marketfresh



ISSUE 22 | Spring 2014



Epping f&v stand ballot
Page 5

Snaps around the Market Pages 12-13

new recycling program Page 6

Our mailing address is:

Melbourne Market Authority Box 1 542 Footscray Road West Melbourne, Vic 3003, Australia

T: 03 9258 6100







Contents

- Chairman's Message
- from the CEO



Epping Fruit & Vegetable Stand Ballot

- Tenant Fit out of Epping Stores
- **Epping Warehousing**
- MMA Launches New Recycling Management Program at Melbourne Market
- A New Look for a New Market
- Parking Epping Market



Snaps around the Market



IKON Services Australia - Waste Management

- Bong Su the Elephant Loves Melbourne Market Produce
- Retailers of the Month: March to 18
- Loddon Murray Leadership Group 21 Visit the Market
- Opportunities for Import/Export 21 Trade to Milan, Italy
- China confirms taste for Citrus at the Melbourne Market



Who's Who of the Market - Tom Ierianni

- Charity Golf Day Save the Date
- The Melbourne Market is Going 23 **Paperless**

from the CHAIRMAN



'Market to open in the first half of 2015'



By now many of you have had the chance to view the new facility through visiting the site. For those of you who are keen to see how the new site will operate, further site visits are being planned for the coming months. Stay tuned for more information about these.

It is a pleasure to have taken up the role of Chairman of the Melbourne Market at this exciting time. In 2015 we

have much to look forward to with the move to Epping. The transition will not only offer the market community a new and improved facility to be proud of but will also mean more opportunities for local and export trade as well as business growth. We are looking forward to building a strong working relationship with the City of Whittlesea

and the business community of the Epping region.

With the announcement that contracts had been finalised for initial warehousing offered at the new Market, a significant milestone enabling the Market to open in the first half of 2015 was reached. Construction is underway on what will become the largest warehousing precinct at any central market in Australia. This will give the market significant food handling and logistical advantages and will open opportunities for traders to export to other markets.

The ballot for growers' stands was successfully completed in early August, with the Minister for Major Projects, Hon. David Hodgett in attendance. The successful completion of this ballot was an important step in the transition to the new Market and I want to congratulate all involved in the process.

With transition to the new Market getting closer, it's an exciting time for the Market community. The opening of the new Market represents a bold new era and it's fitting that we have a new look to symbolise a fresh start.

STEVE MCARTHUR





from the CEO





As you may have already seen, as part of the move to the new Market, we're implementing changes around the West Melbourne site. Some old habits are being replaced as we introduce new operating procedures and recycling practices plus a fresh look for the new Market.

Recycling

A new recycling management campaign was launched recently. We produce an average of 50 tonnes of waste each day. With advances in technology comes the opportunity to increase how much we recycle not only for the environment but to create a cleaner and safer workplace for us all. You may have noticed posters, flyers and banners around the site.

Electronic Communications

In addition, printed market circulars will no longer be available on the market floor after 1 September. Please update your email and mobile numbers to ensure you continue to receive important information about your business via email and SMS.

Hours

Market operating hours are currently under review in light of our move. To ensure a fair, thorough and effective consultation process with all stakeholder groups within the Market community an external consultancy firm has been engaged. McKinna et al were selected as they have extensive experience in each element of the fresh produce supply chain and a thorough understanding of fresh food markets globally.

Warehousing

Warehousing continues to be an integral part of the Market and the relocation project. All of the initial Part A Warehousing allocation has been subscribed with

construction commencing in June 2014 and set for completion by the end of 2014. Root Projects Australia continue to discuss tenant fit out requirements with Epping Fruit and Vegetable Store Holders. With the new location and state of the art build, tenants now have the opportunity to consolidate their complete operations with improved store features such as dedicated external dock for all stores, the capacity to install zoned cool storage facilities and close proximity to warehousing.

New Look

Reaching significant milestones such as warehousing and the recent stand ballots provided the catalyst for the launch of the new look for the Melbourne Market at Epping and the MMA. A short DVD that showcases what the new Market is all about can be viewed on our website or drop into the Epping Info Centre on the Market floor to discuss the move with MMA staff.

MARK MASKIELL

Epping Fruit and Vegetable Stand Ballot



Visits for stand holders to Epping were conducted on 21 and 22 July 2014 enabling stand holders to view the new facility and make informed decisions about their preferred locations prior to participating in the ballot.

225 businesses participated in the ballots for Epping fruit and vegetable stands on Friday 8 August 2014.

A second round ballot was held on 20 August 2014 with licences for Epping fruit and vegetable stands to be signed by 22 August in preparation for the move to Epping in the first half of 2015.

Tenant fit out of Epping Stores

All stores are now completed and are available for handover for tenant fit out from 17 September.

Contact Matt Sneazwell from Root Projects Australia, the MMA's Tenancy Co-ordinator on (03) 9654 0488 to make arrangements for your store.

Remember under the terms of the Agreement for Lease, tenant fit out works must commence no later than 27 October 2014, but they can commence anytime following handover on 17 September.

Epping Warehousing



Warehousing continues to be an integral part of the Market and the transition to Epping.

The benefits of having on site warehousing for tenants is far reaching and ensures that tenants have the opportunity to consolidate their operations on one site thereby reducing their operating costs.

All the initial Part A Warehousing has been taken up, with construction underway in June 2014 set for completion by the end of 2014.

Part B Warehouse Construction has commenced and is well on the way to timely completion.

The new Market has the capacity for a 360% increase in warehousing compared to West Melbourne.

MMA LAUNCHES NEW RECYCLING MANAGEMENT PROGRAM AT MELBOURNE MARKET



MMA, together with Plenary Asset Management and IKON Services Australia, launches a new recycling management campaign aimed at encouraging the Market community to maximise recycling and leave nothing on the ground after a day's trading.

Did you know that up to 95% of Market waste can be recycled?

We can achieve this target if we all contribute. With the move to our new state of the art facilities at Epping we have a real opportunity to make a change to how we manage waste in our Market, starting here at West Melbourne. We have the capability to increase recycling not only for the environment, but to create a better work place and reduce your business operating costs. It is in everyone's interest to maximise recycling.

By now you will have noticed new coloured bins and dedicated Recycle Stations across the site which make separating your waste easier than ever before.

Have you seen our new recycling video? It's on screens across the market now and on www.melbournemarkets.com.au/recycling

Remember, our recycling streams are:

- Organic
- Polystyrene
- Cardboard and paper
- Shrink-wrap and plastic

Timber pallets can also be recycled at Gate 5 for free.

You might also consider making a tax deductable donation of any unsold produce which is still fit for human consumption to Foodbank Victoria. Foodbank is an independent not for profit organisation that provides food relief to individuals and families experiencing hardship. You can donate surplus, out of spec, not suitable for sale product. The only requirement is the product must be fit for human consumption, edible and safe. Please deliver Foodbank donations to Stands 631-632 from 7.00am onwards every Monday, Wednesday and Friday.

DUMPING INFRINGEMENTS

All Market Tenants, Licensees and Users are also reminded that it is a breach of the MMA By-Laws (2012) to bring in or dispose of any rubbish on the Market site. A breach of this By-Law will incur a maximum penalty of \$2,000.

Who do I contact if I need more information?

Please speak with a Market Relations Officer if you would like more information on recycling.

Contact the Market Operations Office on 9258 6169 with any queries regarding waste disposal fees and ways to reduce your waste disposal costs.



SEPARATE AND SAVE

Maximise recycling to reduce general waste and avoid disposal fees.



Watch the video at www.melbournemarkets.com.au/recycling

A new look for a new Market

A fresh start

The new Market at
Epping creates many
opportunities for a
fresh start. To reflect
this, a new look for the
Market and the MMA
was recently revealed,
together with a short
DVD that showcases
what the new Market is
all about. The DVD can
be viewed at http://www.
melbournemarkets.com.
au/epping-relocation.

The opening of the new Market at Epping represents a bold new era and it's fitting that we have a new look to symbolise a fresh start.

A four step process generated the new look.

Step 2

Elements of each of these "streams" – or slices of potential – are captured, so the whole is much greater than the sum of the parts.

Step 1

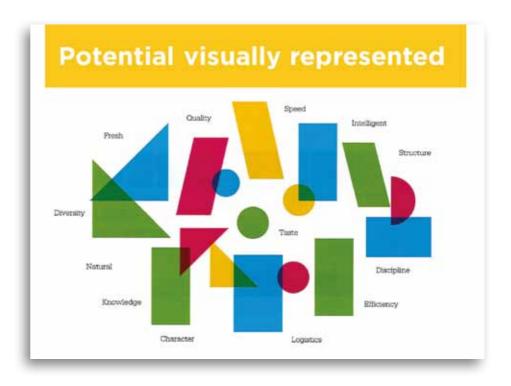
The new look has been inspired by the Market itself – the colour, the diversity, the characters and the freshness – together with the physical environment at Epping and the logistical efficiencies it offers the industry to grow and evolve.





Step 3

This was simplified so it could be visually represented while attempting to retain the original intent.



Step 4

To reveal a fresh look for the Market and the MMA shown here:



As you have already seen, as part of the transition to Epping, we're implementing changes around the West Melbourne site. Some old habits are being replaced as we introduce new operating procedures and recycling practices amongst others.

The MMA has also undergone transformational change also to ensure it is equipped to deliver on the Government's and the Market community's aspirations for the new Market.

While change is never easy, Epping will be a fresh start and that's good for you, good for your business and good for Victoria's fresh economy.

Parking at the new Market



The MMA is in the process of finalising the parking configuration and traffic management plan for the new Market.

Current expectations are that the trading floor tenants (growers' floor) and the Stores area will have reserved proximity parking before trade, up to 3.00am, based on current market hours. The reserved bays will be vacated and vehicles relocated to reserved parking bays.

The Retailers (buyers) will have reserved proximity parking from 3.30am - 7.30am, the reserved bays will then revert to the Trading floor and Stores area.

This design methodology provides maximum access minimum movements.

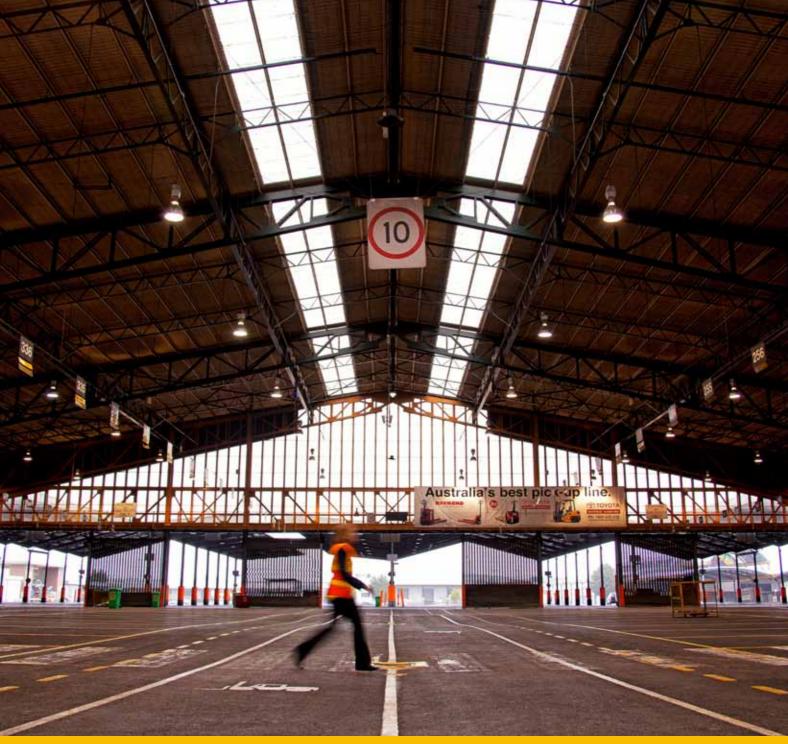
The parking allocation process is under consideration and will be released to the Market community following a thorough consultation period.



CURRENT PARKING CONFIGURATION AT THE NEW MARKET

	No. of bays
Rigid (12.5 m) covered with loading bays	286
Rigid (12.5 m) uncovered with loading bays	176
Rigid (12.5 m) parking uncovered	485
B-double covered with loading bays	24
B-double parking uncovered	36
Cars, vans & small trucks (F&VM & FM)	1,693
TOTAL BAYS	2,700

Note: Excludes warehousing loading, unloading and parking.



LET'S MAKE A CLEAN WORKPLACE

Leave nothing on the ground after a day's trading.



Watch the video at www.melbournemarkets.com.au/recycling

Snaps around the Market









































Index

- Dean, Frank, Chen (Retailer) and Phil from Sculli & Co
- Joe from Monvale Flowers
- Joe Mecca and Dominic Pompei
- Matt and Pep from Medici Wholesalers
- Eddie & Justin loading up for their stand at the Footscray Market
- Greg from Mayblooms
- Tony Cho and our bubbly tour guide Jan from C the Market Tours
- Ozzie Prestia (Rich River) and Charlie Natale (Alfresco Fruits)
- Dave Tonna from Tonna Fruit & Veg
- Norm, Mona and Hiva from the NFC Cafe
- Vince, the Alstro Ma
- Rocky, Phil, Jose, Jamal, John, Joe & Vince from Latorre's Fruit & Veg Wholesalers
- (Angueys) and Kevin (Landscape Link)
- Dean from Brescia showing us what a flexible guy he is!
- Mason, Phillip (Altona Fresh) and Grant (Market West Hire)
- Frank Brugge (Big Valley) and Vince Martino (Ritchies Supermarkets)
- Massimo Ranieri (Capri Receptions) and Mauro Piovillico
- Dean (Brescia), Andrew (The Fruit Box) and Sam (Brescia)
- John from Tripodi Flowers
- Anthony (Apack) and Fidrim (Halit Flowers)
- Paul Pavlou (Mr Fresh)
- Peter (Morabito's Fruit & Veg), Vince (VB Veg) and Nunzio Morabito
- William from SK Phnom Penh

IKON Services Australia

- Waste Management



Greg and George Tahan

The MMA and Plenary Asset
Management welcomed IKON
Services Australia as the Market's
recycling management provider
earlier this year following a rigorous
tender process.

IKON is working with the MMA and the Market community to implement an end-to-end recycling program for West Melbourne and at Epping.

An Australian-owned and operated company, IKON has built a strong reputation in the delivery of cleaning, recycling and waste management solutions to the public and private sectors.

George Tahan is the founder of IKON and has over 37 years professional management and cleaning industry experience. After many years in senior management at a major cleaning contractor, George Tahan decided to go out on his own.

2014 has seen IKON celebrate its 15th year in business. IKON's first major contract, awarded back in 1999, was Swinburne University. They were impressed with George's proposal and innovation and believed that George's experience, knowledge, drive and enthusiasm were best suited for their organisation's needs.

Over the past 15 years, George and the IKON team have been responsible for attaining and managing the following high profile contracts: Crown Casino, Federation Square, and Melbourne Convention & Exhibition Centre, to name just a few. Earlier this year IKON was thrilled to add Melbourne



Innovation

During recent years IKON has grown to encompass IKON Property Services and IKON Waste Solutions. The Management team are also working on a new project in the training field which will take an innovative approach to practical learning.

Family

Greg, George's son has been in the business for more than 12 years and has worked in all areas of business operations – education, retail, commercial and industrial sectors. Like his father, he worked his way through the ranks. "Greg has seen it from the ground up and he manages a lot of complex projects now," says

George's wife Jenny (Administration Manager) along with daughters Laura (Finance & Business Manager) and Jessica (Procurement Manager) have also worked in the business for many years.

Whilst IKON originally started as a family business, the aim has always been to employ the best people for the job. As business growth demanded, IKON has employed market and field experts to complement the team.

"Our staff are our most important asset. The basis of a successful business is its people and a culture that exemplifies a uniform belief that the highest standards are reached and exceeded without exception," says George.

Melbourne Market Waste Recycling

George and Greg have travelled all over the world to see the best approaches to waste management. "The culture in Europe towards recycling is quite different to the culture here, although we're catching up. The attitude is we don't have waste, we have produce," says George.

The aim for Melbourne Markets is to achieve 95% of all waste being recycled. Improvements have already been seen at the market. Each month recycling rates have improved, with the current rate being 78% of all waste recycled.

George believes that can be improved on. "With the cooperation of all parties, the majority of the produce at the market can be recycled," he says.

Separate and Save!

Did you know disposal costs for general waste have increased on average 14% every year in recent times?

This is due to limited capacity in tips, government wanting less tips and increased travel costs transporting waste. That's before environmental impacts are taken into account.

Recycle

At Melbourne Market, sorted paper, cardboard and polystyrene can be disposed of for free and the first pallet of uncontaminated organic waste is free (\$30 per pallet for more pallets).

Waste

The cost for disposal of general waste or contaminated organic waste is \$80 per pallet or \$105 per 1.5m cubed bin or \$140 per 3m cubed bin.



Bong Su the elephantIoves Melbourne Market produce

Five tonne bull elephant Bong Su eats about 60kg of food a day – and luckily for Zoos Victoria, the Melbourne Market community donates fresh produce.

First Meeting

Lucy Truelson, now an Elephant Keeper at Melbourne Zoo, first set eyes upon Bong Su when she was a little girl. "The first time I visited the Zoo was as a young child. I can still remember turning the corner and seeing Mek Kapah and Bong Su for the first time. I was speechless and in awe of them, they were so big! I was hooked."

Lucy has now been working with Bong Su for over 13 years. "I would describe him as a true force of nature, he is a five tonne Bull - his strength is incredible - but he is a gentle giant," she says.

Bong Su Turns 40!

Bong Su recently turned 40 and is in excellent health. He came to Melbourne Zoo as a three year old from Malaysia, travelling by sea.

"We transported him in a custom-built crate on the back of a large low loader truck from his old enclosure to the new one," says Lucy. "I rode on the back of the truck with him the whole way, talking to him and giving him treats, and then I stayed late into the night with him. I will never forget the way he looked when he explored the new exhibit for the first time, the excitement and joy as he ran down the hill, pushing on the tree trunks and going for his first swim in the deep pool."

Elephant Company

Bong Su's life changed again in 2007, when three young female Elephants arrived from Thailand. A breeding program started, with the birth in 2010 of his first offspring, Mali (Melbourne Zoo's first calf ever born, the second ever in Australia). Since then he has fathered Ongard, Sanook and Man Jai

and another calf, Pathi Harn, at Sydney's Taronga Zoo. Bong Su is an important part of the breeding program and a fantastic ambassador for his species – giving the zoos the opportunity to tell guests about the threats facing elephants in the wild.

Food for Fun

Food plays an important part in Bong Su's life - and not only as a source of nutrition. "A large part of our job is to provide an enriching environment for our elephants, which often revolves around food," says Lucy. "We spend a fair amount of time hiding food around the exhibits and placing it inside objects that they have to manipulate to retrieve the food. This challenges them both mentally and physically, which is really important," explains Lucy. Bong Su's favourite foods - apples, bananas, watermelon and pineapple and dates are reserved as training treats.

Support from the Melbourne Market

The Melbourne Market community supplies the majority of fresh produce for the elephants. "I sometimes think that the elephants eat a better quality diet than we do!" jokes Lucy. "The relationship we have with the Melbourne Market is truly valued. It is so important that the community supports the Zoo. Any contribution however great or small helps us create the best environment we possibly can for the animals in our care but also assists our fight against extinction. If our community gets behind us we can be incredibly powerful and we can also create a great culture for our children to learn the importance of valuing our wildlife and their environment."





one elephant will eat 60kg of food a day



Retailers of the Month

Nancy and John Merlino



Jane Perkins

MARCH 2014

MERLINO FRUIT & VEG. NEWPORT

Husband and wife team John and Nancy Merlino have been conducting this business in a compact "village style" strip shopping area near the Newport station since June 1970. In the narrow shop they make full use of the space to ensure a full range of fresh produce supplied daily from Melbourne Market.

John has already passed his 40-year veteran award as a retailer at the Market, and he boasts that his 1971 Bedford truck is still doing sterling service as the only one of its type. John and Nancy have found that the local community is a faithful one, with regular customer families spanning generations. They have already been awarded a Retailer of the Month in 2004, and certificates of appreciation from community organisations grace the walls of the shop. This latest award is proudly proclaimed with a special poster across the front window of the shop.

APRIL 2014

ADMELLA'S FRUIT & VEG, PORTLAND

Jane Perkins worked at this business in the main street of Portland for many years. Obviously she enjoyed it, because three years ago she bought it!

Previously Admella's Orchard, it is now big, bold and bright, reflecting an obviously happy staff ranging from four up to 12.

These days the business is still both retail and wholesale, serving restaurants, hotels hospitals and other outlets. The produce is bought at the market three times a week by King Cole in Warranambool and delivered to Portland.

Bold shop signs signify product categories and Jane ensures there is almost no wastage with the addition of a thriving juice bar. Good use is made of market-supplied promotional posters and there's plenty of cheerful fun with the many regular customers.



Joe Barling

MAY 2014

BARLING'S FRUIT MARKET, COLAC

Joe Barling has had this business for only two years, but has drawn on fruit and vegetable industry experience going back about 15 years. His business, only a block from the main street of Colac has the advantage shared by many fresh produce businesses in regional areas - generous floor space. The area is also blessed with good parking area for customers.

Joe has made maximum use of the space in his stand-alone business with plenty of "trolley room" and giant photographic quality product illustrations on all walls. There is also plenty of room for large scale displays.

Joe previously had a wholesale business in Cobden, also in Victoria's southwest, but moved that to concentrate on both retail and wholesale from Colac. It keeps busy a staff of up to 15 at times, and it means trips to Melbourne Market three times a week.



Toufic and Susan El-Ahmor

JUNE 2014

ROSANNA FRUIT SUPPLY, ROSANNA

In this village style strip shopping area beside Rosanna railway station, Toufic and Susan El-Ahmor have established a brightly lit and colourful "beacon of freshness". They've operated the business for eight years, having attracted a loyal steady stream of customers. Toufic's fresh produce experience spans more than 20 years.

A timber vaulted ceiling adds warmth to the tiered displays of fresh produce as well as allied lines and premium flower presentations. Honey, nuts and Berry King jams from Silvan (exclusive to selected fruit and vegetable retailers) are featured. Custom price tickets are well placed and freshness is assured by purchasing from Melbourne Market four times a week. Certificates of appreciation from local schools and other community organisations mark the support of the business.

Retailers of the Month

JAP Rumpkin 279

Anthony Costa



Deanna Gulle

JULY 2014

LOWER PLENTY FRESH, LOWER PLENTY

Anthony Costa's Lower Plenty Fresh is in a thriving cluster of shops and other businesses fronting a main road, and surrounded by housing. It makes his business very much a local one with customers appreciating having high quality fresh produce available.

From standard to exotic lines, the displays are immaculate. As the picture shows, Anthony Costa can also create big displays in a relatively small space. He has been in the business for just five years, but that is backed by a period working in wholesaling at the Melbourne Market, and 10 years in fresh produce at Woolworths. Such experience, he says, proves the importance of maintaining fresh quality by daily purchasing at the market. Appreciation certificates from local organisations show that Lower Plenty Fresh is truly part of its community.

AUGUST 2014

SUNBURY FRUIT MARKET, SUNBURY

This business has become something of an institution in busy Sunbury these days, having been in existence for 40 years. Nowadays Deanna Gulle (pictured) is carrying on the business with occasional help from husband Nick, now retired, sons Michael and David, and brother-in-law Frank.

The expansive shop features large colour prints of fresh produce and promotional posters. The business won a Retailer of the Month award in 2003, and was a finalist in the Retailer of the Year that year. Outside the double frontage shop there's a paved area with portable red display trolleys, covered by large picnic umbrellas. There's also a large stand-alone promo for Aussie Apples. Inside there's a full range of fresh produce, as well as allied lines. Big bulk displays are a specialty, along with some pre-packs.

Loddon Murray Visit the Market

Each year the Loddon Murray Community Leadership Program visit the Melbourne Market to educate their participants on how the market operates and its role in the fresh produce supply chain.

The group encompasses men and women from agriculture, business, government and community sectors across regional Victoria with the aim of developing and building their skills and knowledge, ability and understanding, to assist them in becoming more effective community leaders.



19 August 2014

Opportunities for Import and Export Trade to Milan, Italy

The MMA and Italian Chamber of Commerce in Melbourne would like to hear from any tenants interested in trade opportunities with Milan, Italy.

In 2001 a Memorandum of Understanding was signed between the Melbourne Market and the Milan Market to foster international trade opportunities between the tenants of the two wholesale markets.

Thanks to these arrangements and with the forthcoming transition to Epping's state of the art facilities, import-export opportunities exploiting counter seasonal trade between Australia and Italy have arisen.

The Victorian Government will lead a trade delegation to Milan in May 2015 to coincide with the Milan World Expo. The trade mission will provide a unique opportunity for Victorian exporters to explore new business opportunities or strengthen existing ties with the region and beyond.

The Victorian Government will promote Victoria's clean, green, quality produce and is seeking interest for participation from Victoria's food and beverage producers and suppliers.

HOW TO REGISTER YOUR INTEREST

Please contact Corinne Said, Melbourne Market Authority (MMA) on (03) 9258 6180 or visit the MMA Administration Office.

China confirms taste for Citrus at the Melbourne Market



The Melbourne Market hosted a 20-strong Chinese delegation on 23 June who were on a 10-day trade mission to Australia facilitated by Citrus Australia. The Chairman of the powerful Chinese Agricultural Wholesale Markets Association (CAWA), Zengjun Ma, said he wants to ramp up imports of fruits and vegetables after signing a landmark agreement with the peak body for the Australian citrus industry.

Mr Ma works very closely with the Chinese government and the quarantine association, so this is about forming relationships at those levels and facilitating business. The Victorian government is planning a trade mission to China in September to be led by the Victorian Minister for Agriculture, Peter Walsh. The government is working to improve existing market access protocol for Victoria's citrus exports to China, which could significantly boost trade.

WHO Sculli & Co **OF THE MARKET**

I don't think there are many people in the market that haven't met Tom Ierianni "The Professor" (more about that later). He has been a part of the market community for the last 40 years and is a well-liked and respected market man.

As you know the market has a rich multi-cultural diversity, and Tom is no exception. He was born in Melbourne from Italian parents, Tony and Evelina, who immigrated in the early 50's. Although they came from the same village it wasn't until they bumped into each other again here in Australia that things kicked off. They married in 1956 and had six children, "the Brady Bunch" as Tom describes it, 3 boys and 3 girls, Tom being the eldest.

As a youngster Tom would often help his parents during school holidays, working at their stand at the Queen Victoria Market. When he was 17, he joined his parents who had now relocated to B Store 220 at the Melbourne Market.

For the next 25 years his family enioved success from their "corner store" but due to his father's ill health the decision was made to lease the store out. The store is now operated by Latorre's Fruit & Vegetable Wholesalers.

Tom stayed in the market for a short while but then had a complete change of direction - delivering shoes for Aquila. He soon found though that he missed his mates and returned to the market, initially working for Fonzies Produce, moving to Sculli & Co about 8 years ago. He was

WHO'S Tom Ierianni



given the task of processing orders but when one of the forklift drivers left a year ago he swapped to this role and loves it. Knowing all the buyers and where they park, it was a perfect fit.

When asked what hobbies he has Tom is unequivocal in his answer "I love my football". He barracks for Collingwood and has sponsored the team since 1989, delivering fruit twice a week as well as before and after training. He likes to stay there for a couple of hours chatting and catching up with all the players. He goes to the game every week and all his family are Collingwood supporters. Even his wife Nella, who never followed football, is now an ardent supporter "She is now worse than me! She comes to all the games and is a member."

His passion for Collingwood has earned Tom the nickname "the Professor". He knows everything, and I mean everything, there is to know about the club; the players, games, all the stats. He also has a house full of Collingwood memorabilia. "My hallway is full of posters of footballers, all signed." As part of his sponsorship Tom receives two memberships annually and at the end of each year he will get a signed jumper or photo. He has so many that he has run out of room. "I wanted to put them in the kitchen but my wife banned me!" No surprise there.

When he has time, Tom also enjoys a game of golf "warm weather only", walking and spending time at his holiday house in Dromana.

Tom says he will definitely be staying on with the move to Epping. "I love the people, it is like a big family, all brothers. Outside the market they're a different sort of people, not family like here". And, he adds, the new market is less than a 5 minute drive from where he lives, bonus!



BOOST YOUR BUSINESS





THE MELBOURNE MARKET IS GOING PAPERLESS

As of 1st September 2014 printed copies of Market Circulars and other notices will

During July and August we have been updating as many email addresses and mobile phone numbers as possible to make sure you continue receiving notices about your tenancy, the transition to Epping and general market circulars.

If you haven't updated your details please do so to receive emails and SMS alerts with the latest market news and ensure you don't miss out.

Update your email address and mobile phone numbers today.

Email info@melbournemarkets.com.au Call us on 03 9258 6131

Visit Customer Centre or the MMA Administration Office

WHERE TO ACCESS CIRCULARS AFTER 1 SEPTEMBER 2014

All circulars, news and other notices will be available:

- Via our website www.melbournemarkets.com.au
- To those registered on our e-database via our email and SMS alerts.
- Customer Centre and Epping Info
- Summary alerts and updates published on the TV screens around the Market.



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

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

To make the smart choice and discover how Toyota Material Handling can make a difference to your operations, contact your local branch.





Pickers



Stackers



Forklifts



Counterbalance



Counterbalance



Skid Steer Loaders



Toyota Material Handling offer

- New Sales
 Pre-owned
 Rentals
- Finance Service and Parts

www.toyotamaterialhandling.com.au

