

MELBOURNE market **FRESH** news

www.melbournemarkets.com.au

SPRING 08

*What it takes
to be Retailer
of the Year*



*Register NOW for the Annual
Market Golf Day - Page 16*

Melbourne Market Authority
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West Melbourne, Victoria 3003
T: 03 9258 6100
F: 03 9687 7714
www.melbournemarkets.com.au

*Market Fresh*TM
marketfresh.com.au



Frankly Speaking from the CHAIRMAN



“ONCE YOU HAVE FOUND THEM THEN NEVER LET THEM GO”

Central markets are renowned for the competitive nature of business between growers, wholesalers and retailers. Competition is part of the day-to-day business activity so once a relationship is made between parties it is important to adhere to the saying “once you have found them never let them go”.

It is so much more costly to acquire a new customer than to retain an old one.

Customers today are not the interchangeable, faceless commodities they were viewed as in the past.

Customers feel entitled to a certain level of service and to feel they are recognised as special. If their expectations are not met they will take their frustration out by taking their business elsewhere and telling anyone who will listen about the bad experience they have had.

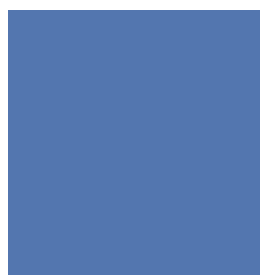
We have introduced into our customer service all aspects of technology, such as bar codes, mobile phones, text messages etc that all bring customer service to a higher level of consistency, convenience and satisfaction.

These services have led our customers to making a pact with us. On the one hand they are saying “give us high-tech to make our lives easier and our costs less”, but when we meet eye-to-eye on a personal exchange it still must be good as we still want to have things told to us such as the four P's: price, product, promotion and place (distribution).

Our central market is well known for these personal eye-to-eye relationships. It can be called retention marketing and sales but whatever it means, you can be sure that whilst getting new customers is important keeping your current ones is absolutely essential.



Neil Lowe



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Message from the CEO



In Brief

The Market has been very quiet through the winter months. I am told by those that have been around the markets for most of their lives the experience is fairly standard. Now that the September school holidays, the Grand Final and the Royal Melbourne Show are behind us, stone fruit and many other high demand products start filtering into the market, and hopefully trading will step up a notch.

MARKET HOURS

As readers would have seen, MMA has made two minor changes to Market operations:-

1. Opening the Market for trading half an hour earlier on Tuesdays and Wednesdays during summer (1 Nov 08 – 31 March 09)
2. Permitting the delivery of pre-ordered produce to parking bays up to one hour prior to trading.

These changes followed unanimous recommendation from the Policy Council.

The policy Council Includes:-

- Four Fruit and Vegetable Wholesalers – Fresh State Members.
- Four Retailers – Victorian Retail Fruiterer's Association Members.
- Three Fruit and Vegetable Growers – Fruit Growers Victoria and Vegetable Growers Association Members.
- One Flower Grower – Flowers Victoria Member.

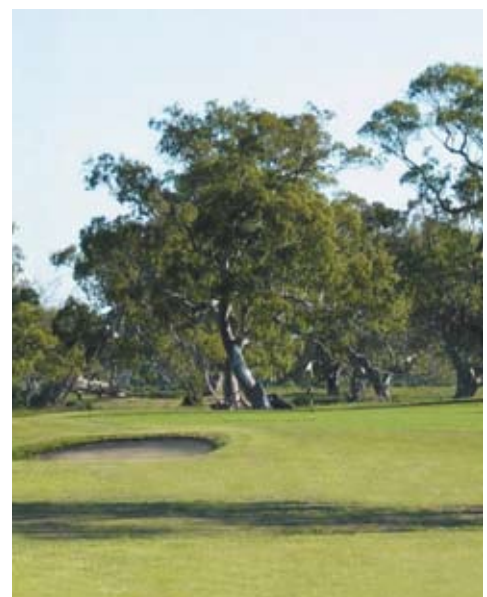
Note: Recommendations are not presented to the MMA for consideration unless they are supported 100%, in writing, by all Policy Council members. On receipt of recommendations from the Council, MMA is not bound in any way to accept or implement Council recommendations.

MMA GOLF DAY

The 2008 Golf day is being held at the Growling Frog Golf Course near the Epping Market site on Tuesday, 21 October 2008 (see back page for further information).

If you haven't attended a Market golf day before and you enjoy the game I highly recommend it. This year a group of Market golfers have set the rules for the day so no complaints if you don't win!

If you would like to register for the day please call Andrew Baxter on 92586105.



Hole 2, Growling Frog Golf Course

FOOD BANK

In August I was invited by members of VicRelief FoodBank management to visit their premises in Yarraville and to discuss how the Market could assist the organisation with the fantastic charity works they are involved in. I was overwhelmed with the professionalism and dedication of those involved. This is a very large organisation that provides an enormous amount of assistance to those in need.

Whilst the MMA is giving the FoodBank assistance with Market access, parking and storage, it is the merchants in the Market that can both help the needy while turning a profit on produce that would have been written off in the past.

Further information is provided on Page 8.

ACCESS TO THE WEB

Following requests from many business owners, MMA has extended the wireless network in the Market to include all the undercover trading areas in both the fruit and vegetable and the flower market.

This means businesses can log onto their own websites, the internet and business systems via a laptop computer (with wireless card) from any of the included areas.

If you wish to utilise this system, please contact John Ly, MMA's Systems Manager on 92586111.

RETAIL FRUITERER'S

There has been much discussion over the past few years on how the Retailers who buy produce from the Market can demonstrate to their customers that the produce they sell is fresh and of the highest quality. The MMA Marketing Department is investigating ways that this message can be provided to retailer customers through branding the Retail Fruiterers as "**MarketFresh™** Retailers".

If you wish to know more about this initiative please refer to Page 11.

A stylized, handwritten signature in black ink, appearing to read 'Peter McLennan'.

Peter McLennan

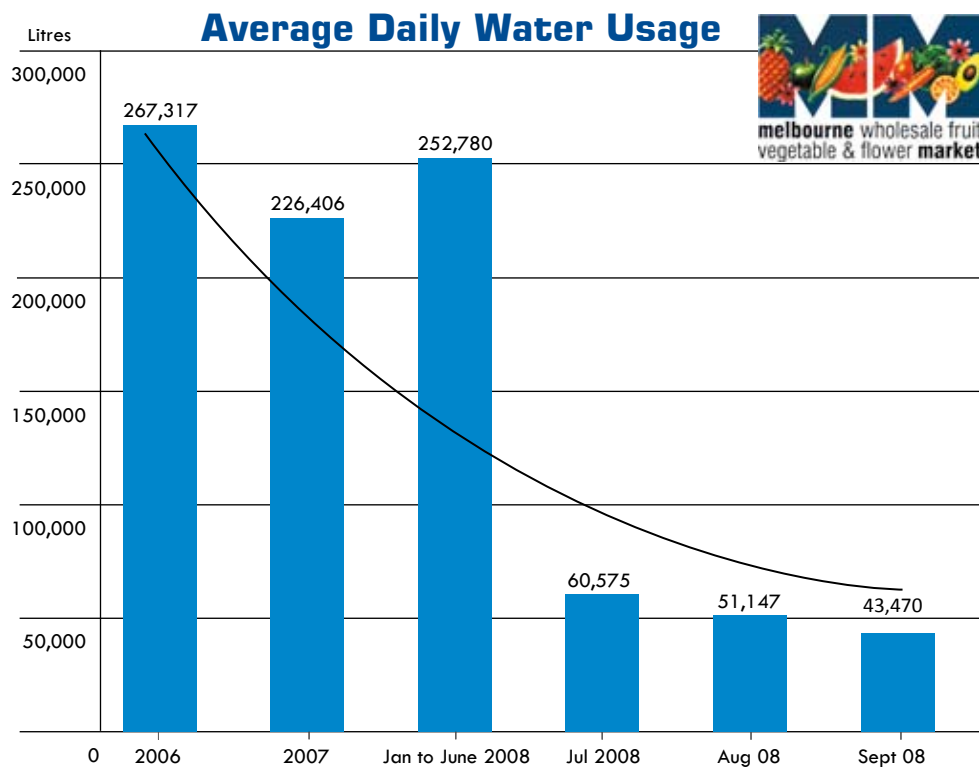




ENVIRONMENT

Water Savings

The MMA is continuing its work on reducing potable water usage on site. Whilst we have reduced water usage significantly, management believes that further savings may be achievable. The meter technology in use indicates that the site still has water leaks and MMA Site Services are undertaking ongoing investigations to find and repair any leaks found. The following graph shows the amount of potable water used by the Market since 2006.



Power Saving

In an attempt to reduce the amount of electrical power used on site and therefore reduce the carbon footprint, MMA has begun a study to identify methods of using power more effectively. These actions may include:

- Reduced usage of lighting in certain areas of the Market when it is not needed;
- Provision of improved skylights in country transport; and
- Splitting of power sources to reduce number of lights required at different times.

We encourage you all to consider ways to reduce the consumption of power in your own businesses and around the Market site and in so doing help us to reduce our Co₂ emissions and carbon footprint.

Office Savings

The MMA has started further internal activities with the aim of reducing its carbon emissions. These activities include:

- Replacement of computer servers with virtual servers. This action will make the MMA systems operate more efficiently whilst reducing the amount of electricity used.
- Replacing the current practice of sending paper faxes with electronic fax transmission where possible.
- The scanning and storage of documents directly into systems rather than producing and maintaining paper files.
- Use of recycled paper and double-sided printing to reduce paper output in the office.





WORKSAFE

WORKSAFE VICTORIA is the manager of Victoria's workplace safety system. It has two distinct arms; an injury and injury compensation arm, known as WorkCover, and the workplace safety and prevention arm.

Broadly, the responsibilities of WorkSafe are to:

- help avoid workplace injuries occurring;
- enforce Victoria's occupational health and safety laws;
- provide reasonably priced workplace injury insurance for employers;
- help injured workers back into the workforce; and
- manage the workers' compensation scheme by ensuring the prompt delivery of appropriate services and adopting prudent financial practices.

Whilst WorkSafe Victoria works closely with the MMA to ensure the safety of all persons on the Market site, it should be noted that under the Occupational Health and Safety (OH&S) Act 2004 (the Act), responsibility for OH&S issues rests with the employer, not the MMA.

Many of you will have already met WorkSafe Inspector Peter Kelly. Peter has a good understanding of Market operations and issues and he is familiar with MMA By-Laws pertaining to health and safety on the Market site.

Under the Act, a WorkSafe Inspector may call on any business at any time to inspect their workplace and observe or discuss their OH&S practices. You will have seen the recent television advertisements regarding these impromptu visits.

Inspectors may also attend a work site to follow up on a complaint made regarding an OH&S issue or to follow up on a serious incident that has occurred on the Market site. It is important that you as an employer are aware of the relevant OH&S legislation that applies to you and your operations and to ensure you have a forum where your staff can raise these issues with you. It is also important to note that employees also have obligations under the Act and regulations.

WorkSafe are able to offer information and advice to employers and employees on occupational health and safety matters. Information on all types of health and safety topics can be found on their website; www.workcover.vic.gov.au, or you could have a chat with Peter Kelly next time you see him in the Market.



SAFETY

FOODBANK

HELPING OUR COMMUNITY

VICRELIEF FOODBANK (VRFB) is the essential food resource for the welfare sector and is the largest hunger relief charity in Australia. It is a unique not-for-profit, non-denominational organisation that distributes to those in need via more than 620 registered agencies throughout Victoria.

All basic staple foods are supplied free of charge to large agencies like St Vincent DePaul, Anglicare, Salvation Army, Uniting Care and Sacred Heart Mission operating within the state. Distribution of donated produce will be in association with SecondBite, a not-for-profit organisation that collects surplus food and redistributes it to over 70 food relief charities who provide meals to homeless and disadvantaged people.

In the last twelve months VRFB has distributed more than 2.25 million kilograms of food (retail value \$18 million) to these agencies serving the broader community.

VRFB, SecondBite and Melbourne Markets are joining forces to facilitate donated produce reaching the needy in our community.

Where does the food go?

Those that rely on this food include:

- 310,000 Victorian families that ran out of food last year
- 200,000 children in Victoria who don't get three meals a day
- Those who are forced to choose between eating properly and paying the weekly bills
- The homeless
- Refugees
- The destitute who must rely on others to provide

How does it work?

If you have produce that is reaching the end of its selling life or is in excess of usable demand and is still safe for consumption, don't wait to dump it at JEDs, load it on your forklift and deliver it to trading stands 631, 632, 633 any Monday, Wednesday and Friday. A FoodBank



FoodBank Warehouse located in Yarraville

representative will accept the produce, take down your business details and you will receive a **Charitable Tax Receipt** at the time of the transaction. This receipt represents possible savings of up to 30% of the value of the produce you have donated to FoodBank, in your next year's tax return. To further understand the value of this offer – ask your Accountant.

What are the benefits to the Melbourne Market Community?

- VRFB will provide charitable tax receipts ensuring every donation is fully tax deductible.
- A donation to VRFB will reduce the cost of disposing or dumping of produce.
- VRFB will provide the opportunity for businesses to maintain fresh inventories.

Product Requirement

All produce that is deemed fit for human consumption either in carton; crate, pallet or bulk bin is acceptable.

VRFB take responsibility for the prompt return of all packaging equipment items – pallets, crates, bins.

VRFB operate both Chep and Loscam pallet accounts.

**Don't dump it – FoodBank it!
You'll make a difference in many lives.**

Contacts:

VicRelief Foodbank:
Operations Manager,
Dave McNamara (right)
Ph 9362 8300
M: 0430 538 581
Anthony Costa
M: 0412 522 251



VicRelief FoodBank

Voluntary Co-ordinator at Melbourne Markets

- Interested in running the FoodBank's produce collection point at the Melbourne Markets?
- Would you get satisfaction by being involved with an essential community operation?
- Enjoy the experience of working in the wholesale market?
- Are you a friendly leader who relates well with wholesalers and growers?
- Do you have a broad knowledge and understanding of the fresh produce industry?

If you answer yes to any of these questions, read on.

The Melbourne Market Authority (MMA) in conjunction with the VicRelief FoodBank is establishing a fresh produce collection point within the Melbourne Markets. For this partnership with FoodBank we require the assistance of a dedicated and organised voluntary worker.

Daily Duties:

- Promote & encourage wholesalers to donate surplus stock to FoodBank.
- Coordinate the receipt of suitable fresh produce from growers and wholesalers.
- Complete FoodBank administrative requirements i.e. pallet management – daily produce records.
- Daily logistics – collate produce for pickup.

Skills Required:

- Understanding and interest in the operations of Melbourne Wholesale Fruit, Vegetable & Flower Market.
- Ability to interact with MMA staff and Market users.
- Prepare accurate records.
- Good communication and organisational skills.
- Forklift licence an advantage.

Hours are Monday, Wednesday & Friday, four hours a day (negotiable). Job sharing for this position is an option.

The position is located at the Melbourne Wholesale Fruit Vegetable & Flower Market, Stands 631-633.

If you have any questions or would like to apply for this role please contact Dave McNamara, Operations Manager, FoodBank on 9362 8300.

1 million children every day go to school without breakfast or to bed without dinner

With your help FoodBank can stop more Australian kids becoming a statistic.



MYSTERY SHOPPING

WHAT DOES IT TAKE TO BE RETAILER OF THE YEAR?

Now in its 13th year, there are over 550 fruit & vegetable shops currently registered in the Melbourne Markets' Retail Development Program. The program is designed to encourage greengrocers to achieve excellence within their business with a chance to win the prestigious title of Victorian Retailer of the Year. Competition is fierce and each year two winners are chosen, one Metropolitan Retailer of the Year, and one Regional Retailer of the Year.

All shops are assessed by independent mystery shoppers who visit each shop at least twice a year. They will score the shop according to a standard set of criteria and those shops with the highest score become Retailer of the Month. These retailers are then eligible for the Retailer of the Year award which is presented at the industry gala dinner, VicFresh, held in February each year.

After each round of mystery shopping, retailers are sent a fax-back form inviting them to receive feedback on their score with personalised comments, including any areas that may need addressing. We are often asked what the mystery shoppers look for and what forms the basis of their scoring. To help you, below is the list of the six key areas that are used in their assessment. It is worth noting that the scores between the top five retailers are often very close, so attention to detail is very important.

1. Quality Customer Service

Friendly and helpful staff; staff that are well-groomed, clean and neat; and, staff that are interested in their customers and their produce.

2. Produce Freshness

Fresh, good quality produce; a good selection of product types and varieties; neatly stacked and creatively arranged produce; and, displays that highlight colours and varieties.

3. Shop Appearance

Attractive, clean exterior of shop with clear, up to date signage; appropriate exterior displays; clean, neat, fresh and well presented interior; tidy storage, clean floors, clean mirrors and windows; convenient layout for customers; and, good lighting that highlights produce.

4. Clear Shop Branding

Appropriate use of fresh tastes point-of-sale materials; clean and attractive attire/ shop uniforms branded with own brand or fresh daily brand; name of shop clearly visible from street front; and, consistent, attractive branding theme throughout the store.

5. Good Communication of Product Information

Staff confidently provide information and advice; staff volunteer to follow up queries if unable to answer immediately; staff able to refer customers to product leaflets or other information; product information leaflets laid out for customers; and, produce is clearly labelled

6. Effective Merchandising

Effective and well displayed promotional materials; good use of MMA point-of-sale materials; clear & consistent price tickets; fresh produce sampling on offer; recipe leaflets attractively displayed near the produce; current seasonal promotional material on display; and fresh, neat promotional materials.



FRUIT AND VEG

Retailers

Do your customers know your produce is marketfresh™?

With an ever increasing demand for high quality, fresh produce it is often surprising to hear that customers are unaware of the "paddock to plate" process in bringing fresh produce to their home and that the bulk of this produce is supplied through the Melbourne Wholesale Fruit, Vegetable & Flower Market, often in a 24 hour turnaround from the moment it is picked to the time it appears on your shelves.

To educate your customers that produce is "marketfresh™" the Melbourne Market Authority is currently developing a shop window sign advising customers that your fresh produce is "marketfresh™" from the Melbourne Wholesale Fruit, Vegetable & Flower Market.

The sign is expected to be released in late October from the Market Promotions Office.

Advertise your business for FREE !!

The Melbourne Markets is currently upgrading their www.marketfresh.com.au website. Your business can benefit from this by listing your retail store (both fruit and vegetable retailers and florists) for FREE as a standard listing. Standard listing comprises of shop address, phone, fax and lines of merchandise.

Further, you can upgrade to a premium listing for \$33 a quarter. Additional extras included in the premium listing are images of your store, shop logo, website, email, map reference and a description about your store, which are provided by you.

Melbourne Markets can also refer you to a professional who will at your cost come out to your store to take high resolution digital photos and write a professional description. Fee varies on store location - metropolitan or regional.

If you would like your store to be listed or have any further queries, please contact Hardy on 03 9258 6106 or hardy.gleissner@melbournemarkets.com.au. Remember we are here to help your business!

New Recipe Leaflets!

NOW available are two new recipe leaflets, written by celebrity chef Peter Wright: Flavours of the World with Fruit and Veg and Sensational Tastes with Fruit and Veg.

Call in and see Sharyn at the Promotions Office to collect these great new recipe leaflets.



Spring Racing

FLOWER PROMOTIONS

With the official launch on Wednesday, 1st October, the 2008 Spring Racing Carnival is gearing up to be "Bigger than you Think"!

The Melbourne Wholesale Fruit, Vegetable and Flower Market, a sponsoring partner of this event, is joined this year by Flowers Victoria to showcase our raceday flowers across ten major racing events. This is the first time that Flowers Victoria have joined this campaign and we would like to thank Ian Blyth, Executive Officer, and his members, for their involvement and support.

The ten raceday flowers to be featured are the white freesia, orchid, mini gerbera, iris, lily of the valley, cornflower, red rose, pink rose, yellow rose and the Cecil Brunner rose (spray rose).

As part of the campaign point of sale material has been distributed to Flower Market customers as well as additional sets for Flowers Victoria members.

The kit comprises two large banner

posters, two A3 mobiles and 100 bookmarks (see right).

Each poster is double sided and can be placed on the wall or window, or used as a mobile.

In addition, two beautiful full page colour advertisements have been featured in both the Herald Sun Spring Carnival Magazine (see below) and The Age Field Magazine depicting "flowers - our fashion tip for spring racing".

Florists have been invited to participate in the Campaign with an opportunity to provide floral fascinators, wrist corsages and buttonholes for a number of events and race days throughout the Carnival.

If you have any queries please contact David Fussell on 9258 6102.

Copy of full page advertisement featuring MS KATIE RICHARDSON, MISS WORLD AUSTRALIA, which appeared on Page 25 of the Herald Sun Spring Carnival Magazine, Tuesday 30 September 2008

Melbourne Cup Carnival Preview featuring the *Patinack Turnbull Stakes*
Saturday, 4 October
Flemington
WHITE FREESIA



GPO Girls' Night Out
Friday, 10 October
Moonee Valley
ORCHID



The Age Caulfield Guineas
Saturday, 11 October
Caulfield
MINI GERBERA



Schweppes Thousand Guineas
Wednesday, 15 October
Caulfield
DUTCH BLUE IRIS



BMW Caulfield Cup
Saturday, 18 October
Caulfield
LILY OF THE VALLEY



Tatt's Cox Plate
Saturday, 25 October
Moonee Valley
CECIL BRUNNER ROSE



AAMI Victoria Derby
Saturday, 1 November
Flemington
CORNFLOWER



Emirates Melbourne Cup
Tuesday, 4 November
Flemington
YELLOW ROSE



Crown Oaks
Thursday, 6 November
Flemington
PINK ROSE



Emirates Stakes
Saturday, 8 November
Flemington
RED ROSE



Contact your local florist today
visit: www.marketfresh.com.au/flowers
search by flower, florist or suburb

Floral design coordinator & retail manager: Karen Flower 9499 6300
Visit our website: www.marketfresh.com.au/flowers for more information
Miss World Australia crowned by Flowers Victoria at Caulfield Racecourse 1941 8144
Phone: David Northcote 9499 6300 or 9499 6301, Flemington

"BUSINESS COLLAPSES OWING MILLIONS!"

FACT :
One in five businesses FAILS

FACT :
Your business is AT RISK

MYTH :
It can't happen to me

If you believe in fairytales you could be in for an UNHAPPY ending.

Today's harsh economic climate can make businesses unstable, risky and unpredictable.

Every day businesses are collapsing, often owing thousands.

The chances of being affected are high – the threat is ever present.

It takes just one debtor to fold and your business could be severely hit - or worse – not survive.

Imagine the hardship and despair caused, not only to your business, but more importantly your family.

Don't gamble on everything you've worked hard for.

**TAKE CONTROL
TODAY WITH**

mmcs

melbourne markets credit service

**Your MMCS membership
gives you a SIMPLE AND
AFFORDABLE way to**

- Improve cash flow
- Eliminate risk
- Enjoy security
- Get peace of mind

CALL MMCS

AND BECOME A MEMBER NOW

SECURING YOUR BUSINESS IS
EASIER THAN YOU THINK.

You'll wish you'd joined sooner!

**Call Ralph Blakeley
(03) 9687-7333**

www.melbmcs.com.au

Protect yourself, your business AND your family.

CREDIT SERVICE

SCHOOLS PROGRAM

Designed to educate children about the importance of including fruit and vegetables in their diets, and the processes involved in getting the produce "paddock to plate", we are pleased to report that the program reached over 30,000 children in the 2007/08 year.

Due to growing popularity and demand the Melbourne Market Authority will be expanding this initiative to reach a target of 50,000 children for the 2008/09 year. Currently the program has visited 4,208 students in regional Victoria and 4,538 students within the Melbourne metropolitan area.

With a steady increase in childhood obesity, diabetes and other health problems, the MMA has recognised the need to help children learn more about fruit and vegetables, why it is vital to their diet and at the same time give students a chance to sample a variety of fresh produce, some of which they have never seen or tasted before.

A big thank you to our sponsors and suppliers:

The program would not be possible without the generosity of many of our growers, wholesalers and industry sponsor groups as listed below. (All sponsors are listed on www.melbournemarkets.com.au) We would also like to thank Retailers who have kindly sponsored school sessions in their area.

"Parents have commented that the program has influenced the children's eating of fresh fruit and vegetables. The children feel positive about bringing fruit to school for playlunch and lunch."

Excerpt of Thank You letter
from T Virgona, Teacher,
St Thomas More Primary
School, Mt Eliza
28 August 2008

PRODUCE LINE	SPONSOR	SUPPLIER
Apple & Pears	Fruit Growers Victoria	Great Southern Fruit
Avocados	Melbourne Avocado C'tee	Barkers Melb. & Sculli & Co
Bananas	Australian Banana Promotions	Star Fruit
Eco Bananas	Pacific Coast Eco Bananas	Star Fruit
Capsicums	Mildura Fresh IPG	Mildura Fresh IPG
Capsicums	Premier Fruits	Premier Fruits
Capsicums	Wallace Vegetable Farm	Wallace Vegetable Farm
Carrots (Dutch)	S & L Capodieci & Daughters	S & L Capodieci & Daughters
Celery	D & G Corrigan	D & G Corrigan
Celery & Asparagus	Fresh Growers	Fresh Growers
Kiwifruit	KETA	AMV Fresh
Mushrooms	Australian Mushroom Growers	Great Aust. Mushroom Co
Oranges & Mandarins	Murray Valley Citrus	Louis Melbourne
Rockmelons & Watermelons	Premier Fruits	Premier Fruits
Sprouts & Seeds	Flowerdale Sprout Farm	Flowerdale Sprout Farm
Tomatoes	Flavorite Tomatoes	Flavorite Tomatoes

We are currently seeking additional sponsors for the summer program, if your business would like to support this valuable program, please contact David Fussell on 9258 6102.





HAND PALLET TRUCK

\$495*

99 YEAR GUARANTEE†

FROM THE WORLD'S

NO.1

FORKLIFT MANUFACTURER



THE NUMBERS REALLY STACK UP

The Hand Pallet Truck from Toyota Material Handling has the features you would expect from the world's largest manufacturer of forklifts. Its rugged construction includes welded joints, a stainless steel lowering valve for a long, trouble-free life and climber wheels for easy entry and exit from pallets. An angled high-strength polymer hand grip and twin ball-bearing steering mechanism will put you in charge of any load.

SOLUTIONS FOR EVERY PALLET



1800 425 438

www.toyotamaterialhandling.com.au

*Price is for a standard LHM230 model with standard pump (price excludes GST). Offer only available from Toyota Material Handling branches. Additional costs including delivery charges may apply.
†99-year functional guarantee on the bearing component of our lifters, i.e. the fork frame; conditions apply – contact your Toyota Material Handling branch for further information.

Golf Day Registration

Please complete all details and return with payment to:

Andrew Baxter, Golf Day Co-ordinator
MMA, Box 1, 542 Footscray Rd, West Melbourne
OR by fax 9687 7714 with credit card details by
Friday, 17 October 2008

(Please note numbers are limited and payment must be received to book your place)

Name:

Company:

Address:

Phone:

Mobile:

Individual

Require placing into a team: Yes ☐ No ☐

Handicap/Golf Links No:

Teams

Member of a Team: Yes ☐

Team Name:

Player 1:

Handicap/Golf Links No:

Player 2:

Handicap/Golf Links No:

Player 3:

Handicap/Golf Links No:

Player 4:

Handicap/Golf Links No:

Payment details:

Please find enclosed a cheque / money order payable to the Melbourne Market Authority or credit card details for the amount of \$ _____ being for _____ player/s.

Visa ☐ Mastercard ☐

□□□□ □□□□ □□□□ □□□□

Card Expiry: ____/____

Signature:

EVENT SPONSORS:



Market Golf Day

21 October 2008

LOCATION: **GROWLING FROG GOLF COURSE, YAN YEAN** (30-40MINS FROM MARKET)

COST: **\$75.00 per person (incl GST)**

REGISTRATION: **10.00am - 10.15am**

TEE OFF: **10.45am**

As a valued market customer, you are invited to be part of the annual Market Golf Day to be held on Tuesday, 21 October 2008 at the Growling Frog Golf Course, Donnybrook Rd, Yan Yean (**Melway 390 E1**).

If you would like to be part of this fun day, please fill in the booking form attached and return with your payment by Friday, 17 October 2008. Cost includes green fee, golf buggy and refreshments throughout the event, concluding with hot snacks, winners presentation and great prizes.

Competition will be Ambrose with a shotgun start. Each player needs to have a minimum of 3 drives.

Number of teams is limited so don't delay in registering your players for this annual event proudly brought to you by MMA business partners, Toyota Material Handling and National Point of Sale Systems.



Prize Sponsors:



**City of
Whittlesea**

**Growling Frog
Golf Course**

**All Produce Traders
Antonello Produce
Dykes Bros
Kapiris Bros**

**Mushroom Centre Melbourne
Silk Bros
Tasmanian Freight Services
Veli Velisha**