

SYDNEY MARKETS®

Leader

2014 ISSUE #1

2013
Employee
/Team of the
YEAR

2013
Flower
Grower
of the year

VIRTUAL
EXCURSION

CHINESE NEW YEAR

CEO'S PERSPECTIVE • 2014 OZHARVEST CEO COOKOFF • EMPLOYEE OF THE MONTH

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Upcoming Events

April

10 APRIL – 23 APRIL
Royal Easter Show

14 APRIL – 28 APRIL
School Holidays

18 APRIL – 21 APRIL
Easter Long Weekend

May

12 MAY
Mother's Day

25 MAY
Kids Carnival @ Paddy's

June

9 JUNE
Queen's Birthday

SYDNEY MARKETS JUSTICE OF THE PEACE

Services Available
11:00am to 1:00pm
Monday – Friday

Other times by
appointment only
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SYDNEY MARKETS

SYDNEY produce MARKET

SYDNEY flower MARKET

SYDNEY growers MARKET

Fresh for Kids

SYDNEY Paddy's MARKET

PADDO'S Swap & Sell MARKET

**SYDNEY MARKETS PLAZA
Business and Shopping Centre**



CEO'S Perspective

SYDNEY MARKETS MARKETING INITIATIVES

SML's marketing programs and promotion of our Market takes many forms and many are successfully run throughout the year. The most well-known ongoing promotion would be to attract shoppers to Paddy's Market.

Paddy's Haymarket is an iconic brand that is well known across the world. Strategically placed TV, radio and newspaper advertisements along with outdoor signage ensure that people continually flock to Paddy's Market weekly.

The introduction of the Paddy's Promotional Booth at Paddy's Haymarket has been well received by stand holders and customers. The program rewards customers who make purchases with Paddy's traders. The program is not only a critical point of difference for our traders who are competing with many alternative retail offers, it also adds to the colour and ambience at the Markets each day.

The Florist and Greengrocer of the Year Programs have continued to be a success since their introduction. Both programs offer additional support to Florists and Greengrocers who are vital customers of Sydney Markets and allow for regular recognition of their hard work and business acumen through our monthly and yearly awards. There are some exciting enhancements slated for both programs which we hope to announce in the near future, so stay tuned.

Since the inception of the Fresh for Kids program over 15 years ago, it has been constantly evolving. Two major introductions over the past couple of months are the From Farm to Plate virtual excursions and also the introduction of a new F&V Gang member.

FROM FARM TO PLATE VIRTUAL EXCURSION

Historically From Farm to Plate presentations were conducted face to face. A Sydney Markets employee would travel to a school and deliver a 45 minute presentation to a class of thirty or perhaps groups of up to one hundred primary school children at a time. This method would allow SML to deliver the healthy eating message to approximately 30 schools a year reaching around 1000 students.

Through the use of the Department of Education and Communities' innovative video conferencing platform, Sydney Markets has developed a 'Virtual Excursion' whereby we can deliver the healthy eating messages to thousands of children at a time.

The inaugural From Farm to Plate Virtual Excursion was held on Thursday 12 December 2013 with tremendous results. Two presentations were made to a total of 32 schools across NSW reaching 1200 students in one sitting (See page 12 for more information).

NEW F&V GANG MEMBER COMPETITION

Over the Christmas and New Year period a competition was run across NSW to introduce a new member to the F&V Gang. Each student who entered needed to create a new character that would fit in with our other 6 characters; Bazza Banana, Captain Capsicum, Megabite Apple, Oscar Orange, Summa Strawberry and also Tamara Tomato.

Students were asked to design a new vegetable character and give them a personality. Many great entries were received with the judging panel selecting Brooke Broccoli to become the new F&V Gang member.

Well done to all the 100 entrants who submitted an entry. Look out for the gallery on the Sydney Markets website to see the other finalists. (See more on page 13)

SYDNEY MARKETS DOCUMENTARY SERIES

Filming has commenced on a new TV Series to be based around Sydney Markets. In a similar fashion to popular shows such as Bondi Rescue, RPA and RBT the show will investigate all the colour, life and characters that make up our vibrant Markets.

The show will air on Foxtel's Lifestyle channel in the second half of this year and run for 12 episodes. (See page 10 for more information)

Brad Latham,
Chief Executive Officer

Strategic Planning Update



SML's Strategic Imperatives are:

1. Grow the SML business
2. Increase the value of SML's sites
3. Improve the efficiency of SML's operations across its sites
4. Leverage SML's brand equity
5. Develop outstanding Market Intelligence

Strategic Imperative 1 Grow the SML business

Cooking School

Current media and public interest in food related programs and cooking shows supports SML's Strategic Imperative to "Grow the SML business".

SML is considering the introduction of a Cooking school at Sydney Markets as part of its Strategic Plan

A cooking school concept plan is currently being completed for suitability & consideration by SML's Master Plan Committee.

Further updates will become available as this project develops.

Strategic Imperative 2 Increase the value of the SML sites

Providore Units Stage 2

This project was approved in June 2013 and was completed in early December 2013 with all of the 9 units being fully occupied and operational.



These additional 9 units complement the existing 15 Providore units at the Rail.

Providore units provide the space for providores to grow and develop their businesses.

Strategic Imperative 5 Develop Outstanding Market Intelligence

Stakeholder Survey

SML will be carrying out surveys of Market stakeholders regarding their current and future business needs which will assist SML to continue improving the Market environment.

The survey process has begun in the Flower Market and all Market sectors will be surveyed.

Sydney Markets Foundation

Help for Today – Hope for Tomorrow

The Sydney Markets Foundation was established in 2010 to take our Markets charity activities to a new level by encouraging greater involvement both financially and through voluntary commitment of the Markets people. Since then, the Foundation has provided in excess of \$600,000 to support individuals and needy causes. This has been achieved because of the generosity of the Markets community in providing donations and uniting to support worthy causes.

Some of these worthy causes have included support to Queensland flood victims, a terminally ill teenager, Prostate Cancer Foundation, Save our Sons, the Children's Hospitals at Randwick and Westmead, Sutherland Hospital, Familial Cancer Service, A Friends Place support for bereaved children, an MS sufferer, Stewart House, Polle Pedal, David Rixon (killed policeman) fundraiser, disadvantaged kids from the bush, Brainwave (children's brain illness), the family of deceased forklift drivers Filipe Hehea and Mark Rushton, a young schoolboy soccer representative, a young boxer, Tangara special needs school, MS on behalf of a City to Surf participant from the Markets, Prostate Cancer Blokes Lunch, Oz Harvest, Cancer Council NSW, and Paralympian Jayme Richardson, just to name a few.

In recent months the Foundation has helped with an extensive number of support requests that have come from the Markets community including the Blue Mountains bushfire victims, Bush to Beach, Manly Women's Shelter, Towradgi school special needs class, Gayndah Parish charity fete, Asbestos Diseases Foundation, Macarthur Special Needs Football Club, an MS sufferer, Tevita Afemui, Victor Chang Health Check Booth, CEO CookOff, Burwood North Ryde Junior Football, Balmain Tigers Development Squad, and Special Olympics Australia.



Jayme Richardson wearing her Sydney Markets Foundation about to qualify for the Australian Paralympic cycle team to go to Mexico.

We have appointed Paralympian Jayme Richardson as our second Foundation Ambassador (Mark Vincent is our first Ambassador). Jayme is currently representing Australia in the Paracycling World Track Championships in Mexico.

Thank you to the many Markets community members who support our endeavours by providing contributions and in presenting requests to support needy individuals and causes.

(NB. Donations to Sydney Markets Foundation are tax deductible.)

The Foundation's objects are to provide relief from:

- Poverty;
- Distress;
- The effect of sickness;
- The effect of unemployment;
- Necessitous circumstances; and
- Financial hardship,

for members of the community generally, and those persons associated with the fresh produce industry and/or Sydney Markets in New South Wales irrespective of age, race, gender or status.



Foundation Directors presenting a cheque for \$50,000 to Save our Sons from 2014 cherry auction proceeds



Foundation directors presenting gift vouchers to the Salvos for distribution to bushfire victims

Sydney Markets Foundation Inc.

ABN 95 464 517 798

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Directors – Bill Chalk (Chairman), Mark Kelly (Deputy Chairman), Frank Petulla (Vice Chairman), Joe Antico (Treasurer), Gerry Daras, Michael Golden, Colin Gray (Secretary)

Chinese New Year 2014 Year of the Horse

Thursday 30th January marked the beginning of 2014 Chinese New Year of the Horse for Sydney Markets with Sydney's Paddy's Markets at Haymarket the first to celebrate.

Both stall holders and market-goers at Paddy's Flemington and Haymarket were visited by the God of Wealth and Masked characters who roamed around the stalls, and were entertained by the lion dancers who were out to wish everyone a happy new year.

Chinese New Year celebrations were finished off with a vibrant far-eastern specular which was performed for Wholesalers at Sydney Markets Flemington early in the morning on 3rd February. Those around were treated to fireworks, roving entertainment and lion dancers, including the largest lion in the Southern Hemisphere.



Grower of the Year Awards

In 2013 Sydney Markets introduced the annual Grower of the Year Awards. The awards are split into two categories, Flower Grower of the Year and Fruit & Vegetable Grower of the Year. The Growers are nominated by their customers based on the following criteria:

- Quality of produce
- Consistency of produce
- Product presentation; and
- Customer service

Growers are given a ranking from 1 – 10 in each category. This is then tallied into an overall

score and the winner is chosen.

The Flower Grower of the Year award was voted by the registered florists in the Mystery Shopping Program, while the Fruit & Vegetable Grower of the Year award was voted on by customers of the Growers Market in D Shed.

In 2014, voting for the Fruit & Vegetable Grower of the Year award will be opened up to the Greengrocers in the Mystery Shopping Program.

And the winners are...



Demasi Bros 2013 Flower Grower of the Year

The inaugural Sydney Markets Flower Grower of the Year award winner was announced at the Annual Flower Ball on Saturday 26th October at Le Montage, Lilyfield.

Cos Demasi from Demasi Bros was presented the award in front of those attending the Ball including growers, wholesalers, florists and those from associated floristry businesses.

Congratulations to Demasi Bros on winning the Flower Grower of the Year award for 2013.



Grima Fresh Produce 2013 Fruit & Vegetable Grower of the Year

A special breakfast presentation was held on Friday 21 February 2014, at the Paddy's Hotel to recognise the finalists for the Fruit & Vegetable Grower and Flower Grower of the Year Awards.

The award for Fruit & Vegetable Grower of the Year was presented on the morning. Congratulations to Sam and Steve Grima from Grima Fresh Produce who received the award.

2014 OzHarvest CEO CookOff

Sydney Markets raised over \$30,000 and donated fresh fruit, flowers and vegetables to the annual CEO CookOff held on Monday 17th February. The CookOff brings together celebrity chefs and CEO's to put the spotlight on food security and challenges faced by youth in crisis and Indigenous communities.

A joint initiative between OzHarvest and Qantas, this is the first time Sydney Markets has been involved in the CEO CookOff which was held at The Carriageworks, with over 120 business leaders taking part in the event.

Sydney Markets CEO Brad Latham said he was delighted to be supporting OzHarvest for a very worthy cause. "We have been working closely with OzHarvest since 2012 and we are proud to be supporting their efforts in feeding Australians in need."

Brad Latham was unable to take part as he had to travel to India to accept our Global Sustainability Award with the Chairman and Environment Manager.. However, Ned Tesic, SML's Public Relations/Brand Manager, and Gerry Daras, Head of Special Projects, represented the Markets on the night.

Over \$1.1M was raised in addition to 1,000 three-course meals that were cooked by teams of business leaders who worked together with 36 celebrity chefs.

Participants prepared meals using menus designed by Neil Perry, Maggie Beer, Guillaume Brahimi and Peter Gilmore that were distributed that night to homeless and disadvantaged Sydneysiders.



OUR PEOPLE IN THE COMMUNITY

The good work of Sydney Markets staff extends well beyond the confines of our two sites. Most notably Sydney Markets Site Services Supervisor, Firoz Ali-Shah, has been involved with Clean up Australia Day for the last 19 years and has taken on more of a leadership role for the past 7 years.

Firoz has a close community connection with the Ahmadiyya Muslim Association of Australia, through which he organises the events within his community as well as similar Clean up Australia Day events in Melbourne, Brisbane, Adelaide and Canberra.

This year there were over 250 volunteers on the day who worked tirelessly to clean up Richmond Road from Marsden Park to Blacktown, finishing up with over 150 bags of rubbish.

"Men, women, children and elderly came forth in large numbers in their local communities nationwide to help with cleaning up their local environment" said Firoz.

The organisation takes pride in the community very seriously and allows them to give something back to the country which has given them so much.



"Clean up Australia Day is a very opportune day for a collective demonstration of one part of the faith that is normally not visible to others" added Ali-Shah.

Firoz is just one of many Sydney Markets employees helping to make the community a better place. Share your stories with us kristen.lilley@sydneymarkets.com.au



SYDNEY MARKETS ON FOXTEL

Filming has commenced on a new TV Series to be based around Sydney Markets. In a similar fashion to popular shows such as Bondi Rescue, RPA and RBT the show will investigate all the colour, life and characters that make up our vibrant Markets.

The show will air on Foxtel's Lifestyle channel in the second half of this year and will run for 12 episodes.

The show is a fantastic showcase of all our Market Brands and will highlight some of the hidden stories of the Markets. Be it family stories, charity stories or the simple hustle and bustle of the day to day environment here at the Markets.

So next time you see a camera crew be sure to smile and wave – you might be the next Gold Logie winner.

Follow us

Twitter: twitter.com/SydneyMarkets

Facebook: facebook.com/sydneymarkets

SYDNEY MARKETS LTD WINS WORLD CSR CONGRESS GLOBAL SUSTAINABILITY AWARD

Sydney Markets Limited's environmental initiatives have once again been acknowledged on the world stage.

SML prepared a submission under the Global Sustainability Leadership Category for the World CSR (Corporate Social Responsibility) Congress Awards. The submission focused on our outstanding achievements in the areas of waste management and recycling together with our water and energy saving initiatives.

Our submission was selected from over 2,500 international entries in the Global Sustainability Leadership Awards as the winner in the category of "Best Renewable Resources - Recycling".

The award was presented at the World CSR Congress Global Sustainability Conference & Awards held on 17th-18th February 2014 in Mumbai, India, attended by delegates from over 1,000 companies from around the world.

Sydney Markets Limited's Chairman, CEO and Environment Manager were invited to attend the conference and travelled to Mumbai to accept the award on behalf of the Company.



VIRTUAL EXCURSION

On 12 December 2013, the inaugural "From Farm to Plate Virtual Excursion" was broadcast from outside Building E, in front of P W Chew & Co's Banana Module at Sydney Markets.

Presentations are conducted through the Department of Education and Communities' unit Distance and Rural Technologies (DART). Teachers pre registered their class to be involved in the excursion. Students viewed the presentation over the internet using an interactive whiteboard installed in the classrooms. The teachers were able to mute and unmute their microphone so questions are able to be asked in real time.

Two presentations were made to a total of 32 schools across NSW. 18 of these schools were in regional areas of NSW which SML would not ordinarily be able to visit.

Celebrity Chef Fast Ed, from Better Homes & Gardens, and Ben Ross, former Cronulla Sharks player, were on hand to help present banana recipes, with Fresh for Kids Co-Ordinator Fiona Hobbs from SML there to deliver the From farm to Plate presentation. Greg Bradshaw from PW Chew was also there on the morning to talk to the children about all things bananas.

The virtual excursions covered in detail where bananas grow, how bananas grow, the different varieties of bananas, how bananas are harvested, how bananas arrive at the Markets and the ripening process once they are at the Markets.

Fast Ed whipped up two recipes for the students – Banana Pancakes with Mango and Fresh Fruit Smoothie containing bananas and strawberries.



The following schools participated in the Virtual Excursion broadcast:

School	Suburb	Group Size
Austral Public School	Austral	20
Berridale Public School	Berridale	35
Berrigan Public School	Berrigan	20
Bilgola Plateau Public School	Bilgola Plateau	50
Bossley Park Public School	Bossley Park	29
Cambridge Park Public School	Cambridge Park	64
Camdenville Public School	Newtown	40
Charlestown Public School	Charlestown	18
Comleroy Road Public School	Kurrajong	25
Duranbah Public School	Duranbah	20
Granville South Public School	Guildford	35
Griffith Public School	Griffith	48
Hayes Park Public School	Kanahooka	45
Kandos Public School	Kandos	60
Kareela Public School	Kareela	113
Lismore Public School	Lismore	40
Mount Lewis Infants School	Greenacre	80
Mount Pritchard East Public School	Mount Pritchard	50
O'Connell Public School	O'Connell	30
Pleasant Hills Public School	Pleasant Hills	16
Plumpton Public School	Plumpton	100
Repton Public School	Repton	23
Tulloona Public School	Tulloona	4
Wallerawang Public School	Wallerawang	20
Wanaaring Public School	Wanaaring	11
Wee Jasper Public School	Wee Jasper	9
Weilmoringle Public School	Weilmoringle	12
West Ryde Public School	West Ryde	26
Weston Public School	Weston	28
Windsor Park Public School	South Windsor	30
Winston Hills Public School	Winston Hills	28
Young Public School	Young	60

VIRTUAL EXCURSION



NEW F & V GANG MEMBER

A competition was run across NSW to introduce a new member to the F&V Gang. It was recognised that the F&V Gang members were mostly fruit so part of the criteria for the competition was that the children needed to design a vegetable character.

A total of 98 entries were received. These were narrowed down to the top 26 and then a further 3 went forward to final judging.

The winner after judging was 'Brooke Broccoli', who was created by Amy, aged 11, from Burwood Public School.

Brooke Broccoli

I'm green; I'm gorgeous and have many flowery branches. Every day I love to run, jump for at least 30 minutes. I inherited a special tennis racket from my dad when I was little. It has inspired me to always put others first and has super solving powers that help me piece many pieces to any puzzle. I'm creative and full of great inventions. My wish is to be a famous tennis pro.

Design concepts for this character are currently being created. An inflatable suit will also be created once artwork is completed.

SITE SERVICES UPDATE

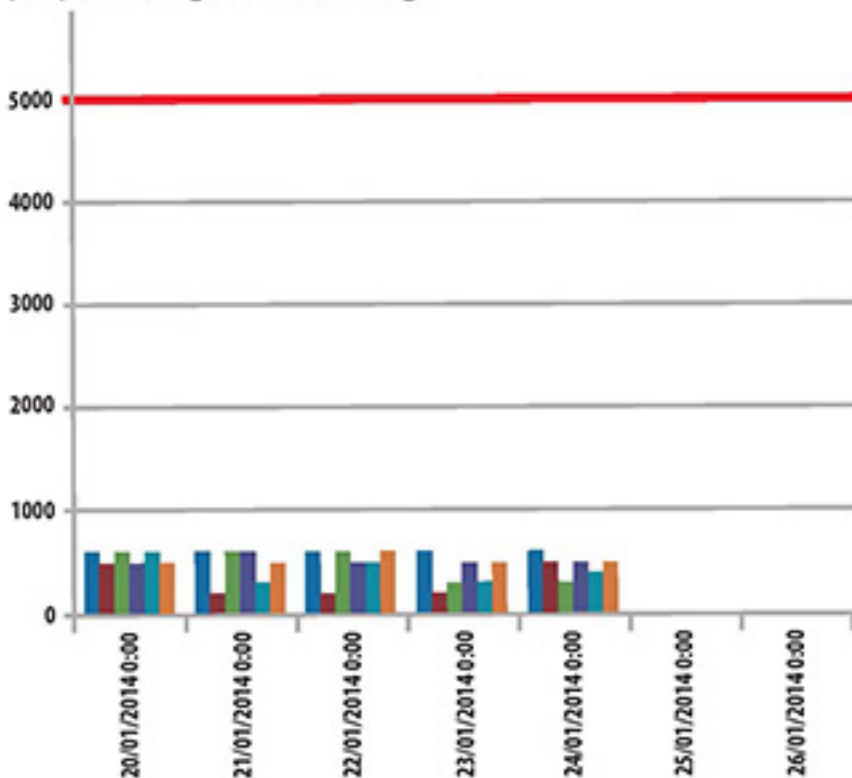
Air Pollution Study Shows a Good Result

SML recently commissioned a study to investigate whether the air quality and ventilation in Building 'D' is acceptable.

The measurements were undertaken during the operation of the Growers Market over a two week period in late February.

Gases that can be found in vehicle exhaust emissions are mainly Carbon Monoxide, Nitric Oxide, Nitrogen Dioxide, Sulphur Dioxide and Carbon Dioxide. In low concentrations these gases are non-toxic and can occur naturally; in high concentrations they can be toxic.

The results of the study have shown that the gas levels in Building 'D' was well below the Safe Work Australia Standards. This is good news for the Markets and will provide peace of mind for the people working in in the building.



Example of the results of measurement for Carbon Dioxide (CO₂); the red line shows the maximum permitted level.

The design of Building 'D' with all its large open doors and considerable height works very well and creates more than adequate ventilation.

Energy Saving Initiatives for Sydney Markets and Tenants – New Lighting for Warehouses

The old end of life high bay lights in Warehouses will be replaced with new energy efficient LED fittings, saving more than 150W per light. It is anticipated this will provide a total saving of \$130K per annum for our Tenants when the roll out is completed.

It is planned to have the new Warehouse lighting rolled out from June 2014.

A program will be prepared and access will be arranged with each tenant through our Site Services Supervisor, Firoz Ali-Shah.

Along with electricity discounts already provided to tenants, this is a great additional initiative to assist the Markets' businesses.

Other lighting options under review for this year:



- Warehouse Eave Lighting
- Street Lighting

These initiatives will greatly improve the lighting levels around the streets of the Markets and will assist with loading and unloading by forklifts. The new street lights and eave lights will also be installed this year.

Solar Power now Producing at the Flower Market

Construction of the Solar System for the Flower Market Carport Structure is now completed.

Sydney Markets has opted to replace the old 70's carports with purpose built carport structures, with integrated solar panels as the roof. These provide 100 covered car parking spaces.

Sydney Markets is producing green energy to offset its carbon footprint and the power is fed into Sydney Markets' own grid.

Since February the structure has produced 24.7 MWh of power. Since recording started we have offset 46 tonnes of Carbon and produced enough energy to operate a TV for over 7,000 days. At this stage, and subject to winter conditions, our solar system should exceed our expectation of producing 217 MWh of power. An update will follow after one year of operation.

With over 1,000m² of solar panels, this is the largest Solar Carport structure in Australia.



New Lift in Eastern Multi-Storey Car Park Y

The new Lift at the Eastern Multi-Level Car Park Y was completed and commissioned on Friday 20th December 2013 prior to the



Christmas trading period and has proved to be a great success with both traders and customers, particularly on Friday and Saturday.

The Lift provides a more convenient shopping experience for both commercial and retail shoppers and positive comments have been received from customers and standholders. With a 4 tonne capacity, it is suitable for small to medium loads, in hand and push trolleys only.

Please encourage your customers to use the upper levels of the multi-storey car park.

Plaza Shop 6 – Reconfiguration

The works for reconfiguration of Shop 6 in the Plaza (formerly Clancy's Supermarket) into a number of smaller tenancies has been completed and the premises are now ready for fit-out by the tenants.

A passageway has been created between the shoppers' car park on the western side of the Plaza and the Plaza courtyard to create a more convenient access to all other facilities in the Plaza.

A Fitness Centre & Taekwondo Academy has commenced operation, and other new tenants will possibly include a Chemist and a Convenience Store.



Replacement of Turnstiles

The existing 5 turnstiles around the GTA fence line are in need of replacement. Leda Security will carry out this work which is estimated to be completed by the end of April 2014.

Essential Fire Services

A new sprinkler fire pump will be installed on the north-eastern side of Building 'D' facing Growers Rd.

Plaza – Level 1 Tenant Amenities

Refurbishment of Level 1 Male and Female Tenant Amenities is nearing completion. The refurbishment of the Disabled Amenities has commenced.



L1 amenities almost complete

Hot Works Permit

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

Safety in Welding and Allied Processes

AS 1674.1 – 1997 Part 1: Fire precautions

Please advise if you require a copy for reference.

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

It is everybody's responsibility to be alert!

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

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

Building Alterations/New Cool Rooms

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

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

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

Contractors Working On Site

Tenants who engage contractors to work on site must provide the contractor's:

- Current Workers Compensation Insurance
- Public Liability Insurance (min \$20M)
- Risk Assessment & Safe Work Method Statement
- Appropriate Trade Licences

The contractors must also complete an induction by SML and get a Hot Works Permit approved, when carrying out such work.

Alternatively SML contractors can be engaged.

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

For further information please contact Martin Forster, Head of Site Services, on 02 9325 6225.

NEW MARKET ENTRY SIGNAGE

Austin Avenue Signage

The Austin Avenue entry banner has now been updated with new signage.

The billboards on either end of the entry banner are interchangeable and will be updated to promote events happening at the Markets.



Potts Street & Kerruish Avenue Signage

The signage at Potts St and Kerruish Ave will also be updated to match the new design. Street names have been added to the signage for better navigation through the Markets.



A, B, C & D Building Signage

The signage on both ends of each building have been updated due to wear and tear. The signs indicate which Markets are held in those sheds and are matched to the colour of that Markets logo.



OPERATIONS UPDATE

STOP SIGN AT POTTS STREET INTERSECTION

Please be aware that all vehicles must STOP at the intersection at the Potts Street toll booth. When driving North in the direction of the toll booths you must STOP for all other traffic. This is a Sydney Markets safety initiative.



NORTH ROAD PARKING

Tenants and their employees are asked to park their private vehicles in the multi storey car parks, Monday to Friday in an effort to create more parking for tenant customers.

SML staff will trial cordoned off parking areas for vans on North Road fence line to assist tenant's customers to find suitable parking positions close to the GTA. This initiative will create less congestion in the GTA.



NSW GOVERNMENT SMOKING BAN

All tenants are reminded that under the *Smoke Free Environment Act 2000*, **ALL MARKET BUILDINGS AND UNDERCOVER AREAS ARE SMOKE FREE ZONES.**

Market Officers will continue to issue Comply Notices to persons smoking inside Market Buildings. SML also seeks the help of the Principals of the business to ensure that their employees do not smoke while in Market buildings.



PROPERTY UPDATE

Sydney Markets Plaza Shops FOR LEASE

A great opportunity exists for new business.

This exciting opportunity for new operators to access the 800 + traders, 5000 employees and in excess of 5.7 million annual visitors Sydney Markets (at Flemington) has to offer.

Shop 6D – 23m² (Approximately/Subject to survey)
Small premises ideally suited for a doctor's surgery.

Available Now.

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

Sydney Markets Plaza Offices Suites FOR LEASE

Office Suite B30 – 116.00m² (Approximately)

Positioned on Level 1 mezzanine overlooking the central courtyard. This Suite has open areas, partitioned offices and new carpet. **Available Now.**

Office Suite C04 – 61.00m² (Approximately)

Positioned on level 2, this Suite has large bright open areas with new paint and new carpet. **Available Now.**

Office Suite C12 – 46.00m² (Approximately)

Positioned on level 2, this Suite has large bright open areas with new paint and new carpet. **Available Now.**

Interested parties should contact the Sydney Markets Property Manager on (02) 9325 6240 or pm@sydneymarkets.com.au for more information.

SYDNEY MARKETS CONFERENCE CENTRE

The Sydney Markets Conference Centre is also available for hire. The Centre can be used as one unit or divided into two.

For details and bookings please contact the Executive Secretary on (02) 9325 6298.

ENVIRONMENT UPDATE

Waste Recycling Average 65%

It has been a very busy and challenging year at Sydney Markets with the weather conditions constantly changing and waste volumes fluctuating. Despite the challenges we maintained an average of 65% recycling.



This highlights the success of our waste strategy and improved waste diversion out of landfill. Sydney Markets would like to thank all Tenants who participate and continue to separate waste and deliver to our Green Point facility for recycling.

Keep Our Markets Clean

Sydney Markets Limited is committed to providing a clean and safe environment. Tenants within the Growers & Wholesale areas are also responsible for keeping work areas clean including the buyer's walkways and common areas in all buildings within the Markets.

Do not discard coffee cups and other litter on the ground.

Green Point Operation Hours:

Wholesale & Growers

Mon to Fri	8:30am – 2:30pm
Sydney's Paddy's Markets (between Buildings A & B)	
Fri and Sun	3:00pm – 6:00pm
Sydney's Paddy's Markets (outside Building D – Door 4)	
Sat ONLY	3:00pm – 6:00pm

For further information on how you could make a difference, contact the **Environment Manager Mr Con Kapellos on 0417 325 173.**

Remember – do the right thing!

Help keep our Market cleaner and safer!

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

MARKET SECURITY & SAFETY AWARENESS

PEDESTRIAN WARNING LIGHTS

As an improved safety measure, pedestrian warning lights have been installed at the Q Gate pedestrian crossing. The flashing lights are activated when pedestrians approach the crossing.



FORKLIFT SAFETY GUIDELINES STICKERS

Forklift Safety Guidelines stickers are being attached to all forklifts on the Markets site.

The sticker outlines the Safety Guidelines that forklift operators need to follow when operating a forklift.



FORKLIFT REFRESHER TRAINING

A reminder to all tenants that Forklift Refresher Training is available for your forklift Operators. This is a two hour training session made up of one hour practical and one hour theory. The courses are run on the Market site and can be scheduled around the participants' preferred times. At the end of the training the participants are presented with a certificate of attendance.

This initiative is a good way to provide your forklift operators with important skills to maintain a safe working environment. For further information and enquiries please contact Security Manager John Pascucci on (02) 9325 6171.

FORKLIFT SAFETY

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

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

SLOW DOWN • BUCKLE UP • STAY SAFE

WHITE CARD & BLUE CARD TRAINING

As part of SML's ongoing safety initiatives, SML Market Officers are undertaking White Card & Blue Card Training. The White Card allows an individual access onto any construction site. White Card training covers awareness of WHS legislative requirements, and the basic principles of risk management and prevention of injury and illness in the construction industry.

The White Card training is a requirement for all workers before completing training for a Blue Card.

The purpose of Bluecard is to:

- develop and maintain consistent standards of safety training in the Transport Industry
- build a co-operative employer/employee work environment that will promote safety and training of employees.
- familiarisation with basic safety needs in the Transport Industry.
- understanding of the Acts and Regulations which govern safe workplace practices in the Transport Industry.

In short, Bluecard assists transport and distribution workers:

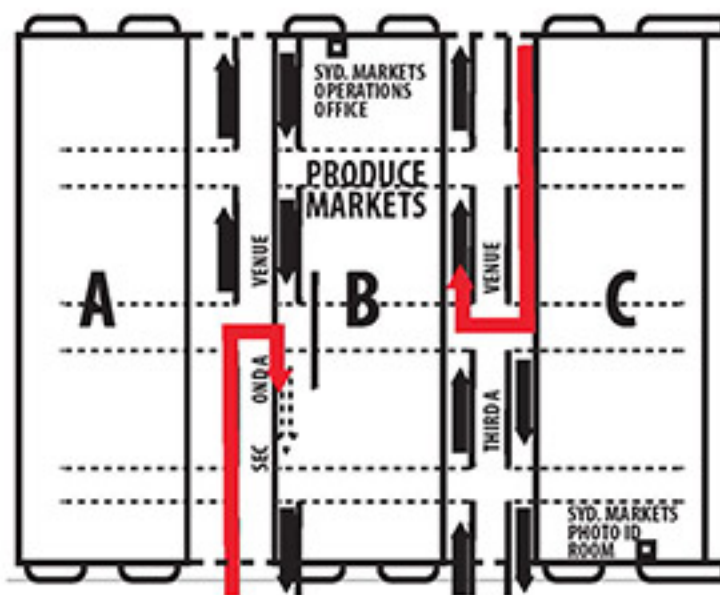
- Understand their WHS Act requirements
- Follow procedure
- Report hazards and
- Work Safely

Bluecard is delivered by licensed training organisations across Australia.

DIRECTIONAL SIGNAGE

Directional arrows have been placed on roadways in the canopies behind Buildings A, B and C to indicate the correct line of travel for forklifts moving through canopies to dockways and rampways. The red line on the diagram below illustrates how forklifts should travel within the canopies to what is "Reasonably Practicable".

When working at the rear of a Wholesale business in Buildings A,



B and C on the roadway, forklifts may travel across the directional arrows (for example when loading a truck that is on the roadway under the canopy, or moving a pallet) only where it is considered reasonably practicable by SML to operate the business.

LOADING AND UNLOADING OF TRUCKS

All stakeholders have WHS responsibility and obligations to their employees and to visitors of the Market and are required to have Safe Work Practices in place when loading and unloading trucks. Examples of procedure's and safety tips for the loading/unloading of vehicles and Forklift Operations.

- Driver of the truck must ensure that the loading/unloading of the vehicle has been completed and that all forklift operators involved in the loading/unloading of that vehicle have been made aware that the truck is about to leave.
- Curtains and doors of vehicle must be closed/secured after the truck has been loaded/unloaded.
- Ensure vehicle you are using is in good condition. Daily checks on vehicles should be carried out by the operator.
- All loads must be secured on table top trucks before the vehicle is driven (e.g. tied down by ropes)
- Do not over load the vehicle.

- Ensuring truck drivers have a clear view when reversing; if not, have a person assist by directing the driver.
- Roads & Maritime Services (RMS) Road Rules apply to all vehicles operating on the Market Site.
- It is good practice for businesses in the Market to conduct weekly Tool Box meetings with staff on WHS practices.

FIRE PREVENTION SAFETY TIPS

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

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

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



SECURITY

There are now 166 CCTV cameras around the site with further cameras being placed along in the Rail area and North Road to improve coverage in these areas.

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

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

PHOTO ID OPERATING TIMES – GTA PASSES



Monday	09:00am – 10:30am
Tuesday	09:00am – 10:00am
Wednesday	09:00am – 10:00am
Thursday	09:00am – 10:30am
Friday	CLOSED

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

2013 Employee /Team of the YEAR

TEAM OF THE YEAR – ENVIRONMENT TEAM

Congratulations to the Environment Team for being the Sydney Markets Team of the Year for 2013!

This team performed strongly throughout the whole year. Waste recycling increased from 64% to 65% in 2013, recycling in excess of 12,832 tonnes in one year. Since Green Point commenced in 2005, over \$6.5M has been saved through waste recycling.

Con Kapellos and his team have won many awards over the past few years, with 2013 being no different. They received the "Winner Award" in Sustainability Leadership for the Small to Medium Business category from the United Nations Association of Australia.

The team members include: Con Kapellos, Troy Tuckey, Michael Kadry and Spiro Kokkenes.



EMPLOYEE OF THE YEAR – JOHN PASCUCCI, SECURITY MANAGER – OPERATIONS TEAM

2013 was a very busy year for John, with the transition period of Security companies (from ISS to ACS) and he dealt with the change very professionally at both Haymarket and Flemington. John continues to work hard on maintaining a good group of security officers to benefit the Operations at Sydney Markets.

John has been instrumental in the Forklift Refresher Training Program for tenant forklift operators and SML staff. This is a great initiative and John has put a lot of work into getting the information to the tenants and organising the training.

John also worked on numerous other tasks during the year including the installation of the new CCTV equipment, working on a trial E-Tag system at the toll booths, changing over the two-way radios from analogue to digital, organising and attending SML staff training sessions and assisting with the review of SML's Work Health and Safety Management System.

John is a valued member of the Sydney Markets staff and highly deserved the Employee of the Year Award for 2013. Congratulations John!



EMPLOYEE OF THE YEAR RUNNER UP – KRISTEN LILLEY, MARKETING COORDINATOR – MARKETING TEAM

Joining the team in November 2012, Kristen really took on the opportunities Sydney Markets has to offer and made the most of them during her first year. She is efficient, timely in her duties and eager to put in extra effort to achieve a successful outcome, whether it is early starts, weekend work, etc. Kristen often stepped up to cover when her manager was away for work.

She puts the team before herself and is often helping other team members to achieve their goals. She is confident enough to mix with senior managers and in her 12 months has built strong relationships with all of the departments within SML as well as wider stakeholders such as Wholesalers/Traders and marketing suppliers.

Kristen is highly deserving of the Runner-Up Employee of the Year Award for 2013.

Employee of the Month



OCTOBER 2013 HEATH MOORE, MARKET OFFICER – OPERATIONS SUPPORT TEAM

Heath did a great job on the 4th October 2013, when a forklift caught fire while delivering to a customer along South Road. He was quick to respond to the location and put his firefighting skills into action, quickly assessing the situation and taking control to ensure the fire was kept under control.

Heath was very thorough in his duties and identified that the forklift gas bottle needed to be kept cool to avoid an explosion until the chain holding the gas bottle was cool enough to remove so the gas bottle could be removed. Once the fire was under control, Heath took the air filter off the forklift as it was still smouldering, quickly dousing the filter in water to eliminate any further danger.

Heath's actions on the day, together with his knowledge of fighting fires as a volunteer fire firefighter, prevented what could have been a possible disaster and damage to tenant and SML property.

Well done Heath!



NOVEMBER 2013 LOU PELIZZO, ASSISTANT TEAM LEADER – RETAIL TEAM

During November, Lou stepped in at Haymarket while the Market Manager was away.

With his experience at Haymarket, Lou had no problem getting back into the routine of the day to day running of the Market.

Lou was instrumental during the first few weeks of the Paddy's Promotional Booth starting. He spent time with the team introducing them to stand holders and ensuring that they knew the whole layout of the Market floor.

Lou was the 'go-to' man for any problems the Promotions Team had, whether it be repairing the booth, handing out vouchers or having regular meetings with the Promotions Team and the Retail Team to ensure everyone knew what was expected of them.

He also provided feedback and suggestions on how to improve the operations of the booth and ensured customers could be attended to by the Promotions Staff. Lou even managed the booth at times when the Promotions Staff were out on the floor distributing vouchers, allowing customers to be served at all times.

Lou's input and support for the new staff members and the booth were appreciated by the Marketing Department and contributed to the great success of the booth opening.

Congratulations Lou!



DECEMBER 2013 ANTOINETTE MAATOUK, EXECUTIVE ASSISTANT

During December – January, Antoinette assisted with many cross-departmental programs. Not only did she help co-ordinate and implement the staff Christmas party, Antoinette worked closely with the Marketing Team on many projects.

Antoinette has been most helpful with arranging staff for the Paddy's Promotional stand at Haymarket, as well as casual staff for our Fruit and Veg Gang meet and greets. Antoinette has been helpful over and above her duties and for this we congratulate her on her Employee of the Month award.



JANUARY 2014 GEOFF SMALLEY, PADDY'S HAYMARKET MARKET MANAGER

During the busy month of January, Geoff performed extremely well in managing his area of responsibility. With his immediate Manager unavailable due to health issues, Geoff has stepped up to ensure the Market operation ran efficiently.

He is a self-starter who undertook greater liaison and communication with tenants and managed the process of the collection of rental in arrears from Haymarket stand holders with the support of both the Finance & Operations teams.

During January he also worked closely with the Marketing team and the newly implemented promotional booth at Haymarket, being proactive in sending weekly reports to the Marketing Manager and giving support to the new casual members of the Marketing Team.

Geoff also worked closely with the Operations & Site Services teams managing and arranging the relocation process for the fruit & vegetable traders from the old cool rooms to the newly constructed cool room in the fruit & vegetable section at Haymarket.

Congratulations Geoff on a great job!



FEBRUARY 2014 JOHN KALAVRITINOS, MARKET OFFICER – OPERATIONS SUPPORT TEAM

John has been with SML for 16 years and is a highly respected Market Officer with an extensive knowledge of the Market Rules. He is not hesitant to conduct his duties when asked and performs every duty with conviction.

John is very passionate about Forklift Safety and when given a task, he follows it through to ensure the loop is tied with every request. He has re-educated countless numbers of Forklift Operators at Sydney Markets with the Forklift Safety Awareness Program. In addition, John will go the extra mile and arrange forklift licence competency tests, coordinating with the examiner and the driver, exhibiting excellent customer service.

John maintained traffic management within Y Car Park whilst the lift was being constructed and ensured an incident free area by managing smooth traffic flow and made certain that all forklift operators adhered to forklift safety.

John is passionate about safety and the safety of all within Sydney Markets. Well done John!



MARCH 2014 ANTHONY BLOOMFIELD, PROPERTY MANAGER – OPERATIONS TEAM

Since late October 2013, Anthony has stepped up and taken on many of the tasks of the Retail Markets Manager position, including conducting all sales and transfers for the Retail Markets.

Anthony has handled the extra workload in a professional manner and ensured that the Retail Stand Holders had no delays in the sale of stands.

Anthony prepared a training schedule for the Retail Team Leaders and will assist with training them in completing Retail stand sales.

Anthony's performance is of an extremely high standard; he is customer focused and knows the importance of customer service.

Congratulations Anthony on a great job!

Industry News



New Apple Varieties Available Now

As a nation that crunches through 1.6 billion apples every year, local growers are expecting Aussie palates to give the two latest apples – Greenstar® and Kanzi® – a warm welcome this 2014 season.

This year will see largest crop yet for both apples, up approximately 15% from last year and, following a hugely successful Kanzi season in Europe, the Greenstar Kanzi Marketing Group is expecting the apples to fly off the shelf.

Des Muir, Group Head of Greenstar Kanzi Marketing Group says, "We already know that Australians love these apples – with Kanzi only lasting just six weeks in store last year and Greenstar not too much longer. Our core focus is to plant more trees to keep up with demand."

There are 45 Australian growers of Kanzi and Greenstar apples, all based in premium growing districts. Both apples will be available in all good independent retailers and a selection of supermarkets from April until stocks run out.

The 2014 AUSVEG National Convention

The 2014 AUSVEG National Convention, Trade Show and Awards for Excellence is headed for Tropical North Queensland, with the premier event in Australian horticulture to be held at the Cairns Convention Centre from 19-21 June.

As the largest event in Australian horticulture, the Convention provides the opportunity for industry members from across Australia, and the globe, to gather and share information and experiences with one another.

With an array of speaker presentations from international and Australian horticulture experts, an expanded Trade Show and a sensational social program, there will be something for everyone to enjoy.

Contact AUSVEG for more information on how you and your company can take part.

P: 03 9882 0277

F: 03 9882 6722

E: convention@ausveg.com.au

New Employees



Name: Ashley Monaghan
Position: Property Officer
Department: Operations
 Ashley commenced working in the Property Officer role on 11th December 2013.



Name: Adam Beattie
Position: Market Officer – Green Point Team
Department: Operations
 Adam commenced working in the Green Point Team on 6th January 2014.



Name: Jack Anestis
Position: Market Officer – GTA Team
Department: Operations
 Jack commenced working with the GTA Team on 13th January 2014.



Name: Aldwin Lassiter
Position: Market Officer – GTA Team
Department: Operations
 Aldwin commenced working with the GTA Team on 24th February 2014.

MARKETS PERSONALITY

FILL IN THE BLANKS WITH

FRANK ZULLO

I WORK FOR CHAMP'S CAFE

AS CAFE MANAGER

I'VE WORKED HERE FOR 11 YEARS

AND MY FAVOURITE THING ABOUT THE MARKETS IS

THE PEOPLE WHO VISIT EVERY DAY

MY FIRST MEMORY OF THE MARKETS IS

MAKING MILKSHAKES AT CHAMP'S

CAFE WHEN I WAS 15 YEARS OLD

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

WATCH OUT FOR THE FORKLIFT

I NEVER LEAVE THE HOUSE WITHOUT my phone

I WOULD SPEND MY LAST \$50 ON my son

EVERY MORNING I GET MY COFFEE/TEA/JUICE/SMOOTHIE
FROM CHAMP'S CAFE

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

BECAUSE EVERY ONE LOVES A STRAWBERRY



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