MAYOR’S INTRODUCTION


This edition will give you information on the new Hume City Council app. The app can be used by businesses to communicate with Council at the touch of a button.

Aztech Cutting Solutions provides cutting solutions for businesses around Australia. You will be interested to read how this business run by brothers, Aaron and Warrick, is now a leader in the field. This story of two brothers running a niche business will inspire you to grow.

AGP Merchants & Processors, a fruit and vegetable wholesale and processing business in Hume City. AGP has great growth plans which can revitalise the Somerton area. Look out for opportunities in Somerton which will arise out of the developments planned by AGP.

The Horfield Group helps retail businesses with their store designs and fit outs. They are project managers, builders and designers. Growing their ability to customise products has opened a market for The Horfield Group, creating a level of service that can’t be matched by off-the-shelf overseas products.

Procal Dairies is a family business processing and manufacturing dairy products. They are major suppliers of milk and dairy products to the hospitality industry. Adam shares the story of Procal and how it is competing in the global market.

The Valley Cellar Door is a new business in Sunbury promoting local wines. They have a concept - bring your food and we will match it with the right wine. I am sure you will enjoy reading about the business and how they cater to their customers’ needs.

Hume City is home to many tourist destinations. You will read how the Tourism Strategy has driven the tourism industry in Hume City over the last 4 years. Our efforts paid off when Channel Nine’s popular travel program, Postcards, showcased a number of Hume City’s tourist attractions. Some of these Hume Venues are showcased in this edition.

I hope you find this edition interesting and please do not hesitate to contact our Economic Development Department to find out more about the businesses featured in this edition.

Adem Atmaca
Hume residents and businesses can now report issues in their neighbourhood, pay their rates and access key Council information while they are on-the-go through a new free mobile app.

Launching the Hume City Council app in Broadmeadows, Hume Mayor Councillor Adem Atmaca said connecting with Council had never been easier.

“We know that people have busy lives and that they want to be able to deal with us when it suits them in the way that suits them. Most importantly, they want us to be easy to deal with,” Cr Atmaca said.

The app allows people to make fast and secure payments, find out when their rubbish and recycling are due to be picked up, locate nearby parks, libraries or leisure centres, or find out about their ward and Councillors.

“Council must constantly adapt and evolve in the way we inform and interact with our community to ensure we’re meeting their needs and expectations.

“The app is the next step in providing our community with a communication option that is both responsive and convenient,” Cr Atmaca said.

The Hume City Council App is available for download in the App Store, on Google Play or in the Windows Store. For more information visit hume.vic.gov.au/app
Aztech Cutting Solutions provides waterjet cutting services to all industries using the most innovative technology in Australia. Utilising strong relationships with both consumers and local manufacturers, Aztech’s diverse capabilities and achievements have positioned them as an outstanding market leader.

Aztech began seven years ago, when Aaron Chambers left a glass wholesaling company to start his own business. Aaron began researching machines and meeting potential clients, with several local businesses showing early support to Aztech.

“A really fortunate to have the support of those first customers. I guess they saw a little bit of themselves in me, starting my own business at a young age.

Aaron Chambers.

“Cutting Solutions’ founder and co-owner Aaron Chambers.

This factory presents increased opportunities for Aztech, whose capabilities are now an amazing four times greater than at their previous location. As business growth continues, Aztech plans to increase their local workforce and add a larger customised machine.

Aztech’s Australian-made cutting machines are sourced from another innovative company located around the corner in Campbellfield. Techni Waterjet collaborates with Aztech, using Aztech’s practical experience on the factory floor to customise their machines to their specialised cutting requirements. This symbiotic relationship allows Techni Waterjet to showcase their customised innovations in action to potential clients on Aztech’s factory floor.

Aztech’s next customised machine will be introduced to the factory floor this year, alongside overhead cranes for lifting materials into place. This will set the business on track to achieve the biggest waterjet cutting capabilities in Australia.

“It’s pretty exciting to have the space and the facility to grow into. This is quite important now that we’re completing more architectural, technical and engineering work. We consider this to be our specialty now and we are involved in a lot of quality high-end creations that we now have the space to execute,” said Aaron.

Currently Aztech is involved in the construction of a number of outdoor sculptures designed for the Peter MacCallum Cancer Centre’s seventh floor outdoor area. The design incorporates nine flower structures standing up to four metres tall and is sure to impress.

The Aztech team were approached by architects and designers they’d previously collaborated to bring the design to reality, giving life to the drawings whilst ensuring structural integrity.

“We have been working closely with a lot of other businesses on these pieces for Peter Mac. It’s been a great project for us because it’s opened doors for new ventures. The installation will look amazing and we can’t wait to see the public’s response,” said Warrick.

In 2014, Aztech’s innovative approach was recognised when they were nominated for the Small Manufacturing award at the Hume Business Awards. Aaron and Warrick were very proud to receive recognition for their business and also utilised this networking opportunity to develop lasting relationships with other local manufacturers and businesses.

“Our relationship with Council has helped our business expansion. They keep us informed of prospective grants and support us, as they know that we have the enthusiasm to become involved in Council initiatives and programs,” said Aaron.

A client’s first point of contact at Aztech is the business’ directors, Aaron and Warrick, and clients receive a direct answer on project capabilities ensuring exceptional turnaround times. Aaron and Warrick are relied upon for their end-to-end project management skills.

Customers often come to Aztech with a particular problem, and utilising the versatility of different machines, they develop the best solution. This solution could be Aztech’s waterjet cutting processes, or a service offered by other businesses in the region.

Aztech’s ability to project manage all elements of a job to achieve outstanding quality finishes has rewarded the business with high profile clients. Crown Casino commissioned a small group of businesses including Aztech to create and install aluminium screens for their Melbourne casino. After the initial supplier failed to deliver the screens on time and at the highest quality, Aztech was sourced to fix the problem.
Crown was thrilled with Aztech’s smooth management and quality product and returned to Aztech for products for their Perth casino, instead of sourcing a Perth supplier.

Aztech has unique relationships with other companies, which may have otherwise been viewed as potential competitors. These relationships have instead evolved into mutually beneficial partnerships that see the sharing of projects. This strategy has developed a strong sense of trust between Aztech, their competitors and surrounding businesses, while consistently putting the customers first.

Aztech’s ability to source local manufacturers and services delivers a holistic approach for clients. These local services include welding, powder-coating/painting, laser cutting and more.

“Our extensive network allows us to provide recommendations to customers, strengthening other local businesses and creating trusting relationships with clients. If a client requests waterjet cutting for their project, and we think it could be more cost-effective using the laser cutting process, then we will recommend it. Clients appreciate our honesty and this level of service,” said Aaron.

“We’re big advocates of building relationships with other businesses and we’ve worked closely with a few key businesses for years now on significant projects,” said Warrick. The Aztech team are also experts in producing one-off prototypes for clients requiring a specific component or design. The business’ capabilities allow both 2D and 3D cutting, and the acquisition of new technology this year will allow even greater technical and design abilities in the future.

GREENLIGHT FOR AZTECH

Aztech’s participation in Hume City Council’s Northern Greenlight Program has opened up the opportunity for increased efficiency, sustainability and cost-savings for the business.

“We became involved in the Northern Greenlight Program to learn more about sustainable and efficient practices we could implement in our own business.

“We definitely see the cost saving benefits of implementing some of the ideas I learnt, but also any measures that are good for the environment would be great to pursue,” said Warrick.

Aztech currently recycles all aluminium and metal offcuts and plans to install solar panels in the near future. Initiatives are also underway for the abrasive material used in the cutting process to be recycled and redistributed for other uses.

For more information on Aztech Cutting Solutions, visit: aztechcuttingsolutions.com.au
PRODUCE WHOLESALERS 
GEARING UP FOR DEVELOPMENT
AGP Merchants and Processors is a fruit and vegetable wholesaler located in Somerton, delivering fresh produce from farm gate to table.

Focussed on processing vegetables for their impressive client list and delivering to their Epping Market stall, AGP is also turning their sights to the future of the industry.

AGP’s ethos of ‘quality produce at a fair price’ is evident in the entirety of their value chain. AGP develops lasting relationships with growers, purchasing produce at a fair price to ensure consistent quality fruit and vegetables are available to customers all year round.

The business’ journey began when founder Alan Gangelhoff began selling fresh produce at the Melbourne Wholesale Fruit and Vegetable Market in the 1960s, building a strong and loyal customer base that allowed AGP to flourish.

Alan’s business continued its steady growth over a number of decades to include Woolworths and Campbell’s Soup in its loyal customer base. Campbell’s has remained a long-term client with AGP for over 35 years, depending on AGP for consistently fresh and high quality produce for soups and juices. AGP’s extensive client list also includes distributing to SPC, Unilever, the Epworth Hospital, Boost Juice and the Coffee Club.

After founder Alan Gangelhoff passed away in 2013, the business ownership was restructured through a management buyout and the current name of AGP Merchants & Processors Pty Ltd was adopted.

The Gangelhoff family retains an equity position, thus ensuring Alan’s legacy of ‘quality produce at a fair price’ lives on. This new model introduced a new Managing Director, John Crozier, partnering with Operations Manager José Pineda, Logistics Manager Tony Crabtree and Administration Manager Peter Halliwell to grow the business in a new direction, diversifying distribution channels and developing new product lines.

Plants to develop health-focussed processing techniques and the recent acquisition of a distribution business are just two examples of how AGP is looking to the future with respect to the past.

Combining his previous experience in manufacturing with his passion for development, John has driven building development plans on the AGP site in Somerton. The development will bring many benefits for both the company and surrounding businesses.

AGP has major plans for invigorating the near 20,000 square metre site and providing the immediate surrounds with a new lease of life. Expansion plans for ‘Freight Drive Business Park’ include over 20 individual warehouse units ranging in size from 99 to 450 square metres. The concept is centred on creating a supportive and health-focussed hub of like-minded businesses.

The ability to sell fruit and vegetables, and peeled or prepacked products directly to the public is an exciting prospect for the business. Several areas of Freight Drive Business Park are in the planning stage, and the expansion possibilities are endless, providing opportunities for a café and other likeminded businesses to cluster together.

This development will mutually benefit AGP, renting or owning businesses and customers, who will be able to sell and buy products in the one centralised location. Retailers gathering here will create a hub of fresh produce, leisure, coffee and food retail and much more, benefitting from one another’s customers and creating a convenient local destination.

AGP recently acquired Bonadio’s, a 40 year old company that supplies wholesale fruit and vegetables. This will open new pathways for distribution to an existing and new customer database, and introduce new processing lines.

This has allowed AGP to focus on what they do best, sourcing and supplying great quality produce for customers.

AGP’s improved distribution model will provide flow-on effects for growers. The business will look to encourage growers to profit more directly through a co-operative approach. This will additionally benefit the consumer as more consistent, quality produce will become available for purchase.

In addition, the AGP factory recently underwent a revamp with upgrades including new technology for processing vegetables. This included a new machine for peeling carrots and another for quartering pumpkins. AGP is gearig up to increase capacity and researching technology to improve current processing techniques.

A significant investment in new machinery for advanced processing will extend capabilities for the Somerton site. AGP’s business-to-business supply and Epping Market output are equally weighted and beneficial to the company. Their close proximity to the Epping Market allows the business to reap the maximum benefits of the market’s relocation.

“The new Epping Market location is a great advantage for our business as it is located just three kilometres from the Business Park. We will spend less on transport fees, fuel, tolls and other indirect costs, saving on average $5,000 per month. This results in $60,000 in increased efficiencies for AGP a year,” said John.

The business also aspires to increase its energy efficiencies and has recently installed a 99.75Kwh solar panel system. John believes changes such as this could save up to $3,000 per month in the long term.

Many of AGP’s employees also live locally and have been involved with the business for 20 years, creating a strong sense of community within AGP’s food processing site in Somerton. A number of family networks are employed at AGP contributing to the close-knit and supportive atmosphere of the 29 employees.

For more information on AGP Merchants & Processors, visit: agpmp.com.au
UNBEATABLE SERVICE
AND A TRUSTED TEAM

For 32 years, The Horfield Group’s trusted team has been delivering quality construction and shop fitting Australia wide. Located in Campbellfield for the past three years, The Horfield Group has operated with a steady growth in the commercial sector.

Managing Director Roger Wilkinson founded the business with his father. Entering the business straight from school, Roger has gained a vast amount of experience in the field. The Horfield Group’s team also consists of a number of committed project managers, production managers, cabinet makers, joiners, site supervisors, carpenters, shop fitters, labourers, apprentices and office staff.

“We’ve always been, and continue to be, very hands-on project managers. Our service is our strength and we’re true to our word. Our team all have great respect for one another and we take pride in our quality work. We possess a wealth of experience that we apply to every job and we don’t take shortcuts,” said Roger.

A team of 31 employees and an extensive network of highly skilled trade sub-contractors, suppliers and fabricators offer a holistic response to clients’ needs. Clients liaise with the same manager within the business, forming relationships that are incredibly valued by The Horfield Group.

Horfield builds lasting relationships and solid partnerships with their suppliers. Eight years ago, Tony Ryan, a previous supplier to Horfield, joined the team and is now General Manager.

“When we sign on for projects with clients we manage the project from beginning to end and our suppliers work as part of our team. This way we can closely control the outcome as compromising on quality is not an option,” said Tony.

The Horfield Group’s services include demolition, footings and slab, brickwork, framing, structural steel, roofing, plaster, painting, and floor coverings. Over the last two years, The Horfield Group has branched out into the production, supply and installation of joinery and cabinetmaking for architecturally specialised projects.

The Horfield Group assists with implementing architectural designs, using their own suppliers or those associated with their client to create stylised spaces in uniform with a particular brand.

“We provide customised designs and fittings of the highest quality, and we’re really flexible. Because of this, overseas companies just can’t compete with our tailor-made productions,” said Roger.

This extension of service offering has incorporated substantial investment into new machinery, computer programming and technological developments. The business now enjoys a greater footprint Australia-wide.

The Horfield Group relies predominantly on word-of-mouth advertising, with the proud knowledge that their body of work and the end result achieved also advertises their diverse abilities. The business continually evolves operating practices, adapting to the times and investing in staff training and accreditation.

“We have a great group of loyal clients who come to us for our quality finish, practical initiatives, extensive knowledge and expertise. We don’t necessarily compete with larger competitors on price, but we do on service and delivery. Occasionally we may have a client move away from us, but they always return, discovering that our service can’t be matched,” said Tony.

Retailer 7 Eleven has enjoyed a valuable relationship with The Horfield Group over the past 15 years, completing renovation and refurbishments for both new and existing petrol station sites. When 7 Eleven acquired the Mobil service station chain five years ago, The Horfield Group was assigned the task of renovating 60% of their Victorian stores.

“This presented a major opportunity for us to renovate stores across Victoria. The benefit of using Horfield was once we knew the design and finish requirements for one store we were able to replicate this across all outlets. When someone walks into two outlets on different sides of the state they will still have a similar feel despite different layouts, which is important for the brand.

“We were asked to complete all the stores across metropolitan Melbourne, however, due to our commitment to other clients, we felt that we could not service all their needs at that point. As a firm believer in not letting a client down, we felt that doing the percentage of work that we did, was better than the alternate of not delivering on time. We are a small business and it would have stretched us too thin. We delivered an excellent result for the stores we took on, and this has enabled us to continue our great relationship with this client,” said Roger.

The Horfield Group has an impressive client history, showcasing their capacity to deliver great outcomes for clients including: Target, Liquorland, Bendigo Bank, Sporting Globe, Coles Group, Geelong Grammar, Kambahdu, Global TV, Channel 7, Coles Express, Tattersalls, Vintage Cellars, Hungry Jacks and various hospitality outlets.

If a franchise requires assistance designing and developing a refurbished space, the Horfield team can assist, contributing their retail layout and franchise specific knowledge and expertise.

“We’re very familiar with retail designs and processes, and can provide advice to clients and franchisees to achieve the best outcome,” said Roger.

Roger is proud of his successful business and the strong relationships he has developed both externally and internally. The Horfield Group has strong prospects for the business’ future and the future of their valued team.

“As an owner, I gain great satisfaction from providing this stability to my reliable team,” said Roger.

For more information on The Horfield Group, visit: horfield.com.au
PROCAL DAIRIES: FAMILY BUSINESS DELIVERS EXCEPTIONAL QUALITY

Campbellfield is home to Australian owned Procal Dairies, a producer and distributor of high quality dairy products. Australian ownership is significant in the dairy industry, as the majority of companies producing dairy products in Australia are owned by offshore corporations.

Procal Dairies’ Director Adam Thyssen shares his passion for dairy products with his customers through his high quality range. Procal's product range includes milk, cream, sour cream and yoghurt varieties.

Additionally, family influences the creation of Procal's products. The idea for Procal's authentic Greek yoghurt was developed by Adam, drawing upon his fond childhood memories of visiting Greece with his family. Procal's Greek yoghurt was born from the recipe passed down to Adam's grandmother from the generations before her.

The products produced by Procal are widely recognised in the hospitality industry, with Procal becoming the number one supplier of milk into the cafe industry. The business also supplies a range of products for industrial uses, and customised products in large quantities.

Procal's most recent innovative product is their 2wirl yoghurt range. This product was developed in-house by the quality team. Working alongside engineers to develop an incredibly flexible machine, Procal now has the ability to disperse flavours in any pattern throughout yoghurt tubs. Adam's father even supplies the fruit for Procal's yoghurt, revealing how family relationships are integrated into every facet of the business.

Procal employs 80 staff in a diverse range of roles on the Campbellfield site, from administration and manufacturing to maintenance and distribution. An additional 40 independent franchisees located from Melbourne to Sydney work solely with Procal to distribute products.

“"Our service can’t be beaten. Many of our customers are familiar with individual members of our staff, and because we’re an Australian owned and based business, we enjoy building great relationships with customers. Our site also gives Procal the ability to develop new products and respond to the Australian market more efficiently than our competitors," said Adam.

Procal has recently included a new blow-moulding plant on-site in Campbellfield to produce their own bottles, adding further jobs. Procal’s manufacturing site also packs dairy products for other companies to export overseas.

Export accredited, Procal has recently developed some Extended Shelf Life (ESL) products to export internationally. These products have been highly successful in Taiwan, Singapore and Malaysia. Procal has set their future sights on Hong Kong, China and the Philippines, with the addition of exporting yoghurt products to South East Asia.

“We believe our export market will grow exponentially and we want to see more investment, expansion and job growth on our site in Campbellfield." said Adam.

Australian dairy products have become increasingly popular in South East Asia due to Australia’s clean, green image of pasture fed cows. The majority of Australia’s milk is sourced from Victorian pasture fed cows. The business embodies this green perception, and Procal sources raw milk from both Murray Goulburn and farmers located in central and northern Victoria.

Embodying this natural approach, Procal doesn’t add permeate to milk, and takes pride in their extensive recycling programs. They collect a massive 40% of all milk bottles sold to businesses and recycle millions of plastic bottles each year. Procal also recycle all production waste, and send very little waste to landfill.

For more information on Procal Dairies, visit: procal.com.au
MANUFACTURING ALLERGY
SENSITIVE SWEET TREATS

Family business House of Biskota manufactures traditional and gluten-free biscuits on-site in Tullamarine. Owner Nick Comisso works side-by-side with his daughter Beth and son Paul to produce House of Biskota’s standout hand-made treats.

House of Biskota manufactures gluten-free products on different days to traditional products, avoiding cross-contamination. Catering to gluten intolerance and other allergies is a unique element of the products the business creates. House of Biskota takes customer care one step further, highlighting special information on gluten intolerance and coeliac disease on their website.

A recent revamp of House of Biskota’s food labelling has seen further differentiation between gluten-free and traditional packaging to assist consumers. Gluten-free products now have a green label placed onto packaging by a label applicator, a new investment for the business.

Manufacturing up to 1,500 biscuit packs each day, House of Biskota has investigated a number of packaging options, with their chosen transparent packaging allowing the attractive products to sell themselves. House of Biskota also offers manufacturing and packing services for other labels.

“Our point of difference against our competitors is the service we give to our stores and distributors and our quality of product. We use good quality jam and cream which ensures our biscuits taste great.”

Nick Comisso.

“We change the way people think of gluten-free products and don’t compromise on taste. The quality of ingredients ensures ours is a great gluten-free product and the difference is evident in the taste. Forget about the word ‘gluten free’ when you try it,” said Nick.

House of Biskota also distributes interstate to South Australia, and locally to small stores and supermarkets including cafés, delicatessens, IGA, Leo’s Fine Food and Wine, fruit shops and even one butcher. Additionally, the Tullamarine retail space at Nick’s factory is open to the public five days a week.

Nick possesses a strong understanding of the retail sector due to his extensive history as a stall owner at Melbourne’s Queen Victoria Market. After selling his stall, Nick ventured into manufacturing biscuits in Templestowe.

However the small premises, lack of loading bay and forklift access created logistical difficulties for House of Biskota. In 2012, the business relocated to an ideal factory space in Tullamarine, constructing a purpose-built kitchen and packing facility to expand their operations.

Nick and the team at House of Biskota were recently engaged in a business consultation with support from Hume City Council. This consultation involved a review from a business development perspective, dissecting the business and highlighting strengths and areas for improvement.

“It’s been very helpful. It was great to have the opportunity to invite an external and independent person to provide advice on our business processes. It brought some issues to our attention and we have improved processes and communication channels as a result. This dissection of our business pointed us in the right direction,” said Nick.

Nick’s plans for the future include hiring a food technologist to work collaboratively on product development. He also plans to attend the Melbourne Gluten-Free Expo & Conference again this year.

“For us, we find our best-selling biscuit really depends on the target audience and it is different at every location our biscuits are sold. Our best-selling product at last year’s expo was our tiramisu. It just flies!” said Nick.

Nick’s daughter Beth is also achieving success on social media, widening the business’ marketing channels, with House of Biskota’s Facebook page fast approaching 600 likes.

Additionally, House of Biskota is one of a growing number of food outlets selling direct to public in Hume City. Doors open from 9am to 3pm every weekday at the Commercial Court location in Tullamarine. House of Biskota’s hand-made biscuits are also available in a number of local cafés in Hume City.

For more information, visit House of Biskota’s web page at houseofbiskota.com.au or their Facebook page: facebook.com/HOBiskota
DIVERSIFYING IN THE DIGITAL AGE

A forward thinking business, Australian Photo Supplies (APS) has demonstrated its flexibility, adapting with the digital age and succeeding in the crowded marketplace.

APS distributes an extensive range of photographic products, services and electronic goods to major retailers from both Australian and overseas manufacturers. Warehousing and logistics services are another fundamental element of APS’s daily operations.

APS was originally founded and owned by Kodak Australasia. Kodak identified a need for this type of business in the marketplace and seized the opportunity to create APS in 1993.

Robert Dessmann, a long serving Kodak employee with a background in product management, was appointed Managing Director. After almost a decade, the digital age began to change the photographic landscape, not only within Australia, but around the world.

This change in the way people chose to share and store their images led to Kodak Australia having to change their business model, with Kodak ultimately deciding to sell off APS in 2005. Robert Dessmann saw the future for APS was favourable if the business continued to adapt its offering and innovate. Robert, together with a group of ex Kodak personnel decided to buy-out APS from Kodak Australia, as the business possessed the capability to adapt to the changing landscape for the digital age.

Kodak’s culture of excellence is evident in APS’s company culture, built upon a strong foundation of photographic knowledge, experience and extensive training.

The business has successfully adapted with the changing industry climate, using its existing skill-set to capitalise on other niche markets. An ever-growing niche market for APS is the provision of critical logistics for photographic supplies and equipment.

Located in a warehouse and office space in Somerton, APS is ideally positioned to capitalise on this logistics hub for their evolving transport and distribution offering. The incredibly close proximity to the airport, Melbourne CBD convenience and Victoria’s key arterial routes, allows the unique advantage of direct distribution channels both state and nation-wide. Six months ago, the business even opened a New Zealand logistics operation for sensitive freight.

“We provide an expert service to Carestream, as our knowledge of photographic equipment complements the logistics services we offer for their x-ray and medical equipment. We’ve almost become an extension of Carestream in that sense,” said Robert Dessmann.

The APS team grew to include a number of ex-Kodak managers, and currently has grown to include 19 staff. The business’ finance team works closely with the customer service team, with diverse customer service strategies planned for the near future.

The team also attend trade shows globally, promoting and seeking the newest innovations, looking for the next set of new products for introduction to Australian shores. APS has introduced some of Australia’s most loved innovations, travel accessories and printing solutions to stores nation-wide, since their inception.

APS’s understanding of film and photographic equipment has enabled the business to venture into medical supplies logistics. This equipment has similar storage requirements to traditional photographic equipment stored by APS, including temperature controls and sensitive handling.

APS operates a specialised and temperature controlled warehouse to store sensitive x-ray and dental film and other temperature sensitive or fragile products.

Also stored in this warehouse is MD Solution’s vascular tubing for heart surgeries. Additionally, APS possesses a regular warehouse for logistics that do not require temperature control. All logistics processes are comprehensive and tailored to a client’s needs.

“We usually operate during business hours, but we also have the flexibility to operate around a client’s needs which is really important to them. For example, we operate a 24 hour service for our client Carestream Health. If they were to suddenly need a part, we are able to send one without delay.”

Robert Dessmann.

APS operates a specialised and temperature controlled warehouse to store sensitive x-ray and dental film and other temperature sensitive or fragile products.

For more information on Australian Photo Supplies, visit: ausphotosupplies.com.au
ADAPT Australia services the electrical power industry within Australia, New Zealand and the Pacific Islands, providing distribution and transmission products sourced from local and overseas-based suppliers.

Primarily importing innovative international technologies and adapting them to client needs, ADAPT Australia operates in a niche market, and is based in the logistics hub of Tullamarine.

This Australian-owned business began in 1992 from humble beginnings, in a spare room at Managing Director Peter Sandars’ family home. Peter had worked in similar companies as an electrician throughout his life, and decided to take the chance to start his own business, delivering the world’s innovations to Australia’s doorstep.

ADAPT has achieved a favourable reputation due to diverse customisation capabilities and also their expert skills sourcing quality and cost-effective solutions for business. A tailor-made or sourced product can become an effective solution for a range of additional clients with similar needs.

10 years ago, one of ADAPT’s clients was suffering from power outages in their businesses, due to birds striking their equipment. ADAPT quickly developed a solution, sourcing unique bird-strike covers for electrical equipment from overseas suppliers and importing these covers into Australia.

ADAPT now possesses an extensive range of covers, and continues to identify new products to introduce into the Australian marketplace. Historically, the Australian market has seen a lack of customised solutions for the electrical power industry, resulting in increased costs for clients.

ADAPT is continuously seeking to improve its business model. Over the past 12 months, ADAPT has engaged an external, independent company to conduct a review of ADAPT Australia and the business’ processes. The improved business model will strategically align all areas of the business on a national scale, hiring a new national sales manager and improving service notifications for customers.

Many companies now outsource their technical support internationally or to third parties, prolonging processes for customers. However, ADAPT employs an entirely different approach, with two engineers always available to assist customers Australia-wide.

“ADAPT is not just a supplier, but a partner in the delivery of reliable power to our clients. We understand the importance of maintaining power supply to our clients, and we work closely with them to ensure that their needs are met efficiently and effectively,” said Darren.

Additionally, close access to the Port of Melbourne, the Ring Road and Victoria’s major transport depots streamlines ADAPT Australia’s logistics. A number of major clients are conveniently located nearby in Hume City, and ADAPT develops customised products for these clients.

ADAPT is currently conducting specialised manufacturing for a number of their clients, including SA Power Networks. This has involved hiring a local employee Andrew to manufacture these innovative custom products.

ADAPT Australia is now diversifying to include a revolutionary service based in Geelong. Peter’s Adapt-a-Pole service for pole rebutting will allow damaged electricity poles to be replaced without switching off power services. This will provide huge cost savings for clients and remove the inconvenience of power outages during works.

“We saw a gap in the market for this type of service, and it’s often part of the process associated with the electrical services we currently offer. We have the technology to change and improve these processes for the future and a new truck underway in Geelong. We have just begun offering this service and have hit the ground running,” said Darren.

ADAPT Australia continues to grow, surrounding itself with quality products and proactive employees.

For more information on Adapt Australia, visit: adaptaust.com.au
Melbourne’s closest wine region, the Sunbury Wine Region, is the perfect place for a weekend or mid-week adventure, and the Valley Cellar Door is positioned in the region’s heart.

After six years operating the Valley Cellar Door in Moonee Ponds, the Pendreich brothers decided to branch out into a new regional location. Sunbury, with its rich wine-making history and local demand for a personalised wine bar experience, was the perfect location. Tony and Mark quickly renovated the space to inject a vibrant and warm atmosphere, offering a bar experience different to the other offerings in the area.

An extensive wine collection is readily available for visitors to view, hold, taste and explore. Tony’s broad international experience and Mark’s background as a sommelier, alongside their skilled, hand selected team, means a knowledgeable wine expert is always on hand to answer queries and engage in passionate conversation.

The Valley Cellar Door boasts 350 wines, beers and ciders sourced locally from in and around the region including local wineries Craiglee Vineyard and Galli Estate.

Each week, a selected range of red, white, rose and sparkling wines are showcased, allowing increased accessibility for all customers to indulge in various limited edition wines.

“Tony and I have trained and gained our experience working in Europe. I have worked for Marco Pierre White, the Conran Group and a number of great restaurants in London.

Patrons are encouraged to bring their own food where the resourceful team can determine a perfect match for their cuisine. A select menu is also on offer, focussing on local produce to complement the wine selection. This unique concept contributes to the Valley Cellar Door’s relaxed atmosphere.

"With 1,500 wines listed on 40 pages, the average person would become confused by such an extensive list. That was how the idea was formed – to have a wine bar with a great range that is inclusive and interactive. ”

Mark Pendreich.

The Valley Cellar Door is an everyday place to enjoy superb wine at a reasonable price, along with craft ciders and beers. Tony and Mark choose not to place a premium price on an exquisite glass of wine or a unique craft beer, instead pricing is comparable with your everyday draught, cider or wine in other local establishments.

The weekly rotating on-tap craft beers also draw patrons from all over Melbourne and beyond, attracting enthusiasts following weekly online craft beer updates city-wide.

The Sunbury site has the space to expand and diversify, and Tony and Mark have innovative plans for events, courses and social gathering spaces. The venue allows for live music, private courtyard gatherings and informal progressive wine-tastings.

“We have plans to partner with local Sunbury wineries and create a few great events, offering a different, and uniquely collaborative cellar door experience to the traditional,” said Mark.

Hume City has the foundations of an exceptional food and wine tourism cluster just 25 minutes from Melbourne’s CBD and Hume City Council has been very supportive in helping to promote this new business.

“I strongly feel that the Sunbury Wine Region in Hume City is a great area with so much to offer and a unique country feel. We have many plans for the future of our bar and the community feedback from our progress so far has been encouraging. A lot of people have expressed that this type of business is what Sunbury has been waiting for,” said Mark.

The Valley Cellar Door in Sunbury is a unique and successful destination in this region of fine wine and countryside ambiance, innovating the way consumers can learn about the diverse world of wine.

For more information on the Valley Cellar Door, visit: valleycellardoor.com.au
For more information on the Sunbury Wine Region, visit: hume.vic.gov.au/tourism
TOURISM THRIVING IN HUME CITY

It is estimated that more than 1.172 million people visited Hume City in 2014, propelling Hume’s tourism industry to generate an output of $1.522 billion – an increase of over $300 million from 2013.

Tourism in the region continues to grow, and remains Hume’s fourth largest industry and economic driver. Last year alone, Hume’s tourism industry provided employment to more than 4,400 people and this is increasing at a higher rate than that of employment in tourism in Victoria.

In April 2011, Council adopted the Hume City Council Tourism Strategy 2011 – 2015, to guide the strategic direction of tourism within the municipality. Council’s support of this important industry includes: visitor servicing, providing regional tourism leadership, supporting local events, brokering new partnerships, advocacy to government, encouraging and supporting new and existing tourism experiences, facilitating training for operators and promoting Hume City’s wide range of tourism assets.

Since the implementation of the Strategy, Hume City Council has experienced a number of successes and continues to be highly engaged with tourism operators promoting the region through strategic tourism industry networks. This is in conjunction with the development of highly valued, strategic partnerships with peak tourism industry bodies has enabled Council to form initiatives that raise the profile of Hume City as a quality repeat visitor destination.

Hume City Council is represented on the Daylesford and Macedon Ranges Tourism Board, providing support through the provision of a range of training and development opportunities for operators, networking events and marketing and promotional activities.

Hume City Council has also partnered with Destination Melbourne to deliver various marketing and promotional activities targeted toward both domestic and international markets. In particular the Visiting Friends and Relatives (VFR) market has been strategically targeted through the Discover Your Own Backyard (DYOB) campaign, as this market accounted for 48.2% of visitation to Melbourne’s northern region in 2013.

Operators are encouraged to learn and develop through a range of training opportunities. One of these training opportunities has included the delivery of dedicated Website Development workshops for the Sunbury Wine Region wineries. This opportunity achieved successful outcomes, with participants indicating they will utilise skills learnt to develop engaging promotional websites for their tourism offerings.

In 2014, the Sunbury Region Wine and Food Festival was for the second year held at Hume City attraction Living Legends, with wineries from across the region collaborating in one location for tastings and sales. The Sunbury and District Grape Growers Association reported an increase in wine sales from the previous year. Hume’s support of this inclusive initiative achieved positive media coverage for the Sunbury Wine Region and Living Legends and attracted over 1,500 attendees.

Council also provides support to new and developing tourism businesses in Hume City, with the east side of Hume City providing an important opportunity for the future. Over the past 12 months, Council has supported the establishment of various new tourism ventures including Quest Apartments Melbourne Airport in Tullamarine, Villa Verde Gardens in Greenvale, Essendon Football Club in Tullamarine, Arundel Vineyard in East Keilor and Wildwood Vineyard in Bulla.

Hume City Council has also initiated the Hume Accommodation Forums encouraging local accommodation providers to meet on a quarterly basis in order to collaborate, develop partnerships and showcase their venues.

Council also continues to oversee the daily operation of the Sunbury Visitor Information Centre (SVIC), operating 7 days a week, with 35 dedicated volunteers.

The tourism sector contributes greatly to Hume City’s economic prosperity, and Hume City Council is continuously implementing strategies to provide support and opportunities for local operators. Council aims to continue promoting the region and raising awareness of all opportunities and offerings across the municipality.
ORGANISING A BUSINESS EVENT? LOOK NO FURTHER THAN HUME CITY

Hume City is fast becoming the events destination for businesses seeking flexible event spaces, from entertaining clients and accommodating Christmas parties to hosting staff training, conferences, meetings, team building exercises and much more.

Hume City’s venues offer a unique ambiance and a variety of experiences. Famous racehorses, Australiana experiences, scenic vineyard settings, sporting venues and dedicated events and function staff add to the region’s varied and exciting spaces.

HERE’S A TASTE OF SOME OF THESE UNIQUE VENUES:

AITKEN HILL CONFERENCE AND EVENTS VENUE
Aitken Hill Conference and Events Venue is located in Yuroke, and includes state-of-the-art conference and meeting rooms of various sizes with the added benefit of on-site five star accommodation.

Fully equipped seminar rooms can accommodate up to 350 delegates with dedicated staff on-site 24 hours a day to assist with all requests. Aitken Hill boasts a gourmet menu, tennis courts, an undercover basketball and beach volleyball arena, six-hole golf course, indoor swimming pool, spa and gymnasium.

Phone (03) 9217 4888 or visit aitkenhill.com.au

EMU BOTTOM HOMESTEAD
Victoria’s oldest homestead offers a unique Australiana experience and is perfect for all types of events, from business conferences or daytime meetings to themed parties in picturesque surroundings.

Emu Bottom can host up to 250 guests and has three unique spaces: The Homestead, The Woolshed and The Slab Hut. Conveniently situated just 15 minutes from Melbourne Airport, Emu Bottom Homestead has a range of meeting rooms and smaller syndicate rooms to cater to both large and small corporate events.

Phone (03) 9744 1222 or visit emubottom.com.au

MEADOWBANK RECEPTIONS
Three acres of exquisite formal gardens, heritage listed trees together with manicured lawns provide the perfect setting for that special event.

The newly built ballroom situated amongst the formal gardens and the historic trees overlooks the grand fully tiled pool, providing the perfect backdrop on those warm summer nights. The open plan ballroom seats 130 guests for formal dinners or up to 250 guests for cocktail events.

Phone (03) 9359 3333 or visit meadowbankreceptions.com.au
GOONA WARRA GOLF CLUB
Sunbury’s Goona Warra Golf Club, with its cathedral architecture and cedar wood and slate tile construction, overlooks stunning golf course views.

Overlooking the picturesque 10th teeing ground and 18th green, a spacious, well equipped function area is available for conferences, seminars and meetings, with the ability to host up to 120 guests. Wireless internet, a data projector, amplified sound system and projector screens are available for your next business event.

Phone (03) 9744 4344 or visit goonawarragolfclub.com.au

PITRUZZELLO ESTATE OLIVE GROVE & VINEYARD
The picturesque Pitruzzello Estate in Sunbury offers a variety of entertaining and corporate spaces and can host up to 300 guests. Pitruzzello Estate’s various spaces each offer a unique feel, including the restaurant and café, Gazebo, Marquee, Grand Vista room, La Vista room and Olive Bar room.

Guests can indulge in the taste of Pitruzzello’s award-winning olive oil, and the Estate’s own selection of red, white and sparkling wines.

Phone (03) 5428 3055 or visit pitruzzelloestate.com.au

ESSENDON FOOTBALL CLUB – TRUE VALUE SOLAR CENTRE
Situated in Tullamarine, the state-of-the-art True Value Solar Centre offers a variety of flexible spaces and unique facilities only minutes from Melbourne Airport.

Flexible spaces can be tailored to accommodate small to large business needs, including small conferences, meetings and workshops for up to 80 guests overlooking the expansive sporting ovals. A dedicated Functions Team are on-hand to assist with organising your events.

Phone (03) 8340 2121 or visit essendoncorporatehospitality.com.au/venue

GOONA WARRA VINEYARD
Established in 1863, on the steep slopes above Jackson’s Creek in Sunbury, the original bluestone winery has been carefully restored to provide a memorable food and wine experience in a delightful garden vineyard setting. A venue to celebrate, introduce or simply make an impact - the spaces are extremely versatile.

Goona Warra offers tranquillity, contemporary cuisine of a high standard, assistance with planning and menu selection, arranging all audio-visual requirements, sourcing and booking appropriate entertainment and personal attention at all times.

Phone (03) 9740 7766 or visit goonawarra.com.au

LIVING LEGENDS AT WOODLANDS HISTORIC PARK
Located in Greenvale, Living Legends has everything you can expect from a first-class venue for your next corporate function, meeting or event. At Living Legends you can also mingle with champion racehorses, see wild kangaroos, plus enjoy heritage gardens and natural Australian bushlands.

Come face-to-face with legends of the turf at your next business event including Apache Cat, Better Looseen Up, Fields of Omagh, plus Might and Power. Enjoy photo opportunities with legendary winners of the Melbourne Cup and Cox Plate with their trophies. The historic homestead and garden setting has space for workshops, marquees and meetings, overlooking Melbourne Airport and Melbourne’s city skyline.

Phone (03) 9307 1165 or visit livinglegends.org.au

WILDWOOD CELLAR AND CAFÉ
The closest winery to Melbourne, Wildwood Cellar and Café is conveniently positioned just 4 kilometres from Melbourne Airport. Wildwood’s elevated position in Bulla allows for panoramic views of Port Phillip Bay, the Melbourne skyline, Macedon Ranges and Daylesford’s spa country.

Private and business functions are a specialty of Wildwood, tailoring all events to meet budget requirements and offering flexible options. An open fire, open spaces and a relaxed environment ensures Wildwood lends itself to events in every season. Guests can even enjoy a glass of Wildwood’s very own award-winning wine.

Phone (03) 9307 1118 or visit facebook.com/wildwoodvineyards

For a full list of venues and accommodation options within Hume City visit: hume.vic.gov.au/tourism

HUME CITY COUNCIL ECONOMIC UPDATE / 15
After a number of years working in senior Executive Assistant roles, Gwen Sams decided to start her own business as a Virtual Assistant.

Working from home has benefitted Gwen tremendously, providing her with the flexibility to operate her own business and spend time with her young child. “This is the best working-parent scenario I could have imagined,” said Gwen.

Gwen recently completed a project with a long-term client, organising meetings with 20 of their major customers over 4 days in Santiago, Chile. The client, a global company, and their customers are based all around the world and these logistics combined with a hectic schedule created a major event to manage.

Gwen’s extensive planning paid off and the event was a great success. The business was able to reduce costs by 10% compared with the previous year, showing the value and versatility of virtual assistants.

Gwen’s adaptability and resourceful approach are the keys to her business’ success.

“I have attended several of Hume’s business events and am very lucky to live so close to amazing resources like the Craigieburn Global Learning Centre that assist me with running my business,” said Gwen.
HUME CITY SNAPSHOT

Facts at a Glance

<table>
<thead>
<tr>
<th>June Quarter 2015</th>
<th>Total number of residential properties in Hume</th>
<th>63,970</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Residential Lots Released</td>
<td>771</td>
<td></td>
</tr>
<tr>
<td>Number of Planning Permit Applications</td>
<td>264</td>
<td></td>
</tr>
<tr>
<td>March Quarter 2014</td>
<td>Number of Property Sales</td>
<td>912</td>
</tr>
<tr>
<td>Hume City Unemployment Rate (%)</td>
<td>9.1%</td>
<td></td>
</tr>
<tr>
<td>June Quarter 2015</td>
<td>Consumer Price Index, Melbourne (% change from previous quarter)</td>
<td>0.7%</td>
</tr>
</tbody>
</table>

Weather Information

<table>
<thead>
<tr>
<th>March Quarter</th>
<th>2014</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Minimum Daily Temperature (°C)</td>
<td>9.7</td>
<td>7.6</td>
</tr>
<tr>
<td>Average Maximum Daily Temperature (°C)</td>
<td>17.7</td>
<td>16.7</td>
</tr>
<tr>
<td>Average Daily Rainfall (mm)</td>
<td>1.4</td>
<td>0.9</td>
</tr>
<tr>
<td>Total Rainfall for the Quarter (mm)</td>
<td>124.2</td>
<td>83.0</td>
</tr>
</tbody>
</table>

Source: Bureau of Meteorology.
Note: Weather information recorded at Melbourne Airport monitoring station.

Building Work

<table>
<thead>
<tr>
<th>June Qtr 2015</th>
<th>Hume City</th>
<th>Value of Building Work ($’000)</th>
<th>Melbourne</th>
<th>Value of Building Work ($’000)</th>
<th>% of Melbourne</th>
</tr>
</thead>
<tbody>
<tr>
<td>Domestic/Residential</td>
<td>746</td>
<td>$152,530</td>
<td>14,933</td>
<td>$4,246,523</td>
<td>5.0%</td>
</tr>
<tr>
<td>Commercial/Retail</td>
<td>54</td>
<td>$34,192</td>
<td>2,077</td>
<td>$1,092,632</td>
<td>2.6%</td>
</tr>
<tr>
<td>Industrial</td>
<td>10</td>
<td>$9,339</td>
<td>182</td>
<td>$102,802</td>
<td>5.5%</td>
</tr>
<tr>
<td>Other</td>
<td>28</td>
<td>$9,749</td>
<td>730</td>
<td>$503,735</td>
<td>3.8%</td>
</tr>
<tr>
<td>Total</td>
<td>838</td>
<td>$205,800</td>
<td>17,922</td>
<td>$5,945,692</td>
<td>4.7%</td>
</tr>
</tbody>
</table>

Source: Victorian Building Authority.
The value of all building works in Hume City during the three months to June 2015 was $205.8 million, representing 3.5% of the value of all building works in the Melbourne Metropolitan area. Domestic/Residential works amounted to $152.50 million and Commercial/Retail works $34.1 million. A total of 746 building permits were issued in Hume City in the three months to June 2015, 4.7% of the Melbourne Metropolitan total.

No. of Residential Properties by Precinct

<table>
<thead>
<tr>
<th>June Quarter 2015</th>
<th>Location</th>
<th>No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Attwood</td>
<td>1,046</td>
<td></td>
</tr>
<tr>
<td>Broadmeadows/ Jacana</td>
<td>4,962</td>
<td></td>
</tr>
<tr>
<td>Bulla/ Wildwood/ Clarkefield</td>
<td>369</td>
<td></td>
</tr>
<tr>
<td>Campbellfield/ Fawkner</td>
<td>1,726</td>
<td></td>
</tr>
<tr>
<td>Craigieburn</td>
<td>14,598</td>
<td></td>
</tr>
<tr>
<td>Dallas/ Coolaroo</td>
<td>3,232</td>
<td></td>
</tr>
<tr>
<td>Gladstone Park</td>
<td>3,239</td>
<td></td>
</tr>
<tr>
<td>Greenvale</td>
<td>4,406</td>
<td></td>
</tr>
<tr>
<td>Meadow Heights</td>
<td>4,592</td>
<td></td>
</tr>
<tr>
<td>Mickleham/ Yuroke/ Kalkallo</td>
<td>716</td>
<td></td>
</tr>
<tr>
<td>Oaklands Junction</td>
<td>155</td>
<td></td>
</tr>
<tr>
<td>Roxburgh Park</td>
<td>5,727</td>
<td></td>
</tr>
<tr>
<td>Sunbury/ Diggers Rest</td>
<td>13,706</td>
<td></td>
</tr>
<tr>
<td>Tullamarine/ Melbourne Airport/ Keilor</td>
<td>3,024</td>
<td></td>
</tr>
<tr>
<td>Westmeadows</td>
<td>2,292</td>
<td></td>
</tr>
<tr>
<td>Hume City</td>
<td>63,790</td>
<td></td>
</tr>
</tbody>
</table>

Source: Hume City Council.
Melbourne Water Reserves

<table>
<thead>
<tr>
<th>Reservoir</th>
<th>July 2014</th>
<th></th>
<th></th>
<th></th>
<th>July 2015</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Vol (ML)</td>
<td>% Full</td>
<td>Vol (ML)</td>
<td>% Full</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Thomson</td>
<td>833,897</td>
<td>78.1%</td>
<td>764,708</td>
<td>71.6%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cardinia</td>
<td>187,234</td>
<td>65.3%</td>
<td>167,260</td>
<td>58.3%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Upper Yarra</td>
<td>115,585</td>
<td>57.6%</td>
<td>101,723</td>
<td>50.7%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sugarloaf</td>
<td>88,902</td>
<td>92.4%</td>
<td>63,734</td>
<td>66.2%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Silvan</td>
<td>35,978</td>
<td>89.0%</td>
<td>34,082</td>
<td>84.3%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tarago</td>
<td>38,119</td>
<td>101.4%</td>
<td>37,735</td>
<td>100.4%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Yan Yean</td>
<td>27,006</td>
<td>89.2%</td>
<td>25,723</td>
<td>85.0%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Greenvale</td>
<td>17,842</td>
<td>66.5%</td>
<td>22,902</td>
<td>89.2%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Maroondah</td>
<td>16,646</td>
<td>75.1%</td>
<td>14,368</td>
<td>64.8%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>O’Shannassy</td>
<td>3,211</td>
<td>102.8%</td>
<td>2,672</td>
<td>85.6%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>1,364,420</strong></td>
<td>75.3%</td>
<td><strong>1,234,907</strong></td>
<td>68.1%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Melbourne Water

Waste

March Quarter

<table>
<thead>
<tr>
<th>Waste</th>
<th>2014</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total waste collected (tonnes)</td>
<td>10,081</td>
<td>10,652</td>
</tr>
<tr>
<td>Kilograms per household per week (kg)</td>
<td>12.4</td>
<td>12.7</td>
</tr>
<tr>
<td>Waste weighed at Council landfills (tonnes)</td>
<td>9,234</td>
<td>9,393</td>
</tr>
</tbody>
</table>

Source: Hume City Council

International Air Traffic

March Quarter

<table>
<thead>
<tr>
<th>Melbourne Airport</th>
<th>2014</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers (no.)</td>
<td>1,864,096</td>
<td>2,203,105</td>
</tr>
<tr>
<td>Freight (tonnes)</td>
<td>67,809</td>
<td>74,527</td>
</tr>
<tr>
<td>Aircraft Movements (no.)</td>
<td>9,512</td>
<td>10,497</td>
</tr>
</tbody>
</table>

Source: Air Transport Statistics – International Airlines, Bureau of Infrastructure, Transport & Regional Economics

Property Sales

COMMERCIAL/RETAIL VACANT

<table>
<thead>
<tr>
<th>no. of sales</th>
<th>median price</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

INDUSTRIAL VACANT

<table>
<thead>
<tr>
<th>no. of sales</th>
<th>median price</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

RESIDENTIAL VACANT

<table>
<thead>
<tr>
<th>no. of sales</th>
<th>median price</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

COMMERCIAL/RETAIL IMPROVED

<table>
<thead>
<tr>
<th>no. of sales</th>
<th>median price</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

INDUSTRIAL IMPROVED

<table>
<thead>
<tr>
<th>no. of sales</th>
<th>median price</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
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</table>

RESIDENTIAL IMPROVED

<table>
<thead>
<tr>
<th>no. of sales</th>
<th>median price</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Hume City Council
There were 771 residential lots released during the June Quarter 2015; this was an increase of 79.3% on the previous quarter (430 lots released).

Craigieburn had the highest number of lots released (361) during the quarter. This was followed by Greenvale (146 lots) and Roxburgh Park (58 lots).

Source: Hume City Council
Note: ‘Lots Released’ refers to the number of lots which have been completed to the satisfaction of Council and issued with a Statement of Compliance.

### MEDIAN PRICE OF RESIDENTIAL PROPERTY SALES BY PRECINCT

<table>
<thead>
<tr>
<th>Suburb</th>
<th>March Quarter 2014</th>
<th>March Quarter 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Vacant</td>
<td>Improved</td>
</tr>
<tr>
<td>Attwood</td>
<td>$297,500</td>
<td>$559,000</td>
</tr>
<tr>
<td>Broadmeadows/Jacana</td>
<td>na</td>
<td>$330,000</td>
</tr>
<tr>
<td>Bulla/Wildwood/Clarkefield/Oaklands Junction/Yuroke/Mickleham/Kalkallo</td>
<td>$167,900</td>
<td>$727,500</td>
</tr>
<tr>
<td>Campbellfield/Somerton</td>
<td>na</td>
<td>$342,500</td>
</tr>
<tr>
<td>Craigieburn</td>
<td>$210,000</td>
<td>$330,000</td>
</tr>
<tr>
<td>Dallas/Coolaroo</td>
<td>na</td>
<td>$292,000</td>
</tr>
<tr>
<td>Gladstone Park</td>
<td>na</td>
<td>$377,500</td>
</tr>
<tr>
<td>Greenvale</td>
<td>$263,500</td>
<td>$527,500</td>
</tr>
<tr>
<td>Meadow Heights</td>
<td>na</td>
<td>$320,000</td>
</tr>
<tr>
<td>Melbourne Airport</td>
<td>na</td>
<td>na</td>
</tr>
<tr>
<td>Roxburgh Park</td>
<td>$224,000</td>
<td>$365,000</td>
</tr>
<tr>
<td>Sunbury/Diggers Rest</td>
<td>$220,000</td>
<td>$365,000</td>
</tr>
<tr>
<td>Tullamarine</td>
<td>na</td>
<td>$376,000</td>
</tr>
<tr>
<td>Westmeadows</td>
<td>na</td>
<td>$410,000</td>
</tr>
<tr>
<td>Hume City</td>
<td>$220,000</td>
<td>$350,000</td>
</tr>
</tbody>
</table>

Source: Hume City Council
Note: ‘na’ denotes not available due to an inadequate number of sales or incomplete data. Excludes ‘Rural’ sales.

### RESIDENTIAL LOTS RELEASED

There were 771 residential lots released during the June Quarter 2015; this was an increase of 79.3% on the previous quarter (430 lots released). Craigieburn had the highest number of lots released (361) during the quarter. This was followed by Greenvale (146 lots) and Roxburgh Park (58 lots).

### Unemployment

The unemployment rate for Hume City decreased from 9.7% to 9.1% in the March Quarter 2015. Hume City’s unemployment rate remains higher than both the Greater Melbourne (6.6%) and Victoria (6.5%). Unemployment for Hume City is higher than the same quarter last year, when the unemployment rate was 9.8%.

**KEY**

- H - Hume City
- M - Melbourne Statistical Local Area
- V - Victoria

For more Hume statistics visit: Hume Economic Profile Powered by: REMPLAN Hume Community Profile Powered by: id.
UPCOMING EVENTS

NORTHERN BUSINESS ACHIEVEMENT AWARDS
When: 3 September 2015
Time: 6:45am – 9:00am
Where: Mantra Bell City, 2015 Bell Street, Preston VIC 3072
Register: nbaa.com.au

HUME SMALL BUSINESS CLINIC - CRAIGIEBURN
When: 29 September 2015
Time: 10:00am – 3:00pm (Appointments available)
Where: Hume Global Learning Centre, 75-95 Central Park Ave, Craigieburn VIC 3064
Register: sbms.org.au/events

SMALL BUSINESS BUS - CRAIGIEBURN
When: 1 October 2015
Time: 10:00am – 4:00pm (Appointments available)
Where: Venue TBC (Craigieburn Central)

HUME SMALL BUSINESS CLINIC - BROADMEADOWS
When: 27 October 2015
Time: 10:00am – 3:00pm (Appointments available)
Where: Hume City Council Office, 1079 Pascoe Vale Road, Broadmeadows VIC 3047
Register: sbms.org.au/events

GO ONLINE: A START-UP GUIDE FOR BUSINESS SEMINAR
When: 12 November 2015
Time: 6:00pm – 8:00pm
Where: Hume Global Learning Centre, 75-95 Central Park Ave, Craigieburn VIC 3064
Register: https://go-online-a-start-up-guide-for-business-hume.eventbrite.com.au

HUME BUSINESS BREAKFAST
When: 20 November 2015
Time: 7:00am – 9:00am
Where: Aitken Hill Conference and Events Venue, 20 Dunhelen Lane, Yuroke VIC 3063
Register: humebusinessbreakfast.eventbrite.com.au

SMALL BUSINESS BUS – SUNBURY
When: 23 November 2015
Time: 10:00am – 4:00pm (Appointments available)
Where: Harris Scarfe Car Park, 92 Evans Street Sunbury VIC 3429

HUME SMALL BUSINESS CLINIC - SUNBURY
When: 24 November 2015
Time: 10:00am – 3:00pm (Appointments available)
Where: Hume City Council Customer Service Centre, 43 Macedon Street, Sunbury VIC 3429
Register: sbms.org.au/events

NORTHERN BUSINESS ACHIEVEMENT AWARDS – GRAND FINALE
When: 3 December 2015
Time: 6:45am – 9:00am
Where: Mantra Bell City, 2015 Bell Street, Preston VIC 3072
Register: nbaa.com.au