



WYNDHAM CELEBRATES BUSINESS EXCELLENCE
MEET LOCAL BUSINESS COMPLETE OFFICE SUPPLIES (COS)
AND MORE

Wyndham City
Wynning Business Newsletter
Spring 2018

WELCOME



The construction of the international terminal at Avalon Airport is fast approaching completion with flights to Kuala Lumpur due to commence on 5 December.

It is anticipated that the new terminal will accommodate 220,000 passengers per year, many of whom will head towards the Melbourne CBD. Capturing this new patronage

has the capacity to significantly impact Wyndham City's visitor economy with industry collaboration being a critical success factor.

As we move into warmer weather the Spring Racing Carnival provides opportunity for promotion of the city to a wider audience with the "international raiders" setting up home at the Werribee International Horse Centre.

A third tourism "game-changer" is the planned expansion of the Werribee Open Range Zoo. Funding was provided in the last state budget to develop a business case and master plan for the zoo. Among other things this includes a vision for a night zoo similar to the Singapore model with interactive and expanded animal experiences. These include Australian native animals and an open range enclosure for elephants.

Leveraging the opportunities that these and other emerging tourism offerings will deliver further enhance the city's position as a visitor destination for the international market. Confidence in the potential of the sector is perhaps no better demonstrated than the commitment of Holiday Inn to a 150- room hotel in the Werribee City Centre.

In development terms the growth of Avalon Airport has been a "slow burn" which through persistence and a commitment to success has reached a significant milestone. For Avalon Airport to continue its growth in both the domestic and international markets, Wyndham businesses and residents are well placed to support that growth through the utilisation of the airport for both business and recreation travel.

So let's all hop on board and support Avalon and the growth of the local visitor economy.

Best regards,

Daryl Wilson
Manager Economic Growth

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CONTACT

For more information on doing business in Wyndham, contact:

Department of Economic Growth,
Industry Facilitation & Tourism
Wyndham City

 **03 9742 0788**

 **business@wyndham.vic.gov.au**

 **wyndham.vic.gov.au/business**



Wyndham businesses **EXCEL**

More than 450 Wyndham business people gathered to celebrate business excellence at the 2018 Wyndham Business Awards presentation evening on 24 August.

In his role as MC, Daryl Wilson transformed from Manager Economic Growth at Wyndham City into a circus ringmaster.

Top honours went to Truganina based manufacturers Class Plastics taking home the 2018 Business of the Year Award as well as the Manufacturing Medium Award.

Two business women were celebrated with this year's Young Business Person of the Year Award going to Light & Glo Designs' co-owner Suji Sanjeevan and Joanne Hopper, co-owner of the Hopper Motor Group won Business Person of the Year.

Werribee City Centre business Proven Résumé & Recruitment Results was honoured with the 2018 Mayoral Award for its contribution to the community.



Wyndham Business of the Year

Class Plastics

Business Person of the Year

Joanne Hopper
Hopper Motor Group

Young Business Person of the Year

Suji Sanjeevan

Mayoral Award

Proven Résumé & Recruitment Results

New & Emerging Micro
Eagle Lending Solutions

New & Emerging Small
Ray White Werribee

People's Choice
GUF Werribee

Trade & Construction
ComfyFirst

Home Based
Writing Your Story

**Arts, Experiences
& Hospitality**
Circus Fit Studio

Manufacture Small
Light & Glo. Designs

Manufacture Medium
Class Plastics

Personal Services Small
Cat Napping
Suburban Retreat

Personal Services Medium
Mercy Place Wyndham

Professional Services Small
Hopscotch & Harmony
Psychology

**Professional Services
Medium**
Capture Recruitment

Retail Small
Tonia T Boutique

Retail Large
All Green Nursery
& Garden Supplies

Double the success for CLASS PLASTICS



The team at Class Plastics has a lot to celebrate lately, after they scooped up not one but two awards at the recent 2018 Wyndham Business Awards.

They took out the Manufacture Medium Award as well as the crowning Wyndham Business of the Year Award.

Daniel Carapellotti, Director CFO of Class Plastics accepted the awards with co-owner and Director of Operations Mario Nastri.

“This is very unexpected. Manufacturing is a challenging business and it has taken a lot of hard work over many years”, Daniel said.

The recent wins, in addition to wins at the 2017 Wyndham Business Awards, signal the business has come a long way since it was established in 1990.

In 2010 the company built a new dedicated production and distribution facility in Truganina which improved efficiency considerably.

With 95% of their products manufactured on site, demand continues to grow cementing Class Plastics as an industry leader in the manufacture and distribution of rigid plastic container packaging solutions.

Joanne Hopper

Business Person of the Year



Joanne Hopper, co-owner of Hopper Motor Group was thrilled to win Business Person of the Year.

Joanne and her brother Paul joined the third-generation family business after they finished their school and university education.

Described by her colleagues as the 'People's Person of all People's Persons', Joanne is passionate about her company with customers being her number one priority.

Joanne said that it's not easy being in business and paid tribute to her two children and "amazing husband".

Joanne's son who joined her at the podium when she accepted the award said how much he appreciated her support.

"Mum does a lot for the business and puts time in for us as well".

The judges of the prestigious Business Person of the Year award noted that Joanne "wants the company to be a strength in the local community, and to be known for the quality of its relationships with all of its employees, suppliers, customers and the broader community".

Among strong competition, Suji Sanjeevan was awarded Young Business Person of the Year at the 2018 Wyndham Business Awards.

When the award was announced Suji said that she felt surreal and acknowledged the three other finalists in this category saying that she was in great company.

She also paid tribute to her husband Jeeva who co-founded their business Light & Glo. Designs, a fragrance house that creates boutique style candles.

A qualified medical doctor Suji significantly changed her career direction in 2015 when she left her job in clinical research and policy to start the business.

"After taking the plunge starting Light & Glo. Designs, I've never looked back," Suji said.

"Everyone deserves to do what they love and I'm doing it every day".

Founder of Light & Glo. Designs

wins Young Business Person of the Year



Resume writing business

wins Mayoral honour



Already a Wyndham Business Award winning business and finalist in previous years, in 2018 Proven Résumé & Recruitment Results won the Mayoral Award.

Business founder Bernadette Innes started her business eight years ago after identifying a gap in the market.

"At that time no other resume writer wanted to meet me face to face. I identified a gap in the market and capitalised on the opportunity," Bernadette said.

Since then Proven Résumé & Recruitment Results has continued to grow and provides a wide range of services including resumes, interview coaching, key selection criteria, cover letters and LinkedIn profiles.

The business also offers free community resume writing seminars in libraries across western Melbourne and Geelong.



The Wyndham Business Awards are proudly presented by the Economic Growth Unit and sponsored by:

CATEGORY SPONSORS



MAJOR SPONSOR



MEDIA SPONSOR



Business in Profile

COMPLETE OFFICE SUPPLIES (COS)



If you are looking for a leading 100% Australian owned and operated national office supplies solution, and a family business that gives \$1m to charity each year, you'll find it in Truganina.

Complete Office Supplies, better known as COS, is a B2B supplier of office products including technology, kitchen and cleaning supplies, furniture, print and promotional items as well as general office supplies.

COS was founded in 1976 by Dominique Lyone, who fled to Australia after the 1967 six-day Arab-Israeli war. At the age of 22, Dominique started COS as a small stationery business in the garage of his home in Western Sydney. In those early days, COS had two staff members and typewriter ribbon was the top selling item.

Fast forward 41 years and COS is the second largest B2B office products company in Australia, selling 21,000 products and employing over 500 people.

"COS is still owned and managed by

Dominique, and his two daughters, Belinda and Amie, both hold executive roles in the business," said Joey George, Sales Manager at COS in Truganina.

In 2013, Dominique started the Lyone Foundation to share the success of COS and repay the kindness and support that his family received when they came to Australia.

"When we arrived from Egypt we needed lots of help. It's fair to say we wouldn't be here if it wasn't for charities like St Vincent de Paul," said Dominique.

"As a legacy of our journey here we started the Lyone Foundation with the bold goal of giving \$1m a year to charities in Australia to help others in need."

To date, the Lyone Foundation has contributed more than \$3m to charities such as Cottage by the Sea, The Australian Literacy and Numeracy Foundation, Spinal Muscular Atrophy Association of Australia, Wear for Success, Feel the Magic, Soldier On and The Gold Foundation.

COS has offices and warehouses in every state and territory, including their purpose-built logistics facility in Truganina which employs 90 staff, most of whom live in Melbourne's west.

Last year, COS invested \$1m in 1500 solar panels which generate solar energy that is equivalent to removing 133 cars a year

from the road or growing more than 3100 trees.

"We are actively striving towards zero carbon emissions and the way energy prices are going our return on investment is likely to be quicker than expected" said Joey George.

This award-winning Wyndham-based business has more than 20,000 business customers including supply contracts with the Victorian State Government, the City of Greater Dandenong and the City of Greater Geelong.

COS

**9 Permas Way, Truganina
1300 882 244**

ABOUT COS

COS is Australia's largest privately-owned office products supplier, servicing over 20,000 business customers across Australia and offering thousands of products used in today's modern workplace including technology, kitchen and cleaning, furniture, print and promotional items, and office supplies. COS supports organisations of all sizes by making the selection and delivery of office supplies easy, streamlined and cost effective, allowing organisations to remain focused on business-critical activities. www.cos.net.au

Tourism Highlights



From Daytrip to Overnight Stay

The introduction of Sunset Safari at Werrabee Open Range Zoo is not only a unique experience for visitors, it provides great opportunities for business in the Wyndham visitor economy. This new product will aid in converting the 800,000 Wyndham day trip visitors into overnight visitors.

Visitors will experience Werrabee Open Range Zoo in a whole new light with Sunset Safari. In this new and exclusive after-hours event, visitors will spend a night out with some of the world's most iconic animals. The evening starts with a complimentary drink on arrival at the pop-up bar, then visitors set off on the night's three incredible experiences: adventure onto the Savannah for a guided sunset tour, feast with friends at an intimate dinner of African cuisine and enjoy an immersive performance that showcases the rhythm and soul of Africa.

Sunset Safari will be held every Friday and Saturday night in November to March from 6.00pm to 9.00pm. It is also a win for rhinos....proceeds from Sunset Safari help Zoos Victoria support international conservation partners such as Rhino Fund Uganda.

More information:

<https://www.zoo.org.au/werrabee/whats-on/sunset-safari-at-werrabee-open-range-zoo>

<https://www.zoo.org.au/fighting-extinction/international-programs-and-grants/rhino-fund-uganda>

Wyndham is hotting up for event season

There is something for everyone with so many major events planned for this season. We can't list them all but here are a few of our best.

The Lost Lands

3-4 November 2018

State Rose and Garden Show

10-11 November 2018

Alfa Romeo Melbourne Polo Cup

11 November 2018

One Electric Day

25 November 2018

Duncans Road Interchange

Upgrades at the Duncans Road interchange and K Road are key to meeting our growing visitor numbers. The Duncans Road interchange is part of the \$1.8 billion dollar Western Roads upgrade project which is being managed by the Major Road Projects Authority.

For full details visit:

<https://roadprojects.vic.gov.au/projects/suburban-roads-upgrade/western-roads-upgrade>

To stay informed of the planned road works, subscribe for updates here:

<https://roadprojects.vic.gov.au/contact/email-updates>