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## Information Digest

Published by

**DURBAN METROPOLITAN  
CHAMBER OF COMMERCE**

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ISSUE 1/1986

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# Information Digest

**DURBAN METROPOLITAN CHAMBER OF COMMERCE**



**WEEKLY NEWS FOR BUSINESS IN NATAL**

ISSUE 1/1986

JANUARY 11, 1986

## 1986 - THE TURNING POINT ?

**1** 1986 COULD be the turning point in the economic and political fortunes of South Africa says the President of the Durban Metropolitan Chamber of Commerce, Mr Bruce Forssman, in his New Year message to members.

"THERE ARE four areas in which I feel the Government will make significant moves in the New Year, these are:-

- the scrapping of apartheid,
- the deregulation of the economy,
- the lowering of taxation,
- the approval of a political accommodation for Natal/KwaZulu.

"MANY PROMISES and undertakings have been made by the State President and his colleagues during the last six months. It is obvious that change, particularly significant political change, cannot come about overnight by Presidential decree. The new session of Parliament starting in January however could see much amending legislation to bring about unprecedented change in the four areas mentioned.

"THE BIG challenge to the Government is what it will do with the Group Areas Act which is the major piece of legislation entrenching apartheid in the country. The Group Areas Act is the basis of so much other legislation even the structure of the tri-cameral Parliament itself."

"THERE HAS also been a lot of talk about deregulation during 1985 and the indications are that there will be some very dramatic moves in this sphere in the New Year. It will only be possible for South Africa

to absorb significant political change if there is a buoyant economy and the quickest way to revitalise the economy would be to get rid of the thousand and one controls which inhibit entrepreneurs in all spheres. What I am saying to the Government is 'give us back our economy'. It is as simple as that.

"NEXT TO too much Government regulation and control the greatest inhibiting factor is the crippling level of taxation which South Africa suffers. This has destroyed the will to work in many who would otherwise be starting new businesses or expanding their present ones. One thing the Government does not yet seem to appreciate is that lower taxation does not necessarily mean lower revenue collection. Experience in other countries indicates that frequently the lowering of taxation actually stimulates revenue collection. Admittedly there can be an initial period during which revenue may fall but once the motivating effect of lower taxation permeates through the economy, business activity takes off and with it the Government's share of the cake.

"THE BROAD outline of a possible political accommodation for Natal and KwaZulu has already been explored between the Natal Provincial Executive Committee and the KwaZulu Cabinet. All that is needed is for

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## 1986 - THE TURNING POINT ?

(Continued from front page)

Pretoria to give its approval in principle so that the next phase of discussions bringing in the all important Indian and Coloured communities can begin. This must be by far the easiest political decision which the Government has to make and I can conceive of no valid reason why Pretoria should wish to put any obstacles in the way of something which must have majority support amongst all thinking people in this region.

"WITH MANY businesses still labouring under the impact of the worst recession since the 1930's, inflation poised to move through 20%, the country under threat of international trade sanctions and boycotts and continuing outbreaks of violent political unrest, some members may feel that my forecast for the coming year is too optimistic - even naive. However if we can only get our politics right then I think the economic indications are encouraging. The recession in domestic economic activity has probably bottomed out, exports have done well this year and this should continue into 1986. Good rains throughout the country augur well for agricultural production, there are signs that the gold price could increase against a falling Dollar and mining output generally is rising.

"MY OPTIMISM however stems from the fact that there does appear to be a broadening of attitude on the part of Government and there are definite indications that the next Parliamentary session will see some very significant moves towards radical political change but in addition and probably even more important I believe that things will happen in the four areas I have identified because they simply have to happen - there is no alternative and there is no more time to procrastinate. When the history of this era comes to be written I am quite convinced that 1986 will be identified as the year in which South Africa finally got its act together and started out on the road to realising its true economic and political destiny."

THE DURBAN METROPOLITAN CHAMBER  
OF COMMERCE IS AFFILIATED  
TO ASSOCOM



# Chamber TOPICS

## REOPENING OF BLACK SCHOOLS

In a statement to the Press the President of the Durban Metropolitan Chamber of Commerce, Mr B O Forssman, said that the Chamber understood that when Black schools reopen many parents might wish to escort their children to and from school, to ensure their safety and as a precaution against possible intimidation.

Mr Forssman appealed to employers to treat with understanding employees' absence from work for this purpose. He said that the Chamber believed that the reopening of these schools would contribute to peace and stability in the area, and that in the interests of both parents and pupils their schooling should not be disrupted.

## TRADE PRACTICES ACT 1976

Assocom has submitted a memorandum to the Parliamentary Committee on Industry and Commerce, commenting on suggested amendments to Section 10 of the Trade Practices Act 1976, with regard to trade coupons. An Assocom delegation has also given oral evidence before this Committee in Pretoria.

## OPEN TRADING AREAS

Assocom is giving advice and assistance to local Chambers of Commerce in regard to steps to be followed towards the implementation of open trading areas. Ken Warren, Assocom's Legal Manager, addressed the South African Forum for Reconciliation on the subject on November 28, 1985, under the title "Basic Participation of All Business Communities and Business Undertakings in Central Business Districts."

Notwithstanding the fact that many applica-

tions for the opening of CBD's to all race groups have been made, no area as yet has been proclaimed as an open trading area - a matter which was noted with concern at the Assocom Congress in October, and subsequently by the Economic Affairs Committee of the President's Council. This matter was taken up with Minister Heunis on December 11, as well as the question of the simplification of the procedures.

## COMPETITION BOARD

The Competition Board published a lengthy report concerning its investigation into Horizontal Collusive and Restrictive Tender Practices on October 24, together with a draft notice which would outlaw these practices - probably with effect from May 2, 1986. The recommendations of the Competition Board will have far reaching effects on business, and are being studied by Assocom's Distribution Committee.

Assocom's Legal Manager, Ken Warren, addressed the Conference of the National Wholesale Druggists' Association in Cape Town on November 18, when he gave a summarised analysis of the many points made in the Report.

## SMALL BUSINESS DEVELOPMENT

The President's Council's Report concerning a Strategy for Small Business Development and Deregulation was published during November 1985, and is more or less supportive of the principles espoused by Assocom.

## INFORMATION MANUAL FOR THE COMPLETION

### AND PRESENTATION OF BILLS OF ENTRY

#### AMENDMENT NO. 1

The Chamber has received a copy of a schedule of amendments to the manual for the completion and presentation of bills of entry, from the Commissioner for Customs and Excise.

Members are welcome to see this in the Chamber's Information Department or may obtain a photocopy at R1,30.



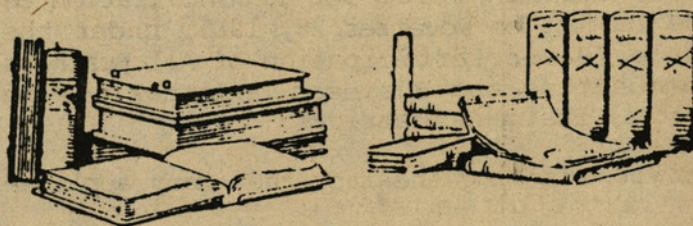
# CONVENTION ON AGENCY IN THE INTERNATIONAL SALE OF GOODS BILL

Members' attention is drawn to the above bill on which Assocom has provided a brief outline as set out below:

1. The purpose of this Bill is to make the international convention on agency in the international sale of goods as adopted by the UN organisation for the unification of private law in 1983 applicable as part of South African law. This means that the convention is to apply with the same effect and legal force as any other South African law. For this reason the Bill contains additional provisions allowing the State President to introduce amendments to the convention by means of proclamation and also authorising the Minister of Trade and Industry to make the necessary regulations in order to give effect to the convention. In the latter regard, it has to be noted that the Bill makes provision for the Houses of Parliament to nullify the Minister's regulations by a special vote. However, it does seem peculiar that the Bill allows for penalties since the convention is in its nature not aimed at prescribing specific behaviour but rather to introduce settled rules of agency as regards the international sale of goods into South African law.
2. The convention has 5 chapters. The first chapter describes its sphere of application and provides for various exceptions. Thus, for instance, the convention does not apply to the agency of a dealer on a stock, a commodity or other exchange and also does not affect transactions by the agency of an auctioneer, etc. In the second chapter the establishment and scope of the authority of the agent is regulated. In general these rules do not differ from the established rules regulating the activities of agents, principals and third parties. Chapter 3 dealing with the legal effects of acts carried out by the agent is the most substantial and important part of

the convention. The gist of these provisions is contained in article 12 stating that where an agent acts on behalf of a principal within the scope of his authority and the third party knew or ought to have known that the agent was acting as an agent, the acts of the agent shall directly bind the principal and the third party to each other. Unless it follows from the circumstances of the case for example, by a reference to a contract of commission, that the agent undertakes to bind himself only. Again, the provisions of this chapter are more in the nature of a codification of existing rules of agency. Chapter 4 regulates the termination of the authority of the agent and in Chapter 5 final provisions are found regarding the ratification and application of the convention and the various declarations which contracting state parties are authorised to make in connection with the scope and application of the convention.

3. The most important aspect of the convention is that South Africa, by acceding to the convention, has become a contracting State and that the convention is now part and parcel of South African law. The effect of this is that agents who conduct their business in South Africa in the field of the international sale of goods must now adhere to the provisions of the convention. In general, such agents will not find any of the provisions differing from existing practices and legal rules but they will be well advised to make a specific study of especially chapters 2, 3 and 4 of the convention.





# TERRORIST ACTIVITY IN BUSINESS AREAS

The renewed awareness amongst business organisations in Durban of the need to upgrade security arrangements in the face of the threat of an escalation in terrorist activities is welcomed by the Durban Metropolitan Chamber of Commerce, which for some years has conducted an on-going security awareness campaign amongst its members.

Through the medium of articles in its weekly Information Digest, the distribution of special security publications and by means of seminars, it has attempted to educate members in the need for constant vigilance to minimise the threat inherent in the current situation. Shortly before the Amanzimtoti bomb blast the Chamber published two articles on the hazard of flying glass. Many member firms have taken the Chamber's advice but regrettably some continue to adopt the attitude - "it can't happen here." For others it is a question of finance. Most businesses today are hard pressed and security is expensive. The Chamber acknowledges that there is a great deal yet to be done in the security field and welcomes the attention now being given to the subject by the Press.

Two years ago in a letter to the Chief Executive of member companies, the Chamber underlined the risks inherent in the situation and called for constant vigilance. Among other things, it drew attention to the need for proper training of security personnel and emphasised the need, where the services of security firms were under consideration, for their credentials to be examined closely. Members were warned against the employment of "fly by night security firms" who posed as specialists but who employed casual labour to do the job. Once again the Chamber wishes to draw attention to this aspect and suggests that if there is any doubt concerning the employment of a security firm, recognised authorities such as the South African Police or the Municipal Security Authorities can be consulted.

But even the best trained security personnel have difficulty in fulfilling their responsibilities without the co-operation

of the public who must accept that the searching of handbags and shopping bags is a necessary and even vital precaution. The criticism that it is possible to enter a building with suspect articles concealed upon one's person is valid, but the law prohibits security personnel from making body searches without permission of the person concerned.

While there are limitations to the effectiveness of control, a greater security awareness among staff members will reduce risks within stores. The regular patrolling (at say half hour intervals) of public areas, when refuse bins, flower pots, and any other receptacles or areas where explosives could be concealed, should be closely examined, is essential.

In the Chamber's view everyone should become a "security officer" and be on the alert for anything untoward or suspicious. Constant vigilance is vital if the campaign against terrorist activities is to succeed.

HELP STAMP OUT -

-BAG SNATCHING

- PICKPOCKETING

- OTHER CRIMES

BY REPORTING INCIDENTS TO:

THE CRIME REPORTING  
CENTRE

GROUND FLOOR ARCADE  
320 WEST STREET  
DURBAN



# GLASS - THE TRANSPARENT KILLER

The killing and mutilating potential of glass, scything through the air under the propulsive force of an exploding bomb, has again been tragically illustrated. The recent terrorist bomb explosion in an Amanzimtoti shopping mall underlines in innocent blood the urgent message broadcast so frequently by this Chamber urging members to make realistic evaluation of the risk potential of their display windows and take appropriate steps to protect themselves, their staff and the public.

Because of its lethal potential, glass has become the focus of attention and property owners, developers and administrators would be wise to get abreast of developments.

On September 1 the National Building Regulations came into force. These had a lot to say about glass. For example, the owner of a glass business is now responsible, in law, for all the glazing work he does.

In future, he will not only have to answer for the quality of his work but he has to be fully acquainted with the new regulations too. Ignorance of the law will not be accepted as an excuse.

The object of the regulations is to ensure that the right glass is fitted in a particular situation and the correct technique is used for the purpose.

SABS 0137 - 1984 is the Code of Practice for the Installation of Glazing Materials in Buildings. Copies of this SABS specification are obtainable from the South African Bureau of Standards, Private Bag X191, Pretoria 0001, at a cost of R23,40 plus GST.

The National Safety Glazing Council (NSGC), of which the SABS is a member, has promoted safety with glass. In this connection, the terms "safety glass" and "security glass" sometimes cause confusion.

The NSGC gives the following definitions:

## SAFETY GLAZING

Any glazing material that is constructed, treated or combined to minimise the likelihood of injury resulting from breakage caused by human impact.

These materials include fully toughened and laminated glass, organic coated glass, cer-

tain adhesive films applied to ordinary glass, all of which must comply with the requirements of SABS specifications.

## SECURITY GLAZING

This means any glazing material which does not generate lacerating or daggerlike fragments when broken by an explosion.

The NSGC, in collaboration with the Council for Scientific and Industrial Research (CSIR), has carried out tests, under blast conditions, of 20 types of glazing material.

The NSGC has set out the results in a brochure entitled: "Guide to Security Glazing Materials for Bomb Blast Conditions." Further information may be obtained from the Secretary of the NSGC, telephone (011) 53-7973.

The Council's aim was to make an objective interpretation of CSIR's report. It believes that all local authorities and property developers have a responsibility to achieve a sensible level of security glazing for public areas and its brochure will help towards achieving this end.

There is evidence that local authorities are taking the NSGC's advice seriously. This is particularly so in Durban, South Africa's most bombed city, where the former Mayor, Councillor Mrs Sybil Hotz, wrote to all members of the Durban Metropolitan Chamber of Commerce in 1984 to ask them to protect their employees and customers from flying glass splinters.

Mr Brian Tanner, the Executive Director of the Flat Glass Association, writes that all glass must now carry the name and trade mark of the manufacturer and a safety glazing identification mark.

"The implication of the new regulations is that all existing local authority by-laws fell away on September 1 and were replaced by a uniform standard."

Mr Tanner can be contacted at (011) 53-7946 or in Natal ring Mr Ron Dunlop at (031) 25-7425.

FGA has published a guide, written in simple language, to the glazing section of the new regulations.



# NOTICE BOARD

## SAME DAY

### POSTAL SERVICE :

### CORRECTION

The Post Office in Durban has advised that the same-day postal service announced in Government Gazette No. 10036 dated December 13, 1985, will operate between Johannesburg and Pretoria only.

## "JCC

### SEMINARS

### 1986"



The Johannesburg Chamber of Commerce has supplied this Chamber with a number of brochures entitled "JCC Seminars 1986". Interested members may obtain copies from the Information Department, 2nd Floor, Commerce House, 39 Field Street, Durban.

## TRADING HOURS FOLLOWING CLOSURE OF EXPO '85

Members are reminded that the concessions on trading hours applicable in the Durban licensing area over the period of Expo '85 (October 1, 1985 to January 12, 1986) will terminate with the closure of Expo on January 12.

Thereafter general trading hours in Durban EXCEPT for shops designated special hours in terms of Section 32 (1) (a) and (b) of the Licences and Business Hours Ordinance No. 11 of 1973, as amended, will be as follows:

Monday to Thursday	06h00 to 18h00
Friday	06h00 to 20h00
Saturday	06h00 to 13h00

In December certain extensions are permitted, of which members will be reminded in the Information Digest in the usual way.

## CUSTOMS - FURNISHING OF SECURITY

The following letter was received from the Commissioner of Customs and Excise in Pretoria:

"The Commissioner has determined in terms of section 64B(4) of the Customs and Excise Act, 1964, that the amount of the security to be furnished by clearing agents shall be R10 000 per Controller's office with effect from January 1, 1986 without any maximum amount.

"Firms or persons doing their own clearing will not be called upon to licence as clearing agents, nor will they have to furnish security.

"It is suggested that you inform your members to timeously approach their Controllers with a view to furnishing fresh bonds."





# PROPOSED TRADE MISSION TO TAIWAN

Following previous information published in the Digest regarding the proposed trade mission to be mounted by the South Africa-Republic of China (Taiwan) Chamber of Economic Relations, the Chamber has now been advised that the dates for the visit have been revised. The departure date will be May 27, 1986 and set out below is the preliminary itinerary.

Information on the cost of participation has not yet been received but is expected later this month.

## PRELIMINARY ITINERARY FOR PROPOSED TRADE MISSION

Day	1	Tuesday		Depart Jan Smuts to Taipei
Day	2	Wednesday	15h00 18h30	Arrive Taipei, book into hotel and rest. Meeting with South African Ambassador and staff. Private Dinner with Ambassador and trade personnel.
Day	3	Thursday	09h00 to 12h30  14h30 to 17h00	Trade Conference (Speakers to cover current economic situation in South Africa, Trade Opportunities, etc.) Summit Meeting : ROCSA/SAROC
Day	4	Friday		Individual Appointments for Mission Members. Leader and selected members to make courtesy calls on : * The Minister of Economic Affairs * The Secretary General of CETDC, Dr. P.K. Chiang * The Director General, BOFT * Other Senior Officials
Day	5	Saturday		Individual appointments in morning. Organised entertainment in afternoon and evening (e.g. visit to Chinese theatre, Tour of city, National Palace Museum etc) Visit to Quemoy/Taroga Gorge other options
Day	6	Monday		Individual appointments in Taipei
Day	7	Tuesday	08h00	Fly to Kaohsiung followed by individual appointments, meeting with Kaohsiung Importers and Exporters Association
Day	8	Wednesday		Individual appointments in Kaohsiung Afternoon - Return to Taipei
Day	9	Thursday		Individual appointments wind-up meetings with ROCSA, S.A. Embassy, etc. Mission debriefing session
Day	10	Friday		Depart for Hong Kong
Day	11	Saturday		Fly Hong Kong - Johannesburg
Day	12	Sunday		Arrive in Johannesburg.



**SEMINAR :****'MOTIVATING FOR RESULTS'**PROGRAMME\* Self-Motivation

- the business approach - Mast Organisation
- sporting perspective - Bruce Fordyce

\* Motivating Others

- the business approach - Mast Organisation
- sporting perspective - Clive Rice

L U N C H (from 12h45 to 14h00)

- \* KIM HUGHES, Australian Cricket Captain, will discuss "Business in Sport". This is a rare opportunity to meet both Springbok and Australian Cricket Captains the day after their limited overs match in Durban.

\* Counselling for Performance Environment

- business and sporting perspective - David Dyer of the Mast Organisation

\* Team Building

- the business approach - Mast Organisation
- sporting perspective - Morne du Plessis

THE SPORTSMEN

- \* BRUCE FORDYCE - International and Champion Ultra-Marathon Runner
- \* CLIVE RICE - National Selector and Springbok Cricket Captain, 1985 Rand Sportswriters Society "Sportsman of the Year"
- \* KIM HUGHES - Captain of the Touring Australian Cricket Team
- \* MORNE DU PLESSIS - Former Western Province and Springbok Rugby Captain

PRESENTERS: GARNET TWIGG and DAVE DYER, senior partners of the Mast Organisation S A

IMPORTANT 'NOTES' FOR YOUR DIARY

DATE & TIME: MONDAY, 27 JANUARY 1986 - 08h30 to 16h45 (Registration from 08h00)

PLACE: Great Ilanga Room, Elangeni Hotel, Durban

FEE: Chamber members R100,00 per person (includes Teas and Lunch)  
Non-members R120,00 per person (10% discount if five or more delegates registered from one firm.)  
A cash bar will also be available

To: The Business Services Manager  
Durban Metropolitan Chamber of Commerce  
P O Box 1506, Durban, 4000

DATE: \_\_\_\_\_

CHAMBER SEMINAR ON "MOTIVATING FOR RESULTS"

I/We wish to attend the abovementioned seminar to be held on MONDAY, 27 January 1986.

NAME: \_\_\_\_\_ NAME: \_\_\_\_\_

NAME: \_\_\_\_\_ NAME: \_\_\_\_\_

My/Our remittance of R \_\_\_\_\_ is enclosed. (CHEQUES TO BE MADE OUT TO THE DURBAN METROPOLITAN CHAMBER OF COMMERCE)

NAME OF FIRM: \_\_\_\_\_

POSTAL ADDRESS: \_\_\_\_\_ MEMBER: YES/NO

TELEPHONE: \_\_\_\_\_ SIGNATURE: \_\_\_\_\_



# WORKSHOP MANAGEMENT FOR ENGINEERING FOREMEN

Most Workshop Managers, Foremen and Chargehands find themselves trapped between the needs of Senior Management and the demands of their Artisans.

Because of the lack of training specifically designed for workshop management, few foremen are able to function effectively. As a consequence the morale and productivity of many workshops is abysmally low.

This workshop, which has been specifically designed to cater for the needs of Workshop Managers, Foremen and Chargehands teaches them the practical skills they need to gain the upperhand in the workshop and effectively lead their artisans to increased productivity.

## WORKSHOP OBJECTIVES

Your role as a Workshop Manager.  
The power you have as a Manager and how to use it.  
Coping with stress in the Workshop.  
People handling skills.

- \* Effective communication
- \* Motivating Artisans
- \* Positive discipline techniques
- \* Counselling Artisans

On the job coaching/training.  
Organising/Re-organising the Workshop.  
How to avoid unwanted pressure in the Workshop.

## WORKSHOP LEADER

Alan J Whitaker B.COMM, MBL, MIPM, MIMktM, Director MDi who has specifically designed this Course in response to the demand by Workshop Management for a Course of this nature. Over the past ten years he has trained thousands of Managers throughout Southern Africa.

VENUE: Ocean City Holiday Inn

DATE: THURSDAY, 13 FEBRUARY 1986

TIME: 08h30 to 17h00

FEE: Members R100 Non-Members R120

REGISTRATION: Complete and return the reply form on page 11 of this Digest together with cheque not later than JANUARY, 31 1986.

# ARE YOU PRICING FOR PROFITS ?

Strange question for a businessman?

We would have thought so, too!

But some of our members are only now beginning to perceive the effects of their weak costing techniques and unrealistic pricing policies in the fact of an unrelenting inflation factor exacerbated by a low rand value, high interests rates and a recently introduced import surcharge on certain goods.

They have appealed to the Chamber for advice and guidance so we've decided to give it to them - and to any other members experiencing the same dilemma - in the form of an inexpensively-priced twilight seminar at which Peter Booth, a senior consultant with Arthur Young & Company, will highlight basic pitfalls in costing and pricing and will discuss practical corrective procedures.

DATE: THURSDAY, 30 JANUARY 1986.

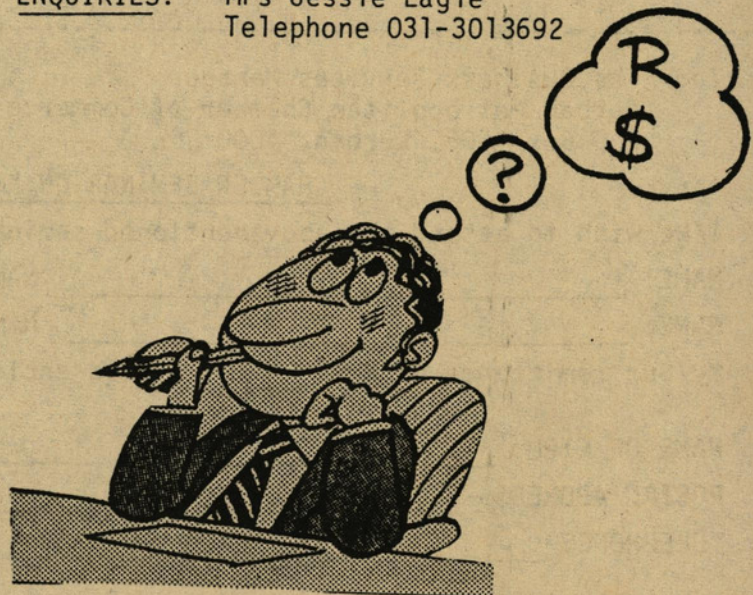
TIME: 16h30 to 18h30

PLACE: 4th Floor, Commerce House,  
Field Street, DURBAN

FEE: Members R30 Non-Members R50

REGISTRATION: Complete and return the reply form on page 11 of this Digest together with cheque not later than JANUARY 27, 1986.

ENQUIRIES: Mrs Jessie Eagle  
Telephone 031-3013692





**AFTERNOON SEMINAR****REGIONAL SERVICES COUNCILS.....  
WHAT THEY WILL MEAN TO YOU !**

Since the passing last year of Act 109 of 1985 appertaining to the introduction of a system of Regional Services Councils, there has been much debate and conjecture in general as to the manner in which such Councils will operate, and widespread ignorance in particular as to how they are to be administered and financed.

The Chamber has been monitoring developments and is concerned that members may not appreciate fully the material effect this far-reaching legislation will have on their businesses nor the extent to which they, or members of their staff, may be required to be involved in the collection and payment of Regional Services Levies to the relevant receiving authority.

Regulations outlining the practical implementation of the Act and defining those transactions and enterprises coming within its purview are expected to be gazetted shortly.

The Chamber has good reason to assume that these Regulations will be so framed as to attach a liability to most, if not all, of its members who will need to be apprised of their commitments and of the penalties that may be applicable in the event of non-compliance in terms of the Act.

Our half-day seminar - the first of a series on this subject if demand so warrants - has been scheduled for the afternoon so as to cater for those members who need to give personal attention to their businesses during the major part of the day, and also to allow plenty of time for delegates to pose individual questions.

PRESENTER: Mr Peter Booth, senior consultant with Arthur Young & Company.

DATE: TUESDAY, 4 FEBRUARY 1986

TIME: 14h00 to 16h30

VENUE: 4th Floor, Commerce House, 39 Field Street, Durban

FEE: Members R45 per person. Non-Members R60 per person

ENQUIRIES: Mrs Jessie Eagle, Telephone No 031-3013692

To: The Business Services Manager  
Durban Metropolitan Chamber of Commerce  
P O Box 1506, Durban, 4000

DATE: \_\_\_\_\_

CHAMBER SEMINAR ON " \_\_\_\_\_ "

I/We wish to attend the abovementioned seminar to be held on \_\_\_\_\_

NAME: \_\_\_\_\_ NAME: \_\_\_\_\_

NAME: \_\_\_\_\_ NAME: \_\_\_\_\_

My/Our remittance of R \_\_\_\_\_ is enclosed. (CHEQUES TO BE MADE OUT TO THE DURBAN METROPOLITAN CHAMBER OF COMMERCE)

NAME OF FIRM: \_\_\_\_\_

POSTAL ADDRESS: \_\_\_\_\_ MEMBER: YES/NO

TELEPHONE: \_\_\_\_\_ SIGNATURE: \_\_\_\_\_





# DON'T FORGET ....

## RENEWAL OF 1986

### BUSINESS AND OCCUPATIONAL LICENCES

Members are reminded that all business and occupational licences will expire on December 31, 1985 and that applications for the renewal of licences must be made NOT LATER THAN JANUARY 31, 1986.

Applications for the renewal of business and occupational licences may be made either through the post, addressed to the City Treasurer's Department, P.O. Box 828, Durban 4000, or in person to the Licensing Section, City Treasurer's Department, 3rd Floor Martin West Building, 251 Smith Street, Durban.

The Licensing Section has posted renewal notices to all licensed businesses but those who have not received their renewal notices should contact the City Licensing Section on Telephone (031) 304-3755 as soon as possible

Licences not renewed by January 31, 1986, carry a penalty of 10% per month, or part thereof, of the licence fee during which period business is conducted without a valid licence. In this regard the Licensing Authority is not vested with any discretion to waive the imposition of penalties for whatever reason, and it is, therefore, in members' interests to ensure that their applications for the renewal of licences are made at an early date to obviate any delays which may result in the accrual of penalties. Furthermore, all applications made for the renewal of business and occupational licences after January 31, 1986, will have to be accompanied by an application fee in addition to any penalties which may have accrued.

With effect from January 31, 1981, regulation 23 of the Ordinance was amended to provide for a declaration of stock-on-hand (included therein the stock purchased, in bond or in transit), to accompany the renewal of a general dealer's licence or pharmacy (retail) licence. This declaration is to be verified by a practising attorney, registered accountant or is to be supported by an audited balance sheet. For the pur-

poses of interpretation "registered accountant" is any person who has met the requirements of the Public Accountants' and Auditors' Act of 1951 (Act No. 51 of 1951), and upon payment of the prescribed fee has become registered. Where the Issuing Authority is satisfied that such balance sheet or certificate cannot be produced, a sworn declaration by the person having the control or management of the business or branch thereof, may suffice. Members should ensure in advance that they have made adequate arrangements to comply with the above procedures for the purposes of renewal of their trade licences.

## IMPORTANT REMINDER

IF THERE HAS BEEN A CHANGE IN OWNERSHIP OF YOUR BUSINESS INCLUDING A CHANGE OF NAME, AND/OR IF YOUR BUSINESS HAS MOVED TO NEW PREMISES

and your operation requires possession of a licence in terms of the Licences and Business Hours Ordinance 1973, as amended, you are required to observe the following procedure. Worth noting is the fact that failure to do so can result in the application of potentially substantial penalties.

### REMOVAL OF BUSINESS TO OTHER PREMISES

A business licence expires upon the removal of the business to other premises and an application for a licence to carry on such business shall be made and dealt with as if it were an application for a new licence. This is a requirement of Clause 26(1) of the Ordinance.

(Continued on page 13)



## IMPORTANT REMINDER

(Continued from page 12)

### CHANGE OF OWNERSHIP OF BUSINESS

A business licence expires upon a change in ownership of the business or in the case of a partnership on the admission of a new partner. Here again an application for a new licence by the new owner of such business shall be made. This is a requirement of Clause 28(1) of the Ordinance.

There is a proviso, however, in Clause 28(2) that the licensing authority may by permit authorise the new owner to carry on such business for a period not exceeding three months, subject to such conditions as it may deem fit, pending a final decision on the application thus avoiding the payment of penalties.

Worth noting is the fact that the above provisions apply if a partnership changes; if an individual business converts to a partnership; and if either an individual business or partnership becomes a company or close corporation or vice versa.

The provisions do not apply if a company converts to a close corporation or vice versa.

However, if a company does convert to a close corporation the certificate issued by the Registrar should be produced to the licensing authority so that the necessary amendment to records can be made.

## CAREERS 2000

The Department of Manpower has joined with the Northern Transvaal Chamber of Industries in organising a comprehensive careers exhibition, under the title of "Careers 2000", at the Pretoria show-grounds from 14-24 May 1986.

Arrangements are in hand for organised visits to the Careers 2000 show by high school pupils of all population groups and it is anticipated that between 150 000 - 200 000 potential career seekers will be attending. The show is planned not as a 'once only' occasion, but to be organised in future on an annual basis to provide school leavers, students, national service-men and the general public with regular career information.

Members who may wish to exhibit at Careers 2000 should contact:

Mr Roelf Buitendag  
Deputy Director  
Northern Transvaal Chamber  
of Industries  
P.O. Box 933  
PRETORIA  
0001

Telephone : (012) 28-7348

Enquiries regarding visits to the show may be directed to :

Mr Francois de Villiers  
Chief of Liaison Services  
Department of Manpower  
Private Bag X117  
PRETORIA  
0001

Telephone : (012) 26-9711 Ext. 250

## Chamber

# CALENDAR

### Tuesday, January 14

09h30 Durban Association of Freight Forwarders  
14h30 NCEA Meeting

### Thursday, January 16

10h00 Transportation Committee  
14h15 Manpower Committee  
16h00 Pinetown Divisional Committee

### Tuesday, January 21

10h00 Durban Harbour Carriers Association  
16h00 President's Committee

### Wednesday, January 22

10h00 Security Committee

### Thursday, January 23

10h30 Civic Affairs Committee

### Friday, January 24

10h45 Management Committee





GOVERNMENT GAZETTE NO. 10039 DATED DECEMBER 13, 1985

- \* Publications Act: Undesirable publications or objects: Lists P85/98 and P85/99

GOVERNMENT GAZETTE NO. 10041 DATED DECEMBER 20, 1985

- \* Labour Relations Act: Registration as an employers' organisation: Federated Hotel, Liquor and Catering Association of South Africa
- \* Standards Act: Compulsory specification for Category O1 and O2 vehicles (caravans and light trailers)
- \* Import and Export Control Act: Regulations: Certain textile products and clothing placed under export control to the USA with effect from December 30, 1985
- \* Import and Export Control Act: Control of exports of textile products and clothing: Tariff of Schedules of the United States Annotated (TSUSA)
- \* Customs and Excise Tariff Applications: List 41/85

GOVERNMENT GAZETTE NO. 10042 DATED DECEMBER 20, 1985

- \* Customs and Excise Act: Determination of tariff classification: List TAR/147
- \* Standards Act: Regulations relating to the payment of levy and the issue of sales permits in regard to compulsory specifications: Amendment
- \* Merchant Shipping Act: Regulations regarding ships or small vessels used solely for sport or recreation

GOVERNMENT GAZETTE NO. 10043 DATED DECEMBER 20, 1985

- \* Companies Act: Notices relating to companies registered and deregistered
- \* Close Corporations Act: Notices relating to close corporations registered and deregistered

GOVERNMENT GAZETTE NO. 10045 DATED DECEMBER 20, 1985

- \* Publications Act: Undesirable publications or objects: Lists P85/100; P85/94

GOVERNMENT GAZETTE NO. 10046 DATED DECEMBER 20, 1985

- \* Medical Schemes Act: Representative Association of Medical Schemes: Scale of benefits in respect of physiotherapy services; private hospitals; services rendered by dental practitioners; services rendered by medical practitioners

GOVERNMENT GAZETTE NO. 10047 DATED DECEMBER 27, 1985

- \* South African Transport Services Act: Durban Harbour Advisory Board: Appointment of members and alternates
- \* Maintenance and Promotion of Competition Act: Acquisition by Argus Printing and Publishing Company Limited of the newspaper interest of Robinson and Company (Pty) Ltd - Any person may within thirty days of December 27, 1985, submit written representations regarding this investigation to the Director, Competition Board, Private Bag X84, Pretoria 0001
- \* Customs and Excise Tariff Applications: List 10/85; 42/85

GOVERNMENT GAZETTE NO. 10048 DATED DECEMBER 27, 1985

- \* Marketing Act: Mohair Scheme: Levy and special levy; Rooibos Tea Control Scheme: Levy and special levy
- \* Regulations relating to the manufacturing, composition, packing and marking of margarine: Correction notice
- \* Labour Relations Act: Motor Industry: Amendment of the Motor Industry Medical Aid Fund Agreement

GOVERNMENT GAZETTE NO. 10049 DATED DECEMBER 27, 1985

- \* Companies Act: Notices relating to companies registered and deregistered
- \* Close Corporations Act: Notices relating to close corporations registered

GOVERNMENT GAZETTE NO. 10051 DATED DECEMBER 27, 1985

- \* Publications Act: Undesirable publications or objects: List P85/101

GOVERNMENT GAZETTE NO. 10052 DATED DECEMBER 27, 1985

- \* Labour Relations Act: Iron, Steel, Engineering and Metallurgical Industry: Metal Industries Medical Aid Fund Agreement

(Continued on Page 15)



# GAZETTE NEWS

(Continued from Page 14)

GOVERNMENT GAZETTE NO. 10054 DATED DECEMBER 23, 1985

- \* Currency and Exchanges Act: The said regulations came into operation on January 1, 1986

GOVERNMENT GAZETTE NO. 10056 DATED JANUARY 3, 1986

- \* Development and Housing Act: Date of establishment of the Development and Housing Board - January 1, 1986
- \* Development and Housing Act: The said Act, with the exception of Sections 12 to and inclusive of 18, came into operation on January 1, 1986
- \* Consumer Price Index for November 1985
- \* Standards Act: Standards matters
- \* National Road Act: Mariannhill Toll Road: Amounts of toll:  
Category 1: Light motor vehicles - includes motor cycles, motor tricycles and motor cars - R0,20 per axle with wheels in contact with the road surface.  
Category 2: Heavy vehicles - R0,60 per axle with wheels in contact with the road surface.  
The Mariannhill Toll Road shall be open for traffic for 24 hours a day, with effect from March 7, 1986 directly after its official opening.
- \* National Roads Act: Declaration of a toll road: Province of Natal - National route: Paradise Valley to Key Ridge, Districts of Pinetown and Camperdown

GOVERNMENT GAZETTE NO. 10057 DATED JANUARY 3, 1986

- \* Hazardous Substances Act: Regulations: Amendment - "These regulations shall come into operation on April 11, 1986"

NATAL PROVINCIAL GAZETTE NO. 4507 DATED DECEMBER 19, 1985

- \* Regulations relating to business and occupational licences and business hours
- \* Durban: Road traffic bylaws amended
- \* Road Traffic regulations amended: Bicycles
- \* Road Tariff regulations amended: "over-run brake"
- \* Licences and Business Hours Ordinance: Exemption in terms of section 31: " .. exempted all shops within the licensing area of Durban .... from the provisions of Chapter IV: Business Hours ... during

the period January 7, 1986 to January 12, 1986."

NATAL PROVINCIAL GAZETTE NO. 4508 DATED DECEMBER 27, 1985

\* Road traffic regulations: Amendment

## WORKMEN'S COMPENSATION ACT : PROPOSED INCREASE IN WAGE LIMIT

The Workmen's Compensation Commission has asked Assocom for comment on a proposal to increase the statutory wage limit for contributors in terms of the Workmen's Compensation Act from R18 000 p.a. to R24 000 p.a.

Such an increase in the wage limit would not be accompanied by an increase in the maximum assessable amount of R15 600 per worker, and it is not intended to increase benefits. Workers earning between R18 000 and R24 000 p.a. would, however, become entitled to a maximum of R800 per month for temporary total disablement or R800 per month pension in the case of total permanent disablement. The Commission would like to increase the present wage limit not later than March 1, 1986.

At its next meeting on January 16, the Chamber's Manpower Committee will be considering the proposal and formulating a recommended response by Assocom. Individual members who may wish to comment should inform the Chamber of their views not later than January 15, so that the Manpower Committee can take them into account.

## MARKET SURVEY OFFER

Senior student completing her final year in a French Business Administration School seeks to undertake market survey for South African company in April 1986.

Contact Mr J.M. Serre - French Chamber of Commerce, telephone (031) 304-6912.





# CUSTOMS AND EXCISE TARIFF APPLICATIONS

The following applications concerning the Customs and Excise Tariff have been received by the Board of Trade and Industries. Any objections to or comments on these representations must be submitted to the Board of Trade and Industries, Private Bag X84, Pretoria 0001, within six weeks of December 20, with a copy to the Chamber for onward transmission to Assocom.

## LIST 41/85

### *Increase of the duty on:*

1. Conveyor or elevator belts or belting, for industrial purposes, classifiable under tariff subheading 40.10.20, from 25 % *ad valorem* to 40 % *ad valorem*.
2. Conveyor or elevator belts or belting, not being for industrial purposes, classifiable under tariff subheading 40.10.90, from 27 % *ad valorem* to 40 % *ad valorem*.

[BTI Ref. T5/2/7/5/1 (B62/85)]

### *Applicant:*

BTR Industries South Africa (Pty) Ltd, P.O. Box 4161, Johannesburg, 2000.

### *Reduction in the duty on:*

Portable appliances for lubrication of wire rope, classifiable under tariff subheading 84.59.60, from 20 per cent *ad valorem* to free of duty.

[BTI Ref. T5/2/16/2/1 (C70/85)]

### *Applicant:*

Thomas and Pilliner (Pty) Ltd, P.O. Box 4210, Germiston South, 1411.

### *Rebate of the duty on:*

2-cyano pyrazine, classifiable under tariff subheading 29.35.90, for the manufacture of pyrazinamide.

[BTI Ref. T5/2/6/3/1 (D78/85)]

### *Applicant:*

Noriscel (Pty) Ltd, Private Bag X516, Silverton, 0127.

### *General:*

Amendment of the description in respect of vice grips—

- (i) by the substitution for the existing provisions under tariff subheading 82.03.50 of the following:

Tariff heading	Description	Rate of duty
82.03.50	Adjustable self-locking pliers and grips	25%

- (ii) by the creation of the following provision under tariff subheading 82.04.75:

Tariff heading	Description	Rate of duty
82.04.75.30	Adjustable self-locking clamps	3%

[BTI Ref. T5/2/15/6/1 (F124/85)]

### *Applicant:*

Commissioner for Customs and Excise, Private Bag X47, Pretoria, 0001.

The following applications concerning the Customs and Excise Tariff have been received by the Board of Trade and Industries. Any objections to or comments on these representations must be submitted to the Board of Trade and Industries, Private Bag X84, Pretoria 0001, within six weeks of December 27, with a copy to the Chamber for onward transmission to Assocom.

## LIST 42/85

### *Increase in the duty on:*

	Existing duty	Duty requested
48.01.53 Kraft paper and paperboard (including imitation kraft):		
.20 Liner, with a basis mass of 100 g/m <sup>2</sup> or more but not exceeding 540 g/m <sup>2</sup>	10% or 30c per kg less 90%	10% or 87c (\$0,325) per kg less 90%
48.01.63 Semi-chemical paper and paperboard:		
.20 Fluting, with a basis mass of 100 g/m <sup>2</sup> or more but not exceeding 230 g/m <sup>2</sup>	10% or 30c per kg less 90%	10% or 87c (\$0,325) per kg less 90%

[BTI Ref. T5/2/10/2/1 (B63/85)]

### *Applicant:*

Sappi Kraft (Pty) Ltd, P.O. Box 10852, Johannesburg, 2000.

*Note.*—The duty requested was calculated according to the exchange rate R1 = \$0,375 prevailing on 9 Desember 1985.

### *Withdrawal of the rebate facilities in respect of:*

Crude soya bean oil, for the manufacture of soap, organic surface-active agents, surface-active preparations and washing preparations (item 306.06/15.07/01.00).

[BTI Ref. T5/2/6/5/1 (E12/85)]

### *Applicant:*

The Commissioner for Customs and Excise, Private Bag X47, Pretoria, 0001.

### *General:*

Substitution for Note 6 of Chapter 27 of the Schedule to Customs and Excise Act, 1964, of the following:

6. In this Chapter the following expressions shall be deemed to refer to hydrocarbon oils which are liquid at normal temperature and pressure and which comply with one or more of the specifications hereunder assigned thereto or with any other specifications accepted or determined by the Commissioner, provided that the principal use of such oils is considered by the Commissioner in every case to be as specified hereunder in respect of such oils:

(Continued on Page 17)



# CUSTOMS AND EXCISE TARIFF APPLICATIONS

(Continued from Page 16)

(a) "Aviation spirit"—

*Principal use:* Fuel in aircraft with spark ignition piston engines.

*Distillation:* Between 10 % (V/V) and 40 % (V/V) distils over up to 75 °C, not less than 50 % (V/V) distils over up to 105 °C and not less than 90 % (V/V) distils over up to 135 °C.

*Density at 20 °C:* Not exceeding 0,725 kg per litre.

(b) "Petrol"—

*Principal use:* Fuel in road vehicles or other equipment with spark ignition piston engines.

*Distillation:* Not less than 10 % (V/V) distils over at a temperature between 77 °C and 115 °C and not less than 90 % (V/V) distils over up to 185 °C.

*Density at 20 °C:* Not exceeding 0,755 kg per litre.

(c) "Aviation kerosene"—

*Principal use:* Fuel in aircraft with jet turbine engines (with or without propellers).

*Distillation:* Not less than 10 % (V/V) distils over up to 205 °C and with a distillation end point not exceeding 300 °C.

*Density at 20 °C:* 0,771 to 0,827 kg per litre.

*Flash point (closed test at sea level):* Minimum 38 °C.

(d) "Power paraffin"—

*Principal use:* Fuel in low-compression ratio spark ignition piston engines.

*Distillation:* Not less than 15 % (V/V) distils over up to 175 °C, not less than 50 % (V/V) distils over up to 197 °C and not less than 95 % (V/V) distils over up to 250 °C.

*Density at 20 °C:* Not exceeding 0,845 kg per litre.

*Flash point (closed test at sea level):* Minimum 23 °C.

(e) "Illuminating or heating kerosene"—

*Principal use:* For illumination or heating.

*Distillation:* Not less than 50 % (V/V) distils over up to 220 °C and with a final boiling point not exceeding 280 °C.

*Density at 20 °C:* Not exceeding 0,815 kg per litre.

*Flash point (closed test at sea level):* Minimum 43 °C.

*Gross calorific value per kg:* Minimum 46,02 MJ.

(f) "White spirit"—

*Principal use:* Industrial purposes.

*Distillation:* Not more than 10 % (V/V) distils over up to 155 °C and not less than 90 % (V/V) distils over up to 195 °C.

*Density at 20 °C:* Not exceeding 0,785 kg per litre.

*Flash point (closed test at sea level):* Minimum 34 °C.

(g) "Distillate fuels" (for example, gas oil and diesel fuel)—

*Principal use:* Fuel in compression ignition piston engines.

*Distillation:* Not less than 90 % (V/V) distils over up to 380 °C.

*Density at 20 °C:* Less than 0,915 kg per litre.

*Flash point (closed test at sea level):* Minimum "over 55 °C".

*Gross calorific value per kg:* Minimum 44,50 MJ.

*Kinematic viscosity at 40 °C:* 1,6–10 mm<sup>2</sup>/s.

(h) "Residual fuel oils"—

*Principal use:* Fuel in furnaces.

*Density at 20 °C:* Minimum 0,915 kg per litre.

*Flash point (closed test at sea level):* Minimum "over 55 °C".

*Gross calorific value per kg:* Maximum 44,50 MJ.

*Kinematic viscosity at 50 °C:* Minimum 24 mm<sup>2</sup>/s.

[BTI Ref. T5/1/15 (F130/85)]

*Applicant:*

Commissioner for Customs and Excise, Private Bag X47, Pretoria, 0001.

2. Substitution for the provisions of other products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products) and other residual products of the chemical or allied industries, classifiable under tariff subheadings 38.19.90 and 38.19.99, of the following:

Tariff heading	Rate of duty
38.19.83 Mixtures of sulphur and oil; mixtures of resorcinol and stearic acid	10%
38.19.99 Other	12.5%

[BUT Ref. T5/1/15 (F5/84)]

*Applicant:*

The Commissioner for Customs and Excise, Private Bag X47, Pretoria, 0001.

## HARMONISED COMMODITY DESCRIPTION AND CODING SYSTEM

The Chamber has now received a copy of comments on Chapters 27, 28, 29, 30, 32, 33, 34, 35, 36, 37, 38, 41, 42, 43, 45, 46 and 47. The comments are in the form of an explanation of the new and amended provisions, followed by comment on the transposition.

Members may obtain copies of the comments from the Chamber's Information Department and are urged to study the draft transposed tariffs together with the comment thereon. Instances have occurred where a duty has been increased with the transposition of a tariff heading. This underlines the need for the draft chapters, and applications for tariff amendments to be closely scrutinised.



# TRADE ENQUIRIES

The Chamber cannot accept responsibility for the standing of enquirers referred to in this issue, and members are advised to make the usual enquiries should they decide to negotiate business transactions.

## OFFERED

### AUSTRIA

- U.1 Measurement systems for research and development for combustion engines, inner ballistic research, power analysis, data collection for medical and scientific research.
- U.2 Universal research and development machine tool.
- U.3 UV resistant indistructable plastic units.
- U.4 "Suckling pig nest" for reduction in mortality rate of piglets.

### GERMANY

- U.5 New and used cars and spares.

### HONG KONG

- U.6 Mosquito repellents; canned foods; electrical equipment; hardware; kitchenware; and sundry goods.

### JAPAN

- U.7 New/reconditioned/used engines (gasoline/diesel); Tyres and equipment; saloon-cars, trucks, pick-up, bus and motorcycles.
- U.8 Used clothing.

### TAIWAN

- U.9 Stationery; shoes; electric fans.
- U.10 Bags and gift items.
- U.11 Computers.
- U.12 Optical fibre flower lamps.
- U.13 Engineering products and chemicals; foodstuffs; building equipment; sports goods; cosmetics and perfumes.

### ZAMBIA

- U.14 Bees wax and honey; talc powder; foodstuffs; copper; medical supplies.

## WANTED

### CYPRUS

- U.15 Agricultural equipment; centrifugal water pumps for irrigation; building equipment; electronic equipment; consumer and household products; food-

stuffs; edible oils; cigarettes; ladies garments; menswear; shoes and leather products; motor spares; fertilizers.

### MAURITIUS

- U.16 Textile piece goods.
- U.17 Curtain materials and furnishing fabrics.
- U.18 Pure and half tone leather, and carton sheets for making shoe boxes.

### PORTUGAL

- U.19 Pine furniture; ceramics general; kraft paper; fittings for flat panel furniture both plastic and metal; mild steel round bars; fruit concentrate.
- U.20 The Chamber has received a lengthy list of trade enquiries from the Portuguese Government Trade Office, and members are welcome to see this in the Chambers Information Department.

### SRI LANKA

- U.21 Iron and steel items.

### SWAZILAND

- U.22 Foods, seafood and sugar beans.

## MISCELLANEOUS

### TENDER INVITATIONS FROM TAIWAN

The Chamber has received the latest list of tender invitations from Taiwan (ref. U.23 and U.24), and interested members may obtain photocopies from the Chamber's Information Department.

Mr P Chan of Barenquilla Investments Ltd., in Hong Kong will be visiting South Africa from January 13 to 27, 1986 to promote the following :

- \* Nail cosmetics
- \* Strings of 100% silk beads
- \* Atomizer perfumes
- \* Hair preparations

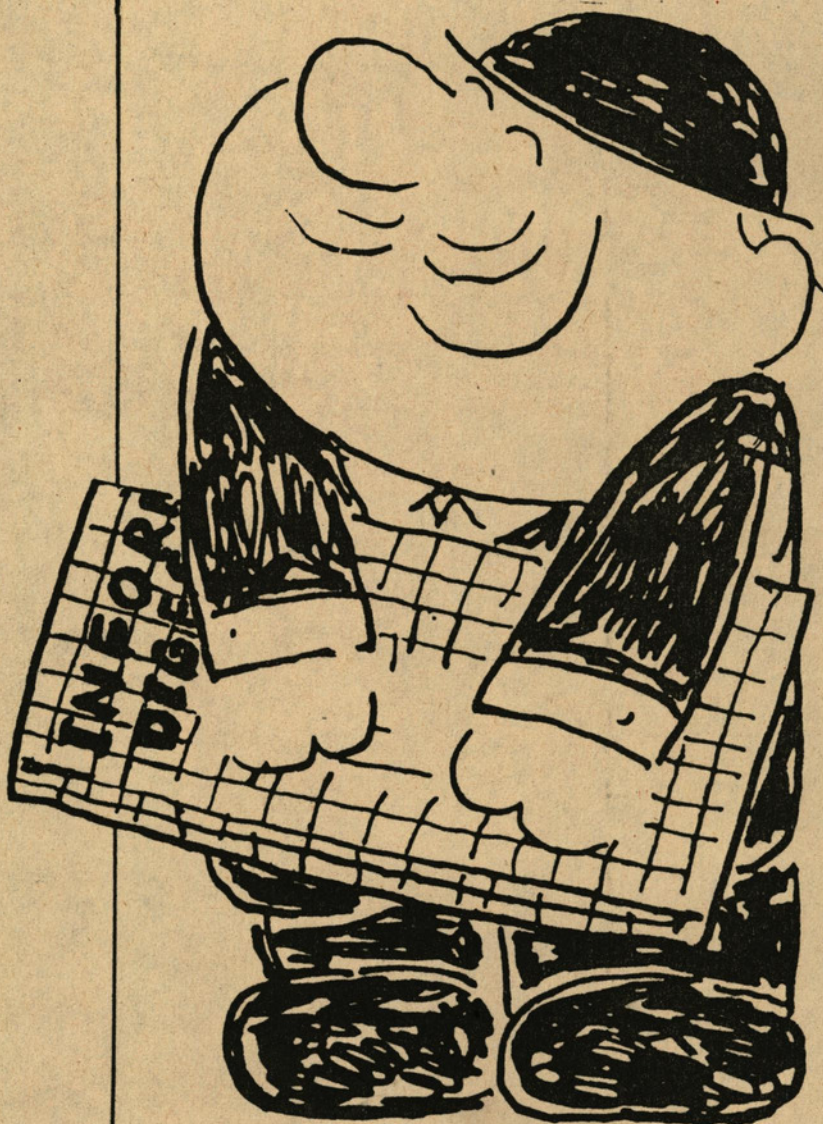
For further information contact Mr P Chan on (031) 52-3801 from January 13, 1986.

FURTHER DETAILS FROM MISS CHERYL KELLY  
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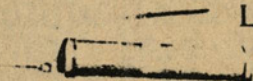
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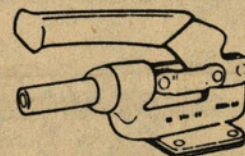
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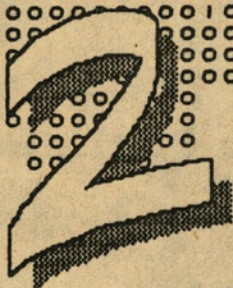
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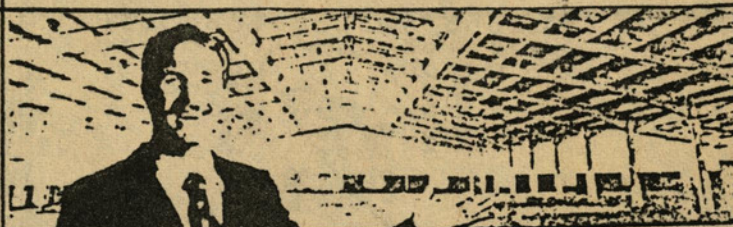


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