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HUME CITY COUNCIL **ECONOMIC UPDATE**

SEPTEMBER 2018

www.hume.vic.gov.au

HUME CITY Get Connected



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HUME CITY COUNCIL IS A PROUD SUPPORTER OF THE AUSTRALIAN MADE, AUSTRALIAN GROWN CAMPAIGN

Cover: MERIT MANUFACTURING

If you have any comments, suggestions or stories of interest for the Economic Update, or if you would like to receive a copy every quarter please contact us on 03 9205 2200, or visit Hume City Council's website hume.vic.gov.au

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MAYOR'S INTRODUCTION

Welcome to the Spring edition of the Economic Update. This edition highlights some of the innovative businesses that are driving growth in Hume and what sets them apart from others.

In this edition we feature:

- *Direct to Public Outlets* in Hume City. We have a growing number of direct to public outlets/businesses. Read about these undiscovered gems that offer a range of products including food, textile and furniture.
- Plastics 2000, a local manufacturer of plastic film products for food carton liners, pallet bags and mattress and furniture bags.
- Melbourne Truss, a family oriented business, using the latest truss and frame manufacturing technology to supply the building industry with timber trusses, house frames, architraves, doors and door handles.
- G. James, Australia's leading glass and aluminium manufacturer, contributing to the majority of developments, infrastructure and transport needs throughout the country.
- TEK Foods, one of Melbourne's leaders in kebab production and meat distribution. Their recent expansion has led to much success.
- BSB Pacific, a sunless tanning and skincare manufacturer, also selling their products direct to public from their showroom in Campbellfield.
- Sage Group, a full solution financial group, providing proactive financial services and education solutions for personal and business finance needs.
- Merit Manufacturing, a family owned and run company for over 30 years, specialising in designing, manufacturing and supplying a range of different metal and steel components.
- CEM International, a well established business known for the manufacturing and provision of cryogenic pressure vessels for the storage and transportation of liquefied gases.

Our *People in Hume* section captures more inspiring and motivating stories.

During my time as Mayor I was fortunate to visit a variety of Hume businesses, which I thoroughly enjoyed. I was very impressed by the energy, passion and level of commitment displayed by the businesses.

I hope you enjoy reading this edition of Economic Update and please don't hesitate to contact our Economic Development Department on any of the stories featured.

Mayor Cr Geoff Porter
Hume City Council



WOMEN IN FRONT NETWORKING LUNCH

At this year's Hume Women in Front Networking Lunch, guests heard from journalist and presenter Tracey Spicer, who is also the author of the recently published "The Good Girl Stripped Bare."



TRACEY SPICER



WOMEN IN FRONT ATTENDEES WITH TRACEY SPICER

An audience of 200 people attended Meadowbank Estate in Broadmeadows for this year's Hume Women in Front Networking Lunch. The audience, made up of business and community leaders listened to Tracey's inspiring and informed views on women's rights, equal opportunity and leadership.

Tracey spoke about taking risks, fighting the good fights and connecting with others to bring change in workplaces by being yourself and staying true to who you are.

The event was proudly sponsored by Telstra Business Centre Essendon.

Speaking on behalf of the event sponsor, General Manager Jo Camilleri commented on the event's success and their opportunity to take part. "Tracey Spicer was absolutely inspiring and we were proud to be able to support Hume City Council to deliver this great event, recognising women in business."

"Tracey Spicer was absolutely inspiring and we were proud to be able to support Hume City Council to deliver this great event, recognising Women in Business."

– Jo Camilleri, General Manager

Hume City Council is proud of the relationships it has built with its business community. The event provided excellent networking and professional development opportunities for the businesses that attended. It is also a way for Council to celebrate the contribution that local businesses make to the local economy.

The annual event was once again part of the Small Business Festival Victoria.

The Women in Front Networking Lunch will be held again in August 2019. To provide your business with significant promotional opportunities, contact Kelly Court on 9205 2200, for partnership details.

DIRECT TO PUBLIC OUTLETS IN HUME CITY

Hume City, home to numerous undiscovered gems, is fast becoming a visitor destination for direct to public outlets. Clustered in the South East of Hume, the outlets represent a range of industries from food, to textile, to furniture. In particular, the food and beverage manufacturing industry has established itself in Melbourne's North with approximately 400 manufacturers turning over an impressive \$1million+ each.

The growth of these businesses plays an important role in supporting the local economy and the creation of job opportunities. The offer provided by these diverse local products and services also contributes to Hume City's overall liveability.

HERE IS JUST A TASTE OF SOME OF HUME'S OUTLETS:



1. BALI ABUNDANCE

Located in Tullamarine, Bali Abundance specialises in importing poster beds, vintage doors, daybeds and unique one of a kind items, handmade with love from Indonesia and India at wholesale prices.

13 Hercules Street, Tullamarine

T: 9077 2357

W: baliabundance.com.au



2. NONNA SOFIA

A small family owned cheese making business, featuring the freshest ingredients and made as close to traditional recipes as possible. They also provide a wide range of fresh, semi mature and Middle Eastern cheeses.

15 Fabio Court, Campbellfield

T: 9359 6622

W: nonnasofia.com.au



3. HOUSE OF BISKOTA

A family owned business, known for their traditional and gluten free baked biscuits. All individually handmade and baked daily to order.

1/8 Commercial Court, Tullamarine

T: 9338 8509

W: houseofbiskota.com.au

4. GRAND FOODS

Grand Foods also known as KAHVECIOĞLU is an importer and distributor of a large range of quality fine foods from Turkey's most popular Mediterranean brands. Grand Foods sell direct to public as well as wholesale to major supermarkets and retailers.

82 Barry Road, Campbellfield

T: 9357 9244

W: www.grandfoods.com.au





5. THE FRESH CHEESE & CO

The Fresh Cheese Company is a manufacturer of multi-award winning, high quality Mediterranean style cheese. Located in Broadmeadows you will find a wide range of delicate cheeses to suit any taste.

95-97 Riggall Street, Broadmeadows

T: 9301 9444
W: freshcheese.com.au

6. THE BIGGEST LOLLIE SHOP IN THE WORLD

Have a special occasion or party coming up, or just in need of something sweet? Look no further The Biggest Lollie Shop supply a complete range of party goods and confectionery, perfect for any occasion.

247 Mickleham Road, Westmeadows

T: 9338 3517
W: thebiggestlollieshopintheworld.com.au



8. TONTINE FACTORY OUTLET

Tontine is Australia's biggest manufacturer of pillows, quilts and bedding accessories, with a direct to public factory outlet located in Campbellfield where a vast range of their products can be found.

Gate 2, 144-166 National Boulevard, Campbellfield

T: 1800 630 034
W: tontine.com.au

7. BULK BUYS

Bulk Buys is a supplier of high quality cleaning and catering products at very competitive prices.

100 Barry Road, Campbellfield

T: 9357 7141
W: bbuys.com.au



9. SUNZEST ORGANIC

Sunzest is a family owned and operated brand that squeezes organic fruit juices daily from its juice processing plant in Somerton. Door sales and new distributors welcome.

237 Hume Highway, Somerton

T: 9308 0277

10. SAHARA DAIRY

Sahara Dairy is one of Melbourne's well-known local dairy manufacturers in the north. Their products include yoghurt, cheese, butter and the traditional yoghurt drink known as Ayran.

5/30-34 Maffra Street, Coolaroo

T: 9309 4600
W: saharadairy.com.au



Are you a direct to public outlet in Hume City? Get in touch with Hume's Economic Development Department: business@hume.vic.gov.au

For more information visit www.hume.vic.gov.au/tourism

Follow @discoverhume, hashtag #discoverhume

ENGINEERING AND MANUFACTURING DESIGNED SOLUTIONS



**FABRICATED
PRODUCTS**



**CHEMICAL PLANT
& ENGINEERING**



**LPG EQUIPMENT
SUPPLY**



**TITANIUM
INTERNATIONAL**

An extremely well-established business, CEM International has been based in Hume City for over 45 years.

Founded by three colleagues in 1972, CEM International was established at its present site for the manufacturing and provision of cryogenic pressure vessels for the storage and transportation of liquefied gases.

“That market had tapered off, in the late 70s”. Current CEO Tony Say explains, “The focus then changed to building equipment for the liquid petroleum gas industry – the LPG business in Australia was beginning to ramp up at that time and we still do that today.”

CEM quickly expanded in the late 70s and early 80s, acquiring aspects of other businesses, and now operates across four divisions: Chemical Plant and Engineering, Fabricated Products, LPG Equipment Supply, Titanium International, with a warehouse and sales division in Brisbane, as well as a wholly owned manufacturing plant in Changzhou, China – Changzhou CEM Special Equipment Co Ltd.

CEM provides the market with complete design, engineering and manufacturing services for equipment for storage and transportation of liquefied gases, filtration, mixing and agitation applications in addition to gas control equipment and specialty metal wholesaling.

Tony explained that “The breadth of things we do make us different to most companies of a similar size. They tend to be focused on one thing.” We’re a company that engineers products and we build those products, but also have significant activities in importing, wholesaling and reselling equipment and materials. It’s that diversity that makes us an interesting business. It helps us to be profitable every year. All four aspects of the business are rarely booming at any one time, but nor are they all in a trough at the same time. They support one another.”

With around 65 staff based in Hume City, Tony and the team at CEM are proud to employ Hume residents and like to think of the business as being a strong contributor to the Hume community.



“Most of our employees would be from the Northern and North Western suburbs, many of whom are living within the Hume municipality. We have boilermakers, welders and fitters; fitters do the pipework, the boilermakers and welders build the tanks and vessels.

“We employ a number of engineers in our design group and also in the sales divisions, as there are highly technical aspects to our products, so it’s essential to have those engineering skills to discuss them properly. We find that engineers like working for this company because of the variety of engineering challenges we offer.

“The breadth of things we do makes us different to most companies of a similar size. They tend to be focussed on one thing. We’re a company that engineers products and we build those products, but we also have significant activities in importing, wholesaling and reselling equipment and materials.”

– Tony Say, CEO



AN LPG CRYOGENIC PRESSURE VESSEL IN PRODUCTION

“We also have people in our finance and accounting team and a whole range of people who do a variety of administration work. Our low staff turnover shows that it is an interesting and welcoming place to work. People who like a challenge will enjoy it here. The founders created a very strong sense of loyalty that we hope continues today,” elaborated Tony.

Founder Ian Reynolds was an active participant in the business up until he passed away earlier this year but his philosophy of satisfaction in design and manufacture still holds true.

Tony said, “I think we are most proud of the fact that we continue to do things that are difficult to do in this country. We like making and designing things and employing people to build them – we stick at it.”

cem-int.com.au



**65 STAFF
BASED IN HUME CITY**

PROACTIVE FINANCIAL ADVICE

In breaking away from the traditional accountant mould, the team at Sage Business Group, holds seminars at their “Centre of Excellence” to include education in their service offering.



SAGE BUSINESS GROUP TEAM

Sage Business Group, formerly McMahon Osborne Group, specialises in providing proactive financial services and education solutions for personal and business finance needs. Founded in June 1988, their team has grown to 19, most of whom are Hume residents.

Sage Business Group prides itself on the values it operates by, one of which is *congruency*; “We practice what we teach,” said Michael Osborne, one of the two business directors. “We assist small businesses to grow their business in a sustainable way. The more they grow the more they can employ – which is great for the community.”

Much like the services Sage Business Group offer, many of their clients from Hume are diverse and varied. To accommodate that, services range from accounting and tax, business advice and assistance through to property and wealth investment and are tailored for their 4000+ clients to achieve their goals.

The approach is one of time and consideration, “We ask, and we listen. It is easy to give a generic solution to a client’s request, but we like to understand the larger scope of things. We ask them a lot of questions and listen to ensure that we understand our clients and what is important to them,” explained Michael.



TEAM OF 19

Sage understands people consume information in varying ways. Conversely to traditional accounting firms, Sage Business Group focuses on being tech-forward — having recently updated its website — is active on social media and has a phone app to share its information. These methods of delivery support the more traditional approaches and allows for holistic, client-focused interaction.

“We strive to ensure that all aspects of our various services have some form of education to them.”

– Michael Osborne, Business Director

Education is a major contributing factor to the core values of the business. Michael prides the team on turning the business into an education style business by breaking away from the traditional accountant mould.



MICHAEL OSBORNE DELIVERS A SEMINAR AT THE “CENTRE OF EXCELLENCE”



4000+ CLIENTS

“We strive to ensure that all aspects of our various services have some form of education to them. We believe so strongly in education that we have set up our own ‘Centre of Excellence’ where we hold regular seminars around business building as well as superannuation, wealth management and protection.”

Being a 2017 Hume Business of the Year finalist, has united the firm by confirming their hard work and diligence. Michael sums up, “The greatest satisfaction for those employed by Sage Business Group is when a client has been through their unique journey of education, discovery, proactive solutions and results that create a lasting effect on them and their family – it doesn’t get any better than that.”

sagegroup.com.au

SUNLESS TANNING AND SKINCARE SHINE IN HUME

Beyond Skin Beauty (BSB) is a sunless tanning, skincare manufacturing and wholesale company, based in Hume.



A BSB PACIFIC EMPLOYEE OVERSEES THE PRODUCTION OF BODY BUTTER



MOST POPULAR SUNLESS TANNING PRODUCT

BSB Pacific was initially born in the retail sector in 1998 when founder and CEO Winston Hayes opened his first beauty salon. Focusing on spray tanning, and other express services, the business grew from importing its own products to becoming predominantly wholesale. From this leap, Winston realised the market for quality sunless tanning goods. This catapulted BSB to success.

“We were one of the first companies to offer a professional treatment, whereas previously it was out of a bottle, tell-tale orange. We started pushing boundaries to do it in a better way and that’s what created more interest. We created our own brands and started manufacturing. To this day, we are one of the largest producers of sunless tanning products in Australia,” acknowledged Winston.

His insatiable thirst for knowledge of tanning products is what lifts Winston above the competition. “I wanted to know everything about it. I wanted to feel like I was as knowledgeable as the person who was creating the recipe. I think that is where we’re different to those that are more of a marketing company rather than understand the whole picture.”

BSB produces many of its own products and brands, all of which are PETA approved vegan, including the well-known Moroccan Tan (their best seller).

Recognising their quality, BSB were approached by other personal care companies to create products for them from skincare, infant products to pet care, thus driving continued expansion. BSB provide their own products to over 1,000 businesses and their partners’ products to tens of thousands of retailers.

“We created our own brands and started manufacturing. To this day, we are one of the largest producers of sunless tanning products in Australia.”

– Winston Hayes, CEO

Beginning in Boroondara, BSB moved to Banyule, then Whittlesea but as they grew they needed greater space and therefore decided to establish their headquarters in Hume City. This new location offers size, space and convenience providing benefits which they immediately recognised.

“Out of need we came to Hume and instantly it was easy. They were much more open to new business, to manufacturing and really tried their best to reduce red tape and previously experienced challenges.”

BSB employs approximately 30 diverse staff from Hume City and other areas, in production, distribution, engineering, quality control and scientific fabrication. The business is expanding and aims to double in size in the next few years whilst retaining its quality edge.

“My aim is not to be the largest. I consider BSB as a boutique company, providing much more of a quality service. I said to my wife that if we didn’t know the first name of everyone who works here, then we would’ve reached the point where we’re too big,” added Winston.

BSB are also selling their products direct to public from their showroom in Campbellfield.

bsbpacific.com

A ZERO-WASTE PLASTICS FACILITY



**ZERO-WASTE
FACILITY**



10 EMPLOYEES

Plastics 2000 is a zero-waste plastic film manufacturer based in Hume.

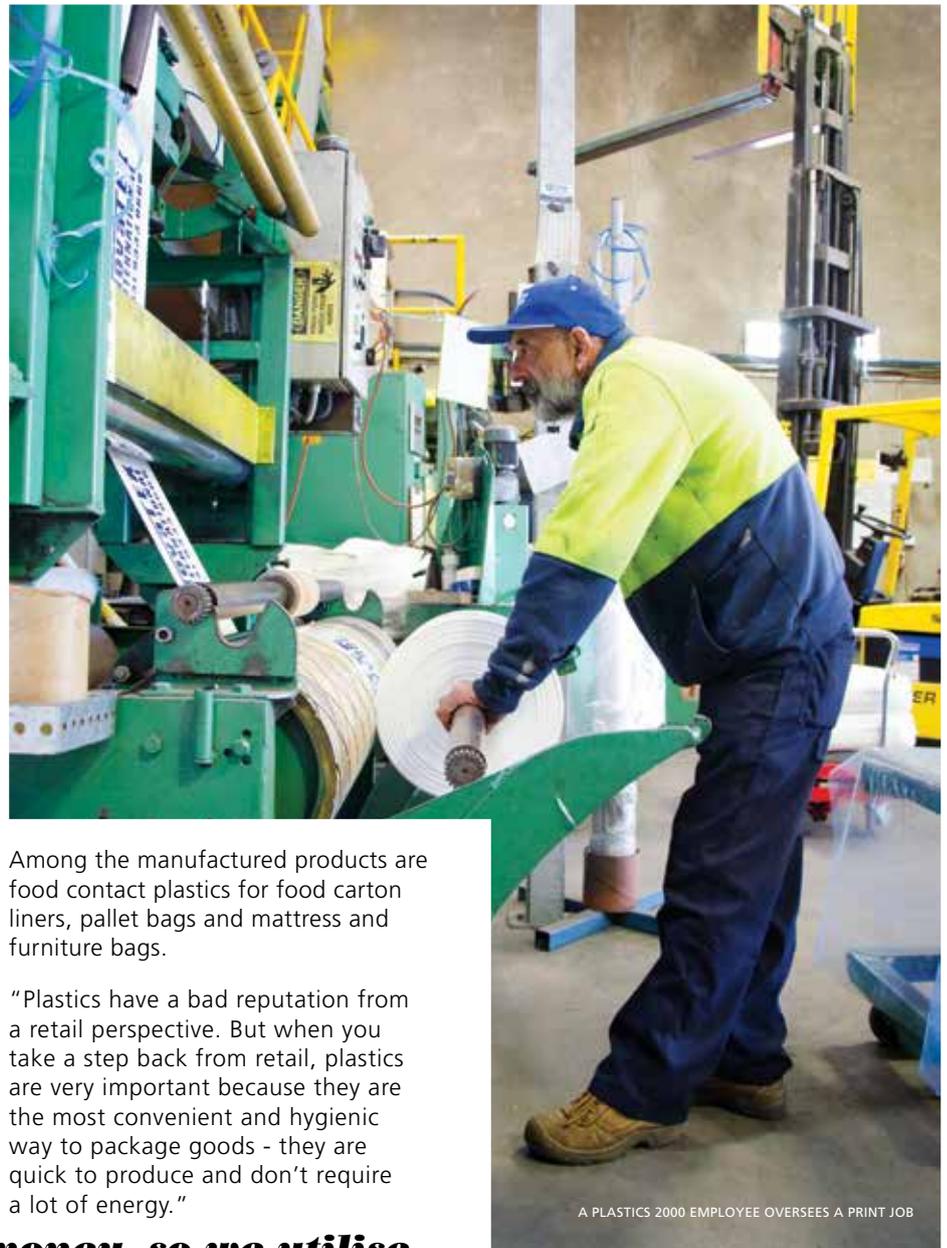
Established in the year 2000, Plastics 2000 is a manufacturer that produces plastic film in different sizes and colours for general packaging purposes. At the start of 2018, the forward-thinking new owners, Jehangir and Sadie Sandhu have made quality control their first and primary focus.

“At the moment, it’s about quality control for us, making sure that our products are of a consistently high quality to ensure customer satisfaction time and time again. We also want to grow and expand our offerings which will require investing in new technology in the future,” said Sadie.

“Scraps are worth money, so we utilise them on site. This is something we would like to do more of. We get a lot of demand from businesses in Hume to collect their scrap plastic and use it.”

– Jehangir Sandhus, Owner

Plastics 2000 is located in Campbellfield and employs a total of 10 people. Many of their customers are conveniently located in the Hume City area. As part of their offering, they provide plastic film distributors with a printing service to brand the products.



A PLASTICS 2000 EMPLOYEE OVERSEES A PRINT JOB

Among the manufactured products are food contact plastics for food carton liners, pallet bags and mattress and furniture bags.

“Plastics have a bad reputation from a retail perspective. But when you take a step back from retail, plastics are very important because they are the most convenient and hygienic way to package goods - they are quick to produce and don’t require a lot of energy.”

“Plastics can be recycled to provide more packaging solutions, as many times as you want, as long as you get clean plastic back from the end user,” expressed Jehangir.

The manufactured plastic film can be either sold in rolls or converted into bags or sheets. These conversions generate scrap, especially when meeting an array of size requests.

A zero-waste facility, the scrap is then recycled on site and turned back to plastic resin. The same process is used for the plastic packaging which Plastics 2000 receives the virgin plastic resin.

Jehangir revealed, “Scraps are worth money, so we utilise them on site. This is something we would like to do more of. We get a lot of demand from businesses in Hume to collect their scrap plastic and use it. This is something we would like to do in the future. That’s the vision. Rubbish is a big issue in Melbourne and beyond.”

plastics2000.com.au

KEBAB "MEATS" CAFÉ



700 CUSTOMERS
AUSTRALIA WIDE



130+ STAFF

Tek Foods is one of Australia's leaders in kebab production and meat distribution.

Tek Foods, one of Australia's leading halal meat suppliers, started in 2005 in a small factory in Campbellfield. Today, they supply premium quality kebab meat and other food products to over 700 customers Australia wide from their established wholesale and manufacturing business in Cooper Street, Somerton. This is where the public can now also access Tek Food's delicious meat from the Tek Superstore and Café.

Director, Muhittin Tercan opened the doors to the superstore butcher and café in March 2018. This grew the business and created up to 30 new jobs, adding to the existing workforce of over 130. The café boasts a fine selection of food offerings ranging from steak, international breakfast, focaccias, wraps, continental desserts and coffee.

When asked why Tek Foods chose Somerton to establish its growing business, Mr Tercan said it was due to its availability of competitively priced industrial land and skilled labour, reputation in foods, access to key transport infrastructure and rapidly growing local and export markets.

"We appreciate the efforts of the government, both state and local, in establishing our presence here," Tercan said.



A TEK EMPLOYEE STOCKS THE SUPERSTORE'S FRIDGE

"We couldn't have achieved what we have without the support of our customers, family, staff and the local community". He mentioned the community is always at the forefront of every decision and that they would be looking locally when further employment opportunities arise.

"You're only as good as the last product you produced, there is no room for complacency."

– Muhittin Tercan, Director

Mr Tercan said, "We strive to create an environment where people want to come to work because they want to, not because they have to."

"Our values have always been about quality and customer service."

Mr Tercan said, "You're only as good as the last product you produced, there is no room for complacency."

In preparation for continual growth and improvement, Tek Foods have invested heavily in solar panels. In fact, their 2,200 panels were the fourth largest solar panel project in Victoria.

Mr Tercan advised that they were working towards being an eco-friendly organisation and that the solar panels were going to play a huge part in the reduction of carbon emissions.

Tek Foods are currently working closely with local TAFE organisations that will see them provide on site industry-based training for those looking to seek employment in the halal food industry.

They intend to work on broadening their national distributions, with a presence in every major Australian city, as well as seeking out exporting opportunities. When asked about the success of Tek Foods, Tercan said "It comes down to hard work, quality and delivering what you promise. We aim to put passion and love into all of our food."

tekfoods.com.au

FROM TIMBER TRUSSES TO HOME

Melbourne Truss is a family oriented and community-based business that has been operating in Hume City since its inception.



Founded in 2005 by Tahir Yavuz and Faruk Ozkan, Melbourne Truss prides itself on the strong relationships that the founding partners have made and kept over the years with their customers.

"The customers we have are returning customers. 80% of them are Hume residents. We are grateful for their ongoing support and loyalty," stated Tahir.

Melbourne Truss have built their client list through a lot of recommendations and referrals. Tahir explained, "It's not always about the money in business. It's about the relationships that you build."

"We are well known within the community because of our support and contributions. We believe solid relationships are a major aspect of the work environment. At Melbourne Truss, we are like family. It's such a friendly and warm atmosphere."

Since its inception, Melbourne Truss has operated in Hume City, employing many locals. 68 employees ranging from engineers to drivers work together to seamlessly meet Melbourne Truss' customers' requests. "Production is carried out in two shifts per day to meet the demand of our customers," said Tahir.

"It's not always about the money in business. It's about the relationships that you build."

– Tahir Yavuz, Founder

Melbourne Truss supplies the building industry with timber trusses, house frames, architraves, door handles, and doors to name a few products.

All the different parts are manufactured by the team in the factory, labelled and delivered to the carpenters on site.

The factory employs the latest truss and frame manufacturing technology called Pryda. This technology is a total system package which utilises fully integrated software and high performance manufacturing equipment.

Tahir proudly shared that, "By Christmas last year, we had supplied enough trusses for over 3,000 homes. We estimate to exceed 4,000 homes by the end of 2018."

melbtruss.com.au



PRODUCTION CARRIED OUT IN 2 SHIFTS



TRUSSES PRODUCED FOR 3,000 HOMES IN 2017

THREE GENERATIONS OF GLASS AND ALUMINIUM

G. James is Australia's leading glass and aluminium manufacturer, contributing to the majority of the country's developments, infrastructure and transport needs.



G. JAMES EMPLOYEES PREPARE ALUMINIUM EXTRUSIONS FOR DISTRIBUTION



ALUMINIUM EXTRUSIONS

Now in its third generation, this wholly owned family business was started in 1917 by George James. After being passed down to his son in law, Joe Saragossi (and later his son Lewis), the business underwent extreme expansion to become what it is today. From its humble, three-man strong beginnings, to now with 68 branches across Australia, the company employs around 3,200 staff nationwide and over 9,500 vehicles in their fleet at last count.

The company spans different skills to produce aluminium and glass products, façade solutions, windows and doors. When looking to expand to Victoria, location was key when G. James opened in Melbourne in 1989 and logistically, Hume City was the best option. "When we opened here it was to be close to the airport, close to the freeway – that was the original theory," disclosed Hume facility branch manager Jason Streek.

The Hume facility is vital to the overall success of the Brisbane-based company. Jason explains many industries use their products: construction of residential and commercial buildings, freeway, transport (light and heavy), 4-wheel drive aftermarket, lighting and the marine industry.

"Our quality is second to none and it always has been - that's our advantage."

– Jason Streek, Branch Manager

Both the Queensland and New South Wales aluminium mills deliver on average 24 tonnes of product to the warehouse twice-weekly - and an even greater 36 tonnes is shipped out of the facility per week.

Notable projects are the large sound barriers produced for Eastlink, developed in conjunction with Oz Plastics and John Holland. "We worked 19 days straight once, basically six days a week, 2 shifts a day to get it all out."

VLine trains all use GJ Shieldtek Rolling Stock, the specific purple colour being developed and trademarked in conjunction with G. James. The aluminium for buses at the airport and long-term parking buses has all been provided by G. James.

The difference this business has at its Hume facility is that everyone employed is a Hume resident and that they have impeccable retention. "We employed someone new in the last 12 months, before that, the last person we employed was 10 years ago. It's vibrant, never a dull moment. We've known each other so long that there's no politics here. Everybody understands that safety comes first, and we go from there", said Jason.

This comradery translates to the quality at G. James. "I think it's the service that we do. You can speak to the owner, to myself to anybody with one phone call. Our quality is second to none and it always has been - that's our advantage."

gjames.com



3,200 STAFF
AUSTRALIA WIDE



68 BRANCHES
ACROSS AUSTRALIA

A LEGACY OF STEEL



All our products are manufactured to the highest standard using our state-of-the-art closing ring technology. I have spent hundreds of thousands of dollars on new state-of-the-art plant and equipment, so our customers know they are getting the best quality products available.”

– Wade George, Owner.

SHEET METAL ENGINEERING

Merit Manufacturing is a metal roll forming and sheet bending manufacturer based in Hume City.

Merit Manufacturing is a family owned company specialising in manufacturing a range of different metal and steel components. It was founded as MCI Metal Stamping by Michael George in 1983 in a small garage in Niddrie, working as a fitter, turner and toolmaker creating fire hydrant keys for the Melbourne Fire Brigade.

As the business grew, operations moved to Tullamarine before settling in the current Campbellfield building, a 2500m² pressed metal parts and roll forming factory. This expansion saw the business become the largest locking rings supplier for the rigid packaging industry in Australasia.

In 2015 Michael's son, Wade bought the business from his father and as the owner-operator diversified the company to include sheet metal engineering and fabrication. In November 2017, Wade expanded the business further by buying Great Doherty Sheet Metal.

“When I bought the other company, we decided to rebrand the business and name it Merit Manufacturing to reflect the expansion of our product offering”, explained Wade. The factory spans two buildings, the main production workshop is 2,000m² and the back building, used for assemblies and warehousing, is 1,000m².

It now provides a vast range of manufacturing and associated services, with over 30 years' experience. Merit Manufacturing has been designing, manufacturing and supplying a wide range of strip and sheet metal and roll formed components and assemblies.

These products are designed to suit a diverse range of industries and many applications. Merit Manufacturing still prides itself on being a family owned and run company.

The range of products and services include:

- Locking rings
- Metal stamping
- Roll forming
- Pipe re-lining packers
- Sheet metal engineering

“All our products are manufactured to the highest standard using our state-of-the-art closing ring technology. I have spent hundreds of thousands of dollars on new state-of-the-art plant and equipment, so our customers know they are getting the best quality products available,” said Wade.

Merit Manufacturing is proud to collaborate with several local businesses in order to offer a range of ancillary services including plasma, laser and water jet cutting and powder coating among other finishes. This combined offering and unrivalled access ensures their reputation as specialists in fast moving consumer goods.



The metal roll forming and sheet bending services include everything from custom-tailored design, through to tooling and equipment supply, training and troubleshooting.

As sheet metal engineering is a process that is applied to almost every metal component, the versatility that Merit provides is one of its key offerings.

It is a crucial aspect of producing parts used in varied industries including mining, oil and gas, automotive, transport, manufacturing, building and construction, engineering, electrical and medical industries.

The business prides itself on being family owned and run, extending that sense of family to its 21 staff. "I've got very good staff retention here. One of our two production managers was my father's first apprentice. He's been working here since 1989.

The other has been working here since 1999. I've got multiple staff out on the shop floor who have been here for over 20 years.

We're just very consistent and care about keeping everyone here as happy as possible," explained Wade.

A full toolmaking workshop situated in one of the factory's corners includes lathes, grinders and drills, a few of which were originally acquired by Wade's father back in the 80s when he had first started out, "With these old machines we're making brand new technology".

meritcon.com.au

PEOPLE IN HUME

Smart Skin Clinics and PressPlay Cosmetics

Kate Flamma has always taken ownership of her own journey. From the age of 23, she became the founder and business owner of Smart Skin Clinics' first laser, skin and cosmetic treatment outlet in Roxburgh Park in 2009. She went on to establish four locations in Victoria.

"It was a bit challenging for me in the beginning as I didn't have a big support system, but I was young, willing, and had nothing to lose," said Kate.

In 2014, Kate had just become a new mum, finding herself working and struggling with time limitations, she recognised the need to fill the "convenient cosmetics" gap in the industry.

Believing anything was possible, Kate decided to expand the business and created PressPlay Cosmetics together with specifically designed magnetic cosmetic capsules; which snap together to carry customisable sets of your personal choice of cosmetics from the PressPlay range.

"You pick and choose how you want to play, this is why we call it PressPlay," Kate explained.

ssclinics.com.au | pressplaycosmetics.com

▶ KATE FLAMMEA



IBRAHIM GOCOL ◀



C & F Logistics and Pacificgate International

Ibrahim Gocol, Director of C & F Logistics and board member of Pacificgate International, moved back to Hume City in 1998. Returning from Istanbul with his family, Ibrahim immediately established Pacificgate International with a group of his close friends.

Pacificgate now owns and operates independent supermarkets Freshplus and a wholesale distribution centre, Anatolian Foods.

Employing 120 Hume residents in its 20th year, Pacificgate imports an impressive 150 containers per year of food products mainly from Turkey. These are then sold at the three Freshplus supermarkets also located in Hume.

Leveraging his logistics know-how, Ibrahim founded C & F Logistics in 2002, an agency providing customs clearance services. Ibrahim utilises his skills and knowledge through C & F Logistics to help many businesses in Hume to actively engage in International trade.

Ibrahim says that he found his calling in Hume and successfully established two major businesses that also help other businesses grow, "It was a life changing moment when I came back to Hume in 1998".

pacificgate.com.au

HUME CITY SNAPSHOT

FACTS AT A GLANCE

JUNE QUARTER 2018	
Total number of Residential Properties in Hume	71,063
Number of Residential Lots Released	878
Number of Planning Permit Applications	260
Number of Property Sales	486
MARCH QUARTER 2018	
Hume City Unemployment Rate (%)	9.8%

POPULATION ESTIMATES

	2018	2022	2026	2030	2034
JUNE QUARTER					
Estimated Population	223,329	256,325	284,307	310,312	334,682

Source: Hume City Council Population Forecasts, .id consulting, July 2018

MEDIAN WEEKLY RENT

Region	3 bedroom house		2 bedroom flat	
	MAR 2017	MAR 2018	MAR 2017	MAR 2018
Hume City	\$350	\$360	\$320	\$330
North West Melbourne	\$370	\$380	\$420	\$465
Metro Melbourne	\$390	\$400	\$400	\$440

Source: Department of Health & Human Services. (June Qrt 2018 figures unavailable at the time of compiling this report – August 1 2018.)

BUILDING WORK

	Hume City		Melbourne		% of Melbourne	
	No. of Building Permits	Value of Building Work (\$'000)	No. of Building Permits	Value of Building Work (\$'000)	No. of Building Permits	Value of Building Work
MARCH QUARTER 2018						
Domestic/Residential	1,064	\$246,709	15,402	\$5,031,042	6.9%	4.9%
Commercial/Retail	53	\$34,635	1,890	\$1,390,705	2.8%	2.5%
Industrial	11	\$2,032	147	\$117,943	7.5%	1.7%
Other	46	\$68,816	797	\$1,116,131	5.8%	6.2%
Total	1,174	\$352,191	18,236	\$7,655,820	6.4%	4.6%

Source: Victorian Building Authority (June Qrt 2018 figures unavailable at the time of compiling this report – August 1 2018.)
The value of all building works in Hume City during the three months to March 2018 was \$352.2 million, representing 4.6% of the value of all building works in the Melbourne Metropolitan area. Domestic/Residential works amounted to \$246.7 million and Commercial/Retail works \$34.6 million. A total of 1,174 building permits were issued in Hume City in the three months to March 2018, 6.4% of the Melbourne Metropolitan total.

NO. OF RESIDENTIAL PROPERTIES BY PRECINCT

JUNE QUARTER 2018	
Attwood	1,074
Broadmeadows/Jacana	5,281
Bulla/Wildwood/Clarkefield/Yuroke	431
Campbellfield/Fawkner	1,737
Craigieburn	17,362
Dallas/Coolaroo	3,297
Gladstone Park	3,243
Greenvale	5,519
Kalkallo	320
Meadow Heights	4,682
Mickleham	1,979
Oaklands Junction	154
Roxburgh Park	6,112
Sunbury/Diggers Rest	14,346
Tullamarine/Melbourne Airport/Keilor	3,073
Westmeadows	2,453
Hume City	71,063

Source: Hume City Council

WASTE

JUNE QUARTER Domestic Waste Collection	2017	2018
Total waste collected (tonnes)	11,528	11,276
Kilograms per household per week (kg)	12.7	11.9
Waste weighed at Council landfills (tonnes)	9,245	8,400

Source: Hume City Council



SOLAR POWER GENERATION

JUNE QUARTER Indicator	2017	2018
Installations	259	197
SGU Rated Output In kW	1919.7	1456.5

Source: Clean Energy Regulator, Australian Government
Note: Based on postcode data for small-scale installations. Postcodes included are 3043, 3045, 3047, 3049, 3059, 3061, 3062, 3063, 3064, 3428, 3429.

AIR TRAFFIC

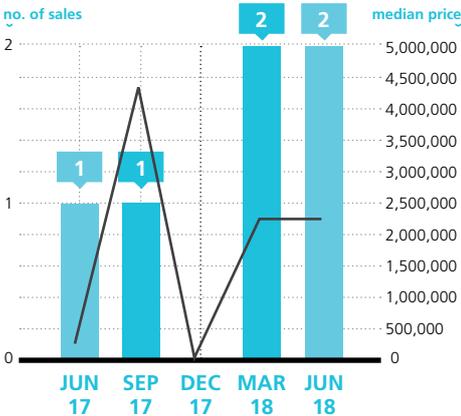
MARCH QUARTER Melbourne Airport	2017	2018
International Passengers (no.)	2,542,894	2,803,797
Domestic Passengers (no.)	6,106,630	6,366,987

MARCH QUARTER	2017	2018
International Freight (tonnes)	74,497	80,650
Aircraft Movements (no.)	11,608	12,825

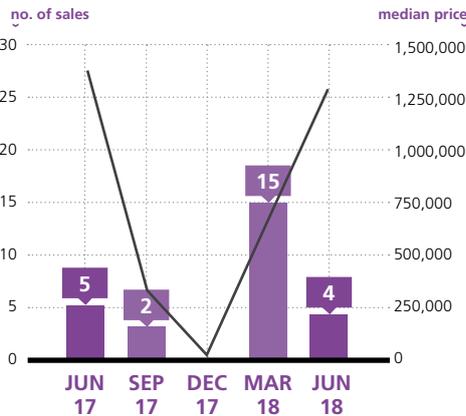
Source: Air Transport Statistics – International Airlines, and Australian Domestic Aviation Activity Monthly Publications, Bureau of Infrastructure, Transport & Regional Economics. (June Quarter 2018 figures unavailable at the time of compiling this report)

PROPERTY SALES

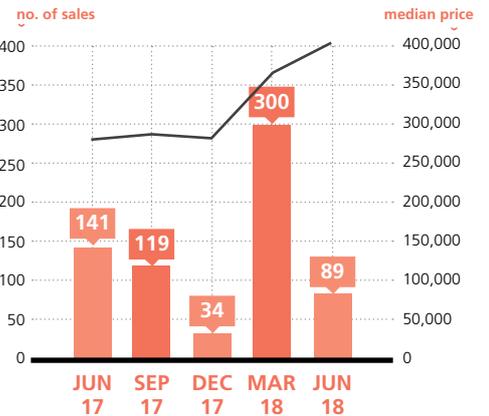
COMMERCIAL/RETAIL VACANT



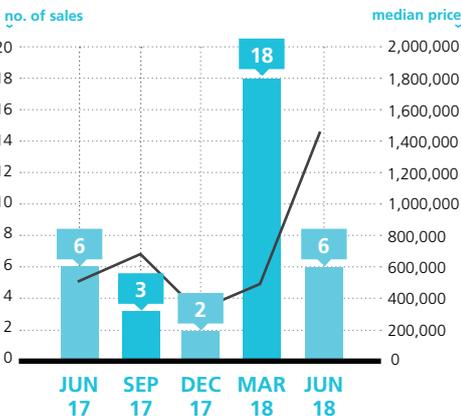
INDUSTRIAL VACANT



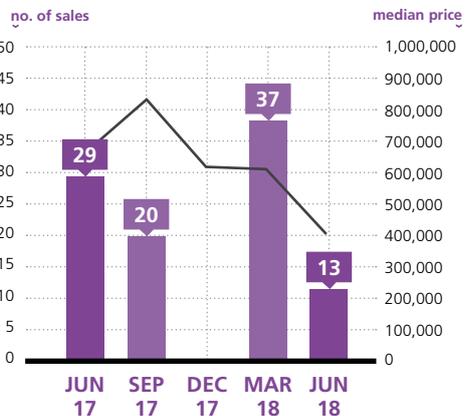
RESIDENTIAL VACANT



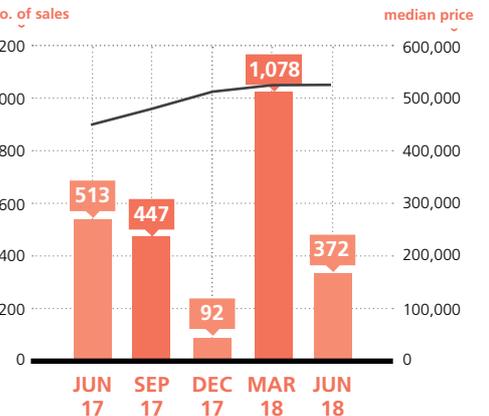
COMMERCIAL/RETAIL IMPROVED



INDUSTRIAL IMPROVED



RESIDENTIAL IMPROVED



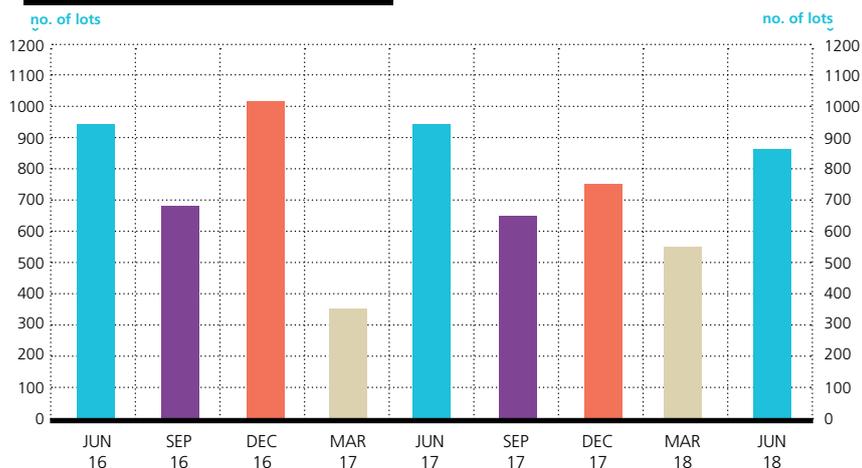
Source: Hume City Council

MEDIAN PRICE OF RESIDENTIAL PROPERTY SALES BY PRECINCT

SUBURB	JUNE QUARTER 2017		JUNE QUARTER 2018	
	Vacant	Improved	Vacant	Improved
Attwood	NA	\$687,500	NA	\$645,000
Broadmeadows/Jacana	NA	\$473,500	NA	\$575,000
Bulla/Wildwood/Clarkefield/Oaklands Junction/Yuroke	NA	\$790,000	NA	NA
Campbellfield/Somerton	NA	\$470,000	NA	\$464,500
Craigieburn	\$307,500	\$465,000	\$534,700	\$535,000
Dallas/Coolaroo	NA	\$385,500	NA	\$475,000
Gladstone Park	NA	\$622,500	NA	\$586,500
Greenvale	\$380,000	\$673,000	\$570,000	\$640,000
Kalkallo	\$259,000	\$549,000	\$295,000	\$330,000
Meadow Heights	\$340,000	\$434,500	NA	\$463,000
Melbourne Airport	\$2,100,000	NA	NA	NA
Mickleham	\$238,450	\$405,000	\$353,500	\$470,000
Roxburgh Park	\$258,500	\$462,500	NA	\$513,750
Sunbury/Diggers Rest	\$214,750	\$420,000	\$370,000	\$535,000
Tullamarine	NA	\$470,000	NA	\$557,500
Westmeadows	NA	\$523,500	NA	\$570,500
Hume City	\$265,000	\$457,000	\$400,000	\$530,000

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

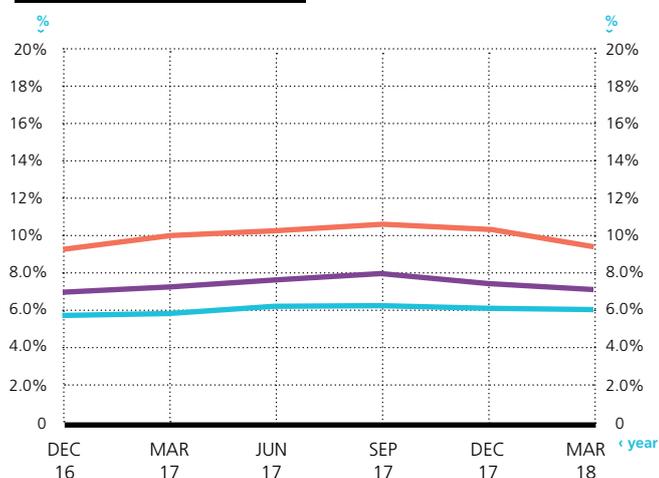
RESIDENTIAL LOTS RELEASED



There were 878 residential lots released during the June Quarter 2018. This was 58.5% higher than the previous (March) quarter (545 lots released), and 7.5% lower than the same quarter last year (949). The suburbs with the most lots released were Craigieburn (510) and Kalkallo (154).

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.

UNEMPLOYMENT RATE



The unemployment rate for Hume City decreased from 10.3% December quarter 2017 to 9.8% in the March quarter 2018, decreasing at a faster rate than Melbourne's North West and Greater Melbourne. Hume City's unemployment rate remains higher than both the Greater Melbourne (6.0%) and the 'Melbourne - North West' regions (7.4%). Unemployment for Hume City is also slightly lower than the same quarter last year, when the unemployment rate was 10.0%.

— HUME
 — Melbourne - North West
 — Greater Melbourne

Source: Small Area Labour Markets, Department of Employment

FOR MORE HUME STATISTICS VISIT:



Hume Economic Profile

Powered by:



Hume Community Profile

Powered by:



UPCOMING EVENTS

NORTHERN BUSINESS ACHIEVEMENT AWARDS

When: 6 September 2018
Time: 7:00am – 9:00am
Where: Mantra Bell City, 215 Bell Street, Preston
Register: www.nbaa.com.au or call 9479 3339

TAX ESSENTIALS FOR SMALL BUSINESS

When: 9 October 2018
Time: 9:30am – 11:30am
Where: Hume Global Learning Centre, Broadmeadows
Register: 9205 2835

HEALTH AND SAFETY MONTH - SMALL BUSINESS BREAKFAST

When: 11 October 2018
Time: 7:15am – 8:50am
Where: The Meadows, Broadmeadows
Register: 9205 2835

RECORD KEEPING FOR SMALL BUSINESS (GST REGISTERED)

When: 16 October 2018
Time: 9:30am – 11:30am
Where: Hume Global Learning Centre, Broadmeadows
Register: 9205 2835

SMALL BUSINESS CLINIC - CRAIGIEBURN

When: 18 October 2018
Time: 10:00am – 3:00pm
Where: Hume Global Learning Centre Craigieburn,
75-95 Central Park Ave, Craigieburn
Register: www.sbms.org.au or call 9205 2835

TAX ESSENTIALS FOR SMALL BUSINESS

When: 13 November 2018
Time: 9:30am – 11:30am
Where: Hume Global Learning Centre, Broadmeadows
Register: 9205 2835

HUME BUSINESS BREAKFAST

When: 16 November 2018
Time: 7:00am – 9:00am
Where: Aitken Hill, 20 Dunhelen Lane, Yuroke
Register: www.humebusinessbreakfast.eventbrite.com.au
or call 9205 2835

RECORD KEEPING FOR SMALL BUSINESS (NOT GST REGISTERED)

When: 20 November 2018
Time: 9:30am – 11:30am
Where: Hume Global Learning Centre, Broadmeadows
Register: 9205 2835

NORTHERN BUSINESS ACHIEVEMENT AWARDS - GRAND FINALE

When: 6 December 2018
Time: 7:00am – 9:00am
Where: Mantra Bell City, 215 Bell Street, Preston
Register: www.nbaa.com.au or call 9479 3339



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Hume City Council's
multilingual telephone information service.
General enquiries: Telephone 9205 2200

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