

SYDNEY MARKETS

Leader

2014 ISSUE #2

Kids Karnival

SYDNEY'S
@Paddy's
MARKETS

SCHEDULE
OF FEES 2014



CEO'S PERSPECTIVE • PRICE GUIDE 2014 • EMPLOYEE OF THE MONTH



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Upcoming Events

September

3 SEPTEMBER

*Sydney Markets Mango Auction
A/B Canopy, Sydney Markets
7:00am – 9:00am*

7 SEPTEMBER

Father's Day

10 SEPTEMBER

*Sydney Florist Scholarship Competition
Sydney Flower Market*

22 SEPTEMBER – 7 OCTOBER

School Holidays

October

5 OCTOBER

Daylight Savings Starts

6 OCTOBER

Long Weekend

29 OCTOBER

Sydney Markets Cherry Auction

SYDNEY MARKETS JUSTICE OF THE PEACE

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appointment only
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CEO'S Perspective

12 Months of Growth

The last 12 months has seen major changes to the political scene in Australia and as a result, renewed confidence in most areas.

The financial performance of SML has remained strong. Coupled with that has been a large emphasis on safety in the workplace.

It is pleasing to note the throughput of fruit and vegetables has increased in volume from last financial year although the mix is changing with the Independent Stores increasing their level of spend. In our other Markets, Growers report a steady year though with a squeeze on margins. The Flower Market remains the showpiece for flowers in Australia whilst reportedly maintaining sales also on tight margins.

Visitations to Paddy's Markets at both Flemington and Haymarket have been strong and much work has been done and is being done to maintain these Markets as the best of their type in Australia.

SML has again focused on improving the site through infrastructure initiatives such as solar panel car ports, providore units for the growing hospitality and restaurant sector, forklift storage areas for our stakeholders and the installation of energy efficient lighting. The next 12 months will see the commencement of some of the most exciting improvements to the SML business continuing our investment into the growth of the business.

Solar Panel Carports – Flower Market

Sydney Markets has consistently adopted practices to reduce its impact on the environment through reducing, reusing and recycling as the core principles of its environmental management philosophy. Once it was recognised that the old carport structure at the Flower Market required replacement we took the opportunity to rethink how we could create a structure that would contribute towards the sustainability of our daily operations. The solar carport will produce green energy amounting to around \$30,000 annually.

Energy Efficient Lighting

The first stage of the roll out plan for energy efficient lighting has commenced with 950 warehouse lights being replaced with new energy efficient light fittings resulting in a 300% improvement in lighting levels in addition to reduced power costs for our tenants. Next stages will include street and awning lighting. The provision of energy efficient lighting ensures that Sydney Markets remains at the forefront of environmental sustainability and continues to be a world leader in Markets operations.

Haymarket Meat, Deli, Poultry Section

The finishing touches are being made to the new Meat, Deli and Poultry section at Paddy's in Haymarket. The new section compliments upgrades made to the Seafood section in 2013 and will provide Paddy's customers a true one-stop-shop experience once operational. The new Fresh Food offer in Haymarket will be the largest in the CBD and will attract many new customers to Paddy's from surrounding areas.

Providore Units

Construction of the second stage of Providore Units was completed during the last 12 months. The nine new units are located adjacent to the current structures at the rail siding. They provide formal working premises for providores supplying to the growing Hospitality, Restaurant and Catering sector.

Goods & Passenger Lift – Car Park Y

The installation of a lift at Car Park Y has added to the convenience of both shoppers at our Retail Markets and tenants within the Markets. Market roadways and surrounding areas have become less congested and the upgrade has allowed cars normally parked along North Road to be relocated to the top levels of the car park.

Car Park V Extension

Formal approval has been granted to commence a study into the extension of Car Park V at Sydney Markets. This will be one of the largest projects started since the Markets began in 1975. The project will include a 2 Deck Extension featuring an extra 350 car parking spaces, Bulky Goods Lift, 4 x 100m² Storage Units on the Eastern side, a Pedestrian Footbridge across South Road for the safe movement of pedestrians between Austin Avenue and South Road.

In addition to the increase in parking spaces for Car Park V, the extension will feature additional rooftop solar carport panels rated at 315kW – producing around \$95,000 annually in green energy.

Sydney Markets Cooking School

This recently approved development will become the centrepiece of the Sydney Markets Flemington precinct and a magnet for foodies all over the country. The proposed cooking school will focus on teaching all comers how to cook with fresh fruit and vegetables whilst also being able to follow the chefs as they shop through the Market. The school will be able to cater for up to 30 attendees at one time and will include a multi-purpose conference centre for use by the Markets community and a 100 person alfresco dining/events centre complete with professionally appointed kitchen and servery facilities and an outdoor BBQ area.

2014 has seen the commencement and completion of many major capital improvements at Sydney Markets. As part of our 5 year Strategic Plan, these projects will add value to existing SML sites and provide the opportunity to grow the business and extend Sydney Markets Brands.

All projects will ensure we continue to remain a vital link in the horticultural supply chain.

**Brad Latham,
Chief Executive Officer**

SYDNEY MARKETS FOUNDATION



RACE DAY 2014

Over 500 Markets community members and guests enjoyed a sunny winter's day at the Sydney Markets Race Day held at Rosehill Gardens on Saturday 14 June.

This was the 25th occasion the Sydney Markets Raceday has been held and the team at Rosehill did not disappoint, serving an excellent luncheon in great surroundings.

A feature of the afternoon was the running of the Eric Kime Handicap in honour of the 'Father of the Markets'. Eric has been involved in organising the Markets Raceday since its inception and was certainly pleasantly surprised to see his name in the program and be asked to sash the winning horse.

Many took the opportunity to get involved by dressing in the Purple theme of the day.

Congratulations to the following people who took out the winner's prizes:

Best Dressed Woman - Francis Galati

Best Dressed Gent - Albert Petulla

Best Dressed Couple - Tony & Danielle Graffeo

Best Dress Table - Once again the ladies organised by Kim Rowe from Coolibah Salad took out this prize with a dazzling display.

Thank you to our sponsors who helped to ensure the day was another resounding success:

Sydney Markets Limited, Toyota Material Handling Australia, Sydney Markets Credit Services, Ardrossan Batlow Apples, Gaypak/United Fruit, Freshworld, Your Local Greengrocer, Bank of Queensland, and Westmead Hospital Florist who donated the stunning flower arrangements on the tables.

Thanks also to the Raceday Committee and the Chamber staff who made it happen. Hope to see you next year and the colour theme will be.....







January 2014 - Country Fruit Brookvale

Northern Beaches Greengrocer Sam Hamdan (centre) and his enthusiastic team were thrilled to have finally been recognised with a Greengrocer of the Month Award. "We had almost given up" said Sam, "but it looks like the renovations have paid off". This store is looking smarter, has an excellent range of quality fresh produce, their customer service is commendable and their strong branding across signage and merchandise is working well.



February 2014 – Trim's Fresh Leichhardt

Trim's Fresh Leichhardt's signature orange and black is a winning combination. From logos, ticketing, uniforms and signage, this greengrocer has developed a reputation for quality and value. Located in the Leichhardt MarketPlace Shopping Centre, Trim's Fresh stocks a comprehensive range of fresh produce, grocery and deli lines. This store is a credit to Tony Trim (centre) and his team.



March 2014 - Southgate Sylvania Best Fresh

Last year's Highly Commended Award winner, Southgate Sylvania Best Fresh, is a consistently high performer, prized for its extensive range of top class fruit & veg, customer service, fresh produce knowledge and impressive range of gourmet groceries. This store has a strong community focus and spirit and is a credit to Mark Amerio (right) and his team.



May 2014 - Mr Spudley's Vegie Patch Shellharbour

Operating through renovations and settling into a new location in the renovated Shellharbour Shopping Centre has been a challenging task, but having settled into their new premises Mr Spudley's Vegie Patch is now a showcase of quality fruit and vegies with an impressive range that caters to a multicultural community. This store is a credit to owners Angelo, Carina and Lou Frino.



April 2014 - Norton St Grocer Leichhardt

Leichhardt's Norton St Grocer is well presented, fruit and vegetables stacked in the traditional method and attractively well colour blocked. The range is impressive and value added grocery and deli lines make this shopping experience interesting and inspiring. Proprietor George Angelidis certainly operates a customer and quality focused business



June 2014 - Ziggy's Garden Fresh Belconnen

Located in the ACT at the Belconnen Markets, Ziggy's Garden Fresh is one of two stores operated by the Irvine family. Neatly presented with an impressive feeling of abundance, this store has quality produce, variety, great customer service and good product knowledge.

Retail Markets News

New Traders at Paddy's

Over the last few months there have been some exciting additions to Paddy's Markets at both Haymarket and Flemington.

We are experiencing some great demand from many different product lines and continue to speak with interested parties about taking up permanent stands.



The sugarcane juice stand opened at both Haymarket and Flemington.



Jandalbroz recently started on Sundays in Flemington



Reuben Republic started trading on Fridays at Flemington

Paddy's Promo Booth

The Paddy's Promotions Booth, stands 5, 6 & 7 at Paddy's Markets Haymarket, has been up and running since Mid-October 2013, and is proving quite successful.

Approximately 2,500 people are visiting the booth each week and 181 traders have been participating in the program.

The Paddy's promotional booth was set up for the purpose of promoting the Paddy's brand and improving the relationship between Paddy's and its customers.

Here are a few handy tips for stall holders about the booth:

How to use your Paddy's Dollars.

Each stand holder is allocated a set amount of Paddy's Dollars. Paddy's dollars can be redeemed at the Paddy's Promotional Booth. Paddy's dollars should be handed out as follows:

One ticket is to be handed out for each purchase made over \$10.

Booklet Information for Stand Holders

If you need more Paddy's dollars, please return the torn out, stub portion of booklets to the Paddy's stand, where you will be issued a new booklet. Each booklet is registered with a serial number that is linked to your stand number. If you lose a booklet please inform us so we can cancel the missing tickets.

At The Booth

At the promotion booth, customers will trade in Paddy's dollars for a chance to spin the promotional wheel. Each spin wins a prize. Customers who spin the wheel will receive a sticker sheet, no matter what number the customer lands on. Each day there will be 20 instant win numbers, where customers can win prizes including key rings, mugs, and t-shirts.

The Paddy's promotion booth is here to help promote your business. The items that are given away cannot be bought elsewhere in the market. They can only be won by customers shopping at your stand. We would like you to see this as an opportunity to work with us in order to benefit both you and Paddy's Markets. Your feedback is very important to us, so please do not hesitate to contact Paddy's should you have any questions, comments or suggestions.

If you're interested in trading at Paddys or know someone interested call Shawn Freeburn, Sydney Markets Business Development Manager, on 9325 6213

Opening Soon !

Coming soon to Haymarket

- Haymarket Cheese Shop and Deli
- Billabong Station Meat Company (Butcher)
- Gold King Rooster (Poultry)

Paddy's Smart Phone App

Paddy's on Social

A Facebook page and an Instagram page have been created specifically for Paddy's Markets. SML is currently working with Twitter regarding access to a Paddy's Markets username.

These social media pages will be controlled by SML's Marketing Team and Paddy's Promotions Staff and updated with any Paddy's Markets news.

Posters will be displayed at the Promotions Booth in Haymarket advising customers to follow us on social media for regular updates.

The Paddy's Markets smartphone App is due for release in August. It will be available on all types of smartphones.

Promotions staff at Haymarket and the Retail Team at Flemington have been collecting Mobile App registration forms from Paddy's Markets traders.

Paddy's Friday & Sunday Flemington forms have been completed and information entered into the database, with Paddy's Saturday and Swap & Sell at Flemington, and Paddy's Haymarket due to be completed shortly.

The information provided on these forms will be added onto the App along with a photo of the stand as part of the App's directory. To date data has been received from over 700 traders.



Office Professionals Day



Office Professionals Day was an outstanding success with some 80 attendees who really enjoyed themselves with food, fellowship, fun and interesting entertainment from our international magician, Ariento whose 'sleight of hand' mesmerised the crowd.

Sydney Markets Foundation Ambassador, Paralympian Jayme Richardson was there with her medals won at the recent World Paracycling Championships in Mexico.

Tracey Samaan from Lockhart Endeavour was a very popular choice as the 2014 Office Professional of the Year, receiving loud applause when she was announced as the winner. Congratulations also to the runners up; Anne Asare from SMCS and Kim Johnstone from Boustani Bros.

The Freshmark organising committee particularly thanked the sponsors, Sydney Markets Limited and SMCS, as well as the Tigers and Tingha Restaurant for their hospitality.

This opportunity to get together once again proved the value of the lunch as an excellent networking opportunity for key staff in Markets businesses.

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Kids Karnival

@ *SYDNEY'S*
Paddy's
MARKETS®

The 2014 Kids Karnival @ Paddy's was held on Sunday 25th May at Paddy's Flemington with over 6,000 visitors attending the shows.

This year, the day was split into two sessions, a 10am-12pm session and a 2pm-4pm session, to allow visitors enough time to watch their favourite characters perform and then meet them in the Meet & Greet zone.

The event kicked off with host Jimmy Giggle, from ABC's Giggle and Hoot, who had the crowd cheering for the first act of the day, Bananas in Pyjamas. Looney Tunes, Justice League and Mr Peabody & Sherman followed, alternating between their live stage show and visiting the Meet & Greet area for photos.

Traders reported excellent sales, as attendees visited Paddy's before and after the shows for lunch and a spot of shopping.

Visit www.paddysmarkets.com.au to view the complete image gallery of the day.



From Farm to Plate



Fresh for Kids is set for another huge year as it continues its From Farm to Plate school presentations.

The From Farm to Plate presentations are designed for students in Year 1 and 2. A Sydney Markets representative comes out to the school to conduct the presentation.

The presentation content covers the different parts of a plant, where fruit and vegetables come from, how much fruit and vegetables students should eat each day, the difference between fruit and vegetables, and how fresh produce travels from the farm to your plate through the Central Markets System.

The visit will also include an appearance by Fresh for Kids gang member 'Bazza Banana' (depending on availability of character).

For more information regarding the From Farm to Plate school presentation visit www.freshforkids.com.au



Hire an F&V Gang member for your next event!

Why not have Bazza Banana, Summa Strawberry, Captain Capsicum, Oscar Orange, Tamara Tomato or Megabite Apple add colour and excitement to your next event promotion.

The character costumes are a real hit with the kids and a great way to draw attention to your event or promotion.

To support your promotion, Sydney Markets Limited will also make available a quantity of FREE Fresh for Kids promotional material.

Hire fees start at \$110 (Inc GST) per costume.

For more information, please contact Fiona Hobbs on: (02) 9325 6295



CANTEEN CAMPAIGN



Fresh for Kids is once again running another exciting fresh fruit and vegetables promotion for primary schools across NSW and ACT in Term 3, 2014.

The 2014 Canteen Campaign, titled 'Eat Fresh & Win' is designed to encourage children to purchase more fresh fruit and vegetables from their school canteen. The campaign commences Monday 11 August and concludes on Friday 19 September, 2014.

During the 'Eat Fresh & Win' Canteen Campaign, students who make the healthy choice and purchase fresh fruit and/or vegetables from their school canteen will instantly win a sticker card containing a token which must be placed on the entry form. Once students have collected 2 token stickers they return their entry form to the canteen where they will receive a 'Fresh for Kids' ring. There will be six different designs for students to collect. On doing so, they are eligible to enter the draw to win some fantastic prizes including:

FIRST PRIZE

Home Entertainment pack including a 32" LED LCD TV and a 3D Blu-ray Player

3 X SECOND PRIZES

iPad® minis 16GB with Wi-Fi

10 X THIRD PRIZES

Fresh for Kids gift pack including a backpack, cooler bag with lunch box and drink bottle

20 X FOURTH PRIZES

Event Cinemas gift cards

During previous campaigns, fruit and vegetable consumption in some schools increased by 200%. Sydney Markets' research clearly shows that children will buy and enjoy fresh fruit and vegetables if we remind them in a fun and interactive way that healthy fruit and vegetables are more 'cool' than fatty, sugary alternatives.

FOR MORE INFORMATION REGARDING THE CANTEEN CAMPAIGN PLEASE VISIT

www.freshforkids.com.au



ENVIRONMENT

Update

Welcome winter rains during August will hopefully nourish the land for a booming summer crop. We are currently recycling 66% of our total waste over the last three months. Waste volumes have decreased by 4% in the same period compared with last year.

HIGHLIGHTS between May to July 2014 include:

- 293 tonnes of Cardboard was recycled
- 2913 tonnes of fruit and vegetable waste was recycled
- 383 tonnes of non-standard pallets were collected and either re-used or recycled

We will continue to improve and with your help we will increase our sustainability targets

New ashtrays outside Buildings A B C D E F have been installed for cigarette butt disposal. Tenants are reminded to dispose of cigarette butts in the appropriate bins to reduce litter entering our drains.



PLAIN PALLETS

If you require plain pallets for your business you can collect them from Green Point in the Rail area. This will help us reduce our General Waste costs and improve our recycling targets.

SML provides cardboard bins and 120L Sulo bins to tenants for organic recycling. Do not place any fruit or vegetables inside your 240L General Waste Sulo Bins as it ends up in landfill and we miss the opportunity to recycle. Pallet swap is also available for waste delivered to Green Point.

The more we reduce General Waste going to landfill the more we can recycle. We also collect and recycle polystyrene and plastic at Green Point.

GREEN POINT OPERATION HOURS:

Wholesale & Growers	Mon to Fri	8.30am – 2.30pm
Sydney's Paddy's Markets (between Buildings A & B)	Fri and Sun	3.00pm – 6.00pm
Sydney's Paddy's Market (outside Building D – Door 4)	Sat ONLY	3.00pm – 6.00pm

KEEP OUR MARKETS CLEAN

Sydney Markets Limited is committed to providing a clean and safe environment. Tenants within the Growers & Wholesale areas are also responsible for keeping work areas clean including the buyer's walkways and common areas in all Buildings within the Markets. Do not discard coffee cups and other litter on the ground.

If you require a red lid General Waste bin or green lid Organic Waste bin contact the Environment Manager Mr Con Kapellos on 0417 325 173.

*Remember, Deliver it Don't Dump it!
"Dob in a Dumper"
If you see anyone dumping rubbish around the site call us immediately on 0409 325 232.*

WORLD ENVIRONMENT DAY AWARDS PRESENTATION DINNER 2014



United
Nations
Association
of Australia
Victorian
Division

Sydney Markets were praised for their recent fresh produce contribution at the United Nations Association of Australia World Environment Day Awards held in Sydney this year. Sydney Markets took out the Sustainability Leadership Award for this event last year.

The Environment Manager Mr Con Kapellos and Green Point Supervisor Mr Troy Tuckey attended the function representing SML. The Hon. Rob Stokes MP, Minister for Environment and Heritage, and the Honourable Marie Bashir, Governor of New South Wales, both acknowledged Sydney Markets' outstanding contribution to this event.

This year is the United Nations International Year of Family Farming and all the tables were decorated with fresh fruit and vegetables supplied by Sydney Markets.



SITE SERVICES

Update

ENERGY SAVING INITIATIVES

Energy Efficient Lighting Upgrade

As part of SML's 'Energy Saving Initiatives' work has commenced on a program to reduce electricity consumption for both SML and Market Tenants by replacing the "End of Life" light fittings around the Sydney Markets site. This is a staged program being undertaken at SML's cost.

Warehouses & Building E – High Bay Lights

840 high bay light fittings in all Warehouses and Building E are being replaced with new energy efficient LED fittings, saving more than 150W per light.

The project is currently ahead of schedule and is expected to be completed in early October.



Very positive feedback has been received from tenants on the vastly improved lighting levels.

Tenant Testimonial

"Congratulations Sydney Markets – we now have a vastly improved and efficient lighting system.

We found that Michael and the team from JMN Electrical have done a fantastic job, quickly and efficiently.

The new lighting is outstanding. It's like daylight all night long. Less lights were required for a 200% improvement in working conditions.

We are looking forward to a new and improved street and dock lighting."

Thanks
Michael

J.W. Kirkwood Building T

Street Lighting

Replacement of fittings for street lights will be part of the next stage of the program. Existing high pressure sodium and metal halide fittings will be replaced with new 195 x LED fittings to provide greater lighting levels.

Warehouse Awning Lighting

This stage will include replacing 340 x fluorescent light fittings in Warehouse awnings, which currently provide only 5 to 10 lux light levels on the ground, with new LED fittings that will increase light levels to around 60 lux and will also contribute additional lighting to surrounding roadways.

SYDNEY FLOWER MARKET

Eight flood lights under the Flower Market awning have been replaced with eleven new energy efficient roadway light fittings mounted on arms to the northern side. Together with the new lights under the solar car ports, the light levels have increased more than tenfold, while at the same time saving energy.



Flower Market – new street lights

Tenant Testimonial

"I would like to thank Firoz and team for the transformation of our old power-burning metal halide warehouse lighting to energy efficient LED high-bays. Not only will we see huge savings in power consumption, but the intensity, quality and spread of light from the newly installed LED lighting put a smile on all our faces this morning.

Thank you for the nil down time in our warehouse operations as the high quality lighting change was done outside our operational hours.

Thank you to the SML Team for the positive approach to energy efficiency.

Kind regards
Nino Caltabiano
The Market Grocer

SITE SERVICES UPDATE

CAR PARK Y LIFT SIGNAGE

Colourful new signage and branding has been installed on the exterior of Car Park Y lift tower.

The signage features images of fresh produce and flowers sourced from the Markets which were photographed specifically for this project.



GTA TURNSTILES

The six outdated turnstiles around the GTA fence line have been replaced. The new turnstiles are easier for tenants to use.



PLAZA EMERGENCY WARNING SYSTEM

The Emergency Warning System in the Plaza Building has been upgraded from an alarm bell to a voice notification message system.

The new system will be used to alert and inform all occupants throughout the Plaza building of the status of a building evacuation - e.g. during a fire.

NEW FORKLIFT ENCLOSURES

Construction of 26 x new Forklift Enclosures on North Road, adjacent to the existing enclosures is due to commence in September.

The new Forklift Enclosures are already fully subscribed to Growers in Building D to assist in the growth and efficient operation of their businesses.

It is anticipated completion of the works will be early December 2014.

NEW PLUMBING CONTRACTOR

New contractor, J G Wilson Plumbing has been engaged by SML to carry out plumbing works around the Sydney Markets Site.



Contact: 0418 232 231 or 9622 4888

Building D – Essential Services

New sprinkler fire pump has been installed under the awning on the north-western side of Building D, facing Growers Road. The installation of the pump provides increased safety by improving the water pressure for the sprinklered areas.



Telephone, Internet and Data Service

Should any tenant wish to change their telephone, internet or data providers, Sydney Markets can offer you an excellent package through our representative from VoiceCom.

Sydney Markets would like to bring to your attention that our Markets site is unique and is running its own network. Other providers do not have their network on site and use the SML network.

It could be easier and less costly using our Sydney Markets fast fibre network than changing to another provider.

In the first instance, please contact Marilyn Loch on 9325 6225 from the Site Services team.

Building Alterations/New Cool Rooms

If you are planning to carry out improvements to your premises or install a new cool room please contact Site Services in the first instance to discuss the proposal and obtain a Building Application package.

As part of the Fire Safety regulations and the Building Code of Australia, in many non-sprinklered buildings there is a height restriction for any storage whereby storage is restricted to 4.0m and no additional floor space can be created without affecting the whole building.

Not complying with the Fire Safety Regulations will compromise the Annual Fire Safety Certification and SML's building insurance.

Coming Soon – “FLOWER POWER”!

Continuing with our program of Energy Savings Initiatives, Sydney Markets will soon be making electric vehicle charging available for the public and the Markets' electric powered vehicles.

The vehicle charging units will feature bright and colourful artwork, in keeping with their location alongside the Flower Market and the Solar Carports.



Hot Works Permit

It is essential that all contractors working on site who carry out hot works must adhere to the Australian Standards procedures:

Safety in Welding and Allied Processes
AS 1674.1 – 1997 Part 1: Fire precautions.

Please advise if you require a copy for reference.

Because of the large number of cool rooms on site it is most important the processes described are adhered to. A fire in cool rooms may not be detected early enough.

It is everybody's responsibility to be alert!

A 'Hot Works Permit' can be obtained from the Site Services Department.

For further assistance please contact Firoz Ali, Site Services Supervisor, on 0418 401 881.

PROPERTY

Update



SYDNEY MARKETS PLAZA

Shop 6B has recently been leased to a new Convenience Store Operator. This new shop will stock a wide range of products which will include Prepacked Food (i.e., Groceries), Stationery, Office Supplies and Personal Protective Equipment, amongst other useful items which should be of great benefit to all market tenants. Fit out of this new shop is expected to be completed in August prior to opening.

Sydney Markets Plaza Shops for Lease

A great opportunity exists for new business.

Shop 6D – 23m² (Approximately/Subject to survey)

*Small premises ideally suited for a doctor's surgery.
Available Now.*

Join existing retail tenants such as the CBA, Westpac, ANZ, BOQ, Australia Post, Newsagency, Subway, Tigers Leagues Club, Pet Store, Chiropractor, Bakery, Café, Mobile Phone Retailer, Hairdresser and Butcher, along with commercial tenants such as Accountants & other professional services, Dentist, Hotel and Veterinary Hospital.

Sydney Markets Plaza Office Suites for Lease

Office Suite B16 – 42.00m² (Approximately)

Positioned on Level 1 overlooking the Market, this Suite has two separate office areas and some storage. Available July 2014

Interested parties should contact the Sydney Markets Property Manager on 9325 6240 or pm@sydneymarkets.com.au for more information.

SYDNEY MARKETS CONFERENCE CENTRE

The Sydney Markets Conference Centre is also available for hire. The Centre can be used as one unit or divided into two. For details and bookings please contact the Executive Secretary on (02) 9325 6298.

NO SMOKING

All Plaza tenants are reminded that Shops and Office suites are SMOKE FREE ZONES. Occupiers of any Market space are required under the Smoke Free Environment Act to see that persons do not smoke in their premises.

SUBLETTING OF WAREHOUSE SPACE

The Sydney Markets Limited (SML) Memorandum of Lease for Warehouses does not permit the lessee to sublet their premises.

This helps to ensure that Sydney Markets can continue to maintain its Market operations and provide services to its shareholders while protecting your interest in Sydney Markets. SML also recognise that from time to time the needs of your business may change and your space requirements may not always remain the same. In light of this, SML has put in place a policy to allow Warehouse tenants to sublet part or whole of their Warehouse, providing that SML grants permission for the sublease and that a sublet fee is paid for the privilege.

However, an application must first be completed, submitted and approved by SML before any sublet can commence.

Sublet Application forms are available by contacting the Property Manager on 9325 6240 or the Operations Team Leader on 0417 325 232.

OPERATIONS

Update

MARKET TOUR

On Thursday, 19th June 2014, a group from the China National Agriculture Wholesale Market Association (CAWA) visited Sydney Markets.

The China National Agriculture Wholesale Market Association (CAWA) is a national industry association approved in 1986 by the Chinese Ministry of Civil Affairs. It relates to the state-owned Assets Supervision and Administration Commission of the State Council, directed by the Ministry of Commerce of the People's Republic of China.

CAWA is composed of national and local agricultural product and byproduct wholesale and retail markets, as well as related enterprises, research units, social associations and individuals. CAWA is an association with a wide social foundation within the Chinese agricultural product distribution field.



PEDESTRIAN ACCESS WAYS

Please be aware of pedestrian access ways and pedestrian crossings within the Markets site.



Pedestrian access way between canopies

All ramp ways in canopies are shared areas and must be kept clear of produce at all times. There is no parking of forklifts in these areas.

Pedestrian safety is everyone's responsibility. Please drive carefully whilst driving in the Markets.

PRODUCT LABELLING

A reminder to all Retail Fruit & Vegetable traders that the NSW Food Authority advises that in Australia, packaged food and some unpackaged food (such as fresh fruit and vegetables) must carry a declaration on a label or sign near the food that states the country of origin. This labelling is to help consumers make an informed choice.

Both imported and locally produced food must comply with the Food Standard Code.

Country of origin labelling must be in English and must be legible to the consumer, describing the country or countries where the food was grown, manufactured or packaged. It is the responsibility of each standholder to comply with this regulation.

Country of origin labelling may be written on a separate sign placed near the food – such as on price display signs. Examples: "Product of Australia" OR "Product of USA".

SML will continue to provide display signs for country of origin labelling. These can be obtained from the Market offices.



NSW GOVERNMENT SMOKING BAN

All Plaza tenants are reminded that Shops and Office suites are SMOKE FREE ZONES. Occupiers of any Market space are required under the Smoke Free Environment Act to see that persons do not smoke in their premises.

SYDNEY MARKETS & CROWN EQUIPMENT

Forklift Refresher Training Program

*Working together
to create a safer workplace*



2 HOUR COURSE (NO ASSESSMENT)

Groups of 5 or 6 per session
Training venue
Theory:
Berrima Rd Lunch Room
Practical driving:
Greenpoint, Rail Side

TRAINING COVERS:

- Pre-start checks.
- Operational checks.
- Load shifting techniques.
- Safe driving skills.
- Shut down checks and procedures.

17 Safety Critical Questions
(Multiple choice)

OBJECTIVES OF THIS TRAINING PROGRAM

- Reduce risk of injury, damage to people, plant and facility.
- Increase operator skills to deliver greater productivity
- Provide a consistent safety standard across every site.
- Meet Workplace Safety and Compliance Standards.
- Assist your verification of competency whilst increasing productivity with an up-skilled workforce.

only
\$165 + GST
per person.

*Payment must be made upon registration to secure position.

SECURE YOUR SPOT NOW!

CALL CROWN ON 8788 0212 OR JOHN PASCUCCI 0417 325 171

Here's a few testimonials:

Joe Antico – of Sinclair and Antico – has put all his drivers through the forklift refresher training program. Since the training, Joe states that he has seen a marked difference in the attitudes and behaviour of his forklift operators.

Jason Hendriks – Golden Fruit – said that the training was interesting and he was surprised how much each person in attendance learned in the training.

Phillip Bugeja – S & B Produce – has done the course and will be putting all his operators through the training to increase site safety.

MARKET SECURITY & SAFETY AWARENESS

WORK HEALTH & SAFETY

SML recommends that Market Employers should provide site-specific and refresher training to maintain and enhance employees' skills and must ensure employees receive familiarisation training for any new forklift (which may have different controls or varying attachments).

Induction training for new and/or changed work environments, traffic management plans, policies and safe work procedures are also a must.

Please Note: Induction DVD's and Booklets are available for new employees at the Photo ID Room in Building C (see Photo ID Operating Times) or contact the Team Leader on 0407 325 230.

DEFIBRILLATOR

A defibrillator has been purchased and will be stored in the First Aid Centre. It will be taken to all incidents by the Contracted First Aid staff.



FIRST AID TRAINING

SML are proactive with their first aid training, with all Market Officers required to have a First Aid Certificate.

Onsite training is conducted annually and offered to all SML employees, including office staff.



FORKLIFT SAFETY

A reminder that it is the responsibility of all Market Operators to ensure safe operations are maintained within the Markets. In line with the Sydney Markets Conditions of Occupancy, Market Operators are accountable for their employees whilst at work and as such should ensure they follow Sydney Markets Rules:

NSW Road Rules Apply Within The Markets.

- This includes the roundabout on Austin Avenue.
- Seat belts **MUST BE WORN** when operating a forklift.
- All road and directional signage must be followed.
- Indicators must be used when operating a Forklift
- Speed Limits are enforceable (10kph under canopies, 20kph in open areas, and 5kph on the forklift bridge).
- Forklifts should be governed to no more than 20 kph with regular safety checks to ensure they have not been tampered with or unsealed. **ALL DEFECTIVE FORKLIFTS MUST BE REPORTED TO PRINCIPALS.**
- No mobile phones or headsets to be used while operating a forklift
- Forklifts are **NOT PERMITTED** within Buildings A, B & C buyers' walkways between 6am & 8:30am Monday to Friday.
- Forklift drivers are reminded that **PEDESTRIANS HAVE RIGHT OF WAY.** Forklift operators need to be more aware when operating in the Market, especially at **PEDESTRIAN CROSSINGS.**
- When operating a forklift on site you are **NOT** permitted to carry more than 15 empty pallets or to push stacks of empty pallets or pallets of produce.
- Forklift operators are **NOT** permitted to carry passengers on forklifts.

SLOW DOWN • BUCKLE UP • STAY SAFE

LOADING AND UNLOADING OF TRUCKS

All stakeholders have WHS responsibility and obligations to their employees and to visitors of the Market and are required to have Safe Work Practices in place when loading and unloading trucks.

All vehicles must secure their loads when operating within the Market premises. Comply Notices will be issued to those that do not secure their vehicle load.

Roads & Maritime Services (RMS) Road Rules apply to all vehicles operating on the Market Site.

It is good practice for businesses in the Market to conduct weekly Tool Box meetings with staff on WHS practices PPE.

NSW GOVERNMENT SMOKING BAN

All tenants are reminded that under the Smoke Free Environment Act 2000, ALL MARKET BUILDINGS AND UNDERCOVER AREAS ARE SMOKE FREE ZONES. Market Officers will continue to issue Comply Notices to persons smoking inside Market Buildings. SML also seeks the help of the Principals of the business to ensure that their employees do not smoke while in Market buildings.

SECURITY

Sydney Markets now has 173 CCTV cameras around the site with further cameras being placed in the Rail area, at toll booths and inside the Flower Market to improve coverage in these areas.

It is the responsibility of all Market users to be vigilant and proactive when it comes to Security and Safety in the workplace.

Whilst SML undertakes security patrols of the site, tenants are asked to take reasonable steps to secure stock and premises after hours.

HOTLINE NUMBER 0409 325 232

If you observe any reportable offence such as dumping of rubbish, suspicious behaviour, transhipping, safety concerns or anything you believe to be reportable, please do not hesitate to contact the hotline number

PLEASE NOTE: All Wholesale tenants and Growers and their staff are required to hold a GTA (General Trading Area) Entry Pass. All GTA Tenants and their staff must use the turnstiles to access and exit the GTA before the Markets are open.

For further information and enquiries please contact Operations Manager Adrian LaCava on 02 9325 6170.

FIRE PREVENTION SAFETY TIPS

Sydney Markets Limited is committed to ensuring that all areas of our Markets are clean and well maintained. Responsibility rests with all Market Tenants to maintain the cleanliness of their immediate tenancy area in accordance with the Occupancy Agreement and Market Rules.

Tenants are advised to keep their areas tidy and free of clutter and litter that could be a potential fire hazard. Always remember:

- Sweep up litter inside your premises daily and place inside your bins, not outside your premises.
- Be fire conscious!
- Keep fire exits clear at all times.
- Report hazards immediately
- No smoking inside any building

SAFETY MESSAGE FROM SYDNEY MARKETS

A REMINDER TO ALL MARKET USERS TO PLEASE REPORT ALL UNSAFE WORK AND FORKLIFT PRACTICES BY CALLING THE HOTLINE NUMBER ON 0409 325 232 OR CONTACTING THE SECURITY MANAGER ON 0417 325 171

TRUCK & BUS HIRE SHORT OR LONG TERM RENTAL

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- DROP DECKS
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SCHEDULE OF FEES

2014

THIS SCHEDULE OF FEES AND CHARGES WILL APPLY FROM 1 JULY 2014

- This year the Rents, Dues & Fees and other charges have been increased by March Qtr CPI of 2.8%.
- Consideration fees will continue to remain at 2.5% of the Assessed Value. GST is applicable and payable on consideration fees.
- GST will be added to all fees and charges as required by the GST legislation. SML will continue to show the GST amount separately on all invoices and receipts, in order to make it easier for tenants to claim their tax credits from the government.

AGENTS – BUILDING A, B & C

		Regular fees - per month		
		Fee	GST	Total
Full module	including dockways fee	3,054.00	305.40	3,359.40
One and half modules	including dockways fee	4,580.00	458.00	5,038.00
Two adjoining half modules	including dockways fee	3,711.00	371.10	4,082.10
Half module	including dockways fee	1,897.00	189.70	2,086.70
Third module	including dockways fee	1,086.00	108.60	1,194.60
Quarter module	including dockways fee	729.00	72.90	801.90

AGENTS – BUILDING E

		Regular fees - per month		
		Fee	GST	Total
Full module	including dockways fee	4,790.00	479.00	5,269.00
Brine System Access fee	Per module	1,104.00	110.40	1,214.40
Chiller Access fee - # 1	Per module	241.40	24.14	265.54
Chiller Access fee - # 2	Per module	100.00	10.00	110.00
Awning Fees - Modules	Per module	100.00	10.00	110.00
Awning Fees – Cold Stores	Per module	75.00	7.50	82.50

FORKLIFT ENCLOSURES

		Regular fees - per month		
		Fee	GST	Total
One forklift enclosure (Old)	59-100 & 119-157	167.00	16.70	183.70
One forklift enclosure (New)	1-58 & 101-118	227.00	22.70	249.70

SYDNEY FLOWER MARKET – BUILDING F

	Regular fees - per month			Casual fees - per day		
	Fee	GST	Total	Fee	GST	Total
Monday to Saturday	551.00	55.10	606.10	N/A	N/A	N/A
Monday – Wednesday – Friday	322.00	32.20	354.20	74.00	7.40	81.40
Tuesday – Thursday – Saturday	229.00	22.90	251.90	53.00	5.30	58.30

SYDNEY GROWERS MARKET – BUILDING D		Regular fees - per month			Casual fees - per day		
		Fee	GST	Total	Fee	GST	Total
Monday to Friday	Grower/Seller	340.00	34.00	374.00	53.00	5.30	58.30
	Grower/Trader	533.00	53.30	586.30	53.00	5.30	58.30
Monday - Wednesday - Friday	Grower/Seller	207.00	20.70	227.70			
	Grower//Trader	328.00	32.80	360.80			
Tuesday & Thursday	Grower/Seller	144.00	14.40	158.40			
	Grower//Trader	219.00	21.90	240.90			
Growers Storage Space		268.00	26.80	294.80	N/A	N/A	N/A

SYDNEY PADDY'S MARKETS		Regular fees - per month			Casual fees - per day		
		Fee	GST	Total	Fee	GST	Total
Paddy's – Friday Flemington	Seafood Traders	411.00	41.10	452.10	N/A	N/A	N/A
	Fruit Traders – Inside	219.00	21.90	240.90	67.00	6.70	73.70
	Fruit Traders – Outside	172.00	17.20	189.20	67.00	6.70	73.70
	General Goods Traders	120.00	12.00	132.00	65.00	6.50	71.50
Paddy's – Sunday Flemington	Inside	238.00	23.80	261.80	101.00	10.10	111.10
	Outside	229.00	22.90	251.90	101.00	10.10	111.10
Paddy's – Wednesday Haymarket	Seafood & Deli Traders	148.00	14.80	162.80	65.00	6.50	71.50
	Fruit & Veg Traders	126.00	12.60	138.60	65.00	6.50	71.50
	General Goods Traders	126.00	12.60	138.60	65.00	6.50	71.50
Paddy's – Thursday Haymarket	Seafood & Deli Traders	268.00	26.80	294.80	92.00	9.20	101.20
	Fruit & Veg Traders	237.00	23.70	260.70	92.00	9.20	101.20
	General Goods Traders	237.00	23.70	260.70	92.00	9.20	101.20
Paddy's – Friday Haymarket	Seafood & Deli Traders	222.00	22.20	244.20	92.00	9.20	101.20
	Fruit & Veg Traders	191.00	19.10	210.10	92.00	9.20	101.20
	General Goods Traders	191.00	19.10	210.10	92.00	9.20	101.20
Paddy's – Sat/Sun Haymarket	Seafood & Deli	354.00	35.40	389.40	N/A	N/A	N/A
	Fruit & Vegetables	359.00	35.90	394.90	128.00	12.80	140.80
	Food Van	325.00	32.50	357.50	N/A	N/A	N/A
	General Goods Traders	312.00	31.20	343.20	120.00	12.00	132.00
Paddy's – Public Holidays	Regular Trader	N/A	N/A	N/A	58.00	5.80	63.80
Haymarket	Casual Trader	N/A	N/A	N/A	106.00	10.60	116.60
Paddy's Fresh Food Market	Seafood traders	485.00	48.50	533.50	N/A	N/A	N/A
	Fruit & Veg – Inside	239.00	23.90	262.90	103.00	10.30	113.30
	Fruit & Veg – Inside - Gr	439.00	43.90	482.90	N/A	N/A	N/A
	Fruit & Veg – Outside	326.00	32.60	358.60	N/A	N/A	N/A
	General Goods Traders	236.00	23.60	259.60	103.00	10.30	113.30
Paddy's Swap & Sell Market	Regular	220.00	22.00	242.00	96.00	9.60	105.60
Refuse Removal	Organic – Over 1 Pallet	97.50	9.75	107.25	N/A	N/A	N/A
	Mix – Over ½ pallet	169.00	16.90	185.90	N/A	N/A	N/A

VEHICLE ENTRY FEES		Regular fees			Casual fees - per day		
		Fee	GST	Total	Fee	GST	Total
Premium Reserved	Quarterly	324.00	32.40	376.20			
	Yearly	1,338.00	133.80	1,471.80			
Secured – Bldg “R”	Quarterly	454.00	45.40	499.40			
Standard Unreserved	Quarterly	227.00	22.70	249.70			
Truck covered	Quarterly	1,696.00	169.60	1,865.60			
Semi-Trailer covered	Quarterly	2,548.00	254.80	2,802.80			
Open Semi positions (K & Q)	Quarterly	1,079.00	107.90	1,186.90			
Open Truck positions (K & Q)	Quarterly	693.00	69.30	762.30			
Grower Truck/Market entry pass	Yearly	69.00	6.90	75.90			
Daily Visitor Pass					9.09	0.91	10.00

OTHER FEES		Regular fees		
		Fee	GST	Total
GTA pass	Per pass	44.00	4.40	48.40
Sydney Flower Market Pass	Per pass	44.00	4.40	48.40
Casual Card application fee		51.00	5.10	56.10
Forklift Registrations	Paid before 1 April	139.09	13.91	153.00
	Paid before 30 June	160.00	16.00	176.00
	Paid after 30 June	263.64	26.36	290.00
Lease administration fee	Per Lease	458.00	45.80	503.80
Document Handling Fees	Per Transaction	144.00	14.40	158.40
Replacement Share Certificate Fee	Per Certificate	28.00	2.80	30.80
Portage charge	0 – 10 forklifts	1,076.00	107.60	1,183.60
	11 – 20 forklifts	3,229.00	322.90	3,551.90
	Over 21 forklifts	6,452.00	645.20	7,097.20
Christmas Trees	Per day selling season	362.00	36.20	398.20
Wine Grapes – Saturday (full-day)	Per position per period	4,803.00	480.30	5,283.30
Wine Grapes – Friday (half-day)	Per position per period	2,401.00	240.10	2,641.10
Refuse removal	Per 3 metre bin	91.00	9.10	100.10
Sulo Bin - replacement		89.00	8.90	97.90
Liquid waste removal	Per quarter	115.00	11.50	126.50
Liquid waste removal	Per litre	1.00	0.10	1.10
Pallets of Organic Waste Not suitable for Transport	Per Tonne	235.00	23.50	258.50
Pallets of Organic waste Sorted, Packed and Ready for Transport	Per Pallet	50.00	5.00	55.00
Warehouse Sub-let Fee – Annual	0000 – 0250 Sq Mtrs	3,349.00	334.90	3,683.90
	0251 – 0500 Sq Mtrs	6,806.00	680.60	7,486.60
	0501 – 1000 Sq Mtrs	8,997.00	899.70	9,896.70
	1001 – 2000 Sq Mtrs	11,303.00	1,130.30	12,433.30
	2001 – 5000 Sq Mtrs	17,875.00	1,787.50	19,662.50
Annual Admin Fees for Additional Approved Sublets	Per Space	540.00	54.00	594.00
Transshipment Fees	Per pallet	200.00	20.00	220.00

EVERYBODY'S GOT A **HUNGRY HEART**

“OZHARVEST IS EXCITED ABOUT OUR NEW PARTNERSHIP WITH SYDNEY MARKETS WHICH ALLOWS US TO NOURISH OUR COUNTRY BY RESCUING SURPLUS FRUIT AND VEGETABLES THAT WOULD OTHERWISE GO TO WASTE, AND REDISTRIBUTING IT TO AUSTRALIANS IN NEED.”

CEO & Founder of OzHarvest, Ronni Kahn

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WHAT TIME CAN DO

Contact us to volunteer your time.

WHAT MONEY CAN DO

Donate online, call us or mail a cheque. You can also buy a gift certificate for family and friends. Every dollar that OzHarvest received provides a meal to someone in need. All donations over \$2 are tax deductible.

VISIT US AT WWW.OZHARVEST.ORG

CALL US AT 1800 108 006

THANK YOU



Employee of the Month



APRIL 2014

JIM BASETAS, TEAM LEADER – OPERATIONS SUPPORT TEAM

Jim was nominated by his team for Employee of the Month.

He leads the team by example and is always on hand to guide them when needed. He is clear with instructions and will ensure the team members understand what they are meant to do.

Jim is a “hands on” person and does not hesitate to step in to get the job done if the rest of the team is busy.

His knowledge of the Markets is second to none and to be nominated by your team is an honour.

Congratulations to Jim on a job well done!



MAY 2014

JOSHUA LAMB, MARKET OFFICER – OPERATIONS SUPPORT TEAM

During the busy Mother’s Day week, Josh performed his duties in a professional manner and ensured the florists had parking available on the busy day.

His customer focus was a standout and many florists commented on Josh’s performance.

Josh also stepped up in May as Acting Assistant Team Leader for the Operations Team and ensured all duties were completed. The Team Leader was very pleased with Josh’s performance over this period.

Well done Josh!



JUNE 2014

MICHAEL KADRY, MARKET OFFICER – GREEN POINT TEAM

During the month of June, Michael, who when he first started at SML was a bit reluctant to issue a Comply Notice, issued 7 Comply Notices for dumping, with a further 10 issued in July.

Michael is a good team player and will always help out his team mates. He is continually communicating with the tenants and customers about rubbish recycling and tirelessly ensuring people are not dumping rubbish or brining in rubbish to the Markets.

Michael will do whatever it takes to identify a person who has dumped rubbish on site – going through the rubbish and constantly checking CCTV. He has developed a good rapport with Market tenants, who pass on information about possible dumpers.

Congratulations Michael!



JULY 2014

BOB KINI, MARKET OFFICER – OPERATIONS SUPPORT TEAM

During July, Bob filled in for a week at Haymarket while Team Leader Geoff Smalley was away. Bob was very willing to take on the extra duties and performed the role like he had been in Haymarket for many years. This is what we have come to expect from Bob who has 17 years’ experience as a Market Officer.

Good reports were received from some of the traders at Haymarket about how Bob communicated with them and getting to know people in the short time he was there.

Bob was proactive in ensuring tenants opened their stands on time, with numbers of stands not opening dropping from over 60 to under 20 in one week.

Bob also ensured that all traders were given forms for the new smartphone app soon to be launched at Paddy’s.

Great job Bob!

Staff Update



Business Development Manager

Shawn Freeburn, previously a Level 3 Market Officer with the Operations Support Team, has been appointed to the newly created position of Business Development Manager. Shawn commenced in his new role on 29th May 2014.



Team Leader – Operations Support Team

Glenn Russell has been promoted to the position of Team Leader, Operations Support Team. Glenn joined SML as a Market Officer in September 2006, and was Assistant Team Leader from December 2008. He commenced his new role on 7th July 2014.



Assistant Team Leader – Operations Support Team

Joshua Lamb who has been a Level 3 Market Officer with SML since April 2009 was promoted to Assistant Team Leader with the Operations Support Team and commenced in this position on 29th July 2014.



Assistant Team Leader – GTA Team

Brian Bigelow who has been a Market Officer with SML since June 2012 was promoted to Assistant Team Leader with the GTA Team and commenced in this position on 2nd June 2014.



Night Security Supervisor

Zak Gudelj, previously Assistant Team Leader with the GTA Team, commenced in the position of Night Security Supervisor on 1st June 2014.

Staff Update 2014

New Employees



Name: Raymond Zoghaib
Position: Market Officer –
GTA Team
Department: Operations
Raymond commenced
working with the GTA Team
on 1st May 2014.



Name: Paul Hales
Position: Market Officer –
Operations Support Team
Department: Operations
Paul commenced working
with the Operations Support
Team on 18th June 2014.



Name: Clement Louis
Position: Market Officer –
Department: Operations
Clement commenced
working with the GTA Team
on 7th July 2014.



Name: Guy Wells
Position: Market Officer –
GTA Team
Department: Operations
Guy commenced working
with the GTA Team on 4th
August 2014



Name: Bartholomew Vigone
Position: Market Officer –
Operations Support Team
Department: Operations
Bart commenced working with
the Operations Support Team on
11th August 2014.



Name: Milan Plecas
Position: Market Officer –
GTA Team
Department: Operations
Milan commenced working
with the GTA Team on 11th
August 2014.

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INDUSTRY NEWS

AUSVEG 2014 & PMA Fresh Connections Conference

During the month of June, Sydney Markets took part in two major industry Conferences, AUSVEG National Convention and PMA Fresh Connections Conference.

As part of the Central Markets Association of Australia, Sydney Markets attended the 2014 AUSVEG Convention held at the Cairns Convention Centre in late June.

Over 1,000 delegates from the Vegetable Industry attended the 3 day conference culminating in the National Awards for Excellence evening which recognises achievements by industry peers with 14 awards handed out.

The Conference featured many speakers, politicians and industry advocates focusing on such topics as environmental sustainability, export opportunities, biodiversity and impacts of regulation on growers, wholesalers and retailers alike.

This year's Fresh Connections Conference was held in Auckland, New Zealand and brought together hundreds of growers, wholesalers and industry suppliers to discuss the challenges associated with the marketing of fresh fruit and vegetables in the Australia and New Zealand Market.



MARKETS PERSONALITY

FILL IN THE BLANKS WITH

GLENN HOWETT

I WORK FOR ARIZE FRUIT SUPPLY

AS SALESMAN / DIRECTOR

I'VE WORKED HERE FOR 6 YEARS

AND MY FAVOURITE THING ABOUT THE MARKETS IS

PEOPLES PERSONALITIES AND HUMOUR

MY FIRST MEMORY OF THE MARKETS IS

EATING A MANGO ON THE BACK OF

A TRUCK IN THE HAYMARKET

IF I COULD GIVE ONE PIECE OF ADVICE TO SOMEONE VISITING THE MARKETS FOR THE FIRST TIME IT WOULD BE

CLOSE YOUR EARS TO THE OBSCENITIES

I NEVER LEAVE THE HOUSE WITHOUT COFFEE

I WOULD SPEND MY LAST \$50 ON CHOCOLATE

EVERY MORNING I GET MY COFFEE/TEA/JUICE/SMOOTHIE FROM WHEREVER I CAN

IF I WAS A FRUIT/VEGETABLE, I'D BE A MANDARINE

BECAUSE "WHAT'S BETTER THAN EATING A MANDARINE?"



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