

CHAMBER

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DURBAN REGIONAL  
CHAMBER OF BUSINESS

AR NE

DIGEST

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Circulation 7 500 businesses in the Greater Durban Region

"RDP A MAJOR ECONOMIC  
POLICY DOCUMENT"  
- CHAMBER

With more clarity now following the State Presidentâ\200\231s speech at the opening of Parliament, the Chamber recognises the Reconstruction and Development Programme (RDP) as a major economic policy document, and welcomes the moderate initial demands it appears this will place on the 1994/95 Budget proposals.

Due to the importance of the RDP in the next five years, each

Chamber standing committee has been charged with the task of considering the appropriate section of the RDP related to its terms of reference.

Commenting on the speech Chamber President Alan Wilson expressed general satisfactionatthe overall message. He was pleased to see that the Government had committed itself to ensuring sustainable growth in conjunction with management of Government's expenditure. He welcomed the fact that a permanently higher level of taxation was to be avoided, whilst wondering at the same time whether this meant that interim taxes would be introduced in the June Budget.

Publicity has already been given to the Health Care Plan and the electrification programme and their incorporation in the

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speech was supported. There was a significance in the linking of the issue of job creation and training with the rebuilding of townships and restoring of services, and Mr Wilson expressed his support for the concept of labour intensive projects, many of which had been identified or had already commenced.

On the subject of monetary policy, the undertaking to maintain overall financial stability in conjunction with the continued service of Dr Chris Stalsas Governor of the Reserve Bank is to be welcomed. The

international reputation of Dr Stals as well as that of the Minister of Finance Mr Keys would do much to enhance the country's credibility, and their successes in reducing the rate of inflation must be continued into the future.

Development of small and medium business was already a priority which had been identified by the Chamber and to

(please turn to page 2)

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YOUR BAD DEBT

From page 1

which had allocated significant resources. Mr Wilson therefore welcomed the comment regarding encouragement for this sector which offered one of the major opportunities for self generated employment creation.

Tourism was one of the natural advantages which this country enjoyed and could be exploited. This had a high job creation potential as well as its ability to generate foreign currency. In allocating increased attention to this sector of the economy it was necessary for developers to be aware of the expectations of the international tourist and conference delegate and to be able to meet those expectations through a culture of service and courtesy.

Responding to President Mandela's comments on the creation of an attractive climate to compete for direct foreign investment, Chamber President Alan Wilson indicated that much work had already been done by private sector business organisations and that the private sector would welcome the opportunity of sharing its research with the Government in order to develop appropriate packages. B

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DURBAN  
 BEACHFRONT

In the edition 11/94 of the Chamber Digest (Page 3) the Chamber recognised and welcomed the City's revamped Beachfront Task Force and the democratic election of the Executive Committee of nine people to drive the deliberations and recommendations with the objective of revitalising the Beachfront.

It is now some three months down the line and the City is proposing to disband the Task Force, submitting that it has achieved the objectives for which it was created. The City has also submitted that the Task Force is not representative of the broader communities.

In February, 1994, the City approached many representatives of the broader communities and invited them to participate in the Task Force and to nominate representatives to be considered for the election to the Executive Committee. Unfortunately, this initiative resulted in little response from those approached. Those organisations that did respond were considered for the Executive Committee and the result of the elections was reported in the abovementioned issue of the Chamber Digest.

The majority view of the Executive Committee, at a meeting held on the 24 May, 1994, is that the work of the Task Force has hardly begun. Accordingly it was resolved to recommend to the City's Management Committee that in the move to a more representative Local Authority - during the current transitory period - the time is not opportune to disband current, effective, structures. |

Chamber Diary A@D

SERIOUSLY CONSIDERING  
 BUSINESS OVERSEAS?

\* Have you been approached by offshore interests

suggesting a joint venture?

\* Maybe you should investigate overseas products or franchises for the local market

\* Are you thinking of expanding your business internationally?

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Monday, June 6

14h30 Central Area Committee  
Tuesday, June 7

15h00 Queensburgh Area Committee  
Wednesday, June 8

17h30 Umbhlanga Area Committee

Monday, June 13

17h00 Pinetown/New Germany  
Committee

Venue: The Terrace, Civic Centre

Tuesday, June 14

17h30 Pinetown Business Watch/Trade  
Promotion Committee

Venue: The Terrace, Civic Centre

Friday, June 17/18S ACOB Natal/  
KwaZulu Regional Congress

Venue: Margate [ |

SECURITY :  
INSURANCE RIOT

COVER

There appears to be a number of misconceptions regarding riot cover, and members should be aware that the rules are set by SASRIA (South African Special Risks Insurance Association), who advise that :

1. Each and every claim will be decided on its own merits and provided that the sum insured is adequate, the insured will be compensated to the extent of his sum insured in the case of a total loss.

2. If there are a number of premises covered by the same policy, the sum insured reflected on the coupon, although a globular sum insured, is based on the individual values of the premises involved.

3. In the event that a claim arises involving each of the premises, the loss adjuster will base his assessment on the sum insured of each of the premises, and not on the globular sum insured.

It is in fact incorrect to base an assessment on a globular sum insured, because at no stage will the underwriter know which premises are covered by the globular sum insured and the application of average will be extremely difficult, if not impossible, in the event of under-insurance. B

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The views expressed in this publication are those of the authors and not necessarily those of the Chamber unless specifically indicated. While everything possible is done to ensure the accuracy of the information in this bulletin, which is believed to be correct, no responsibility can be borne by the Chamber for errors.

THE DURBAN REGIONAL CHAMBER  
OF BUSINESS IS AFFILIATED TO THE  
SOUTH AFRICAN CHAMBER OF  
BUSINESS (SACOB)

Chamber Digest 21/94 - June 4, 1994



It isn't the business you get, it's the business you hold, that counts

THROUGHOUT THE  
REGION

Another Plug for Industrial  
Waste Management Awards

Competition 1994

With the official launch of the 1994  
Natal/KwaZulu Industrial Waste  
Management Award Competition in  
Durban, last week, by Durban's Mayor,  
Clive Mike Lipschitz, the way is now open  
for all businesses operating industrial  
plants in our Province to plug themselves  
in and, who knows, take an award!

All Round Benefits

The exciting thing is that even if you  
are not a winner - you're a winner!

Reason for this is that by the very  
process of participation, benefits to which  
your business will be exposed include -

- \* Reduced wastage, waste volumes,  
waste disposal and productivity costs.  
Reduced periodic clean-ups of  
premises.

Compliance with OSH and Hazardous  
Substances Acts

Improved employee attitude towards  
waste, waste handling skills, and hence,  
morale

- \* Enhanced N O S A rating and public  
image

Improved competitive edge

Additional Feature

Added benefit of participating in this,  
the third such annual event, that from  
experience and input from participants, is  
improving as it goes, is that all non-  
finalists will be invited to participate in a  
free Waste Management Workshop to be  
conducted, after the Competition has been  
run, by the Institute of Waste Management  
and Keep Durban Beautiful Association.  
Object of this is to allow participants to  
identify for themselves areas in which they  
didn't perform well enough and to assess  
their performance against those of the

winners and fellow competitors.

Application forms and further details  
are available from the Campaign Director,  
Keep Durban Beautiful Association, P O  
Box 1535, Durban 4000,

Tel /Fax : 031-376243 /5.

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#### AREA HAPPENINGS

##### CENTRAL

Phoenix Enviro Expo  
Date Change

Important news for members who have  
entered or intend to participate in the Enviro  
Expo in Phoenix announced in an earlier  
Digest is that, with the Durban Newspaper  
â\200\234Post Natalâ\200\235 having come aboard as a  
major sponsor, the event is to be known as  
the Post Natal - Phoenix Enviro Expo and  
has been re-scheduled to take place in the  
Rydalvale Sports Field (cnr Phoenix  
Highway and Longbury Drive) from 08h00  
to 15h00 Sunday June 26, 1994.

Full details on allocation of stands,  
opportunities to sponsor prizes, etc. are  
available from Mr Roy Sukdhev, Tel 376243  
during business hours ; and after hours  
Mr Solly Singh Tel 5053353, who is  
Chairman of Keep Phoenix Beautiful, an  
affiliate of the Keep Durban Beautiful  
Association.

[It deserves your support.

##### PINETOWN

Regionalisation : Refuse  
Disposal Facility

In view of possible cost implications to

Pinetown Ratepayers of refuse removal  
and disposal operations once the existing

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Pinetown operation closes at the end of 1994, arrangements have been made for Chamber representatives to join with Pinetown Councillors and senior officials to receive a presentation to be given by Consultant, Mr Ray Lombard, on regionalisation of this service, at a meeting being held on 2 June, 1994.

We will report further on this in the next issue of the Digest.

Disposal Site now closed to non-

Pinetown Residents

An indication of the importance of the abovementioned discussions has been notice from the Executive Director : Community Services, Pinetown, of the application of a selective disposal programme at the current landfill site with effect from 1 June, 1994. The effect of this is that, apart from certain types of cover material details of which are available from the Borough (Tel. 7192911), non-Pinetown ratepayers will no longer be permitted to dispose of their waste on the Pinetown site.

Joint Action in Street Trading  
Development

Not known, still, to a great many of our members in the Pinetown area is the admirable extent of consultation that has

Please turn to page 4

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Regional Roundup  
From page 3

taken place over many years between Council Officials, the formal business sector, and informal traders, in the form of regular meetings of the Departmental Street Traders Liaison Committee, in the bid to develop a trading scenario in which everyone wins.

Perhaps the greatest spin-off of these discussions has been the directness with which matters such as environmental protection, hygiene, free flow of pedestrians and traffic, etc. have been communicated between the parties concerned.

Chamber representative in these discussions, and therefore our man to approach for up to date information, is Mr Ebbi Kajee Tel 7010644.

#### UPPER SOUTH COAST

Bjorseth Crescent

#### Revitalisation Proposal

At the time of going to press, Chamber representatives were joining with members of the Branderkrum Sakekamer, property owners and traders in the Amanzimtoti CBD, and Borough Officials, to receive a presentation from Amanzimtoti Town Planner, Mr John Hanlon, on proposals to upgrade Bjorseth Crescent and surrounds with a view to making it more shopper-friendly and with the capacity to meaningfully accommodate the needs of the burgeoning informal sector.

More of this in the next issue of the Digest.

#### WESTVILLE

#### July Survey on Office Staff Bus

#### Service

Latest, and welcome news from Durban Transport on the prospect of a bus service being introduced to /from Durban and the various commercial nodes in Westville to cater for the needs of employees working office hours, is that July 1 is the target date set by them to undertake a survey aimed at

verifying demand and identifying the routes that will need to be followed.

We will keep you informed through future issues of the Digest. |

TO FIND OUT MORE  
ABOUT THE CHAMBER'S  
TENDER SERVICE GIVE  
JANE PILLAY A CALL ON  
301-3692

& 2  
SMALL BUSINESS I C B .  
one  
TAX â\200\230 : it o 579 3241

On 24 March Prof Dennis Davis-an  
adviser on tax matters to the ANC, for \_\_\_\_\_ Tâ\200\231LLES  
member of the Tax Advisory Com- Est 1982  
mittee and Director of the Centre Price, Service & Quality  
for Applied Legal Studies at the Ian Bain  
University of the Witwatersrand -

discussed his views of the tax treat-  
ment of SMEs with members of  
SACOB's Small Business Commit-  
tees

TR  
HERBERT & LYSTER

CORPORATE  
INTERIORS

Prof Davis said that during his  
membership of the Tax Advisory  
Committee, the question of the tax  
treatment of SMEs had not been

discussed, and that this was an issue which deserved greater attention. He believed that it would be worth investigating the dual tax system in operation in the United Kingdom, which taxed qualifying small businesses at a lower rate than other businesses. Nobody had yet convinced him that such a system could not apply here. He was, however of the view that any special treatment of SMEs would have to be accompanied by extremely severe penalties for evasion of the

DESKS, FILING CABINETS  
- WALL UNIT SYSTEMS

- RECEPTION AREAS

- UPHOLSTERY/REUPHOLSTERY

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tax, and an increase in the manpower, and status, of the Department of Inland Revenue to allow

for more effective policing. Tel: 3032921 /Fax: 232539

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MEMBERS & THEIR STAFF CAN  
BENEFIT FROM HOTEL

DISCOUNT SCHEMES

As a Chamber Member, one of the benefits offered to you is the hotel discount facility for yourself and your employees. Outlined below are two services available to you.

FREQUENT GUEST  
CORPORATE CARD

(SOUTHERN SUN GROUP)

This card is offered to you by a special arrangement the Chamber has with the Southern Sun Group. The Frequent Guest Card covers all Southern Sun Hotels & Resorts as well as Holiday Inn Hotels & Resorts. When an individual applies for the Southern Sun Frequent Guest Card, a world-wide Holiday Inn card is issued free of charge. The discounts offered at the Holiday Inn Garden Court is 5% whilst at other hotels that fall under the Southern Sun Group offer 15% off accommodation. All corporate card holders are linked to the Frequent Guest Programme which allows the individual to earn Sun Rands towards free business trips and holidays. The cost of this card is only R37,10 per individual applying and is valid for a period from 1 May 1994 to 30 April 1995.

PROKARD  
(PROTEA HOTELS)

This card covers over 60 hotels under the Protea Group in South Africa, Africa and Mauritius. The discount offered on the "Prokard" is a guaranteed minimum 20% off accommodation and Prokard members will enjoy personal services at any of Southern Africa's finest hotels & resorts. The 20% discount is available during peak season as well. Each night you spend on the Prokard rate, earns you one Prokard stamp. Each time you accumulate 15 stamps, you are entitled to TWO NIGHT'S FREE ACCOMMODATION FOR TWO at any Protea Hotel of your choice, and what a magnificent choice you have. From luxury hotels to fine, old country hospitality, from pleasure havens like the glittering Swaziland Casino and tropical Natal South Coast resort .... to private hideaways in remote mountain peaks

and the African bush. Whatever your mood is, there is a Protea hotel to match it, where you and your partner can relax in the style you enjoy best. The cost of this card is only R59,00 per individual applying and is valid from 1 June 1994 to 31 May 1995.

Members wishing to take advantage of this great savings offer, and for more information regarding the benefits and listing of hotels where these cards are applicable, may contact Jane Pillay on 301-3692. |

Congratulations to ...

Pinetownbased Securex, manufacturer of brass compression and capillary fittings for receiving the SABS ISO 9002 international quality listing;

First National Battery for winning the title of the Toyota Supplier of the Year for 1993. The other category winners were electrical systems - First National Battery, powertrain and mechanical and the Toyota Motor Corporation award for quality - LUK Africa, upholstery trim and seating and body external trim and seating - Plastomark, suspension, braking and chassis - Armstrong, top facility and general services supplier - Castrol South Africa, top small

supplier - Hesto Harnesses, and most improved supplier - Guestro Forge. B

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JOIN NATAL'S  
CUPPA FOR  
CANCER

Friday June 24, 1994 sees the very

first 'Cuppa for Cancer' campaign to be held in South Africa. The Natal Region of the Cancer Association of South Africa is inviting everyone, wherever they are on that day, when they enjoy a cuppa of tea or coffee to donate R2 to the Cancer Association.

All that's needed to host a 'Cuppa for Cancer' is a supply of beverages and sufficient cups and saucers etc. and to collect the suggested donation of R2 from the guests. ;

Any venue is suitable - the office,

canteen, boardroom, conference centre or school, club, library or home can join in this exciting promotion. In line with the Association's theme 'â\200\230Cancer can be beaten' information on early detection and healthy lifestyles will be available for each host to hand out to their guests.

Anyone wishing to register as a  
'host' and get together with colleagues  
or friends to support this event should  
phone Petra Page on 031-258525. W

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## PROVISION FOR RETIREMENT

Ninety percent of South Africa's citizens reaching retirement age find they have made insufficient provision to meet their basic needs! This terrible statistic is true. South Africans, irrespective of which cultural background they originate from, are renowned for making insufficient provision for their retirement.

One of the problems of running a small business is that one is so tied up with the day-to-day activities of the business that often the long term planning of making provision for one's own retirement is ignored or at best half heartedly provided for.

Many businessmen approached with the question as to whether they have provided adequate funding and investment for retirement, respond to the effect that once they reach that age they will sell their business thereby securing sufficient capital to see-out their twilight years. In truth, many of these so-called businesses at this time will have either gone bankrupt, have been sold, or have become unsaleable in as much as the asset itself lies in the owner not the material assets of the business, i.e. the plant, equipment and premises. It is absolutely essential that all small business operators, almost from day one of opening the business, start to provide for retirement. This is particularly important if you have started the business as a middle-aged individual.

There are of course several advantages to providing for retirement that are currently offered by the government in the form of tax incentives. Bear in mind that if you are the owner of a close corporation of which you are a paid employee you can of course pay a percentage contribution from the company that has no direct tax disadvantage to you the employer and may be offset against the tax of the close corporation. Pension schemes in particular are very advantageous in this regard, and you should contact your local accounting officer or the Chamber where we can put you in touch with someone who is qualified to advise on these matters. Most of the life assurance giants who administer pension schemes are able to offer comprehensive advice on tax matters related to retirement planning.

One of the problems encountered by small business is the irregular flow of money in and out of the business. This is particularly true in the case of a sole proprietor who might have appreciable earnings for some months and negligible earnings for others. Perhaps the most suitable

retirement plan in this case would be a flexible retirement annuity. Retirement annuities have many of the same benefits

6

of a pension scheme in as much as they have a tax benefit for payment into the retirement annuity and of course once you reach retirement age (any age from 55 onwards) you may convert part of it to cash and convert the balance to a pension.

#### PROVIDENT FUNDS

Numerous small businessmen have approached the Chamber querying the benefits of a provident fund. Essentially the difference between a provident fund and a pension fund are in the tax benefit. Thus for an employee paying directly into a provident fund there is not tax benefit. What effectively happens in practice is the employer pays the full amount of contribution (through means of a salary sacrifice of the individual) thereby effectively making a tax benefit. Withdrawal from a provident fund once you have reached pensionable age can be made then in a lump sum, and there is a considerable tax saving at this end. Once again for further details contact the Chamber and we will put you in touch with an expert.

#### GROUP SCHEMES

By belonging to the Chamber you are able to take advantage of the group pension and provident schemes. As a small business operator perhaps employing no more than one or two people, this makes joining a pension fund extremely difficult and perhaps most important, the problem arises of what happens if the firm goes out of business, or alternatively, you as the owner decides to pack up. Here the concept of group benefits and the reduced risk it brings are most important. The DRCB has a group pension scheme and a group provident fund, both of which are specifically aimed at enabling the small business owner to join a scheme with the security of being a group participant. This is extremely important to bear in mind in that all-important planning for the future.

The same as one makes provision for the business to replace an asset either through the setting up of a sinking fund or by investment, so one must make provi-

sion for you the owner and key employees. After all, at the end of the day the whole object of your running the business is to make a reasonable living, obtain job satisfaction, and make provision for a pleasant retirement.

Other aspects to consider for retire-

ment are the provision of a bond-free residence, and of course other fixed assets which you may require after retirement. These could include furniture, appliances and most important, a motor vehicle for transportation.

Be certain that you are making provision now for your own retirement. Whether you are in your 30's, 40's, 50's or 60's if you are running your own business you should be making provision for yourself. |

(< HINT OF A

THE WEEK

"The greatest nations  
of the world are  
those who  
planned for tomorrow"

J

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GET BETTER SOON

In analysing the whole sick leave scenario, an appropriate start would be with the laws that govern sick leave entitlement. By law ( Basic Conditions of Employment Act or Wage Determinations or Industrial Council Agreements ) an employer shall grant an employee sick leave without loss in pay. However this can be open to abuse and thus the need for certain provisions.....

In terms of Basic Conditions of Employment Act Section 13 : Employers shall grant an employee who is absent from work through incapacity in the case of an employee who works a 5 day week, 30 working days or in the case of any other employee, 36 working days. Employers shall grant this sick leave in the aggregate on full pay during each period of 36 consecutive months for which the employee is employed.

The above is subject to certain provisions:

1. During the first 12 consecutive months of employment an employee shall not be entitled to sick leave on full pay at a rate of more than, in the case of an employee who works a 5 day week - 1 working day in respect of each completed period of 5 weeks of employment. ie. sick leave will accrue at a rate of 1 day for every 5 weeks worked.

In the case of any other employee 1 working day in respect of each completed month of employment . ie. sick leave will accrue at a rate of 1 day for every 4 weeks worked.

2. Employers are not bound to pay an employee in respect of any absence for a period covering more than 2 consecutive days unless the employee produces a certificate signed by a medical practitioner.

This means that an employee can take a single day's absence from work without producing a medical certificate and receive pay UNLESS -

3. The employee has during any period of up to 8 weeks received payment on 2 or more occasions, then the period of 8 weeks immediately succeeding this, shall not bind the employer to pay the employee in respect of absence from work, unless he produces a medical certificate.

The use and abuse of sick leave  
entitlement by employees who regard sick

leave as a right regardless of legitimate

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illness has caused the going rate to obtain  
sick certificates and where they can be  
obtained at short notice to become common  
knowledge to employers.

With this in mind a challenge facing

employers ( if it hasn't already) is the  
question of Traditional Healers /  
Sangomas/ Witchdoctors.

Some are of the belief that if a traditional  
healer can comply with the requirements  
of a medical certificate viz. the date on  
which the consultation took place, the  
nature of the illness and the duration of the  
patient's inability to work - this is adequate  
and thus it would be premature to decide  
that a certificate from a traditional healer  
could never satisfy the requirements of a  
medical certificate.

It is advised to exercise caution when  
faced with this scenario!

Having problems with the spirits feel  
" free to call Priscilla Brett or Basil Smith  
on 301 3692.

WHAT DO YOU WANT TO  
READ ABOUT ?

In an attempt to gauge our readership  
and to provide a better service to you we  
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our other members who may be having  
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Phone or fax in with your ideas to  
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over the past decade.

Mr CP Naidoo of C P Rookie Maâ\200\231s discusses his training needs with John Totman of KTT at the Chamberâ\200\231s 5:30 Club function.

Alf Bosman of KTT (centre) enjoys a drink and exchange of views with Derek and Laetitia Moe of Moe Vermaas Lombard & Associates.

#### SKILLS TRAINING - MEETING THE NEEDS OF

#### THE NEW SOUTH AFRICA

Members who attended last week's 5:30 Club talk by the KwaZulu Training Trust (KTT) were given a very informative and interesting presentation on the excellent training facilities available at the KTT in Mariannhill. John Totman and Alf Bosman of the KTT gave interesting and somewhat alarming statistics on unemployment, education and employment prospects as well as the dramatic decrease in productivity levels experienced in South Africa

John Totman explained how the KTT training programmes worked and how these could be used to the benefit of the business community in upgrading staff skills which in turn would help increase productivity levels.

KTT has invited Chamber members to attend a field day on July 14 and members will be advised further about this as soon as final arrangements are concluded. It will certainly be worthwhile for members to attend this field day at the KTT which offers numerous courses specifically in the metal and motor engineering trades as well as construction, business management, electrical and other spheres. Members wanting further information on the KTT should contact the Chamberâ\200\231s Business Information Centre, or the KTT direct on Tel: 703-1155.

Also seen at the 5:30 Club function are (left to right) Ravi of Gleam Electro Plating, Perry Subramoney of Sheffield Electro Plating, Sherene Govender of Gleam Electro Plating, Derek Anthony and Amos Valithum of D & A Agencies and Reuben Govender of SA Container Depots.

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Chamber Digest 21/94 - June 4, 1994

CHINESE INTROLUNCH WAS FAR FROM  
BATTERED, EXHAUSTED AND TIRED!

Chamber member, Daya Ramparsad of Battery Exhaust and Tyre Centre, Phoenix Industrial Park put on a presentation with a difference at the Chamber's last Introlunch. Much to the amazement and delight of the 150 members who attended the Chinese Introlunch at the Edward Hotel, Daya Ramparsad arranged for exotic dancer, Angel, who performed to the hit song 'Simply the Best' to get his message across!

Other presenters at the Introlunch were Dion van Zyl of Happy Family Real Estate and Klaus Buntzen of Corporate Advisory Services.

1) Introlunch presenters (left to right) Dion van Zyl of Happy Family Real Estate, Daya Ramparsad, Battery Exhaust and

2) Some of the 150 members and guests who attended the Chinese Introlunch at the Edward Hotel.

4) Gary Andrews, Sales Manager of D & A Timbers and fellow member of the Chamber, attorney Sally Loudon, enjoying the delicious Chinese menu served at the Introlunch

3) Angel, 'Simply the Best', promoting the products and services offered by Battery Exhaust and Tyre Centre during a 6 minute presentation with a difference!

N

Just a reminder to members that Introlunch is not just for new members but is an ideal opportunity for all members large and small to make contact and to network in an informal atmosphere so make sure you book for the next one which is scheduled for 20 July at the Rob Rob Hotel in Botha's Hill.  
More details from Carol Pritchard on 301 3692.  
& J

Chamber Digest 21/94 - June 4, 1994 9

#### STIFFIES AND FLOPPYS

The above was requested by a Chamber member looking for suppliers of computer related products. A list was compiled and may be obtained from your Business Information Centre.

#### MUSHROOMS FOR AFRICA

A list of mushroom suppliers in South Africa was sent to a French company after a trade related enquiry was received by your BIC.

#### BOAS AND CONSTRICTORS

If you are a feather gatherer kindly contact your BIC. We have only managed to find one feather supplier. Any contacts which you may be able to assist us with will be greatly appreciated.

#### OSTRICH SKIN SHOES AND BAGS

Want to look good? The list of ostrich skin shoe and bag manufacturers is available from your BIC.

#### PROCESSED MEAT AND

#### SAUSAGES

Are you looking for a quantity of sausages and processed meats? If so, contact your BIC for the necessary list.

#### SECURITY CONSCIOUS

Two manufacturers of mortice locks were found and their contact details are available from your BIC.

#### CLEARING OUT?

The clearing out of company documents is more involved than you probably think. A booklet detailing the retention period for certain documents is available from your BIC.

#### OCCUPATIONAL HEALTH AND SAFETY ACT

Copies of the above Government Gazette are available from your Business Information Centre. Give us a call for your copy now!

#### MINING HOUSES

A list taken from the Contact 1993 directory was sent to a Chamber member who requested the mining houses in South Africa. This list is available from your BIC.

#### ASPHALT BITUMEN

#### SUPPLIERS

Just give us a call in the BIC should you require suppliers of the above product.

I'LL BOWL YOU OVER

United States suppliers of ten pin bowling equipment was the order of the day when a Chamber member telephoned his BIC. The two volume American Trade Directory was our source.

SUGAR IMPORT DUTY

A Chamber member who is a sugar broker contacted your BIC about the new sugar import duty. This was still to appear in a Government Gazette. The BIC hadn't received copies of the Government Gazette No. 15686, dated 6 May 1994 yet. A quick call to the South African Sugar Association and the relevant Gazette was given to us. The new import duty is now 73,7 cents per

kg.

These enquiries were handled by your Business Information Centre. Give us a call on Tel: 301 3692 or Fax: 304 5255. Your team consists of Prasheen Hariram, Joanne Trusler and Monique Farrell. B

OBooksh@l,

From Juta Legal & Academic Publishers we have received the following books on review.

\* TOGNI: THE HUMAN RIGHTS

STORY R79,00

\* WORDEN: THE MAKING OF

MODERN SOUTH AFRICA R44,50

\* VAN DORSTEN: INDEX TO THE

S A TAX CASES 1987 - 1993, R45,60

\* MCGREGOR'S WHO OWNS WHOM

APPLICATIONS

AND

PROPOSALS

Are invited for the running and operation of the Portnet Ferry service within the Port of Durban with effect from 1 July 1994.

Requirements of the service to be provided and details in respect of the sale of ferries "MARABOE" and "HOPOE" can be obtained from the Port Captain, suite 207 Ocean Terminal building, T. Jetty, Durban.

Tel: 361-8799.  
PROPOSALS ARE  
REQUIRED BY

15 JUNE 1994

b

14TH EDITION R395,00  
PITT & BROMFIELD:  
MARKETING DECISION MAKER,

THE

2ND EDITION R79,00

OLD MUTUAL INCOME TAX  
GUIDE 1993/1994 R42,00

(ALSO AVAILABLE IN  
AFRIKAANS)

CHARLTON: LEADERSHIP - THE  
HUMAN RACE, 2ND EDITION  
R89,00

The following books also published by  
Juta Legal & Academic Publishers are  
accounting titles:

\* OPPERMANN & BOOYSEN:  
ACCOUNTING STATEMENTS &  
GUIDELINES R113,00 (ALSO AVAILABLE  
IN AFRIKAANS)

2 AR ECETES/ U EYANSEARB OO/  
PRINCIPLES OF BUSINESS COMPUTING

R124,00 (ALSO AVAILABLE IN  
AFRIKAANS)

\* KIRCHNER & KIRCHNER:

ACCOUNTING IN PRACTICE R49,00  
(ALSO AVAILABLE IN AFRIKAANS)

\* EVERINGHAM & HOPKINS:  
GENERALLY ACCEPTED ACCOUNTING  
PRACTICE - 1994 STUDENTSâ\200\231 EDITION  
R99,00

The above publications may be seen in

the Chamberâ\200\231s Business Information

Centre. Tel: 031 - 301 3692 or come in and

see for yourself on the 2nd floor, 39 Field

Street, Durban. ]

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## BON VOYAGE

Do you need to find business but don't know where to go? The Durban Regional Chamber of Business is currently arranging two out-going trade missions.

Fair in Hamburg, Germany

Exhibition Cost: R15 625.00

Airfare/Accommodation: R 7 000.00

### Shipping and Marine Technology

Participate in one of the World's leading shipping related exhibitions held every alternate year in Germany. This is attractive to any company involved in the shipping and /or related industries, as well as companies involved in tourism and general trade promotion.

Dates: 27 September - 1 October 1994

Cities to be visited:

Price per delegate:

### Trade Mission to the United States of

America and Canada i E

Dates : 11 - 24 September 1994

Subsidy: DTI SUBSIDY available to qualifying exporters.

New York, Chicago, Detroit, Montreal  
and Toronto. (Appointments arranged)  
(Itinerary tailored to requirements)  
(Via Frankfurt)

R18 500.00

### NEW TRADE OPPORTUNITIES OPENING IN THE EAST

An outward trade mission organised by the Cape Chamber of Industries and with the EMA benefits from the Department of Trade & Industry for registered Exporters will be visiting the

Middle East from 18-29 July 1994.

The regions to be visited will be the United Arab Emirates and Bahrain. Ninety percent of goods are imported into the United Arab Emirates and include: Machinery/transport equipment; Foodstuffs; Mineral fuels and lubricants; Chemicals; Consumer goods; Building and Construction materials. UAE's main exports are crude oil; copper and aluminium cables. The three principal commercial centres which all have international airports are Abu Dhabi, Dubai and Sharjah.

Goods imported into Bahrain include Crude Petroleum; Mineral fuels and lubricants; Miscellaneous manufactured

articles; Machinery and transport

equipment; Food and animals. Their exports are Petroleum and petroleum products; Aluminium; Miscellaneous manufactured goods.

Further information can be obtained from Nizar Davids at the Cape Chamber of Industries on telephone: 021-215 180

CONTACT IN DUBAI,

UNITED ARAB EMIRATES.

Mr K Sethi, Director of Crosco International LLC, recently visited the Chamber to gain further information on our region. Crosco is an international trading house, based in Dubai with

Chamber Digest 21/94 - June 4, 1994

subsidiaries in the CIS, Singapore and India. The primary interest of the organisation is trading against countertrade/straight barter and counter purchase.

The company is divided into the following sectors, namely Consumer goods, including electronics, office automation, shoes, cosmetics, etc; Readymade garments and fabrics; Telecommunications; Commodities, including tea, coffee, sugar, rice, cocoa. Fertilisers, Pharmaceuticals and metals.

Mr Sethi offers his services in assisting members who are interested in obtaining advice and information on the Middle East and he can be contacted at Crosco International LLC, P O Box 14316, Dubai, U.A.E. Tel: 09971 4 242460 Fax: 09971 4 242 345

SOUTH AFRICA AND THE  
USA - STRENGTHENING  
THE LINK

20 -23 SEPTEMBER 1994  
JACOB K JAVITS  
CONVENTION CENTRE  
NEW YORK

Companies based in Natal have been urged by SAFTO's Regional Director Mark Lowe to enter the United States market.

The US is so big that there is a niche market for just about anything we produce here. If we don't start gearing up for exports, as well as the expected growth in the local market, we will sit in a backwater for the rest of our lives," says Lowe.

He believes local exporters enjoy a number of advantages over those situated

inland. First of all our transport costs are lower because we are so much closer to the ports of Durban and Richards Bay.

Secondly, we are situated in a potential growth area. I believe the Natal functional region is going to be a major growth point. Manufacturers based here will be able to use this to their advantage when competing in the export arena.

Thirdly, a number of Natal-based companies are already in areas for which there is a growth demand in the United States. These would include companies supplying the caravan and leisure industry, timber and paper products, sportswear, specialised plastic and rubber products and, of course, the US automotive industry.

The Department of Trade and Industry and SAFTO have launched a United States initiative called SA and the USA: Strengthening the Link, which will culminate in two trade shows in New York in September this year. The formal sector will be exhibiting South African goods at the Jacob K Javits Centre, while crafters will be staging a market at Grand Central station.

The trade shows will be preceded by a series of seminars across the Eastern seaboard of the United States, as well as comprehensive direct mail, advertising and public relations campaigns in the United States. South African business will be returning to the US with a bang in September," says Lowe.

Any queries about the trade shows can

be directed to SAFTO's office in Durban on 211362. B

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Tel: 841212/3  
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P O Box 1349, Westville, 3630  
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180 Mansfield Road, Durban, 4001  
Tel: 212261  
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#### CONSUMER PRICE INDEX - MARCH 1994

All Areas All Items % Change

Compared with

March 94   Feb 94   March 93 |   Feb 94   March 93

1. Cape Peninsula	157,6	156,6	143,2	+0,6	+10,1
2. Port Elizabeth and Uitenhage	15188	1505	140,3	+0,5	+ 78
3. East London	15785	156,7	142,3	+0,5	+10,7
4. Kimberley	15885	152,8	140,9	+0,3	+ 8,8
5. Pietermaritzburg	154,4	153,6	141,3	+0,5	+ 9,3
6. Durban and Pinetown	154,6	153,6	138,7	+0,7	+11,5
7. Pretoria/Verwoerdburg/Akasia	154,7	153,8	141,4	+0,6	+ 9,4
8. Witwatersrand	152,6	151,8	139,6	+0,5	+ 9,2
9. Klerksdorp, Stilfontein and Orkney	151,9	155151	138,8	+0,5	+ 9,4
10. Vaal Triangle	147,5	146,9	134,5	+0,4	+ 9,7
11. OFS Goldfields	148,2	147,3	137,0	+0,6	+ 8,2
12. Bloemfontein	15785	15655	145,4	+0,6	+ 8,3
Weighted average of the twelve areas	154,3	15885	140,7	+0,5	+ 9,7

#### TARIFF APPLICATIONS

Comment on the following applications for tariff amendments should reach the Board of Trade and Industries, P/Bag X753, Pretoria, 0001, within six weeks of May 27, 1994. A photocopy of any comment should be sent to SACOB's Foreign Trade Department, PO Box 91267, Auckland Park, 2006.

A summary of the applications appears below. Full details from the Chamber's Business Information Centre

LIST 17/94: GG

Increase in the duty on:

Footwear (excluding bedroom slippers), that incorporates textile material in the external surface area of the upper (excluding the tongue), classifiable under tariff subheadings 6403.51.15, 6403.59.15, 6403.91.15 and 6403.99.15 from 30 percent ad valorem to 50 per cent ad valorem.

Rebate of the duty on:

Plates, sheets, film, foil and strip, of polymers of ethylene, non-cellular and not reinforced, laminated, supported or similarly combined with other materials classifiable under tariff subheading 3920.10 for the

manufacture of briefcases and school satchels. |

PRODUCTION PRICE INDEX  
DECREASES - MARCH 1994

The annual rate of increases in the production price index for all commodities for South African consumption is 6,3% for March 1994, which is 0,2 of a percentage point lower than the corresponding rate of 6,5% for February 1994. The monthly decrease in this index is 0,1% (it decreased from 134,2 in February 1994 to 134,1 in March 1994), while the seasonally adjusted index shows an increase of 0,7% during this period.

PERCENTAGE CHANGE IN PPI  
FOR LOCALLY PRODUCED  
COMMODITIES DECREASES  
DURING MARCH 1994.

The PPI for locally produced commodities for South African consumption increased by 6,9 % from March 1993 to March 1994, which is 0,3 of a percentage point lower than the corresponding rate of 7,2% for February 1994.

PERCENTAGE CHANGE IN PPI  
FOR IMPORTED COMMODITIES DECREASES

The annual rate of increases in the PPI

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for imported commodities is 2,7% for March 1994. The corresponding rate of increase for February 1994 was 3,1%. This index shows a decrease of 0,1% from February 1994 to March 1994, while the seasonally adjusted index shown an increase of 0,7%

#### MONTHLY CHANGES

The PPI for commodities for South African consumption shows monthly increases in the price indices for textiles and made-up goods (1,7%), clothing (2,2%), leather and leather products (1,3%), rubber and plastic products (0,1 %), basic metals (0,2%), metal products (0,2%), non-electrical machinery (0,1%) and electrical machinery (3,0%). Decreases occurred in the price indices for agricultural products (-0,1%), (mainly due to a decrease of (0,1%) in the price index for agricultural food products), mining and quarrying products (-1,3%), food products at manufacturing (-0,3%), chemicals and chemical products (-0,1%), products of petroleum and coal (-0,7%), non-metallic mineral products (-0,1%) (mainly due to a decrease of (0,6% in the index for glass and glass products) and electricity, gas and water (-1,7%).

SACOB  
AT WORK

## THE FUTURE SHAPE OF THE TAXATION

### SYSTEM

SACOB is preparing submissions aimed at making the new government aware of business problems in the field of taxation and the business sector's views on government financing. The Taxation Committee is currently looking at the possible broad shape of the tax system in years to come.

In regard to the immediate future, submissions have already been made to the tax authorities stressing the imperative need, in any changes that may be contemplated in coming months, to avoid steps that would further complicate the tax structure, or that would increase business compliance costs. For example, it has been pointed out that any introduction of a multi-rated VAT system would so increase compliance costs as to destroy any imagined overall benefit to consumers or consumer groups. A warning has been sounded that any increases in private sector compliance costs or in public sector administration outlays would probably more than negate any direct benefit to consumers or overall relief in the burden that the State's operations imposed upon the general economy.

On the question of the possible introduction of a capital gains tax, the feeling of the Taxation Committee is that there is little doubt that such a tax is inefficient from the viewpoint of tax collection, is costly, has a detrimental effect on new investment, and tends to prevent the emergence of new wealth.

"

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WORKSHOP ON  
TECHNOLOGY  
TRANSFER TO SMEs

The Friedrich Ebert Foundation hosted a workshop on the transfer of technology to small, medium and micro enterprises in South Africa in Johannesburg on 17 March. SACOB was represented by Economist - Keith Lockwood. Prof David Kaplan of the Development Policy Research Unit at the University of Cape Town presented a paper on international experience in technology transfer to SMEs, and the policy implications for South Africa. He said that this country would have to give greater attention to the technological needs of SMEs, and warned that the CSIR may not be best suited for this task. New institutions that were decentralised and regionally-based would be needed. Sector-level organisations also had an important role to play.

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SACOB's Science and Technology Committee is currently giving consideration to the issue of technology transfer to SMEs, and the discussions at the workshop will provide an important input into the work of the Committee. |

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Chamber Digest 21/94 - June 4, 1994

Functio

#### CHAMBER ZULU COURSE

The Durban Regional Chamber of Business has arranged a repeat of their Zulu course -ISIZULU SOKUZWANA (Zulu for mutual understanding) which caters specifically for the business person who wishes to learn basic conversational skills in Zulu. The programme is designed to create understanding and encourage empathy amongst people in our radically changing social situation, by introducing elements such as Zulu customs and examining areas of 'culture clash'. Four tapes are available as an optional extra at R100 (incl. VAT). This course was run very successfully last year and is repeated to enable more members to benefit from it. This is what Graham Wilson of GST Chemicals has to say about the course which he attended last year.

"Having attended this course, I am now able to communicate far more effectively and confidently with Zulu speaking people. The course also provided a most useful insight into Zulu culture and history, and has provided me with a greater understanding of many of the problems encountered due to culture clash. Certainly I will be a far more effective communicator and manager. I highly recommend this course and would ask that perhaps you would consider sponsoring, at a later stage, a more advanced course".

#### PRESENTER

The 16 session course which will run under the auspices of the Chamber once a week over a period of 4 months has been developed and will be presented by Noleen Turner. Noleen lectures in the Zulu Department at the University of Durban Westville and has specialised in the teaching and acquisition of Zulu second language skills. She has had 14 years experience in this field and has presented courses among others for the Natal Master Builders & Allied Association, several departments of the Durban Municipality and other business organisations.

VENUE: 4th Floor, 39 Field Street, Durban /

DATES: AUGUST Wednesday, 3, 10, 17, 24, 31 / 7  
SEPTEMBER - Thursday, 8, Wednesday, 14, 21, 28 IL  
OCTOBER - Wednesday, 5, 12, 19, 26 N\  
NOVEMBER - Thursday, 3, 10, 17

TIME: 17:30 - 19:00 BOOKINGS CLOSE: 27 JULY 1994

COST: Members R650-00 (incl. VAT), Non-Members: R780-00 (incl. VAT)

SEATING: Will be limited to a maximum of 35 so phone now!  
BOOKING: Telephone CAROL PRITCHARD on 301-3692 (A /C No 210681)

#### IMPORTANT NOTE

If cancellation is not received seven days before the Course commences a cancellation fee equivalent to the cost of the course will be charged. Delegates will not be permitted to transfer to the next Zulu Course once registration is confirmed.

#### MAKE A NOTE

NACA MEETING ON POWER DISRUPTIONS &

AIR POLLUTION



The Natal Branch of the National Association of Clean Air (NACA) will be holding a public meeting, panel session and discussion on The Causes of Power Interruptions and the Attendant Air Pollution Problems on Wednesday June 8, 1994 at 17:00 at the City Health Auditorium, Old Fort Place, Durban.

The speakers and panelists will be: Mr Hugh McGibbon, Sales & Service (Coastal) Durban Distributor, ESKOM; Professor Rosanne Dlab of the University of Natal, Mr Gordon Platford of the South African Sugar Association Experimental Station and Mr Tommy Phipps of the Durban City Electrical Transmissions Operations Department.

NACA, through its network of branches throughout the country, seeks to promote the cause of air quality in South Africa. It contributes towards the prevention of air pollution by providing a forum where opinions and viewpoints in connection with air pollution can be raised and discussed. All are welcome to attend and snacks and refreshments will be served after the session. For further information contact, Mr Mike Antonizzi, Chairman, NACA (Natal Branch) Tel: (B) 7004830 (H) 477510 or Mr Arend Hoogervorst, NACA Committee members (Publicity) (B) & (H) 720414. B

Chamber Digest 21/94 - June 4, 1994

INTROLUNCH

at the ROB ROY

1994

WEDNESDAY, 20 JULY  
Bring a guest...your business  
cards...enjoy a three course  
served meal with table wine.  
Make contact with other  
businessmen and women and  
participate in the â\200\234Intro cashâ\200\235  
competition and â\200\234Intro seatâ\200\235  
prize. Also a draw for a free  
weekend for 2 at the Rob Roy!  
Book Now!

Contact Carol Pritchard on Tel.  
301 3692

( WHAT'S ON )

Diarise these Events

23 June - Industrial Relations  
Presentation  
4th Floor, 39 Field Street, Durban  
20 July - Introlunch - Rob Roy  
Hotel - 12:00 - 14:00

3 August - Chamber Zulu Course  
- 4th Floor, 39 Field Street

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IDEAL FOR:

HIGH -SECURITY STORAGE = SITE - OFFICES  
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## RETAIL

MONTCLAIR MALL - VARIOUS SHOPS from 50 m<sup>2</sup> & upwards Immediate

PINETOWN (Crompton St) 132m<sup>2</sup> with street frontage Immediate

KINGSFIELD PLACE (Field Street). . 531 m<sup>2</sup> Immediate

## COMMERCIAL

DURBAN BAY HOUSE ~ 333 SMITH STREET from 86 m<sup>2</sup> & upwards } Prestige Office Space,  
KINGSFIELD PLACE 30 FIELD STREET from 90 m<sup>2</sup> & upwards} On-Site Parking,  
THE MARINE \* 22 GARDINER STREET from 136 m<sup>2</sup> & upwards} Panoramic Harbour Views  
NBS BUILDING 300 SMITH STREET from 100 m<sup>2</sup> & upwards Immediate occupation  
MUTUAL SQUARE CBD 'MARITZBURG from 150 m<sup>2</sup> & upwards Prestigious New Development  
COLONIAL TOWERS 330 WEST STREET from 21 m<sup>2</sup> & upwards} Immediate occupation  
PROTEA HOUSE 332 WEST STREET From 28 m<sup>2</sup> & upwards Immediate occupation  
ESSEX TERRACE 34 Essex Terrace 266 m<sup>2</sup> combination offices/

workshop/storage Immediate occupation

## INDUSTRIAL

NEW GERMANY . CONGELLA

a 3 878m<sup>2</sup> - Warehouse & offices 5 i 1 782 m<sup>2</sup> - Factory/warehouse - close to town

good yard area o (e

3 2 798 m<sup>2</sup> - Warehouse & offices dai i Sl Sea

## WESTMEAD PROSPECTON

b 8 035 m<sup>2</sup> - Warehouse/Factory : ax i

ek 1380 m<sup>2</sup> F h

\* 2800 m<sup>2</sup> -to be developed | r? ai str;; . Pa;crtkory/Ware cusGR LD

\*\* . 4050 m<sup>2</sup> - to be developed - can be divided Â« 7 m<sup>2</sup> Â£ . |

o +- 835 m<sup>2</sup> - Independent Office Block 857 m<sup>2</sup> Warehouse Unit in Industrial Complex

(can be sub-divided)

KINETO;vg:mz Factory/Off :thyard R Te \_ : 0-581

OoLD MUTUAL

JPROPERTIES \_

"~ Chamber tgt 21/94 - June 4, 1994