

# Information Digest



ET IN ARDUIS CRESCENTES

DURBAN METROPOLITAN CHAMBER OF COMMERCE

ISSN 0250-1740

WEEKLY NEWS FOR BUSINESS IN NATAL

ISSUE 17/1987

MAY 2, 1987

## OPINION

### EXTENSION OF THIRD PARTY M.V. INSURANCE ESSENTIAL

The increasing number of uninsured motor vehicles on the roads of the Republic and the consequences to innocent motorists when their vehicles are damaged in collision with such, highlights the need for urgent attention to be given to the extension of Compulsory Third Party Motor Vehicle Insurance to cover damage to the property of others as well as their persons.

It has been estimated that upwards of 50% of White motor car owners and a massive 90% of Black motorists are uninsured (except for compulsory Third Party Insurance), and the number is growing as comprehensive insurance premiums skyrocket - fuelled by rising repair costs and aggravated by the dramatic increase in car theft.

Because of the steeply rising costs of comprehensive insurance, it has been reported that some larger member companies have come to the conclusion that it is cheaper to carry their own risks cover. And, regrettably, even many previously prudent vehicle owners, because of the force of economic circumstances, have dispensed with protection or are reluctantly considering it.

This exacerbates the situation facing Insurance Companies - rising costs of claims and falling premiums.

The inescapable conclusion is that the only way to ensure a situation where the innocent public is adequately protected against damage caused by another driver is to add Comprehensive Balance of Third Party Insurance to the existing compulsory Third Party Insurance Scheme.

Some years ago, the Commission of Inquiry into Compulsory Third Party Motor Vehicle Insurance touched on the subject of Balance of Third Party Cover and came to the conclusion that it should not be made compulsory. However, since then, conditions on the road have altered dramatically, and the highways now teem with uninsured vehicles and unlicensed drivers. Accidents have proliferated.

Many enlightened countries overseas insist upon compulsory Balance of Third Party Insurance cover and it is the Chamber's view that, with the machinery already running to collect Third Party Insurance by way of the fuel pump, this policy should be adopted in South Africa with as little delay as possible.

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## SURVEY RESULT

### EASTER TRADING - A MIXED BAG

Some very disappointed retailers, one of whom described Easter trading as "disastrous" and others who were moderately happy with their results indicate that the recent holiday scene for shops was something of a mixed bag.

Overall it is probably true to say that results were reasonably good and better than 1986 but that there have been more exciting trading times. However, Beachfront traders have indicated that they experienced exceptionally good sales.

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Published by .....  
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 OF COMMERCE**  
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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.

## EASTER TRADING - A MIXED BAG

(Continued from front page)

While the tempo of spending is up retailers discern a continued cautious attitude in the buying public. Some attribute this to the fact that Mr Average, squeezed very tightly by inflation, simply does not have the spare cash to spend on anything other than essentials.

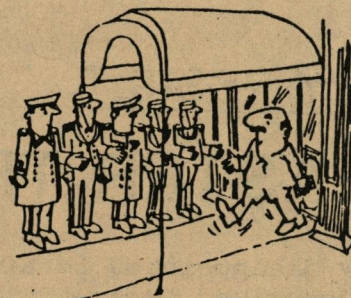
The pending General Election is also cited as a reason for consumer uncertainty and the comment has

been made that the results on May 6 will determine "whether we go ahead strongly or put the brakes on again". Others who believe an economic upswing is very much on the cards say that the election is not a major factor to be considered. Positive aspects that will impact favourably on the economy are the firmer Rand, the higher gold price and reduced interest rates on housing loans.

## TOURISM

On the tourism front Mr Andrejz Kiepiela of the Durban Publicity Association has indicated that in terms of occupancy, real growth of 18,5% was achieved by hotels and holiday flats this Easter. Time-sharing schemes which have become extremely popular showed exceptionally good occupancy growth of 34%.

Earnings in real terms increased by about 6,5% compared with last Easter, and there was an increase in the number of visitors to Durban. Although no figures are available, Mr Kiepiela says that judging by surveys carried out at sporting and cultural events, attendance figures at stadiums and theatres were up by 15% to 20%.



**THE DURBAN METROPOLITAN CHAMBER  
 OF COMMERCE IS AFFILIATED  
 TO ASSOCOM**



# SBDC/DMCC BUSINESS CLINICS SET UP

The Small Business Development Corporation (SBDC) and the Chamber are to host regular business clinics fortnightly the purpose of which is to provide information to entrepreneurs and would-be entrepreneurs in the Durban Metropolitan Area relative to the activities of the two organisations in the promotion of small business.

The first of these clinics will be held on the Fourth Floor, Commerce House, Field Street, Durban at

13h00 on WEDNESDAY, MAY 20.

MEMBERS AND NON-MEMBERS ARE WELCOME TO ATTEND AND NO CHARGE WILL BE LEVIED.

After the business clinic staff from the two organisations will answer questions from the floor and conduct personal interviews with interested parties.

Those wishing to attend should contact Miss Lorraine McNicol on telephone (031) 301-3692.

## PUBLIC HOLIDAY SCHEDULING - WHAT DO YOU THINK ?

Having come to the end of four consecutive weeks starting on April 6 when public holidays have resulted in only four working days a week, there must be many members who think South Africa's public holiday schedule needs review. The disruption and inconvenience the last four weeks have caused business has been criticised by a number of members and we would like to have more comments.

Members' views and their thinking on exactly how the country's public holiday schedule should be rearranged will be particularly welcome because a Chamber Committee is about to start work on the preparation of comment on this subject. This follows the State President's announcement that the first Friday in May is to be a holiday for workers and that the President's Council is to undertake an investigation into public holidays in general. Assocom will be collating views from all Chambers for eventual submission to the President's Council.

The Durban Chamber has always believed that the holiday schedule needs rearrangement to ensure a more even spread throughout the year. This would

be more beneficial to workers and less disruptive to business. Also, knowing that mid-week holidays inconvenience business and have limited benefit to workers unless extra leave is taken, Monday holidays have been favoured.

The Chamber's thinking went as far as the 1983 Assocom Congress which adopted a motion proposed by Durban stating that "the distribution and observance of public holidays in the Republic be urgently reviewed to avoid the many unsatisfactory practical effects of the provisions of the Public Holidays Act, 1980". Although taken as far as the then Minister of Internal Affairs, the Congress resolution did not achieve the result business was seeking. However, the recent proclamation of a Workers Day holiday on the first Friday in May has highlighted the need for another look at the country's holiday schedule.

Most members must have opinions on how existing holidays impact on their individual businesses and the Chamber would like to have observations which should be addressed for the attention of Mr S D Harper, Transport and Security Manager, BY NOT LATER THAN TUESDAY, MAY 12.



# Chamber Topics



## TRAFFIC NOISE ON THE ESPLANADE

The Chamber has received and supported representations concerning the adverse effect of traffic noise upon investment in residential and business property along the Esplanade.

While it is accepted that this is a heavily trafficked arterial road, the complaint centres upon unnecessary noise generated either by intent or default through revving engines, faulty exhausts and the like. This complaint has been referred to the Town Clerk for the attention of the Environmental Officer.

## PINETOWN NEWS

The Pinetown Divisional Committee understands that the rejection by the Commission concerned of Pinetown's application to be accorded City status will be reviewed by the Town Council when the Commission's Report is received.

It is also understood that the Proclamation of Pinetown's CBD as an open trading area for all races which has been delayed is now imminent.

## COMMERCE AND INDUSTRY MILE

Members of the Chambers of Commerce and Industry have been invited by Pinetown's Mayor, Brian Matthee, to take part in the Comrades Day Carnival by sponsoring a runner in the Commerce and Industry Mile on June 1, 1987.

The day has been planned as one filled with food, and exciting events in the area in front of Pinetown Civic Centre.

After the last Comrades runner has passed (about 09h00) the festivities will begin with a new event every 15 minutes until 14h00 after which a Jazz Concert will take place in the Town Hall.

The Mayor has asked for 6 runners from the Commercial side and six from the Industrial section at a sponsorship fee of R25 each to take part in a mile race along Old Main Road ending in front of the Civic Centre. This race is due to be run at 12h30.

For more information contact Clive Serrurier (031) 72-2447. Entries plus fees should be sent to him c/o P O Box 49, Pinetown 3600. Cheques should be made payable to "The Mayor's Fund."

## SPONSORING EDUCATIONAL FACILITIES

The Chamber is at present giving active and favourable consideration in principle to promoting participation by members in a project to build 100 classrooms in KwaMashu through the agency of Innova Schools. Additional classrooms are urgently needed in the area to accommodate some 5 000 to 6 000 Std 6 and Std 7 pupils who at present are denied the opportunity to continue their education because of the lack of facilities. With members active help and support it is hoped to complete the construction of the proposed additional 100 classrooms by the end of this year.

This promotion is still in the planning stage, and members will be advised of further details in due course.

## FIELDS HILL - NO MAJOR RELIEF IN SIGHT

The likelihood of any material improvement in traffic conditions on the descending section of Fields Hill in the near future is remote. The road surface will be improved but the provision of a third down lane is out of the question in the foreseeable future.

This was the message brought back by a Chamber delegation which met Mr M Gunthorpe, Regional Engineer (Natal) of the Department of Transport, and Mr R Smith, Provincial Director of Roads.

The Chamber delegation, led by Mr P S Grobler, Chairman of the Transportation Committee, visited Pietermaritzburg to discuss members' problems on the Toll Road and Fields Hill.

Mr Smith made it clear that the Province faced severe financial restrictions which ruled out any but most essential roadworks and Fields Hill was not high on its priority list. The re-surfacing of the up section was in hand and the down section would follow, but a third down lane was not yet economically justified.

He warned that with financial problems and a 6% per annum growth in vehicles on the road and a 20% per annum increase in costs of roadworks, more and more congestion could be expected.

In regard to the Mariannhill Toll Road, the Chamber again questioned the siting of the Toll Plaza, but Mr Gunthorpe made it clear that every alternative site had been carefully evaluated and the site chosen was, on balance, the best. There was no possibility of it being re-sited at Key Ridge, as proposed by the Chamber.

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## CHAMBER TOPICS

(Continued from Page 4)

He noted that 17 000 vehicles passed through the Toll Plaza daily. Accidents were few and were generally caused by undisciplined private motorists. Several heavy vehicles had used the arrester bed and he noted a Chamber suggestion that a second bed be provided between the up and down lanes for use by a vehicle in distress in the event of the existing facility being occupied.

Mr Gunthorpe undertook to investigate a complaint regarding the poor quality of debit cards used by truckers and the reported frequency of breakdown of the debit card machines at the Toll Gate. He noted that 7% of vehicles on the Toll Road used debit cards and only 0,05% had reported problems with either cards or machines.

### NATIONAL TRANSPORT POLICY SEMINAR

A Seminar on National Transport Policy is being organised by Assocom and the Transport Consultative Committee and will be held at the Indaba Hotel in Sandton on June 26, 1987.

The Seminar, which will be opened by the Minister of Transport Affairs, will consider the Government's proposals for deregulation of transport, arising from the National Transport Policy Study recommendations.

The Seminar, full details of which have yet to be received, will be open to all Chamber members. Subjects listed for discussion include :

- \* cross subsidisation
- \* permits
- \* 80 km limits
- \* subsidies for buses and trains etc
- \* new road traffic legislation
- \* certificates of fitness, roadworthy certificates
- \* Transport Advisory Council
- \* body of appeal

### 10% DISCOUNT TOLL ROAD DEBIT CARDS AVAILABLE

Commercial vehicle owners who make frequent use of the Mariannhill Toll Road, are reminded that as a service to members the Chamber has stocks of R60 Toll Debit Cards Type H, which are available at the attractive price of R54 per card.

Commercial vehicles with two truck axles can utilise the card up to 50 times dependent upon the number of wheels in contact with the road. A vehicle with 5 or more axles, for example, will pass through the toll gate 20 times.

The Type H debit card is valid for any vehicle class, however extensive use for light vehicles may cause malfunctioning of the card. (A two axled light vehicle can pass through the toll gate 150 times).

Apart from being freely transferable for use for any category of vehicle, the card obviates the need to obtain and carry small change.

Cards are obtainable, on a cash-with-order basis, from the Accounts Department of the Chamber, 2nd Floor Commerce House, 39 Field Street, Durban.

## CHAMBER MEETINGS

### Tuesday, May 5

16h00 Durban Metropolitan Chamber of Commerce  
- Annual General Meeting

### Wednesday, May 6

11h00 Natal Regional Export Advisory Committee

### Thursday, May 7

10h00 Tourism Committee  
17h30 Umhlanga Committee

### Friday, May 8

11h00 Management Committee

### Tuesday, May 12

09h30 Durban Association of Freight Forwarders  
14h30 Natal Commercial Employers' Association

### Wednesday, May 13

14h30 NCPA Meeting of Credit Managers  
15h00 Westville Committee

### Friday, May 15

10h30 Ad Hoc Committee on Public Holidays

## CHAMBER HIGHLIGHTS

### Monday, June 15

"Introlunch", Breakers Resort, Umhlanga Rocks

### Wednesday, July 22

"Introlunch", Elangeni Hotel

### Wednesday, August 5

Annual Dinner

### Friday, August 7 & Saturday, August 8

Natal Regional Congress, Margate

### Saturday, November 7

Theatre Supper, Natal Playhouse



## FOREIGN TRADE TOPICS

### PROFILE ON MALAWI

#### Import Licencing and Exchange Control

The Malawi Exchange Control Regulations effective from October 8th, 1986, provide:

An import licence is only required in respect of goods which Malawi produces.

Orders placed abroad by importers require the prior approval of the Reserve Bank of Malawi, i.e. the prospective importer is required to lodge a pro-forma invoice from the exporter to the Malawi Reserve Bank through his commercial bank;

accompanied by:

- (a) the importers' numbered order; together with
- (b) an application for the relevant amount of foreign currency.

An importer may not confirm an order until he has received the approval of the Malawi Reserve Bank, and which should quote the Reserve Bank Exchange Control Number (E.C. No.). Such approval shall be valid for only three months from the date it was granted by the Reserve Bank of Malawi.

Any import permit approval not "utilised" within the specified period is automatically cancelled, i.e. the approved goods must be physically imported into Malawi within three months of the date of approval.

**NOTE:** For practical purposes, the Malawi Reserve Bank has ruled that the word "utilised" will, as an administrative measure, be interpreted to mean that a firm order must have been placed with the foreign supplier within the specified time limit.

The Malawian importer is required to immediately inform the Reserve Bank through his commercial bank, of the date when the order is placed. This date is required to be recorded on the relative form "E" upon applying for externalisation of funds for settlement of the suppliers' account.

The Malawi Reserve Bank will only authorise payment to the exporter abroad upon presentation of the customs documentation - through the importer's commercial bank - as proof that the goods have arrived

in Malawi, and that the due amount in local currency has been deposited with the commercial bank.

The completed Malawi customs documentation must be accompanied by the following documents supplied by the South African exporter in respect of each shipment:-

- \* Commercial invoices
- \* Packing lists
- \* Certificate of Origin, with specific emphasis on the percentages of value pertaining to the countries from where the goods originated.
- \* Insurance Certificate (where relevant) - warehouse to warehouse.
- \* Air or road or rail consignment notes, depending on how the goods are consigned.
- \* South African Bill of Entry Export Certificate.
- \* South African Exchange Control Form F.178.

#### NOTES

- (a) Delays in the externalisation of funds are often encountered due to incorrect or incomplete documentation being submitted by the prospective exporter or importer.
- (b) Officials of the Malawi Reserve Bank appreciate the problems caused by the inability of some South African suppliers, particularly those whose products contain a substantial imported component, to hold their pro-forma prices for the period whilst applications for import approvals are being processed in Malawi. The Malawi Reserve Bank will therefore accept increases of up to a maximum of 5% of the original pro-forma prices, PROVIDED the importer immediately advises his commercial bank of such increases. The supplier must clearly state the reasons, supported by documentation, for any increase on the original pro-forma price quotation.
- (c) The Malawi Reserve Bank has established a system of priorities for import approvals as follows:-
  - \* Strategic goods.
  - \* Raw materials for local industries.
  - \* Essential consumer goods.
  - \* Luxury items.

Applications for consumer goods from wholesale distributors are given priority over applications from retail dealers.

- (d) Due to periodic shortages of foreign exchange, delays in the externalisation of funds in

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# FOREIGN TRADE TOPICS

## PROFILE ON MALAWI

(Continued from Page 6)

excess of six months may occur, in spite of importers having lodged the amounts due to foreign suppliers with their commercial bank where such sums are retained in a suspense account pending externalisation authority from the Malawi Reserve Bank.

- (e) In order to safeguard themselves against interest losses on overdue payments, exporters are advised to endorse all pro-forma invoices to the effect that interest will be charged at "X" percent per month (current RSA bank overdraft rates) with effect from due date of payment specified in the pro-forma invoice.
- (f) When payment is effected after due date, the exporter should submit his invoice for the full amount of interest charges incurred from due date to actual date of settlement. External funds for the payment of such interest charges will invariably be approved within a short time by the Malawi Reserve Bank in order to obviate the accrual of interest on interest.

The following additional information will also be useful to exporters:

### CURRENCY

Kwacha (K) = 100 tambala  
K2,34 = \$ 1,00

### PASSPORT AND VISA REQUIREMENTS

Passport: Required by all visitors  
Visa : Not required by South African or Commonwealth citizens, nationals of certain European countries, the U.S.A. and Zimbabwe.

### DRESS

It is illegal for a woman to show her knees or to wear trousers, or for a man to have more than collar-length hair.

### HEALTH CERTIFICATES

Cholera, Yellow Fever.

### TRANSPORTATION BETWEEN SOUTH AFRICA/MALAWI

#### Air links

SAA and Air Malawi direct.

#### Shipping

Via the Mozambique ports of Beira or Nacala: via Dar-Es-Salaam, the link road from Tazara to Malawi is not yet tarred.

## MALAWI BUYERS' GUIDE 1986/1987

The Malawi Export Promotion Council (MEPC) Victoria Avenue, Dalemere House, 4th floor, P O Box 1299, Blantyre, Malawi (Tel. 620499) has released the 1986/1987 Buyers' Guide. It serves to provide accurate information on Malawi exporters of products and services.

### S A DIPLOMATIC REPRESENTATION IN MALAWI: ADDRESS

Embassy of the Republic of SA, MPICO Building, City Centre, Lilongwe 3. Tel. 733803. Telex 4793.

### IMPORTANT NOTICE

Assocom has advised that in terms of a Malawian Government Notice No. 5, dated February 26th 1987, the following firms and persons' properties in Malawi have been declared forfeited to the State in terms of the Forfeiture Act (Cap.14.06) for "Acting in a manner prejudicial to the Economy of the State and subversive to the lawfully established Government".

Khalaria and Company P O Box 764 Lilongwe	Tyre Sales & Services Ltd P O Box 80135 Maselema Blantyre 8
Lilongwe Trading Co Ltd P O Box 52 Lilongwe	Steel & Tool Company Ltd P O Box 819 Blantyre
Kuwait Enterprises P O Box 1090 Lilongwe	Ashok Hansraj Patel Pramondrai Hansraj Patel Hansraj Patel Kishore Thakrar Mrs Sharubanu Aboobaker
Agriculture Trading & Auto Spares P O Box 1090 Lilongwe	Aslam Abdul Sattar Haris Mahomed Sidik Mrs Muntaza Bashir Sikik
Auto General Supplies P O Box 80045 Maselema Blantyre 8	Gaffar Mussa Kassam Afzal Sayan
Njobvu Wholesalers P O Box 764 Lilongwe	

Members who might have had dealings with any of the forfeitees should take appropriate action to safeguard their interests.

### US COMPREHENSIVE ANTI-APARTHEID ACT OF 1986: PETROLEUM PRODUCTS

The Chamber has received a complete listing of petroleum products subject to US sanctions in terms of the Comprehensive Anti-Apartheid Act of 1986.

Copies can be obtained from the Chamber's Information Department.

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## FOREIGN TRADE TOPICS

(Continued from Page 7)

### SAFTO SERVICES

SAFTO, the South African Foreign Trade Organisation has an invaluable service to offer you in your Export Business.

As a private sector company SAFTO offers a complete range of export development services to both new and established export companies.

SAFTO services are tailor-made to suit individual company needs and are available under membership or on a consultancy basis.

Services include:-

### EXPORT MARKETING

- \* Foreign market expertise
- \* market selection
- \* industrial market research
- \* consortia management
- \* trade fairs and advertising back-up
- \* small exporter development programmes

### EXPORT ADMINISTRATION

- \* export efficiency analyses
- \* export costing and pricing
- \* methods of payment
- \* documentation
- \* finance and transport
- \* export incentives claims
- \* forex management systems
- \* legal advice

### FOREIGN MARKET INTELLIGENCE

- \* desk research
- \* market data
- \* country surveys
- \* industry dossiers

### PUBLICATIONS AND ADVERTISING

- \* export directories and handbooks
- \* loose-leaf manual system
- \* 'SAFTO Exporter' newspaper
- \* information circulars

### TRAINING AND EDUCATION

- \* marketing
- \* administration and forex courses and workshops
- \* in-house export programmes
- \* export awareness and motivation
- \* topical seminars

## TRADE ENQUIRIES

FURTHER INFORMATION FROM MISS CHERYL KELLY ON  
(031) 301-3692

### OFFERED

#### JAPAN

- 1.1 Pneumatic riveters; pliers; diamond wheels; crimping tools. Pamphlet available for perusal.

#### MAURITIUS

- 1.2 Shirts, trousers, dresses and children's garments.

#### PAKISTAN

- 1.3 Surgical instruments.

### WANTED

#### HONG KONG

- 1.4 Trees, flowers and vegetable seeds that are not found in Hong Kong.

#### ISRAEL

- 1.5 Food products; dairy products; beverages; watches; radios; cameras; televisions; videos; electronics; computers; leatherware; copper and brassware handicrafts; cosmetics; kitchenware; jewellery; underwear for men and women.

#### JAPAN

- 1.6 Tropical fish.  
1.7 Animals' horns.

#### MAURITIUS

- 1.8 Building materials; hand tools; hardware; furniture fittings; brass wood screws; iron and steel products; galvanised wire; safety equipment and electrodes; pvc pipe and fittings; glassware; textiles; plasticware; sanitaryware; plastic flushing cisterns and shade screen; plastic laminated sheet.

### TENDER INVITATIONS FROM TAIWAN

The Chamber has received the latest list of tender invitations from Taiwan (ref. I.9), and interested members may obtain photocopies from the Chamber's Information Department.

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.



# NOTICE BOARD

## ATTENTION BUSINESS & PROFESSIONAL WOMEN

Rotarians of Rotary International District 927 are seeking four outstanding young business and professional women to visit Kansas USA in September this year under the Group Study Exchange Programme of the Rotary Foundation.

The programme strives to improve international understanding by enabling young people from different countries to learn from each other. The awards involve exchanging teams of business and professional persons between 25 and 35 years of age for a six week visit.

Applicants must be either South African citizens or citizens of Transkei, who are NOT related by blood or marriage to a Rotarian.

Interested persons should make further enquiries through their local Rotary Club without delay or contact Mr. Richard Parsons on Tel. (031) 301-4641.

## ADVICE ON LABOUR MATTERS

The Chamber has received details of a new service recently introduced by the London Chamber of Commerce to provide information and advice to its members on problems related to personnel and employment matters. The service, known as "Adviseline" enables subscribers to obtain advice on the telephone from a professional Employers' Organisation or, if the problem is particularly complicated or sensitive, to seek the advice of the organisation by appointment. The service is also supplemented by a monthly newsletter. Subscription rates vary but in Rand terms would amount to approximately between R250,00 and R450,00 per annum.

Rates would, of course, depend on the number of subscribers enrolled.

To enable the Chamber to assess whether there would be any call for a similar service in Durban, members are asked to indicate on the reply form on Page 11 whether or not they would be prepared to support a service similar to Adviseline. This reply will not in any way commit members to subscribing to such a service should it be introduced.

## HARBOUR WORKING: MAY/JUNE 1987 PUBLIC HOLIDAYS

For the information of all members the following hours of duty will be observed on May 28, 1987 (Ascension Day), May 31, 1987 (Republic Day) and June 1, 1987:

### Conventional Cargo Berths:

Thursday, May 28	Normal weekday
Sunday, May 31	Normal Sunday
Monday, June 1	Normal weekday

### Port Elevator:

Thursday, May 28	Normal weekday
Sunday, May 31	Normal Sunday if necessitated by shipping
Monday, June 1	Normal weekday

### Bluff Mechanical Appliances:

Thursday, May 28	Normal weekday
Sunday, May 31	Normal Sunday (both day and night shift)
Monday, June 1	Normal weekday

### Container Terminal Pier No. 2:

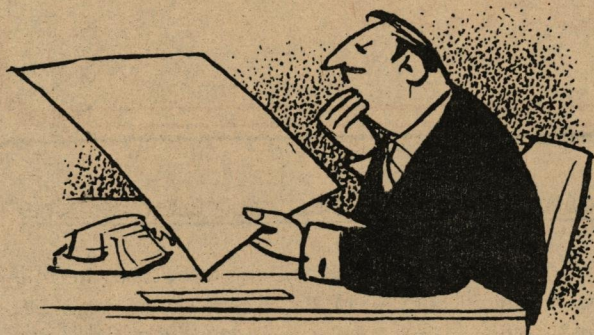
Thursday, May 28	Normal weekday
Sunday, May 31	Normal Sunday
Monday, June 1	Normal weekday

## WHITE PAPER ON TRAINING ARTISANS

A Government White Paper has recently been published on the Joint Report of the Human Sciences Research Council and the National Training Board on the investigation into the training of artisans in the RSA, with comments, standpoints and decisions of the Government on the recommendations. Interested members may obtain copies of the White Paper from the Government Printer, Private Bag X 85 Pretoria 0001 at a cost of R1,70 plus GST.



# GAZETTE NEWS



## GOVERNMENT GAZETTE NO. 10707 DATED APRIL 16, 1987

- \* Undesirable publications or objects: List P87/17
- \* Publications Act: Publications or objects: conditions.

## GOVERNMENT GAZETTE NO. 10715 DATED APRIL 24, 1987

- \* Income Tax Act: Employees' tax deduction tables effective 1 May 1987 (see note below)
- \* Standards Act: Proposed compulsory specification for moulded-case circuit-breakers; proposed amendment of compulsory specification for firearms for civil use.
- \* Merchandise Marks Act: Prohibition of use of a certain emblem, words and numerals.
- \* Export Incentives: Amendment to Categories A & B System of Export Incentives as published in Government Notice R.2219 of October 31, 1980 (see note below).
- \* Merchandise Marks Act: Proposed prohibition of use of certain armorial bearings, colours, seals and emblems.

## GOVERNMENT GAZETTE NO. 10716 DATED APRIL 24, 1987

- \* Marketing Act: General levy on maize.
- \* Agricultural Produce Export Act: Regulations re grading, packing and marking of apples for export from South Africa - amendment.
- \* Marketing Act: Regulations re grading and packing of maize amended; manner and time of payment of levies on maize seed, maize and maize products; summer grain scheme - prohibition on sale of certain classes of maize and certain maize products except under permit: repeal.
- \* Agricultural Produce Export Act: Inspection and appeal fees - certain agricultural products declared as products under the Agricultural Produce Export Act: amendment.
- \* Marketing Act: Summer Grain Scheme: requirements re records to be kept and returns to be rendered by millers, manufacturers and traders amended; regulations relating to appeals and inspection fees amended.
- \* Trade Practices Act: Provisional notice relating to imposition of conditions in respect of a trade practice.

- \* Standards Act: Regulations re payment of levy and issue of sales permits - compulsory specifications: amendments.

## GOVERNMENT GAZETTE NO. 10717 DATED APRIL 24, 1987

- \* Companies Act: Notices; deregistration of companies.
- \* Close Corporations Act: Notices

## GOVERNMENT GAZETTE NO. 10721 DATED APRIL 24, 1987

- \* Medical Schemes Act: Registered Medical Schemes.

## NATAL PROVINCIAL GAZETTE NO. 4581 DATED APRIL 23, 1987

- \* Licences and Business Hours Ordinance, No.11 of 1973 - Schedule 1: amendment: Hawkers.
- \* Durban: Waterworks Bylaws and Tariffs amended.

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No. 942

24 April 1987

### EMPLOYEES TAX DEDUCTION TABLES

In terms of paragraph 9 (2) of the Fourth Schedule to the Income Tax Act, 1962 (Act 58 of 1962), as amended, it is hereby notified that employees tax deduction tables (identified as Volume 29) have, in terms of paragraph 9 (1) of the Schedule, been prescribed for use by employers as defined in paragraph 1 of the Schedule.

The tables shall come into force on 1 May 1987 and shall remain in force until further notice.

It is further notified that Tables "A" up to and including Table "L" as well as Table "Q" of the employees tax deduction tables (Volume 28) which came into force on 1 March 1986, but subject to the 5 per cent reduction (as announced in *Government Gazette* 10157 dated 27 March 1986) as well as Tables M, N, O and P of the employees tax deduction tables (Volume 28A) which came into force on 1 July 1986, shall be withdrawn with effect from 1 May 1987.

C. E. KINGON,  
Commissioner for Inland Revenue.

---

No. 889

24 April 1987

### AMENDMENT TO CATEGORIES A AND B SYSTEM OF EXPORT INCENTIVES

Notice is hereby given that the Minister of Economic Affairs and Technology has approved a change of policy in regard to the Categories A and B Export Incentive System, which system was made known in Government Notice R. 2219 of 31 October 1980, in pursuance of which change of policy the following shall apply in respect of the said system:

1. No resubmission of a Category A and B export incentive claim including such resubmission already in the possession of the Department of Trade and Industry, shall be considered: Provided that this provision is not applicable to a resubmission where the original claim pertaining to such resubmission has not yet been paid by the said Department and the Director-General of the Department of Trade and Industry, in his sole discretion, has decided that such resubmission should be considered.
2. Copies of claims and of supporting vouchers shall not be acceptable.
3. An alteration on an original claim must be initialled by the person who certifies the attachment 4 declaration.



## SITUATIONS WANTED



Teaching/Translating/Other E.32 Lady (48) with MA Degree 4 languages (English, French, Spanish, German) seeks employment. Writing, translating, teaching or anything challenging.

Accountant E.33 Retired Chartered Accountant with varied experience in the profession, industry and commerce, seeks part-time employment to keep occupied.

Accountant E.34 Englishman (37), Institute of Accountants Staff, seeks position in order to emigrate and join wife who is resident in Durban. CV available.

Personnel/Public Relations/Training E.35 Lady (24) B.A. Majors English, Psychology, H.D.E. English guidance counselling, B.Ed, Postgraduate Diploma in Industrial Relations. Throughout training has worked part-time in personnel sphere.

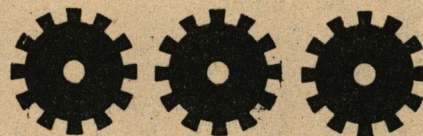
Production Manager E.36 Hollander (53) qualified production manager, seeks employment in order to emigrate to S.A. Has considerable experience with multinational concerns at all levels in Europe, Africa and Far East in leather, rubber and plastics, industrial & consumer products. CV available.

## HOW JUNE 1 1987 AFFECTS FACTORIES

As members may be aware June 1, 1987 has been declared a special Public Holiday by the State President to celebrate the 26th Anniversary of the Republic of South Africa, because May 31, 1987 falls on a Sunday.

Although June 1, will be a paid public holiday for shops and offices in terms of the Basic Conditions of Employment Act, it will not be a paid holiday for factories. The definition of public holidays for "factories" in the Act specifies the days which are regarded as public holidays for industry. The Basic Conditions of Employment Act does not provide for days which are declared as public holidays by proclamation to be paid public holidays for factories. As June 1, 1987 is an additional public holiday and is not a substitute for Republic Day it will not be regarded as a paid public holiday for factories unless specific provision is made for this in a wage regulating measure for a particular industry, trade or occupation.

Members falling within the scope of Wage Determinations or Wage Agreements should consult these to ascertain what the status of June 1, 1987 is for their particular industry.



### REPLY FORM

The Legal & Manpower Manager  
Durban Metropolitan Chamber of Commerce  
P O Box 1506  
Durban  
4000

I.....  
of ..... (NAME OF FIRM)

would/would not be prepared to support an employment advice service along similar lines to "AdviceLine".

ADDRESS: ..... TEL. NO: .....

CAPACITY: ..... SIGNATURE: .....





# INVITATION

"TRADE WITH AUSTRIA"

The Office of the Austrian Trade Delegation to  
South Africa in conjunction with the Chamber  
cordially invites

*all Members*

to attend an informal "get-together"  
to meet the Austrian Trade Delegate  
Dr Heinz Rampitsch  
who will give a brief talk on

"AUSTRIA - YOUR TRADING PARTNER"

Dr Rampitsch will answer members' questions and  
hold open and informal discussions regarding indi-  
vidual problems.

PLEASE JOIN US AFTERWARDS FOR CHEESE AND WINE  
WITH THE COMPLIMENTS OF THE AUSTRIAN TRADE  
DELEGATION

DATE: THURSDAY, 21 MAY 1987

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

TIME: 16H30

RSVP: See reply form below

PLEASE REPLY BY 14 MAY 1987

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

CHAMBER INVITATION TO - "TRADE WITH AUSTRIA"  
21 MAY 1987

I/We accept with pleasure your invitation to attend  
the abovementioned function - "TRADE WITH AUSTRIA"

NAME:.....

NAME:.....

NAME OF FIRM:.....

POSTAL ADDRESS:.....

TEL NUMBER:.....SIGNATURE:.....

## COMMUNICATING FOR RESULTS

Do you present yourself, your company, product or  
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(A2)

By attending this two-hour evening seminar you will  
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- \* How to translate information into meaningful  
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- \* The importance of structure, visualisation and  
delivery.
- \* Choosing the right medium to support your commu-  
nication.
- \* How to use the various media effectively.
- \* How talk and slide programmes demonstrate the  
manner in which visuals enhance a presentation,  
including an update on John Naisbitt's book  
"Megatrends" whose first publication sold 5  
million copies.

There will be ample time for discussion and ques-  
tions.

PRESENTER: Peter Thomas, Managing Director of  
Selected Audio Visual (Pty) Ltd who has had wide  
overseas and local experience and success in commu-  
nication and presentation techniques.

DATE: MONDAY, 18 MAY 1987

TIME: 16H00 TO 18H00

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

FEE: Members R30-00 Non-Members R50-00

REGISTRATION: Complete and return the reply form  
on Page 14 together with cheque, to reach the Cham-  
ber as soon as possible.

FOR FURTHER DETAILS TELEPHONE JESSIE EAGLE ON (031)  
301-3692.





## FREE SEMINAR FOR MEMBERS!

### WANT TO EXPORT TO FRANCE?

- without incurring travelling expenses or time and without the problems of language barriers.

A representative from the French Chamber of Commerce and Industries in Southern Africa (FCCISA) will be visiting France in June specially to promote South African exports. To find out more about this attend the DMCC/FCCISA seminar on "Export to France".

#### PROGRAMME:

- \* OPENING ADDRESS by Monsieur B Lafitte - President of the French Chamber of Commerce and Industries of Southern Africa (FCCISA).
- \* INTRODUCTION by Monsieur B J Ullmann - Vice-President of FCCISA.
- \* MRS ANGELA SELF - General Manager of FCCISA - will speak on how the French Chamber can assist your company to find export markets in France.

Followed by specialised presentations from service operators already involved with French-South African trade in the fields of :-

- \* Promotion of products    \* Incentives    \* Finance
- \* Forwarding                \* Shipping    \* Air Cargo

DATE: THURSDAY, 14 MAY 1987

TIME: Commencing with Tea/Coffee at 14h30

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

\*DELEGATE FEE: DMCC and FCCISA members - No charge.  
Non-members R30 per person

- \* (Pre-booking essential by completing form below to reach the Chamber before May 8)

DON'T FORGET TO BRING YOUR PRODUCT FILE WITH YOU!

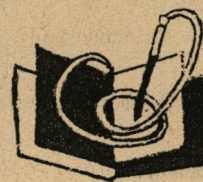
To: The Business Services Manager  
Durban Metropolitan Chamber of Commerce  
P O Box 1506  
DURBAN 4000

## SEMINAR DIARY

FORTHCOMING SEMINARS - DETAILS TO FOLLOW IN FUTURE ISSUES

The Importance of Presentation Skills - including an update on John Naisbitt's book 'Megatrends'	Afternoon 18 May
Trade with Austria	Late Afternoon - 21 May
Starting Your Own Business	08h30 - Sat. 23 May
Marketing Management (Both English & Zulu presentations)	Full Day 3 June
** Customer Relations (Both English & Zulu presentations)	Full Day 4 June
Trade with Italy	Late Afternoon - 19 June

\*\* NOTE: Previously advertised as "Retail Selling Skills" in Digest No. 12 dated March 28, 1987.



FURTHER DETAILS FROM JESSIE EAGLE ON (031) 301-3692

Date: \_\_\_\_\_

### CHAMBER SEMINAR ON : "EXPORT TO FRANCE"

I/We wish to attend the abovementioned seminar to be held on : .....

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

\* Member/\* Non-member

\* Delete which is not applicable

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

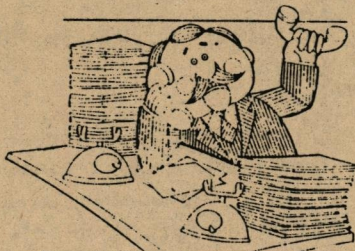
NAME OF FIRM: \_\_\_\_\_

POSTAL ADDRESS: \_\_\_\_\_

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



## GET YOURSELF ORGANISED



Learn how to successfully attain ambitious goals and to become known as a person who consistently gets results.

Many managers never really get themselves organised and are seen by others as mediocre achievers. Some of us go home and say "I have worked like a slave all day and achieved nothing".

If you want to get organised invest one day to attend this workshop.

The presenter is Alan J Whitaker, B Comm, MBL, MIPM, MIMktM, Director of MDi, has helped thousands of managers to develop really effective self-management skills.

**DATE:** Friday, 15 May, 1987

**TIME:** 08h30 to 17h00

**VENUE:** Ocean City Holiday Inn

**FEE:** Members R145 Non-members R165

**REGISTRATION:** Complete and return the reply slip below together with cheque to reach the Chamber as soon as possible.

## STARTING YOUR OWN BUSINESS

Do you dream of being your own boss and decision maker?

Find out how this can become a reality for you by attending this seminar which will cover the following main points:-

The Person : Is it you? Can you do it? Can you keep doing it? Questionnaire. Risk taking.

The idea : Is it feasible? Is it new? Has it been done before? Is it supplying a need or a want?

The Action Plan : Preparation of first years' start. Sales Forecasts. Operating budgets. Cash flow forecasts. Capital required.

Finances and Advice : What's available.

Your full participation is expected. There will be ample time for questions which are an important and valuable part of this exciting seminar. Confidentiality respected.

Presenter : Chris Pemberton A.C.E.A. of Business Study Centre.

**Date:** Saturday, 23rd May 1987

**Venue:** Ocean City Holiday Inn

**Time:** 08h15 to 12h30

**Fee:** R50 per person or R85 per couple

**Registration:** Complete and return the reply form below together with cheque to reach the Chamber as soon as possible.

FOR FURTHER INFORMATION TELEPHONE JESSIE EAGLE ON (031) 301-3692

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: \_\_\_\_\_

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

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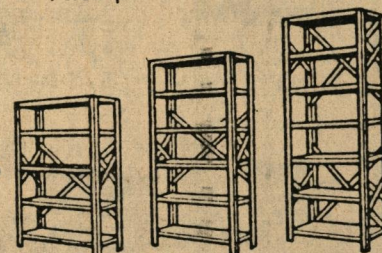
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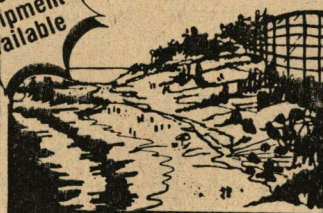
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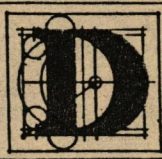
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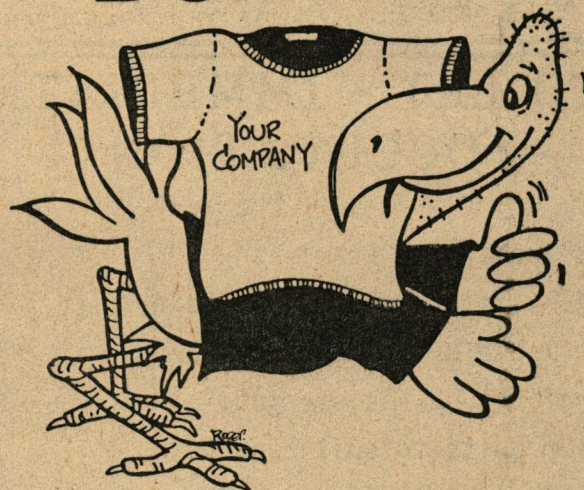
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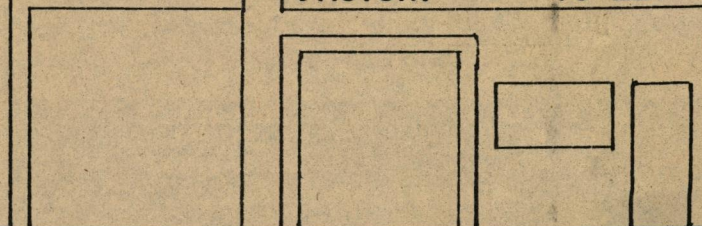
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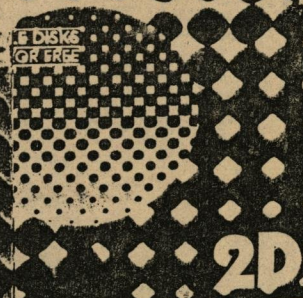
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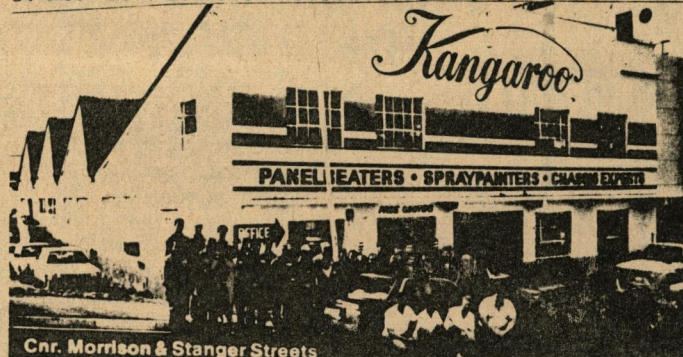
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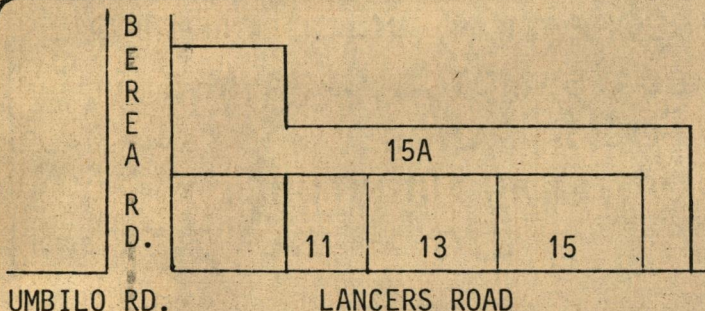
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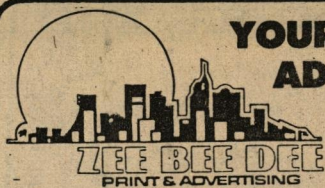
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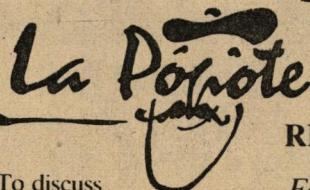
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