

SYDNEY MARKETS®

# Leader

2015 ISSUE #1

**NEW  
TV SHOW**  
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## 2015 Canteen Campaign



**RETAIL  
MARKET NEWS**

**Our People**

**Markets  
Personality**

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## Upcoming Events

### May

**10 MAY**

*Mother's Day*

**12 MAY – 14 MAY**

*PMA A-NZ Fresh Connections Conference  
Melbourne*

**23 MAY**

*Sydney Markets Race Day  
@ Royal Randwick Racecourse*

**24 MAY**

*Kids Karnival @ Paddy's*

### June - July

**8 JUNE**

*Queen's Birthday*

**17-20 JUNE**

*2015 Australian Banana Industry Congress  
Melbourne*

**25-27 JUNE**

*National Horticulture Convention (AUSVEG)  
Gold Coast*

**30 JUNE – 13 JULY**

*Winter School Holidays*

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# CEO's Perspective

## Life Inside the Markets

Over the last 12 months you may have seen a camera crew on site filming. The purpose of the filming is to document the journey of produce and flowers from growers around Australia through the Markets and on to its final destination in a TV series titled, Life Inside the Markets Australia. The series features many of the colourful personalities and characters of the Markets and shows viewers the effort and dedication it takes behind the scenes to have fresh produce and flowers available to them every day.

The first episode aired on 7TWO on Sunday 3rd May at 3.30pm and the series runs for 12 weeks.

## Friday Paddy's at Flemington

On March 27th Friday Paddy's Flemington commenced trading with an improved layout. The new configuration features a central food court and staging area to host event and clearance sales. The Market now features separate food zones for the convenience of shoppers and to enhance opportunities for our General Goods traders. Feedback from traders and customers has been positive with entry counts during our launch events showing an increase from previous months.

## Market Intelligence

Over the last year SML has completed three comprehensive stakeholder surveys through the Flower, Growers and Produce Markets.

The surveys satisfy one of the key pillars of Sydney Markets 5 year Strategic Plan; to better understand the needs of businesses operating within the Markets. SML uses the results from these surveys to guide our decision making and to ensure we are meeting the needs of the wider industry.

The surveys themselves are comprehensive, covering all aspects of conducting business within the Markets. Results received from surveys completed so far are summarised below.

## Growers Market

- *The profile of this Market has changed significantly over time with increasing representation from Asian and Middle Eastern growers.*
- *Today the Market comprises 270 businesses, most of which (67%) are small operations occupying 1-2 stands in D shed.*
- *It is estimated that the Market processes sales of \$250-\$300M/annum with 83% going to independent customers. Clearly, the sustainability of this customer base is critical the Growers' Market.*
- *Competition has increased significantly over the last 10 years and most stakeholders are facing challenges to embrace technology and differentiate their product offering. Paper based systems dominate and only 13% of sales are based on value-add products.*
- *Approximately 530 people work in the Growers Market. They are a very experienced group with 35% operating their own business for over 30 years. They are also an ageing group with under representation of 18-25 year olds and over representation of people aged 50+ compared to the National population.*
- *Succession opportunities are not strong and business owners will face challenges in the future with very few young people coming through and the potential loss of experience and knowledge.*
- *The group has mixed feelings about their future with 42% seeing no change and 44% seeing contraction over the next 5 years.*

## Flower Market

- *The Flower Market makes a significant contribution to the NSW cut flower industry.*
- *The Market comprises 108 businesses which sell 13 million bunches/annum and generate sales of about \$135-\$150M/annum.*

- *Approximately 70% of the sales are to florists and the major flower sold is the rose, representing 24% of sales revenue.*
- *Sale of imports has become more prevalent over time and presently represents about 20% of total sales revenue but 32% of the sales by the larger businesses. Flowers sourced from business owner farms remain at a healthy level of 60% and the actual figure is probably higher given that 17% of sales are internal.*
- *Competition has increased significantly over the last 10 years, particularly from imports, and most stakeholders are facing challenges to innovate and embrace state-of-the-art technology and systems.*
- *As is the case for the Growers Market, business owners in the Flower Market are very experienced with 47% operating continuously for over 30 years. The 310 people who work in the Market are also under represented in the 18-25 year old category and over represented in the 50+ category.*
- *Business continuity through succession continues to be a challenge for the Group.*

#### **Wholesale Produce Market - A, B, C & E**

- *The Produce Market is the largest fresh fruit and vegetable wholesale market in Australia and one of the largest in the world.*
- *This Market comprises 112 businesses and boasts sales of almost \$2Billion/annum; 50% of the sales are to independent greengrocers but the Market also services a broad customer base including the major chain stores, providores, IGA's, and food services.*
- *The major product type sold is stone fruit at \$220M or 11% of total sales. Bananas are the major single line of product sold at \$180M, which represents 45% of Australia's wholesale market sales.*
- *The strength of independents and consistent supply from growers are the major factors affecting the wholesalers' businesses. Programs that support the greengrocer will continue to be critical. Not surprisingly, there is a strong focus on long-term relationships with customers and growers.*
- *The Produce Market is a significant employer with 1,650 people working in the area. The Market has a reasonable representation of young people with an age distribution similar*

*to the general Australian population; however, succession opportunities remain a challenge as does retention of staff.*

- *The business owners are very experienced with 43% being in continuous operation for over 30 years. In the main, they have embraced state-of-the-art technology and systems to improve their businesses. Labour costs are high and many wholesalers are working on programs to improve productivity.*
- *Trading times remain an issue with 77% of wholesalers requiring the times to be formalised and policed.*
- *The group is confident about the future with 36% looking to expand their business over the next 5 years.*
- *Most of the Business Owners (60%) believe that their business will remain stable over the next 5 years.*

Work has commenced on the next round of surveys which will focus on Warehousing, Retail Buyers and our Paddy's brand, results of which I will share in future updates.

**Brad Latham**

**Chief Executive Officer**



# Join the Energy [R]EVOLUTION

*Following our successful Solar installation at Sydney Markets we want to help you join the Energy Revolution by installing Solar on your home or business.*



*Call 9907 2466 to discuss the special discounts & free upgrades that we are offering SML members, staff & friends*

Trusted by Australian Home & Business Owners since 2003.





**MUST SEE TV! Sundays 3.30pm on 7TWO**  
Tune in and series link your recorder so you don't miss an episode

### LIFE INSIDE THE MARKETS

Showcasing all the amazing characters & colour of the largest wholesale Fruit & Veg and Flower Markets in the Southern Hemisphere - Sydney Markets.



**Airing every week for 12 weeks**  
**Will you see yourself on TV?**



## SERIES SYNOPSIS

A new series showcasing the characters, colour and chaos of life inside the largest wholesale market in Australia. Taste the freshest fruit & veg, see flowers bloom, eggs bruised, deals done and fortunes made in the dark of night.



### EPISODE 1 - Welcome STARTS 3rd May

#### Episode Synopsis

A new series showcasing the characters, colour and chaos of life inside the largest wholesale market in Australia. Today, racing for a feast at Randwick; the World's best watermelon; and we meet the Goldenfruit 'good cop, bad cop' boys.

### EPISODE 2 - D Shed 10th May

#### Episode Synopsis

Drama in D Shed; a Paddy's Market special; the Brothers Grima; and a not so secret fresh food buy for a secret Dinner; in this new series showcasing the characters, colour and chaos of life inside the largest wholesale market in Australia.

### EPISODE 3 - F Shed 17th May

#### Episode Synopsis

It's Mothers Day and the flower market is alive in this new series showcasing the characters, colour and chaos of life inside the largest wholesale market in Australia. We meet the Queen of the Markets and see a very special delivery.

### EPISODE 4 - Flavours 24th May

#### Episode Synopsis

A new gelato flavour is invented; a Soup Kitchen startup; and the Market's sweetest corn travels to the Easter show, in this new series showcasing the characters, colour and chaos of life inside the largest wholesale market in Australia.

### EPISODE 5 - Harvest 31st May

#### Episode Synopsis

The Harvest Hub Boys find the freshest produce for local communities; and what to do with 5 tonne of unwanted carrots in this new series showcasing the characters, colour and chaos of life inside the largest wholesale market in Australia.

### EPISODE 6 - Love 7th June

#### Episode Synopsis

Love is in the air, as a hopeful groom, plans an elaborate proposal, but will it end in tears? Don't miss this new series showcasing the characters, colour and chaos of life inside the largest wholesale market in Australia.

### EPISODE 7 - Fresh 14th June

#### Episode Synopsis

Meet the Fresh Fellas as they wheel and deal their way through the markets; plus what's in season in this new series showcasing the characters, colour and chaos of life inside the largest wholesale market in Australia.

### EPISODE 8 - Cherry & Charity 21st June

#### Episode Synopsis

See the best Cherries in Australia picked packed and shipped; while Oz Harvest and the Exodus foundation feed those living it rough, in this new series showcasing life inside the largest wholesale market in Australia.

### EPISODE 9 - Vegetable Tales 28th June

#### Episode Synopsis

Australia's leading Chefs & CEOs team up to feed the homeless; and we find the Holiest Strawberries in the market, in this new series showcasing the characters, colour and chaos of life inside the largest wholesale market in Australia.

### EPISODE 10 - Fruit & Fireworks 5th July

#### Episode Synopsis

Captain Chaos is on the march looking for the perfect strawberry for a photo shoot but he may have met his match; plus Chinese New Year goes off with a bang in this new series showcasing life inside the largest wholesale market in Australia.

### EPISODE 11 - Ship to Shore 12th July

#### Episode Synopsis

Sydney Harbour plays host to the Carnival Spirit, as they stock up on the best fresh produce on offer; and we meet the banana boys not in pyjamas in this new series showcasing life inside the largest wholesale market in Australia.

### EPISODE 12 - Nocturnal 19th July

#### Episode Synopsis

Serge Dansereau of Bathers Pavilion is on the search for new exotic flavours for his award-winning restaurant; and Oz Harvest feed 5000 in this new series showcasing life inside the largest wholesale market in Australia.

# Sydney Markets Foundation

## BUSH TO BEACH

The "Bush to Beach" program has now been running for 9 years and has been a huge success. It helps our neediest bush kids, has brought community together with respect and trust, and has provided relationships with the beach community supporting bush communities by supplying clothes, blankets, baby gear, computers and a whole lot more. The Sydney Markets Foundation contributed \$500 worth of fresh fruit and vegetables for this year's event. Last year 50 kids from North Western N.S.W. arrived at South Narrabeen Surf Club for the 8th Bush to Beach. All these children have had to attend school during the year with 8 having never seen a beach before. It is a life changing experience.



Mr Jack Cannon AM the founder of Bush to Beach said "Again many thanks for your kind and generous donation to Bush to Beach. The visit was amazing with the kids being served with trays of fresh fruit. They loved the lemons, green apples, water melon, pineapple, oranges and bananas in particular. The 8 kids who had never seen the ocean were standing up riding surfboards in no time.

Our Baked Dinner on Saturday night was a great success with MP Speaker of House Bronwyn Bishop attending (she hasn't missed a year).

## SAVE OUR SONS

The Save our Sons organisation seeks to find a cure for Duchene Muscular Distrophy (DMD) and raise awareness about this fatal condition. DMD is characterised by aggressive muscle degeneration which leads to an inability to walk and eventually death. The Sydney Markets Foundation has taken up a sponsorship position on TShirts worn by walkers in a trek from Sydney to Canberra.

Save our Sons founder Elie Eid will push his son Emilio in a wheelchair from Sydney to Parliament House in Canberra. This will certainly be a test of endurance and the \$5,000 sponsorship will go to a great cause. The wheelchair symbolises the harsh reality of where children with DMD end up and all the parents are left with when their children suffering this fatal disease pass away. Debbie Petulla will be walking with them. If you wish to sponsor Debbie go to <https://fundraise.giveeasy.org/campaigns/debbie-walks-to-save-our-sons-2/>

## MACARTHUR MAGIC

Macarthur Magic Special Needs Football Club. \$2,500 was donated to help this organisation which exists to provide kids with a disability, the opportunity to participate in weekend soccer. They have been working hard to achieve a goal of involving up to 50 children in the program.



## LEUKAEMIA FOUNDATION

Worlds Greatest Shave. \$500 was donated to Austin Hall who also did a walk around the Markets raising money to support families facing the challenge of blood cancer in Australia.

## POLLIE PEDAL - BEAR COTTAGE

This year \$1,500 was donated to the Pollie Pedal which is directing funds raised to Bear Cottage, the only children's hospice in NSW and one of only two in Australia. This hospice provides support, respite and end-of-life care for children with terminal illnesses and their families.

## KOKODA TRACK MEMORIAL WALKWAY.

A donation of \$5,000 was made towards the 2015 Centenary of Anzac marking 100 years of our nations involvement in WW1. The Kokoda Track Memorial Walkway will play a major role in hosting a special Dawn Service on Sunday 19 April 2015. The service will be attended by dignitaries from New Zealand, Turkey and State and Federal levels of government. The Foundation will be acknowledged at the event.



# SYDNEY MARKETS McKELL CUP RACE DAY



**SATURDAY 23 MAY 2015**

\$200\* per seat or \$2,000 a table

Fashions on the Field - prizes

Free Bus to the Casino

Accommodation nearby and much more

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# Chinese New Year

## 2015

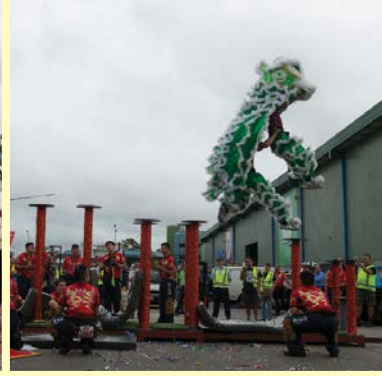
### *Year of the Goat*

Celebrations for the 2015 Chinese New Year of the Goat kicked off for Sydney Markets at Paddy's Markets Haymarket on New Year's Day, Thursday 19th February.

The God of Wealth and the Jin Wu Koon Lion Dance Troupe entertained both stall holders and market-goers at Paddy's Flemington and Haymarket roaming around the Market stalls wishing everyone a happy new year.

Chinese New Year celebrations were finished off with a vibrant far-eastern specular which was put on for wholesalers at Sydney Markets Flemington early in the morning on 23rd February. Those around were treated to fireworks, roving entertainment and lion dancers, including the largest lion in the Southern Hemisphere.







# Our People

Welcome to Our People. In this new section of the Leader we will profile a different member of the Sydney Markets team each issue.

Our People come from diverse backgrounds and have far ranging skills, all working together to keep the Sydney Markets machine well-oiled and ready for business.

Let's meet one of Our People now

## Not your average John!

**Name:** John Pascucci

**AKA:** Skooch

**Role:** Work Health & Safety Manager

**Department:** Operations

**Started with SML:** 2009

*Where did you work before coming to SML?*

I worked managing a scrap metal yard, amongst other things.

*Amongst other things? Did you have more than one job.*

It's a little bit of a long story, so I'll give you the condensed version. Besides managing the metal yard I worked as an excavator, Interstate Truck Driver, Private Investigator and Security Guard

*Oh, is that all?*

No, I'm also a qualified Carpenter!

*Wow! That explains your reputation at SML for being the go-to man to get difficult jobs over the line. Do you think any of your former experience has come in handy during your time at SML?*

Absolutely! It's all about, active listening, understanding diversity (what people want) and providing customer service, which I feel is the foundation to all careers, moving forward.

*Since starting at SML in 2009 you have held many positions, Market Officer then Security Manager – two positions our readers would be quite familiar with. Tell us a little more about your new role as WHS Manager, what takes up most of your day.*

Safety, Safety, Safety, my day comprises of following up on Health & Safety concerns which may arise within the Markets, then I may conduct an investigation which then leads to a review and audit, which as you can imagine, could be a range of things.

*Whilst working in your two previous roles at SML you managed to achieve some lofty milestones, namely winning Employee of the Year on two separate occasions. Will there be a third?*

I always keep an optimistic approach to everything. I did not plan to win Employee of the Year, though, I did plan to go above and beyond in every task I do.

“Throw me in the fire and I will find a hose to put it out!”

*Russell Crowe famously keeps the Oscar he won for Gladiator in his Chicken Coup insisting it has resulted in his chickens laying larger eggs. Where do you keep your Employee of the Year Awards and what effect do they have on your chickens?*

Well, I also have chickens and I agree with Russell Crowe, the chickens do definitely lay larger eggs when your awards decorate their Coup, although I bluff my chickens and place copies of the Employee of the Month awards in the Chicken Coup rather than Employee of the Year.

*“throw me in the fire and I will find a hose to put it out!”*

- JOHN PASCUCCI

*Outside of work you have a number of passions. I'm led to believe you are a keen outdoorsman – what are some of the activities that take up your spare time?*

I love fishing, 4 wheel driving and camping.

*I also know you love to watch My Kitchen Rules, the Walking Dead and most interestingly M\*A\*S\*H. If you were a character in M\*A\*S\*H who would you be and why?*

Definitely Not Clinger! I would obviously like to be Hawke Eye.

Despite being in the middle of a war torn country, he appears to find the funniest moments possible to survive another day in the environment he and his colleagues endure.

*Not many people would know but after getting to know you over the last two years you strike me as having a devilishly dry sense of humour; has that gotten you into any trouble at work, here or elsewhere?*

All the time. In saying that, I have a knack to de-escalate issues quite quickly which I find helps people understand what the primary objective is I am trying to achieve.

*“Just because you are a character, it definitely does not mean you have character”*

- JOHN PASCUCCI

The majority of the Markets community has become used to my ways and (hopefully) understand, that although I love to have fun at work, I do take my job and role very seriously.

*I have heard that you are often told you look like Raymond from the show Everybody Loves Raymond. Does the similarity end at looks?*

No, my family and friends always say that the wife and I live the same life.

“Just because you are a character, it definitely does not mean you have character”

*What may be surprising to our readers is that you are somewhat of a Winston Churchill buff. What about the man interests you?*

*Do you have any favourite Churchill stories or quotes?*

Some of my Favourite Winston Churchill quotes are:

“You have enemies? Good. That means you’ve stood up for something, sometime in your life.”

“Success is not final, failure is not fatal: it is the courage to continue that counts.”

“To improve is to change; to be perfect is to change often.”

*Does your interest in Churchill extend to smoking cigars?*

I am not the biggest fan of cigars!

My childhood hero was Batman, as you grow and learn where your heritage comes from and where they laid their hat to create something better, you learn in reality who are the people who shaped the world to ensure democracy and fairness amongst all cultures and I feel that Winston Churchill achieved this by giving people hope and courage to fight in what was right for humanity.

I feel that Winston Churchill achieved this through his words and his wisdom.

Winston Churchill is my hero.



Zak Gudelj, John Pascucci, Shane Chester.



Michael Kadry, Shane & John

*Have you always been into larger gentlemen who wear top hats?*

I don't know how I feel about this question??? Willy Wonka and the Chocolate Factory???!?

*Have you ever noticed that the Fat Controller from Thomas the Tank Engine and Churchill have never been seen in the same place together?*

No! But thank you for bringing that to my attention, I think?

### **John Pascucci** **Choose your preference**

*Finish this sentence. My other car is ...*

a vintage dumpy truck!

*John Lennon or John Denver*

John Lennon “all you need is love”

*John Stamos or John Travolta*

John Travolta, coolest dude ever!!!

*John Goodman or John Candy*

Two legends!!

*John Howard or John F Kennedy,*

John F K's brother, one of my other heroes “Robert Kennedy”

*Elton John or Daniel Johns*

Elton John, who can resist the 70's glasses (legend)

*John Wayne or John Malkovich*

Clint Eastwood had dealings with both and although you have asked me to choose from the two above, I still choose Clint Eastwood.



John, Adrian LaCava & Zak

# Retail Markets News

## PADDY'S FRIDAYS RE-LAUNCH

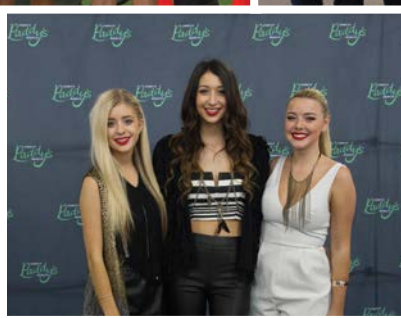
Friday Paddy's at Flemington has gone through a transformation with a new and fresh approach. The recent changes have allowed better access to all areas of the Market and created a more vibrant Market. The re-opening days on the 3rd and 10th of April created a fantastic opportunity to showcase all the Market has to offer. With significantly large crowds over the two weeks customers were entertained by a number of celebrities and performers.

Opportunities now exist for Paddy's traders to host clearance items on Fridays on the centre stage. If you have excess stock or clearing last season's fashion the centre stage is the place to clear it. For all enquiries please see the **Retail Markets Team Leader**.

Congratulations to Lisa Smith and Joseph Edward, who were the lucky winners of the \$5,000 cash give-aways across the two Friday events.



**Sydney Markets CEO, Brad Latham (Right) with Business Development Manager, Shawn Freeburn and winners Lisa Smith & Joseph Edwards.**



## NEW TRESTLE TABLE WRAPS

As part of the Friday Paddy's changes, Sydney Markets has designed a range of trestle table wraps to enhance the overall appearance of the Market

These wraps are currently being provided to all Fruit & Veg traders on Fridays & Sundays at Flemington.

The wraps will add even more colour and vibrancy to that section of the Market.

Anyone interested in finding out more information about the wraps and if you'd like to add them to your Paddy's stand, please call **Shawn Freeburn on 9325 6213**.



## NEW PADDY'S TRADERS

Paddy's Haymarket has recently introduced some new traders to the Market; the Mystique Beauty Bar offers a range of beauty treatments including eyebrow threading and is now trading Wednesday to Sunday.

An authorised Samsung provider is selling all Samsung electronic equipment, also operating Wednesdays to Sundays.

There are still some available stands within Haymarket - if you're interested or know someone who is, please call the Business Development Manager, **Shawn Freeburn on 9325 6213**.



# HOOT AND HOOTABELLE'S OWL PAL PLAYDATE!

**KIDS ABC 101**

Sorry, Jimmy Giggle won't be able to make it on the day as he's busy fixing the magic button!

© Australian Broadcasting Corporation 2015.

**nickelodeon..**  
**TEENAGE MUTANT NINJA**  
**TURTLES**

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## KIDS KARNIVAL @ PADDY'S

Every kid's favourite TV characters are set to burst into life on stage at this year's Sydney Paddy's Markets Kids Karnival.

Held on Sunday 24 May at Sydney's Paddy's Markets Flemington, the not-to-be-missed day, which is one of the largest free kids' events in Sydney, will be hosted by Sam Moran from Nick Jr's Play Along with Sam! and feature live stage shows from none other than Peppa Pig, Teenage Mutant Ninja Turtles, Despicable Me 2's The Minions and Giggle and Hoot's, Hoot and Hootabelle.

Radio, television and press has been placed for this event, along with website details, Austin Avenue & Parramatta Road signage, along with flyer distribution.

### Kids Karnival

@ PADDY'S MARKETS  
**FLEMINGTON**  
**SUNDAY 24 MAY**

SESSION 1: 11.00AM – 1.00PM  
 SESSION 2: 1.30PM – 3.30PM

**FREE SHOWS • FREE PARKING**

[WWW.PADDYSMARKETS.COM.AU](http://WWW.PADDYSMARKETS.COM.AU)

HOSTED BY SAM MORAN FROM NICK JR'S PLAY ALONG WITH SAM!

# DESPICABLE ME 2

[www.despicable.me](http://www.despicable.me)

**ILLUMINATION ENTERTAINMENT**

**UNIVERSAL**  
 ANIMATED  
 ENTERTAINMENT  
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# Peppa Pig

**ASTLEY BAKER BELVEDERE**

**e one**  
 entertainment

© 2005  
 Peppa Pig © Astley Baker Belvedere Ltd/Entertainment One UK Ltd 2005

# PROPERTY

## Update



### SYDNEY MARKETS PLAZA

#### NOW OPEN

**P**harmacy 4 Less, the new discount chemist, is now open at Shop 6C, offering PBS Prescriptions and a wide range of other products.

As an added bonus for Market tenants and employees, just show your Market ID to receive a **10% DISCOUNT**.

#### SUBLETTING OF WAREHOUSE SPACE

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

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

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

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

### SYDNEY MARKETS PLAZA SHOPS FOR LEASE

*An great opportunity exists for a new retail business.*

Shop 6D – 23m<sup>2</sup> (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, Dentist, & other professional services, plus a Hotel and Veterinary Hospital.*

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

### SYDNEY MARKETS CONFERENCE CENTRE

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

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

# SITE SERVICES

## Update

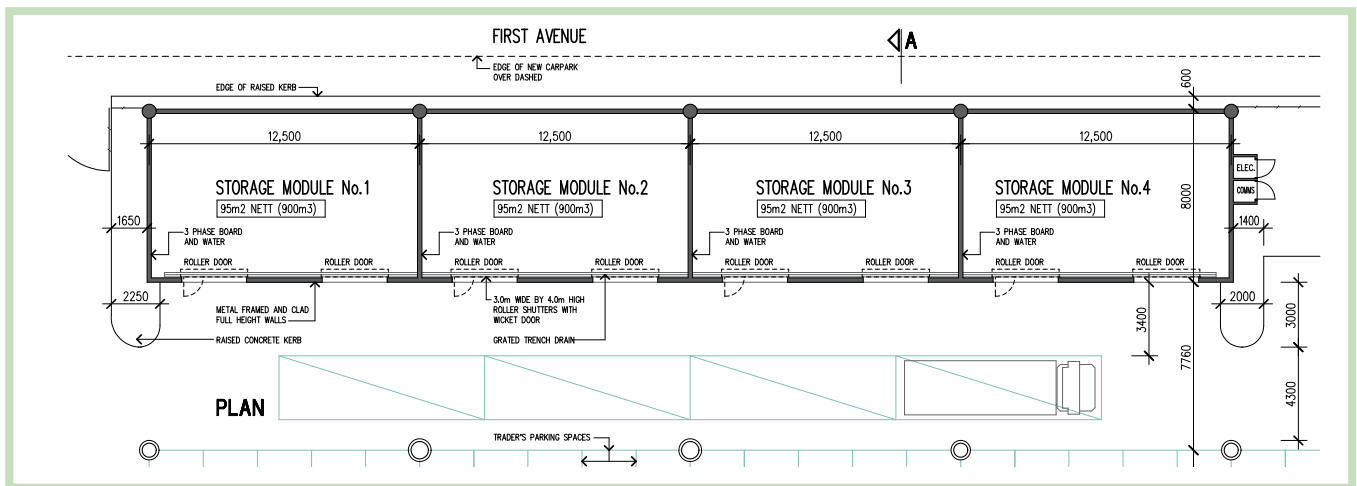
### CARPARK V EXTENSION, LIFT, STORAGE MODULES, PEDESTRIAN BRIDGE EXTENSION AND SOLAR CAR PORT SYSTEM

The drawings and specifications for a Design and Construction tender for the Carpark V Extension, lift installation, 4 x 100m<sup>2</sup> Storage Modules (see draft plan below) and pedestrian bridge extension are nearing completion.

Additionally, it is planned to provide a solar car port structure to the top level of the existing and the proposed extension of the Car Park V. Tenders for the project will be called shortly.

The Development Application for this project was approved by Strathfield Council at their Planning Meeting in March and it is possible that construction could start in July 2015.

Expressions of Interest have been called for the 4 x 100m<sup>2</sup> Storage Modules. Interest is being sought initially from the operators in this area, the Transporters. For further details please contact our Property Manager Anthony Bloomfield on 9325 6200.



### ROAD WORKS

#### NORTH ROAD

The following works have been completed along North Road:

- Replacement of 472 m<sup>2</sup> of asphalt
- Replacement of concrete slabs 71 m<sup>2</sup>

#### BRIDGE ROAD

Bridge Road had deteriorated due to soft spots below the concrete slabs which caused them to slowly sink. This created a height difference between the joints causing a hazard for forklift travel.

Repair works were undertaken with a new design for the bridge approach allowing for two less joints.

The concrete works were completed successfully using new fast curing concrete.

Feedback from forklift drivers has been positive.

While the road repairs were being carried out SML also replaced 3 metres of corroded domestic and hydrant water lines.



Bridge Road

## SYDNEY MARKETS COOKING SCHOOL

A design competition has been called for the Sydney Markets Cooking School in the location of the First Aid Centre.

Three architects have been selected to provide a design. Further updates will be provided as soon as the design has been selected.

## NATIONAL BROADBAND NETWORK ROLLOUT

Representatives from the NBNCo have visited the Sydney Markets site on three occasions to discuss the initial rollout. The next phase will be for their technician/construction personnel to conduct further assessments on how to deliver their services within the Markets. SML will keep you informed on the progress.

## PLAZA TENANTS AND STAFF CAR PARK

The compacted roadbase surface of the Tenants and Staff Car Park had deteriorated over the last few years with potholes and stagnant water causing issues for car park users.

Replacing the surface with asphalt was approved and the works commenced 9th March. The carpark was closed for one week and parking was provided in the customer carpark.

ERP Concrete was engaged to regrade and resurface the carpark, including installation of additional drainage.



*The resurfacing works are now complete.*

## CARPARK V RESURFACING

The pavement in some areas of Carpark V has been badly damaged by forklifts dragging pallets and this is creating a hazard due to the uneven surfaces.

It is planned to replace all of the asphalt with more durable concrete.

The first stage to replace a 1,230m<sup>2</sup> section in the worst affected area commenced after Easter.

Due to the impact of the work on the operation of this area of the Market, the program of works will be staged over a number of years.

## BUILDING E

### MAIN PLANT

Flow meters will be installed for Building E main plant to measure and monitor chilled water use. This will assist the future works of improving the plant's efficiency and design of the new cooling towers and the replacement of the Cold Stores refrigeration plant, which are both End of Life.

### SMOKE EVACUATION AND HEAT VENTS

Sixty of the existing (100) smoke and heat vents have been replaced with exhaust vents, similar to large whirly birds. In case of a fire, these exhaust fans will extract smoke.



*Smoke Evacuation Vents fitted to Building 'E' Roof*

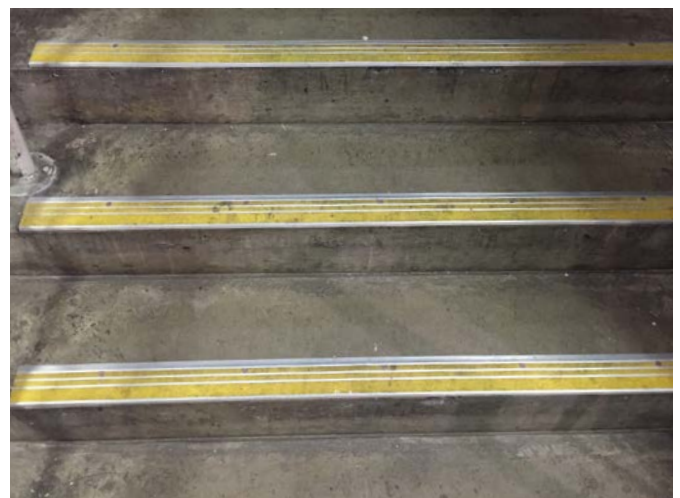
## WORK HEALTH SAFETY

**PLAZA** – The installation of a safe roof walkway & roof anchor system according to AS 1891/4 -2009 for contractors has been completed. The anchor system allows e.g. window cleaners to safely abseil and carry out their work.

**BUILDING A, B, C, D & F** – To improve roof access the installation of a hatch & guardrail with ladder brackets according to AS1657-2013 has been completed.

### PADDY'S HAYMARKET - INSTALLATION OF STAIR NOSING

– To improve safety on the Paddy's Haymarket internal stairs, surface mounted nosing is being installed. This will highlight the edges of the stairs to make them more visible.



*Installation of stair nosing*

## ESSENTIAL SERVICES

**S** Sydney Markets is changing over the old End of Life Emergency & Exit Light fittings (more than 1,000) with fittings that can be monitored automatically. The old fittings require one hour physical monitoring under the Australian Standards; the new fittings can be monitored automatically on their status.

Over 350 fittings have previously been replaced. Austratronics have commenced Stage 2 changing over 290 fittings which is expected to be completed in April.

The final stage to replace 394 fittings will be completed in 2016.

## CENTRE ROAD WATER LEAK

**E**mergency repairs were completed on a burst section of pipe on Centre Road on the south eastern side of Building D, near door 8.



Domestic water cast iron pipe burst section

## SAFE STORAGE OF LPG GAS CYLINDERS

**A**s part of SML Insurance Risk Assessment the Storage and Handling of LPG Gas Cylinders must comply with the Australia Standards AS 1596-2014.

### FAST FACTS ABOUT STORAGE:

- Ensure the cylinders, full or empty, are stored in an area that is adequately ventilated.
- Ensure that the cylinders, full or empty, are stored upright (vertical) at all times and are not at risk of tipping over.
- Gas cylinders must be chained up.
- Store the cylinders in a secure location to protect against falling, damage, being hit by a forklift.
- Cylinders must not be stored within 5 metres of coolroom panels.
- Full and empty cylinders should be segregated for ease of clarity.
- Do NOT store cylinders in close proximity to an ignition source, or in locations that could jeopardise escape from the building in the event of a fire

## IMPORTANT NOTICE TO ALL TENANTS WITH COOL ROOMS

### MAINTENANCE GUIDE

It is the responsibility of the tenant to regularly inspect and maintain all new and existing Insulated Sandwich Panel (ISP) panels of any type.

### PLEASE COMPLETE THE FOLLOWING CHECKLIST TO SEE IF YOU MEET THE GUIDELINES:

Housekeeping	Description	Yes	No
Combustibles	Are there any internal storage of idle timber pallets or packaging materials within 5m of the panels?		
Storage	Are roof voids or other confined spaces being used to store combustible materials (ie on top of coolrooms)? Are external storage pallets or idle waste bins located within 5m of panel walls?		
Housekeeping	Is there poor housekeeping or is congestion evident in any of the areas around the coolroom panels?		
Hazards	Is there any evidence of unsafe storage (i.e. flammable liquids and solids, gas tanks, cooking areas) or use of hazardous substances (i.e. flammable liquids) near coolroom panels?		
Ignition Control	Are there any electrical switches, panels, unprotected switchboards or other electrical appliances directly mounted onto or leaning against the coolroom panels (exclude light fittings)? Are there any heaters, cookers, forklift rechargers or hazardous processes (hot & cold works) located near coolroom panels? All exhaust ducts and hoods must be cleaned such that combustible deposits do not build up. Are hot service lines insulated from the coolroom panel?		
Exposed Foam	Are there any unsealed holes for services in the coolroom panels? Are all joint covers and seals in place and in good condition? Panel faces must be checked for good condition with no exposed foam. Contractors must be appropriately supervised or inducted when conducting any hazardous works on or near coolroom panels. This includes permits for hot and cold works.		

## BUILDING ALTERATIONS/NEW COOL ROOMS

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

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

Not complying with the Fire Safety Regulations will compromise the Annual Fire Safety Certification and SML's and your 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 \$20 M)
- Risk Assessment and 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.

## 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 AS1674.1 – 1997 PART 1: FIRE PRECAUTIONS.**

AS 1940 and AS 1596 specify minimum distances from sources of flammable and combustible liquids and gases to ignition points.

According to AS1674.1 – 1997 Clause 3.6 Firewatching is required when Hot Works are undertaken and a procedure stipulated. "Firewatching does not consist of periodic checks, but is continuous and through inspection and presence in the area and its vicinity by the assigned personnel, with special attention being given to any new developments that might affect the safe condition of operations."

Please advise if you require a reference.

The processes described are most important to adhere to, because a fire in cool rooms may not get detected early enough and could have the potential of spreading via cool room panels.

A 'Hot Works Permit' outlines the procedure required and can be obtained from Site Services.

It is everybody's responsibility to be alert!

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



## VACANCY 23m<sup>2</sup> SHOP 6D

Contact Property Manager  
pm@sydneymarkets.com.au

# ENVIRONMENT

## Update

*We have experienced a very busy summer at the Markets with a large turnover of product. The weather has had an impact on certain product ranges and our Green Point facility has been extremely busy managing to recycle our waste streams generated in the Markets. Please ensure all fruit and vegetable waste is separated and taken to Green Point for recycling.*

*We managed to recycle 67% of our waste and we could do better with your help and co-operation by reducing waste out of landfill. There has also been a significant increase of plain pallets around the site, so please don't discard them and take them directly to Green Point for re-use or recycling.*

### THE FOLLOWING WASTE STREAMS SHOULD BE SEPARATED & TAKEN TO GREEN POINT.



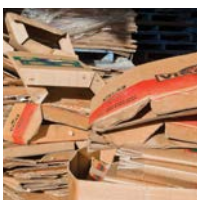
ORGANIC WASTE



POLYSTYRENE



TIMBER PALLETS



CARDBOARD



PLASTIC FILM



*\*New General Waste Bins placed inside the Buyers walkways in A, B and C Buildings.*

SM provides cardboard bins and 120L Sulo bins to tenants for organic recycling. Pallet swap is available for waste delivered to Green Point. We also collect and recycle polystyrene and plastic at Green Point

Do not place any fruit or vegetables inside your 240L General Waste Sulo Bins as it ends up in landfill and we miss the opportunity to recycle. The more we can recycle the more we can reduce General Waste going to landfill and reduce costs for all stakeholders.

#### GREEN POINT OPERATION HOURS:

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

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

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

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# MARKET SECURITY & SAFETY AWARENESS

## POSITIVE CHANGES

### IMPROVING SAFETY

A number of new initiatives have been introduced over the past few months that have provided improved safety for everyone at the Sydney Markets site.

Some of these initiatives include:

- Forklift Refreshing Training
- The wearing of Hi-Vis safety vests (PPE) by all Market stakeholders
- Procedures for safe loading and unloading of vehicles by truck and forklift operators
- Three month trial of the extension of exclusion zones for forklifts in the Buyers walkways of Buildings A, B & C

**The level of support and cooperation from all stakeholders for these positive changes has been very pleasing.**

Here are just a couple of examples of feedback:

*Theo of Fruit Runners stated he was impressed to see that SML showed an interest towards the health and safety of Sydney Markets stakeholders.*

*He added that after speaking to SML Work Health and Safety Manager, John Pascucci and Market Officer John Kalavritinos about the procedures for safe loading and unloading of vehicles, he automatically began to think of ways to improve health and safety for his employees and himself.*

*Theo also expressed his support towards SML's campaign in promoting a Safety Culture.*

*Norm Moses from Murphy's Produce, stated he has immediately observed a positive change with his forklift operators after they attended the Crown Forklift Refresher Training.*

*He observed that after attending the training course one of his forklift operators return to the Murphy's Produce module at Building C where all their forklifts are parked, and removed all the keys from the forklifts and handed them to Norm.*

*Mr. Moses was so impressed he immediately enrolled another five participants for the next available course.*

### FORKLIFT REFRESHER TRAINING

There has been a spike in the number of tenants participating in the important Forklift Refresher Training course. This has been achieved largely due to the efforts of one of SML's veteran Market Officers, John Kalavritinos who has single-handedly recruited many forklift operators to attend training sessions

Since John has headed the SML/Crown Forklift Refresher Training campaign, it has definitely gained momentum, which clearly shows his dedication and passion for health and safety.

The course is designed to improve the alertness of forklift operators whilst operating a forklift at Sydney Markets.

### PERSONAL PROTECTIVE EQUIPMENT (PPE)

It is a requirement that all Market stakeholders wear H Vis PPE clothing in all areas of the Markets. All Buyers are also expected to wear Hi-Vis clothing and appropriate footwear. When ordering/buying vests it is advised that you purchase vests that meet the Australian standard for day/night use. Suppliers should be able to advise you of the appropriate design of your vests. Businesses are also advised to conduct their own risk assessment to identify the appropriate PPE suitable for your business.

Policing of the wearing of Hi-Vis vests commenced on 1st January 2015. Comply Notices are being issued to those not wearing PPE. Vests are available for purchase at the Building D Office as well as a vending machine which is currently in the North side of Building B Buyer walkway for your convenience.

Buyer's Blue vests can be purchased from Building D Cashiers Office or directly from the onsite vending machines. For those Buyers who have already purchased other coloured vests, these can be swapped over to the Buyers vest or you can speak to one of the Market Officers. For further information please contact Mr John Pascucci, WHS Manager on (02) 9325 6171.

**For your information: An individual can receive fines directly from WorkCover up to \$3,600 for failing to wear PPE on the Market site.**

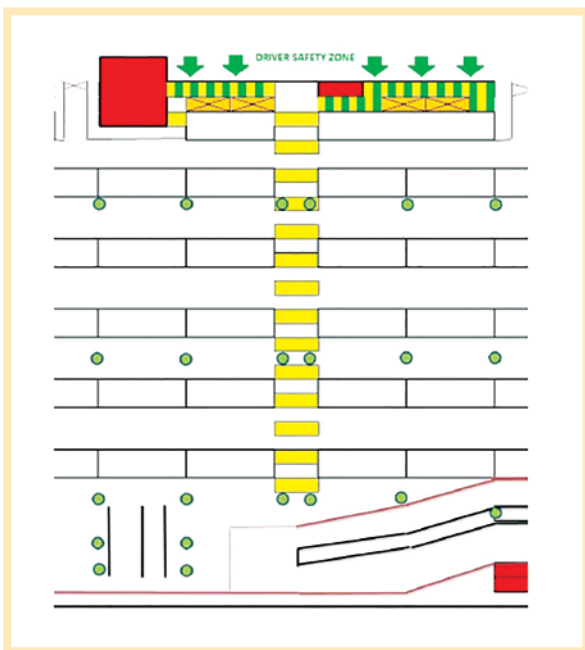
## SAFE LOADING AND UNLOADING OF TRUCKS

The following information is provided to assist stakeholders comply with their work health and safety (WHS) requirements and is not exhaustive. Each stakeholder needs to have systems which comply with applicable WHS laws in order to keep individuals safe. In many respects, the responsibility of stakeholders may be greater than that of Sydney Markets as whilst duties may overlap, the risk to individuals is often to those either directly employed or engaged by individual tenants rather than Sydney Markets itself.

All stakeholders have a WHS responsibility and obligation to their workers and visitors of the Market. This includes a requirement to have Safe Work Practices in place when loading and unloading trucks (Utilities, Rigid, Semi-trailers and B-Doubles).

Following are some of the basic requirements for a compliant system required for the loading and unloading of vehicles by truck and forklift operators at Sydney Markets. Whilst the development of and compliance with such systems will greatly assist in individual safety it is important that all stakeholders be aware of their own legal obligations and keep abreast of any changes in law. It should be read in conjunction with the requirement for individuals (tenant workers or contractors) working at Sydney Markets to wear hi-visibility vests/clothing.

Notwithstanding the points below, there is nothing preventing stakeholders from developing or having their own system provided it is equivalent to or better than the points included in this notice.



Car Park Y

- All pedestrian zones at Sydney Markets are to be kept clear from trucks, forklifts and stock (see yellow zones on the map of Car Park Y).
- When pedestrian zones are approached, slow down and drive through with caution.
- A driver Safety Zone is provided on the 'C' fence line, on the West side of the Car Park Y.
- When loading/unloading vehicles, the forklift driver is to provide a safe working area around the truck. This is to eliminate the risk of injury to any pedestrians in the area. If bollards or other barriers are to be used the relevant

stakeholder responsible for the allocated space should determine whether such devices will create any additional hazards and adapt their plan accordingly.

- Direct communication and, wherever possible, visual contact must be maintained between the truck driver and the forklift operator (noting that truck drivers may stand in the driver Safety Zone and accordingly visual contact is not possible at all times).
- Where a truck driver does not wish to stand in the driver Safety Zone the forklift operator should allocate a clearly identifiable space for the driver to stand out of the way of forklift and other vehicle movement.
- The truck driver is to be told that the job is finished by the forklift operator.
- When the truck has been unloaded/loaded, the driver is responsible to check the vehicle and for securing any load. Gates, curtains and doors must be closed and truck drivers and the person/company with responsibility for the allocated space under Car Park Y must make sure that all is clear before driving off.
- Truck drivers must have a clear view when reversing, if not, they must have another person assist by directing the truck driver and keeping the rear of the truck free from pedestrians.
- No mobile plant on Sydney Markets property is to be driven by any person who does not have the licenses or accreditations to do so.
- While on Sydney Markets property, all RMS (Roads and Maritime Services) rules apply.

### Further information can also be found at:

- [www.workcover.nsw.gov.au](http://www.workcover.nsw.gov.au);
- [www.safeworkaustralia.gov.au](http://www.safeworkaustralia.gov.au);
- WorkCover NSW guide "Safety in the Road Freight Industry";
- Worksafe Victoria's handbook "Forklift Safety – reducing the risk"; and
- SafeWork Australia's "Workplace traffic management guidance material"

**NOTE: All unsafe work practices need to be reported to a Market Officer or by contacting the 24 hours SML contact number 0409 325 232 or the Work Health and Safety Manager John Pascucci on 0417 325 171.**

**In addition, such practices should be reported to an individual's own employer and any relevant tenant, occupier or contractor/transport company.**

## 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.**

- It is compulsory to wear a seat belt. Comply Notices will be issued for non-compliance. Forklifts without seatbelts will be given 24 hours to have one fitted.
- Directional signage and other road signage MUST be followed.
- Speed limits are enforceable (10kph under canopies, 20kph in open areas, 5kph on the forklift bridge)
- Forklifts should be governed to no more than 20kph. Forklift governors are checked by SML staff to ensure they have not been tampered with.
- Pedestrian safety (pedestrians have right of way) – be aware of pedestrian crossings and access ways
- Forklift drivers must have a current RMS driver Licences and WorkCover Certificate to drive on roads within the Market site. These must be carried at all times.
- When operating a forklift on site you are not permitted to carry more than 15 empty pallets or to push empty pallets or pallets of produce
- Defective forklifts are to be reported to the business owner (principal)
- Forklift operators are not permitted to carry passengers on forklifts
- Travel in a forward direction when not carrying a load. Only travel in reverse whilst carrying a load that would obstruct your vision if travelling forward.
- Forklift lights must be turned on when operating at night
- No mobile phones to be used while operating forklifts
- Do not operate any vehicle when under the influence of drugs or alcohol
- No vehicles are allowed inside the buyers walks or the end ramp ways of Buildings A, B and C from 6.00am opening until 8:30am Monday to Friday
- RMS Road Rules must be adhered to at all times and as such, the roundabout at Austin Avenue is to be used as per RMS Road Rules
- No person is to travel on or be lifted on the tines of a forklift.
- Do not carry items on the forklifts other than what the forklift is designed to carry on pallets
- Avoid distractions, e.g. smoking, eating, drinking, listening devices (e.g. iPods, phones) whilst operating a forklift.

**SLOW DOWN • BUCKLE UP • STAY SAFE**



## WORK HEALTH & SAFETY TRAINING

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

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

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

## SECURITY

Sydney Markets now have 187 CCTV cameras around the site with further cameras being placed at the Weigh Bridge, Centre Road and Plaza Bin compound to improve coverage in these areas.

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

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

## HOTLINE NUMBER 0409 325 232

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

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

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

## FIRE PREVENTION SAFETY TIPS

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

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

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

### SAFETY MESSAGE FROM SYDNEY MARKETS

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

# OPERATIONS

## Update

### CHANGE TO THE CUT-OFF TIMES, SATURDAY FOR SEMI'S AND B-DOUBLES

**S**ML Management is trialling a change to the cut-off times for semi's and B-doubles on Saturday's during the busy Wine Grape and Easter Trading period.

The cut-off time to the Markets has been changed from 5am to 4am on Saturdays. This will allow the Unloading Companies to have all heavy vehicles unloaded by 5.00 am which will assist with easing congestion in the rail area.

### SYDNEY MARKETS PUBLIC WEIGHBRIDGE

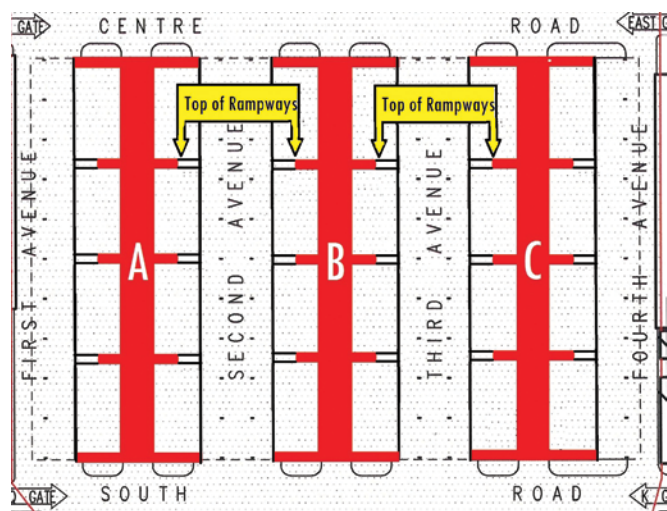
**S**ydney Markets Limited has recently acquired the weighbridge at the rail Siding area of the Markets. The Weighbridge currently operates between 6am till 5pm Monday to Friday.

Please contact Mr. Shawn Freeburn, Business Development Manager on (02) 9325 6213 for further information.

### BUYERS WALKWAY FORKLIFT TRIAL

**S**ML Management is trialling an extension to the forklift exclusion zone in the buyer's walkways between the hours of 6:00am and 8:30am.

From Monday 16 March 2015 the exclusion zone will take in the buyer's walkway to the top of the ramp ways in Buildings A, B & C. This will provide a safer area for pedestrian to walk on to those stands that have entrances in the alley ways.



### NEW FIRST AID VEHICLE

**A** new First Aid Vehicle is now in operation. Please ensure you move to the side of the road when the First Aid vehicle is attending a first aid incident



### WARNING COUNTERFEIT NOTES

**T**enants should be vigilant in checking and accepting notes as it has been reported that a number of counterfeit fifty dollar notes have been found in circulation within the Markets.

If you find a counterfeit note or suspect the note to be counterfeit you can contact an SML Market officer or the NSW Police for further assistance.

### NSW GOVERNMENT SMOKING BAN

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



## The Sacrifice

The sacrifice was made by he  
 For a tomorrow he thought would be  
 And yet tomorrow he'd never see  
 For he gave his life for you and me

Those who remember seem frail and old  
 But they were too once young and bold  
 And in the thick of battle, side by side  
 Where heroes lived and martyrs died

They did not seek fortune or fame  
 And in their droves gladly came  
 To do their duty and heed the call  
 Not thinking if they'd stand or fall

Their young blood ran on foreign soil  
 Where evil's plan they sought to foil  
 And battles fought now marked with pride  
 Where young men lived and heroes died



Yes, in foreign lands their blood did flow  
 On rocks and mud and winter's snow  
 In jungles dense and deserts dry  
 On the seven seas and seamless sky

And it is with thanks we venerate  
 The brave who faced and met their fate  
 And in their sacrifice can't be denied  
 Once young men lived and heroes died

Now the Unknown Soldier lays alone  
 Within his tomb beneath cold stone  
 A solemn reminder to we who live  
 Of those who gave all they could give

And when the bugle lays to rest  
 Our nation's pride, our country's best  
 'Lest we forget' with hearts fortified  
 When heroes lived and heroes died

Written by Sergio Vigone,  
 SML Market Officer.

[www.soulpoetic.com](http://www.soulpoetic.com)



# From Farm to Plate



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

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

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

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

For more information regarding the From Farm to Plate school presentation visit [www.freshforkids.com.au](http://www.freshforkids.com.au)

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

Why not have Bazza Banana, Summa Strawberry, Captain Capsicum, Oscar Orange, Tamara Tomato or Megabite Apple add colour and excitement to your next event promotion. Or you can now hire our newest F & V Gang Member – Brooke Broccoli.

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

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

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

For more information, please contact Kristen Lilley on: (02) 9325 6297



**New Brooke Broccoli and Captain Capsicum suits now available**



# CANTEEN CAMPAIGN

SYDNEY MARKETS  
**Fresh for Kids**  
**EAT FRESH & WIN**

**F**resh for Kids is once again running another exciting fresh fruit and vegetables promotion for primary schools across NSW and ACT in Term 3, 2015.

The 2015 Canteen Campaign is designed to encourage children to purchase more fresh fruit and vegetables from their school canteen. The campaign commences Monday 10 August and concludes on Friday 18 September, 2015.

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

## FIRST PRIZE

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

## 3 X SECOND PRIZES

iPad® minis 16GB with Wi-Fi

## 10 X THIRD PRIZES

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

## 20 X FOURTH PRIZES

Event Cinemas gift cards

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



FOR MORE INFORMATION REGARDING THE CANTEEN CAMPAIGN PLEASE VISIT

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

# 2014 Employee/Team of the Year



## EMPLOYEE OF THE YEAR

**MICHAEL KADRY, GREENPOINT OFFICER  
– GREENPOINT TEAM**

Michael is a great team player who is adaptable and flexible in his work.

Michael's nomination came directly from his Manager who noted Michael is always willing to put in the extra effort to make sure the job is done and not afraid to make suggestions for improvement.

Over the past 12 months, Michael has improved dramatically in his role and has been a real stand out employee.

*Michael is a valued member of the Sydney Markets staff and highly deserved the Employee of the Year for 2014.*



## TEAM OF THE YEAR

**MARKETING TEAM**

Congratulations to the Marketing Team for being the Sydney Markets Team of the Year for 2014!

It's hard not to give the Marketing Team the acknowledgment for 2014, with the team performing strongly for the whole year.

The team met all KPI's set for the year and completed a number of big projects including website redesign, introduction of the Paddy's Shuttle Bus, Fresh for Kids Virtual Excursion and launching the Paddy's smartphone App.

The Marketing Team work together very well and achieve results with each team member mentioned as high achieving employees.

*The team members include: Ned Tesic, Sue Dodd, Kristen Lilley and Fiona Hobbs.*



## EMPLOYEE OF THE YEAR RUNNER UP

**ZLATKO GUDEJ, NIGHT SECURITY SUPERVISOR**

Zak has been in contention for Employee awards for a number of years now.

Zak has shown strong leadership qualities particularly with training new staff. He has excelled in his new role since moving from the GTA team in June 2014.

Nothing is ever a problem for Zak, he is helpful, pleasant and a hard worker, who is proactive and does not need to be directed to undertake tasks.

Zak is highly deserving of the Sydney Markets Employee of the Year Runner up award.

*Congratulations Zak!*



# Employee of the Month



## DECEMBER 2014

### TROY TUCKEY, GREEN POINT SUPERVISOR – GREEN POINT TEAM

December was a record month for waste with over 2,650 tonnes of waste recorded on site. Fortunately, 1,784 tonnes were recycled.

Troy had a huge task to arrange the separation and recycling of major waste streams during this month. The month proved very challenging but was managed very professionally and timely by Troy and the Environment Team.

Troy is a very well respected member of the Sydney Markets team and always makes sure the jobs get done by putting in the extra effort.

***Congratulations Troy!***



## JANUARY 2015

### MARIO GRIMALDI, MARKET OFFICER – GTA TEAM

Mario is an enthusiastic employee and an exemplary team player, actively participating and supporting the GTA Team in a consistent and appropriate matter.

He has taken on extra duties filling in as the cashier in Building D during January. Mario also filled in as Assistant Team Leader in January and showed good leadership skills whilst in the position.

Mario is very approachable and enjoys the challenges of the job. He is a strong communicator when speaking with customers and tenants, and this stood out in the roll out of PPE clothing. Mario led by example and was a very prominent player in the results that were achieved.

***Well done Mario!***



## FEBRUARY 2015

### JOHN KALAVRITINOS, MARKET OFFICER – OPERATIONS TEAM

John Kala is a 16 year, highly respected, veteran Market Officer within SML, 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.

John has re-educated countless number of Forklift Operators within Sydney Markets through the Forklift Safety Awareness Program and ensure the issuing of Forklift licences to numerous forklift operators within the Markets, especially in Car Park Y.

It comes naturally to John to conduct his Duty of Care, through due diligence and his common sense approach to WHS. John is passionate about safety and the safety of all within Sydney Markets.

***Great Job John!***



## MARCH 2015

### SHAWN FREEBURN, BUSINESS DEVELOPMENT MANAGER

Shawn has been with SML for the last three years and took on the role of Business Development Manager about ten months ago.

Since then he has taken on a number of challenges, none more important or challenging than that of the reconfiguration of Friday Paddy's at Flemington.

He organised countless meetings with stand holders to deliver the concept through presentations and meetings and worked tirelessly in the process speaking to everyone involved. Initial results indicate that the results are very promising and the success we have seen thus far is a credit to Shawn's work.

***Well done Shawn!***

# Staff Update



## MANOJ MALHOTRA

**Position**

Market Officer – Retail Markets Team

**Department**

Operations

Manoj commenced working with the Retail Team on 12th December 2015

*Unwrap  
some  
long lasting  
energy*



AUSTRALIAN  
**BANANAS**

*Make your body sing!*



AustralianBananas

# MARKETS PERSONALITY

FILL IN THE BLANKS WITH

MARY SHEH

I WORK FOR NEWNORTH HOLDINGS P/L

AS PROPRIETOR / OWNER

I'VE WORKED HERE FOR 30 years plus

AND MY FAVOURITE THING ABOUT THE MARKETS IS

EXCITEMENTS

MY FIRST MEMORY OF THE MARKETS IS

Many Goods & Various Products

Available and its Prices

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

Look Around and Enjoy THE ATMOSPHERE

I NEVER LEAVE THE HOUSE WITHOUT MAKE UPS

I WOULD SPEND MY LAST \$50 ON DRESSES

EVERY MORNING I GET MY COFFEE/TEA/JUICE/SMOOTHIE FROM Home

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

BECAUSE ITS SWEET



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