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SEPTEMBER 1
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COMMUNITY NEWS

Minor players have a say

TISER TALK

with Yvonne Gardiner

NEWS EDITOR



FEDERAL politics has suddenly become a "must-watch" activity.

There's nothing like a nail-biting thriller to keep us all glued to the news channels.

The cliffhanger election outcome has put a few independents and Greens at the forefront of decision-making.

This is an interesting result.

For so long, the two major political parties have grabbed the biggest slice of debate on national issues.

Now perhaps, rural, regional and environmental issues will claim more than the crumbs.

Commentators who have said in the past that a vote for an independent is a wasted vote should be eating their words.

MPs from big parties don't have a monopoly on commonsense - it's about time the national debate was broadened to include more views.

As counting continues, let the best leader win, for the country's sake.

ON THE COVER: Cambrian Theatre Restaurant players (from left) Simone Hicks, Erin Cocks and Dale Stevensham ham it up for the camera

at rehearsals for the upcoming show, *Below the Salt*. In other entertainment news, see page 25 for details of Ipswich Musical Theatre Company's latest production *The Producers*.

UP FRONT

Visiting business guru shares some advice

IPSWICH Chamber of Commerce members and guests enjoyed Tony Gattari's entertaining style and business insights over breakfast at The Workshops Rail Museum.

Mr Gattari has a strong marketing background and has enjoyed success both with Harvey Norman and within his own enterprises.

He identified the importance of embracing a "philosophy of business" and of having the right mindset, said Chamber executive officer Roger Taufel.

"Tony's key elements for sustained achievement in business are: follow your passion, remember that any business is



the reflection of its owner, be interested in what's good for your clients and solve their problems, be unique in the market, have a clear plan, seek wisdom, greet all

customers as new customers, create value and, above all, enjoy your business."

Born in the western suburbs of Sydney to hardworking Italian parents, Mr Gattari took his business degree from the University of Western Sydney and went to Harvey Norman's computer and communications division.

As general manager, he is credited with increasing the division's turnover from \$12 million to an impressive \$565 million.

From Harvey Norman, Tony moved on to a range of other successful endeavours and has written a number of books.

Mr Taufel said the chamber was looking forward to giving more opportunities for members to learn from the hard-earned wisdom of other business success stories.