

Talking Business

December 2023



- ▶ **A sizzling Korean buffet adventure**
Page 4
- ▶ **The journey to Session Road**
Page 6
- ▶ **Night Market in January**
Page 10



Jody's Corner

With December upon us, the business community is busy gearing up for the holiday season. We encourage you all to support local businesses by buying local.

In this edition of *Talking Business*, we have some fabulous stories celebrating local business success.

Hear from a new Korean BBQ restaurant in Springvale that recently opened and how they utilised the Business Permit Support Service to understand the permits required to establish their business.

We share information about our local economy, and how this data can assist your business on page 7.

On page 9, find out about the workshops we have available to help support new and existing businesses expand and develop their ideas.

Council's business team is here to support you to achieve your business goals. For assistance, please contact them via business@cgd.vic.gov.au or 8571 1550.

We extend our warm wishes for a safe and joyful holiday period and hope for continued business growth in the upcoming year, 2024.

Jody Bosman,
Acting Executive Director,
City Futures

FEATURES



4 BBQ K in Springvale a sizzling Korean buffet adventure



6 The journey to Session Road



8 Grant opportunities now open



9 Empowering entrepreneurs to thrive: the grow in Greater Dandenong program



11 Little India Dandenong Rediscover Little India



12-13

sebn*



14 Australian first for local family owned foundry

Cover image: Wonmo Yoon a founder of BBQ-K business & Sungjin Lee

Information was correct at time of publishing. Please check our website for up to date information.

Starting sustainable business practices

Managing a business can feel like a daunting process, given there is so much to take into consideration. In today's landscape, achieving sustainability is a top priority, and while this can seem overwhelming, even taking small steps can start that journey. Waste management is a foundational step on this journey. Identifying what waste materials can be recycled or reintegrated into the circular economy is an excellent start. For some businesses, initiating sustainability efforts might start with sending used pallets to a business to be refurbished for reuse. Businesses may begin by educating themselves and staff about proper disposal of waste materials ensuring they are sorted into the correct bins. Understanding what type of waste you produce, and the best way to

manage it can be the first big step towards being more sustainable.

Recently our waste and sustainability team met with Kez's Kitchen at their manufacturing plant in Noble Park. One year ago, they embarked on activating their sustainability strategy, where they focus on three pillars of people, planet and product. Since then, they have made a multitude of small steps towards their five-year plan. Transitioning from conventional disposable gloves to biodegradable alternatives, opting for recycled toilet paper and drinking cups, and ensuring that their staff are well-informed about the proper disposal of waste items in designated bins. At this point, Kez's Kitchen reached out to Council for assistance and guidance. Council's waste team was able to connect them with APR

Plastics, who have been in business for around six years, and have their own waste management system for clear plastics (pallet wrap, bubble wrap etc). APR Plastic collects clear plastics from businesses sorts and bales them, and sends the material to an external company for shredding and processing into reusable products. They have expanded their work with local councils, including Greater Dandenong to collect soft plastics (previously run by Red Cycle).

Incorporating suggestions from Council's Sustainability team, Wendy, the senior Innovation and New Product Development (NPD) Manager at Kez's Kitchen conducted an assessment of their water use and energy consumption. This led them to utilising the Victorian Energy Upgrade scheme and Better Building Finance - which enables environmental upgrades at low capital cost. These programs are considered hidden gems in the sustainability process.

To find out more about recycling plastics go to APR Plastic's website: aprplastics.com.au

To learn more about utilising the Victorian Energy Upgrade scheme go to: esc.vic.gov.au/victorian-energy-upgrades-program

Want to get finance to help with environmental upgrades at a low capital cost go to: betterbuildingfinance.com.au



Business news becomes digital

The December 2023 edition of Talking Business will be the last print edition of the magazine. From 2024 business news stories will be presented in a new format online on our website and through the Talking Business email newsletter.

A review of the magazine was conducted earlier this year, which included benchmarking with neighbouring Council's and the results of the 2022 business survey where a large percentage of our readers indicated that they prefer to read articles online.

As the current publication only runs quarterly, information can often

become out of date as it is time sensitive. Being able to communicate with the community and provide updates in a more timely manner can be achieved through our website and e-newsletter.

From January onwards business news stories will be published on Council's website and shared via the Business eNewsletter and through Council's social media pages.

The dedicated Business News webpage on Council's website will feature up to date business news and business profiles. Featuring articles on the website will also allow our business community to access the translation

tool on the Council website, for ease of reading for those that prefer a language other than English.

Greater Dandenong City Council is working towards a more sustainable and paper free future, and this is another step in that direction. As we navigate our way around the best ways to deliver stories, updates, and advice to our business community, we ask for your patience and request your feedback on how we can continue to improve and deliver this service to you.

To keep up to date with the latest news and events, please register for our eNews, and follow our Facebook and LinkedIn pages. This information can all be found on our website at greaterdandenong.vic.gov.au

New businesses in Greater Dandenong utilising the Business Permit Service



BBQ K in Springvale

A sizzling Korean buffet adventure

Opening in August this year, BBQ K Springvale has set the town ablaze with its mouthwatering Korean offerings, drawing in locals and food enthusiasts from all around. While it's not the first Korean restaurant to grace Springvale, the interior design is truly something to behold, setting the stage for a top-tier dining experience. Transforming what was once a retail shop into a restaurant was no small feat, requiring a year's worth of dedication and research to meet all the necessary requirements.

The journey began with a meeting with Council to understand the regeneration efforts in Springvale. Conversations with the business support team provided invaluable insights to help get this culinary gem up and running.

Sunjin and Greg, the dynamic duo behind BBQ K, are no strangers to the restaurant scene, having successfully worked with the a

la carte Korean restaurants in Doncaster, Box Hill, and Glen Waverly. However, transitioning from the a la carte model, where chefs grill your food at your table, to a buffet-style setup presented unique challenges. The buffet spread offers a delightful array of ingredients for diners to choose from and cook at their tables, featuring options like seafood, beef, pork belly, and exquisite wagyu. Of course, there are also pre-cooked delights such as tteokbokki, spring rolls, calamari rings, tempura, and sushi for those seeking instant gratification.

Every day, BBQ K Springvale learns more about running their restaurant by engaging with their customers, discovering what they desire and what truly resonates. The local community has poured their hearts into supporting this restaurant, demonstrating their immense affection for it. Situating the restaurant in Springvale has its

perks, as many local suppliers within Greater Dandenong provide fresh ingredients. Plus, being just a stone's throw away from the Springvale Market is an invaluable convenience.

BBQ K Springvale embodies a family-style dining experience, where reservations are available for parties of four or more. You can simply give them a call or stroll in for a spontaneous culinary adventure. The doors of BBQ K are open seven days a week, welcoming you for both lunch and dinner.

So, if you're in the mood for a delectable and interactive dining experience, BBQ K Springvale is the place to be. Don't miss out on this sizzling Korean buffet adventure that's sure to leave your taste buds delighted!

▶ Located at 343-345
Springvale Rd, Springvale
☎ 0411 577 788

Lyka dog food grand opening in Dandenong Sth

A story for the fur babies

Anna Podolsky noticed that her dog Lyka had started being consistently itchy and shedding fur at about four years old. With the desire to help her seemingly unwell dog improve, Anna stumbled across what would turn into a story of a successful business. After some research into the food Lyka was eating and the production process, she realised the health issues could be from the fact that the food Lyka was eating wasn't fresh. She went about cooking home made fresh food and Lyka stopped itching, was more energetic and looked much better. This gave her an idea, so Anna started her production in her father's kitchen to sell to other dog owners to see if it would be a viable business. This is when Anna decided to start a business named after her dog.

Upon realising that others loved it, she turned to an hourly rented kitchen with casual workers helping. Eventually word must have gotten around about this fantastic product that people could buy for their much-loved dogs. Before she knew it the production then had to be expanded to a full-scale production

facility in NSW. The success of her products continued, and this has seen her expand into Victoria – in Dandenong South.

The manufacturing site in Dandenong South will produce a range of fresh dog food, gently cooked and snap frozen, with the treat and supplement ranges to be transported from the NSW facility.

Lyka has recently employed 40 staff to start their operation, with plans to run the facility on a double shift operation, and aims to expand its workforce to approximately 100 people by 2025.

Before opening the new facility in Dandenong South, the business engaged multiple consultants, construction teams and suppliers from Victoria. There have also been consultations with the Business Permit Support Service at Greater Dandenong City Council to ensure the set up was seamless. Everything is on track to be ready for Lyka's grand opening in December 2023.

For more information go to lyka.com.au



Business Support Service

There are a variety of types of support on offer from the business team at Council for our local business community.

- Free education programs and workshops for locals to start a business or maybe grow their current business
- Networking events
- Business mentoring
- Employment assistance
- Economic research and development
- Business Permit Support – a dedicated team can work with you to find out what permits or regulations needed to start, grow or change your business.

To get in contact with the team for any of this information, phone 8571 1550, or email business@cgd.vic.gov.au

Scan the QR code to go to website



How to prepare your business for a Heatwave

On Tuesday 19 September Greater Dandenong City Council hosted their Prepare for a Heatwave Exercise.

The event brought together various agencies, local businesses, community groups, and community members to discuss and consider preparedness for extreme heat events.

Council would like to thank those local businesses who attended.

The event served as a valuable reminder that both individuals and businesses need to be prepared for the potential risks associated with heatwaves.

Extreme heat kills more Australians than any other natural disaster, being prepared and informed about extreme heat can reduce the impacts.

Have you considered how extreme heat may be a risk to your business?

For more information about how to prepare for heatwaves please visit:
emergencyprepare.com.au/heatwave



The journey to Session Road

Earlier this year, budding restaurateur Noel Velasquez fulfilled his culinary dream by launching Session Road in Keysborough, featuring a fusion menu blending Filipino and Vietnamese flavours.

But his dream took an unexpected turn during the opening week in July when a kitchen tile explosion forced the temporary closure of Session Road.

Session Road, named after a prominent street in Baguio, Philippines, honours Velasquez's heritage and incorporates his wife's Vietnamese background to create unique dishes like Sisig Bahn Mi, a baguette filled with flavourful Filipino pork mince.

Transitioning from a business analyst job, Velasquez pursued his passion for barbecue, inspired by successful friends in Melbourne's restaurant scene.

In setting up Session Road, Velasquez sought assistance from the Greater Dandenong City Council's Business Permit Support

team, which guided him through the permit process and connected him with Transcend's two-day Business Plan Accelerator Workshop. Through the workshop Velasquez was able to develop his business plan and access industry mentorship.

Despite the setbacks, Velasquez's journey exemplifies the power of passion and resilience in making dreams come true. Throughout this time, he's been experimenting with new recipes and cherishing family time.

Velasquez reflects and advises budding entrepreneurs to understand their budget, conduct thorough research, seek local council support, and have a backup plan.

Finally after the long wait, Session Road re-opened on November 22.

They can be found on FaceBook - search for Session Road Keysborough and are located at 1/41 Popes Road, Keysborough



Economy Dashboard

City of Greater Dandenong

The Business Support team at council can help you with economic data for the Greater Dandenong area. The Economy Dashboard automatically collects and collates the latest and historical data from various REMPLAN resources and delivers the following:

- Infographic summary of key performance indicators
- Time series trends in nominal (basic prices), as well as real (adjusted for inflation) terms
- PDF report download that captures and presents all the latest data from the Dashboard.

Greater Dandenong's economy is characterised by a diversified industrial base, strategic location, and a culturally diverse community. Building on its manufacturing roots, it is a significant employment centre and a key player in the logistics industry. The region's ongoing commitment to addressing challenges and fostering economic growth positions it as a vital economic entity within the broader Melbourne metropolitan area.

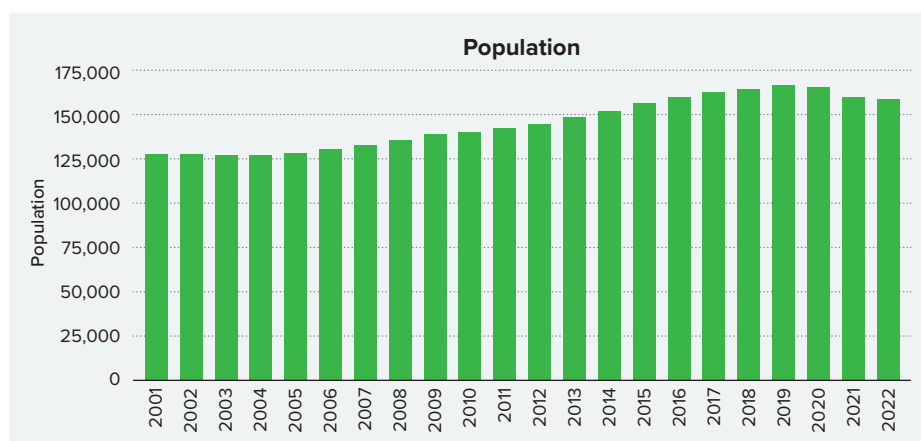
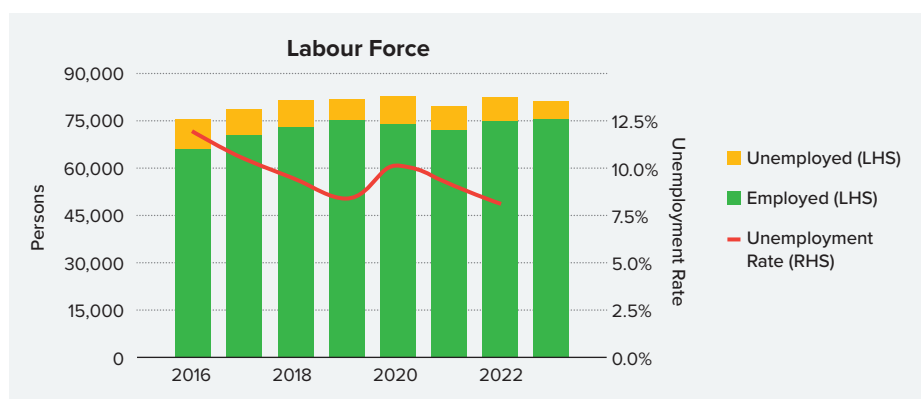
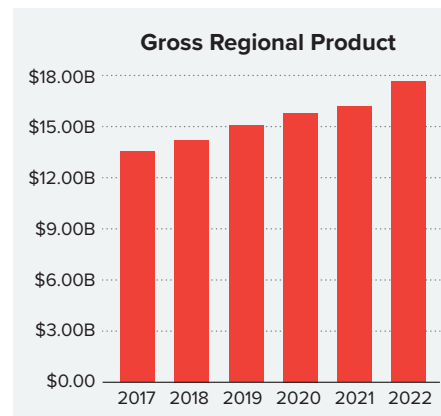
- The current population of the City of Greater Dandenong is 159,151 with an average age of 36 years.
- The unemployment rate in June 2023 was down to 6.5% from 8.6% in June 2022.
- GRP for 2022 is estimated at \$17.82 Billion. In real CPI adjusted terms, this translates to \$16.78 Billion.

The Economic Dashboard provides diverse audiences, including our community, investors, and developers, with the capability to swiftly retrieve information on the performance of the City of Greater Dandenong's economy.

The Economy Dashboard can be accessed in:

On our website:

greaterdandenong.vic.gov.au/demographics-economic-community



What you need to know about FBT before your EOY celebrations

Before you hire a restaurant or book an event, make sure you work out if the benefits you're providing your employees are considered to be

entertainment related and therefore subject to fringe benefits tax (FBT).

This will depend on:

- The amount you spend on each employee
- When and where your celebration is held
- Who attends – is it just employees or are partners, clients or suppliers also invited?

- The value and type of gifts you provide.

It's important to get on top of how FBT works before you provide perks and extras, otherwise, you may end up with an unexpected FBT liability.

For more information on FBT entertainment, visit ato.gov.au/FBTentertainment

Grant opportunities now open

The Buy Local Business Grants that were available last April-June invited businesses within the City of Greater Dandenong to find services and suppliers within our municipality to help with supporting and growing their business. In the September *Talking Business* we spoke to some of the recipients of the grant from the business community, highlighting how the program benefited their business. Peter Sung Design was a supplier for local businesses during our last Buy Local Grants Program. They share insights about their experience and the contributions they were able to make.

Peter Sung Design is a family-owned Australian business located in Keysborough and has been in business for about 20 years. Peter started as a web designer

and eventually moved more into a graphic design role. He has experience designing products for some of the world's largest brands and licensed products, designing toys, bags, clothing, beanbags and manchester just to name a few. With the encouragement of his family, he started his own design company. In the early days the work was mostly display products. Over the years the business expanded their offerings to include signage, graphic design, and website development. With a recent inclusion of Search Engine Optimisation (SEO) support and advice to businesses.

In the last Buy Local Business Grant Program, applicants of the grants, were able to commission Peter to assist them with setting up a website. Their passion is working with and

supporting the local business community to ensure their longevity. Linda Sung believes setting a business up online will secure their viability. She found that a great deal of businesses did not understand the opportunities available to them if their business went online during the pandemic. Assisting other businesses to understand the advantages a website and online trading brings is an achievement. Peter Sung Design look forward to the next round of grants and hope that more customers can utilise the opportunity.

The next round of Buy Local Business Grants is available to all businesses within the Greater Dandenong area. It aims to support businesses through these challenging economic times and assist in strengthening local business networks.

The grants will be provided to businesses that can demonstrate how the grant will be beneficial and will contribute to their business growth and professional development. The program will award recipients up to \$1000, to support professional services provided by a local supplier located within City of Greater Dandenong.

For further information or to start your application go to greaterdandenong.vic.gov.au/buy-local-business-grants.





Empowering entrepreneurs to thrive: The Grow in Greater Dandenong program

The Grow in Greater Dandenong program helps aspiring entrepreneurs and businesses grow successful ventures. The four-week program covers business planning, marketing, finance, operations, and more.

For existing businesses, the program provides valuable support to assess current operations, identify strengths and areas for improvement, and recognise industry opportunities. Participants of the program have access to business mentoring to develop strategic plans that translate their vision into reality.

Alex Scheuster, a recent participant in the Grow in Greater Dandenong program, is a passionate tennis enthusiast and a dedicated long-term member of the Dandenong North Tennis Club. Recognising a unique opportunity to make tennis more

accessible to people of all ages, Alex embarked on a journey to enhance the sport for both training and recreational enjoyment.

As part of the Grow in Greater Dandenong program, Alex crafted a comprehensive business plan and action strategy to bring his innovative business venture, 'We Do Tennis,' to life. Throughout this endeavour, the Business Support Team and business mentors played a pivotal role, offering guidance in developing the business idea, marketing, compliance, brand development and strategic planning, ensuring the successful realisation of Alex's vision.

"The program was great! It brought like-minded individuals from diverse backgrounds together where you could develop the ideas openly. The mentors provided a wealth of business knowledge which provided

extra guidance and what I gained is priceless," said Alex.

We Do Tennis provides tennis clubs with tennis ball machines. Alex is now able to share his love of tennis with others and make a living doing what he loves. He is passionate about growing community tennis state-wide.

If you aspire to elevate your business or transform your entrepreneurial dreams into reality, Council also run additional small business workshops to support new and existing businesses. If you would like to learn more about training opportunities, please contact the Business Support Team at business@cgd.vic.gov.au or 8571 1550.

To learn more about the Grow in Greater Dandenong Business Program visit greaterdandenong.vic.gov.au/grow-in-greater-dandenong

A snapshot of our Greater Dandenong food and tourism sector

Tourism offerings continue to strengthen across the City of Greater Dandenong, and we are pleased to share these great stories through this magazine.

If you're a local tourism operator and have a story you'd like to share, we'd love to hear from you, or if you have a tourism question, send an email to our Food Enterprise and Tourism Officer, via business@cgd.vic.gov.au

Night Market in January



Come and celebrate what Dandenong Market is renowned for – great authentic street food and entertainment from around the world.

Running over three Thursday nights in January, the market will host over 35 food trucks and hawker stalls, plus live entertainment from around the world.

Food stalls will be piled high with freshly-cooked hawker options from every cuisine including south east Asian street food, Columbian, Polynesian, European, Tibetan and African to name a few, along with sweet treats and desserts. Pay as you go with dishes starting from under \$6 or tuck into a share plate with friends. Your thirst will also be satisfied with pop up's serving delicious cocktails, Prosecco and Bubble Tea along with cold brews and wine from The Tavern. There's something for everyone!

Celebrate the amazing patchwork of nationalities contributing to our incredible culinary scene. We're adding to the flavour mix with live music, street theatre, cultural performances, boutique stalls, all under bright festival lights.

Each night will have a different offer, as diverse as Dandenong Market itself. As well as colourful, inclusive, and fabulous free live entertainment every night.

Event information

What:

World Fare @ Night

When:

Thursday 11, 18 and 25 January 2024

Time:

5pm – 9:30pm

Where:

Dandenong Market,
Corner Clow and Cleeland Streets,
Dandenong

Cost:

FREE



 Greater Dandenong has an Indian population of 11,900 making up 10.4 per cent of the community so it's no surprise Little India continues to thrive as a cultural precinct like no other. Located in Foster Street, Little India comprises some 32 shops of Indian themed retailers from India, Pakistan, Bangladesh, Fiji and Sri Lanka. It established organically in 1990 and is the oldest cultural precinct in central Dandenong.

The Victorian Government through the Community Infrastructure and Cultural Precincts Program has partnered with Council to deliver staged improvements to the precinct. The latest of these are new large, scaled entry signage at Dandenong Station, Cheltenham Road and Mason Street which highlights Little India and invites passers-by to rediscover this much-loved precinct.

The large billboard style signs reinforce Little India's status as a key cultural precinct for today and into the future. They are splashed with

bright colours including pink, golds and turmeric – synonymous with the flavours, fashion and floral delights of India. Paired with a series of smaller on street precinct markers the new branding leaves passers-by with no question of where they are.

The new gateway signs add to the layers of colour and vibrancy in the precinct that is experienced through street art, neon lighting and high-quality window displays curated by traders.

More than 100 LED neon lights in shop windows are a hallmark of Dandenong's Little India Precinct. Popular motifs of flowers, lanterns, peacocks, candles, lotus flowers, paisleys and elephants feature throughout. The neon lighting provides a character unlike any other street in Dandenong reinforcing its role as a key cultural destination.

Together the investment aims to highlight the diversity of Indian cultures that have been a jewel in Dandenong's crown since 1990.




FoodFilled is a volunteer-based food rescue charity dedicated to combating food wastage and alleviating hunger.

We collect excess, unsold or leftover food from businesses and take it to those in need.

Our Impact thus far:

 **189,000**
of people fed

 **74**
retailers have donated food

 **534**
people have volunteered with us

Partners:

We offer a free, flexible and personalised collection service from retailers all across Melbourne.

Volunteer with us!

Volunteering with FoodFilled involves picking up donated food from local retailers and delivering it to those in need, protecting the environment and supporting the community.

To get involved

Contact us on
8595 2672
info@foodfilled.org
www.foodfilled.org



There are so many adventures to be explored in **Greater Dandenong**

Flexible workplace models

Led by the 'Flexible Workplace Models' Priority Action Group (PAG), GameChange has developed several projects designed to explore staff attraction and retention. The PAG has also uncovered tips along the way that might seem obvious but can make finding and retaining staff easier if you're not currently doing them.

Some of the ideas that have worked include:

1. Do you use a labour hire company?

Expand your search by instigating a 'refer a friend' program at work. You may already be doing this in an informal way – when formalised (with rewards to employees who recommend individuals that choose to stay with the company), it can act as an attractor for potential employees and show current staff you value them.

2. State the obvious – job ads.

If you value a diverse and inclusive workforce, put a statement that says the same in all your job ads. You may already do this, but jobseekers have provided feedback to GameChange that when they see these statements in job ads, they are more likely to apply.

3. Open Days.

Consider running an annual Open Day for friends and family of staff. Word of mouth is a time-honoured way to attract staff and they can see what it is like to work with you. Alternatively, run a targeted Open Day for jobseekers who are experiencing barriers to employment (eg mature age, refugees etc).

GameChange is an initiative of the State Government-funded Community Revitalisation program and is delivered by Council's SEBN team.

Contact gamechange@cgd.vic.gov.au if you would like to be involved – or have an idea to share.



City of Greater Dandenong
INDUSTRY GOLF DAY

TAKE A *Swing* FOR CHARITY

Golf Day

Planning is well underway for next year's golf day to be held on the afternoon of Tuesday, 20 February 2024 at the magnificent Kingston Heath golf course. To be followed by dinner and auction to raise funds for a local charity, 2024 celebrates the 15th Take a Swing which has

2024 Take a Swing for Charity Golf Day ... mark your diaries now!

already raised more than \$600,000 for those most in need within our community.

For further information email sandra.george@cgd.vic.gov.au – players, auction items and new sponsors most welcome.

Green packaging powerhouse sets up in Dandenong

A sustainable food packaging company, one of only two globally utilising unique technology to replace rigid plastic with fibre-based materials, has expanded to Dandenong South.

Zipform Packaging's new \$8 million facility in Dandenong South, which opened on 31 August, is a major expansion from its Perth base, covering 10,600m² with a 1,000m² cleanroom.

The company utilises linear forming technology to produce curbside recyclable packaging in various shapes with integrated printing, reducing the need for separate labels. This approach allows the company to utilise 92 per cent fibre and over 60 per cent recycled content.

CEO John Bigley proudly explains that Zipform has led the development of this technology in the region and remains the only Australian company using it.

"It's great to see that in Europe Kellogg's is now adopting paper bottoms for Pringles cans to comply

with regulations, moving away from metal ends. However, we've used this technology since 2016 in Australia, meeting the 2025 National Packaging Targets for curbside recyclability and recycled content," Bigley said.

Zipform began its expansion plan three years ago in response to growing demand for sustainable packaging in nutraceutical and food sectors, driven by the 2025 targets.

According to Bigley, Dandenong South's strategic location, local expertise, and a small workforce of 15 employees across both locations enable the company to leverage local engineering and maintenance expertise, making it ideal for Zipform's growth.

"Dandenong and surrounds are where a lot of our customers are based. A key feature of our location is that we can showcase the plant to customers and visitors and have a strong foothold on the Eastern Seaboard," Bigley says.



"The new manufacturing line more than doubles Zipform's annual production capacity to over 30 million packs and holds potential for reaching 100 million in a future phase, including potentially incorporating a second line as early as 2026."

The new facility also features 40kW of solar panels on the roof and several EV charging stations in the parking lot, aligning with the company's sustainability focus.

While establishing Zipform's Melbourne operations is the company's primary focus, Bigley is excited about prospects ahead, including discussions with major brands in the next 12 to 18 months.

"Our goal is to grow our footprint, both domestically and internationally. This design for the line and cleanroom can be a blueprint for future facilities if we spot substantial demand elsewhere."

www.zipformpackaging.com.au



Why not join one of the SEBN Network Groups or round tables including:

- Manufacturing Leadership
- Workplace Health & Safety
- South East Quality Network
- Manufacturing Xcellence
- Developing Leaders
- Waste | Sustainability
- CEO Mentoring Program
- Women In Business Network

Groups meet monthly and are open to all manufacturers across the region. For further information, contact sebn@cgd.vic.gov.au



Australian first for local family-owned foundry



Dandenong South manufacturer AW Bell achieved a significant milestone in October, cementing its status as the first and only titanium investment casting foundry in Australia. The multi-generation family owned company, renowned globally for its commitment to delivering high-quality casting solutions, unveiled this groundbreaking development as part of their continuous efforts to respond to customer demands and expand their casting capabilities.

This achievement comes alongside the unveiling of two new material intellectual properties (IPs) that have garnered attention for their innovation and potential applications. The first IP concerns high-strength aluminium, while the second focuses on thermal conductivity management. Both IPs are currently in the process of being patented and are poised to not only offer substantial value to AW Bell's client base, but position them as a global leader in their field.

AW Bell's decision to invest in titanium casting was a direct response to customer feedback, driven by the need for an alternative supplier due to supply chain constraints. This new capability not only opens doors to new avenues of work, but it has also sparked

internal innovations. AW Bell's OEM division has successfully designed and manufactured titanium-specific aftercast equipment, as well as introduced automation through robotic pouring and shelling systems to enhance operational efficiency.

Jo Murtagh, Head of Sales and Marketing at AW Bell, highlighted the importance of embracing automation in the manufacturing processes. "The increase in automation and new technologies allows us to improve efficiencies by streamlining processes and reduce variability through greater controlled

repeatability. It enhances workplace safety and continues to drive innovation permitting us to stay agile and competitive." To support their international growth and better serve their US-based customers, AW Bell recently appointed a dedicated US Territory Manager and increased the frequency of senior management team visits to the United States. Their proactive strategies, embracing approach to technology and innovations and global view demonstrates AW Bell's commitment to staying at the forefront of industry.



Business awards: A great way to work on your business

The Greater Dandenong Chamber of Commerce's South East Business Awards welcomed 223 business leaders including members, guests, awards finalists, sponsors, judges and family members to recognise the business excellence achievements across the community.

The event took place on 26 October 2023 at the Woodlands Golf Club, with guests starting on the beautiful terrace enjoying drinks while looking over the spectacular greens.

With 62 unique awards entries and a list of finalists whittled down to 42 unique businesses, representing a spread across industry, and all business segments – from sole trader to micro business, small, medium and large business.

Halfway through the evening ex-football player, current coach and teacher, Mark Williams enthralled the crowd with lessons about leadership and generating great performance from teams. He had the crowd silent, captivated and jotting down take-away points relevant to their business situation.

In total 13 awards were presented on the evening. It is with thanks to the amazing sponsors who support business promotion and growth, those who took time out of their business to work on their business by applying for the awards, and every owner – who takes lessons from the process, the awards evening and the feedback offered to businesses about their awards application.

The South East Business Awards program is designed to support the growth and development of businesses. Less about a trophy, and more about working on the business, the awards program questions get owners and leaders thinking about how they communicate their 'why', it keeps a line of sight to the business position in the market place vs competitors. What is their winning edge? It also asks businesses to articulate milestones, wins, how they celebrate – and importantly, how they bring their team on the journey of improving the business.

The awards program showcases businesses across the year, providing a platform for business owners and leaders to share their business stories. Past winners have said calls increased based on an appearance in the Star Journal, other businesses have stated that they generated staff leads and had potential employees approach them in the restaurant while having family dinner, after the recent media coverage, others still have spoken about how it increased the gravitas of the business with current partners in government contracts and to their stakeholders. Others still stated that the win generated increased followers on social media from those in their industry identifying this business as one to watch and as a potential future employer.

"The South East Business Awards evening gala is for any business owner or leader in the south east. Connect with the strongest businesses in your local neighbourhood who make a difference to living standards through local jobs, strong economies and through financial support to sporting clubs, charities and less established businesses."

Lisa Moore, CEO Greater Dandenong Chamber

"It's exciting to think that the City of Greater Dandenong has three first class Leisure and Tourism operators in its geography. They can complement each other and benefit from each other's success – a rising tide floats all boats mentality. This a significant advantage for the network and council, and, should inspire other new and emerging operators in this crucial sector".

Leith Ramsay, Page Group



Core Contracting Group

Congratulations to our winners and sponsors

Our winners and sponsors can be found at:

www.greaterdandenongchamber.com.au/awards/se-business-awards-winners-2023

Why not make contact with the Greater Dandenong Chamber of Commerce about our offerings and 2024 awards program?

www.greaterdandenongchamber.com.au/about/about-us

WHAT'S AROUND GREATER DANDENONG



see

Explore over 100 parks and reserves.



eat

Visit Noble Park Aquatic Centre and Skate Park, Melbourne Cable Park and other local destinations.



see



see



shop

Enjoy a show at the Drum Theatre or an exhibition at Walker Street Gallery.

Shop for some fresh food in Springvale or the Dandenong Market.



see



shop

CONTACT

Business Support Team
Dandenong Civic Centre
225 Lonsdale Street
Dandenong, Victoria 3175
Ph: 8571 1550
greaterdandenong.vic.gov.au
business@cgd.vic.gov.au

Talking Business Editorial
Ph: 8571 1550
business@cgd.vic.gov.au

Views expressed by individual contributors in this publication do not necessarily reflect the views of the City of Greater Dandenong.

Material from Talking Business, Greater Dandenong's business news, may be reproduced for non-commercial purposes provided the source is acknowledged, for example, 'This material first appeared in the City of Greater Dandenong's Talking Business publication, December 2023'.

Email business@cgd.vic.gov.au to receive your copy of Talking Business electronically.

CONNECT

- /greaterdandenong
- /cityofgreaterdandenong
- /greaterdandy

