



WA STREET FOOD NEWS

The Official Newsletter for Perth's Best Mobile Food Vendors



Issue 2, May 2017

FOOD VENDORS SUFFER BIG LOSSES AT THE 2017 SKY SHOW

While the Food Truck Community fully supported the decision to cancel the Sky Show due to the plane crash that tragically killed two people, most vendors suffered massive losses made worse by the extreme heat of 42 degrees and no one was arriving till much later in the day. Many members did not even cover the \$565 in fees they paid to the event organiser and the City of Perth. Many vendors also were fully stocked up with thousands of dollars worth of stock and if they had to put on staff they would have been on penalty rates. Unfortunately, mobile food vendors are unable to get sufficient insurance to cover them for such situations. The Association will continue to look for a viable insurance option for members. Both Events & Beyond and the City of Perth advised they were not able to refund event fees due to reasons acceptable to the Association.

BONDS PAID TO EVENT ORGANISERS

This past event season saw a number of our members booked into an event and as part of the application process they had to pay a \$200 bond on top of the event fees. Media reports after the particular event indicated the company involved may struggle to payback creditors. The concern from our members was the event organisers at the time did not communicate well with most food vendors about their bonds. It was thought the bonds may have been lost. If vendors were advised about delayed bond repayment it would have alleviated a lot of the concerns from vendors. The problem was after the event the event organiser did not pay the bonds back to most members until 6-7 weeks after the event.

While all issues now seem to be resolved it has highlighted that unlike the real estate industry, when a bond is paid it is kept safe in an account, event organisers are not required to do this. This situation has now caused many mobile food vendors to reconsider doing events that require a bond because of the risk of losing their money if the event fails. A small number of vendors did get advised that there was a problem with their bond due to alleged damage to the grass areas and we encouraged members to liaise directly with the event organiser to discuss their issues. While food vendors do need event organisers to have a successful business - event organisers do need to understand that most food vendors are actually struggling and any bonds should be paid back quickly after an event.

FOOD VENDORS WHO WILL TRAVEL TO COUNTRYSIDE

Do you live in the country? Would you like food trucks to attend your next event? Go to www.wamfva.org/key-documents and find our list of food vendors who are prepared to travel for events. Please try and give as much notice as possible to avoid disappointment.



ROADSIDE EATS WA PROGRAM

Our General meeting in February members voted for WAMFVA to look at liaising with Local Governments to find locations that members can use as a food hubs as a 12 month trial. The Executive team agreed to not manage locations ourselves due to the politics involved with picking vendors for each location and lack of resources. We contacted event organisers through an EOI to see if they would be prepared to manage a location or two. The response was great with 7 event organisers interested in managing a food hub. The Association is supportive of event organisers doing their own thing as part of the trial and we hope all the locations as part of the trial will be different so we can workout what works and what doesn't. Many of our food vendors can regularly get work Friday to Sunday but we are looking to develop these trial programs in suburbs from Yanchep to Mandurah so our members who want to work fulltime in the industry can continue to do so. To find out when the food trucks will be coming to your area go to www.facebook.com/roadsideeatswa and like our page. All updates relating to this program will be posted there. There is no set timeframe for these locations to start and it will occur when locations are found and all necessary approvals are received.

MINIMUM STANDARDS DOCUMENT DEVELOPED

Members have voted for WAMFVA to develop a new minimum standards document. They wanted to be seen to be responsible operators and would ideally want one document that covers all the legislation that we are required to follow. The industry has exploded in the past few years and members have expressed concern that there is a lot of legislation we need to follow in numerous Acts and Regulations and they would like to have it consolidated into one booklet. As part of the new document we plan to have a "Three Strikes Policy" for vendors who do not adhere to the document. First strike would consist of educating members what they are doing wrong. The second strike would be an official warning and if there was a third strike the member would have their membership cancelled. We have forwarded the document to event organisers and local councils for comment and are hoping to have the new document in place by the end of May 2017. The Association takes Food and Work Safety very seriously.

WORKSHOP SERIES

The Association through the Small Business Development Corporation's "Industry Link" program have organised three courses and the public is welcome. The courses to be conducted are "Spreading the Word - Marketing your business" and "Online Marketing doing it yourself" both to be held on 9 May. All courses are to be held at the Country Comfort Intercity Motel at 249 Great Eastern Highway, Belmont. If you are interested in attending the fees are \$10 for members and \$20 for non members. The course is normally \$50 at the Small Business Development Corporation. Payment confirms the booking. To book email admin@wamfva.org. The Association is currently also exploring three further courses for members "Senior First Aid" and a "Trailer Reversing and maintenance Course " and a "Becoming a Mobile Food Vendor" Seminar and these will be scheduled for hopefully mid year.



2017 FOOD TRUCK WORKSHOP SERIES

Members: \$10 per person, per workshop
Non Members: \$20 per person, per workshop (usually \$50pp)

Workshop 1
Tuesday 2 May 2017 – Understanding your Business Financials – 2pm to 5pm

Workshop 2
Tuesday 9 May 2017 – Spreading the Word – Marketing your Business – 9am to 12pm

Workshop 3
Tuesday 9 May 2017 – Online Marketing – doing it yourself 1pm to 5pm

Payment confirms your booking:

To confirm your position:	Location:
1. Email admin@wamfva.org and book in for the course.	Country Comfort Intercity Motel
2. Transfer money to WA Mobile Food Vendors Association Bih: 633000 A/c: 156779417	249 Great Eastern Highway BELMONT WA 6104

We need 15 people for the above workshops to go ahead. The Workshop Series will be presented by the Small Business Development Corporation

Small Business Development Corporation | COUNTRY COMFORT INTERCITY MOTEL PERTH | WAMFVA

FIRST MAJOR SPONSOR - WARD PACKAGING



The Association is excited to announce Ward Packaging has become our First Major Sponsor. Ward was first established in 1982 and has been servicing WA for 35 Years. Service excellence has been integral in the success of Ward Packaging from its humble beginnings with just one man on the road, to today with over 30 staff at its Gnangara location. Ward provide over 2500 food packaging, wrapping and cleaning products. It's also a key WA distributor of Detpak food packaging, Chemform Green cleaning chemicals and BioPak biodegradable products. Orders can be done via phone, fax or e-mail and they have mobile reps who can take on the job of keeping your stocks at optimum levels.

Each rep is equipped with a mobile iPad and can send your order straight back to base where they pick, pack and order in any shortages immediately to ensure you receive your delivery in full and on time. Ward Packaging focuses on meeting the demand from the catering, hospitality and retail industries and services the complete Perth metropolitan area as well as having many WA country clients. Open Monday to Friday 8.00am to 4.00pm, minimum pick up order is \$100 Order and cut-off for next day CBD deliveries is 3:00pm. To find out more visit wardpackaging.com.au.

We would also like to welcome KB's as an important sponsor and look forward to developing a great relationship going forward with our two new sponsors.

MOBILE FOOD PROGRAMMES BY COUNCILS

If a Council is considering conducting their own food truck trial we encourage them to contact us to organise a meeting. We can share our experiences and issues we have encountered as food vendors in the past when using and creating food hubs. We have met some resistance from councils around creating hubs and hope in future we can work closely together for the benefit of local communities.

EVENT ORGANISERS - DO YOU HAVE EVENTS INSURANCE?

All event organisers should be looking at reviewing their insurance to ensure they are fully covered. If you hold an event some councils only require a copy of your Public Liability Insurance. However, is that going to cover you if something happens at your event? Event Organisers, especially of local community events, need to check with their school/insurance broker to find out whether their Public Liability Insurance covers them or if they actually need Events Insurance. Schools as an example don't normally run the events and it is usually the local P&C groups who are often incorporated and have their own identity. It is therefore really important that such groups do due diligence. As an Association we encourage our members to ask all event organisers for a copy of their insurance details to help determine if they are prepared to take the risk and attend such events.

WORKING WITH LOCAL TOURISM

The WA Mobile Food Vendors Association is calling for the newly appointed Government to organise a Local Tourism and Events Conference involving Tourism WA representatives, Health Department – Food Unit, Local Council Staff (Events Staff, Economic Development Officers and Health Officers), the Events Industry Association and the WA Mobile Food Vendors Association.

Some of the issues we would like to raise would range from inconsistent fees and charges charged by local Councils for Mobile Food Vendors & Event Organisers, high Fees charged by Event Organisers for mobile Food Vendors to attend large events, more training of inexperienced event organisers and a State Government Tourism Calendar among other topics.

In terms of **Tourism Opportunities**, if there were enough mobile food events scheduled on the same night spread around the metro area it could provide a real opportunity for tour operators to conduct street food tours and would promote and create local tourism and promote local street food and nearby brick and mortar businesses working in these areas. An example of how this could happen already in summer is on a Friday evening tourists could be picked up from the City and taken to a number of the regular night markets around Perth.

2017/2018 EXECUTIVE COMMITTEE

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