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behind - are
you prepared
to move?
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date
announced**

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**Where's the
coffee?
Epping
map
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Statement from *Jaala Pulford*

Minister for Agriculture and Regional Development

I am pleased to announce that the new state-of-the-art fruit, vegetable and flower market in Epping is expected to open on 3 August 2015.

The new market gives Victoria's fresh produce and cut flower industries the opportunity to grow and to cement their position as a leader in Australia.

Work to relocate stalls and other market operations will commence in late June, and the Government will work closely with market tenants to monitor progress and provide ongoing assistance required to meet the target date.

Over the coming months, all market participants will have many opportunities to visit the new Epping market and familiarise themselves with all the necessary landmarks so that they are prepared on day one of the market opening.

This is an exciting time for all market participants and we look forward to working with you.



The new state-of-the-art fruit, vegetable and flower market in Epping is expected to open on 3 August 2015

from the CHAIRMAN



We welcome the Minister for Employment, the Hon Jacinta Allan and the Minister for Agriculture and Regional Development, the Hon Jaala Pulford who will now oversee the relocation to Epping. During March the MMA hosted a visit from Minister Pulford to showcase what has been achieved to date.

In February, Valentine's Day continued to be a highly successful period for flower growers and this year was complemented by a campaign to promote the event. In a first, Flowers Victoria, the MMA and a number of industry members joined forces to deliver this marketing campaign aimed at getting people to their local florists to *discover the power of the flower*.

Site visits for fruit and vegetable buyers were run in February on different days (including Sunday) to maximise convenience for buyers. So far, more than 450 buyers have attended. More visits are being planned for the market community and we encourage all market users to join a site visit to see progress first-hand.

Site visits will help market users familiarise themselves with the site. The more we are all are familiar with the Epping layout, the easier it will be for everyone on opening day.



STEVE MCARTHUR
CHAIRMAN

from the CEO



Parking Expressions of Interest forms have been collected from all sections of the market community. In all, we received more than 1,000 responses. The process of compiling all responses and matching against available parking is now underway and we look forward to advising tenants about the allocations.

Following a survey to get feedback on preferred channels for communication, a monthly printed newsletter tailored to each segment of the market community is being produced to ensure everyone has information about the transition.

Along with Worksafe Victoria, the MMA continues to highlight forklift safety at West Melbourne to provide a safe workplace

for us all. To help make driving a forklift easier and safer, the MMA has worked with accredited Forklift Driver training provider DECA to offer a tailored refresher course.

There are many changes being introduced at West Melbourne to reflect the safe operating environment we are aiming for at Epping. A settling in period at the new Market is expected and the MMA is committed to reviewing many of these measures within 12 months of our move to determine if they are meeting the needs of the market community.



MARK MASKIELL
CEO

We're on the move to Epping!

With the Minister for Agriculture and Regional Development announcing a target opening date of 3 August 2015, preparations for the transition to the new Market at Epping are in full swing.

So where is everything up to, and what do you need to be doing to prepare for the move?

Parking: All businesses have been invited to submit an Expression of Interest (EOI) for parking. This process has now closed. Everyone who submitted an EOI will be given information about their parking allocation. If you are not happy with the outcome of the EOI or you did not make a submission, you can put your name down on a waiting list with the MMA.

Site visits: Everyone at the Market, including business principals and staff, should attend a number of site visits to the new Market at Epping before the move. More site visits are being scheduled for May.

Forklift/electric vehicle storage: Last month an EOI request went out for forklift/electric vehicle storage bays. Businesses will be allocated storage based on the location of their business and parking.

Access cards: Everyone will need a new access card for Epping. To get your new access card you will need to do an online induction, complete an application form and have a new photo taken. You will be able to pick up your new access card from the new Market at Epping.

Pooling equipment (pallet accounts): All fruit and vegetable related businesses will need an account for pallets – a 'pooling equipment

account'. You must arrange an account with pallet suppliers CHEP and Loscam. If your business does not use pallets, then you will need to provide a statutory declaration to the MMA confirming this.

Fit out: If you're a store holder you would know that the store fit out process is well under way. For the Fresh State bulk fit out, Schiavello Constructions and Harris HMC were selected as the providers for standard store and office fit outs. Store holders not using the Fresh State fit out process should be working with Root Projects Australia. It's expected that all store fit outs will be complete by mid-year.

Electricity connection:

If you're a stand holder you should have registered for stand power at the new Market (if you choose to have power).



FOR ANY QUESTIONS OR FOR FURTHER INFORMATION YOU CAN:

- Visit the Epping Information Centre at the centre of the fruit and vegetable market trading floor
- Contact the MMA team on (03) 9258 6100, 8am-4pm Monday to Friday
- Email info@melbournemarkets.com.au
- Visit the MMA website www.melbournemarkets.com.au/marketrelocation



Retailer site visit: Inside the fruit and vegetable trading floor

Site visit wrap up

Retailer site visit report

Around 450 fruit and vegetable retailers visited the new Market at Epping, as part of six site visits offered during February. This was a promising show of interest from the Market's customers.

For most retailers this was the first time they had been to the new Market at Epping, and feedback was very positive. There were lots of questions about parking, and constructive discussion on a range of topics.

Many of the retailers' questions will be answered once the retailer parking Expression of Interest (EOI) is finalised.

Part A warehousing site visit report

In late February, businesses in the new Part A warehousing had their first opportunity to inspect the warehousing at the new Market at Epping. Around 80 per cent of businesses attended, mostly fruit and vegetable stand holders.

Also at the visits were a number of commercial licenced builders, panelling and refrigeration contractors, cool room door suppliers, racking contractors, designers and electricians. Market businesses were able to ask questions of these suppliers and start early work on planning their warehousing fit out.

Flower market site visits

At the end of March flower market stand holders and florists visited the Market and were very positive about the new site. The site visit gave people the opportunity to walk around the flower market floor, parking space and see where the café and supply stores will be located.

Next round of site visits

Site visits are planned for May when some of the finishing touches on the trading floor are complete. Other site visits will be available following the finalisation of parking, giving everyone in the market community the chance to look at their space in relation to their parking, and get a better idea of movements and logistics.



**Site visits are
planned for May**

What do you think about Epping?

We joined a tour on 19 February to find out what people thought about the new Market.



Domenic Mollica - MnM Fruit, Preston and Coburg

"It's quite impressive and big. I currently like Footscray because I've been going there since I was five – so over 40 years. I know my way around Footscray and how everyone operates and how the system works out there. Here it's going to be a change but I'm sure we'll get used to it and once the systems are put in place I'm sure we'll find our way around."



Craig Cannavo - Flavours Fruit & Veg, Tullamarine

"It's big. That's the first thing that hits you – that it's big. I think it'll be alright. But, let's see. Time is money, that's the old saying. I think if everybody's on a level playing field, we've got more chance of getting in, getting what we need and getting out."



Grant Robinson - Kallista Biodynamic Market, Kallista

"I think it's fantastic. I love it. It looks new; it looks efficient. It looks like there's some really solid thought gone into how it will flow and safety. They've done a lot to reduce carbon emissions and recycle more water, so I think that's all fantastic too. I think that's a really good attitude for the MMA to adopt."



Tom Raft - Tom Raft's Fruit World, North Melbourne

"I'm just really pleased with the way the tours have gone and the flexibility. We had the feeling there wasn't any flexibility, but I can see just through the talks now there is a little bit of flexibility – within reason. I think management have listened to a lot of concerns and I think they've addressed them. So I think they've put a lot of people at ease today, especially me."

Accessing the new Market



Everyone will need a new access card for the new Market at Epping. To get your new access card you will need to do an online induction – similar to the one you did for the West Melbourne Market, and have a new photo taken.

Access cards can be picked up from the new Market at Epping as part of a future site visit. 2015 access cards for the new Market will cost \$28.20 (inc. GST). If you have a Gold Card, you will not be charged for your access card. Cards will be activated closer to the opening date.

April - May	Business principals: <ul style="list-style-type: none"> ▶ Secure vehicle parking allocation ▶ Open a Pooling Equipment Account (pallet account) - if required ▶ Provide proof of market-related business ▶ Meet all other conditions under Operating Rules
	Individuals: <ul style="list-style-type: none"> ▶ Complete online induction ▶ Complete access card application ▶ Meet all other conditions under Operating Rules

May - July	Card issued: Visit the new Market at Epping and present your completed application form and evidence of passing your online induction.
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Prior to Market opening	Card activated! Giving you access to the new Market.
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Store fit out update

There has been much progress over the last few months on the Fresh State bulk delivery of standard store and office fit outs. Fresh State has selected Schiavello Constructions and Harris HMC to deliver the store fit out works.

These two contractors will fit out the majority of stores and upstairs offices, and are in the process of signing 'simple works contracts' with individual store holders. Work started in March and is scheduled for completion by mid-year so that all systems can be tested before the new Market opens.

If you have any enquiries on the Fresh State store fit out, you can contact John Roach at Fresh State on (03) 9689 3233 or john.roach@freshstate.com.au

Store holders not using the Fresh State standard store fit out process should contact the Tenancy Coordinator of Root Projects Australia to discuss their requirements on (03) 9654 0488 or email: tenancycoordinator@rootprojects.com.au

Fitted out and ready to move

For Dino Antonello the move to Epping isn't just a change in location - it's an opportunity to change the way Antonello Produce operates.

At West Melbourne Antonellos is run from six stands, but will move into two stores at Epping. One store fitted out with a cool room, the other a dry store.

It will mean that rather than spending two hours a day setting up the produce on the stand, and packing down - all produce will be in the store ready to go.

Preferring to be on the front foot, Antonello Produce started the store fit out before Christmas and the two stores are now finished. "We bit the bullet and decided to outlay the cost for the fit out. We went out and got quotes and went with a reputable supplier and haven't had any great problems. The process took a few months," says Dino Antonello.

Cool Dynamics Refrigeration, Cool Dynamics Electrical and SBP Victoria were engaged to design the two stores.

Director of SBP Australia Max Burns said Dino knew what he wanted for his fit out from the start. "He had a clear picture of what he wanted including refrigeration, LED lighting, heavy-duty drive in and selective racking. We were able to design and build a complete package to suite his specific needs."

A lot of work has been done to improve cold chain logistics. The new stores will also feature a rapid door out to the car park. Operated by remote control, the fast closure of the door will ensure produce is kept cool.



Fit out almost complete - Antonellos' racking.



"For us, Epping will be great, we are really looking forward to making the move."

Dino Antonello,
Antonello Produce.

"We're hard-produce traders, so we stock watermelons, pumpkins, onions, garlic, ginger and pretty much any type of potato you can think of. Some of the produce needs to be kept cool, so it will be able to remain in the cool room and won't have to be moved around the floor," says Dino Antonello.

Both stores have also have been 'racked up' on both sides of the long walls, so pallets can be stacked - allowing for more floor space.

With 12 staff in total, Dino - along with his sons Adrian, Lucas and Anthony - run the business. Although Dino has 'retired' to work in the office with his wife Theresa he looks after the administration side of things.

"For us, Epping will be great, we are really looking forward to making the move. It was a big decision for us to go in this direction. We want to have a permanent presence at the new Market and moving to a store model, while not for everyone, is the best way for us." say Dino.

Keeping yourself informed

There are a number of ways you can find information about the new Market at Epping. Information has been tailored for different groups, so whether you are a retailer, store holder, stand holder or work in the National Flower Centre you will be able to find information that is relevant to you.

As always, those who have registered will continue to receive weekly updates through the *This Week in the Market* email and get a text message (SMS). If you don't receive *This Week in the Market*, you can update your contact details by calling (03) 9258 6131, emailing info@melbournemarkets.com.au, or visiting the Customer Centre or MMA Administration Office.

The Melbourne Market website has been updated. Now you can find all the information about the transition under the 'Market Relocation' tab. There are sections for store holders, stand holders, warehousing, fruit and vegetable buyers, the National Flower Centre and market businesses.

You can also find information about the new rules and download a site plan, including store and stand allocations and Part A warehousing map.

For information in hard copy, you will see four versions of the monthly update newsletters being handed out by Market Officers. There is one for store holders, stand holders, retailers and for the National Flower Centre. They will also be made available in the cafés.

If you have any questions about the transition, you can contact the MMA, either directly or through the advisory committees. Email us at info@melbournemarkets.com.au or call us on (03) 9258 6100.

EPPIING INFORMATION CENTRE OPENING HOURS

Melbourne Market staff at the Epping information centre will be able to answer questions about the transition to Epping from 7am–9.30am Monday to Friday.



The updated website and printed monthly updates mean that you can easily find regular information that is relevant to you.



New Market at Epping operating times

Operating times for the new Market were developed in consultation with the market community. In reaching a decision on the new hours everyone's views were considered in the context of what's in the best interest of a healthy market – attracting buyers and sellers to create an active and competitive trading environment.

These hours will come into effect following the transition to the new Market at Epping.

Trading hours will be reviewed by MMA during the first 12 months of operation to make sure they meet the needs of the market community.

Fruit & vegetable market

	Start	Finish
Monday	3.30am	7am
Tuesday	4.30am	7.30am
Wednesday	4.30am	7.30am
Thursday	3.30am	7am
Friday	3.30am	7am
Saturday and Sunday	Not trading	

Flower market

	Start	Finish
Monday	3.30am	7am
Tuesday*	3.30am	7am
Wednesday	3.30am	7am
Thursday*	3.30am	7am
Friday	3.30am	7am
Saturday	4.30am	7am
Sunday	Not trading	

* Key trading days for flower market

**MAKE A
FRESH START
WITH CHEP
AND WIN!**

Open a CHEP Account before 31 May 2015 for your chance to win two tickets to this year's AFL Grand Final!

We'll be at the Epping Information Centre two days a week until the move. Whenever you see the

CHEP banners flying, stop in to find out how you could benefit by setting up an equipment pooling account with CHEP.

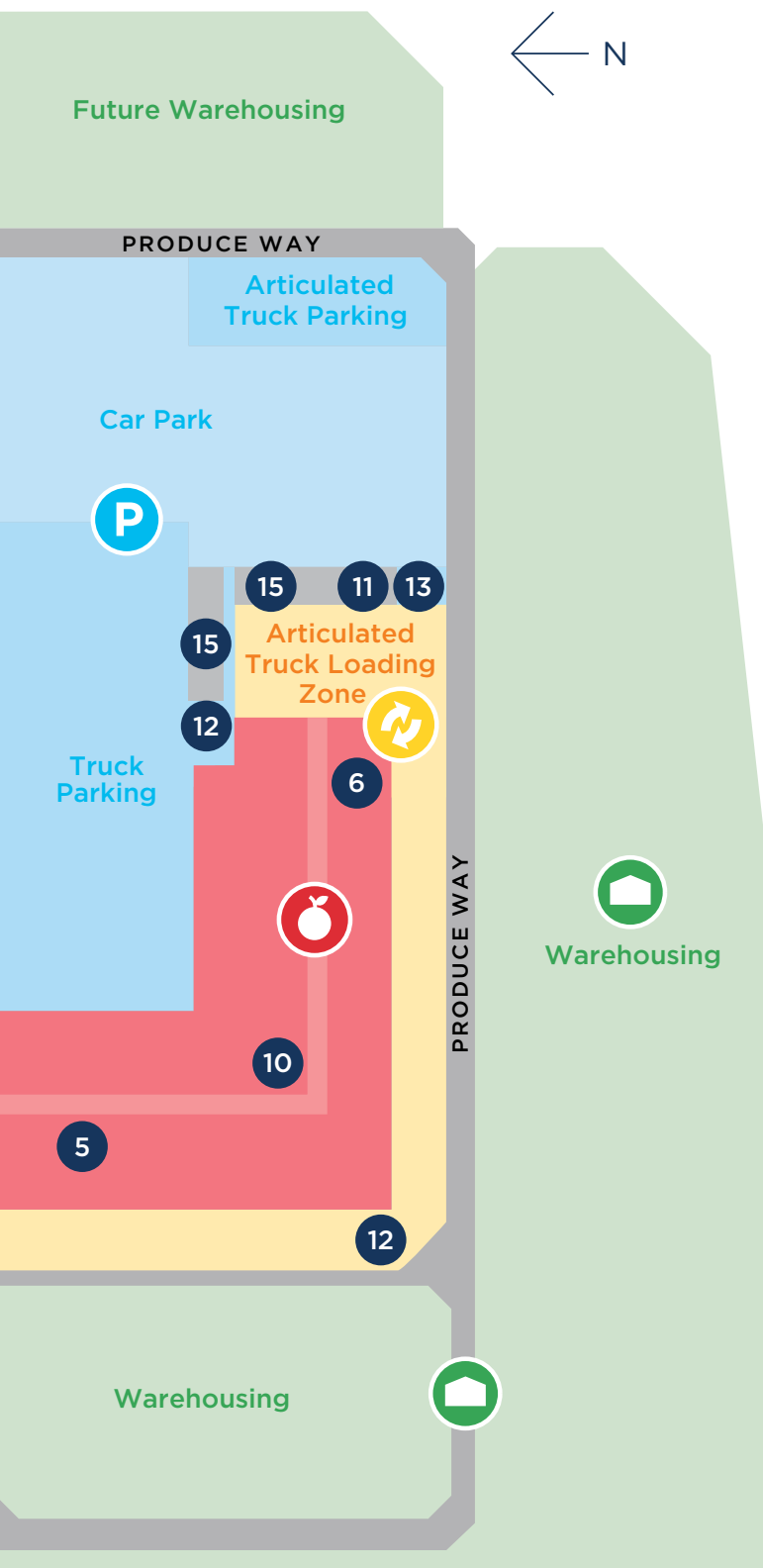
MAKING POOLING SIMPLE.



13 CHEP (13 2437)
Melbourne.Market
@chep.com

Finding services near you





You can now work out the closest place to buy coffee, get your forklift serviced or buy supplies. This plan of the Market shows that no matter where you are, you won't be too far from market services. There's a wide variety of outlets, with more to come!

- 1 Office accommodation
- 2 Conference facilities
- 3 Proprietors of Norm's Café No. 4
- 4 Proprietors of Café No. 2 (Berkis)
- 5 Proprietors of Orino Café No. 3
- 6 Proprietors of Rando's Snack Bar Café No. 1
- 7 Proprietors of Flower Market Cafe
- 8 Apack florist supplies
- 9 Cue B R packaging supplies
- 10 Retail outlets
- 11 Forklift maintenance
- 12 Market hire facilities
- 13 LPG Filling Stations
- 14 Recycling station
- 15 Forklift/electric vehicle storage & charging

Office accommodation

Office accommodation is now available for lease. Space up to 400 square meters is available for professional services. For more information call Matt Elliott on 0448 908 821 or email matthew.elliott@melbournemarkets.com.au

Conference facilities

Conference room facilities are available for casual hire. These include a kitchenette and audio-visual facilities. To enquire about booking please call MMA reception on (03) 9258 6100.



Warehousing update

Part A warehousing update

The Part A warehousing construction at the new Market at Epping was completed in early February, and warehouse tenants had their first opportunity to inspect the facility in late February.

With the leasing process now complete, Part A warehouse tenants are focussed on preparing their spaces for fit out, and many have already started work on designs and getting quotes.

Part B warehousing update

Construction of the Part B warehousing has progressed well over the summer and looks set to be delivered as planned. The construction team has finished building envelopes of Pads B-E and started pouring the external slabs. We're now seeing the scale of the warehouses as they begin to take shape. Structural works have begun on Pad F with good progress being made on the roofing and wall lining.

The next stage for construction is to complete internal fit out of services within the warehousing and complete construction of offices (where requested). For those tenants undertaking their own fit out works, fit out documentation, including Builders Permits, is progressively being reviewed and approved by Hansen Yuncken so that works can get underway ready for the August opening.



Forklift safety

Between 2012 and 2013, two employees were killed while operating forklifts at Sydney Markets. The deaths sparked a forklift safety review resulting in mandatory wearing of seat belts at Sydney Markets.

The fitting of seatbelts to forklifts and wearing of seatbelts while operating a forklift are mandatory at the West Melbourne and Epping sites. In the event of a forklift tipping over, seatbelts ensure that the driver remains in the seat, greatly reducing the risk of being trapped underneath the vehicle. We continue to enforce forklift safety at West Melbourne to provide a safe workplace for us all.

To help in making driving a forklift at the Market easier and safer, the MMA has worked with accredited Forklift Driver training provider DECA to offer a tailored refresher course at a discounted price of \$140 for all forklift drivers at the Melbourne Market. The 2-3 hour course will cover theory and practice and participants will receive a certificate of completion.

Please phone DECA on 1300 365 400 or email at talk2us@deca.com.au to take advantage of this offer. The course will be held on site at West Melbourne leading up to our move to our new Market at Epping.



Seatbelts must be fitted and worn in all forklifts

FORKLIFT SAFETY AT THE MELBOURNE MARKET



Always wear a seat belt.

If a forklift overturns, the safest place for the operator is in the cabin with a seat belt on. Buckle up; it could save your life.



Carry your valid licences.

Always carry a valid driver's and forklift licence and Markets access card. You could be asked to present these at any time.



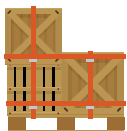
Obey speed limits.

Always adhere to speed limits of 10km in undercover areas and 15km in open areas.



Use your lights.

Always use operating lights in open areas between dusk and dawn; or when visibility is low.



Stabilise your load.

Make sure your load is stable, secured and not overloaded. A load should not be higher than your forklift mast.



Do not use your mobile phone.

Never operate a forklift while using a mobile phone. This includes texting. No call is worth your life. Pull over, or call or text back later.



Do not wear headphones.

Wearing headphones is not permitted while operating a forklift. This unsafe distraction could cause an accident.



Do not smoke.

Smoking is not permitted while operating a forklift.



FINES FOR NON-COMPLIANCE START AT \$442.83 Speak to a Market Relations Officer for more information.

Snaps around the ***Market***



Helen and George



John



Gabriele



Tony



Cheryl



Vince, David, Luis, Leo, Paul and Victor



Andrew and Horace



Jenny



Tony



Soan



Leo and John



Gattellari and Rocky



Joe, Rose and the Vinces



Lien and Cong



Alton



Michael, John and Nick



Fidrim



Ali, Anthony and Chris



Vince and Charlie

Valentine's Day

The Power of the Flower

This year Flowers Victoria, MMA and a number of industry members joined forces to invest in a marketing campaign that aimed to get people running to their local florists for Valentine's Day.

As those in the flower industry would know, sales often decline in years when Valentine's Day falls on a weekend, most likely because there are fewer deliveries made to workplaces.

To counter this in 2015, a multi pronged campaign was developed. The campaign included a mix of radio, online and social media advertising as well as point of sale kits for florists. This year, florists were also given marketing tips to help encourage their customers to give the gift of flowers on Valentine's Day.

Tips included teaming up with local restaurants and cafés, gearing marketing towards men and making the most of social media channels like Facebook and Instagram.

Evaluation research found that 66 per cent of florists felt that by Valentine's Day being on the Saturday negatively impacted on sales, particularly phone orders. However of those who saw the campaign, 93 per cent thought it was valuable in countering the weekend date.

93 per cent of florists thought the campaign was valuable

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WIN AN IPAD MINI**



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New Zealand*



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Seth Mander

smander@warequip.com.au
0488 460 008

Growth in Asian vegetable sales

Asian vegetable sales are on the up in Australia, according to the latest Nielsen consumer research report prepared for the Australian vegetable industry.

In numbers:

- There has been an eight per cent increase year on year in both sales by volume and value of sales.
- The average spend on vegetables per trip has also increased – so spend on Asian vegetables is largely an additional spend rather than a move away from other vegetables.

- Couples aged 35–59 have increased their share of sales by volume from 20 per cent of the total volume of Asian vegetables sold in Australia in 2013, to 30 per cent in 2014.
- In particular, bok choy, choy sum, wombok and pak choy are becoming more popular with Australians.

Additional data from Project Harvest, a three-year project conducted by Colmar Brunton that tracks consumer sentiment regarding vegetables, suggests a major selling point for Asian vegetables is their ease of preparation, and are most likely to be used in stir-frys.

Imperfect picks

A new food movement is taking hold around the world, and it could be a good sign for growers. Consumers are looking for ways to cut costs and reduce their impact on the environment.



There have been a number of international movements promoting 'imperfect' fruit and vegetables. The aim of many of these campaigns is to educate consumers that blemished produce has the same nutritional value and taste of regular produce, and often costs less.

Currently, many growers dispose of blemished produce with no compensation, even though the cost of producing it is the same regardless of outcome.

Alex Livingstone, CEO of Growcom says that potentially everyone in the supply chain could benefit.

"If there is consumer demand for blemished produce, then retailers will benefit from filling a gap in the market and growers can reduce their waste and increase profit margins."

Mr Livingstone also made the point that while selling produce at a lower price benefits consumers, it's important not to devalue the production of food as a blemished crop costs the same amount to produce as an a-grade crop.

"As long as the sell price is above the cost of production, and we're not forcing over supply of the market then growers and wholesalers could definitely benefit," said Mr Livingstone.

The Greengrocer's Diet

A new diet book that encourages people to eat more vegetables has been tried and tested by fruit and vegetable wholesalers and retailers in New South Wales with great success.

The aptly named 'Greengrocer's Diet' book by food coach Judy Davie encourages people to eat fresh foods that are in season and where possible buy from their local greengrocer rather than supermarkets.

When writing the book Judy trialled the diet plan on a group of men from Sydney Markets. Given their busy lifestyles many were overweight, ate poorly and were unhealthy.

Roy, a wholesaler at Sydney Markets, was overweight and so unhealthy that he'd already had a major health scare – a heart attack while he was at work. Roy pulled together a group of friends at the market and they all made a commitment to change. He even put in a bench at his store specifically for making smoothies for everyone. He lost 17 kilograms in eight months, and has managed to keep it off.

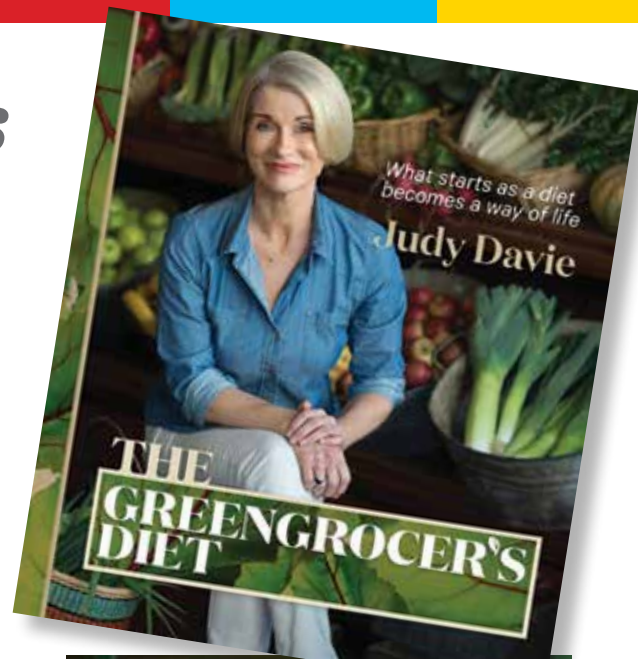
Judy Davie believes that vegetables and fruit are the lowest calorie and highest nutrient options around. If eaten seasonally and prepared well, they are also cheap and delicious. Boosting a meal with veggies makes us feel fuller and diminishes our desire for unhealthy foods.

A group of retailers who trialled the diet were so won over by the diet that they teamed up with Judy to provide customers with a special offer. Customers who buy the book from these stores can subscribe to a website where they can generate meal plans and send the shopping list directly to their local greengrocer to prepare for collection.

Retailers can order the book by email orders@thegreengrocersdiet.com.au or by phone 0413 831 697

Books cost \$30 wholesale and the RRP is \$39.99

All stockists will be listed on the website www.thegreengrocersdiet.com



Roy



Lamb baba ghanoush wrap

Around the Market News

We've opened the Market gates to the 2015 Melbourne Food & Wine Festival



During February and March the Melbourne Market hosted three market tours as part of the renowned Melbourne Food & Wine Festival. This initiative is part of the MMA's strategy to increase awareness of the Market's role in the supply chain.

The tours were promoted as an opportunity to take a sneak peek into Victoria's wholesale fruit, vegetable and flower market and see first-hand the latest trends emerging for 2015 before they hit the shelves.

Participants were offered a light breakfast and sampled produce along the way. Thanks to all who were involved with the tours, especially Kaporis Brothers and Coolibah Herbs for supplying produce.

Tickets were highly sought after and all tours sold out. Feedback from tour participants was overwhelmingly positive.

Chinese New Year at the Market

On Thursday 19 February 2015, the Market celebrated Chinese New Year with a visit from the Chinese Youth Society of Melbourne who performed traditional lion dance blessings.

Fruits, vegetables and red envelopes containing money were offered to the lion, which 'swallows' the blessing. "A common offering is a lettuce, because in Chinese the word for lettuce sounds very similar to the word for

prosperity," says Carmen Lau, Events and Performance Coordinator at the Chinese Youth Society of Melbourne. "When a lion spits back out all the lettuce, it's giving prosperity to the business for the year."

Some businesses hang the offering high up off the ground, so the lion has to stand up on its tail (two-people high inside the lion) to reach it. The youth society has almost 70 members who train year-round every Sunday to perfect their moves. "The basis of all the lion dancing that we teach is kung fu," says Carmen. "The stances, the way the lion stands and moves all have martial arts as the basis."

Many foods take on particular meanings as part of Chinese New Year celebrations. Tangerines represent luck, oranges also represent luck and wealth, and lotus or watermelon seeds represent having a large number of children.



Who's Who of the Market: *Meet Michael Alabakis of K.J.M Alabakis*

Third generation stand holder Michael Alabakis of K.J.M Alabakis & Sons has worked in the Market since he was 18 years old. Along with his brother John, the Alabakis brothers follow in the footsteps of their father, and Michael's grandfather before him.

"I love working at the Market, the team is a great bunch of blokes - I can't fault them. I enjoy meeting the growers and all my customers."

With a team of seven staff, Michael Alabakis is preparing for the relocation to Epping. "No one likes change to start off with - but we'll get used to it. Looking back, it was a big change when we moved from the Queen Victoria Market. I think that now we've got a date to work towards we can start organising ourselves better and we'll be OK once we've settled in," says Michael.



Michael Alabakis

Michael will be doing things differently at the new Market at Epping. With 285 square metres of warehouse space and five stands in the Market, he will be showing customers produce at the stands, but all orders will be made up and delivered from the warehouse.

Who's Who of the Market: *Meet the Apack team*

Apack is a family run business that began in Holland in 1936 with the van der Zwaard brothers. They've operated out of the current West Melbourne Market for 18 years, providing a convenient place for flower retailers and flower growers to stock up on all the supplies they need to do business.

Anthony Maccora has worked at Apack since it opened at West Melbourne, and works alongside Andrew and Noo.

Anthony says he's looking forward to the move to the new Market at Epping where they can carry a full range of their products (currently they only carry 70 per cent). There will also be a section in the shop for all their new product lines.

"We'll be located right in the middle of the National Flower Centre amongst the growers, which will be great. We'll also have a dedicated loading bay behind the shop so we can help customers load their orders," said Anthony.

Being within the flower centre at the new Market at Epping means that florists can get everything they need under the one roof, with no need to wait for deliveries.



Andrew, Anthony and Noo



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