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## CEO'S PERSPECTIVE



**SML was delighted to have The Hon. Nathan Rees, MP Premier of New South Wales on site to officially open the new South West Truck Entry and Exit Upgrade.**

This new upgrade provides an alternative entry and exit for approximately 300 semi trailers and B-doubles each day, seven days a week.

Thomas & Coffey Ltd commenced construction in February 09 and some four months later completed the project in accordance with timelines and budget requirements.

The new entry and exit has improved our market efficiency, safety in and outside the Market site, reduced congestion through the Austin Ave entrance and has had a positive effect on supply chain efficiencies.

This project would not have been possible if not for the assistance of the Roads and Traffic Authority, Strathfield Council and RailCorp, and the assistance and cooperation of the providore units for their patience during construction.

I take this opportunity to thank all who attended the opening and helped make the morning a huge success.



L to R, SML Chairman, Mr John Pearson, The Hon. Nathan Rees, Premier of NSW, Ms Angela D'Amore Member for Drummoyne and Mr Keith Kwon, Mayor of Strathfield Council

## CEO'S PERSPECTIVE *continued*

### PADDY'S HAYMARKET TENNURE NEGOTIATIONS

Sydney Markets Limited (SML) is continuing negotiations with the Landlord at Paddy's Haymarket with regard to securing the future of traders and Paddy's Market.

Existing arrangements are that Paddy's Haymarket licence expires December, 2018. That is, without an extension, there will be no Paddy's Haymarket after 2018. SML has been able to arrange an extension of time to 2039; however, to achieve this, the Landlord requires one day additional trading at Haymarket.

What this means for you:

- Comfort in the knowledge you can still trade at Paddy's till 2039 under your existing Occupancy Agreement.
- SML can carry out improvements to the Market knowing we will be there till 2039.
- One additional trading day on Wednesday. To assist, the rent will be at a reduced rate of \$30.00 per day for the first year with only an increase of CPI in year 2.

We will continue to provide information sessions at Haymarket over the next few weeks. Please attend with any questions you may have.

Feedback from traders has resulted in SML approaching the Landlord with a view to delaying the original implementation date until later in the year.

I will let you know further on this in due course.

Finally, I am aware there are some traders who have concerns in regards to the additional trading day and I understand their feelings, however, the opportunity to protect the long term future of our Market cannot be ignored.



### ENVIRONMENTAL SUSTAINABILITY UPDATE

SML recently received a prestigious Environmental Award from the Hon. Carmel Tebbutt, Deputy Premier, Minister for Climate Change and the Environment.

The Bronze Partner Award has only been achieved by 13 Companies within New South Wales who have proven to reach this level of Environmental Sustainability and have all achieved the following criteria requirements:

- Active participation in Sustainability Advantage for at least 12 months and identification and implementation of improvement actions/projects in at least two of the Sustainability Advantage

modules

- Demonstrated CEO/Executive Management support for environmental improvement, including:
  - » the development of a business case for improving sustainability performance
  - » the commitment of resources
- Developed a new or revised sustainability vision/policy with long term strategic goals, targets and priority actions
- Started to integrate sustainability into existing management and business planning systems
- Assessed and documented current sustainability performance
- Established baseline data for resource use, including costs, against which improved performance can be measured and reported
- Development or revision of KPIs/internal benchmarks for resource efficiency and other areas of environmental performance. This includes putting in place management systems to measure and monitor resource use (raw materials, energy, water and waste) on an on-going basis.
- Started the process of engagement with staff, suppliers and other stakeholders
- Measurable and documented reduction in resource use and other efficiencies and other innovations in processes or procedures that have (or are likely to) delivered environmental improvements.



*L to R, SML Head of Site Services Martin Forster, SML Environmental Manager, Con Kapellos, SML Head of Operations Shane Chester, The Hon. Carmel Tebbutt, Spiro Kokkenes, SML Director Neil Mathews and SML's Operations Manager Barry Baker*

### SYDNEY MARKETS LEADER MAGAZINE

October 2008, at the World Union of Wholesale Markets Congress in Copenhagen, Sydney Markets was awarded the number one Market in the World for Environmental Sustainability.

Winning this award is truly a great honour for our Market, but the hard work doesn't stop there; SML and its Environmental Team is committed to ensuring best practices and procedures apply within our Market not only now but well into the future, hence the decision to now distribute the Sydney Markets Leader Magazine electronically as the printed version is no longer being published and distributed manually.

This is just one of many initiatives that can achieve so much, especially when you take into account the facts below:

- One ton of paper (200,000 A4 sheets) uses 24 trees; 2 barrels of oil, 28,000 litres of water enough energy to power the average home for 5 months.
- Making paper uses more water per ton than any other product in the world and produces 2,278 lb of solid waste. In most

## CEO'S PERSPECTIVE *continued*

western countries, paper accounts for up to 40 percent of all municipal solid waste.

- One fifth of all wood harvested in the world ends up in paper.
- Pulp and paper is the 5th largest industrial consumer of energy in the world, using as much power to produce a ton of product as the iron and steel industry.

Source: *The Worldwatch Institute*

I trust you will enjoy receiving our quarterly Leader updates via email knowing that you will be contributing to SML's commitment in reducing our carbon footprint.

This edition and other back issues of the Leader can also be found on the SML website [www.sydneymarkets.com.au](http://www.sydneymarkets.com.au)

### Horticulture Code Committee Update

The Horticulture Code Committee held its third meeting in May, 2009 to resolve the Committee's views on the possible implications for the horticulture industry of the recommendations made by the Australian Competition and Consumer Commission to amend the Horticulture Code of Conduct.

The Committee's final discussions focussed on analysing the implications identified by industry and it was noted industry views received during the Committee's consultation period varied widely across the majority of recommendations.

The Committee is now in the process of finalising its report to the Minister.

**Bradley Latham**  
Chief Executive Officer

## OPERATIONS UPDATE

### SOUTHWEST ENTRY/EXIT – GATE 3

This new Southwest Entry/Exit, will be used for Semi's and B-Doubles that use the unloading area.

It will give these large vehicles easy access to the site.

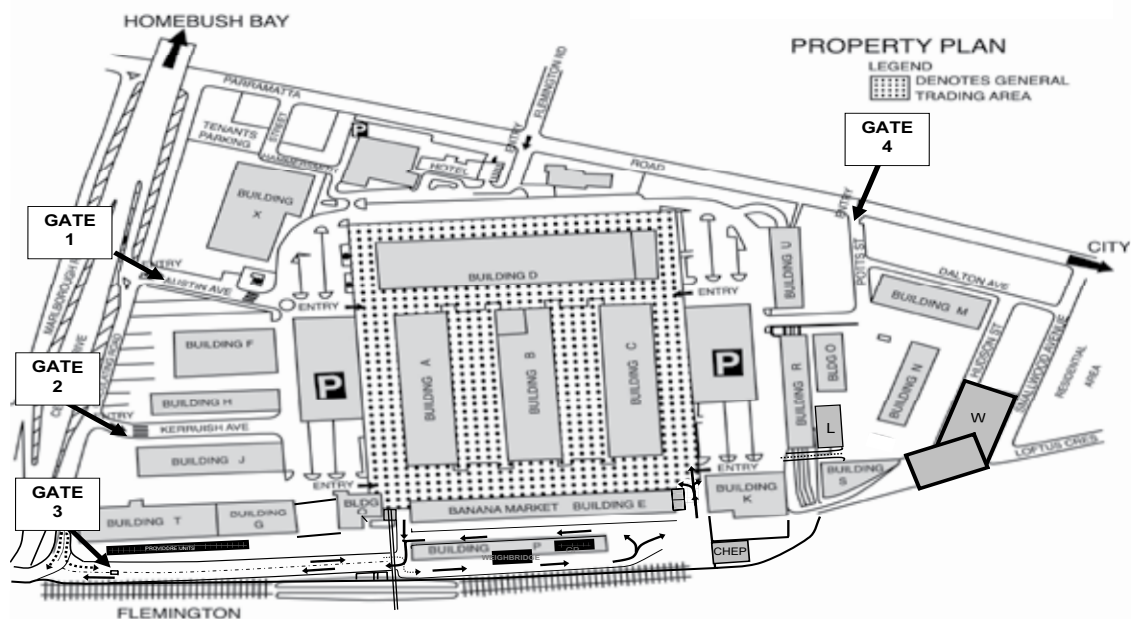
### PLEASE NOTE

Tenants who operate Semi's or B-Doubles within Sydney Markets may still enter and exit the site from whichever entry or exit point is convenient for them.

- Gate 1 Austin Avenue
- Gate 2 Kerruish Avenue
- Gate 3 Southwest Entry
- Gate 4 Potts Street

For further information, please contact:

Danny Michael – (02) 9325 6232 or 0417 325 232





## SITE SERVICES UPDATE

### Annual Fire Certification

To comply with current Fire Safety regulations, Fire Exit Wicket Doors are not to be padlocked to allow for escape in case of a fire.

The only hardware acceptable is a single handed action device without the need for a key. Padlocks will be removed and replaced with approved hardware at tenants cost.

### Air Conditioning

The air conditioning system in Westpac will be replaced by Carrier including the upgrade of valves and controls. The existing units will be replaced with one system providing modern technology to control the temperature and air distribution. Completion expected in July 09.

### Electricity Contract

Following the tender process, Country Energy has been awarded the contract for a 3 year period, commencing 1<sup>st</sup> January, 2010.

### Roadways

Works currently being undertaken:

- Concrete pavement joint sealing
- Repairs to the epoxy floor surface of Building D fish section
- Line-marking
- Pot hole repairs
- Cleaning of electrical & communication pits
- Installation of pedestrian safe pit lids in ABC Buyers Walkway
- Filling of rail tracks
- Relocation of Pallet Compound

### Petrol Tank

To comply with the Underground Petrol Storage Regulations the petrol tank located at Building G has been decommissioned.

### Energy Saving

1. Variable Speed Drives will be installed by Carrier to the Plaza cooling tower fan and condenser water pumps.
2. V & Y car park high bay light replacement is now complete.
3. Cleaning and re-lamp of Building D and Flower Market High Bay Lights is programmed to be completed by July 09.

### Saving Water

With the implementation of smart metering, Sydney Markets have been actively involved with Water Conservation Group in the detection of water leaks. To date there has been several leaks identified and repaired.

If you notice or suspect any unusual water seepage please contact Marilyn 9325 6225 or Firoz 0418 401 881.

### Communications

Tenants who require a new telephone line, please consider connecting through Sydney Markets PABX as the benefits are:

- Line Access fee of \$20 per line/month
- Free internal calls between 9325 xxxx
- AAPT offer competitive call rates
- Network Support 24/7

For all enquires please contact Marilyn Loch, Site Services Administrator on 9325 6225.

### BUILDING WORKS – Approved Contractors

All building work, alterations and additions to any premises on site must be approved by Sydney Markets Limited by submitting a Sydney Markets "Building Application".

Each of the following contractors meets Sydney Markets approval requirements in relation to Public Liability Insurance, Workers Compensation, Trade License, Hot Work Permit and Occupational Health and Safety:

| Trade                            | Contractor                               | Contact      |
|----------------------------------|--|--------------|
| Electrical                       | Fredon Industries                        | 9325 6002    |
| Roller Doors & General Metalwork | J C Roller Doors Pty Ltd (Julio Caceras) | 0418 229 664 |
| Plumbing & Roofing               | S N King (Rodney Gibbons)                | 0417 488 948 |

Unapproved contractors working on site will be instructed to cease work until they have provided Sydney Markets all information required for approval and have undergone a site induction.

Tenants will be held responsible for works carried out by their contractors, including the making good and consequential effects.

If you intend to undertake building work, please contact SML's Site Services Department on 9325 6217 who can assist you in the preparation and completion of your application.

## SPECIAL PROJECTS UPDATE

It's twelve months since the implementation of the SML Strategic Plan, upon which the SML Board and Senior Management met to review the current strategic imperatives and review their relevance and validity in the current economic sector.

From this review it was decided to focus primarily on core business projects those being:

Completion of the Paddy's Haymarket lease and implementation of an additional trading day

- Grow the Paddy's brand
- Explore seafood trading options
- Explore warehouse development opportunities

## SYDNEY MARKETS PROPERTY UPDATE

The following Plaza premises are available for lease:

**Shops 9 - 11 – 247.00m<sup>2</sup>**

Good position with Market frontage and situated between Pedro's Pies and Toms Cafe.

**Suite B27a – 34.50m<sup>2</sup>**

This office is situated along the external mezzanine level between the NSW Chamber of Fruit & Vegetables and the Sydney Markets Conference Centre.

**Suite C13 – 24.40m<sup>2</sup>**

This is a bright northerly facing portioned office with near new air conditioning.

All shops have security locks and parking available for employees.

Interested parties can arrange a viewing by contacting the Property Manager, Anthony Bloomfield on 9325 6240.

**REMINDER**

**Notification by Tenants of Shareholding Change**

Tenants are reminded to advise SML of any shareholding changes to their businesses. Non-disclosed changes in shareholdings will result in document handling charges of \$730.00 + GST along with the applicable consideration fee.



**NO SMOKING**

All Office Suite tenants are reminded that these areas 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 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 Marketing Assistant on 9325 6295 or Property Officer on 9325 6204.

## ENVIRONMENTAL UPDATE

**Sydney Markets New Green Image**

SML's Environmental Team has gone "Green" with the introduction of new uniforms. The team is now easily identifiable, especially when assisting tenants who require information regarding our Green Point facility or our environmental practices and procedures.

These new uniforms enhance our company image with customers, employees and external stakeholders and promote our 2008 award where SML was awarded the number of market in the world for environmental sustainability practices at the World Union of Wholesale Markets in Copenhagen.

If you witness anyone disposing waste other than using the Green Point Depot, please do not hesitate to call our hotline on 0414 829 770.

For information regarding environmental matters, please contact Con Kapellos, SML Environmental Manager (02) 9325 6173 or 0417 325 173.

**Remember Deliver it, don't dump it!**



L to R, Spiro Kokkenes, Troy Tuckey, Neil Upton, Con Kapellos, Michael Kadry and Theo



## Dora packs them in at Paddy's Flemington

Thousands of shoppers turned up at Flemington for, the much anticipated, Kids Karnival @ Paddy's .

With Kyle and Maude from Nickelodeon, hosting it was an action packed day commencing with Roary the Racing Car Show, followed by G Diego Go Show (Dora the Explorer's cousin). The show stopper was Dora the Explorer Sing Along Adventures who was by far the most popular.

As the day progressed the older audience became more involved with stories from Bikini Bottom Show and of course interactive games on stage and the much awaited Slime Time Live Show where one lucky child – was slimed by Kyle and Maude.

Shoppers turned out with their cameras for Meet and Greet sessions with all characters – and yes we will be holding the event again next year!!!!



## Sydney Markets and Sydney Banana Wholesalers Join Forces

The Eight Australian Banana Industry Congress held at Jupiters on the Gold Coast was a huge success and a wonderful opportunity for SML and the Sydney Banana Wholesalers to work together on this sponsorship opportunity at this most recognized event.

Many positive comments were received on the presentation booth and the Sydney Banana Wholesalers provided a chocolate fountain at the Welcome Reception which proved to be a huge hit amongst all conference attendees who took delight in enjoying chocolate coated bananas.





## Toyota Team



### Michael Tsougranis, Sales

Michael grew up in the St George area of Sydney and has been involved in sales for most his working life.

“Working for Toyota is an absolute pleasure. It’s fantastic to be with such great people and a wonderful range of

products.” says Michael.

Having met a few people involved in Sydney Markets, Michael appreciates the commitment and long hours demanded of the Markets.

Challenges are not new to Michael, he played professional rugby league in the local French domestic competition some years back and knows the rough and tumble of life first hand.

Michael is around the Markets each day and is only too willing to help you with anything to do with forklifts.

Give him a call anytime on 0447 442 213 or 8706 6200, or email: [mtsougranis@tmhns.com.au](mailto:mtsougranis@tmhns.com.au).



### Harry Beckhaus, Service

Harry brings 37 years of forklift experience to Toyota and Sydney Markets, all of which have been based in the industry’s service and customer support activities.

A qualified fitter and tuner and motor mechanic, Harry has continued to stay abreast of technology and business development through a career commitment to personal improvement. This has enabled Harry to run countless forklift workshops including Toyota’s Sydney workshop and manage Toyota’s 65 Field Service vans.

Harry’s other passions are his family and his love of league especially the mighty Eels.

Known for his industry knowledge and straight talking approach you contact Harry for any service related matters on 0413 967 656 or 8706 6200 or email [hbeckhaus@tmhns.com.au](mailto:hbeckhaus@tmhns.com.au).

**20th**

**Sydney Markets Race Day**

**18th July 2009**

**Rosehill Gardens Grand Pavilion**

For all enquiries call Lui Cicco 0418 977 521

*(The banner also features a photograph of several jockeys racing horses on a track.)*



# Greengrocer of the Month Awards

## JANUARY - Best Fresh Farm Market, Caringbah

This Sutherland Shire greengrocer continues to win recognition from their customers and Sydney Markets for their consistently high-quality produce, friendly engaging customer service, smart looking store and their concerted effort to educate their shoppers on seasonal produce and ways to prepare it.

Since taking out the Greengrocer of the Year title in 2007, Best Fresh Farm Market Caringbah achieved a top ten position in the 2008 Greengrocer of the Year awards.

Operated by a partnership that includes Frank Mirabito and the Zappia brothers, Steve, Ben and Victor, this store is always a hive of activity with shelves being stocked and tidied up.

Discerning shoppers will appreciate the quality and range, and for the gourmet shopper the deli and grocery lines are a bonus.

Best Fresh Farm Market is located outside the Caringbah Village Shopping Centre adjacent to the car park, so it's easy to fill up a trolley and if need staff will offer car service.

**Best Fresh Farm Market, Caringbah**  
54 President Ave, Caringbah. Tel 9540 489.



Victor Zappia and Frank Mirabito receive their award from SML, CEO Bradley Latham and MIC representative Greg McConnell

## FEBRUARY - JESMOND FRUIT BARN

What started out as a modest fruit and vegetable store operated by Mick Pasquale in 1988, has grown into a successful and ultra smart looking greengrocer thriving HACCP accredited providore business that supplies hospitals, childcare centre's, nursing homes, restaurants and cafes.

In June 2008 Jesmond Fruit Barn underwent a significant makeover. The walls are now a gloss red, the lighting is bright, flooring shiny, shelving is smart and the professional looking price tickets are set high, allowing a clear view around the store.

Staff uniforms have been updated and the new store logo is boldly displayed on signage, ticketing, shopper dockets and uniforms. Jesmond Fruit Barn stocks a diverse range of quality produce, all of which is displayed in a traditional method creating a feel of order and interesting colour blocking. The new shelving allows the Jesmond team to stock the shelves with a minimal amount of produce whilst still ensuring the shelves look full. "The advantage of this system means that stock stays fresher and we top up more regularly" said Carlo Pasquale.

Mick Pasquale travels to Sydney several times a week to undertake the buying and leaves his son Carlo and son-in-laws Domenic Iacono and Denis Jelenic to manage the store. The team are trained in traditional methods of store display and obviously take great pride in their work.

**Jesmond Fruit Barn,**  
23 Blue Gum Road, JESMOND – Tel: 02 4951 6783



Denis Jelenic, Domenic Iacono and Carlo Pasquale of Jesmond Fruit Barn

## March - Royal Randwick Fruit Market Up and Racing

Royal Randwick Fruit Market, located on Belmore Road in the Royal Randwick Shopping Centre is a large and welcoming greengrocer. The frontage has multiple entries and the floor plan delivers wide, easy to manoeuvre about aisles. The displays of quality produce are neat and tidy and there are loads of interesting produce items to fill your basket including cavolo nero, Ecco bananas, celeriac, Jerusalem artichokes, Bethanga pineapples, quinces and fresh horseradish, together with the traditional and long standing seasonal favourites.

In 2007 Royal Randwick Fruit Market had a comprehensive store makeover and two years later this store is still spick and span and professionally run. From signage to uniforms Royal Randwick presents a strong brand and is an inviting place to gather fresh product and gourmet groceries.

Customer service is warm and efficient and it's obvious that staff take pride in their work as they scurry about restocking shelves, trimming vegetables, sweeping the floors and attending to customer requests. The day to day management of this busy store is carried out by Houngh Dang who is well known to his customers, having worked at this store for 15 years.

Owner Claudio Guerrero, who has over 30 years of fresh produce experience, has owned Royal Randwick Fruit Market for the last 19 years; he is also a partner in three other successful greengrocers Norton Street Grocer, Leichhardt and Bondi Junction and Metro Grocer in Marrickville and we hear Claudio is opening another store just north of the Harbour around June.

**Royal Randwick Fruit Market,**  
Royal Randwick Shopping Centre,  
73 Belmore Rd, Randwick, Tel 9399 8296



Claudio Guerrero with Brad Latham, SML, CEO, Gerry Daras, SML Head of Special Projects and Chris Watt representing the MIC



## BOB FICKLE AND HIS TEAM SAY THANK YOU

### BOB FICKLE AND HIS TEAM WITH THE GENEROUS SUPPORT OF AGENTS, GROWERS AND LUI CICCÒ RAISED \$5,300 FOR THE CANCER COUNCIL

This is the sixth year that Bob Fickle of Pony Express and his team took part in the 'Relay for Life' to raise funds for the Cancer Council.

Hundreds of teams participated in this weekend event and Bob's team 'Bob's Fruit Box' came third by running just over 166kms.

Sydney Markets donated fruit for this enormous event and our Fresh For Kids characters also had a great day out handing out promotional material.

Well done Bob and your team who do so much each year for the Cancer Council.



## He's Simply the Best....Better than all the rest

### MARK VINCENT WINS AUSTRALIA'S GOT TALENT AND SAYS THANK YOU TO SYDNEY MARKETS

Mark Vincent's dream came true when he won Ch 7's Australia's Got Talent.

Mark was sincerely overwhelmed by the level of support from all within the Markets and believes if it wasn't for the Market people he wouldn't be where he is today.

Although Mark's grandfather, the late Bruno Riccio is not with him, Mark says he's been watching every step of his career, and would be so proud of this extraordinary achievement.

Winning this show is just the start for Mark's career. He now has a contract with Sony Australia and is working on producing his first album. What an achievement for such a young man who is not only a great talent but a genuinely nice person.

From a Markets perspective, we have always been aware of Mark's great talent and have been so thrilled to have him perform at so many of our Market functions.



From all of us within Sydney Markets, congratulations Mark on your achievements and we wish you all the best that life can give you throughout your truly promising career.

## Market Personality - Joe Sorbara - Global Fruit Supply

- How long have you worked in the fruit and veg business ....**25 years**
- I learnt the trade from ....**my father in-law, and I grew up in a fruit shop**
- I have owned this business for ....**22 years**
- My first job was ....**a metallurgy (study of metals)**
- If I could have any job in the world I would be a ....**a professional golfer**
- What advice would you give someone starting up in the business ....**start slow and learn to walk before you run**
- My parents taught me ....**to have good values in life**
- My worst trait ....**I don't talk enough**
- I can't live without ....**my wife**
- Favourite movie ....**Song Sung Blue by Neil Diamond**
- Favourite food ....**T-Bone steak**
- My favourite TV show ....**Top Gear**
- My favourite book..... **Lord of the Rings**

- My dream holiday ....**My wife and I would love to go to Egypt**
- Do you have any pets .....**'Star' my mini fox terrier**
- My favourite car .... **SS Holden Commodore**
- The best decision I ever made ....**To start Global Fruit Supply**
- Something that most people don't know about me .... **I love gardening**
- I'm passionate about ....**enjoying my free time**
- Favourite sport....**Golf**
- I support.....**St George**
- If you were stranded on an Island who would you most want to be with....**Tiger Woods**



# Fees and Charges 2009-2010

## This schedule of fees and charges will apply from 1 July 2009

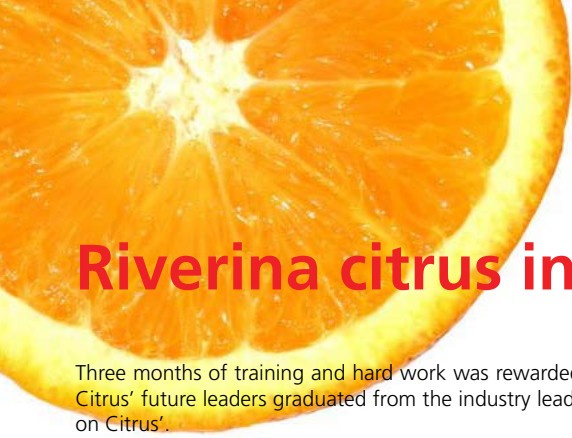
- ⓘ This year the Rents, Dues & Fees and other charges have been increased by March Qtr CPI of 2.4%.
- ⓘ Consideration fees will continue to remain at 2.5%. GST is applicable and payable on consideration fees.
- ⓘ GST will be added to all fees and charges as required by the GST legislation. SML will 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.

| <b>AGENTS – BUILDING A, B &amp; C</b>                           |                         | <b>Regular fees - per month</b> |            |              |                                 |            |              |
|---|-------------------------|---------------------------------|------------|--------------|---------------------------------|------------|--------------|
|   |                         | <b>Fee</b>                      | <b>GST</b> | <b>Total</b> |                                 |            |              |
| Full module   | including dockways fee  | 2,718.00                        | 271.80     | 2,989.80     |                                 |            |              |
| One and half modules  | including dockways fee  | 4,077.00                        | 407.70     | 4,484.70     |                                 |            |              |
| Two adjoining half modules                                      | including dockways fee  | 3,304.00                        | 330.40     | 3,634.40     |                                 |            |              |
| Half module   | including dockways fee  | 1,688.00                        | 168.80     | 1,856.80     |                                 |            |              |
| Third module  | including dockways fee  | 966.00                          | 96.60      | 1,062.60     |                                 |            |              |
| Quarter module  | including dockways fee  | 648.00                          | 64.80      | 712.80       |                                 |            |              |
| <b>AGENTS – BUILDING E</b>                                      |                         | <b>Regular fees - per month</b> |            |              |                                 |            |              |
|   |                         | <b>Fee</b>                      | <b>GST</b> | <b>Total</b> |                                 |            |              |
| Full module   | including dockways fee  | 4,264.00                        | 426.40     | 4,690.40     |                                 |            |              |
| Brine System Access fee   | Per module              | 1,014.06                        | 101.41     | 1,115.47     |                                 |            |              |
| <b>FORKLIFT ENCLOSURES</b>                                      |                         | <b>Regular fees - per month</b> |            |              |                                 |            |              |
|   |                         | <b>Fee</b>                      | <b>GST</b> | <b>Total</b> |                                 |            |              |
| One forklift enclosure (Old)                                    | 59-100 & 119-157        | 149.00                          | 14.90      | 163.90       |                                 |            |              |
| One forklift enclosure (New)                                    | 1-58 & 101-118          | 201.00                          | 20.10      | 221.10       |                                 |            |              |
| <b>SYDNEY GROWERS MARKET – BUILDING D</b>                       |                         | <b>Regular fees - per month</b> |            |              | <b>Regular fees - per month</b> |            |              |
|   |                         | <b>Fee</b>                      | <b>GST</b> | <b>Total</b> | <b>Fee</b>                      | <b>GST</b> | <b>Total</b> |
| Monday to Friday  | Grower/Seller           | 303.00                          | 30.30      | 333.30       | 48.00                           | 4.80       | 52.80        |
|   | Grower/Trader           | 474.00                          | 47.40      | 521.40       | 48.00                           | 4.80       | 52.80        |
| Monday - Wednesday - Friday                                     | Grower/Seller           | 184.00                          | 18.40      | 202.40       |                                 |            |              |
|   | Grower/Trader           | 291.00                          | 29.10      | 320.10       |                                 |            |              |
| Tuesday & Thursday  | Grower/Seller           | 128.00                          | 12.80      | 140.80       |                                 |            |              |
|   | Grower/Trader           | 195.00                          | 19.50      | 214.50       |                                 |            |              |
| Growers Storage Space   |                         | 239.00                          | 23.90      | 262.90       | N/A                             | N/A        | N/A          |
| <b>SYDNEY FLOWER MARKET – BUILDING F</b>                        |                         | <b>Regular fees - per month</b> |            |              | <b>Casual fees - per day</b>    |            |              |
|   |                         | <b>Fee</b>                      | <b>GST</b> | <b>Total</b> | <b>Fee</b>                      | <b>GST</b> | <b>Total</b> |
| Monday to Saturday  |                         | 490.00                          | 49.00      | 539.00       | N/A                             | N/A        | N/A          |
| Monday – Wednesday – Friday                                     |                         | 286.00                          | 28.60      | 314.60       | 66.00                           | 6.60       | 72.60        |
| Tuesday – Thursday – Saturday                                   |                         | 204.00                          | 20.40      | 224.40       | 48.00                           | 4.80       | 52.80        |
| <i>Note: There is no advertising levy included in the fees.</i> |                         |                                 |            |              |                                 |            |              |
| <b>SYDNEY PADDY'S MARKETS</b>                                   |                         | <b>Regular fees - per month</b> |            |              | <b>Casual fees - per day</b>    |            |              |
|   |                         | <b>Fee</b>                      | <b>GST</b> | <b>Total</b> | <b>Fee</b>                      | <b>GST</b> | <b>Total</b> |
| Paddy's – Friday Flemington                                     | Seafood Traders         | 367.50                          | 36.75      | 404.25       | N/A                             | N/A        | N/A          |
|   | Fruit Traders – Inside  | 198.50                          | 19.85      | 218.35       | 60.00                           | 6.00       | 66.00        |
|   | Fruit Traders – Outside | 155.50                          | 15.55      | 171.05       | 60.00                           | 6.00       | 66.00        |
|   | General Goods Traders   | 120.00                          | 12.00      | 132.00       | 58.00                           | 5.80       | 63.80        |
| Paddy's – Sunday Flemington                                     | Inside                  | 213.50                          | 21.35      | 234.85       | 90.00                           | 9.00       | 99.00        |
|   | Outside                 | 205.50                          | 20.55      | 226.05       | 90.00                           | 9.00       | 99.00        |
| Paddy's – Wednesday Haymarket                                   | Seafood & Deli Traders  | 150.00                          | 15.00      | 165.00       | 58.00                           | 5.80       | 63.80        |
|   | Fruit & Veg Traders     | 130.00                          | 13.00      | 143.00       | 58.00                           | 5.80       | 63.80        |
|   | General Goods Traders   | 130.00                          | 13.00      | 143.00       | 58.00                           | 5.80       | 63.80        |
| Paddy's – Thursday Haymarket                                    | Seafood & Deli Traders  | 239.59                          | 23.96      | 263.55       | 80.00                           | 8.00       | 88.00        |
|   | Fruit & Veg Traders     | 212.59                          | 21.26      | 233.85       | 80.00                           | 8.00       | 88.00        |
|   | General Goods Traders   | 212.59                          | 21.26      | 233.85       | 80.00                           | 8.00       | 88.00        |
| Paddy's – Friday Haymarket                                      | Seafood & Deli Traders  | 197.59                          | 19.76      | 217.35       | 80.00                           | 8.00       | 88.00        |
|   | Fruit & Veg Traders     | 170.59                          | 17.06      | 187.65       | 80.00                           | 8.00       | 88.00        |
|   | General Goods Traders   | 170.59                          | 17.06      | 187.65       | 80.00                           | 8.00       | 88.00        |



# Fees and Charges 2009-2010

| SYDNEY PADDY'S MARKETS  |                           | Regular fees - per month |          |           | Casual fees - per day |       |        |
|---|---------------------------|--------------------------|----------|-----------|-----------------------|-------|--------|
|   |                           | Fee                      | GST      | Total     | Fee                   | GST   | Total  |
| Paddy's – Sat/Sun Haymarket                                     | Seafood & Deli            | 316.59                   | 31.66    | 348.25    | N/A                   | N/A   | N/A    |
|   | Fruit & Vegetables        | 322.59                   | 32.26    | 354.85    | 113.09                | 11.31 | 124.40 |
|   | Food Van                  | 291.59                   | 29.16    | 320.75    | N/A                   | N/A   | N/A    |
|   | General Goods Traders     | 279.59                   | 27.96    | 307.55    | 107.00                | 10.70 | 117.70 |
| Paddy's – Public Holidays Haymarket                             | Regular Trader            | N/A                      | N/A      | N/A       | 52.00                 | 5.20  | 57.20  |
|   | Casual Trader             | N/A                      | N/A      | N/A       | 96.00                 | 9.60  | 105.60 |
| Paddy's Fresh Food Market                                       | Seafood traders           | 424.00                   | 42.40    | 466.40    | N/A                   | N/A   | N/A    |
|   | Fruit & Veg – Inside      | 206.00                   | 20.60    | 226.60    | 88.00                 | 8.80  | 96.80  |
|   | Fruit & Veg – Inside - Gr | 382.00                   | 38.20    | 420.20    | N/A                   | N/A   | N/A    |
|   | Fruit & Veg – Outside     | 282.00                   | 28.20    | 310.20    | N/A                   | N/A   | N/A    |
|   | General Goods Traders     | 203.00                   | 20.30    | 223.30    | 88.00                 | 8.80  | 96.80  |
| Paddy's Swap & Sell Market                                      | Regular                   | 196.00                   | 19.60    | 215.60    | 82.00                 | 8.20  | 90.20  |
| Refuse Removal  | Organic – Over 1 Pallet   | 93.00                    | 9.30     | 102.30    | N/A                   | N/A   | N/A    |
|   | Mix – Over ½ pallet       | 155.00                   | 15.50    | 170.50    | N/A                   | N/A   | N/A    |
| VEHICLE ENTRY FEES  |                           | Regular fees             |          |           | Casual fees - per day |       |        |
|   |                           | Fee                      | GST      | Total     | Fee                   | GST   | Total  |
| Premium Reserved  | Quarterly                 | 305.00                   | 30.50    | 335.50    |                       |       |        |
|   | Yearly                    | 1,192.00                 | 119.20   | 1,311.20  |                       |       |        |
| Secured – Bldg "R"  | Quarterly                 | 405.00                   | 40.50    | 445.50    |                       |       |        |
| Standard Unreserved   | Quarterly                 | 201.82                   | 20.18    | 222.00    |                       |       |        |
| Truck covered   | Quarterly                 | 1,486.00                 | 148.60   | 1,634.60  |                       |       |        |
| Semi-Trailer covered  | Quarterly                 | 2,232.00                 | 223.20   | 2,455.20  |                       |       |        |
| Open Semi positions (K & Q)                                     | Quarterly                 | 946.00                   | 94.60    | 1,040.60  |                       |       |        |
| Open Truck positions (K & Q)                                    | Quarterly                 | 608.00                   | 60.80    | 668.80    |                       |       |        |
| Grower Truck/Market entry pass                                  | Yearly                    | 60.91                    | 6.09     | 67.00     |                       |       |        |
| Daily Visitor Pass  |                           |                          |          |           | 7.27                  | 0.73  | 8.00   |
| OTHER FEES  |                           | Regular fees             |          |           |                       |       |        |
|   |                           | Fee                      | GST      | Total     |                       |       |        |
| GTA pass  | Per pass                  | 40.00                    | 4.00     | 44.00     |                       |       |        |
| Sydney Flower Market Pass                                       | Per pass                  | 40.00                    | 4.00     | 44.00     |                       |       |        |
| Casual Card application fee                                     |                           | 46.00                    | 4.60     | 50.60     |                       |       |        |
| 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                 | 409.00                   | 40.90    | 449.90    |                       |       |        |
| Document Handling Fees  | Per Transaction           | 128.00                   | 12.80    | 140.80    |                       |       |        |
| Replacement Share Certificate Fee                               | Per Certificate           | 24.00                    | 2.40     | 26.40     |                       |       |        |
| Portage charge  | 0 – 10 forklifts          | 943.00                   | 94.30    | 1,037.30  |                       |       |        |
|   | 11 – 20 forklifts         | 2,829.00                 | 282.90   | 3,111.90  |                       |       |        |
|   | Over 21 forklifts         | 5,653.00                 | 565.30   | 6,218.30  |                       |       |        |
| Christmas Trees   | Per day selling season    | 317.00                   | 31.70    | 348.70    |                       |       |        |
| Wine Grapes – Saturday (full-day)                               | Per position per period   | 4,209.00                 | 420.90   | 4,629.90  |                       |       |        |
| Wine Grapes – Friday (half-day)                                 | Per position per period   | 2,104.00                 | 210.40   | 2,314.40  |                       |       |        |
| Refuse removal  | Per 3 metre bin           | 81.00                    | 8.10     | 89.10     |                       |       |        |
| Sulo Bin - replacement  |                           | 79.00                    | 7.90     | 86.90     |                       |       |        |
| Liquid waste removal  | Per quarter               | 101.00                   | 10.10    | 111.10    |                       |       |        |
| Liquid waste removal  | Per litre                 | 0.15                     | 0.02     | 0.17      |                       |       |        |
| Pallets of Organic Waste Not suitable for Transport             | Per Tonne                 | 103.00                   | 10.30    | 113.30    |                       |       |        |
| Pallets of Organic waste Sorted, Packed and Ready for Transport | Per Pallet                | 41.00                    | 4.10     | 45.10     |                       |       |        |
| Warehouse Sub-let Fee – Annual                                  | 0000 – 0250 Sq Mtrs       | 2,128.00                 | 212.80   | 2,340.80  |                       |       |        |
|   | 0251 – 0500 Sq Mtrs       | 4,256.00                 | 425.60   | 4,681.60  |                       |       |        |
|   | 0501 – 1000 Sq Mtrs       | 5,661.00                 | 566.10   | 6,227.10  |                       |       |        |
|   | 1001 – 2000 Sq Mtrs       | 7,077.00                 | 707.70   | 7,784.70  |                       |       |        |
|   | 2001 – 5000 Sq Mtrs       | 11,321.00                | 1,132.10 | 12,453.10 |                       |       |        |
| Annual Admin Fees for Additional Approved Sublet – per space    |                           | 500.00                   | 50.00    | 550.00    |                       |       |        |



# Riverina citrus industry in good hands

Three months of training and hard work was rewarded as seven of Riverina Citrus' future leaders graduated from the industry leadership course 'Impact on Citrus'.

As part of the graduation each of the seven participants were presented the outcomes of the industry project they designed and implemented throughout the course. The presentations that were given by the participants are outlined below.

| Participant                                   | Project   |
|---|---|
| Vito Mancini                                  | Develop an initial marketing plan for Blood Oranges and Blood Orange derivatives.   |
| Darren Gibbs<br>Citrus Liaison Officer        | Identify and promote the benefits of drip irrigation maintenance to farmers.  |
| Johanna Brighenti<br>Citrus Packhouse Manager | Prepare a business plan for Sumar Produce and document the process involved as a resources for other growers.   |
| Melanie Garbutt<br>Industry Liaison Officer   | Plan and deliver a study tour to New Zealand for the young people in the industry.  |
| Andrew Creek<br>District Horticulturalist     | Develop a strategy to best manage the citrus gall wasp incursion that is presently in Griffith city before the wasps establish in local orchards.                   |
| David Dissegna                                | Identify and understand the barriers that stop young people from entering the Riverina Citrus industry.   |
| Bart Brighenti<br>Farm Manager/Director       | Undertake research to identify what growers are doing to survive when they supply at less than the cost of production and examine the implications of the industry. |

The presentation and graduation took place on Thursday 23 April 2009 at 2.00pm at Horticulture Australia Ltd in Sydney.

The 'Impact on Citrus' leadership course is sponsored by Riverina Citrus and Horticulture Australia Ltd as part of the Developing Future Citrus Leadership of the Riverina project.

For more information please contact the Riverina Citrus office on (02) 6962 4333.



## MEDIA RELEASE

16 April 2009

### USA exporter gives Riverina citrus the thumbs up!

The Riverina Citrus industry and its fruit received a perfect report card for the 2008 season from *DNE World Sales*, the single importer of Australia's citrus into the USA.

A review of 2008 exports to the USA highlighted that citrus from the Riverina received a zero repack – a first for any region in Australia. This indicates consistent and superb fruit quality and excellent quality control procedures by the regions packing houses.

Representatives from DNE World Sales presented the outstanding outcomes of the USA export review for the 2008 season to the Riverina citrus industry at a meeting in January.

This outstanding result is just reward for the significant investment the Riverina industry has made in implementing a high level of quality management into all parts of the production and supply chain. The Riverina citrus industry has struggled in the past to overcome the perception of some members of the supply chain that Riverina fruit is inferior in quality to other regions.

The timing of this news could not be better for wholesalers and retailers with a world focus on food security and Australian consumers still demanding high quality fruit produced in an environmentally sustainable way.

Peter Morrish, EO for Riverina Citrus said the 2008 report card from DNE is an excellent result for the Riverina citrus industry."

"A result like this has never been achieved by other citrus producing areas of Australia and highlights that all sectors of the Riverina citrus industry are working together to supply consistent, high quality fruit for all our markets."

"Wholesalers and retailers can be assured of providing the highest quality citrus fruit to their customers if they source their produce from the Riverina," he said. "We have set the standard very high and are committed to achieving a similar result in the 2009 season and provide world class fruit into both our domestic and export markets."

Further information on the quality management initiatives of the Riverina citrus industry is available by calling the office in Griffith on (02) 6962 4333.

Contact: A&A Communications, 0429 091 296 or 0437 377 423

Images and interviews available on request.



## PASSING OF ANDREA CARRANO

Everyone at Sydney Markets was sad to hear that Andrea Carrano passed away unexpectedly in his sleep.

When you think of Scala Bros, Andrea would be the first person that would come into your mind, as Andrea has been the boss of Scala's since 1955.

Andrea, has been such a part of Sydney Markets, a good man who will be missed by so many within the Market.





# SYDNEY MARKETS MARKETING PROGRAMS



## Florist of the Year Program

The Florist of the Year Program is recognised within the industry to be a useful resource to participating florists, providing them with invaluable information on areas of their business which may require further improvement or even highlight areas which are doing exceptionally well.

The Flower Program consists of 3 mystery shopping evaluations with the top 30 florists qualifying as preliminary finalists. From the top 30, 9 of the finalists are awarded the Florist of the Month Award and 21 finalists are awarded the Award of Excellence.

Florists are evaluated on appearance, quality of flowers, product knowledge, customer service and their use of merchandising and branding skills and are judged from a customer perspective by anonymous shoppers.

This year, the Florist of the Year Program has attracted a further 38 florists from across NSW and ACT, with 230 florists participating in the program.

A&L Florist Sundries are the sponsor of the 2009 Florist of the Year Program.

## Greengrocer Awards Program

Launched in 2001, Sydney Markets Limited's Greengrocer of the Month/Year awards program is used to acknowledge, encourage and reward excellence in fresh produce retailing.

Independent greengrocers from NSW and ACT who purchase their produce from Sydney Markets are eligible to participate in this highly successful and resourceful program.

### How does it work?

Throughout the year participating greengrocers are visited regularly by professional anonymous shoppers who critique each store from a customer's perspective to judge:

- Produce range and quality
- Store cleanliness
- Customer service

- In store display
- Staff product knowledge
- Merchandising and brand skills

Information obtained by anonymous shoppers, together with additional industry criteria is used by Sydney Markets to determine the recipients of the Greengrocer of the Month awards, Distinction in Retailing awards and ultimately the Metropolitan and Regional Greengrocer of the Year award.



## Fresh for Kids

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

Fresh for Kids is a free network which provides resources to aid in educating kids & parents about the benefits of eating fresh fruit & vegetables. The Fresh for Kids website is loaded with tasty recipes, nutritional information plus fun games for kids!

The Sydney Markets Fresh for Kids program aims to help school-aged children achieve a healthy lifestyle by encouraging them to eat plenty of fresh fruit and vegetables and by participating in physical activity.

The Fresh for Kids program comprises of numerous components that work both together and independently to promote the consumption of fresh fruit and vegetables and an active lifestyle amongst school aged children. These include:

- [www.freshforkids.com.au](http://www.freshforkids.com.au)
- Canteen Campaign
- The F&V Gang
- Canteen Fresh newsletters
- Fresh for Kids promotional material
- The School Sport Foundation and Premier's Sporting Challenge



## Out and About with the F&V Gang

The Fresh for Kids F&V Gang have been incredibly busy as the weather begins to cool down visiting different events. The Gang love to spread the Fresh for Kids message and help encourage kids to eat healthy.

Following is a snapshot of what the Gang have been up to...

Bazza Banana and Tamara Tomato were invited to attend the 2009 Relay for Life in Sutherland. Bazza and Tamara helped hand out fresh fruit and Fresh for Kids promotional material to the spectators and attendees.

The F&V gang members watched on as Bob Fickel of Pony Express ran for an incredible 10 hours and with the help of Lui Cicco, Bob's Fruit Box Sydney Markets Flemington raised over \$6,000.

The team came in 3<sup>rd</sup> from 180 teams in just over 166kms.

**Congratulations from Fresh for Kids!**

### RELAY FOR LIFE



### STATE SWIMMING CHAMPIONSHIPS



The 2009 NSW State Swimming carnival was held over two days in March 2009.

Approximately 2,000 competitors from schools throughout NSW competed at the event which was held at the Sydney Olympic Park Aquatic Centre attracting crowds of approximately 2,000.

Bazza Banana was a big hit with students at the swimming carnival. He was a feature of the Sydney Markets stand where he was helping hand out fruit as well as showing off his dance moves including the moon walk!

### PADDY'S KIDS KARNIVAL

Summa Strawberry, Captain Capsicum and Bazza Banana were extremely excited when they were invited to join Dora the Explorer and her friends at the Kid's Karnival which was held at Paddy's Markets in Flemington.

The Gang mingled with the crowd throughout the day and were a huge hit with the kids and handed out stickers, bookmarks and wristbands to the crowd.



### SALMAT YARRA BAY FUN RUN AND WALK AND INDIGENOUS YOUTH ATHLETICS COACHING CLINIC

The Salmat Yarra Bay Fun Run and Walk was a great success with 300 participants in the 6km Fun Run and Walk and a further 50 kids in the 1200m running races. Over \$5,500 was raised through entry fees for Ian Thorpe's Fountain for youth.

Oscar Orange was a special guest and had a great time helping the athletes in the race.

The fresh fruit Oscar Orange brought with him was a hit at the end of the races with all participants appreciating the healthy snacks.

The Indigenous Youth Coaching Clinic was held on 28<sup>th</sup> February at Yarra Bay was also a success with 50 Indigenous Kids enjoying nearly two hours of athletics and coaching from accredited coaches and also Olympic Finalist Kyle Vander Kuyp and 2008 National 100m Champion Otis Gowa.





It was a great introduction to athletics and was complemented with free tickets and bus transport to Homebush for the Sydney Track Classic held that night where they watched Australia's top athletes compete including Olympic Gold Medallist Steve Hooker in the Pole Vault. Once again, the healthy fruit snacks provided by Sydney Markets were welcomed by the kids.

## CANTEEN EXPO

The Marketing Department attended the annual Canteen Expo on Tuesday 3<sup>rd</sup> of March at the State Sports Centre.

The 500 strong crowd included Canteen Managers, Area Health workers and dietitians. We received a lot of positive feedback from Canteen Managers and 40 schools have pre registered for the 2009 Canteen Campaign.

Our double stand contained information on the website, Canteen Fresh, Sydney Markets seasonal guides, canteen campaign, Fresh for Kids promotional material and general Fresh for Kids information.

The Fresh for Kids stand was located at the entrance, providing visitors the opportunity to taste some canteen fresh recipes including Veggie Dippers with Hummus or Beetroot dip (as seen in Canteen Fresh term 3 2008), Fruit Kebabs (as seen in Canteen Fresh term 4 2008), Valencia Orange salad with Blueberries (as seen in Canteen Fresh term 1 2009) and Banana yoghurt cups (as seen in Canteen Fresh term 2 2009).



### 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 Sharpe on: (02) 9325 6295

### Fresh for Kids sponsorship

For all Fresh for Kids sponsorship enquiries please contact Melissa Kolc on 02 9325 6830 or email: melissa.kolc@sydneymarkets.com.au

For more information on the Fresh for Kids program please visit: [www.freshforkids.com.au](http://www.freshforkids.com.au)

## INDUSTRY SUPPORT

Fresh for Kids would like to thank the NSW Chamber of Fruit and Vegetables, Sydney Markets Credit Services, Australian Bananas and Riverina Citrus for their continuous support of the Fresh for Kids Program.



**SMCS**  
Sydney Markets  
Credit Services





## Florists Flourish in Mystery Shopping Program

The Florist of the Year program kicked off to a great start with metropolitan florists receiving recognition for their achievements within the industry.

Each month the florist with the highest results is recognised and awarded for their hard work and dedication. Florists receive a \$1,200 advertising package, 1 month free entry to Sydney Markets, direct entry into the Florist of the Year awards which is presented in November at the NSW Flower Growers Dinner Ball and a \$100 gift voucher from our proud sponsor A&L Florist Sundries.

### **Congratulations to Peppa Love, owner of St Mary's Florist, for winning the first award of the year in the Florist of the Month program.**

Peppa has been running the shop in St Mary's for only 18 months and has been in the florist industry now for 17 years.

Peppa's interest in flowers developed when she was in year 10 when her father organised her work experience in a florist shop. "I didn't have a clue what I wanted to do, so he took action. Floristry was something I hadn't even thought of so it was just an accident in a way. I ended up totally in love with the job and ended up getting a junior's position at Pearson's while still in year 10 and it all started there" she said.

This is the first time Peppa has won the Florist of the Month award, scoring very highly in areas of customer service, shop appearance, presentation and product knowledge. Peppa said "It's really great to get the feedback. You are in your shop all the time and can quite often miss some key things. Having this feedback just keeps you on your toes, always aiming to get a higher percentage next time."

**St Mary's Florist 174 Queen Street, St Marys NSW ) Phone: 9623 3721**



L to R, Peppa (owner), Tarra, Cassie, A&L Florist Sundries General Manager Vince Olivieri and Sydney Markets Marketing Programs Manager Melissa Kolc

### **Bunch It With Country Florist in Narellan takes out March Florist of the Month Award.**

Store owner Leanne Sproule was excited about her recent win as she was presented the March Florist of the Month Award. This is yet another accolade she can add to her collection of awards and trophies which are proudly presented throughout her store.

As a customer, your sense of smell, sight and touch are all heightened when you enter Bunch It With Country Florist in Narellan. You're greeted with an aroma of freshly cut flowers and an amazing assortment of vases, pots and gifts in a very cosy unique country setting.



L to R, Leanne (owner), A&L Florist Sundries General Manager Vince Olivieri, Katherine, Dianne and Angela.

Leanne, no stranger to the business, understands what it takes to differentiate their store from their competitors. "We believe in surpassing our customers' expectations. Our shop front is inviting with the look of a country shed so that even the fellas feel comfortable being in here. We have a large range of baby baskets and gift lines. Balloons, teddies and chocolates can extend every arrangement into a statement" said Leanne.

Bunch It With Country Florist in Narellan receives a \$1,200 advertising package, \$100 credit from our proud sponsor A&L Florist Sundries, 1 month free parking at Sydney Markets and will now join St Mary's Florist to be in the running to win the 'Florist of the Year' award.

**Bunch It With Country Narellan Shop 70 Narellan Town Centre 326 Camden Valley Way, Narellan NSW P) 4647 9955**





# Broadband Connection

**Sydney Markets offers Broadband Connection to all tenants. Infrastructure has been installed which allows tenants to have broadband connection as well as the capability to create their own private virtual local area networks (VLAN) between various buildings.**

Costs involved include:

1. Installation of separate Line Termination Point by Fredon Industries
2. New Netcomm 4-Port / Wireless modem @\$120 + GST (Customer to keep modem)
3. Monthly Fee of \$70 + GST comprising of \$20 Line Fee and \$50 Broadband Fee

Examples of uses of VLANs include a local area network between different buildings and remote monitoring of cameras.

If you would like to take up this opportunity or require any further information, please do not hesitate to contact SML's Systems Manager, Michael Eu on 9325 6200 or email michael.eu@sydneymarkets.com.au



## CATHERINE ROCHE WINS THE SYDNEY MARKETS OFFICE PROFESSIONAL OF THE YEAR

Office Professionals Day at Sydney Markets celebrated its 18<sup>th</sup> year with more than 60 attendees gathering for a lunchtime function at the Sydney Markets Hotel.

The afternoon proceedings were hosted by Mr Colin Gray, CEO of the NSW Chamber of Fruit and Vegetables, guests were entertained by comedian Rex Allison, and as usual the traditional lucky door prizes were a vast hit.

It was fantastic to see the following acknowledged for their hard work and assistance throughout the year:

|                                   |              |
|-----------------------------------|--------------|
| Carol Potter                      | Valley View  |
| Deborah Beneke and Karen Clifford | Fresh Fellas |
| Judith Malek                      | David Russo  |

Congratulations to Ms Catherine Roche of Sydney Markets Limited who took out the award and to the following nominees:

*The Markets Office Professional of the Year is an initiative of the NSW Chamber of Fruit and Vegetables Industries Inc, and this year's function was kindly sponsored by Lynch Flowers, The Sydney Markets Credit Service and Sydney Markets Limited*



L to R, Carol Potter from Valley View, CEO of the NSW Chamber of Fruit & Vegetables, Colin Gray, and from SML Catherine Roche.



Girls having fun



*A piece of history...*

**MARKET  
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NEWS**

No. 173  
February 1972  
Price 20c



**A MOMENT IN HISTORY – A MOMENT OF PRIDE**





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Artists' impression  
of administration  
buildings of new  
markets from  
Parramatta Road



### OH, FOR A LOTTERY TO PAY FOR A MARKET!

Finance for Sydney's new markets has been found despite the "Jeremiahs" who predicted it could not be done said Sydney Farm Produce Market Authority chairman Stan Beal, last month.

However he made a wry suggestion that perhaps the day would come when lottery revenue might be as readily available to an agricultural project as to a cultural one.

Mr. Beal was speaking at his customary New Year Party held in the Chamber's assembly hall soon after the official sod-turning ceremony at the site of the new markets.

Mr. Crawford, Minister for Agriculture, performed the historic ceremony between showers on one of Sydney's wettest January days on record.

A farmer in his own right the Minister found the big Caterpillar earth-moving tractor much larger than the one he ploughs the furrow with on his wheat farm at Inverell. But after a little instruction he pressed the right buttons and scooped a great hole in the mud to start the site-levelling operations.

When levelling is completed by about June the first buildings and roadways are expected to take form.

#### SPECIAL SIGNIFICANCE

Mr. Beal's party, always noted for its warmth and informality, had special significance in that he was able to announce that planning was drawing to a close and a start made on the new market.

"Market Industries News" says that even if the project is not finished right on the knocker chairman Stan and fellow-board members can take pride in having achieved what was believed impossible in the three short years of the Authority's life.

Mr. Crawford, however, left no doubt in the minds of guests about the future progress of the markets.

He said they'd be completed on time (December 1973) and furthermore part of them would be in operation this time next year.

We presume all out efforts will be made to provide accommodation for the produce trade now operating under great difficulties at "Dead Horse Flat" (Perry Park).

This should make the "Lcst Legion" happy although judging by the antics of some of them they are not likely to eat out of the chairman's hand even if he gave them accommodation rent free.

In his speech of welcome at the party host Stan thanked everybody from bank managers right down the scale to the Press for their help in the past year.

He said the markets would cost more than the original estimate of \$14 million. This of course was only to be expected in view of rising costs in all sectors of the community.

But the Authority had been able to borrow and by the end of June would have raised \$8.4 million which wasn't all that bad considering the prophets of doom who'd predicted money was not available.

"Not only have we borrowed but the markets are in course of construction", he said.

We liked Chairman Stan's final quip (obviously pointed at the Jeremiahs.)

"The Authority does not claim to have any direct contact with El Supremo but for a short time today the rain ceased while the Minister turned the first sod of the new Market", he said.

#### OUR COVER

Stan Beal (left) chairman of the Sydney Farm Produce Market Authority with the Minister for Agriculture, Mr. G. Crawford D.C.M., stand beside the bulldozer the Minister drove to officially turn the first sod and start work on bulding Sydney's new markets at Flemington. It was a moment of pride and of historic import to both men and the industry generally,



## January Employee of the Month



### Chane Baptist

Chane has done an exceptional job in keeping the plaza car parking area under control and significantly reduced the number of people who choose to park illegally prior to 7:30am.

During the busy lead up to Valentine's Day and Mother's Day, he was proactive in managing the Flower Market parking area and reduced congestion during these busy periods.

Chane also performed numerous other duties of which; some were not part of his job description in an effort to support the SML business.

## February Employee of the Month



### Wayne Dowsell

During a three week leave of absence by Jules Steffe, Wayne Dowsell took on the Acting Market Manager role at Paddy's Haymarket.

During this challenging period Wayne handled all matters in a professional and competent manner; from staffing and security issues, customer service enquiries, and maintenance matters etc.

## March Employee of the Month



### Margaret Carden

Margaret is that special person who always comes to work with a wonderful attitude, and is a pleasure to work with.

Margaret enjoys taking on new challenges, is willing to help others when needed and is one of those people who brings joy to the office environment.

Her level of commitment to her role is of the highest standard and Margaret is truly a valued staff member within SML.

## April Employee of the Month



### Livio Musco

When it comes to customer service, commitment to their role and going that extra step forward to help someone in need, Livio is that special person.

During the past few months SML has received many compliments from Market people and the public who have commended him on his positive and helpful personality. Livio is highly respected by all and is a quiet achiever who achieves so much in our Market.

## Sydney Markets Welcomes

### Michael Golden

SML welcomes the appointment of Michael Golden to the newly created position of Head of Finance/ Corporate Services within the SML Executive Team.

Michael commenced his role in May and is looking forward to the challenges his new role will bring.

Michael has previously worked in the music and entertainment industry and Michael has a keen interest in rugby league, cricket and has been a welcome addition to the SML team



# OCCUPATIONAL HEALTH & SAFETY

## OH&S POLICY

Sydney Markets Limited is committed to the health, safety and welfare of all Market employees, contractors, visitors and the general public. Our goal is to achieve an injury/illness free workplace.

SML has an established OH&S Committee comprising of work groups, selected OH&S Representatives and Management Representatives. The Committee meets bi-monthly and is made up of the following people:

|                    |     |  |
|--------------------|-----|--|
| Bob Kini           | SML | Operations GTA Team - Chairman         |
| Angelo Constantine | SML | Operations Retail Team                 |
| Glenn Russell      | SML | Assistant Team Leader Ops Support Team |
| Norberta Lamond    | SML | Administration                         |
| Firoz Ali Shah     | SML | Site Services                          |
| Adrian La Cava     | SML | Security Manager                       |
| Danny Michael      | SML | Team Leader Operations Support Team    |
| Barry Baker        | SML | Operations Manager                     |
| Jason Gardner      | SML | Operations GTA Team                    |

|                    |                                    |
|--------------------|------------------------------------|
| Lynne Buck         | Occupational Health Nurse          |
| Carol Dollar       | NSW Chamber Fruit & Veg Industries |
| Daniel Ter Wisscha | Flemington Unloading Services      |

Under the *OH&S Act* the functions of this OH&S committee are to:

1. Keep under review the measures taken to ensure health, safety and welfare of persons at the place of work; and
2. Investigate any matter that may be a risk to health and safety at the place of work.

All Sydney Markets OH&S Committee members have attended the compulsory four-day training course.

Please always remember that each of us has responsibilities under the *OH&S Act* for health and safety in the workplace.

### PLEASE NOTE:

- Tenants are reminded that they are responsible for the OH&S of their staff whilst they are at work. Tenants are also responsible for the safety of any person whilst they are in your place of work.
- For further information regarding your responsibilities and other useful information visit the NSW WorkCover website.

# MARKET SECURITY & SAFETY AWARENESS

## CCTV FOOTAGE

Due to the continual success of our CCTV Footage a number of missing and stolen goods have been located. Produce missing from the rail area has been located on North Road along with produce missing from A Building which was located in the eastern carpark.

All persons involved in the stolen produce have been refused entry into the Market.

## ADDITIONAL CCTV CAMERAS

The number of CCTV cameras on site now totals of 75. SML is currently in the process of placing additional cameras on the new forklift bridge.

New cameras are in place at new south-west entry & exit to monitor truck movements.

## ACCESS PASSES

All tenants and their employees are reminded that they must use turnstiles to enter and exit the general trading area before 6:00am. Due to OH&S requirements and for the safety of all Market users no pedestrians are to walk through the perimeter gates of the GTA before this time, as these entry points are for vehicle ACCESS ONLY.

**How to obtain a pass:** If you are a new employee or have lost your pass, you will need to apply for a new pass.

- Fill out the GTA Entry Application form available from the Cashiers Office in Building D or from the Photo ID Room in Building C.
- Attach a letter from your employer on company letterhead.
- Bring the paperwork to the Cashiers Office in Building D and pay \$41.80.

- Attach the receipt to your application form. You will need to present this at the Photo ID Room in Building C, smile for the camera and have your pass issued.

**If you observe any type of suspicious behaviour or anything you believe to be reportable, please do not hesitate to contact Security on 0409 325 232.**

### Photo ID Operating Times:

|           |                |
|-----------|----------------|
| Monday    | 8:00 – 10:30am |
| Tuesday   | 8:00 – 10:00am |
| Wednesday | 8:00 – 10:30am |
| Thursday  | 8:00 – 10:30am |
| Friday    | Closed         |

Please contact our staff at Photo ID on 9325 6290 after 8am Monday to Thursday if you have any questions.

## MARKET SECURITY & SAFETY AWARENESS

- Whilst SML and security officers conduct regular patrols of the site all Market users are asked to take reasonable steps to secure their goods at all times.
- All Market users should familiarise themselves with Market Emergency
- and Evacuation procedures and also be aware of muster point locations for individual areas.
- Awareness of your area will ensure that Security and Safety is optimised in the workplace.
- Persons involved in stealing or receiving stolen produce or property may be refused entry into the Markets.

# MARKET SECURITY & SAFETY AWARENESS *continued*

**'SAFETY IS NO ACCIDENT' – On site Security or Market staff can be contacted 24 hours a day by calling 0409 325 232**

- **Access Control** – The photo ID Room is open as stated or by appointment by contacting Jim Basetas on 0407 325 230 or Zak Gudelj on 0407 325 224.
- **A Justice of the Peace** is available at the SML office in B Building or by telephoning 0407 325 230.

## ISS SECURITY TEAM CAPTURE PERSON OF INTEREST

Thank you to ISS Security Team, especially Manos Malhoth whose quick action in capturing a person of interest with break & enter into a warehouse. This person has been arrested by police & charged.

## NOTE CHANGES

### TO EVACUATION & ASSEMBLY AREAS

In the event of an emergency, alarms/PA systems and/or loudhailers will be used to notify tenants and employees of the evacuation and where to assemble. Market Officers will be positioned at points throughout and around the various buildings to direct evacuated people to the appropriate designated Assembly Areas. Your Evacuation and Assembly areas are listed below. Please make yourself aware of the Assembly area nearest your place of work.

#### Assembly Areas for Warehouses and Other areas are as follows:

|                                  |                              |
|----------------------------------|------------------------------|
| Control Centre                   | Western Growers Carpark      |
| Market Plaza & Hotel             | Plaza Tenants Carpark        |
| Warehouse X                      | Western Growers Carpark      |
| Warehouse H                      | Flower Market Rear Carpark   |
| Warehouses T & J                 | Open Western Carpark         |
| Warehouses G & Q                 | Open Western Carpark         |
| Flemington Offices & Warehouse U | Eastern Growers Carpark      |
| Warehouses R & K                 | Open Eastern Carpark         |
| Warehouses M & O                 | Outside Potts St Toll Gates  |
| Warehouses N, S & L              | Outside Potts St Toll Gates  |
| Weighbridge & Chep               | East or West Growers Carpark |
| HVA Offices                      | Outside Potts St Toll Gates  |
| V&Y Multi Storey Carparks        | Open Carparks at either end  |

#### Assembly Areas for Growers and Retail Markets are as follows:

|                            |                         |
|----------------------------|-------------------------|
| Building D, Doors 1 - 4    | Western Growers Carpark |
| Building F (Flower Market) | Western Growers Carpark |
| First Aid Centre           | Western Growers Carpark |
| SMCS Office                | Western Growers Carpark |
| Building D, Doors 5 - 9    | Eastern Growers Carpark |

#### Assembly Areas for Wholesale Markets are as follows:

|                 |                      |
|-----------------|----------------------|
| Buildings A & B | Open Western Carpark |
| Buildings C & E | Open Eastern Carpark |

#### Fire Wardens for SML are as follows:

|   |
|---|
| Markets Site: Chief Warden Adrian La Cava & Deputy Chief Barry Baker. |
| Plaza Area: Warden Marilyn Loch & Deputy Warden Michael Eu.           |
| Flower Market: Warden Danny Michael.                                  |
| Operations Area (Warehouses): Warden Danny Michael.                   |
| Wholesale Area (GTA): Warden Jim Basetas & Deputy Warden Zak Gudelj.  |
| Growers Area (GTA): Warden Jim Basetas & Deputy Warden Zak Gudelj.    |

**Evacuations should be conducted in a calm and orderly manner.**

## REMINDERS

- Market users should avoid bringing large amounts of cash to the Market. Use credit arrangements where possible. If you have to bring cash, please take care when in the Markets and never leave money unattended.
- Don't forget to remove the keys from your forklift when it is not in use. Forklifts should be individually keyed to your company. Contact your forklift supplier for more information.
- In the past couple of months there have been numerous reports of passes being stolen from vehicles, so please ensure you lock your vehicle at all times.
- Security advice and assistance is available to tenants. SML's Security Manager, Adrian La Cava, is available to discuss security issues with you. You can contact Adrian on 9325 6171 to discuss the following:
  - Installation of security cameras
  - Security problems or advice on securing your premises.



## DATES FOR THE DIARY

### SYDNEY MARKETS RACE DAY

Saturday 18 July  
Rosehill Racecourse



### MANGO AUCTION

Wednesday 16 September  
Raising funds for the  
Westmead Children's Hospital



### CHERRY AUCTION

Wednesday 21 October  
Raising funds for  
Variety the Children's Charity





# NOTICEBOARD

## UNREGISTERED VEHICLES

An Occupier must not bring into, possess, control, drive or operate an unregistered vehicle in the Markets if that vehicle would be required to be registered under the *Road Transport (Vehicle Registration) Act 1997* in order to be driven on a road as defined under the Act.

## MARKET ENTRY PASSES

In accordance with the Sydney Markets Conditions of Entry, all vehicles must display one of the following valid passes whilst in the Markets:

- Daily Entry pass
- Standard Entry pass
- Premium Entry pass
- Growers Truck pass
- Warehouse Truck pass

Failure to display a valid pass may result in a Comply Notice being issued under the Sydney Markets Rules (13.2) and the Terms and Conditions of Entry to Sydney Markets.

## COPYING OF MARKET ENTRY PASSES IS PROHIBITED

Copied passes and offenders' details will be handed to the NSW Police and may result in further action.

## WATER RESTRICTIONS

Shareholders and all Market users are reminded that due to the current Level Three Water Restrictions, water usage should be kept to a minimum. Please sweep up modules and warehouses where possible and only use high-pressure cleaning methods to reduce water consumption.

This means that **NO TAPS OR HOSES** should be left running and washing of motor vehicles on site is not permitted.

**UNDER NO CIRCUMSTANCES** are Fire Hoses to be used for cleaning purposes. A \$2,200 (Sydney Water) fine applies to anyone caught in the act.

## NSW GOVERNMENT SMOKING BAN

In accordance with Government Law, **all Market Buildings**, including any canopy areas, are smoke free zones.

The **Smoke Free Environment Act** states that a smoke free area is any enclosed public place. An enclosed place is any building or structure that has a ceiling or roof and, except for doors, is completely or substantially enclosed.



Enquiries with the Health Department reveal that all Market buildings and structures have been deemed smoke free areas under the legislation. Fines for smoking in these areas under the Act are:

- Persons smoking in a smoke free area \$550.00
- Occupiers allowing persons to smoke in a smoke free area:
  - Persons \$1,100.00
  - Body Corporate \$5,500.00

Occupiers of Market space are required under the Act to see that persons do not smoke in their premises.

## SML WILL NOT TOLERATE BAD BEHAVIOUR

SML is committed to protecting the safety and wellbeing of all people present in the Markets and reminds people that they must comply with the Sydney Markets Rules and Australian Laws at all times within Market sites.

## TENANTS REMINDED TO REPORT ALL DAMAGE, THEFT OR BAD BEHAVIOUR IN THE MARKET

In order to reduce the possibility of theft in the Market, always remember to **PROPERLY SECURE YOUR STORE, PRODUCE AND EQUIPMENT** when not in use.

If you have observed bad behaviour or noticed damage to property know matter how small the offence, please do not hesitate to contact our Market Staff or on-site Security 24 hours a day by calling 0409 325 232.

## Customer Service Help Line

**Your comments on our service delivery are welcome. If you have comments or suggestions please call the Customer Service Help Line:**

**9:00am – 4:30pm Monday to Friday**

**Phone: 02 9325 6298**

**Facsimile: 02 9325 6300**

**Email: customerservice@sydneymarkets.com.au**

**Post: c/- Sydney Markets Limited, PO Box 2, Sydney Markets NSW 2129**

## EDITORIAL NOTES

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