



- **WYNnovation 2018**
Find out more and book now
 - Meet local business
OFI Weigh & Inspection Solutions
 - **CouriersPlease** opens logistics
facility
- AND MORE...

Wyndham City
Wynning Business Newsletter
Summer 2017-2018

WELCOME



A major initiative of Wyndham City's integrated plan and budget 2017-2018 is the delivery of an inaugural innovation festival.

This initiative is being delivered by the Economic Growth Team with WYNNnovation 2018 set to take place between 27 February and 6 March.

In year one there will be four key events including:

1. Half day summit;
2. Special business lunch in partnership with the Committee for Wyndham featuring the CEO of Innovation Science Australia, Dr Charlie Day;
3. Special business master class featuring Michael Hewitt Gleeson, co-founder of the School of Thinking with Edward De Bono; and a
4. Special business and innovation mentoring program open to SMEs that have been trading for at least six months but less than three years.

With a focus on enabling innovation and entrepreneurship in local companies and promoting Wyndham as a smart city that encourages businesses across a spectrum of sizes, ages and industry types, we plan to grow WYNNnovation over the next five years to become a major event in Wyndham's business calendar. It will be an event that attracts interest well beyond the boundaries of the municipality.

One of Albert Einstein's many quotes included this gem: "If you always do what you always did, you will always get what you always got."

The future of our local economy will be our capacity to WYNNnovate so watch this space.

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**

Cover image:

From left to right: CouriersPlease (CP) CEO - Mark McGinley, CP Victorian State Manager - Paul Roper, former Wyndham City Deputy Mayor - Councillor Kim McAliney, Charter Hall Senior Property Manager Industrial - Dominic Meese



Darren O'Flynn (right) with Steve, Metal Detector Engineer

Find out the story behind Hoppers Crossing business

OFI Weigh & Inspection Solutions

In just two and a half years, Darren O'Flynn has developed his business OFI Weigh and Inspection Solutions from scratch to supplying product inspection equipment across Australia - and they have just won contracts in New Zealand.

OFI supplies equipment such as weighing scales, check weighers, metal detectors and x-ray machines to manufacturers. These machines help ensure manufactured products do not include any contaminants and weigh accurately as per national measurement legal guidelines before leaving the factory.

"For example, cheesecakes that you purchase in Coles or Woolworths have all been inspected by our custom-built machines for metal contaminants and check weighed to ensure that they are the correct weight," said Darren.

Many of OFI's clients are in the food industry but this technology is also used in other sectors such as agriculture, pharmaceuticals and logistics.

"Whether it's a bar of soap or a chicken pie, the rule of thumb for most manufacturing plants is the product must be checked before it is despatched to the consumer," said Darren.

"Any non-conforming item can do a lot of damage to a company's reputation and cost manufacturers hundreds of thousands of dollars on recalls. It's all about brand management and protecting the consumer", he added.

Darren gained his expert knowledge of weigh and inspection equipment by working for more than 10 years with his father in Ireland who ran a similar business. After coming to Australia, Darren held various roles in Brisbane and then Melbourne for multinational machine suppliers. In 2015 Darren started OFI and settled with his young family in Point Cook.

In preparation for his new business, Darren attended a free "Starting a Business" training session at Wyndham City Council presented by Crowe Horwath.

"The training helped clarify to me the different business structures like sole trader versus company and business requirements in Australia. I also had Crowe Horwath's details as a contact for further independent business advice."

As a small business, Darren said that it is easier for his team of technical and sales staff to work together to meet their customers' specific requirements. In addition they can offer a more personal approach when managing large projects.

The highly sophisticated machines supplied by OFI allow their service staff to access them remotely. This means that OFI can provide 24/7 support to busy production lines as well as on-site customer assistance.

The metal detectors and other equipment are mostly built overseas with dealers in countries such as Sweden, Korea and New Zealand. When the machines arrive in Australia, OFI validates them in their Hoppers Crossing factory. In some cases, special customer applications require OFI to test the machines overseas before they leave the manufacturer.

"For example, some of our team are flying to Korea next month to set up a new production line at our manufacturer's facility. The equipment will be factory assessment tested (FAT) before it's shipped to our customer for final installation back in Australia. This ensures our customer has peace of mind knowing that any unforeseen issues will be ironed out offsite prior to delivery".

Darren will be expanding his team, all of whom live in Melbourne's west, to employ another technician in January as the company continues to grow.

Contact:

Darren O'Flynn
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www.ofiinspection.com.au



CouriersPlease opens logistics facility in Truganina

Leading parcel delivery service CouriersPlease (CP) officially opened its state of the art relocated logistics facility in Truganina on 17 November.

Employing 80 staff and 110 franchisees, the new depot was opened in a ribbon cutting ceremony with former Wyndham City Deputy Mayor, Councillor Kim McAliney and CP CEO, Mark McGinley.

Founded in Melbourne in 1983 as a specialised metropolitan parcel delivery business, CP has grown to more than 700 couriers across its network of independent franchisees, with nationwide coverage across Australia. Acquired by Singapore Post (SingPost) in 2015, CP's international and domestic air services also connect customers to over 220 countries. Delivering more than 17 million parcels Australia-wide and internationally in 2016 alone, CP's Truganina depot will be a key logistics facility for the business as it expands its reach in Australia and overseas.

Located in the new \$440 million logistics hub Drystone Industrial Estate, the CP facility will bring opportunities for small business development for franchisees looking to take on exclusive delivery territories in the region.

Developed by Charter Hall Group and Commercial and Industrial Property, Drystone Industrial Estate is home to other distribution centres for major Australian companies, including Kmart, The Reject Shop and Rand Transport.

The Truganina site replaces CP's Port Melbourne depot, and with its existing Mulgrave facility, will provide the business with complete east-west coverage of Melbourne. The site is 29,000 square metres in total, with 12,500 square metres under the roof, and will accommodate over 160 courier vehicles. Additional courier bays are allocated to accommodate future growth.

CEO of CP, Mark McGinley, said: "The growth in eCommerce is fuelling an increase in parcel delivery, and we are investing in infrastructure to accommodate for the future growth of parcel volumes. With more Australians purchasing online, we are positioning ourselves at the forefront of online retail parcel delivery."



"The establishment of our new facility reflects an important step for CP. Drystone Industrial Estate is a key logistics hub in one of Australia's most significant logistics and supply chain precincts – close to major roads, with easy access to rail and air freight services. The west of Melbourne is a booming growth corridor, and has some of the highest rates of online shopping in the country. We are very excited to call Wyndham home, and with room for future expansion, we hope to bring more opportunities to the local community."

Contact:

CouriersPlease
133 Foundation Drive
Truganina
Ph: 1300 361 000
www.couriersplease.com.au



WYNnovation 2018

The Summit is the first of three not to miss events on the inaugural WYNnovation calendar.

Featuring Michelle Gallaher, Dr Hugh Bradlow, Gus Ballbontin and hosted by Beverly O'Connor the half day Summit promises to be a thought provoking and inspiring experience.

For those wanting to get the full WYNnovation experience register to attend the Masterclass hosted by School of Thinking's Dr Michael Hewitt- Gleeson and purchase your ticket to the WYNnovation Luncheon hosted by the Committee for Wyndham featuring guest key note speaker Dr Charlie Day from Innovation and Science Australia.

Make the most of your WYNnovation experience by attending all three events!

The fourth key element of WYNnovation is the special business and innovation mentoring program open to SMEs that have been trading for at least six months but less than three years. If you are interested in finding out more about this program email business@wyndham.vic.gov.au and we'll keep you up to date.

WYNnovation Summit

Tuesday 27th February 2018

9:00am-2:00pm

Werribee Park

FREE to attend

WYNnovation Masterclass

Thursday 1st March 2018

8:30am-11:30am

Wyndham Civic Centre

FREE to attend

To register for the Summit or Masterclass email wynnovation@wyndham.vic.gov.au

WYNnovation Luncheon

Tuesday 6th March 2018

12noon-2:30pm

Shadowfax Winery



Free Business Training in 2018

Each year Wyndham Council provides business training and events for the local business community.

Almost all events are free and are held at the Wyndham Civic Centre at 45 Princes Highway, Werribee.

Our 2018 Business Training calendar will include:

- Starting or Buying a Business – 2 February & 1 August – bookings open
- Refresh your Business – 23 February – bookings open
- Google is your Friend: How to get the most out of it – 21 March
- Tax Essentials for Small Business – 20 April
- Legal 101 for Small Business – 23 May
- Facebook & Instagram: How to get your content seen – 13 June
- Marketing on a Shoestring – 20 July
- Government Advice, Grants & Support – 9 August
- Business Planning for Success & Growth – 12 September
- Become a Master Connector: Networking Tips – 18 October
- Record Keeping For Small Business – 16 November

For more information and to book:
www.wyndham.vic.gov.au/businessstraining

Bookings usually open six to eight weeks before the event.

Refresh Your Business Friday 23 February

Suitable for businesses with a turnover of \$500,000 to \$10 million per annum

Book into this session and spend 2.5 hours working ON and improving your business.

The training will cover important aspects of your business including the vision and strategic business plan, critical numbers and time management.

Brad Regan from Real Edge in Business will lead this informative session which will include group discussion, small exercises and Q&As.

Brad focuses on helping business owners grow profits, expand their revenue base and increase the overall value of their business.

Attendees will receive a workbook with all the workshop content.

Limit of 20 places only – offered exclusively to businesses in Wyndham.

Bookings:
www.wyndham.vic.gov.au/businessstraining

Tourism News

Holiday Inn coming to Werribee

The InterContinental Hotel chain is partnering with Pelligra Group and Citinova to develop Holiday Inn, Werribee on the corner of Synnot Street and Duncans Road.

The new hotel will feature 150 rooms and a function room for up to 400 people.

Scheduled to open in three years, Holiday Inn, Werribee will be part of a \$50m mixed-use development project that includes offices and retail space.

International visitor numbers on the rise

Wyndham's diverse population is likely to have contributed to the growth in international stays from 500,000 nights in 2010-11 to more than 1,500,000 in 2015-16.

The average length of stay for international visitors is around 30 nights.



Wyndham's new Spa Retreat

Seasons Spa Retreat has recently opened at the Seasons 5 Resort in Point Cook. With rejuvenating wellness packages on offer, you do not need to be staying at the resort to book in for a treatment.

Seasons Spa Retreat

Seasons 5 Resort
454 Point Cook Rd
Point Cook

Ph: 9394 7214

www.seasonsspareretreat.com.au