

SYDNEY MARKETS®

Leader

2015 ISSUE #2



Sydney Markets Cooking School

TASMANIA
INDUSTRY BRIEFING



**Mckell Cup
Race Day**

CEO'S PERSPECTIVE • CANTEEN CAMPAIGN • RETAIL MARKET NEWS

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Upcoming Events

October

28 OCTOBER
Summer Fruit Auction

31 OCTOBER
Sydney Markets 40th Anniversary Ball

Nov-Dec

3 NOVEMBER
Markets Picnic Day / Melbourne Cup Day

7 NOVEMBER
Annual Flower Ball

11 NOVEMBER
Sydney Markets 40 Years at Flemington / Remembrance Day

25 DECEMBER
Christmas Day

26 DECEMBER
Boxing Day

SYDNEY MARKETS JUSTICE OF THE PEACE

Services Available
10:00am to 12:00pm
Monday – Friday

Other times by
appointment only
9325 6200

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**SYDNEY
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**SYDNEY
produce
MARKET**

**FRESH MARKETS
Fresh for
Kids**

**SYDNEY MARKETS
PLAZA**
Business and Shopping Centre



CEO's Perspective

40 Years at Flemington

This year marks the 40th anniversary of the opening of the Sydney Markets site at Flemington. While that may only be a fraction of our long history, the move to this location was pivotal and saw the Markets evolve into the vast, highly efficient operation it is today.

We will celebrate this significant milestone with an anniversary breakfast in November, and a special acknowledgement of the select group who have been with the Markets for over 40 years

Industry Briefing – Hobart

In August, Sydney Markets hosted its sixth Industry Briefing in Hobart Tasmania.

Industry briefings provide our Directors and Senior Managers an opportunity to engage directly with growing communities around Australia, not only to maintain strong ties but also to understand the unique issues affecting growers and the supply chain.

As well as visits to farms and packing sheds, SML delivered presentations detailing the significance of the central market system in the overall horticultural supply chain. Presentations were made by guest speaker, author and food critic Matthew Evans, and representatives from the Tasmanian Farmers & Graziers Association and Fruit Growers Tasmania.

The Fresh Awards

August also saw the launch of the Fresh Awards, a new and improved awards program to recognise the achievements of growers and independent retailers who trade in the markets.

The Fresh Awards brings together Sydney Markets' long running greengrocer and florist retail excellence programs, which have been expanded to include a number of new categories and a refreshed mystery shopping program.

There is also a new category for bloggers, opening the awards to those outside of the Markets for the first time. The Blogger Awards recognise the role of new media, in particular the blogging community, in promoting and fostering support for independent fresh produce and flower retailers in NSW and the ACT.

With this renewed format, the Fresh Awards will be both an acknowledgement of individual achievements, and a showcase and celebration of our industry.

New works around the Markets

Two exciting projects will commence over the next 12 months with the Board providing approval to proceed with the extension of Car Park V and the construction of the Sydney Markets Cooking School.

Car Park V Extension

The Car Park V extension, expected to be completed in September 2016, will include a two deck extension creating 350 additional parking spaces and covered truck parking, as well as a new lift, storage units, and an extension of the Flemington Station pedestrian bridge.

Sydney Markets Cooking School

The Cooking School will be a state-of-the-art facility, set to become the new face of Sydney Markets. With the public's interest in food and cooking continuing to grow, the School is an opportunity to use our knowledge, passion and experience to educate and inspire people to prepare and eat more fresh fruits and vegetables.

The building itself will also be an attraction with award winning architects Durbach Block Jagers behind the design, and the achievement of a 5-star sustainability rating being a key goal for the project.

2015 Asiafruit Congress

Chairman, John Pearson and I attended the 2015 Asiafruit Congress and Trade Exhibition held in Hong Kong from 1-3 September.

Over 370 exhibitors and 6,500 visitors from more than 60 countries attended. This provided a unique opportunity to promote Sydney Markets and outline the benefits of the central market system.

In discussion with participants, it was evident there were many exporters in attendance. The Congress provided the opportunity to network and gain valuable contacts throughout the world.

There was a strong Australian contingent with more than 30 exhibitors, including Sydney Markets tenants Fresh Produce Group and Perfection Fresh. Representatives from Cherry Growers Australia were also in attendance and spoke highly of our recent Hobart Industry briefing. It was interesting to note that major suppliers of top quality cherries are exporting to China with a 2kg box obtaining AU\$50 per box. Corresponding retail is said to be AU\$100 to \$150 per box.

The Congress also provided the opportunity to meet with members of the WUWM Asia Pacific Working Group.

29th WUWM Congress

John and I also attended the 29th WUWM Congress held in Campinas, Brazil from 23-26 September.

Hosted by the Campinas wholesale market, CEASA CAMPINAS and the Brazilian national markets association, ABRACEN, the theme for the congress was "The Environment and the Future of Wholesale Markets".

Speakers and panel debates covered a range of issues including new scenarios for the food supply chain in the face of climate change; wholesale market efficiency and specialisation; value chain integration; and new food retail distribution models for traditional wholesale markets.

The event also included technical market visits to two wholesale markets – CEASA Campinas and CEAGESP (the wholesale market of Sao Paulo), and a retail market, the Municipal Marketplace in São Paulo.

Overall Strategic Plan

The SML Board and Management will meet during April next year to review and formulate our Strategic Plan. Our Plans are generally set for a period of 5 years and are formally reviewed every 3 years.

One of the many topics for discussion will include the long term tenure of our Markets at the current site, with a view of undertaking a comprehensive study to better understand and possibly earmark a future location to ensure the long term viability of the Central Market System.

We will keep you updated as this process rolls forward.

Brad Latham

Chief Executive Officer

SYDNEY MARKETS INDUSTRY BRIEFING Hobart, Tasmania - August 2015

"We believe in order to gain a greater understanding of the overall supply chain it is imperative to hear first-hand the views and concerns of all within different produce growing regions and to answer any questions that may arise, while at the same time presenting information about Sydney Markets' vital role in the supply chain."

Brad Latham CEO, Sydney Markets Limited





— SYDNEY MARKETS — **COOKING SCHOOL**

SYDNEY MARKETS IS EMBARKING ON AN EXCITING NEW PROJECT, THE BUILDING OF A STATE-OF-THE-ART COOKING SCHOOL TO TARGET THE BURGEONING GLOBAL CULINARY TOURISM MARKET.

Designed to inspire the public to cook using seasonal Australian fresh fruit and vegetables, the school will use produce sourced directly from Australian growers through the Markets. Visitors to the school will learn how to shop for fresh food and prepare it under the guidance of leading chefs.

The proposed new building will include a large function area, an alfresco terrace, and an education area for school groups which will be capable of holding classes for around 30 people.

Award-winning architecture practice Durbach Block Jagers won the competition for the architectural design of the cooking school. Notable works by the company include the North Bondi Surf Club and the UTS Science faculty, the first 6 Green Star building in Australia.

Director Neil Durbach said of the design, “The flowing shape of the building celebrates natural light and cross ventilation. We wanted to create a centre point that would naturally connect people, space and food.” The modern, artistic building, with a design inspired by netted trees, is set to revitalise the Markets precinct and become the new face of Sydney Markets.

Beyond the facade, an important goal for the project is for the building to earn a 5-star sustainability rating. Sydney Markets was awarded the number one market in the world for Environmental Sustainability in Denmark at the 26th World Union of Wholesale Markets Congress.



“Sydney Markets has been recognised and remains one of the most environmentally sustainable central markets in the world. Sustainability continues to be a key factor in all of our operations and will also play a large part in the cooking school,” says Sydney Markets Limited CEO, Brad Latham.

Sydney Markets is currently in the process of selecting consultants for the first design phase.

It is anticipated that this process will take about four months, with completion of the work projected for May 2017.

YOU'RE INVITED TO THE

flower BALL

SATURDAY 7TH NOVEMBER

SIX THIRTY IN THE EVENING

\$165PP · DRESS: BLACK & WHITE THEME · 5 COURSE MENU

◆◆◆◆ AT ◆◆◆◆

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Tickets can be purchased from T&G Flower Growers at Stand 9 in the Flower Market on Monday, Wednesday, Thursday, Friday & Saturday mornings.

THANK YOU FOR YOUR SUPPORT



SUMMER
FRUIT
AUCTION

taste of summer

WEDNESDAY 28 OCTOBER 2015

7AM – 9AM
BETWEEN A AND B SHEDS
SYDNEY MARKETS, FLEMINGTON

Proudly supporting:

 **Sydney Markets
Foundation**



SYDNEY MARKETS

Freshmark

Sydney Markets Mckell Cup Race Day

23RD MAY 2015

The Race Day this year was held on Saturday 23 May with over 500 guests and a lovely new venue at Royal Randwick.

The food was superb and the Royal Randwick's staff were exceptional as usual. This year instead of a colour, the theme was "Fashions in the Field", which was very popular.

We also had a special race for Glenn Wheeler called "Get well Glenn" thanks to Sinclair & Antico, Fresh Fellas, Arize Fruit Supply, Express Fruit Services, Newfresh and Trims Fresh who sponsored this race. Glenn's wife Michelle and daughters Natasha and Abbie were there and were very moved and honoured on Glenn's behalf. There was also a book that had been put together with signatures from people all over the Markets that has since been given to Glenn.

Thank you to our Race Sponsors, Sydney Markets Limited, Your Local Greengrocer, Ardrossan Batlow Apples, Toyota Material Handling who without their support we may not have a race day.

Thanks also to our sponsors BOQ and Synergy Fresh who sponsored the best dressed Male (Eric Kime), Female (Kim Rowe), Couple (Wendy and Alistair Hall) and Table (Coolibah Salads) and BOQ for the lucky door prize. Thank you to Toyota Material Handling for supplying our lucky table prizes.

We hope everyone had a great time and look forward to seeing you again in 2016.





lory at Randwick!

SYDNEY MARKETS

Australian Turf Club

SYDNEY MARKETS

SYDNEY MARKETS

Sydney Markets Foundation
1st Race Day

SINCLAIR & ANTICO

NEWVIT

SYDNEY MARKETS 40TH ANNIVERSARY BALL

Saturday 31 October 2015

6.30pm

Four Seasons Hotel

199 George Street, Sydney

A terrific night out with great food, superb wine and great ambiance, along with A-Class entertainment from "Slammin Sam Kekovich" and the GVL Band is sure to be enjoyed by all.

The Sydney Markets Merit Award will also be presented on the night.

TICKET PRICES

**\$200 each (incl. GST) or
\$2,000 for a table of ten**

FOR TICKETS CONTACT

Carol Dollar

at the Chamber

P: (02) 9764 3244

E: cdollar@freshmark.com.au



Office Professionals Day

The Office Professionals day was a major success with some 84 attendees. There was lots of food and drink to be enjoyed and plenty of conversation as staff from various Market businesses mingled and exchanged stories about life at the Markets (among other things!).

Congratulations to Joanne Lei from Sydney Markets Credit Services Co-operative Ltd (SMCS), our Office Professional for 2015.

The entertainment was a bit different this year as we held the Inaugural 'MR MARKETS' Competition. A big thank you to all the participants who worked tirelessly to raise funds for the Sydney Markets Foundation which provides relief for people in poverty, distress, sickness, unemployment and those experiencing financial hardship. Congratulations to Aidan Hutton who raised over \$1,000.00, making him Mr Fundraiser 2015. Steve Scocco from C&J Scocco took out the Mr Markets title and was most pleased as he said "This is the first trophy I ever got."

The feedback received was very positive with many saying the atmosphere and the entertainment was fantastic.

Thank you to our sponsors, SMCS and Sydney Markets Limited who have supported the event every year, for which we are very grateful. Thank you also to the staff at Tingha Chinese Restaurant and Tigers Club who do a wonderful job in making sure there is plenty to eat and drink throughout the event.





THE SYDNEY MARKETS FRESH AWARDS

The Sydney Markets Fresh Awards were launched in August at the Museum of Contemporary Art at The Rocks, with a banquet lunch prepared by chef Matt Kemp showcasing the best seasonal fresh produce.



The Fresh Awards brings together Sydney Markets' long running retail excellence programs, the Greengrocer and Florist of the Year Awards and the Fruit & Vegetable and Flower Grower of the Year Awards, along with a newly introduced category for bloggers.

The new and improved program recognises the achievements of growers and independent retailers who trade in the Markets, as well as the role of the blogging community in promoting independent fresh produce and flower retailers.

“Sydney Markets has long been invested in supporting independent greengrocers and florists to achieve and maintain the highest standards in fresh produce retailing. Through the retailer awards and accompanying mystery shopping programs we have been able to offer greengrocers and florists valuable insights and incentives for raising the bar in all aspects of their businesses.” said Brad Latham, CEO of Sydney Markets Limited.



HOW IT WORKS

All NSW and ACT based greengrocers and florists with a retail store who purchase their fresh fruit, vegetables and flowers from Sydney Markets on a regular basis are eligible to participate in the Fresh Awards mystery shopping program, and ultimately eligible for the Greengrocer Awards or Florist Awards categories.

Multiple mystery shopper visits will be conducted between September 2015 and March 2016. Businesses will be evaluated on a range of criteria and will receive a comprehensive mystery shopping report after each store visit.

AWARDS CATEGORIES

This is the only state-wide program to recognise greengrocers and florists and acknowledge their achievements. Regardless of location or size businesses are eligible to enter.

THE GREENGROCER AWARDS CATEGORIES INCLUDE:

1. The Greengrocer of the Year
2. The Service Excellence Award
3. The Retail Presentation Award
4. The Knowledge in Action Award
5. The Small Business Fresh Award
6. The Medium Business Fresh Award
7. The Large Business Fresh Award
8. The Employee of Choice Award

THE FLORIST AWARDS CATEGORIES INCLUDE:

1. The Florist of the Year
2. The Service Excellence Award
3. The Retail Presentation Award
4. The Knowledge in Action Award
5. The Employee of Choice Award

An inaugural Fresh Awards celebration will be held in mid-2016 to announce the winners and bring together the fresh produce and flower industries.

For more information about the Fresh Awards visit www.freshawards.com.au

#THEFRESHAWARDS

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**Search for "Paddy's Markets"
to download to your phone**





2015 KIDS KARNIVAL @ PADDY'S

Over 10,000 visitors attended this years' Kids Carnival at Paddy's Flemington on Sunday 24th May.

Similar to last year, the day was split into two sessions, 11am-1pm and 1:30pm-3:30pm, to allow visitors enough time to watch their favourite characters perform and then meet them in the Meet & Greet zone.

The event kicked off with host Sam Moran from Nick Jnr's Play Along with Sam, who had the crowd up and dancing, ready for Hoot and Hootabelle's Owl Pal

Playdate. Peppa Pig, Teenage Mutant Ninja Turtles and The Minions followed, entertaining the crowd during their live stage show and meeting all their fans in the Meet & Greet zone for photos.

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

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



Retail Markets News

PADDY'S PARKING OFFER

Since 1st August 2015, Paddy's Markets have offered one hour of free parking in the Wilson Carpark underneath Market City to all Paddy's customers who spend \$30 or more at Paddy's Haymarket.

Customers save \$17 off their total parking costs if they choose to park for longer than one hour.

Customers are entitled to this offer after spending \$30 or more at any Paddy's stand on the day they park. Multiple purchases to the total value of \$30 can be made to still qualify.

Paddy's Traders are required to issue a receipt of purchase to customers indicating total spend and the date.

Customers can have their parking validated at the Market Office by showing their receipt and parking ticket.

The Free Parking Offer will run for a three month period, ending 30th November 2015 unless extended.



**SPEND \$30 OR MORE
TO RECEIVE 2 HOURS
FREE PARKING**



**SATURDAYS & SUNDAYS ONLY
AT PADDY'S HAYMARKET
SEE MARKETS STAFF FOR DETAILS**

HAYMARKET 9-13 Hay St,
Haymarket NSW
10.00AM-6.00PM WEDNESDAY TO SUNDAY

[f /PADDYSMARKETS](#) [@PADDYSMARKETS](#) [@PADDYS](#)
PADDYSMARKETS.COM.AU



PADDY'S VOUCHER PROGRAM

The Paddy's Voucher Program has been running at Haymarket and Flemington since mid-July, with the majority of vouchers being redeemed at Paddy's Haymarket.

The highest volume of voucher redemptions has come from those distributed at the Pitt Street hand out location, with the majority being from customers in the 2000 postcode area.

There are approximately 104 individual stallholders who have handed in vouchers.

As voucher redemptions by traders have dropped to less than \$100 per week, the program will move in to Phase 2.

PHASE 2

Phase 2 of this program will see another \$50,000 worth of vouchers being printed. These will be handed out progressively over an 8 week period, with \$6,000 worth of vouchers handed out each week. This is due to start in October 2015.

FLEMINGTON ONLY vouchers have been developed for distribution in local areas.

ATTENTION PADDY'S MARKET STAFF

NEW PADDY'S MARKETS PROMOTION

\$\$ GIFT VOUCHERS

During July, August and September Paddy's promo team will be distributing Paddy's Markets Gift Vouchers to the value \$5, \$10 and \$20, at various locations around the city. The gift vouchers can be redeemed with traders at Paddy's Haymarket for goods and services. The aim of the gift voucher is to encourage more customers from a wider area around the city to visit Paddy's.

HOW IT WORKS:

- From July 1st Paddy's Promotional staff will be handing out vouchers at various locations around Sydney CBD
- Customers will come into Paddy's Haymarket and use their gift vouchers to purchase any type of goods or service. E.g. fresh food, souvenirs, gifts, coffee, lunch etc.
- The voucher must be treated as money.
- When making a purchase at Paddy's Haymarket, shoppers with a Paddy's Gift Voucher can redeem their voucher to the dollar value printed on the voucher.
- The gift voucher must be collected by the trader at the time of purchase.
- Customers can spend multiple vouchers in one transaction
- The trader must then fill out the required fields on the back of the voucher and ask the customer to fill in their postcode.
- The trader is then able to hand in completed vouchers to the Paddy's Haymarket cashier on Wednesdays and Thursdays ONLY, to then be reimbursed for their sales.
- NO CHANGE SHOULD BE GIVEN
- Traders can redeem vouchers at the Market Cashier for cash.

CUSTOMER'S TERMS AND CONDITIONS OF VOUCHER:

- Each gift voucher is valid for 6 months from the date of issue.
- The gift voucher can be used to pay for goods and services
- The gift vouchers are not for resale and are NOT redeemable for cash or exchangeable for another voucher.
- The full amount of the voucher/vouchers must be used in one transaction i.e. Trader is not required to provide change.
- More than one gift voucher can be used in one transaction.
- A redeemed gift voucher will not be replaced when lost or stolen.
- In order for the gift vouchers to be reimbursed it is the trader's responsibility to hold the gift vouchers until handed into the Paddy's Haymarket cashier.
- The trader will be reimbursed cash for all completed vouchers on Wednesday and Thursdays ONLY.
- Traders are required to hand in ALL collected vouchers to the cashier by 8 MONTHS FROM DATE OF ISSUE.
- If the security code is scratched the voucher is still valid.
- In the event of any dispute, the decision of Sydney Markets Limited is final.

CASHIER:

- Once the Paddy's Gift Vouchers are handed into the cashier a record of the voucher will be recorded by cashier into a ledger with:
 - Name of the stall holder
 - Stall number
 - How much money was reimbursed
 - Date of reimbursement
 - Stall holder signature

BOTH SECTIONS BELOW MUST BE COMPLETED

PROMO TEAM TO COMPLETE

LOCATION:

NAME:

EXPIRY DATE:

STALL HOLDER TO COMPLETE

CUSTOMER POSTCODE:

STALL HOLDER NAME:

STALL NUMBER:

STALL HOLDER SIGNATURE:

DATE:

DATE OF ISSUE: SECURITY CODE:



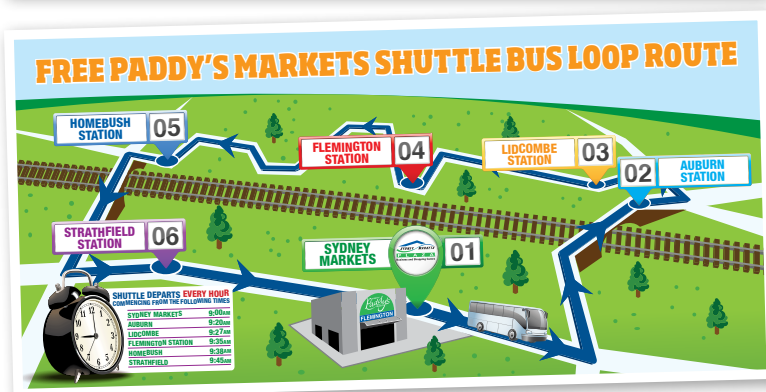
NEW PADDY'S SHUTTLE BUS - FLEMINGTON

Sydney Markets has entered into an arrangement with the Darling Rose bus company to replace our existing 12-seater Paddy's Shuttle Bus with a 22 seater model.

The arrangement allows Sydney Markets to be more flexible with the services we offer as well as allowing more customers to use the bus.

The decision to upgrade the shuttle bus became necessary with Friday and Saturday services often reaching capacity.

The new bus service began at Paddy's Flemington on Friday 14th August 2015.



NEW PADDY'S SHUTTLE BUS - HAYMARKET

To coincide with Paddy's Markets advertising in the Cruise Ship Arrivals Guides for the 2015/16 season, Paddy's will launch a free shuttle bus from White Bay and Circular Quay, where the cruise ships dock, to Paddy's Haymarket and return.

The shuttles will operate Wednesdays, Thursdays and Fridays.

This initiative will be conducted over a two month trial period from mid-October to Christmas 2015.



HAYMARKET SIGNAGE

New murals have been designed to brighten up the entrances into Paddy's Haymarket.

Approved murals feature "retro" designs reminiscent of the original artwork around Haymarket. Designs will be painted directly onto brick façades as was the trend in the late 1800's and early 1900's.

Certain cinder-block walls at Paddy's Haymarket have been earmarked for artist murals. Unlike the Paddy's Branded murals, these walls will become an attraction for locals who would not necessarily visit Paddy's in Haymarket and will be the focus of a new media campaign depicting Paddy's as a vital community asset.

NEW LOOK @ HAYMARKET

The meat/ deli & poultry section at Haymarket has a newly opened frontage allowing better access to these great offers and improving the overall look.

PUBLIC WEIGHBRIDGE

The Sydney Markets Public Weighbridge is now fully automated and available 24 hours a day 7 days a week. Just see the weighbridge staff to set up an account today.



FRIDAY CLEARANCE OPPORTUNITY – FLEMINGTON

Opportunities now exist for Paddy's traders to host clearance items on Fridays on the centre stage at Flemington. 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.

From Farm to Plate



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

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

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

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

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

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

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

Fresh 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, titled 'Eat Fresh & Win' is designed to encourage children to purchase more fresh fruit and vegetables from their school canteen. The campaign commences Monday 10 August and concluded 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 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 ring. There will be six different designs for students to collect. On doing so, they are eligible to enter the draw to win some fantastic prizes.

Over 500 schools registered to take part in this year's Canteen Campaign, which has increased more than 30 schools since last year. Previous results have indicated that 97% of canteen managers who were surveyed said the number of purchases of fresh fruit and vegetables increased during the campaign.

The winners of this year's Campaign will be announced by Monday 19th October 2015 with 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



FOR MORE INFORMATION REGARDING THE CANTEEN CAMPAIGN PLEASE VISIT

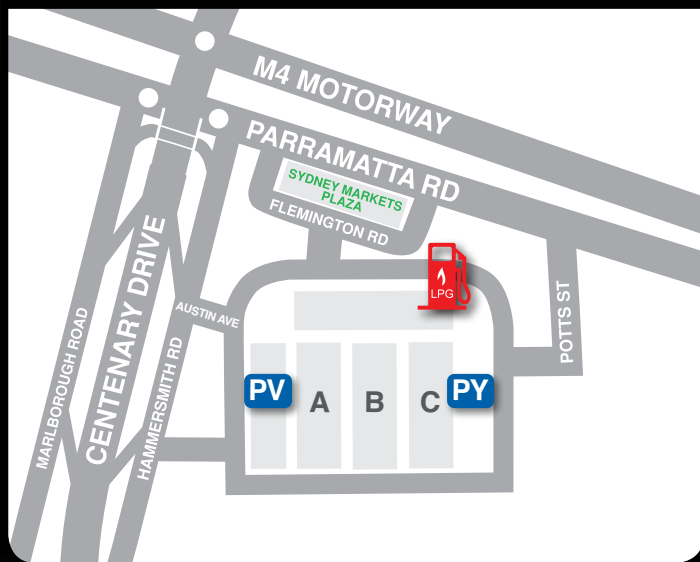
www.freshforkids.com.au

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PROPERTY

Update



SUBLETTING OF WAREHOUSE SPACE

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

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

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.

NO SMOKING

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

SYDNEY MARKETS PLAZA

SHOPS FOR LEASE

Some great opportunities exist for new retail businesses:

- **Shop 6D – 23m²** (Approximately/Subject to survey)
Small premises ideally suited for a doctor's surgery. Available Now.
- **Shop 9-10 – 157m²** (Approximately/Subject to survey)
Large premises with dual access from the South and North sides. Also has a small kitchenette. 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, and other professional services, plus a Hotel and Veterinary Hospital.

OFFICE SUITES FOR LEASE

- **Office Suite B3 – 54.00m²** (Approximately)
Positioned on level 1, overlooking the central courtyard. Available Now.

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

SYDNEY MARKETS CONFERENCE CENTRE

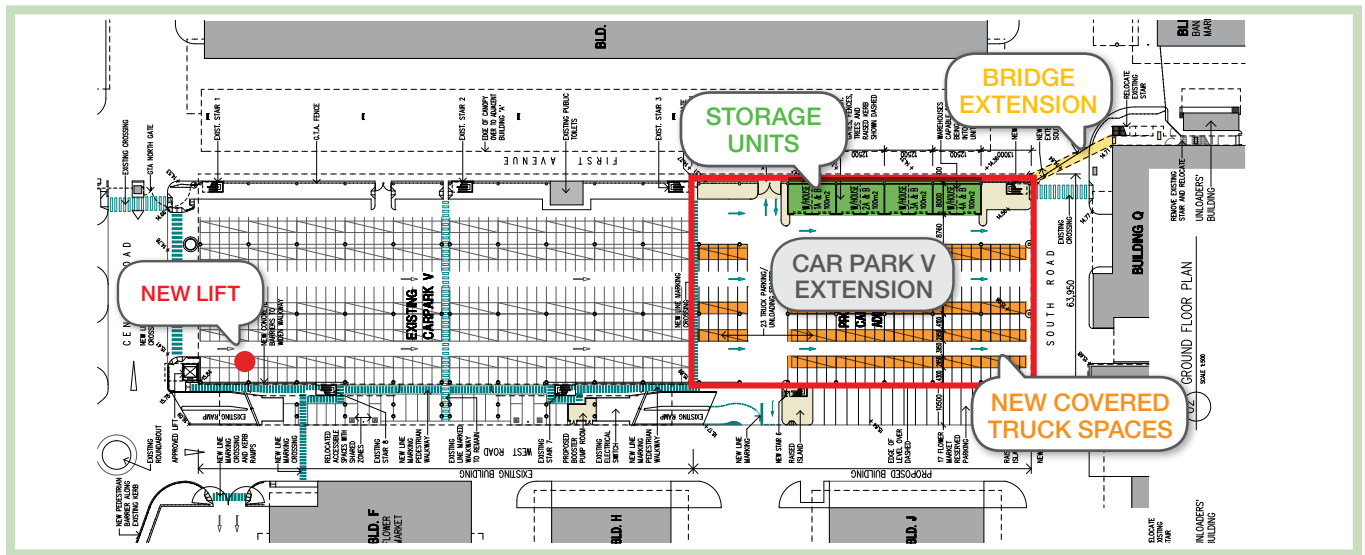
- **The Sydney Markets Conference Centre** is also available for hire. The Centre can be used as one unit or divided into two.

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

SITE SERVICES

Update

CAR PARK V EXTENSION



Sydney Markets have approved the construction tender from Maincon for the extension of Car park V to the south. The project will provide:

- Car Park V two-deck extension providing 350 additional car spaces and covered truck parking. The car spaces will cater for cars parking in the surrounding areas.
- 4 x 100m² storage units on Eastern side.
- 4 tonne lift on the north western corner of the existing Car Park V and pedestrian footbridge across South Road.
- Extension of the current Flemington Station pedestrian bridge across South Road to Level 1 of the proposed new car park extension. This will improve the safety for pedestrians

who can use Level 1 to safely traverse the Markets and go to Paddy's and the Flower Market.

- Solar car port structures at the top level of the car park, similar to the type next to the Flower Market.

Construction is anticipated to commence early October and completion in September 2016.

A traffic management and relocation plan has been prepared by Operations Management and is being discussed with all traders affected. It will be communicated prior to commencing the works through our various channels.

BUILDING D WEST SOLAR CARPORT

ANOTHER SUCCESSFUL GREEN INITIATIVE BY SYDNEY MARKETS LIMITED

The installation of a Solar carport for Building D West is in full swing. The concrete structure and carport framing has been installed and the solar panels laid. The eaves lining will be installed over the upcoming weeks and late September we will see power being generated.



Solar Concept

NATIONAL BROADBAND NETWORK ROLLOUT

The Federal Government initiative to provide fast internet and data services to the community will be rolled out to the Sydney Markets site.

It is acknowledged that Sydney Markets is a significant site and therefore will have a specific strategy developed to ensure a timely completion date.

Sydney Markets Limited has been working with NBN Co Ltd Management regarding the rollout of the National Broadband Network (NBN) to the Markets site.

NBN Co Ltd technicians will be undertaking an audit of the Sydney Markets site to confirm delivery of services and installation of equipment to the site which will ultimately improve the speed of internet services

Please note the NBN will not affect the operation of existing faxes, alarms or older telephone systems and no existing services will be disconnected.

The expected connection date for Sydney Markets is May 2016.

If you have any questions or require more technical advice regarding the NBN rollout, or for any other telecommunications enquiry, please contact SML's Site Services Administrator, Marilyn Loch, on 9325 6225.

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 the building insurance for both you and SML.

Insulated Sandwich Panel Identification Labels must be completed by the installer and attached to the external face of all new cool rooms. The labels will be included as part of the Building Application Package.

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 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.

ENVIRONMENT

Update

Sydney Markets Celebrates 10 Years of Green Point

August marked 10 years since Green Point commenced operating in Flemington in 2005.

The facility has been one of SML's great success stories, with some outstanding achievements over that time including a significant increase in the amount of waste recycled.

KEY ACHIEVEMENTS

- Over 100,000 tonnes of waste recycled over the last ten years.
- In 2005 we were only recycling 17% of our waste, compared with an average of 65% in 2015. The current operations manage eight waste streams:



ORGANIC WASTE



POLYSTYRENE



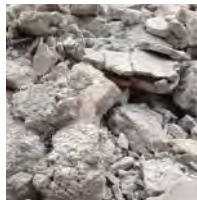
TIMBER PALLETS



CARDBOARD



HARD & SOFT PLASTICS



CONCRETE & STEEL

- Expanding Green Point operations to Paddy's at Haymarket.
- Domestic and international recognition of SML as having a world class Environmental Sustainability program.

Poly Recycle Machine



Poly Recycle End Product



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

MARKET SECURITY & SAFETY AWARENESS

WORK HEALTH AND SAFETY NEWS

SML is currently working with SafeWork NSW, in conjunction with an external expert, to review and improve traffic management systems within the Sydney Markets site, encompassing all common areas.

SafeWork NSW is also focusing on traffic management within each Market tenant's work area, (e.g. module, dock areas and warehouses). Therefore, Market tenants should, if they have not already done so, examine and evaluate their own "internal" working areas and traffic management systems with respect to health and safety obligations.

A series of presentations was conducted by SML and SafeWork NSW where tenants were advised that before going to the time and expense of painting new lines or repainting old lines, any proposed changes or improvements should be trialled by placing tape on the ground or drawing proposed designated lines with chalk.

Sydney Markets tenants should then consult with SML to discuss potential impacts of their proposed plan on common areas of the Markets.

SML is working towards the most effective outcome for all parties to ensure the minimisation of risk to health and safety within the Sydney Markets site.

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 and safe to do so. However, forklift operators, tenants and transport companies should evaluate the risk of such crossing before undertaking this task as the safety of others whilst they carry out their own work practices is their responsibility.

- Forklifts must be operated at a safe speed at all times (the speed limit is 10kph in covered areas on the Market site).
- Slow down on wet and slippery surfaces and at cross walkways or locations where vision is obstructed.
- Forklift Operators entering a building or nearing a blind corner must make their approach at reduced speed and proceed cautiously.
- RMS Road Rules must be adhered to at all times.

In the interest of safety, Directional arrows and other road signage should be followed at all times.

For further information please speak with a Market Officer or the Team Leader on 0407 325 230.

SAFETY NOTICE FORKLIFT OPERATORS MUST FOLLOW DIRECTIONAL SIGNAGE WHEN OPERATING ON THE MARKET SITE

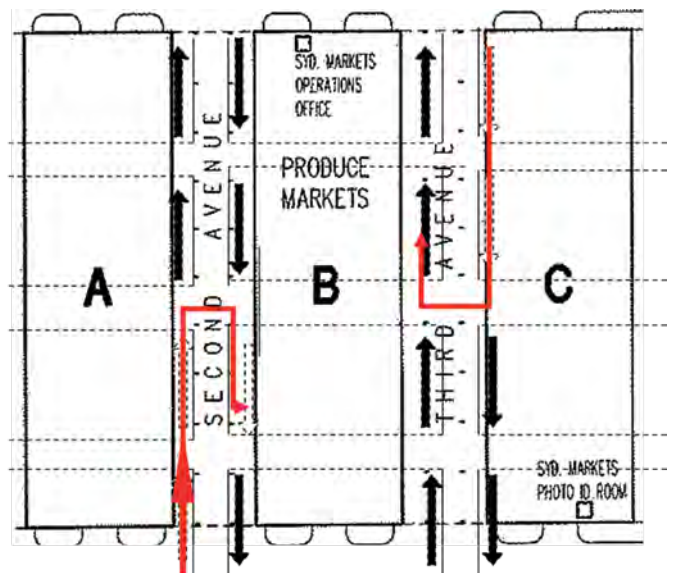
Following a recent incident where a forklift operator drove up the wrong side of the roadway within a canopy, hitting a pedestrian, SML again reminds all forklift operators and tenants/employers of forklift operators of the importance of ensuring that operators of all vehicles (including forklifts) follow all directional signage at all times.

All stakeholders have a Work Health and Safety (WHS) responsibility and obligation to their workers and visitors to the Market.

The following information is provided to assist stakeholders to comply with their WHS requirements and is not exhaustive. Each stakeholder needs to have their own systems in place which comply with applicable WHS laws in order to keep individuals safe.

- Forklift drivers must exercise caution at all times whilst operating a forklift on the Sydney Markets site and drive to conditions.
- Forklift operators must follow directional arrows on roadways when operating a forklift in the canopies behind Buildings A, B and C (see diagram over for example). "Shortcuts" are not appropriate nor are they permitted and may in fact increase WHS risks to individuals.
- When working on the roadway at the rear of a Wholesale business in Buildings A, B and C, you may horizontally

DIRECTIONAL SIGNAGE BUILDINGS A, B & C CANOPIES



(Note: The red line indicates the correct travel of forklifts travelling through canopies, to dockways and rampways.)

The above diagram illustrates how forklifts should travel within the canopies to correctly follow directional markings.

IT IS IN EVERYBODY'S INTEREST TO ENSURE COMPLIANCE OF THE ABOVE

SLOW DOWN • BUCKLE UP • STAY SAFE

NEW SECURITY COMPANY ASSET GROUP SOLUTIONS

Asset Group Solutions was appointed on 1st July 2015 as the Security Provider for both the Flemington and Haymarket sites for the next three years.

Asset Group Guards will conduct the same duties as the previous Security Company to maintain the security of assets, property and wellbeing of Sydney Markets.



You are reminded that only employers that have tradable space within the General trading Area (GTA) and their employees are permitted to enter the GTA prior to the Markets opening time of 6am and they must carry their GTA Entry Pass.

Also, vehicles that enter the GTA must be delivering to tenants' premises only. All personal vehicles are to be parked in the multi-storey car parks in the western and Eastern ends of the Market.

MEDICAL EMERGENCY RESPONSE

At 4:15am on 17th June 2015 SML Operations staff responded to notification of an emergency at N&A Fruit Supply in Building Q. On arrival at the scene an employee of N&A was found to be unconscious with no pulse and was not breathing.

Operations Support Team Leader Glenn Russell immediately began CPR, with assistance from ACS Site Supervisor Khalil Khalil. GTA Team Leader Jim Basetas along with Market Officer Sam Marturano and Sydney Markets First Aider Kerry Russell were also quickly on the scene to provide further assistance.

The SML defibrillator was used on the patient before Ambulance officers arrived. SML staff continued CPR on the patient whilst Ambulance officers assessed the situation, administered adrenaline to the patient and again used the defibrillator. The patient responded to the treatment and was stabilised before being transported to Concord Hospital.

SML, ACS and First Aid staff performed an outstanding job in responding to and managing this emergency and assisting in reviving the patient.

The use of SML's defibrillator was also a key contributing factor, making its recent purchase extremely worthwhile.

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 safety 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.

Market businesses are required to inform their forklift drivers of the following information, which is also outlined in the Induction Booklet and DVD:

- It is compulsory to wear a seat belt. Comply Notices will be issued for non-compliance. Forklifts without seatbelts cannot be used until a seatbelt is 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's Licence 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 along the ground.
- 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 or two-way radio devices 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 or be lifted on the tines of a forklift.
- No items are to be carried within the driver's cabin of a forklift.
- Do not carry items on the forklifts other than what the forklift is designed to carry on pallets.
- Forklift drivers must not smoke, eat, drink, or use listening devices (e.g. iPods, mobile phones) whilst operating a forklift.
- Do not leave forklifts unattended whilst the forklift is still running.
- Do not leave the keys in the ignition of the forklift whilst the forklift is unattended.
- No pushing or pulling of other vehicles (including deliberately colliding with other forklifts), whilst operating a forklift.
- No 'hooning' or overtaking whilst operating a forklift.

PERSONAL PROTECTIVE EQUIPMENT (PPE)

It is a requirement that all Market stakeholders wear Hi-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 their business.

The wearing of Hi-Vis vests is policed and Comply Notices are issued to those not wearing PPE.

Vests are available for purchase at the Market Offices in Building D and the Flower Market as well as from the vending machine located in the North side of Building B Buyers walkway for convenience.

Buyer's Blue vests can be purchased from Building D Cashiers Office or directly from the onsite vending machine. 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 SafeWork NSW of up to \$3,600 for failing to wear PPE on the Market site.

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 DVDs and Booklets are available for new employees at the Photo ID Room in Building C (see Photo ID Operating Times) or by contacting the Team Leader on 0407 325 230.

SECURITY

There are now over 200 CCTV cameras around the Sydney Markets site with further cameras being placed at the Weighbridge, North Road and Growers Road 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.

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.

HOTLINE NUMBER 0409 325 232

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.



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

SYDNEY MARKETS PUBLIC WEIGHBRIDGE

The Sydney Markets Public Weighbridge is now **FULLY AUTOMATED** for your convenience allowing access 24 hours a day/7 days a week.

If you're interested in setting up an account to use the weighbridge please contact Shawn Freeburn, Business Development Manager on (02) 9325 6213.

WARNING COUNTERFEIT NOTES

Tenants should be vigilant in check 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.

CAR PARK V EXTENSION

Relocation of vehicles

As you may be aware construction of Car Park V two Deck Extension will commence in early October. A **Relocation Plan** is being prepared and will be communicated through our various channels prior to commencing the works to inform stakeholders of the location of the current Open Western car park tenant new parking location during the construction period which is expected to take twelve months.

CHANGES TO NSW GOVERNMENT SMOKING LAWS

Changes to the Smoke-free Environment Act 2000 (the Act) make a number of additional outdoor public areas smoke-free, as well as enclosed areas.

Currently (since 7 January 2013) the Act prohibits smoking within 4 metres of a pedestrian access point to a Public Building. The term 'Public Buildings' includes (but is not limited to) professional, trade, commercial and other business premises, shopping centres, malls and plazas, restaurants, cafés, hotels and clubs, accommodation hotels and motels.

From 6 July 2015 smoking is not permitted in a commercial outdoor dining area, being a seated dining area, and within 4 metres of a seated dining area on licensed premises, restaurant or café. Information flyers have been distributed around the Market.

From 6 July 2015 NSW Health Authorised Inspectors can enforce the ban in commercial outdoor dining areas under the Act. On-the-spot fines of \$300 may apply to individuals who smoke in a commercial outdoor dining area. Penalties of up to \$5,500 may apply to business owners if a person is found to be smoking in a commercial outdoor dining area.

More information on the Smoke-free Environment Act 2000 is available online at the website www.health.nsw.gov/smokefree or by telephoning 1800 357 412.

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 2000* to see that persons do not smoke in their premises.



Should you wish to discuss the above, please call the Operations Manager, Adrian La Cava on 0420 936 710.

Board Member Update

Staff Update



Mr Mario Messina

Retail Markets Nominee Director

Mr Mario Messina has been re-elected unopposed as the Retail Markets Category Nominee Director and as provided in the Company's Constitution, will serve on the Board for a further term of 3 years effective July 2015.



Mr David Whiteman

Expertise Director

Mr David Whiteman was elected as the Expertise Director effective from August 2015 and will serve on the Board for the remainder of the Late Mr Colin Gray's term expiring September 2017.



Mr Bill Lynch

Expertise Director

Sydney Markets Limited is pleased to announce that Mr Bill Lynch has been re-elected as Expertise Director and as provided in the Company's Constitution, will serve on the Board for a further term of 3 years effective September 2015.

New Employees



Nathan Burg

Position

Market Officer – Operations Support Team

Department

Operations

Nathan joined the Operations Support Team on 6th October 2015



Mio Masilungan

Position

Marketing Coordinator

Department

Marketing

Mio joined the Marketing Team on 27th July 2015

Employee of the Month



APRIL 2015

Kristen Lilley, Marketing Coordinator – Marketing Team

Kristen is being recognised for her efforts in a time where the Marketing Team had been reduced in staff by a third and during a time of year when Sydney Markets hosts multiple large events.

Kristen has been able to pull off another successful Kids Carnival as well as taking up extra responsibilities due to maternity leave cover. Kristen is to be commended on her diligence and effort.



MAY 2015

Firoz Ali-Shah, Site Services Supervisor – Site Services Team

Firoz became Employee of the Month May 2015 for the establishment and completion of the New Building Management System (BMS).

The completion of this special project was slow in the making. It commenced in late 2010 and the First Stage was completed in early 2012.

The Second Stage has proven very difficult and Firoz worked relentlessly as we faced a major challenge with the New Building Management System (BMS) in getting it established and keeping the old system running.

With the help of Firoz and Marilyn's intimate knowledge, the BMS – a computer system for gathering and analysing real-time data, and a new Supervisory Control and Data Acquisition (SCADA) System – used to monitor and control SML's lighting, Building E and T refrigeration plant, power factor correction units, stormwater pumps, ventilation, air conditioning systems and security alarms – was created by Plantweave's Workshop.

Over the last 8 months, Firoz persistently worked almost every Wednesday at Plantweave's Workshop to complete the Factory Acceptance Testing, to test the systems' programming. The systems then had to be installed and undergo further testing on site and live. The Functional Design Specification that explains all the programming is now in the final stages of completion.

Firoz also organised a training module for Operations staff, Security staff, contractors and IT and Site Services staff.

The new BMS is now much more logical and user friendly. And most of all, the alarming is now working as it should.

Congratulations to Firoz for his persistence over the last years.

MARKETS PERSONALITY

FILL IN THE BLANKS WITH

Anna Leoncino

I WORK FOR Leoncino Flowers

AS Self-employed

I'VE WORKED HERE FOR Over 30 years

AND MY FAVOURITE THING ABOUT THE MARKETS IS

Love of flowers

MY FIRST MEMORY OF THE MARKETS IS

Coming in with my father with the old truck and being taught about
the markets and flowers

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

Enjoy the experience

I NEVER LEAVE THE HOUSE WITHOUT Lawrence & my mobile

I WOULD SPEND MY LAST \$50 ON Flowers (peonies)

EVERY MORNING I GET MY COFFEE/TEA/JUICE/SMOOTHIE
FROM Home (make my own)

IF I WAS A FRUIT/VEGETABLE/FLOWER, I'D BE A Flower

BECAUSE They are God's gifts





Toyota Material Handling is the forklift leader in Australia's fresh fruit and vegetable markets.

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2. New and used forklift purchase, rental or lease options
3. Superior service and parts back-up and support
4. Massive range with Toyota Material Handling's world leading products
5. Flexible finance deals through Toyota Finance
6. Stability of dealing with the world's largest forklift company

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Power Pallet Trucks



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Reach Forklifts



Battery Counterbalance



Engine Counterbalance



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