

SYDNEY MARKETS®

Leader

2013 ISSUE #2

**Employee
of the
Month
Awards**

**Jimmy
Giggle
rocks Kids
Karnival
2013**

**CHARITY
CHASE**

**GREENGROCER
OF THE MONTH 2013**

**CANTEEN
CAMPAIGN**

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Upcoming Events

July

29 JUNE – 14 JULY

School Holidays

29 JULY

Fresh for Kids Canteen Campaign begins

For more information visit

www.freshforkids.com.au

August

23 AUGUST

Daffodil Day

September

1st SEPTEMBER

Father's Day

4 SEPTEMBER

Sydney Markets Mango Auction

For more details see page 35

21 SEPTEMBER – 7 OCTOBER

School Holidays

SYDNEY MARKETS JUSTICE OF THE PEACE

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

Other times by
appointment only
9325 6200

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CEO'S Perspective

STRATEGIC PLAN

As a part of our recent strategic planning sessions it was noted that a greater emphasis should be placed on what Sydney Markets really is about. With that I am pleased to announce the formalisation of the slogan – **Sydney Markets, the Home of Fresh Food Flowers and Paddy's**. In the coming months you will notice these words appearing on signage and marketing materials to align our central fresh food offer with our industry leading flower offer and iconic Paddy's brand.

SML has taken a systematic and structured approach to develop the 5 year Strategic Plan which represents outcomes of consultations with SML Directors, SML Management and Staff and stakeholders. The resulting Strategic Document outlines five Strategic Imperatives aimed at maintaining our core base, building momentum in emerging growth opportunities and creating options for the future. We have recently forwarded a copy of the Strategy Document to all stakeholders; I urge you to familiarise yourself with the contents.

ENVIRONMENTAL AWARD

The United Nations of Australia Association (UNAA) recognises innovative and outstanding initiatives across Australia and the important work of Australian environmental leaders through its World Environment Day Awards. This year the theme for World Environment Day was "Think. Eat. Save."

I am pleased to announce that at the UNAA World Environment Day Awards presentation dinner held in Melbourne earlier this month, Sydney Markets Limited took out the prestigious "NSW Office of Environment & Heritage Sustainability Leadership Award" for Small to Medium Organisations in

Australia. The award was accepted by SML's Environment Manager Mr Con Kapellos and Green Point Supervisor Mr Troy Tuckey. Sydney Markets were joint winners in this category with Life Without Barriers.

This Award builds upon our recent achievements in this area and is the culmination of years of effort by our Sydney Markets Environment Committee and Green Point Team. Well done to you all.

Complementing this Award, we recently hosted a visit by Federal Environment Minister Robyn Parker who toured our site, most notably our environmental and recycling facilities. The visit attracted very positive attention both from the Minister's office and in the media.

I would like to thank departing Warehouse Director, Mr. David Whiteman for his service to SML over the last nine years, in particular his efforts as Chairman of the Environment Committee which assisted SML to achieve recognition as a leader in environmental sustainability at state, national and international levels.

INDUSTRY BRIEFING

In the coming months we will be preparing for our next Industry Briefing to be held in the growing region of Bowen in North Queensland. This is a fantastic opportunity for SML Board Members and Senior Managers to liaise with and understand the issues affecting growers and to showcase the benefits of the Central Markets System to the communities we support.

Brad Latham,
Chief Executive Officer



IN MEMORY OF LUI CICCICO

Earlier this year we lost a true legend of the Markets with the passing of Lui Cicco following a long and hard-fought battle with illness. Lui's dedication to Sydney Markets, his contribution to the Industry in general, and particularly his tireless work for many charities were outstanding. Many of the Market's charity fundraising events would not have been possible without Lui's boundless enthusiasm and generosity. As testament to his years of hard work we showcase a letter from NSW Premier Barry O'Farrell in memory of Lui. Lui will certainly be missed by all.



Premier of New South Wales

IN MEMORY OF LUI CICCO

On behalf of the NSW Government, I would like to extend my deepest condolences to the family and friends of Lui Cicco.

When describing Lui it becomes easy to run out of superlatives for this highly regarded man. Lui worked for over 40 years at Sydney Markets volunteering his time to committees and organisations to help promote and improve the fruit and vegetable industry and Sydney Markets.

Throughout his life he worked tirelessly for numerous charities, raising significant funds and awareness for causes such as the Sydney Markets Foundation, the Cancer Council, Westmead Children's Hospital, Variety the Children's Charity, Sydney Children's Hospital Randwick, CanTeen, Cerebral Palsy Alliance, the MS Society, Prostate Cancer Foundation of NSW and many more.

Lui was also known for walking to the Markets every year to collect 20,000 pieces of fruit to help feed 5,600 kids with special needs for the Variety the Children's Charity Christmas Party.

Even during his battle with bowel cancer, Lui continued to fundraise for his numerous charities and work at the Markets. He never let his illness get in the way of helping others, making his already affectionate nickname of 'Mr Charity' even more appropriate.

Lui's story of working hard and giving to others is testament to what it is to be a modern Australian. He will forever be remembered for everything he did for those less fortunate, and will be sorely missed by his friends, family, the Sydney Markets team and the greater community.

Barry O'Farrell MP

Premier

Sydney Markets Foundation



RACE TO RACE

The Race to Race night on Friday 22 February at Canterbury Race Course was once again a success.

Even though our numbers were down this year the guests that supported us had a great time, the raffle prize winners went home very happy. Thanks to the Australian Turf Club the buffet was once again superb.

Thank you to our sponsors Sydney Markets Limited, Bank of Queensland, Joe Antico, Toomey Pegg Lawyers, Freshmark, Toyota Material Handling, Fresh Flowers Group, Sydney Bananas, SMCS and Your Local Greengrocer. Without these sponsors we

would not be able to hold these events that help raise funds for the Sydney Markets Foundation to continue its work to provide:

"Help for Today – Hope for Tomorrow"

Race to Race Committee



OFFICE PROFESSIONALS DAY 21 May 2013

Congratulations to **Gayle Willis from Profruit Pty Ltd** in Building B for being this year's Sydney Markets Office Professional of the Year. There were three other nominees; *Danni Brandel from Col Johnson & Co*, *Mara Gee from Apollo* and *Tracey Samaan from Lockhart Endeavour*. These ladies are all Office Professionals in their own company but alas there can only be one winner.

There was a good crowd and the entertainment was great, Paralympic Cyclist Jayme Richardson-Paris gave an inspirational presentation speech and Brendan Mon Tanner had everyone laughing with his jokes, magical illusions, and audience participation. There were lots of give aways as well.

Thank you to our sponsors Sydney Markets Limited, SMCS, and Linton Fresh Flowers. The luncheon from Tingha Restaurant was lovely as usual and Tigers Sydney Markets support is always welcomed.

Hope to see you all again next year.

The Organising Committee





Jayme Ricahrdson-Paris Profile

Jayme Richardson-Paris, Para-Cycling World Record holder, Bronze medallist at the Beijing and London Paralympics and Blacktown's sportsperson of the year in 2012 and 2013, are just a few of her recent achievements. She is an Ambassador for the NSW Premier's Sporting Challenge, Ambassador for the TAD organisation that modifies bikes for severely disabled kids and Patron of the Ride2Riverstone charity event that raises funds for children's cancer.

In April 2013, Jayme competed in the Para-Cycling Road National Championships where she was placed first in both her events. She is now the 2013 Road Race National Champion (FC1 Class) and 2013 Time Trial Champion (C1 Class).

Later this year Jayme will be competing in Canada with the Australian Para-Cycling Team.

Jayme is sponsored by the Sydney Markets Foundation and is a regular supporter and speaker at Markets charity and social events.

The photos above were taken at the recent National Championships.



Chinese New Year 2013

Year of the Snake

On Friday 8th February, Sydney's Paddy's Markets kicked off the start of the Chinese New Year of the Water Snake with a vibrant far-eastern spectacular.

Market-goers and stallholders were treated to fireworks, roving entertainment and lion dances, with festivities taking place at both Haymarket and Sydney Markets Flemington over several days.

Chinese New Year celebrations were finished off with the Sydney's Paddy's Markets entry in the City of Sydney Twilight Parade with a 30m helium filled dragon that had to be seen to be believed. Accompanying the dragon was the Paddy's logo-embossed, largest lion in the Southern Hemisphere.





Kids Karnival



An estimated 60,000 people attended this year's Kids Karnival @ Paddy's Flemington on Sunday 26th May 2013. The annual Paddy's event grows in popularity each year with attendance at the 2013 Karnival larger than ever before.

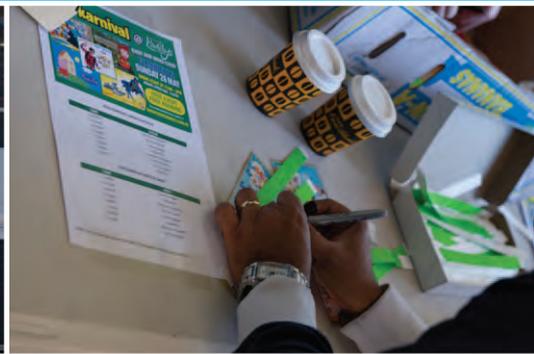
The event kicked off with host Jimmy Giggle, from ABC's Giggle and Hoot, who had the crowd cheering for the first act of the day, Bananas in Pyjamas.

Dirtgirl World, Justice League and Peppa Pig followed, alternating between their live stage show and visit the Meet & Greet area for photos.

Traders reported excellent sales, as attendees headed over to Paddy's after seeing their favourite acts for lunch and a spot of shopping.

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





SYDNEY RACE DAY MARKETS FOUNDATION DAY 2013

The 24th Sydney Markets Race Day was held on Saturday 15 June. There were 600 people in attendance and many got involved in the theme of the day which was GREEN.

It was a day that many were remembering our dear friend Lui Cicco but I am sure he was there in spirit spurring the horses on and making sure everyone was having a great day. It was lovely to see his family there and involved in sashing the winning horse for the Lui Cicco Memorial Handicap.

Once again our colour theme best dressed competitions proved very popular with the following taking out the winner's prizes:

- The Best Dressed Lady was Jordan Husband from Toyota Material Handling Australia
- The Best Dressed Male was Frank Petulla from ProFruit Pty Ltd
- The best dressed couple were Leishelle and Glenn Howlett from Apollo Fruit Supply

The best dressed table was again Kim Rowe's from Coolibah Salad along with Christine Hine, Kim Rowe, Kim Johnston, Joanne Bradley, Debbie Flinn, Annie Parkinson, Michelle Lulham, Jacky Costello, Vanessa Jones, Pauline Oblati.

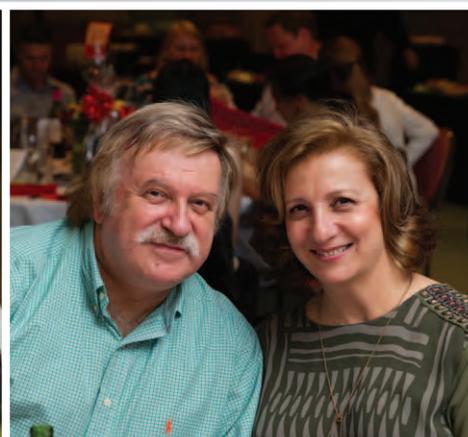
Thank you to our sponsors who helped to ensure the day was another resounding success:

Sydney Markets Limited, Toyota Material Handling Australia, Sydney Markets Credit Services, N & A Group, Gaypak/United Fruit, Champs Café, Freshworld, Sydney Banana Wholesalers, Your Local Greengrocer, Bank of Queensland, Tigers Sydney Markets and Westmead Hospital Florist who donated the stunning flower arrangements on the tables.

Thanks also to the Australian Turf Club staff for once again making the day a success with wonderful food and service.

Hope to see you next year. We will let you know what the colour is for next year as soon as the Committee decides.

The Race Day Committee





Florist of the Month Awards

February – Dural Flower Farm, Dural



Dural residents are very familiar with the first Florist of the Month winners for 2013, Dural Flower Farm. This florist located on Old Northern Road has been operating for over 20 years and continues to offer their customers the very latest in floral and bridal designs.

Linda Pellizzer, owner of Dural Flower Farm, has been in the flower industry for over 25 years but has been surrounded by flowers ever since she was born.

Linda grew up on a flower farm and was always helping out in the family business and was drawn to floristry. Over 20 years ago Linda's family home that she grew up in was converted into the award

winning florist that it is today.

"My shop is on our family property and it is the cottage I grew up in. The atmosphere of the shop is warm and inviting and that is something our customers love," said Linda.

This small family run business focuses on providing quality flowers which are purchased from the Sydney Flower Market by Linda's husband Steve, who is a rose grower, three times a week.

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

"I love creating beautiful floral works of art and making people's day especially for the weddings we do with nature's beauty," she added.

March – Floriart, Lugarno

The winning shop for March has seen a few award-winning owners over the last couple of years each bringing their own personality to the shop.

Current owner Kristen Longstaff has only owned Floriart located in Lugarno for just over 12 months and was ecstatic when she found out she was the recipient of the Florist of the Month for March.

Kristen currently employs 2 casuals and relies on her husband to help around the shop.

"My husband is a part time butcher, full time dad and jack of all trades in the shop. He can often be found behind the counter serving, answering

phones, sweeping floors, delivering orders and assisting with wedding arrangements," said Kristen.

"Our three little "florists in training" also help out in the shop and with the Market run during school holidays," Kristen added.

Kristen says that the Market run she does three times a week is the part that she enjoys the most.

"I love the Sydney Flower Market. My favourite part of the day is when I am driving back from the Market as the sun is rising with a van full of gorgeous fresh flowers."

"Also, if there is a coffee within reach I am a very happy florist!" she said.



April – Flowers on Wason, Ulladulla



Mother and daughter duo Leigha Coburn and Molly Jones, owners of Flowers on Wason located in Ulladulla, have taken out the April Florist of the Month for 2013.

When most teenagers turn 18 the first thing they think of is heading down to their "local", but on the day Molly turned 18 she signed the papers to her new business with her mother.

Prior to purchasing Flowers on Wason, Molly did work experience at Milton Florist and fell in love with floristry. While completing TAFE, Molly continued to work at Milton Florist and in her final year of TAFE Flowers on Wason went up for the sale and she purchased the business.

Not only is this a mother/daughter partnership but the whole family gets involved when they can.

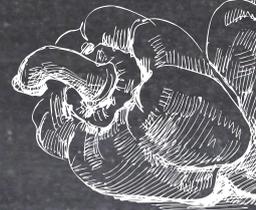
"My sister wires gerberas when she feels like it and my mum's husband, my brother and Nan all help out with the deliveries," said Molly.

When asked what Molly enjoys the most about being a florist she said,

"I enjoy seeing the faces of our customers when they are satisfied with my work. When I delivered flowers to a lady she was so surprised about receiving a bunch of flowers that she started crying. Things like this put a smile on my face because it's my shop they are happy with."



GREENGROCER OF THE MONTH 2013



MARTELLI'S MARKET, ROUSE HILL JANUARY 2013

SHOP J5, ROUSE HILL TOWN SQUARE,
ROUSE HILL

As soon as you enter this store you are greeted with wide aisles, softer lighting and wood-panelled displays which showcase the immaculately presented fresh produce. There's not an apple or orange out of place and the range is extensive.

All prices and country of origin are printed and positioned attractively above the produce. Large barrels are strategically placed at the front of the store to highlight seasonal produce and weekly specials.

Not only does this greengrocer stock the freshest fruit and vegetables; there are plenty of fresh cut flowers, an extensive range of gourmet groceries, pre-cut packaged vegetables, fresh fruit salads and fruit yogurts.

Operated by Vincent Martelli since 2007, this greengrocer has built a loyal customer base and is passionate about his trade. Vincent has worked alongside his parents, Frank and Maria Martelli, since the tender age of eight years old and credits them for his passion for fresh produce.

Martelli's Market is not a business to rest on its laurels; they are constantly thinking about improvements they can make to their shop and operational systems, to ensure that their business is more successful and also to enhance the customers' shopping experience.



FRESHWORLD, MAROUBRA FEBRUARY 2013

SHOP 28, PACIFIC SQUARE, ANZAC
PARADE, MAROUBRA

Since opening their doors in the Pacific Square Shopping Centre in the central shopping area of Maroubra in October 2007 Freshworld, Maroubra has won the hearts of locals. Quality produce, attractive pricing and personal service are the focus of this busy Maroubra store.

The Maroubra store is smartly presented, bright and inviting. The displays and shelves are well stocked with a comprehensive range. In some lines like apples and tomatoes there is mega choice.

The Freshworld team are constantly topping up, rotating and grading the fruit and veg and are always happy to offer produce tastings on request. Our mystery shoppers report that the customer service is sincere and engaging with staff on the checkout and floor happy to share their product knowledge and address customer inquiries.

"Winning the Greengrocer of the Month Award is a great morale boost for our store manager Joe Ghabach and the staff of Freshworld, Maroubra" added David Agostino. Freshworld Maroubra is the newest store in this family operated business; Freshworld stores are also located at Burwood, Penrith and Castle Hill.



TRIM'S FRESH, WINSTON HILLS MARCH 2013

SHOP 180-190, WINSTON HILLS SHOPPING
CENTRE, CAROLINE CHISOLM DRIVE,
WINSTON HILLS

Opened in 2010 Trim's Fresh, Winston Hills, is owned by John Adbow in partnership with Tony Trim. This small centre has three major supermarkets and it is in an environment of competition that this store is thriving. It is a large spacious store that carries a solid range of seasonal fruit, veggies and herbs; it includes a serviced deli counter and stocks over 1000 gourmet grocery lines.

The difference is that Trim's Fresh has superb customer service, produce quality offers value for money and store presentation is admirable. What this independent greengrocer excels in is branding and marketing. Their vibrant orange and black logo and colour scheme is used consistently across their signage, ticketing, uniforms and store packaging.

Trim's Fresh, Winston Hills also actively promotes their business through traditional media and social media. Furthermore they add to their customers' shopping experience by offering instore demonstrations, competitions, special promotions, car delivery service and seniors' discounts, as well as supporting local community groups. This makes this local greengrocer a standout and a worthy recipient of the Greengrocer of the Month Award.



ENVIRONMENT UPDATE



Photo from left to right: SML Environment Manager Mr Con Kapellos, Green Point Supervisor Mr Troy Tuckey, SML Director Mr Mario Messina, SML Head of Operations Mr Shane Chester and SML CEO Mr Bradley Latham.

Sydney Markets attended the re-launch of the Earthpower organic waste recycling facility at Rosehill. Earthpower's facility at Rosehill has undergone major upgrades to improve the processing facility. Earthpower is a food waste to energy and fertiliser facility. SML also was featured in their promotional video in front of over 200 guests at the Rydges Hotel at Parramatta. SML has been diverting organic waste to Earthpower for over 10 years with significant environmental benefits.

NSW Environment and Heritage Minister Ms Robyn Parker and Strathfield Council MP Mr Charles Casuscelli visited Sydney Markets Flemington and Green Point recycling facility during May 2013. The Minister was very pleased with SML's Environmental achievements and our successful waste management strategy that currently has a recycling rate of 65%!

"It's great to see how well the Markets have applied what they've learnt by setting up a facility that recycles more than 65 per cent of their paper, plastic, steel and organic waste," Ms Parker said.

"Organic waste now goes to a composting system which is eventually turned into fertiliser."

"Polystyrene waste left over from packing fresh produce was once a big problem until they installed a machine that recycles more than 50 tonnes of polystyrene each year."

"Sydney Markets have also cut their water use by up to 20 per cent by installing water tanks and time control taps."

Mr Casuscelli also congratulated Sydney Markets for becoming a Silver member of the NSW Government's Sustainability Advantage Program.

"Sustainability Advantage aims to do just that – to give businesses the knowledge, tools and resources they need to improve their environmental performance," Mr Casuscelli said.



Photo from left to right: SML Head of Operations Mr Shane Chester SML Environment Manager Mr Con Kapellos, SML Chairman Mr John Pearson, Strathfield Council MP Mr Charles Casuscelli, NSW Environment and Heritage Minister Robyn Parker, SML CEO Mr Bradley Latham and Green Point Market Officer Mr Michael Kadry.

KEEP OUR MARKETS CLEAN

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

Do not discard coffee cups and other litter on the ground. Remember – do the right thing!

Help keep our Market cleaner and safer!



WASTE RECYCLING AVERAGE 65%

The busy summer period of 2012/13 was very challenging with the weather conditions constantly changing and waste volumes fluctuating. Despite the challenges we maintained an average of 65% recycling. This highlights the success of our waste strategy and improved waste diversion out of landfill.

Sydney Markets Limited wins United Nations World Environment Day Award



Sydney Markets Limited (SML), the Home of Fresh Food, Flowers and Paddy's, received the prestigious NSW Office of Environment and Heritage Sustainability Leadership Award

from the United Nations Association of Australia.

This Award builds upon the achievements of last year where SML was recognised with a 'highly commended' honour.

Upon receiving the Award, SML Environmental Manager Con Kapellos said "This Award is a culmination of over 8 years effort implementing sustainability practices at Sydney Markets sites."

"Sydney Markets is the Home of Fresh Food, Flowers and Paddy's and we take pride in delivering world-class, environmentally sustainable practices. This Award is testament to the hard work and dedication of Sydney Markets Environment Committee and Green Point Team" said Brad Latham CEO Sydney Markets Limited.

"Sydney Markets Limited has placed a major focus on the conservation of water, recycling

of waste and sustainable energy initiatives and it is gratifying to be recognised by such an esteemed organisation and in a category with such respected peers" said Latham.

The United Nations Association of Australia recognises innovative and outstanding initiatives from across Australia and the important work of Australian environmental leaders through its World Environment Day Awards.

Sydney Markets were joint winners in this category with 'Life Without Barriers'

Winners were announced at the Awards Presentation Dinner held at the Park Hyatt Melbourne on Friday 7 June organised by the United Nations Association of Australia.



GREEN POINT OPERATION HOURS:

Wholesale & Growers:

Mon to Fri 8:30am – 2:30pm

Sydney's Paddy's Markets (between Buildings A & B):

Fri and Sun 3:00pm – 6:00pm

Sydney's Paddy's Markets (outside Building D – Door 4):

Sat ONLY 3:00pm – 6:00pm

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

**EVERYBODY'S GOT A
HUNGRY
HEART**

“OZHARVEST IS EXCITED ABOUT OUR NEW PARTNERSHIP WITH SYDNEY MARKETS WHICH ALLOWS US TO NOURISH OUR COUNTRY BY RESCUING SURPLUS FRUIT AND VEGETABLES THAT WOULD OTHERWISE GO TO WASTE, AND REDISTRIBUTING IT TO AUSTRALIANS IN NEED.”

CEO & Founder of OzHarvest, Ronni Kahn

WHAT FOOD CAN DO

If you are a caterer, hotelier, wholesaler, retailer, restaurant, supermarket, deli or food provider, give us a call — it's easy to donate food.

WHAT TIME CAN DO

Contact us to volunteer your time.

WHAT MONEY CAN DO

Donate online, call us or mail a cheque. You can also buy a gift certificate for family and friends. Every dollar that OzHarvest received provides a meal to someone in need. All donations over \$2 are tax deductible.

VISIT US AT WWW.OZHARVEST.ORG

CALL US AT 1800 108 006

THANK YOU





Elizabeth Turski &
Macarthur Square Fruit
Market



Collene McDonald &
Minchinbury Fruit Market



Cathryn Berecny & Fruitezy
Chatswood

Exciting times for Batlow Apples!

Batlow Apples is in its 90th year and is looking to continue its growth and reputation as Australia's favourite Apple, since 1922. Batlow Apples new carton will be the first change for the brand and will represent a new chapter for the Co-Op. The use of a nostalgic imagery gives the new design a vintage feel with a nod to Batlow Apples impressive 90 year history. The picturesque Snowy Mountains backdrop, combined with images of Batlow's famous apples brings together the multipurpose carton which has been designed to have the ability to double as a POS poster.

Also included in Batlow Apples upcoming

projects is the new Batlow Apples App. The free app educates and informs consumers on each different variety of Batlow Apples, their specific flavour characteristics, the best uses of each variety, storing tips and much more. Alongside Batlow Apples ever evolving Facebook page and website, the Batlow Apples app will ensure customers can keep up to date and connected with the iconic Australian brand at all times. The new look and feel of Batlow Apples will also be present in store at Batlow loyal retail outlets. New marketing material has been designed, which highlights Batlow's long and illustrious history.

The 'Batlow Jonathan Apples-Grab a classic and Win!' promotion closed at the end of April and prizes have been drawn. The promotion was a huge success and Batlow Apples would like to thank all the loyal agents, retailers and customers for supporting the competition.

A big congratulation is in order to the lucky winners and the stores in which their purchases were made!



Download our free
Batlow Apples App!

TIGERS

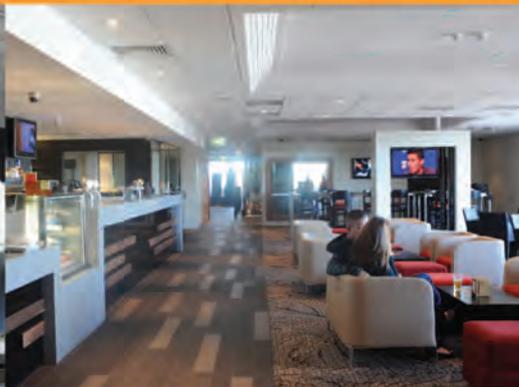
SYDNEY MARKETS

www.tigers.org.au

Opening hours: Mon - Thurs 6:00am - 12mn. Fri. - 6:00am - 2:00am, Sat. 9:00am - 2:00am. Sun. 9:00am - 12mn.



Open 7 days
for members and guests



Live sport
on the big screen



YUM CHA
From 9.30am Daily

Located within the Sydney Market Precinct, Homebush West. Entry to the precinct is off 250 Parramatta Road. There's ample parking or it's just a short walk from Flemington Station



Fresh fruit and vegetable marketing

Got a new product or fresh fruit and vegetable news worth sharing? Then contact Sue Dodd, she can help spread the word.

Many of you know Sue Dodd but did you know that she writes a weekly fresh market report to promote what's in season. Sue's market reports are published in the Daily Telegraph, on News.com.au website, The Land and used by many food writers, editors and other websites to promote fresh produce.

Heard regularly on six radio stations

With over 25 years of fresh fruit and vegetable marketing experience, Sue's passion for fresh fruit and vegetables can also be heard regularly on six radio stations, sharing her extensive fresh produce knowledge with listeners.

Her regular spots promote what's in season and include tips and hints and recipes for using and preparing fresh fruit and vegetables. They also highlight the nutritional benefits of enjoying a diet rich in fresh fruit and vegetables and encourage listeners to visit their local greengrocer.

Weekly Radio Spots:

1. ABC 97.3 Illawarra – Wednesday at 6.50 am with Steven Parsons or Peter Reilly
2. 2UE – Saturday at 6.40 am with John Stanley
3. 2GB – Sunday at 10am weekly with Luke Mangan and Luke Grant
4. ABC New England – Tuesday at 6.20 am fortnightly with Anna Moulder
5. ABC Dubbo – Tuesday at 8.30 am fortnightly with Dugald Saunders

Sue can be reached on mobile 0438725453 or have a chat with her when she is walking around the Markets.

SYDNEY MARKETS NOW ON SOCIAL MEDIA



Keep up to date with what's going on at Sydney Markets by 'liking' us on Facebook and following us on Twitter.

Twitter: twitter.com/SydneyMarkets
Facebook: search Sydney Markets



Sydney Markets regularly receives requests from community groups and charities for donations of fruit for their fundraising events. There are times when we receive many more requests than we can fulfil on our own, so we have developed the Charity Chase email alert to call on Wholesalers for help!

The first Charity Chase email was sent out asking for donations to support the Cancer Council Relay for Life that was held in the Sutherland Shire on the 4th and 5th May 2013. In the past through

the kind generosity of the late Mr Liu Cicco, the Cancer Council received excellent donations and support with the collection of fruit for such activities.

Sydney Markets would like to thank **Norton St Grocer Leichhardt, Macri Fruit Distributors** and **ProFruit** who all played a very important role in the event by supplying fruit.

If you would like to help out with future charity and fundraising events, please contact Marketing Coordinator, Kristen Lilley on 9325 6297.



2013 Relay for Life



Over 7,000 people turned out for the 13th annual Cancer Council NSW – Sutherland Shire Relay for Life event which was held at Sylvania Waters Athletics Track on May 4th & 5th.

2,535 participants, who formed 224 teams, registered for the 24 hour relay which started on Saturday morning 10am and continued until Sunday morning 10am.

The event, which is one of 160 relays

held around Australia, is now the second largest Relay in Australia.

Live entertainment, dancing, music, fun kid's activities & games were showcased throughout the event, together with an array of multicultural food stalls, a cancer information expo and a very moving candlelight ceremony where those that we have lost to cancer were remembered.

Sydney Markets would like to thank **Norton St Grover Leichhardt, Macri Fruit Distributors** and **ProFruit** who

all played a very important role in the event by supplying fruit to help nourish participants during the 24 hour relay as well as providing the fruit for the complimentary breakfast on Sunday morning.

The 2013 Sutherland Shire Relay for Life event raised over \$500,000 toward the fight against cancer with more money still coming in. The event has raised over \$4mil over the last 13 years.

More info about the event can be obtained from www.shirerelay.com

CALLING FOR DONATIONS

Variety Christmas Party

Require 5,000 apples & 5,000 bananas

Email or call Kristen Lilley, kristen.lilley@sydneymarkets.com.au or 9325 6297

CANTEEN CAMPAIGN

FUEL YOUR ADVENTURE AND 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, 2013.

The 2013 Canteen Campaign, titled 'Fuel Your Adventure & Win' is designed to encourage children to purchase more fresh fruit and vegetables from their school canteen. The campaign commences Monday 29 July and concludes on Friday 20 September, 2013.

This year the Canteen Campaign is sponsored by our friends at Roadshow Entertainment and their hit movie 'Escape From Planet Earth'.

The animated family comedy catapults moviegoers to planet Baab where admired astronaut Scorch Supernova is a national hero to the blue alien population. A master of daring rescues, Scorch pulls off astonishing feats with the quiet aid of his nerdy, by-the-rules brother, Gary, head of mission control at BASA.

During the 'Fuel Your Adventure & Win' 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 4 token stickers they return their entry form to the canteen where they will receive a 'Fresh for Kids' banner pen. 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.

More than 550 primary school canteens participated last year and research from last year's Campaign concluded that 97% of canteen managers who were surveyed said the

FIRST PRIZE

Home Entertainment pack including an LG 32" Full HD Dual Core 3D LED LCD TV, an LG BP530 Smart 3D Blu-ray Player with Wi-Fi and a family DVD pack (including Escape From Planet Earth)

3 X SECOND PRIZES

iPad® minis 16GB with Wi-Fi and a DVD copy of Escape From Planet Earth

20 X THIRD PRIZES

DVD copies and poster of Escape From Planet Earth



number of purchases of fresh fruit and vegetables increased. The 'Fuel Your Adventure & Win' Canteen Campaign is modelled on other successful programs conducted by Sydney Markets that proved extremely effective.

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

Did you know?

- 1.** Household weekly spend on fresh fruit and vegetables is \$28-32 per week.
- 2.** 95% of consumers buy fruit and veg weekly, framing a retail market of \$12.4b.
- 3.** Most frequently purchased fruit sales are dominated by banana & apple, while carrots, potatoes and tomatoes are the top three vegetables by purchase frequency.
- 4.** Shopping behaviour is steady at a current frequency of 3-4 shopping trips a week, while the variation is greater across household segments.
- 5.** New uses are led by snacking occasions for vegetables and are best reflected in the growth of snacking tomatoes.

*Information taken from the Freshlogic Marketing Brief presented at PMA-ANZ Fresh Connections June 12th 2013.

Board Member Update



Growers Market Nominee Director

Mr Billy Lee was recently re-elected unopposed as the Growers Category Nominee Director. Mr Lee will serve on the Board for a further term of 3 years effective July 2013.



Warehouse Nominee Director

Mr Cos Cremona was recently elected as the Warehouse Category Nominee Director. Mr Cremona has previously served on the Board as Wholesale Nominee Director from 2002 to 2011. Mr Cremona's 3 year term as Warehouse Category Nominee Director will commence from July 2013.



Retiring Director - Warehouse Category

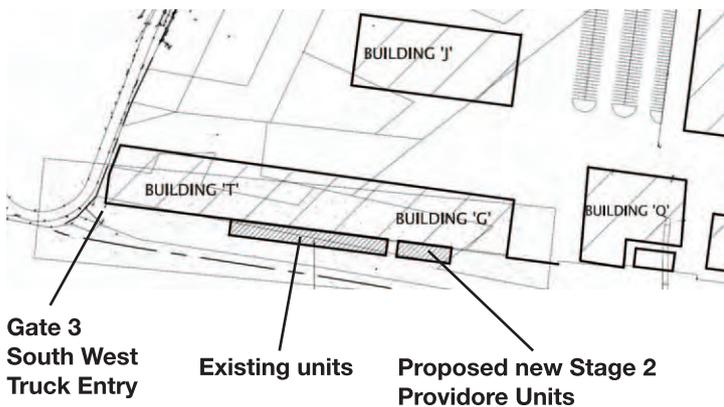
SML's Board and Management would like to thank Mr David Whiteman for his tireless work as a member of the Board over the past 9 years and particularly in his role as Chairman of the Environment Committee over 7 years where he was a significant contributor to the development of SML's award winning environmental sustainability programs.

SITE SERVICES UPDATE

Stage 2 Provider units

Following interest for additional Provider Unit space expressed during February 2013, Stage 2 for the construction of 9 additional Provider Units has been approved. These units will be built adjacent to the existing 15 units constructed in January 2008.

The contract for Stage 2 has been awarded to Maincon Pty Ltd. Construction is expected to commence in August 2013 with completion anticipated prior to the busy Christmas trading period.



Proposed new Provideres – Stage 2

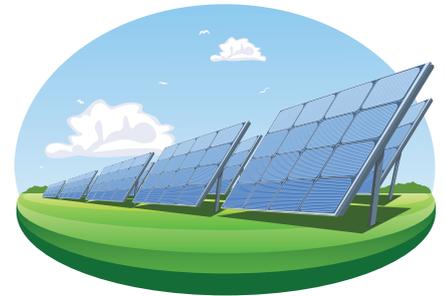
Sydney Markets is going Solar!

The two existing carport structures located North of the Flower Market were demolished recently after providing shelter for over 30 years.

The replacement of all three structures has now been approved. Instead of replacing these with ordinary carport structures the replacement will be a framed structure with approximately 160kW of Solar Cells as the roof.

This initiative has many advantages besides providing shelter; it will increase the value of Sydney Markets site, improve efficiency of SML's operation, enhance Sydney Markets Environmental Credentials and Sustainability, will produce over 200,000 kWh of power, which covers the power consumption of the Flower Market. The solar panel system will be seen by visitors when driving down from Austin Ave. It will be the largest solar carport structure in Australia. Autonomous Energy has been awarded the contract for the installation of the system. The structure will be directly imported by Sydney Markets from Schletter in Germany. Schletter specialises in the design and manufacture of solar specific carport structures.

The structure and solar system should be up and running before the summer period.



Artist's impression of Solar Car Port Installation

Plaza – Public Amenities

To provide additional amenities and services to customers of the Plaza, the existing facilities located on the ground floor on the western side of the Plaza (opposite Hammersmith Road) have been made available to the public.



New Public Toilet on western side of Plaza

Haymarket Seafood Section Refurbishment

The Seafood Trading Area at Paddy's Haymarket has been reconfigured so that the top section now caters solely for fresh and frozen seafood. A purpose built freezer and ice machine, new automatic glass entry doors, non-slip floor tiles, some new stainless steel display cabinets and stainless steel cashier counters have been installed as part of the upgrade.

The official opening of the refurbished Seafood Trading Area at Paddy's Haymarket took place on 26th March 2013, in time for Easter Trading.

The fresh and vibrant new look has been welcomed by visitors and traders.



Fresh look of the Seafood Section

The next stage of the refurbishment will be carried out in the lower section and SML is seeking interest from meat, poultry and delicatessen vendors.

Lift at Car Park 'Y'

Manufacture of the new Lift for Car Park 'Y' by Kone is underway and site set up for the construction works commenced in June 2013. Completion of the Lift construction is expected in October 2013.

The new Lift at Car Park 'Y' will provide shoppers with the convenience of Lift access to the upper levels and will allow Market customers, tenants and employees to fully utilise over 500 car spaces.

Building 'D' East Amenities

As part of the amenities refurbishment program, the upgrade of Building 'D' facilities has commenced. Work has been programmed in two stages:

	Start Date	Completion
Male Amenities	29th April 2013	21st June 2013
Female Amenities	24th June 2013	16th August 2013

The new design is modern and will incorporate a new baby change room, disabled toilet accessible from the corridor and male and female 'Parent with Child' toilet.

A temporary toilet block has been located outside the building between Doorway Nos 7-8.

The project is on time and budget.



Storage area for builder on the eastern side of Building 'D'



Demolition works inside the amenity area

ESSENTIAL FIRE SERVICES

Hydrant Line Valve Replacement

The last of over 60 hydrant line valves has been replaced on the eastern side of Building 'X'. The replacement will now allow separate sections to be shut off for testing and maintenance.

Sydney Water has replaced their valve in Kerruish Ave that feeds water for fire services to Building 'T'.

Smoke Detectors

As part of SML's Essential Services maintenance program, Austratronics has completed the cleaning and, where necessary, replacement of smoke detectors. There are 630 smoke detectors on site. False alarms can be prevented by observing the No Smoking policy, and not leaving your toasting or cooking unattended.

Please ensure to contact SML Security on 9325 6232 or Site Services on 9325 6225 to have smoke detectors isolated for any authorised building or hot works. Each time the Fire Brigade attends the site a cost of \$750 + Chubb Fire service fee is incurred. This cost will be passed on to tenants for false alarms if applicable.

Emergency & Exit Lights

As part of the Annual Fire Certification Sydney Markets has changed over half of the 1,345 fittings to the new Stanilite Nexus RF Wireless system.

The fully automated monitoring system will eliminate the need for the 6 monthly manual testing and this will allow faulty fittings to be repaired on a more regular basis.

Replacement of the remaining fittings will be completed later this year.

LIGHTING UPGRADE

Buildings ABC

Sydney Markets has commenced the replacement of the existing old 5" fluorescent office lights with new energy efficient 4" T5 fittings in Building 'A'. This is part of the replacement program and is being rolled out over the next years. The energy saved by tenants will be over 1,200kWh, an electricity cost saving over around \$240 p.a.

Building 'E' Coolrooms

The existing 256 x 65W fittings are currently being replaced with 178 x 2 x 36W energy efficient lights. This equates to a total energy saving of 3.8kWh per hour, based on 10 hours of operation, 6 days a week, an electricity saving for tenants of \$2,380 p.a.

Other Areas

As part of Sydney Markets energy saving initiatives, we are trialling a number of lights in warehouses and streets.

Sydney Markets is also awaiting the final report from energy consultants who have analysed the whole site and will provide some solutions for consideration. An update will be provided shortly.

Communication Infrastructure

More tenants have taken up the opportunity to connect, through CommSys, to SML's high speed communications network. This has enabled tenants to link their premises within the Sydney Markets site for internal data/camera use, as well as facilitating external data transfer.

CommSys is offering services from as low as \$40 per connection.

Key Features and Benefits:

- Fewer disruptions resulting in improved productivity
- Scalable speed that matches your needs and budget
- Managed equipment so you can focus on your core business
- Complimentary products such as Firewalls, Anti-Virus, Anti-Spam and Applications
- Support internal and external VoIP and Video Conference, hosted applications, cloud computing

Roadworks

As part of the Road Maintenance program the following works have been completed:

- Removal of part of the island in the Eastern Growers Open Car Park 'Y' North to create additional truck parking and loading areas.
- Replacement of 109m² of concrete on Centre Rd (four slabs)
- 60m² of concrete pavement has been replaced around Building 'S'

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 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. Alternatively SML contractors can be engaged.

Tenants must also obtain a Hot Works Permit from Site Services for compliance with AS 1674.1-1997 and insurance requirements.

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

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



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

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

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

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

For more information, please contact Fiona Sharpe on: (02) 9325 6295

Industry support

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



Sponsor Opportunities with Fresh for Kids

For all Fresh for Kids sponsorship enquiries please contact Fiona Sharpe on (02) 9325 6295 or email: fiona.sharpe@sydneymarkets.com.au

For more information on the Fresh for Kids program please visit: www.freshforkids.com.au





PROPERTY UPDATES

Sydney Markets Plaza Shops FOR LEASE

Shop 6 – Areas up to 660m² (Approximately)

Located on the ground floor of the Sydney Markets Plaza opening onto the central courtyard, this shop has its own rear loading access. This shop was operating as a Supermarket since the mid 1970's and would suit a similar business. Sydney Markets Plaza has ample customer parking. Join existing tenants such as the CBA, Westpac, ANZ, BoQ, Australia Post, Newsagency, Subway, Tigers Leagues Club, Pet Store, Chiropractor, Bakery, Café, Mobile Phone Retailer and Butcher. **Available Now.**

Sydney Markets Plaza Offices Suites FOR LEASE

Office Suite B3 – 54.00m² (Approximately)

Positioned on Level 1 with a northern aspect overlooking the central courtyard, this office is open plan with fresh paint and new carpet and a small kitchenette. **Available Now.**

Office Suite B28 – 119.00m² (Approximately)

Positioned on Level 1 mezzanine overlooking the central courtyard. This Suite has a kitchen, open areas, a partitioned meeting room and good carpets. Modern cubicles, desks and office furniture are also available. **Available Now.**

Office Suite B30 – 116.00m² (Approximately)

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

REMINDERS

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.

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.

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.

OPERATIONS UPDATE

WATER RESTRICTIONS

All Market users are reminded water usage should be kept to a minimum. Please sweep up modules and warehouses where possible and only use high-pressure cleaning methods to reduce water consumption.

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

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



SML WILL NOT TOLERATE BAD BEHAVIOUR

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

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



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

If you have observed bad behaviour or noticed damage to property no matter how small the offence, please do not hesitate to contact our Market Staff or on-site Security 24 hours a day by calling 0409 325 232.

UNREGISTERED VEHICLES

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

MARKET ENTRY PASSES

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

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

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

COPYING OF MARKET ENTRY PASSES IS PROHIBITED

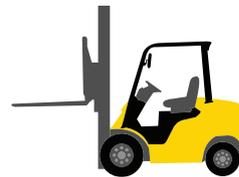
Copied passes and offenders' details will be handed to the NSW Police and may result in further action.



MARKET SECURITY & SAFETY AWARENESS

ROADS & MARITIME SERVICES

SML Forklifts are to be mechanically inspected by a Roads & Maritime Services Authorised Inspection Station and an SML Inspection Report is to be obtained for each vehicle.



FORKLIFT SAFETY

A reminder that NSW Road Rules apply within the Markets. Forklifts should be governed to no more than 20 kph, with regular safety checks to ensure they have not be tampered with or unsealed resulting in a Comply Notice. **ALL DEFECTIVE FORKLIFTS MUST BE REPORT TO PRINCIPALS.**

FORKLIFT SAFETY NOTICE

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 IN EVERYBODY'S INTEREST TO ENSURE COMPLIANCE OF THE BELOW. SAFETY IS NO ACCIDENT

- It is compulsory to wear a seat belt. Comply Notices will be issued. 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'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

- 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
- RTA Road Rules must be adhered to at all times and as such, the roundabout at Austin Avenue is to be used as per RTA Road Rules

WORK HEALTH & SAFETY

Employers must 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 or changed work environments, traffic management plans, policies and safe work procedures are also a must.

A register of licensed forklift operators must be maintained, and ensure all contractors and any other persons using a forklift at the workplace hold relevant forklift licences.

Employers should also look at providing forklift drivers with refresher training.

SECURITY

New digital CCTV cameras are being installed inside the buyers walkways in Buildings A, B & C.



Cameras are also being installed in all the canopies South Road, the HVA and inside the Flower Market.

There are 132 CCTV cameras around the Sydney Markets sites. Additional cameras were recently installed in Building D. This will improve the coverage in this area.

Cameras are monitored daily for various matters including unsafe forklift practices, damage to property and people dumping rubbish.

NSW GOVERNMENT SMOKING BAN



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

Market Officers will continue to issue Comply Notices to persons smoking inside Market Buildings and Structures; however we also seek the help of the Principals of the business to ensure that your employees do not smoke at your module/stand.

SATURDAY PARKING

Traders and their employees are reminded that they are NOT permitted to park on Centre Road, Growers Road or between chains of A, B & C canopies. To restrict vehicles parking in walkways A, B & C on Saturdays these buildings will now be closed at Banana Road and Centre Road, allowing only forklift access.

During Saturday Paddy's Fresh Market trading, forklifts are NOT allowed inside Building D at the following times:

- Growers section – between 8:30am and 3:00pm
- Retail section – between 6:00am and 3:00pm

Trucks are to park at the Southern end of A, B & C Buildings or the Eastern open car park (opposite Building K).

SAFETY IN THE FLOWER MARKET

To assist in keeping a safer work environment, we seek the cooperation of Flower Market Traders to:

- Empty all buckets over drains
- Sweep all excess water to the drains
- Any plastic or strapping belonging to tenants should be placed in the Sulo bins provided
- All waste cardboard is to be placed in the caged compound at the rear of the Market for recycling

PLEASE REPORT ALL UNSAFE FORKLIFT AND WORK PRACTICES TO SML BY CALLING 0409 325 232 OR CONTACTING THE SECURITY MANAGER ON 0417 325 171

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.



PHOTO ID OPERATING TIMES – GTA PASSES

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

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

Employee of the Month



December 2012
BRIAN BIGELOW,
MARKET OFFICER – GTA
TEAM

Whilst Brian has only been with Sydney Markets for 8 months, he has shown that he works well as part of a team and can also work unsupervised.

Brian is responsible for operating the Photo ID room where he has applied his past computer skills well and has been a great help to the Security Manager, John Pascucci.

Brian also assisted with the Christmas Traffic Plan on 22nd December. He showed great initiative and did a great job controlling vehicles in the Eastern end of the Markets, especially the Bridge Road area where on two occasions, he filled the Eastern Carpark on the first and second level and worked with two ACS Guards to ensure the operation ran efficiently.

This highlights that Brian is an employee to be looked at in the future as he continues to gain experience in the Market.



January 2013
ZAK GUDELJ, ASSISTANT
TEAM LEADER – GTA
TEAM

Zak is one of Sydney Markets most experienced Market Officers; he applies himself well with his many years of experience and knowledge of the Market and knows how to handle various situations in the Market effectively.

This was shown with the incident that took place on 14th January. Zak did a great job aiding managers and officials. He was one of the first people on the scene and after doing what he could for the victim, Zak took crucial photos of the accident and took control of traffic in the area, ensuring that the emergency vehicles could get through. He then assisted the Police and Workcover with obtaining statements from witnesses and once the ordeal was over, he stayed back for four hours checking reports and witness statements.

This isn't the first time Zak has stayed back to finish off work or to sort out an issue. His experience and skills are very much valued; he shows a great dedication to his job and to the Markets.



February 2013
FIROZ ALI-SHAH, SITE
SERVICES SUPERVISOR –
SITE SERVICES TEAM

Over the last 12 months, Firoz has twice been awarded the Employee of the Month Award, once in November 2012 and again in February 2013.

Last year, Firoz successfully managed the High Voltage maintenance. It was particularly challenging due to the many additional shutdowns needed to accommodate the extra works required for the 5 yearly service and the additional replacement of switches. Diplomatic but strong liaison skills are essential for his job as a convenient time for power shutdowns has to be agreed with all affected tenants.

Over 2500 Work Cards are raised each year – that is 9.58 Work Cards per weekday and in this regard, credit should also go to the rest of the Site Services and Accounting staff. And when things go pear shape, Firoz is there to iron out any issues.

Firoz can organise Contractors on short notice and can get things fixed. He is on the forefront to keep the Markets' services operating without fail.

Firoz successfully managed the refurbishment of the Seafood Section at Haymarket, and how well it turned out. It now has an ice machine, upright freezers and a fish freezer room. The new Seafood Section is shining in a very bright light, fresh seafood all the time and has attracted a lot of new customers to the area.

Congratulations to Firoz for a great job done.



March 2013
CATHERINE ROCHE,
EXECUTIVE ASSISTANT TO
CEO

The employee of the month for March is Catherine Roche. Catherine worked tirelessly in organising the conference venue for the Strategic Planning Review Meeting and ensured all facilities were working efficiently.

Catherine also put together the Strategic Information pack for the Board members and her outstanding effort was recognised as she received Employee of the month for March.

Congratulations Catherine!



April 2013

**ROMIL DILAWARI,
MARKET OFFICER – GTA
TEAM**

Romil has been very proactive in managing the GTA cut off times. He adjusted his hours by bringing them forward 1 hour each day, to tackle and improve the system that was in operation.

Romil initiated discussion with both the Unloaders and Security to create a 2 way communications system that addresses both Q & K gates and Banana Road. This has shown positive results to the operation, ensuring that cut off times are now adhered to by all that use the GTA.

The results have been significant and we have had positive comments about Romil from both shareholders and users of the Markets.

Romil has successfully created a team that includes Unloaders and Security who now work together to manage the GTA cut off times effectively.

Well done Romil.



May 2013

**KRISTEN LILLEY,
MARKETING
COORDINATOR –
MARKETING TEAM**

In the short time she has been with SML, Kristen has taken on many large tasks without hesitation. Kristen helped with the mammoth task of analysing SML's print media commitments which has allowed us to more easily plan for 2014.

Most recently though, Kristen delivered an outstanding result by coordinating the Kids Karnival at Flemington. Kristen was responsible for booking of acts, staging, sound and liaising with the Operations Team in the planning and execution stages. Kids Karnival brought in approximately 60,000 people to the Markets that day and for this we congratulate her.

Well done Kristen!

New Employees



Name: Girrard Pielago
**Position: Market Officer – GTA
Team**

Department: Operations

Girrard started working with the GTA Team on 25th March 2013. His interests include boxing, sports in general and writing music.



Name: Alex Mich
**Position: Market Officer –
Operations Support Team**
Department: Operations

Alex joined the Operations Support Team on 29th April 2013. Alex's interests include sports, going to the gym, spending time with his son and having fun in life.



Name: Santo (Sam) Marturano
**Position: Market Officer – GTA
Team**

Department: Operations

Sam joined the GTA Team in a full time position on 22nd April 2013 after working with the Contract Security team at the Sydney Markets Flemington site for 23 years. Sam lives by the motto "Have fun in life and be nice to all people."

Industry News



Sydney Markets wholesaler wins Australian Chamber Meritorious Service Award 2013

It was a very surprised Joe Antico who was announced as the 2013 winner of the Australian Chamber Meritorious Service Award at the recent PMA Conference in Sydney.

'I thought I was just coming along to support our NSW Chamber President, Bill Chalk, at the Conference dinner. You could have knocked me over with a feather when my name was called out as the winner.' Said Joe.

Joe's personal commitment to the industry has extended for decades and has often been behind the scenes doing the thankless jobs that don't get much praise but are essential for the success of these industry enterprises. If it has meant doing something good for the Markets and the industry, then he has been involved. A good example was his close involvement in the Chamber's successful effort to transfer Sydney Markets from a Government entity to an industry run and subsequently industry owned Markets.

From all at Sydney Markets, congratulations Joe on your well deserved Award.

Avocado growers boost year-round supply with 'The Avolution'

The Avolution, a new avocado marketing company, is bringing together producers from around the country to ensure a 12-month supply of Australian-grown fruit.

The Avolution CEO Antony Allen said The Avolution, which officially launched in June, simplified and centralised the marketing of avocados, so that growers could concentrate on what they did best – produce some of the finest fruit in the world.

"We are focused on the expansion of the avocado category, as well as making sure that growers are maximising returns on their fruit," said Mr Allen.

Founded by major Queensland-based avocado producers Lachlan Donovan and Daryl Boardman, The Avolution represented growers in Queensland, Victoria and Western Australia and currently supplies 20 per cent of Australia's avocados.

Mr Allen said the alliance, which included a network of smaller growers who supplied fruit to Mr Boardman's Sunnyspot Pack House in Ravensbourne, QLD, ensured The Avolution had the 12-month supply covered.

"Previously, there was a period in the year when the New Zealand marketers would come in and offer to

supply avocados to the supermarket chains, because there was no unity of supply from the Australian growers," he said.

"There is a 12 month supply of fruit here in Australia and, if we can manage that supply, it helps the whole system," he said.

Via the Bidvest Fresh distribution network, the company also supplies popular Mexican restaurant chain Guzman y Gomez with avocados for its signature guacamole.

Mr Allen said the 65 growers who currently supplied fruit to The Avolution benefited from the company's fully recorded supply chain and quality assurance system, transparency and fixed costs to market fruit, as well as quick payment terms.

"With more growers making the switch to The Avolution, we predict the company will market over three million trays of fruit in the next few years," said Mr Allen.

For further information or interview requests, please contact Leesa Maher, PR account manager, Elevate Communications, (07) 3192 9610, leesa@elevatepr.com.au

NOTICEBOARD

Mango Auction

Wednesday 4th September
A/B Canopy, Sydney Markets
7:00am – 9:00am



ANNUAL FLOWER BALL

Saturday 26th October
Le Montage, Leichhardt



CHERRY AUCTION

Wednesday 30th October
A/B Canopy, Sydney
Markets 7:00am – 9:00am



ANNUAL GALA BALL

Saturday 2nd November
Le Montage, Leichhardt
Contact Carol Dollar on
9764 3244 for more details



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