



Video transcript

In Good Company: Bunbury Farmers Market

[Kevin:] It's a beautiful part of the day, it's clear and it's quiet and still, and I know it sounds silly but the guy growing it must love his mandarins. Without that passion, it doesn't work. You can taste the difference. We're using local product, to make local food, to sell it to local people. To me, that's what a community's about.

[Peter:] One of the first meetings I had with Kevin was in one of their earlier stores, and the furniture were two milk crates and a plank of wood for a table, so you can see where they've come from in the last 10 years.

[Peter:] "Morning, Kevin".

[Kevin:] "Morning Peter, good to see you".

[Kevin:] Within the new store we've had seven start - up businesses. The commercial kitchen changed the funding model quite significantly late in the project.

[Peter:] I could see it was gonna create a lot more revenue and it was an offering that the customers would take up in the marketplace, so it made a lot of sense that the bank was supportive. It's not just their banking but it's knowing the, the people behind the business, their passion and how they bring that passion into a business model.

[Kevin:] The thing I like about Peter, he shops with us and he's part of what we do. He is taking the time to really understand our business. It enables us to go and do what we're good at - freshness and flavour. Knowing that Peter's in the background and um, and we have a relationship with us, have quite a degree of trust is great, and yes it works.

[Voiceover:] In Good Company, a series from Bankwest. Making banking easier by knowing your business, not just your banking.