

SYDNEY MARKETS® Leader



A SEASONAL LOOK AT ACHIEVEMENT AND ISSUES ARISING AT SYDNEY MARKETS



CEO'S PERSPECTIVE

- Sydney Markets launched a technological advancement to its Customer Records Management System to improve the communication path with our stakeholders. This will enable Sydney Markets to revolutionise communication using digital technology to include SMS (Short Message Service) on a regular basis to deliver important information to the Markets.

- SML in conjunction with Freshmark have been busy hosting the Victor Chang Health Booth. If you haven't sent your staff around for a check up, then make sure you do (page 4).

- We also enjoyed yet another successful Chinese New Year (page 17) and look forward to an exciting and rewarding remainder of 2011.

- Our Environmental and Sustainability initiative boasts an increase in recycling of waste streams for the Sydney Markets site to 60%, which equates to 759 tonnes in May this year alone. We have now incorporated recyclable waste from Sydney's Paddy's Markets Haymarket, with over 300 tonnes from this site recycled in the past year!

For both sites the polystyrene component of recycling equates to 50 tonnes, or 490 truck loads per year. In addition, we are also recycling over 30 tonnes of plastic film and an excess of 600 tonnes of timber pallets.

- Sydney's Paddy's Haymarket has also seen the installation of Automatic Teller Machines (ATMs) located in the centre's lift area, much to the delight of shoppers, providing a welcomed service addition. Along with the construction of a cool room for our fresh produce traders.

- The latest infrastructure improvements consist of the 510+ energy efficient high-bay lights and individual power supply at Paddy's Haymarket (see page 17), the new Building E Awning, Building Q's extension and Building D's refurbishment of the amenities incorporating a Parents' Change Room and Disabled Facilities.

- In addition, the tender process is now completed for 32 new forklift enclosures at the Northern end of North Road.

- Sydney Markets is now easier to navigate and much easier to access following major road upgrades, along with the installation of new lighting and street signs.

- Visitors are now assisted by prominent new way-finding signage, street signs and directional signs for pedestrians that will make their trip to Sydney Markets as easy and enjoyable as possible.



- Sydney Markets has also been listed in the 2012 Street directory, which is translated into GPS services, meaning that taxi drivers, emergency services and the like will be able to locate you.



OTHER NEWS

Sydney Markets welcomes the newly elected nominee Director for the Wholesalers category of Sydney Markets Limited, Mr. Shaun McInerney. Shaun is replacing the place of Mr. Cos Cremona, who we would like to thank for his tireless efforts over the last nine years.

Congratulations to Mr. John Olivieri on being re-elected as Nominee Director for the Flowers Category.

With closing the 2011 financial year many have found it tough, with challenging economic conditions along with many natural disaster that have occurred in many Australian growing regions. Our industry is extremely resilient and with the character and determination of everyone involved, we will no doubt see the industry back on its feet over the next 12 months.

Brad Latham,
Chief Executive Officer

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- Royal Easter Show • Infrastructure Updates • Fees & Charges

BOARD MEMBER UPDATES



SYDNEY produce MARKET

Shaun McInerney was recently elected to the SML Board as Nominee Director in the Wholesale Category and commenced his directorship duties in July 2011.



SYDNEY flower MARKET

John Olivieri was re-elected to the SML Board as Nominee director in the Flower Category and continues his directorship duties for July 2011.

INDUSTRY EVENTS

AUSVEG 2011 CONVENTION & TRADE SHOW

The Chairman, CEO and Head of Special Projects attended the Convention, and Sydney Markets had promotional material on a display stand at the Trade Show in Brisbane from the 14th – 16th April 2011. There were approximately 1,000 delegates, which provided good opportunities for networking and discussing SML brands. Speakers included The Hon. Tony Abbott MP, Federal Leader of the Opposition, and Senator Barnaby Joyce, Shadow Minister for Regional Development, Local Government and Water.



FRESH CONNECTIONS 2011 CONFERENCE & TRADE SHOW

SML's Chairman, CEO and Head of Operations attended the Fresh Connections Australia & New Zealand Conference and Trade Show held at the Brisbane Convention & Exhibition Centre from the 8th – 10th June 2011. This event was jointly hosted by PMA Australia-New Zealand, The Australian Chamber of Fruit & Vegetable Industries and Australian Fresh Fruit Company.



This is a major networking, educational and business event for fruit, vegetable and floral industries in the Australia and New Zealand region. It was the largest gathering of local and international companies associated with the produce and floral industries, right across the value chain from growers through to retailers and associated service industries.

SML and Freshmark jointly had an exhibition booth at the Trade Show where promotional DVDs were running continuously and promotional material was displayed.

NINTH AUSTRALIAN BANANA INDUSTRY CONGRESS

SML's Chairman and CEO attended the Ninth Australian Banana Industry Congress held at the Hyatt Regency, Coolool, Queensland 1st – 4th June 2011. SML took up a Level Five Sponsorship package for this event.



INDUSTRY NEWS – NEW LABELLING LAWS

CRACK DOWN ON LABELS

Fruit and vegetable retailers have come under close scrutiny from the public and authorities alike after new rules from the NSW Food Authority, were implemented.

The introduction of Country of Origin Labelling which describes the country or countries where food was grown, manufactured or packaged marks a major development in the food industry, in particular in the wake of recent reports this year that both Coles and Woolworths in Sydney were fined for misleading fruit labels.

Sydney Markets takes the Country of Origin Labelling law very seriously and urges vendors and sellers to familiarise themselves with the rules outlined below.

The labelling requirements for fruits and vegetables means that unpackaged and packaged fresh whole or cut fruit and vegetables displayed for retail sale must have a label on it or in connection

with the display of the food that identifies the country or countries of origin of the foods.

Statements must be English, visible, legible to the average consumer and distinct from the background.

There are major penalties for noncompliance!

WANT TO KNOW MORE?

For more information and factsheets regarding labelling requirements, phone the helpline on 1300 552 406 or visit the following websites:

www.foodauthority.nsw.gov.au/industry/food-business-issues/labelling/ and www.foodstandards.gov.au



INDUSTRY NEWS



BATTERED BANANAS BOUNCE BACK

It was widely reported in media that bananas took a massive hit with the ferocious force of Mother Nature in early 2011, inflicting total destruction around Australia, in particular the east coast. Four months after Cyclone Yasi, banana crops are seeing the light at the end of the tunnel.



Cyclone Yasi destroyed the major banana growing regions of Innisfail, Mission Beach and Tully which equates to around 85% of the industry. Post cyclone bananas have been sourced in majority from the Tablelands in North Queensland and also Northern NSW. The prices spiked quickly reaching a peak of \$180 per 13kg carton at the market.

Manager of Tropicana Bananas, Domenic Arcella, who is also a wholesaler based at Sydney Markets Flemington commented that "Consumers will be pleased to hear that around November the latest crop will be ready for harvest leading to increased quantities available and a significantly reduced retail price." Also, he mentioned larger trees that were trimmed prior to the Cyclone hitting had survived are being harvested now. A majority of these bananas are smaller in size but do provide a cheaper option.

BANANA GROWTH CYCLE

Banana plants from birth take approximately 8-10 months to mature for harvest growing in an ideal temperature scope of 26-30°C.



After each harvest of the "mother" plant, this plant is cut down and the soil nutrients flow into the off-shoot "daughter" tree which will harvest six months later with the cycle continuing in this way.

Mr Arcella's views on banana supply and resulting prices are "that prices per kilo will drop to under \$10 per kilo by November, possibly earlier, with normal prices anticipated to return mid 2012."



NEW HEALTH CHECK BOOTH KEEPS TICKING AT SYDNEY MARKETS

The Victor Chang Health Booth has become a popular addition to Sydney Markets, drawing a steady intake of people keen to have their cardio health checked and measured.

In March, the booth, which is proudly sponsored by Sydney Markets and Freshmark, made its first stop, operating from the Sydney Markets Plaza Business and Shopping Centre. Over the two days, 156 participants were tested with 10 individuals having high-risk results and 3 participants having unusual glucose levels. The 13 people were advised to see their GP.

In April, the booth made its second stop, once again setting up operations at the Sydney Markets Plaza Business and Shopping Centre, just outside the newsagent. Over two days, 78 people were tested. According to Jayne Baric, special projects officer, "many shop and business owners were able to pop in. The results were largely positive!"

"Only two people presented with high-risk results, which they were not previously aware of and both were advised to go and see their GP," Ms Baric said.

In May, the Health Check Booth returned to the Sydney Flower Market outside Building F, on the Flower Circuit. A total of 97 individuals were tested over the two days during May.

On Tuesday 17 May, 21 people were tested between the hours of 6am-10am. On Wednesday 21 May, the Booth opted for an earlier start, running from 5am-10am and tested 76 people.

"Approximately six people presented with high-risk result," Ms Baric said, "four of which returned later in the day to be re-tested, all were advised to go and see their GP."

Since making its debut at the Sydney Markets, the Booth has hit the road, even making it as far as Queensland. The service is an import reminder for employers to have their staff's cardio health checked and monitored. For those who missed out the first time, the good news is that the Booth will be returning to Sydney Markets at Centre Road, Building B in August, September and October.



VICTOR CHANG – HEALTH CARE BOOTH

LOCATION	DATE		TIME	
Centre Road – Building B	Tuesday, 30 Aug 2011	Wednesday, 31 Aug 2011	6am	11am
Centre Road – Building B	Tuesday, 20 Sep 2011	Wednesday, 21 Sep 2011	6am	11am
Centre Road – Building B	Tuesday, 18 Oct 2011	Wednesday, 19 Oct 2011	6am	11am
Centre Road – Building B	Tuesday, 8 Nov 2011	Wednesday, 9 Nov 2011	6am	11am

MINISTERIAL VISIT



David Whiteman, Minister Humphries MP, Tony Thirwell, Cos Cremona, Colin Gray

The Hon Kevin Humphries MP, State Minister for Healthy Lifestyles, Minister for Mental Health and Minister for Western NSW visited Sydney Markets on Wednesday, 1st June to launch the Heart Foundation's "Go Red for Women Week" promoting healthy eating and consumption of fresh fruit and vegetables.

A request was received on Monday afternoon from the Minister's office for a "heart shaped" display of fruit and vegetables for a photo opportunity.

Greatly appreciated assistance was provided by Rob Giansante and Ray's Florists & Gifts who constructed the beautiful display shown here, which was presented to the CEO of the Heart Foundation, Tony Thirwell by Gerry Daras and Michael Golden on behalf of Sydney Markets.



Tony Thirwell, Michael Golden and Gerry Daras

CORPORATE SPONSOR



SYDNEY MARKETS OFFICE PROFESSIONALS DAY LUNCHEON

Office Professionals Day at Sydney Markets celebrated its 20th year with more than 80 attendees gathering for a luncheon function at Tingha Restaurant, in the Tigers Club Sydney Markets.

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

Martin Forster, Head of Site Services, attended the Sydney Markets Office Professionals Day Luncheon on behalf of Sydney Markets Limited to present the winner, Kathy Weber from David Russo with the Award for Office Professional of the Year for 2011.

Left: Kathy Weber

MERIT AWARD

DARREN GROWS WITH YOUNG ACHIEVER'S AWARD

A long-time dedication to Sydney Markets and the fruit and vegetable industry saw Darren Yip take out this year's prestigious Col Johnson Young Achiever's Award 2011 at the Australian Chamber Conference held in Newcastle from the 16th-19th March this year.

Mr Yip has spent most of his adult working life involved in the long-established and highly regarded Sydney Markets family business, H. Lum Yip and Sons, where he has progressed to holding a highly respected and responsible position within the firm.



While most of his peers stay within only one area of the business, Mr Yip is versatile and is an active, highly motivated member of the Industry, with positions including; member of the NSW Chamber's Market Industries Committee, MIC representative to the NSW Chamber Committee, Markets Gold Day Organising Committee member.

Darren, with his multi-tasking talent, also finds time to balance work with extracurricular activities. From being involved in organising the MIC Industry Golf Day, the Annual Sydney Markets Dinner Dances and assisting with the Annual Cherry Auction that has raised hundreds and thousands of dollars for charity.

The lists doesn't end, with Darren and his many notable achievements including taking on the role of alternate member on the Chamber Committee and being a Chamber Representative on the Sydney Markets Council of Market Representatives.

Always willing to go the extra mile, Mr Yip not only attends many meetings for these various committees, but also does a great deal of work behind the scenes, always making himself available, often after a long day at work.

According to the judges of this year's prize, Mr Yip "more than meets every one of the award criteria" and continues to set a fine example, not just for younger members of the Markets, but to all participants in the Industry.

CANTEEN CAMPAIGN

Sydney Markets continues the Fresh for Kids crusade promoting healthy eating habits through our Annual Canteen Campaign. The 2011 Canteen Campaign will commence 29th August and finishes 23rd September 2011, end of Term 3.

Due to the continued success of our Annual Canteen Campaign, children are encouraged to increase the consumption of fresh fruit and vegetables in their daily school diets.

The fundamentals of the campaign are the same as done in previous years, with the new addition of the funky designed entry box for Canteens and return envelopes to Sydney Markets to assist Canteen Managers with the entry returns.

Plus fantastic Cartoon Network prizes are up for grabs - listed on the poster to the right.

Since incorporating online registration on our website www.freshforkids.com.au in collaboration with email, fax and mail-outs there has been an incredible response from Schools signing up for the campaign.

Instant giveaways this year are the collectable "bag-tags" in the shape of all six Fruit & Veg Gang characters. Children will receive one bag-tag after the purchase of four pieces of fruit or vegetables.

They are encouraged to swap the collectable "bag-tags", if they receive the same character to collect all six!

Experience more as a **TIGERS** Member



MEMBERS ACCESS TO TWO BRAND NEW TIGERS VENUES – **TIGERS SYDNEY MARKETS AND TIGERS FIVE DOCK**

YOUR ACCESS TO EARN TIGERS REWARD POINTS EVERY TIME YOU SPEND ANYWHERE AT ANY TIGERS VENUE

MEMBERS DISCOUNTS AT ALL BEVERAGE OUTLETS

MEMBERS ONLY ACCESS TO THE TIGERS PLATINUM REWARDS PROGRAM

EXCLUSIVE MEMBERS ONLY PROMOTIONS

FAMILY FRIENDLY FACILITIES

ENJOY FABULOUS YUM CHA OR CHINESE A LA CARTE AT TINGHA RESTAURANT, SYDNEY MARKETS

ENJOY SENSATIONAL ITALIAN CUISINE AT AUTHENTIC ITALIAN RESTAURANT CARMEN'S ON THE PARK.

FREE ENTERTAINMENT TO SUIT EVERYONE, EVERY WEEK

FREE PARKING

MEMBERS SPORTING INTRA CLUBS

TIGERS

TIGERS
BALMAIN
UNDER REDEVELOPMENT

TIGERS
SYDNEY
MARKETS
PARRAMATTA ROAD
HOMEBUSH WEST

TIGERS
FIVE DOCK
BARNSTAPLE ROAD
FIVE DOCK

SYDNEY MARKETS FOUNDATION RACE DAY



FLAMBOYANT 'ORANGE' SUCCESS!

The Sydney Markets family had an astounding attendance of more than 800 guests who enjoyed a radiant 'orange' day out on Saturday 2 July 2011, at Rosehill Gardens.

This is the sixth successive year the Sydney Markets Race Day has been organised now under the banner of the Sydney Markets Foundation. It was magnificent to see such a charitable presence in the Grand Pavilion Function Centre with so many flamboyantly dressed in the 'orange' theme of the day.

The individual races carried the names of businesses and organisations associated with Sydney Markets and the horticulture industry. Their sponsorship enabled all who participated on the day to enjoy themselves and take part in this charitable occasion.

This year, prizes for best dressed competition were donated by Tigers Sydney Markets and the Bank of Queensland. A grand estimated total of \$30,000 was raised at the audacious race day. The Sydney Markets Foundation would like to thank all who attended and donated generously on this joyous occasion.

SYDNEY MARKETS FOUNDATION RACE DAY



- Best dressed male – Roy Napoli from Tristate Produce
- Best dressed female – Donna Howlett from Champs Cafe
- Best dressed couple – Joanne Eisel and George Vorsamas from Mercedes Benz
- Best dressed table – Ralph Johns Pty Ltd

The theme for this year was Orange with many guests involved in the theme. David Hall, Australia's greatest ever wheelchair tennis player, was a guest enjoying the day and getting involved.

The Race Day Committee would like to thank Mark Vincent and major Race Day sponsors including; Champs Cafe, N & A Fruit Distributors, Bank of Queensland, Freshmark, Harris Farm Markets, Lynch Flowers, Sydney Markets Credit Service, Sydney Banana Wholesalers, Sydney Markets Limited, Perfection Fresh Australia, Gaypak/United Fruit, Tigers Sydney Markets, Toyota Material Handling Australia along with Lexus and Hino.

On behalf of the Race Day Committee; Lui Cicco, Eric Kime, Colin Gray and Carol Dollar, we hope you all had an enjoyable fun filled day as we did and we look forward to seeing you again next year.





Florist of the Year



FLORIST OF THE MONTH FEBRUARY, MARCH AND APRIL

FEBRUARY 2011 FLORIST OF THE MONTH – ABELIA FLORIST

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

Each year participating florists are critiqued on several areas within their business including customer service,

environment, product knowledge and branding. Each month a florist is rewarded for their hard work and dedication. Winning florists receive a \$1,200 advertising package, 1 month free entry to Sydney Markets, a \$100 gift voucher from our proud sponsor A&L Florist Sundries and direct entry into the Florist of the Year awards which is presented at the NSW Flower Growers annual ball.

The first Florist of the Month award for 2011 was presented to Frank and Jenny Tripodi from Abelia Florist in Bonnyrigg. This is another award they can add to their expanding collection after being awarded the October Florist of the Month in 2009 and an Award of Excellence last year.

Over the past 12 months, Abelia Florist has undergone some significant changes including relocating to a new shop within Bonnyrigg Plaza. The new premises which includes a kiosk directly opposite Woolworths, offers a prime location to attract new customers and allows for a larger display of flowers.

The whole team at Abelia Florist know the importance of differentiating their store from the competition by consistently offering the finest customer service.

CONGRATULATIONS ABELIA FLORIST!

**ABELIA FLORIST: Shop 11a Bonnyrigg Plaza, Bonnyrigg Avenue, Bonnyrigg NSW 2177
Tel: 02 9823 8488**

MARCH 2011 FLORIST OF THE MONTH – FLORIART

When Daniella Liaris, owner of Floriart in Lugarno, found out she was the recipient of the March Florist of the Month she was ecstatic as this is her first monthly award after purchasing the store back in October 2009.

Daniella's love of flowers is prominent in her artistic and creative displays throughout her shop.

"I absolutely love being a florist. I love being able to use my creativity to produce something beautiful for people to purchase and enjoy, especially all the intricate wedding work," Daniella said.

Daniella knows that running a business can be difficult and appreciates the support from her family.



Frank and Jenny Tripodi, Antonia Caccamo, Frances Bucca

"My family assist me whenever I need help with deliveries and setting up functions. My lovely mother even helps me on Mother's Day, which is so nice of her," she added.

It is no wonder why Floriart continually score highly in areas of customer service, presentation and product knowledge with Daniella travelling to the Sydney Flower Market 3 to 4 times a week to ensure the flowers sold in her store are at their very best.

CONGRATULATIONS FLORIART!

**FLORIART: Shop 2, 1020 Forest Road, Lugarno NSW 2210
Tel: 02 9584 1494**

APRIL 2011 FLORIST OF THE MONTH – ST MARYS FLORIST

Congratulations to Peppa Love, owner of St Marys Florist, who has been awarded the April Florist of the Month award.

Peppa has been in the florist industry now for 18 years and it was all by chance that she fell in love with flowers.

"I did floristry for work experience in Year 10 at school. It was sort of by accident as I couldn't find anything. My dad came home and said that he had organised it for me. I loved it so much that it made my mind up for me," Peppa said.

With relocating to larger premises in the last 12 months, Peppa now is able to expand her range of plants and also increase the amount of passing trade significantly. With the help from her staff, including her younger sister, Peppa has been able to build her business up to what is it today.

"My younger sister works with me; she has learnt a lot in the last few years and is always willing to tackle any chore. We are a great team!" commented Peppa.

As the April Florist of the Month winner, Peppa receives a \$1,200 advertising package, one month free entry to Sydney Markets, a \$100 gift voucher from our sponsor A&L Florist Sundries and will be in the running for the Florist of the Year award which will be presented at the NSW Flower Growers Group dinner ball later in the year.

CONGRATULATIONS ST MARYS FLORIST!

**ST MARYS FLORIST: 167 Queen Street, St Marys NSW 2760
Tel: 02 9623 3721**



Daniella Liaris



Peppa Love



2011 ANNUAL FLOWER BALL

DATE: Saturday,
29th October 2011
VENUE: Sydney Town Hall

DON'T MISS OUT AND BOOK NOW!

Discount for early bird bookings please contact Rob, phone 0419 285 223 or email info@australiaflowercouncil.com.au.



Sydney Markets Leader Magazine Market Personality

MARIO MESSINA, C & M MESSINA

How long have you worked in the business:

I have been waking up and smelling the flowers for the past 26 years and I can assure you there will be many blossoming years to come.

I have owned this business for:

My wife and I have owned the business for 26 years, prior to that working in the family business.

If I could have any job in the world:

I would be the President of the IOC (International Olympic Committee), so I could travel the world watching sport all day long.

My dream holiday:

Would be to a secluded tropical island, just to sit back and relax with peace and quiet.

Favourite movie:

Memphis Belle – It is a fictionalization of the 1943 documentary *Memphis Belle: A Story of a Flying Fortress*, about the 25th and last mission of an American B-17 bomber.

My favourite car:

A red Shelby Cobra

Favourite sport:

My favourite sport would be Rugby Union, by far.

If you were stranded on an island, who would you most want to be with:

Without a doubt that would be my dearly beloved wife, Connie.

I learnt the trade from:

From my family, I also have qualifications in Horticulture and Marketing. My wife and I continue to learn at the 'University of Life' also know as Sydney Markets.

I can't live without:

I could not imagine my life without my incredible family.

Favourite food:

Without a doubt Italian!

Favourite book:

I don't have a favourite book, as I prefer to read Biographies.

Do you have any children?

Yes, my wife and I are fortunate enough to have our wonder sons, 12 and 18 years of age.

The best decision I ever made:

The best decision of my life would be marrying my dearly beloved wife, Connie.

I'm passionate about:

I am passionate about my family, work and the team I coach – Camden Rams Rugby Union Under 12. I love teaching my Under 12 rugby team new skills to help improve their game. It is rewarding itself, the joy in their faces when they put in 100% and succeed.

I support:

My wife and I donate to children charities and foundations, assisting those in need.





GREENGROCER OF THE MONTH AWARDS

JANUARY 2011, FIGTREE GREENGROCER, LANE COVE WEST

After a ten year spell away from the store that they grew up in, Joe, Sam and Damian Cessario have returned to the Lane Cove West premises that their father Michael and his brothers operated their fruit and veg businesses from for over 25 years.

Located on the corner of Burns Bay Rd and Beatrice Street, Lane Cove West, this store has had a fresh makeover and goes by a new name of Figtree Greengrocer. The new fit out in the long narrow store packs in an extensive range of quality fruit and vegetables and is neatly presented.

As is the trend, Figtree Greengrocer also stocks an interesting range of grocery lines, fresh breads and deli items that complement the shopper's needs.

A beaming Michael Cessario is obviously proud of his sons and at 70 years old this veteran of early mornings, long days and hard work is of course still working alongside his boys and sharing his wealth of experience. He is obviously thrilled that the family has achieved their first Sydney Markets Greengrocer of the Month Award.

Sam and Mick head to the Markets every day to pick up fresh fruit, vegetables, flowers and anything else they think their customers would love, while Joe and Damian man the groceries side of the business and take care of their valued customers.



Left to right: Damien, Joe, Sam and Michael Cessario awarded the January 2011 Greengrocer of the Month.

Figtree Greengrocer,
229 Burns Bay Rd, Lane Cove West. Tel: 02 9420 2111.

FEBRUARY 2011, PARISI'S FOOD HALL, ROSE BAY

As one of Sydney's newest greengrocers, Parisi's Food Hall, Rose Bay, has certainly set the benchmark for style. Opened late 2009 by the experienced and passionate team of Mario Bombardier, Peter Morelli and Claudio Guerrera, this Dover Road store is a showcase of quality produce and flowers, set in a marble and terrazzo interior.

Maximising the use of colour and shapes the team at Parisi's create artful displays. Traditional stacks are dotted with feature baskets filled with unique lines like quinces or pomegranates. New season pears are embellished with wrapping of purple tissue paper, banana leaves are used to create natural layers between truss tomatoes and mushrooms are removed from their box and nestled on cabbage leaves.

Parisi's Food Hall is spotlessly clean, well lit and recipe cards are strategically located around the store to offer inspiration. The trolleys and baskets are clean and the uniformed staff are only too

happy to assist their discerning customers with enquires. There is no doubting Parisi's Food Hall is attracting more customers; the car park is full, there is a constant stream of customers through the door and the café at the rear of the store is abuzz with chatter.

Parisi's Food Hall, 21 Dover Road, ROSE BAY. Tel: 02 9371 2411



Front – SML, Chief Financial Officer Michael Golden (on right) present Mario Bombardier and (back row) Peter Morelli and Albert Guerrera with their Greengrocer of the Month prize and plaque.

MARCH 2011, CRONULLA FRUIT FAIR, CRONULLA

Winning a Greengrocer of the Month award is not a new achievement for Cronulla Fruit Fair, as this store has achieved finalist's status in the Greengrocer of the Year 2006/2007/2009 awards and was named Metropolitan Greengrocer of the Year in 2008.

With 18 years retailing experience greengrocer Paul Saad has developed a reputation for offering quality, range and service with a smile. Paul's business motto is "Quality isn't a choice, it is a necessity" and he delivers, with great consistency, a business skill that contributes to Cronulla Fruit Fair's brand integrity.

Within the store's 70-80 sqms of floor space, this business packs in a superb selection of top quality fruit and vegetables that are continually topped up throughout the day. The displays are artistic, small, and neat and use colour well to create eye appeal.

Cronulla Fruit Fair's customer service is attentive and their loyalty program is a bonus, but what keeps customers coming back, is this business' ability to connect with loyal shoppers. From the floor to the checkout the team at Cronulla Fruit Fair are attired in branded uniforms and name tags are worn proudly and utilised to build that personal connection.

This busy beach side store also offers an extensive range of complementary groceries, fresh fruit salad and yoghurts and senior citizens are

rewarded with a 10% discount each Thursday and free home delivery. We have also learnt that on ANZAC day, Paul Saad and his staff distribute free sprigs of rosemary to their customers; how smart is that?



Paul Saad, Cronulla Fruit Fair awarded the March 2011 Greengrocer of the Month..

Cronulla Fruit Fair trades from 7am to 7pm.

Cronulla Fruit Fair, 44 Cronulla Street, Cronulla. Tel: 02 9523 2749

Fruitful Memories

A Tale of Five Fruit Shops – Over a Lifetime



This story is one of the many listed on Sydney's Italian Fruit Shops Website. It was sent in by Grave Canturi (nee Misitano) wife of Antonio Canturi.

My husband, Antonio Canturi was born in Bianco, Reggio Calabria to Francesco Canturi and Maria Scundi. He was the youngest of seven children, 5 boys and 2 girls.



He was only 16 when he arrived in Australia in 1956 with two of his older brothers Bruno, with his wife Maria Teresa, and Pasquale with his wife Elisabetta.

His first work was in local factories and helping out his brother in his fruit shop. Soon he found full-time employment in a fruit shop at Yagoona and after working there for a few years, at 21 he purchased the fruit shop from his then employer, Mr Sam Mancuso, and formed a partnership with his eldest brother Michele and his wife Rosa.

The brothers called their first shop, 'A & M Canturi Fresh Fruit & Vegetables'. It opened in 1961 and was on the corner of the Hume Highway and Highland Avenue in Yagoona. The two brothers worked long hours to improve the business which was half fruit and vegetables and half milk bar. Antonio had to go to the markets very early to get the best produce and then return to the shop and work until very late in the evening.



In 1967, Antonio (Tony) and I married and I started working in the family business until 1973 when we sold our share to Frank Canturi, Michele and Rosa's eldest son.

In June 1974, we bought our second fruit shop. Again we called it 'A. & G. Canturi Fruit & Vegetables' and this time it was at 1185 Botany Road Mascot. It was in very bad condition, really run down, so we cleaned it up and started bringing in fresh fruit and vegetables and giving customers very good service. They kept us very busy. We sold this shop in 1976 and took the family to Italy for a holiday so that the children could meet their Nonna, for the first time.

In February 1977, we purchased our third fruit shop, this time at 231 Belmore Road, Riverwood. We called it 'Tony Canturi's Self Service Fruit Market'. We decided from the start that it should be self-service, so customers could pick out their own fruit and vegetables. Our job was to make sure that everything we pre-packed was fresh and always of the best quality. This kept our



customers happy. In 1983 we sold this shop to our nephews Steven and Frank Falcomata.

In June 1983, another fruit shop came up for sale in the Liverpool area that was very close to where we were living. The address was 6/187 Elizabeth Drive and it had been badly fire damaged. After it had been fully repaired by the owner, he decided to put it up for sale. We bought it and called it 'Tony's Halfway Fruit Market' and started trading in not only in fruit and vegetable but also introduced fresh cut flowers and potted plants.

We worked in the Liverpool shop seven days a week with the help of our four wonderful children, who took it in turns to come and give us a hand so we could have some time off. In 1993, we were rewarded for all our hard work by winning the Liverpool City Community Choice Awards for Outstanding Fruit & Vegetable Store 1993.



In 1995, after 12 years we decided to sell the Liverpool shop and have a well deserved holiday. Believe me the family really needed one at this stage of our lives.

In 1997, after two years without a fruit shop, we decided that we could not just stay home doing nothing, so we purchased yet another shop this time in Raby in a small shopping centre. It was on the corner of Spitfire and Hurricane Drives and we called it 'Tony's Fruit World'. This shop was also bought in a run down state that needed a lot of hard work to fix it up.

Once again, Tony and I began filling it with fresh fruit and vegetables, potted plants, fresh flowers and soft toys. Slowly but surely, people started coming back to the centre to buy their groceries, fruit and vegetable and fresh flowers.

After 3 years in Raby, and nearly forty years in the fruit and vegetable business we decided that it was now really time to retire for good and spend more time with our family.



Looking back on those 40 years, what I remember most is that we always worked together as a team, whether it was in the shop or teaching the children at home. We believed that if you wanted to get ahead in life you had to work hard and have respect for others. Our children have all grown into wonderful adults and we are now the proud grandparents of 10 beautiful grandchildren. We couldn't be happier and feel that all our hard work over the years has really been worth it.

Co.As.It. is still looking for more wonderful Italian fruit shop memories and photos for the website www.sydneyitalianfruitshops.com

Information contact Linda Nellor at Co.As.It. on 9564 0744 or email linda.nellor@coasit.org.au

SYDNEY ROYAL EASTER SHOW

SYDNEY MARKETS SHOWS OFF AT THE ROYAL EASTER SHOW

This year's Royal Easter Show was a great success for Sydney Markets, which showcased a number of initiatives and products throughout the 13-day event.

GREEN THUMBS UP

It is often said that from little things big things grow. This was certainly the case when Sydney Markets combined forces with Veolia Environmental Services at the Show to promote its WUWM Award as the Number 1 Market in the World for Environmental Sustainability.

Three times a day in the Great Aussie Backyard, a polystyrene recycling machine performed live demonstrations, which proved a real drawcard with the crowd, who were also given promotional seed cards. When soaked in water, the A6-sized cards eventually germinated into Swan River Daisies, indigenous to central Australia.

According to Con Kapellos, Environment Manager at Sydney Markets, this was an enormous success and highlighted the company's environmental diligence.

"It was also a great opportunity to promote Sydney Market's environmental achievements with recycling, including all other waste streams and promoting the environmental benefits of directing organic waste to Earthpower and Veolia's Woodlawn facility," he said.



SYDNEY ROYAL EASTER SHOW

COOKING UP A STORM

Before MasterChef returned to the TV for another year, Sydney Markets was already whetting the public's appetites with its daily appearances at the Theatre Kitchen in the Dome.

Chef, Charlie Yan, participated in the Check Out Challenge where he was given a selection of produce which he used to cook up a dish in competition with the Women's Weekly allocated chef. During this time, the Sydney's Paddy's Markets Easter television commercial was played during the event on a wide screen at the rear of the Theatre Kitchen.



PEOPLE'S CHOICE AWARD

As in previous years, Sydney Markets sponsored the People's Choice Award in the District Exhibits fresh produce displays, which was won by Arthur Johns, representing the Northern Districts.

Sydney Markets also sponsored the table centrepieces of carved fruit with logos of Sydney Markets and the Royal Show Charity Brunch in aid of an Armidale support group called "Backtrack" which aims to help young at-risk teenagers improve their outlook on life. This drew the attendance and support of Professor Marie Bashir, Governor of New South Wales.

FRESH FOR KIDS

Fresh for Kids characters also made appearances and give aways in the area, keeping the little ones entertained – and educated.



EVENTS

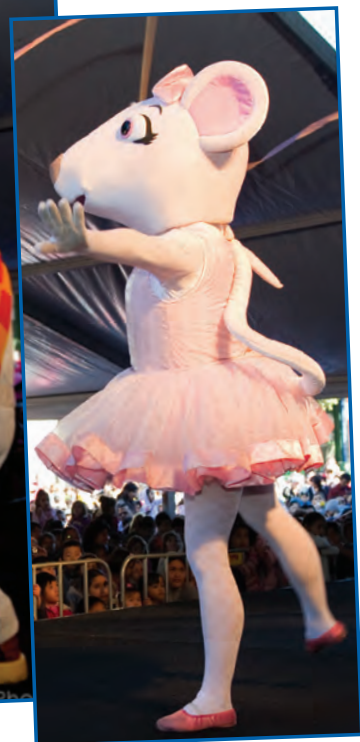
THE KIDS KARNIVAL AT SYDNEY'S PADDY'S MARKETS



Photo by Louise Bales

Another huge success for the Kids Karnival held on Sunday 5th June, with the largest attendance to date for one of our signature Paddy's events. The varied acts included Dora the Explorer, Bob the Builder, Angelina Ballerina, Ben 10 and Gwen all attracting tremendous crowds ranging from 2-12 years of age.

Traders reported excellent sales, particularly take-away foods, and requested this continue to be a signature event.



HAYMARKET UPDATE

HAYMARKET INFRASTRUCTURE IMPROVEMENT PROGRAM – POWER SUPPLY UPGRADE

The Infrastructure Improvement Program has completed various stages at the Haymarket site. Summary of the fantastic improvements and upgrades includes;

- Installation of fans, improving the air circulation
- Replacement of 510 high-bay lights, three times brighter
- CCTV Cameras 14 out 18 currently installed
- Additional Signage
- Installation of 2 Cash Automatic Teller Machines, a delightful convenient service to customers
- Cool room installation for tenants

The latest stage of the Infrastructure Improvement Program was the installation of the overhead cable trays, connections and droppers. We have had an incredible response from our tenants regarding their new power supply cable droppers; their stands have been relieved of those entangling extension leads.



The engineering and mechanics of the power supply upgrade to individual stands via overhead cable trays received a fantastic result of applications, with only a few tenants remaining. From the cable trays extend 'quick connect' droppers with a 10A Circuit breaker to those vendors who have made an application for power. An RCD (Residual Current Device) is also installed to stop the use of faulty equipment. Should one standholder use a faulty light or connection only this standholder's power supply will be affected and the stand occupant will be required to reset the breaker on their stand.

Mr Latham believes that the upgrade has successfully transformed the Markets into an even more vibrant and attractive location: "the Commitment to the improvements and negotiation of the thirty year lease is paying off," he said.



"We can all be very proud of the new Sydney's Paddy's Markets, Australia's Original and most-loved markets."

For those who want to 'power-up', please contact Management for an application today.

CHINESE NEW YEAR 2011 – YEAR OF THE RABBIT WAS A GREAT SUCCESS FOR SYDNEY'S PADDY'S MARKETS!

CHINESE AWARD

Sydney's Paddy's Markets first year as an entrant in the Night Parade with the BIGGEST Lion in the southern Hemisphere was a huge hit with the crowd.

Celebrations were had through all Markets with roving entertainment, the daily Lion Dance and fireworks.

Next year we look forward to the Year of The Dragon (water) which is one of the most powerful and lucky signs in the Chinese Horoscope. It is a creature of myth and legend. A symbol of good fortune and sign of intense power, the Oriental Dragon is regarded as a divine beast – the reverse if the malicious monster the Westerners felt necessary to find and slay. In Eastern philosophy, the Dragon is said to be a deliverer of good fortune and a master of authority. Therefore, those people born in the Year of The Dragon are to be honoured and respected.



Accepting the Sponsorship Award from the City of Sydney left to right are Bradley Latham CEO Sydney Markets, Neil Mathews Retail Markets Director SML, Cr Robert Kok Chair- Chinese New Year Festival Advisory Group and John Pearson Chairman of the Board Sydney Markets.

OUR MISSION IS...

"To provide the best environment that supports competitive trade and effective distribution"

EMPLOYEE OF THE MONTH

JANUARY 2011 – FIROZ ALI-SHAH

Sheer devotion and pride in his job! Firoz has on countless occasions demonstrated his continuous efforts towards the improvements of Sydney Markets at Flemington and Haymarket.

Firoz's ensures work is carried out to the highest safety standards; we would like to credit him on his incredible endeavours, through successfully coordinating the massive upgrades that have currently been completed at our Paddy's Haymarket location.

NEVER FEAR FIROZ IS HERE!



MARCH 2011 – MARY-ANNE ESTEPHAN

Mary-Anne is on a roll, she has been with Sydney Markets for less than a year, but has a strong work ethic and her willingness to lend a hand to anyone in need has earned the pay-roll officer, Mary-Anne Estephan, Employee of the Month in March!



FEBRUARY 2011 – AMIR BASTA

A report of a fire opposite the Kerruish Street entry from off duty Market staff, prompted Amir to attend. Fire brigade were contacted however Amir could see the fire was gaining momentum and swiftly extinguished the fire using a fire extinguisher from the SML Ute, a perfect example of going beyond his duties.



APRIL 2011 - DRAKO MRAOVIC

Market Officer Drako Mraovic, with his independence and commitment to getting things done, has seen him awarded April Employee of the Month at Sydney Markets.

Drako is an employee who can always be relied upon at all times. A self-starter with plenty of initiative, he resolves any issues that arise each day in his area of responsibility.



FAREWELL TO THE 'JACK OF ALL TRADES'

NOEL MCCORMACK'S RETIREMENT

Noel McCormack is 66 years of age and has decided to embark on a well deserved retirement as of the 1st July 2011. Following his departure from Sydney Markets, Noel will firstly be celebrating with travel to his country of birth, Ireland.

Noel commenced his employment with the Sydney Market Authority on 5th January 1990 and from 1997 with Sydney Markets Limited.

Being one of Sydney Markets longest serving employees, Noel has been exposed to the amazing transitions that have made Sydney Markets – Australia's original and most-loved market.

Initially Noel worked with the electricians, and then progressed to working mostly behind the scenes, looking after the image and face of the Markets. Being the 'jack of all trades', Noel diligently walked the Markets daily to check all the public amenities, tenant facilities,

plant rooms and the electrical and communication facilities to ensure they were in perfect working condition for the tenants and the increasing crowds of consumers flowing through our gates.

Noel was praised by Energy Australia and our Insurers for the best and cleanest substation and switch rooms in Sydney.

Noel was the first employee to receive the Sydney Markets Limited Employee of the Month Award, when it was introduced in 2000. He then went on to receive the award in November 2002 and December 2010.

Noel has been a part of our 'fruitful family' for 21 years and it will be extremely difficult to replace such a valuable and knowledgeable team member.

We will all remember Noel for his jovial spirit and chatty character, not to mention his amusing Irish jokes.

We congratulate Noel for his outstanding accomplishments with Sydney Markets and wish him a happy and joyful retirement.




NEW EMPLOYEES



WAYNE WELLS – OPERATIONS SUPPORT – APRIL 2011
The Operations Support Team has received a new addition to their team in April, welcome Wayne Wells!



KATE TOMPSETT – JUNE 2011
In the month of June the Marketing Department recruited a new member filling the position of Marketing Coordinator. Welcome Kate!



MARIO GRIMALDI – JUNE 2011
Many of you may have noticed Mario's presence around Sydney Markets for the past twelve months and you're right. We would like to congratulate Mr Grimaldi on his full-time employment as Market Officer.



NIK BELIVANIS – SITE SERVICES – AUGUST 2011
August welcomes the arrival of Nik Belivanis as Sydney Market's Trades Assistant in the Site Services Department.

SITE UPDATE

ANNUAL FIRE SERVICES AND FIRE SAFETY

During the annual Fire Services Safety Inspection a number of items were noted:

- **Padlocks, pad bolts or a deadlock on Wicker Doors**
It was highlighted that for wicker doors to function as emergency exits and for persons seeking egress, these doors cannot have padlocks, pad bolts or a deadlock. Affected tenants must rectify this issue **IMMEDIATELY**.
- **Hydrant Services**
One leak at a hydrant valve was repaired on West Road near the Flower Market and a leaking pipe replaced in the Plaza building.
- **Storage under stairs, in exits and paths of travel**
All tenants are to ensure that for proposed developments the space below stairs shall not be enclosed for storage to form an office, kitchen, store room or the like. Egress paths of travel must be kept clear of obstructions.
- **FIRE BRIGADE CHARGES**
From 1st July the cost for the Fire Brigade to attend false alarms will increase from \$500 to \$750. Tenants should be aware that the cost for false alarms will be passed on to tenants. False alarms can be prevented by observing the no smoking policy, and not leaving your toasting and roasting unattended. Please ensure to contact SML Security on 9325 6232 to have smoke detectors isolated for any authorised building works.

ROADWORKS

Centre Road

Widening of Centre Road has been completed to accommodate larger vehicles and to provide extra space for Growers unloading & loading their trucks.

North Road

Replacement of sections of concrete slabs and asphalt has been completed and a pedestrian safe walkway and disabled access has been created along the fence line.

West Road

Major road repairs have commenced on West Road.

PAINTING

Programmed Property Services commenced painting of Building 'H' including the roller doors and Carpark 'V'. The roller shutters will also be painted and Sydney Markets will liaise with the affected tenants for a convenient time where the roller shutters will be down with sufficient time for the paint to cure before the doors will be opened again. Your cooperation will be sought and is appreciated.

ELECTRICITY TARIFF

From the 1st July electricity prices have increased again.

A number of tenants have already changed their meters and installed a "Time of Use" meter. This means that those tenants are eligible for either Loadsmart or Powersmart electricity tariff and can use electricity at the lower off-peak tariff.

If you are currently receiving quarterly invoices you are on General Supply Tariff you could be saving thousands of Dollars by changing over to a different tariff. An analysis of the estimated savings can be undertaken.

For further information contact Marilyn Loch Site Services Administrator on 9325 6225.

ELECTRICAL SWITCHBOARDS

As part of the Preventative Maintenance Program the switchboards and circuit breakers in Building 'R' & Plaza will be upgraded. The work will commence in August. Sydney Markets will liaise with the affected tenants ahead of time and appreciates their cooperation.

HAYMARKET

Cool Room

The installation of a cool room with individual cages for the fruit and vegetable stall holders is now completed.

Electrical Upgrade

Work is nearing completion for the final stage of the electrical safety upgrade at Haymarket. A large number of tenants have taken up the opportunity of installing a safe cable dropper.

Individual stands are currently being examined to ensure the highest levels of safety standards are being adhered to.

CONTRACTORS WORKING ON SITE

Tenants who engage contractors to work on site must provide the following documentation:

- Current Workers Compensation Insurance
- Public Liability Insurance (min \$20 M)
- Appropriate Trade Licence

The contractors must also complete a Risk Assessment and Safe Work Method Statement.

Alternatively SML contractors can be engaged.

For further assistance please contact Firoz Ali-Shah on 0418 401 881.

NSW REGISTRATION AS FOOD PREMISE

The Department of Health advises, any business that stores food is "deemed to be handling of food". Handling is defined by legislation as "making, manufacturing, storing, packing, transporting, displaying of food". This would mean that the Registration may be applicable to a number of tenants at Sydney Markets.

Businesses who solely carry out wholesaling of fruits and vegetables to supermarkets and not to the public may be exempted.

Since most businesses are registered under SQF 2000 or HACCP or Supplier Management Programs, it only seems to be a matter of filing the application and paying the \$55 or lodging the application for free on the Internet if you consider your business to be registered.

For details refer to <http://www.foodnotify.nsw.gov.au/nafsis/index.cfm?action=contact>

For reference and forms, please check out <http://www.foodnotify.nsw.gov.au/nafsis/index.cfm?action=home>

SITE UPDATE

BUILDING 'D' WEST – TOILET UPGRADE

The refurbishment of the male/female amenities at the western end of Building 'D' has been completed.

The bright refurbished facilities now provide a separate baby change room, female showers, and parent and child facilities.

Positive feedback has been received from the public. Further amenities upgrades are planned for 2011/12.



DOMESTIC WATER SERVICE UPGRADE

SN King has been awarded the contract to carry out major domestic water supply upgrade for Building 'E'. Work will commence in August and completion is anticipated in September.

Sydney Markets apologises for any inconvenience caused by the ongoing works and appreciates the cooperation of all Market stakeholders.

BUILDING 'Q' EXTENSION

Building 'Q' Extension has now been completed and Occupation Certificate received.

N&A Fruit Distributors has welcomed the extension, which improves their operational efficiency.

Some loading and unloading has now moved to the rail area near 'Q' Building, creating a safer pedestrian crossing at 'Q' Gate.

FORKLIFT ENCLOSURE ON NORTH ROAD

Ibiz Commercial Interiors was awarded the contract to construct 16 double (32 single) forklift enclosures on North Road East. Work is anticipated to commence in August.

ENVIRONMENTAL RESOURCE RECOVERY

FACTS:

Sydney Markets generates 16,000 tonnes of waste per annum. We have two sites: Flemington and Haymarket.

In line with NSW Government Waste Avoidance and Resource Recovery legislation, SML completed a Waste Audit and commenced a recycling strategy focusing on all major waste streams:

- | | |
|--------------------|----------------|
| 1. Organic | 4. Steel |
| 2. Cardboard/Paper | 5. Plastic |
| 3. Timber | 6. Polystyrene |

In 2011 we are recycling over 60% of our waste.

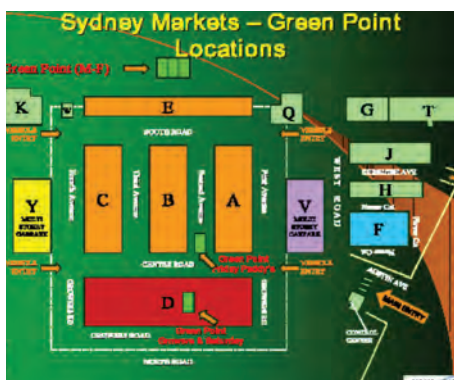
IMPLEMENTATION:

1. Introduction of Green Point Facility

A purpose-built Green Point facility was built to sort, separate and divert recyclable waste streams. All Tenants are encouraged to deliver their separated waste to Green Point. Each Tenant's details are document and all daily diversions of waste are tracked and monitored.

Separating the waste streams not only enables us to reduce waste disposal costs but also reduces the environmental impact by sending waste direct to landfill.

The Green Point facility operates daily and during the Retail Market operations. Staff combine the Green Point operations in close proximity to the tenants for easy disposal of waste streams (see map left).



2. Strategy – All Stakeholders

Direct consultation with all Tenants commenced, information flyers distributed and environmental updates published in quarterly Market publications "The Leader" and "Retail Markets News" magazines. These initiatives contributed to our Waste Strategy success.

3. Expansion of Environmental Team and Equipment

The team was expanded to five staff and new equipment included four forklifts, a specifically designed trailer and disposable bins.

The success and motivation of this team was evident when they were officially acknowledged as the "2007 Team of the Year" by the CEO of Sydney Markets.

4. Water Saving Action Plan was completed

The plan is constantly monitored and reviewed on an ongoing basis. Smart meters have been installed in strategic locations around the site to track and measure water consumption around the clock. A 330,000 litre water tank was built to collect and re-use rainwater.

5. Energy Savings Plan initiated and reviewed regularly

Energy efficient lighting replacement program is ongoing. Sensor controlled external lighting mechanisms have also reduced energy consumption.

6. Established our Carbon Footprint

SML has commenced initiatives to reduce our impact to Climate Change through better sustainability procedures. These include: smart meters, energy efficient lighting, upgraded chillers and increasing recycling of waste streams.

OPERATIONS UPDATE

FORKLIFT SAFETY

All forklift drivers operating on the Sydney Markets site must observe:

- RTA Road rules
- Pallets being transported must NOT EXCEED the height of the load guard, or to a maximum of 15 pallets high.
- Speed Limits 20kph on roadways, 10kph in covered areas and 5kph on the forklift bridge.
- Forklifts operating before daylight hours must have their driving lights on.
- Mobile Phones MUST NOT BE USED whilst driving Forklifts.
- CAUTION must be shown when approaching a Pedestrian Crossings



EMERGENCY CONTACT DETAILS

For medical emergencies at Sydney Markets Flemington please call:

T: 02 9325 6293 **M:** 0409 325 293

The Sydney Markets First Aid Centre operating times are as follows:

Monday	2.00am – 10.00am
Tuesday, Wednesday and Thursday	3.00am – 10.00am
Friday	3.00am – 4.00pm
Saturday	5.00am – 4.00pm
Sunday	8.00am – 5.00pm

Sydney Markets Security is available 24 hours and can be contacted on:

T: 02 9325 6232 **M:** 0409 325 232

To contact the Sydney Markets GTA Team Leader (A, B, C, D and E sheds) please call:

T: 02 9325 6230 **M:** 0407 325 232

To contact the Operations Support Team Leader (Sydney Markets Plaza, Warehouse and Flower Market) please call:

T: 02 9325 6232 **M:** 0417 325 232

For all repairs and maintenance please call 02 9325 6217.

Sydney Markets Limited head office can be contacted on

02 9325 6200 between 7.30am and 4.30pm Monday to Friday.



HEALTH & SAFETY

OCCUPATIONAL HEALTH & SAFETY 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 and 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 GTA Team
Norberta Lamond	SML	Administration
Firoz Ali Shah	SML	Site Services
Adrian LaCava	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.

WORK HEALTH AND SAFETY LEGISLATION 2012

WHAT WILL CHANGE FOR NSW?

NSW is working towards national work health and safety laws which will take effect from 1 January 2012. While the new legislation will introduce changes to the way work health and safety is currently administered in the workplace, the basics of keeping your workplace safe will remain.

These basics include:

- making safety a priority
- everyone having a say
- identifying and controlling risks (if they cannot be eliminated), and
- giving workers the information, training and supervision they need

If your business / organisation complies with the current work health and safety laws then you are well on your way to the requirements of the new laws. To find out what will change for NSW visit the following websites: www.workcover.nsw.gov.au and www.safeworkaustralia.gov.au.

MARKET SECURITY & SAFETY AWARENESS

CCTV UPDATE

CCTV Camera update

Sydney Markets Limited now has 104 CCTV cameras onsite. The recent CCTV cameras were installed around the Flower Market circuit, West Road and Premium levels of the West and East car parks.

There are further plans to extend the CCTV camera coverage on the ground level of the Western and Eastern car parks.

CCTV Footage

CCTV footage has assisted Police in their investigations in recent months with thefts and vehicle accidents that have occurred onsite. CCTV footage has also assisted in identifying persons involved in

- dumping rubbish,
- unsafe practices referring to forklift activity
- vehicle accident
- theft and missing produce

Comply Notices have been issued for these offences.

FORKLIFT SAFETY

CCTV footage has assisted in identifying unsafe forklift practices within the Markets.

Comply Notices have been issued for unsafe loads, heights of pallets, doubling on forklifts and going the wrong way at the round-about.

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. You are not permitted to allow access to the GTA to anyone else using your pass.

All persons working in the GTA before the Markets open must have their own access pass.

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 \$44.00.
- 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.

PHOTO ID OPERATING TIMES:

Monday	9:00 – 10:30am
Tuesday	9:00 – 10:00am
Wednesday	9:00 – 10:30am
Thursday	9:00 – 10:30am
Friday	Closed



Please contact our staff at Photo ID on 9325 6290 after 9am Monday to Thursday if you have any questions.

MARKET SECURITY & SAFETY AWARENESS

- 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.
- 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.
'SAFETY IS NO ACCIDENT' – On site Security or Market staff can be contacted 24 hours a day by calling 0409 325 232
- Persons involved in stealing or receiving stolen produce or property may be refused entry into the Markets.
- **Access Control** – The photo ID Room is open as stated or by appointment by contacting Jim Basetas on 0407 325 230 or Glenn Russell on 0407 325 224.
- **A Justice of the Peace** is available at the SML office in B Building or by telephoning 0407 325 230.

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.

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, N & O	Outside Potts St Toll Gates
Warehouses W, 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 LaCava & Deputy Chief - Barry Baker
Plaza Area: Warden - Marilyn Loch & Deputy Warden - Michael Eu
Flower Market: Warden - Danny Michael & Deputy Warden - Zak Gudelj
Operations Area (Warehouses): Warden - Danny Michael
Wholesale Area (GTA): Warden - Jim Basetas & Deputy Warden - Glenn Russell
Growers Area (GTA): Warden - Jim Basetas & Deputy Warden - Glenn Russell

Evacuations should be conducted in a calm and orderly manner.

MARKET SECURITY AND SAFETY AWARENESS

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.
- Security advice and assistance is available to tenants. SML's Security Manager, Adrian LaCava, 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.



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

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.

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 no 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.

2011 DATES TO REMEMBER

SYDNEY MARKETS
2011 Mango Auction
Wednesday 31st August

think.kids. **Sydney Markets Foundation** PROUDLY SPONSORING Prostate Cancer Foundation of Australia

SYDNEY MARKETS
 The Markets Industries Committee proudly presents
2011 Cherry Auction
 Sydney Markets Foundation **SAVE OUR SONS!**
Freshmark
Wednesday 9th November

August

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18 MIC Golf Day Concord Golf Course	19	20
21	22	23	24	25	26	27
28	29	30 Victor Chang HCB. 6-11am.	31 Mango Auction Victor Chang HCB 6-11am			

September

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1	2	3
4 Fathers Day	5 VII World Avocado Congress	6 VII World Avocado Congress	7 VII World Avocado Congress	8 VII World Avocado Congress	9 VII World Avocado Congress	10
11	12	13	14	15	16	17
18	19	20 Victor Chang HCB. 6-11am.	21 Victor Chang HCB. 6-11am.	22	23	24
25	26	27	28	29 Sydney Floristry Scholarship Competition	30	

October

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
						1
2	3 Labour Day, Public Holiday	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19 Victor Chang HCB. 6-11am.	20 Victor Chang HCB. 6-11am.	21	22
23	24	25	26	27	28	29 Flower Ball
30	31					

November

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1 Market Picnic Day Melbourne Cup Day	2	3	4	5
6	7	8 Victor Chang HCB. 6-11am.	9 Cherry Auction Victor Chang HCB 6-11am	10 Parkinson's Golf Day	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26 Sydney Markets Gala Ball
27	28	29	30			

Visit our events page on www.sydneymarkets.com.au for more information.

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FEES AND CHARGES 2011-2012

This schedule of fees and charges will apply from 1 July 2011

- This year the Rents, Dues & Fees and other charges have been increased by March Qtr CPI of 3.2%.
- 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.

AGENTS – BUILDING A, B & C		Regular fees - per month					
		Fee	GST	Total			
Full module	including dockways fee	2,890.00	289.00	3,179.00			
One and half modules	including dockways fee	4,334.00	433.40	4,767.40			
Two adjoining half modules	including dockways fee	3,512.00	351.20	3,863.20			
Half module	including dockways fee	1,794.00	179.40	1,973.40			
Third module	including dockways fee	1,027.00	102.70	1,129.70			
Quarter module	including dockways fee	689.00	68.90	757.90			
AGENTS – BUILDING E		Regular fees - per month					
		Fee	GST	Total			
Full module	including dockways fee	4,533.00	453.30	4,986.30			
Brine System Access fee	Per module	1,044.45	104.45	1,148.90			
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	158.00	15.80	173.80			
One forklift enclosure (New)	1-58 & 101-118	214.00	21.40	235.40			
SYDNEY GROWERS MARKET – BUILDING D		Regular fees - per month			Casual fees - per day		
		Fee	GST	Total	Fee	GST	Total
Monday to Friday	Grower/Seller	322.00	32.20	354.20	51.00	5.10	56.10
	Grower/Trader	504.00	50.40	554.40	51.00	5.10	56.10
Monday - Wednesday - Friday	Grower/Seller	196.00	19.60	215.60			
	Grower//Trader	310.00	31.00	341.00			
Tuesday & Thursday	Grower/Seller	136.00	13.60	149.60			
	Grower//Trader	207.00	20.70	227.70			
Growers Storage Space		254.00	25.40	279.40	N/A	N/A	N/A
SYDNEY FLOWER MARKET – BUILDING F		Regular fees - per month			Casual fees - per day		
		Fee	GST	Total	Fee	GST	Total
Monday to Saturday		521.00	52.10	573.10	N/A	N/A	N/A
Monday – Wednesday – Friday		304.00	30.40	334.40	70.00	7.00	77.00
Tuesday – Thursday – Saturday		217.00	21.70	238.70	51.00	5.10	56.10
SYDNEY PADDY'S MARKET		Regular fees - per month			Casual fees - per day		
		Fee	GST	Total	Fee	GST	Total
Paddy's – Friday Flemington	Seafood Traders	389.00	38.90	427.90	N/A	N/A	N/A
	Fruit Traders – Inside	209.00	20.90	229.90	63.00	6.30	69.30
	Fruit Traders – Outside	164.00	16.40	180.40	63.00	6.30	69.30
	General Goods Traders	120.00	12.00	132.00	61.00	6.10	67.10
Paddy's – Sunday Flemington	Inside	226.00	22.60	248.60	95.00	9.50	104.50
	Outside	217.00	21.70	238.70	95.00	9.50	104.50
Paddy's – Wednesday Haymarket	Seafood & Deli Traders	140.00	14.00	154.00	60.64	6.06	66.70
	Fruit & Veg Traders	120.00	12.00	132.00	60.64	6.06	66.70
	General Goods Traders	120.00	12.00	132.00	60.64	6.06	66.70
Paddy's – Thursday Haymarket	Seafood & Deli Traders	253.32	25.33	278.65	85.64	8.56	94.20
	Fruit & Veg Traders	224.32	22.43	246.75	85.64	8.56	94.20
	General Goods Traders	224.32	22.43	246.75	85.64	8.56	94.20
Paddy's – Friday Haymarket	Seafood & Deli Traders	209.32	20.93	230.25	85.64	8.56	94.20
	Fruit & Veg Traders	180.32	18.03	198.35	85.64	8.56	94.20
	General Goods Traders	180.32	18.03	198.35	85.64	8.56	94.20

FEES AND CHARGES 2011-2012

SYDNEY PADDY'S MARKET		Regular fees - per month			Casual fees - per day		
		Fee	GST	Total	Fee	GST	Total
Paddy's – Sat/Sun Haymarket	Seafood & Deli	335.32	33.53	368.85	N/A	N/A	N/A
	Fruit & Vegetables	340.32	34.03	374.35	120.73	12.07	132.80
	Food Van	308.32	30.83	339.15	N/A	N/A	N/A
	General Goods Traders	295.32	29.53	324.85	111.64	11.16	122.80
Paddy's – Public Holidays	Regular Trader	N/A	N/A	N/A	55.64	5.56	61.20
Haymarket	Casual Trader	N/A	N/A	N/A	101.64	10.16	111.80
Paddy's Fresh Food Market	Seafood traders	459.00	45.90	504.90	N/A	N/A	N/A
	Fruit & Veg – Inside	227.00	22.70	249.70	97.00	9.70	106.70
	Fruit & Veg – Inside - Gr	415.00	41.50	456.50	N/A	N/A	N/A
	Fruit & Veg – Outside	308.00	30.80	338.80	N/A	N/A	N/A
	General Goods Traders	224.00	22.40	246.40	97.00	9.70	106.70
Paddy's Swap & Sell Market	Regular	208.00	20.80	228.80	90.00	9.00	99.00
Refuse Removal	Organic – Over 1 Pallet	98.00	9.80	107.80	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			
Premium Reserved	Quarterly	324.00	32.40	356.40			
	Yearly	1,267.00	126.70	1,393.70			
Secured – Bldg "R"	Quarterly	430.00	43.00	473.00			
Standard Unreserved	Quarterly	215.00	21.50	236.50			
Truck covered	Quarterly	1,580.00	158.00	1,738.00			
Semi-Trailer covered	Quarterly	2,373.00	227.30	2,610.30			
Open Semi positions (K & Q)	Quarterly	1,005.00	100.50	1,105.50			
Open Truck positions (K & Q)	Quarterly	646.00	64.60	710.60			
Grower Truck/Market entry pass	Yearly	65.00	6.50	71.50			
Daily Visitor Pass					7.27	0.73	8.00
OTHER FEES		Regular fees					
		Fee	GST	Total			
GTA pass	Per pass	42.00	4.20	46.20			
Sydney Flower Market Pass	Per pass	42.00	4.20	46.20			
Casual Card application fee		49.00	4.90	53.90			
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	434.00	43.40	477.40			
Document Handling Fees	Per Transaction	136.00	13.60	149.60			
Replacement Share Certificate Fee	Per Certificate	26.00	2.60	28.60			
Portage charge	0 – 10 forklifts	1,002.00	100.20	1,102.20			
	11 – 20 forklifts	3,007.00	300.70	3,307.70			
	Over 21 forklifts	6,009.00	600.90	6,609.90			
Christmas Trees	Per day selling season	337.00	33.70	370.70			
Wine Grapes – Saturday (full-day)	Per position per period	4,474.00	447.40	4,921.40			
Wine Grapes – Friday (half-day)	Per position per period	2,236.00	223.60	2,459.60			
Refuse removal	Per 3 metre bin	86.00	8.60	94.60			
Sulo Bin - replacement		84.00	8.40	92.40			
Liquid waste removal	Per quarter	107.00	10.70	117.70			
Liquid waste removal	Per litre	0.15	0.02	0.17			
Pallets of Organic Waste Not suitable for Transport	Per Tonne	169.00	16.90	185.90			
Pallets of Organic waste Sorted, Packed and Ready for Transport	Per Pallet	43.00	4.30	47.30			
Warehouse Sub-let Fee – Annual	0000 – 0250 Sq Mtrs	3,163.64	316.36	3,480.00			
	0251 – 0500 Sq Mtrs	6,436.36	643.64	7,080.00			
	0501 – 1000 Sq Mtrs	8,509.09	850.91	9,360.00			
	1001 – 2000 Sq Mtrs	10,690.91	1,069.09	11,760.00			
	2001 – 5000 Sq Mtrs	16,909.09	1,690.91	18,600.00			
Annual Admin Fees for Additional Approved Sublets	Per Space	516.00	51.60	567.60			
Transshipment Fees	Per pallet	30.00	3.00	33.00			



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