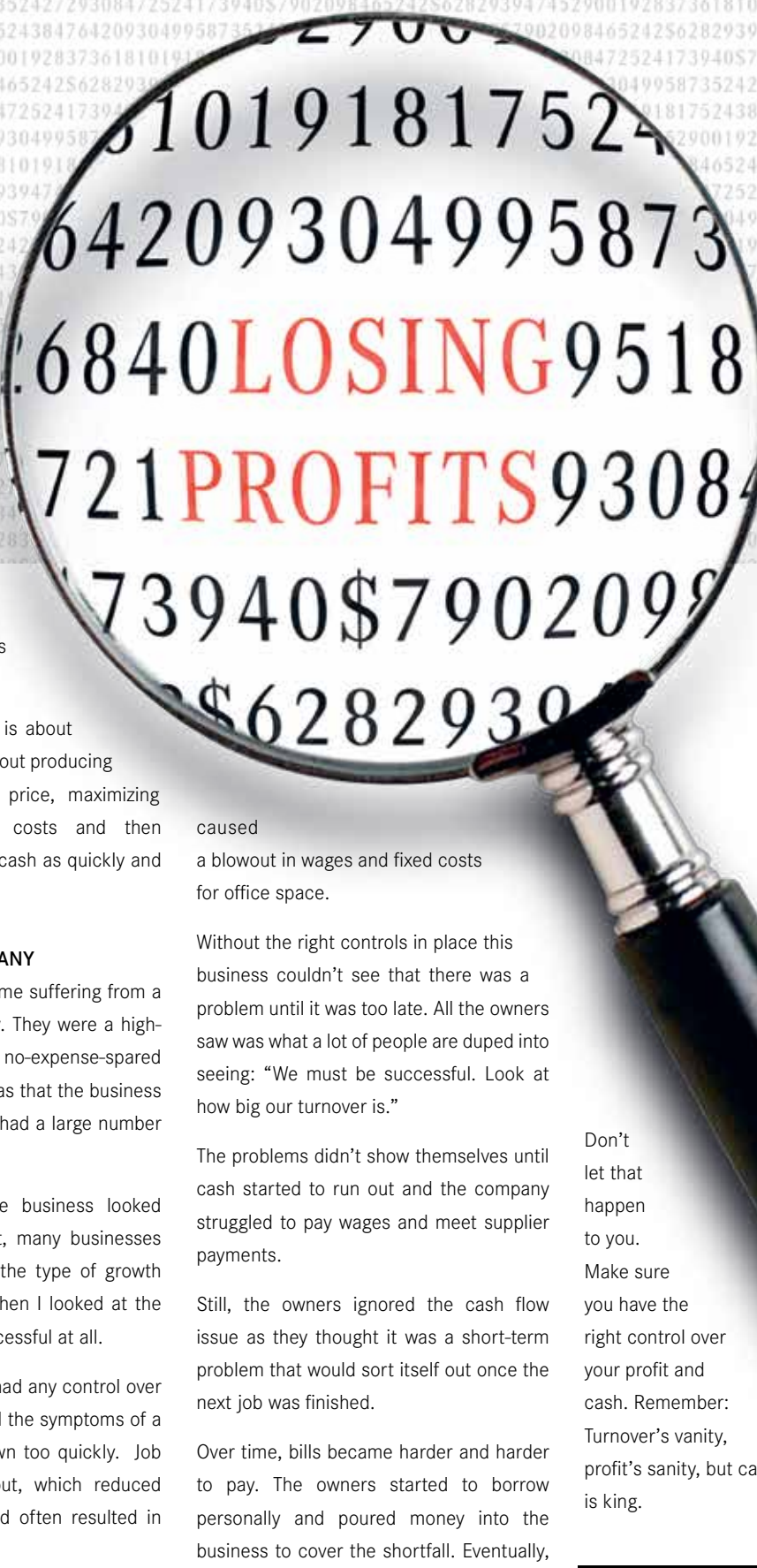
Simply, profit is the reason to be in business. It's the return for the effort, money and assets injected into the enterprise. It's what's left when you take out your costs and taxes. Without profit, a business might as well close. It's that simple and that's why profit is sanity.

## CASH: KING

Cash flow is like the blood of a business. When cash stops flowing, a business dies. That's why cash is king.

The business owner must fully comprehend how cash works and be in full control of it. It is possible to grow a successful billion-dollar empire with just a good understanding of cash and a grasp of profit.

Just ask serial entrepreneur Richard Branson or media mogul Felix Dennis, both billionaires who have confessed to



only understanding the basics of business finances.

Everything in business is about generating cash. It's about producing turnover at the right price, maximizing profit by controlling costs and then turning that profit into cash as quickly and effectively as possible.

**THE BUILDING COMPANY**

A client once came to me suffering from a case of turnover vanity. They were a high-end builder of beautiful no-expense-spared homes. The problem was that the business had grown rapidly and had a large number of projects on the go.

From the outside, the business looked like a success. In fact, many businesses win awards based on the type of growth it had achieved. But when I looked at the numbers, it wasn't successful at all.

It had grown before it had any control over costs or cash. It had all the symptoms of a business that had grown too quickly. Job costs were blowing out, which reduced profit on each job, and often resulted in losses.

As it struggled to keep up with the work, the business had no choice but to employ new people without having the proper human resource systems in place. This

caused a blowout in wages and fixed costs for office space.

Without the right controls in place this business couldn't see that there was a problem until it was too late. All the owners saw was what a lot of people are duped into seeing: "We must be successful. Look at how big our turnover is."

The problems didn't show themselves until cash started to run out and the company struggled to pay wages and meet supplier payments.

Still, the owners ignored the cash flow issue as they thought it was a short-term problem that would sort itself out once the next job was finished.

Over time, bills became harder and harder to pay. The owners started to borrow personally and poured money into the business to cover the shortfall. Eventually, they couldn't borrow any more.

Now, I'd love to be able to tell you how they turned it around, but by the time they came to me it was already too late.

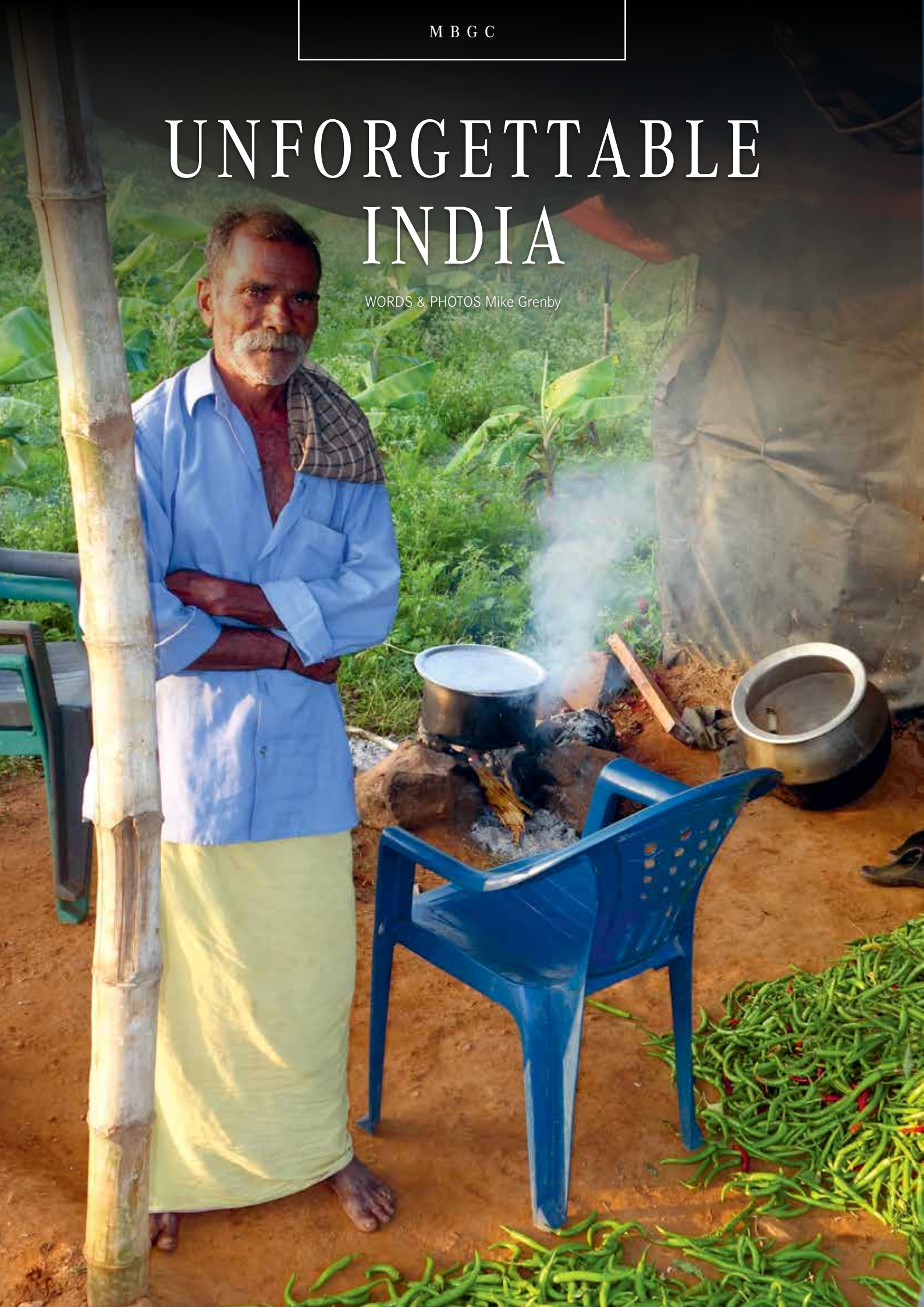
Don't let that happen to you. Make sure you have the right control over your profit and cash. Remember: Turnover's vanity, profit's sanity, but cash is king.

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M B G C

# UNFORGETTABLE INDIA

WORDS & PHOTOS Mike Grenby



## A traditional Udvarthana full-body scrub at a regional eco resort proves a welcome reprieve from the hustle and bustle of India's busy cities.

Only my head protruded from the wooden steam box that held my body in a tight embrace, which allowed me to meet the gaze of the two men who were keeping a careful eye on me.

They had been standing, watching as I sat in the steam box for the past 10 minutes. They had just given me an amazing Udvarthana full-body scrub and were waiting to begin the Shiro Abhyanga head, neck and shoulder treatment once I had been properly steamed.

The steam was rising past my neck and gliding up around my scalp. It ensured that the men would be able to apply their considerable massage skills to the deeper layers of my skin and muscle.

As they worked, I couldn't decide which of the four hands to focus on, but it didn't matter as I gave myself over to the touching, massaging and scrubbing that is part of this ayurvedic treatment.

I received this traditional 'Champi' massage at an eco-resort on the edge of the Kabini-Coorg forest in the south of India. It will remain as one of the most memorable experiences from my many years of travel.

Champi is thought to be more than 1000 years old. It evolved from a cultural tradition among Indian women to rub their daughters' scalps with a mix of oils and spices to encourage hair growth.

It was too late for me to encourage new hair growth – I've been follically challenged for many years – but that didn't mean I couldn't relish the sensory overload as the hands worked their way across my head.

I had heard so much about traditional Indian head massage, and there is no better place than India to experience it. My massage, at

the Orange County "Evolve Back" resort, comprised one-third of my three-week trip to the sub-continent; having spent the rest of my time with friends in Mumbai, I was glad I made the journey.

### THINGS CHANGE, THINGS STAY THE SAME

It was almost 20 years since my last visit. In that time India had grown to become home to 1.3 billion people, 270 million of whom live below the poverty line, according to the World Bank.

My backpacking days are well behind me, so I didn't venture into the slums or get a feel for how people live in the towns and villages. But, compared to my previous visit, I saw very few beggars. In the cities, the entrepreneurial spirit is alive and well; there are roadside stalls and shops everywhere. Even the stray dogs appeared healthy and well fed.

India functions on a remarkable kind of organised chaos. In city areas, motorised three-wheel rickshaws, cars, buses and trucks squeeze by each other with barely millimetres to spare, yet I didn't see a single crash. When

vehicles became gridlocked in the city, one or two drivers get out of their rickshaws to direct traffic until it started to move again – it's a very 'civilised' operation.

As I travelled through this rapidly growing country I often saw rubbish burning on the curbside and in other public areas. This just adds to the haze that blights many densely populated areas such as Mumbai. Unfortunately, the best months to visit coincide with the worst of the haze.

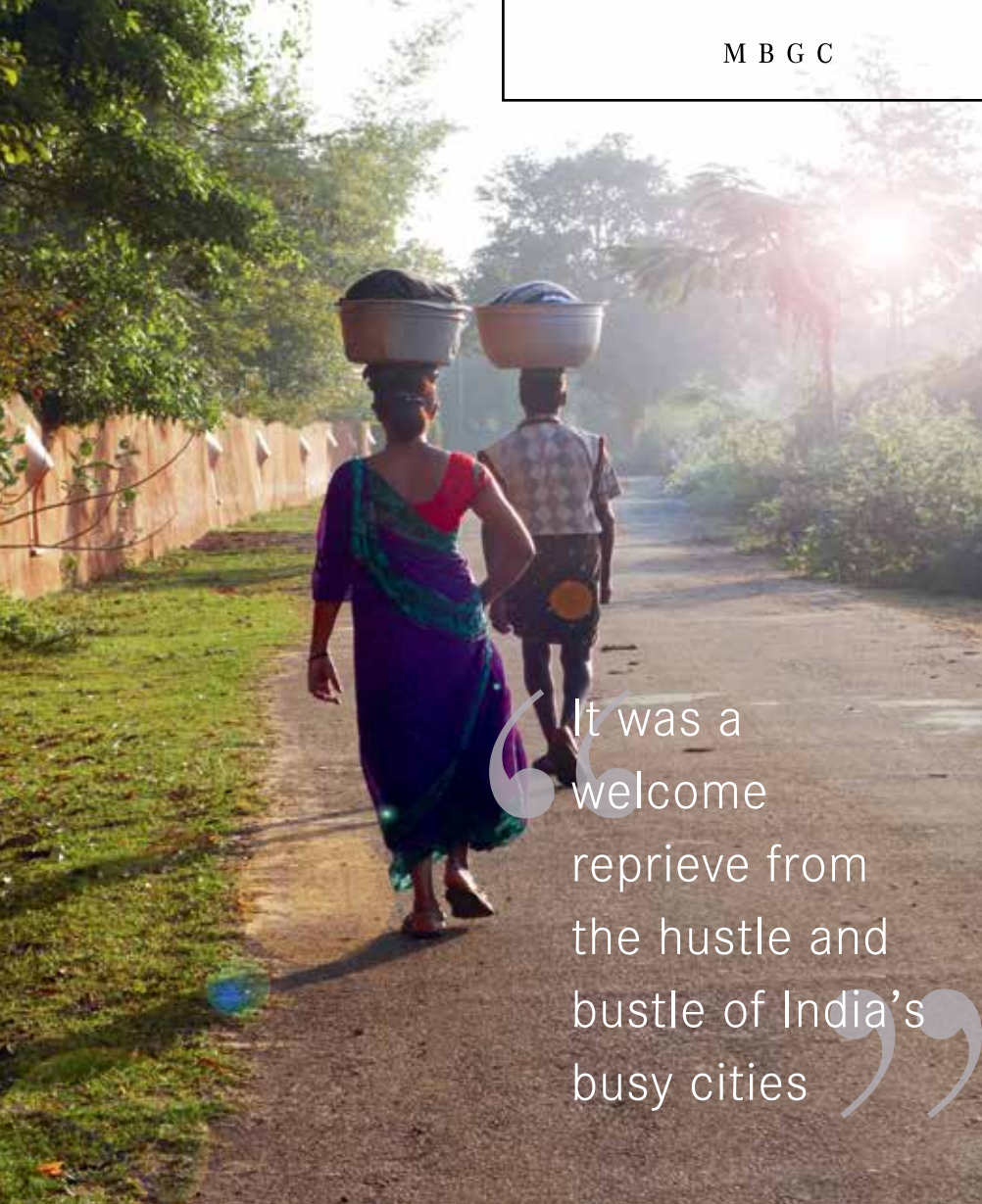
But remote areas of this enormous country retain their natural beauty, and I was glad to be heading out to the wildlife reserve. As the hours passed in transit, I was relieved to see the smoke dissipate and the air become clearer as we moved from city to countryside.

I read in the local newspaper that many areas in India are starting to boast of being 'ODF', or outside-defecation free, which put me further at ease. Many parts of India don't have the sanitation systems that we take for granted, and it was good to see the Government providing grants to encourage the construction of public toilets.

As a traveller, I always make an effort to observe the basic customs of the country I visit. In India, I adopted a "whenever" attitude, because time and appointments tend to be fairly relaxed and flexible.

Without exception, the people I met were friendly and helpful. Almost all signs are in English, which reflects Britain's rule of India





It was a  
welcome  
reprieve from  
the hustle and  
bustle of India's  
busy cities



Udvarthana mix with a strong scent of spices. One of the therapists also gave my feet and toes a massage before I climbed on to a large heated massage table, face up, for the body scrub. Then I turned on to one side, then the other and then, finally, face down.

I had previously experienced a massage from two therapists at once, and I found it at least twice as good as a one-person treatment – especially as I am a tactile person.

After I showered my hosts asked if I wanted the steam treatment. I knew I had to say yes even though the steam chest did intimidate me a little. Simply accepting the offer was a challenge for me. When Indians move their heads from side to side, often in a figure-eight, that means “yes” – although it looks a bit like a Western “no”. So I was careful to make a figure eight movement with my head.

Yes, of course I wanted the steam treatment. At first, though, I wasn't too sure about climbing into the low-rise wooden cabinet where the treatment was to take place. I sat down on a bench inside the box and raised my chin as the door closed around my neck and then the lid was lowered from above. The joined cut-out almost completely immobilised my head.

My therapists stood and watched me for the 10 or so minutes of the treatment, which was a bit unnerving at first. But they had friendly smiles, and checked occasionally whether the heat was right.

Their approach reminded me of my India experience as a whole. Unnerving, but friendly.

from 1858 to 1947. Even a Bollywood movie I saw with Hindi dialogue had English credits.

Although English is widespread, when I greeted local people, I placed both hands together and, with a slight bow, said “na-ma-STAY”, to show respect for Indian customs.

## INDIA IN MY HEAD

The staff at eco resorts such as the one I visited do their best to accommodate visitors who, like me, might not be familiar with local customs. But I was still careful, because I know that in every country, every spa treatment centre has its own customary massage protocols. Further, I wanted to ensure I would get the full-body massage that I had travelled halfway across the country to receive.

Here in India – or at least at these two resorts at Kabini-Coorg in the country's south – males massage males and females massage females. India remains conservative when it comes to

gender roles and relations. I didn't see a single woman driving on my journey to Kabini-Coorg.

Westerners may shake hands on meeting either sex, but in India, men do not touch women in social settings; although they can respond if an Indian woman offers to shake hands. So that's why I found myself receiving a massage from two (highly skilled) male practitioners.

They showed me into a bathroom where I changed into a skimpy diaper-like affair ahead of my one-hour full-body scrub treatment. I then moved outside and sat in a wooden chair with my feet in a bronze pan filled with petal-covered warm water.

The two masseurs massaged my head, neck and shoulders with warm fragrant oil, a typical

Mike Grenby teaches travel writing journalism and public speaking at Bond University on the Gold Coast. He has been writing travel articles and taking travel photos since he was 24.

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# TAMBORINE MOUNTAIN: ANOTHER WORLD

WORDS James Perkins

PHOTOS Various

Tamborine Mountain is a treasure trove of unique shops and adventure set amidst a stunning rainforest that's just an hour's drive from Surfers Paradise.

## FROM ANOTHER TIME

Since 1994, the Cuckoo Clock Nest has brought a little bit of Germany to Tamborine Mountain. Built by Lothar and Sigrid Schafroth, the shop is a tribute to their homelands in Bavaria and the Black Forest.

Inside, the shop is a nest of clocks of almost every type and for every budget. There are cuckoo clocks, battery-powered alarm clocks, grandfather clocks, skeleton clocks, meridian clocks, Congreve rolling ball clocks, atmospheric clocks, fine timepieces and many others.

It's more than a quirky shop for mountain tourists; it is one of the foremost clock and timepiece retailers in Australia. There were just 25 rose gold Navigator timepieces made by Comitti in London – worth \$25,000

each – and eight of them moved through the Cuckoo Clock Nest.

Stefanie Wernekinck runs the business with the help of her brother Anton Schafroth, a 'clock doctor' with more than 20 years' experience in the trade. They grew up in and around the Cuckoo Clock Nest as their parents built the it from the ground up.

"Just like a working clock, the Cuckoo Clock Nest has many moving parts," Stef tells Mercedes-Benz Gold Coast magazine. "I enjoy keeping it wound up and going while working alongside our wonderful team – we've become one of the biggest icons on the mountain."

The Black Forest is home to many shops just like the Cuckoo Clock Nest. The legend goes that when German people heard a cuckoo

clock sing, they would pull out their wallets and shake them for good luck.

"Having a cuckoo clock in your home brings good fortune for your family," Stefanie explains. "Not necessarily financial riches, but a prosperous life."

And each one of the clocks has a story and a history. "They are something that can be valued and kept for generations and are not just temporary items like most things today," says Stefanie.

Stories of the cuckoo clock shop on Mount Tamborine have spread across the world. One Chinese man who saw it on television booked a plane trip to Australia, hired a car to drive to the mountain and then made his way to the shop.

Once he arrived, he bought a clock, shared the story of his journey with Stef and then

drove back to Brisbane and flew home. He has become a valuable repeat customer of the Cuckoo Clock Nest.

Stef says many customers who find their way to the Cuckoo Clock Nest come back again and again. "It is one of the most rewarding aspects running our shop; it's like clockwork when they pop their heads through the door and say hello," she says.

## A CAST OF CARS

Australia's car manufacturing sector has gone through some well-documented challenges, but its diecast car industry is thriving. That's the view of Summit Diecast Cars and Collectibles owner Steve Wilkinson, who has operated his business from Gallery Walk for the past decade.

"Not many people know it, but Australia has one of the best model car industries in the world," Steve says. "We have a handful of brands that consistently create stunning replicas that are highly sought after by the myriad of collectors across the country."

The tightly regulated industry is dominated by Classic Collectibles, Biante and Apex. These brands work with blueprints provided by car manufacturers to recreate intricate replicas.



They have moving doors, working steering wheels and windable windows, as well as suspension systems. Under the bonnet is a steel engine that looks just like the real thing, right down to the rubber hoses. The only thing that's missing is the low thrum of the engine and exhaust.

Steve has always loved cars – he's owned around 45 (full-sized) ones so far and currently drives a Mercedes-Benz SLK 350. It makes sense, then, that he fell into model car retailing, where he can allow others to

share his love of motor cars, but at a fraction of the cost.

What began as a small, part-time business has evolved into a full-time enterprise for Steve, who operates out of the bricks-and-mortar store and online through his website.

The shop has grown beyond their expectations, driven by more than a million visitors to the Scenic Rim each year. Many of them venture up to Mount Tamborine to see the rainforest and do some shopping in the town's unique retailers.

At Summit Diecast Cars, where you are greeted by a cardboard cut-out of 'The Stig' at the door, the vibe is a little different from the many other clothing, trinket and incense shops, and Steve is





F U N F A C T S

1

The name Tamborine has nothing to do with the musical instrument. It is an Anglicised version of the Aboriginal word Jambreen from the Yugambah language. Jambreen is a word for the finger lime trees that grow on the mountain.

2

Witches Falls National Park was the first national park designated in Queensland when it was declared in 1908. It is now part of the Tamborine National Park.

3

Tamborine Mountain has three townships – North Tamborine, Mount Tamborine and Eagle Heights. The famous Gallery Walk is in Eagle Heights. They are located in the Scenic Rim local government area.



**Clockwise from top left:** Sigrid Schafroth from the Cuckoo Clock Nest; The Church; Julia from Green Lane Coffee; Curtis Falls; and Steve Wilkinson from Summit Diecast Cars, the GLC 350 d parked at one of Mount Tamborine’s incredible lookouts.

proud to offer something focused a little more male-oriented than many of his neighbouring shops.

## FROM BERRY TO BREW

Mount Tamborine is home to the Gold Coast's only coffee plantation, and one of the few places where visitors can enjoy a brew made from beans that were grown, picked, roasted and prepared on-site.

Green Lane Coffee Plantation is owned and operated by the Williams family, who are still buzzing after buying the business two years ago. Family patriarch Tony Williams is a coffee aficionado and founded the Broadbeach institution Base Espresso. He realised a dream by purchasing the property in 2017.

He runs the business alongside his wife Lee, son Sam, daughter Fiona Newberry, nephew Liam Smith and Liam's wife Megan. Fiona tells Mercedes-Benz Gold Coast, "Dad is so passionate about the whole coffee game and has been involved in the industry for decades. We've all bought into his vision for Green Lane and it's been a great experience so far."

The organic plantation on Alpine Terrace has 650 trees spread across 1.5 acres that grow three types of bean: K7, mocha and bourbon. Once picked, the berries are sorted, roasted

“Compared to other areas on the Gold Coast, Tamborine Mountain house prices have been stable over the past 10 years”

and then served at the on-site café, or packaged to be sold and served at home by coffee lovers across Australia.

The café, located inside a cozy farm house with a large timber veranda on Alpine Terrace, is famed for its baked treats such as scones, muffins, cakes and cheesecakes, all prepared by Fiona. Drop in on any day of the

week from 7am for a coffee, or contact the business ahead of time to organise a tour of the facilities.

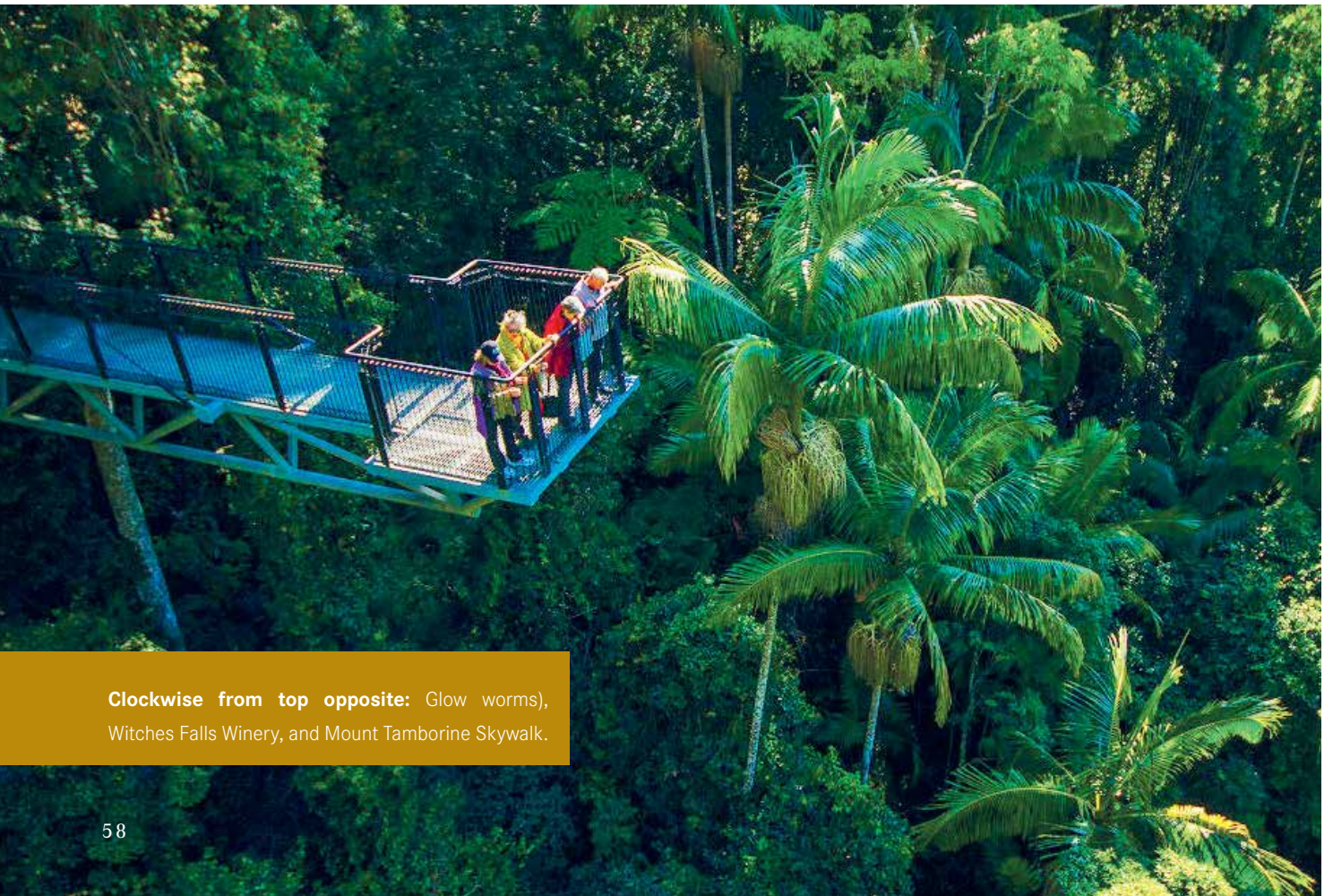
## WITCHES FALLS WINERY

The Granite Belt is slowly, but surely, taking its place among Australia's premier wine-growing regions, thanks, in no small part, to allies such as Witches Falls Winery on Mount Tamborine.

Although the Stanthorpe region may not yet have the recognition of the Barossa Valley or Adelaide Hills, more and more people are gaining an appreciation for the warmer climate grapes being produced there.

"Our wines really showcase the incredible potential of the Granite Belt," says Cellar Door manager Melissa Edgar. "It's rewarding to be working to create awareness and excitement around the wines produced in this area of Queensland."

As Melissa says, after pouring a glass of the winery's signature Wild Ferment Chardonnay, "We are delivering wine that competes with those bigger and more established wine regions from around Australia."



Clockwise from top opposite: Glow worms), Witches Falls Winery, and Mount Tamborine Skywalk.

Witches Falls was founded in 2004 by Jon and Kim Heslop and it is the only working winery on the mountain. Its 15 staff make 180,000 bottles of wine each year across 20 different varieties, including the premium 'Wild Ferment' range.

What makes the Wild Ferment range unique is that its wines ferment entirely with indigenous yeast and without added sugar. They are also aged in oak barrels, rather than the large aluminium casks.

The production area is clearly visible through floor-to-ceiling glass windows that separate it from the wine tasting area, where glasses are served onto a thick timber bench. Outside, there are tables and chairs set in the picturesque garden with its rows of vines.

The popularity of Witches Falls is evident in its 4,500-member wine club. To receive a lifetime membership, just buy 12 bottles. Members get a \$6 discount on every bottle and also secure exclusive rewards points that can be used on special offers and events developed by the winery.



## FLOAT ABOVE THE FOREST

After 20 years enjoying their own 130-acre slice of rainforest, Ian and Jennifer Moore wanted to find a way to share it with the general public. They had been running nightly glow worm tours for curious tourists, but felt the forest had much more to offer during the day. Their vision, to create the Mount Tamborine Skywalk, became reality in 2009, and it has become one of the town's classic attractions. The image of people standing on the cantilever platform suspended above the canopy of the forest is an iconic illustration of the beauty of the mountain. As a private attraction, entry is \$20 for an adult. The price includes the walk and entry to a natural history museum, which features an array of butterflies including the threatened Richmond birdwing, which is bred on-site. There are free walking tracks in six different sections of the Tamborine National Park, all in close vicinity to the Skywalk, to get up close to more of the forest.

## THE CHURCH RESTAURANT

Located at the rear of a two-acre property, The Church Restaurant offers a homely dining experience with high-class contemporary Italian and French cuisine by chef Andrew Quarantini. Enjoy lamb brain or crispy duck amidst the warm glow of the open log fire. French doors lead out to the rolling gardens, where visitors can enjoy a meandering walk through the pine trees and rolling lawns. The Old Church restaurant is open for dinner from 5.30pm Thursday to Monday and lunch from 12pm Sunday.

Other Tamborine eats: Three Little Pigs Bar & Bistro, Leaf Japanese Restaurant, The Local Codfather, and Tea and Niceties.

## WHERE TROPICAL MEETS TEMPERATE

Located just off Gallery Walk is the 11-hectare Tamborine Botanic Gardens. It includes exotic and native flora, including a Japanese garden, and has a stunning centrepiece lake and photogenic stone bridge. The gardens



are maintained and administered by the Tamborine Mountain Garden Club. The group will showcase the gardens from 9am to 4pm on 28-30 September, which will feature a plant stall, sausage sizzle and coffee van. The garden is open seven days a week during daylight hours for tourists.

## A DECORATED DISTILLER

The most awarded distillery, perhaps on the planet, can be found at the top of the mountain in a Tudor-inspired dwelling on Beacon Road. Founded in the mid 90s by Michael Ward, Tamborine Mountain Distillery is Australia's smallest operating pot distillery. Its trophy cabinet, though, is extra-large. Since the turn of the millennium, Michael has won more than 300 gongs, including several from prestigious international liqueur competitions. Michael jokes that he has won so many, it's no longer newsworthy for the local newspaper to cover each new win. The distillery creates a variety of liqueurs, vodkas, schnapps and eaux-de-vie, from locally grown fruits, many of which are only available at the on-site store.

## PROPERTY

Compared to other areas on the Gold Coast, Tamborine Mountain house prices have been stable over the past 10 years. The median house price has increased 12 per cent from \$473,000 to \$530,000 in the decade to 1 January 2018. In several areas of the Gold Coast, prices increased by a comparable amount in 2017 alone.

## DEMOGRAPHICS

- Population – 7,506
- Private dwellings – 3,392
- Median age – 50
- Families – 2,100
- Median weekly household income – \$1,244



# MERCEDES-BENZ GOLD COAST BACKS SHOOTOUT

The Mercedes-Benz Gold Coast Sanctuary Cove Professional Shootout marked a series of firsts for the sport of golf on the Gold Coast on 12 August.

It was the first time Sanctuary Cove Golf and Country Club a shootout competition, where 19 golfers are eliminated one-by-one until there is one man standing on the 18th.

The tournament also marked the first time that the PGA of Australia had used the format as part of the Ladbrokes Pro-Am Series.

The format proved very popular with the players and large crowd that witnessed the day's incredible display of golf.

Brisbane-based professional Adam Blyth took the \$14,000 winner's cheque after beating Sydney's Travis Smyth at the last hole.

Brad Kennedy, a Mercedes-Benz Gold Coast Ambassador and member of Sanctuary Cove Golf Club, took third.

Blyth said, "The crowd support out there for

the whole day was incredible. There must have been a couple of hundred Members watching, that's what made the day for me," he said.

Travis, 23, was the first competitor to secure his place for the final hole after taking the 17th, a par 5, in just two strokes.

His tee shot down the 18th found the water, though, which left Adam in control.

Mercedes-Benz Gold Coast was proud to sponsor the event in its inaugural year, which continued the dealership's strong relationship with the Sanctuary Cove Golf and Country Club.

In the past six years Mercedes-Benz Gold Coast has given away two new cars to Sanctuary Cove female members who hit a hole in one over the Easter weekend.

The dealership has a history of supporting the sport on the Gold Coast by sponsoring local professionals such as Brad Kennedy and running events such as the Mercedes Trophy.

# MERCEDES-BENZ GOLD COAST HITS THE ROAD WITH SURFING QUEENSLAND



Mercedes-Benz Gold Coast has come on board with Surfing Queensland to support grass roots surfing in 2018 across competitions, surf schools, education and development, and boardriders clubs.

The partnership comes at an exciting time for both organisations, as the recent launch of the new X-Class Ute coincided with the launch of the Queensland Championship Circuit.

“We’re thrilled to partner with such a prestigious brand with strong organisational and innovative values,” says Surfing Queensland CEO Adam Yates.

“The support Surfing Queensland will receive from Mercedes-Benz Gold Coast will help us achieve our goals in 2018 and further our vision of creating a seamless pathway of opportunity for our participants.

“Simply having the capacity to get to any spot and set up for a full day of competition no matter what the conditions is essential for us.”

Mercedes-Benz Gold Coast Dealer Principal Robin Mainali added, “Mercedes-Benz Gold Coast understands that the sport of surfing in Queensland starts at the grass roots level and we’re really excited to be a part of that.”



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.



The fates of two of Germany's greatest innovators, Gottlieb Daimler and Carl Benz, always appeared intertwined.

Independently, both men developed groundbreaking innovations that made substantial contributions to the progression of the internal-combustion engine.

In 1886, their companies produced world-first automobiles – Daimler's with four wheels and Benz with three. And in another quirk of

fate, each business formalised its trademark in 1909.

Those two marks were brought together when Daimler-Motoren-Gesellschaft (DMG) and Benz & Cie merged to become Daimler-Benz AG in the German summer of 1926.

The new company decided to market its vehicles under the Mercedes-Benz brand, and a true star was born.

This artwork marks the merger of the two companies. Vehicles from DMG and Benz &

Cie sit bonnet-to-bonnet below the monolithic figure of a woman, holding aloft a wreath, looking determinedly ahead.

The image is packed with symbolism: the eternity of the wreath; the fertility of the woman; and the overalls and hammer of the productive worker.

Doves fly across the face of the moon that floats over a flaming sunset to mark an end and also a new beginning – an giant moment in the history of motoring.

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