



MONTHLY REVIEW

COMMENT ON MID-TERM BUDGET

Roy Panday

Rocci Executive Member and SACCI Board Member

Business congratulates and supports the Minister of Finance on not seeking short term gains for longer term pains - by implementing inappropriate short term responses to an issue that is far more complex than appears at first glance.

In addition to the measures already in place – Business reiterates the call for greater productivity at all levels. By increasing productivity levels by just one third more than present – we would nullify the strength in which the Rand has gained in recent months. If we doubled productivity – ‘ we would be smiling all the way to the Bank !!!

It's a simple equation that if more goods are produced the cost base becomes lesser – making goods for export a lot less expensive ,which means that we would be exporting a lot more at a lesser cost – but reaping the benefit of additional income than at present.

The call by the Minister for all departments including the SAPF to reduce administrative costs in favour of an increase of personnel in key areas to bolster intelligence in the prevention against Crime is a noteworthy observation that is welcomed.

The further relaxation of exchange controls is again welcomed. As is the longer term view of managing the current strength of the Rand.

Government's new growth path announced by the Minister of Economic Affairs on Tuesday evening is strongly supported by Business and there is no doubt that this will go along way in bringing the current unemployment rate down dramatically in the coming years.

What is required is Good strong management of this infrastructure spend and development at all levels and therefore, taking a leaf out of the highly successful SWC, Business calls on the minister to appointment Local Organizing Committees (LOCs) consisting of Government Labour and Business to oversee, track, measure and manage performance.

According to a recently concluded survey by Grant Thornton - BEE is a significant contributor to the success of Private held Businesses (PHBs). These BEE companies owe it to the Previously Disadvantaged People (PDIs) to ensure gainful employment and skills development take place so that they play a role in improving the quality of the lives of the people they employ and not just benefit the owners of such companies.

Lastly ,the announcement that Government is investigating fraud topping R25b is a sad indictment on the people who have gained the most from the highly acclaimed BEE processes. The fact that Government has discovered such 'treachery' is indeed praiseworthy and we need to ensure that every single case is followed up with integrity and vigor ,so that each cent is recovered and the perpetrators are brought to book as soon as possible. This applies to all levels of government where fraud and corruption have become endemic.

Every winning tender needs to be 'Fraud Alerted' so that not only are the Awardees of such tenders thoroughly investigated for their soundness and 'fitness' but measures are in place to track performance every step of the way and that payments are in accordance with progress that is substantively verified.





Roy Panday

ROCCI Executive Member and SACCI Board Member



The 3rd Annual SACCI AGM and Convention was held at the Sandton Convention Centre, 14 - 15th October 2010.

Mr. Chose Choenu of Eskom was elected President supported by a Board of 10 members including ROCCI Executive Member Roy Panday.



Chose Choenu
President,
SACCI

The main address at the gala dinner was by the Honorable Minister of Economic Affairs Ebrahim Patel whilst the Honorable Minister of Human Settlements, Tokyo Sexwale was the main speaker at the Convention the next morning. Both speeches are available on the SACCI website www.sacci.convention.org

At the convention – the following motions were adopted for presentation to government:

1. Successful world cup crime prevention exercise - making it the norm
2. Service delivery accountability and transparency at local level
3. Improving transport and logistics for enhanced Competitiveness
4. Prioritising the implementation of regional electricity distributors (reds)

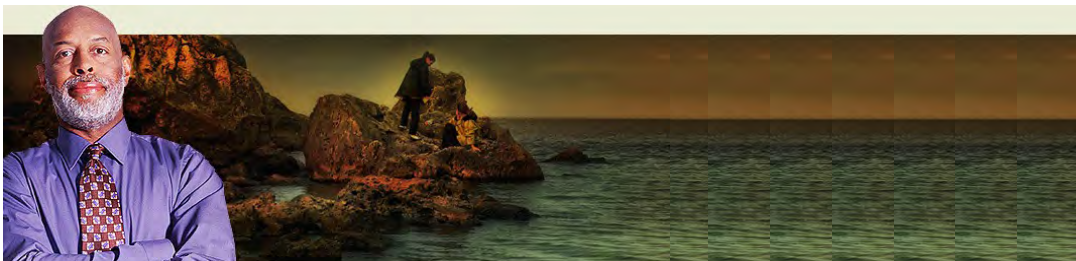


In addition both Telkom and Eskom presented the launch of their latest mobile network 8 Ta (Heita) and operation Khanyisa campaign respectively, the last named being a campaign to address the serious problem of electricity theft at its cost to the economy. The full campaign can be found on the ROCCI website.



Members are requested to give their full support to both operation Khanyisa and the SA 1st campaigns, launched recently by SACCI, full details of which are on the SACCI website – by bringing these to the notice of your workforce and encourage a change in behavior and ethics.

SACCI website www.sacci.convention.org



ROCCI/BAT SA SMME TRAINING PROGRAM



Now in its 3rd year, The SMME Training Programme would not have been possible without the support of our main sponsor, British American Tobacco SA and the support of our training partners i.e. FNB, Standard Bank, Business Partners, COFESA, SARS, ZA Group Pty Ltd and the Local Government Region C.

British American Tobacco (BAT) South Africa has been the main corporate sponsor of Roodepoort Chamber of Commerce & Industry's (ROCCI) Small, Medium and Micro Enterprises (SMME's) Development Programme since 2008.

BAT South Africa's major investment in ROCCI's SMME Development Programme contributes towards creating jobs and growing South Africa's economy. It empowers aspirant emerging entrepreneurs with the necessary skills, knowledge and exposure to start or grow their businesses.

This is done through continuous business skills training and development courses and workshops, mentorship programmes, exhibition opportunities, as well as an annual SMME Conference. The training subjects include everything from developing a persuasive business plan, through to accessing finance and marketing your small business. The BAT SA SMME Training Programme is offered exclusively through the Roodepoort Chamber of Commerce & Industry (ROCCI). For further information please contact R O C C I a t T e l . 0 8 6 1 1 1 3 3 0 4 .

The training for the remainder of 2010 is as follows:

2 November 2010	Import & Export presented by Cromat Export Consultants CC
3 November 2010	Human Resources presented by Misty Blue Trading 568CC
9 November 2010	Small Business Guide to Marketing presented by ZA Group Pty Ltd
10 November 2010	The Tendering Process presented by City of Joburg Region C
16 November 2010	Are you a Networker or a NOTworker presented by Peter Bolgan
17 November 2010	Import & Export presented by FNB
23 November 2010	Health & Safety Act presented by NFAST
24 November 2010	Business Plan presented by Standard Bank
24 November 2010	Access to Finance presented by Standard Bank
1 December 2010	Business Plan presented by FNB
1 December 2010	Access to Finance presented by FNB
8 December 2010	Health & Safety Act presented by NFAST

Contact SMME Help Desk Tel. 086 111 3304
SMME Bookings : smme@rocci.org

SACCI COMMENTS ON CABINET RESHUFFLE

In a statement issued on 1 November 2010, the President of the South African Chamber of Commerce and Industry said:

The South African Chamber of Commerce and Industry (SACCI) noted the Cabinet Reshuffle and hopes that the new Cabinet will aggressively pursue delivery outcomes.

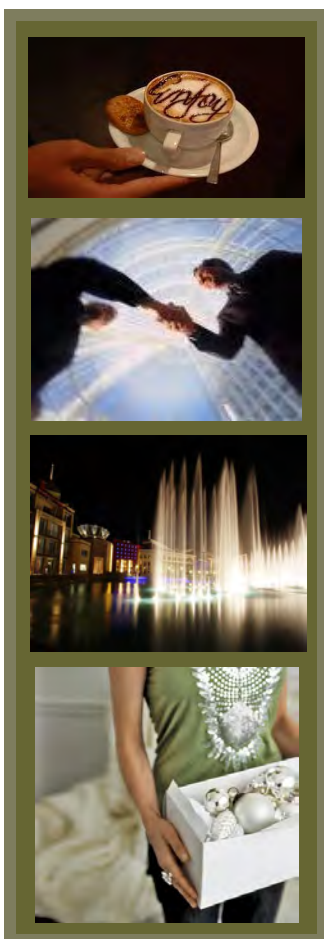
Although the reshuffle of Cabinet may be interpreted as a decisive response to protracted progress toward government objectives, the Chamber is concerned that the reshuffle has resulted in a larger administration. Given the scope of challenges faced by the national leadership, SACCI did support the larger administration originally appointed under President Zuma. However, following eighteen months of slow progress, the Chamber is of the view that there should be a stronger focus on driving greater efficiencies within the public administration. The Chamber is of the view that more effective delivery outcomes can be coaxed, not through the deployment of more resources, but through more effective use of current resources.

The Cabinet Reshuffle will raise stakeholder expectations in respect of the performance of the national leadership. SACCI will continue to seek partnerships with government to jointly address the national challenges we face and seek co-operative relationships towards greater productivity that will *Put South Africa First*.



Information for Business about Business

South African Chamber Of Commerce & Industry
Tel: +27 11 446 3800 • Web: www.saccci.org.za



Weekly Network Session : 5 November 2010

At Micro Future

This is a one hour business networking event
FREE for Chamber Members / R100 Non Members
Bring Business Cards & Brochures to networking session.
Booking essential Tel 086 111 3304 or email bookings@rocci.org

New Members Certification Networking function

18 November 2010

Diarise the next "New Members Certification" networking event.
All Members welcome. Brooking essential.
Tel. 086 111 3304 or Email bookings@rocci.org

ROCCI/FNB Business of the Year

2010 Gala Awards Dinner

20 November 2010 at Silverstar Casino

Guest Speaker FNB Head of Tourism, Pieter De Bruin;
Comedy by David Kabuuka; Music & Dance.
The highlight of the evening is *the awards* presented to our Top Businesses.
BOOKING ESSENTIAL Tel. 086 111 3304

Lady ROCCI Brunch

26 November 2010 @ Kloofzicht Lodge

Guest Speaker DIY Divas; MC & Speaker Allan Harvey
Goody bags and free mags.
Exhibitors are welcome to exhibit products of interest to Women
BOOKING ESSENTIAL Tel. 086 111 3304 or Email ladyrocci@rocci.org

WELCOME NEW ROCCI MEMBERS

CHA Group

Tel. 0861 111 1242 www.chagroup.co.za



The CHA Group of companies was established in 1994, initially our business was only Labour consulting, the business steadily grew and lead to the registration of CHA Consulting, CHA Financial Services, Entirweni Management Services and Debt Smart.

Our Services:

Drawing up Employment Contracts and various company Policies; Grievance procedures; General Disciplining of Staff; Hearings; Dispute resolution; Shop Steward meetings; Union intervention; Retrenchment negotiations; We offer both temporary and permanent staff, as well as a full outsourcing solutions; Payroll solutions; full bookkeeping function up to balance sheet and debt counselling.

S.J. Swanepoel T/A

Tel. (011) 768-1085

S.J. Swanepoel T/A A-Z Paint and Projects

Approved DULUX ; PROMINENT and ABE contractors; Painting / roof spraying / water – and damp proofing; Tiling; Decking; Landscaping and irrigation; Free quotes and guarantees applicable.

S.J. Swanepoel T/A The BSP Specialists

S.J. Swanepoel T/A The Travel Training Centre



Perfection Is Our Motto, Efficiency Our Goal. Est 1993

ATA / SAA accredited trainers; Airline and agent training and course development;
ADM recovery service for agents; Recon. Service for agents / airlines;
Consultation service.

Cromat Export Consultants CC

Tel. 083 212 7115
Import & Export Consultants

Elevate Projects / Elevate Construction

Tel. (010)210 7135
www.elevateconstruction.co.za

Hirsch's Home Store Strubensvalley

Tel. 011 858 4600 www.hirschs.co.za

Randfontein Publicity Association

Tel. 011 412 2878 www.randfonteininfo.co.za

Randpark Club

Tel. 011 215 8600
Golf Club www.randpark.co.za

Steyn & Steyn Attorneys

Tel. 011 664 8528 www.yourattorney.co.za

De Klerks Production

Tel. 082 446 8045
www.deklerkproductions.co.za

DCServ IT Consultants CC

Tel. 0861 327 378 www.dcserv.co.za

Kingsway Centre of Concern

Tel. 011 475 9976 www.kingsway.org.za

Riekie Erasmus Attorney

Tel. 011 472 1802
www.attorneys.co.za/riekieerasmus

SMME Bokgao Mokgatlo Trading CC

Promotional Gifts
Tel. 011 762 3656 www.bmtcreatives.co.za

Sureway Funeral Insurance Administrators

Tel. 011 958 0131

Tiger Wheel & Tyre Westgate

011 768 1420
www.twt.to

Tiger Wheel & Tyre Strubensvalley

011 675 4065
www.twt.to

Tjeka EMD Training

Technical Skills Training
Tel. 011 760 5019
www.tjeka.co.za

MEMBERS' NEWS AND ACHIEVEMENTS



Molobi Enterprises receives Talk Radio 702 Small Business Awards

www.702.co.za

"And the winner of the Small Business Awards is... Molobi Enterprises. Malerato Molobi of Molobi Enterprises was on the radio with Steve Cohen from Softline Pastel as this year's winner of the Talk Radio 702 Softline Pastel Small Business Awards"



Randpark Club voted the Best of Joburg!

Tilani Edwards

"In an attempt to settle the age-old battle of who is the best of the best in the City of Gold, Leisure Options have once again asked readers (a quarter of a million of them) – to put their stamp of approval on some of their favourite places and faces. Last night at a glitzy function the very Best of Joburg was announced. We thank each and every person for their vote of confidence, Joburg rocks! "

SALES TALK - CHALLENGING CHANGE!



Paul Naidoo
Sales Guru

Professional sales people have the ability to initiate change, not just manage change. Change is a challenge. However, the challenge is not as important, as the response to the change.

Your focus is the changing needs of your Customers. Your Customers are moving targets. Your ability to have the insight to anticipate change will give you the competitive edge.

Even more important you need to know where your Customers are in the stages of change. Change creates massive opportunity. You need to have the sales savvy to capture the opportunity.

Relationships get strengthened during change. This is because the subjects of change undergo stress, pressure and uncertainty. They need you - to make the transition easier and seamless.

Professional sales people don't back off when they hear the words - Change or restructure. They go forth with courage and fortitude. They look for the opportunity in the change process.

This is difficult for those who don't understand the change process and how to identify and capture the opportunities for your business to grow.

If you need to know more about the impact of change in your sales success, you are welcome to contact Paul Naidoo, better known as South Africa's Sales Guru to customize a programme that is relevant to your business needs, to deliver the right results - guaranteed!

Tel: 0861 282 284 or email paul@salescoach.co.za www.paulnaidoo.co.za

SUPPORT AND ASSIST OUR COMMUNITY PROJECTS

Creating an Environment in which the business community and its people can flourish.

Kingsway Centre of Concern www.kingsway.org.za



Thandanani House of Refuge, established in 2003 as a consequence of teachers realising some children faced neglect and abuse at home. Thandanani takes care of 22 children at our premises in Zandspruit.

Kingsway Christian School was established in 1986, situated on the premises of Honeyridge Baptist Church (Randpark Ridge) with 270 learners, most of them coming from the Zandspruit Informal Settlement in Honeydew. Development plans to start building a new school in Zandspruit in the next few months, is in an advanced stage, expansion is desperately needed and funds are required urgently.

Contact: Marelise Bekker, Fundraiser, Kingsway Centre of Concern, fundraiser@kingsway.org.za www.kingsway.org.za Cell 082 379 0160

ROCCI EMPLOYEE BENEFITS - FUNERAL INSURANCE FUND

ROCCI GROUP FUNERAL INSURANCE FUND
CUSTOMISED FOR ALL ROCCI MEMBERS

- Additional tax benefit for your company
- Additional company benefit for your staff
- Cover available from R50 per family per month
- All staff qualify (including their immediate family members at no extra cost)
- Claims can be settled in 4 working days
- Managed by authorised Financial Service Provider
- Product underwritten by leading registered Long Term Insurer

Sureway Funeral Insurance Administrators cc
Registered Financial Services Provider

Contact Sureway or ROCCI for more information.
Sureway - 011 958 0131
ROCCI - 086 111 3304
E-Mail - petro@sureway.co.za
Terms & Conditions apply

An addition to ROCCI's basket of services is a Group Funeral Insurance for Members.

ROCCI in conjunction with Sureway, introduces a cost effective Group Funeral Insurance Fund customized for ROCCI Members with the following benefits:

- Additional tax benefit for your company
- Additional company benefit for your staff
- Cover available from R50 per family per month
- All staff qualify (including their immediate family members, at no extra cost)
- Claims can be settled in 4 working days.
- Managed by authorized Financial Services Provider.
- Product underwritten by leading registered Long Term Insurer.

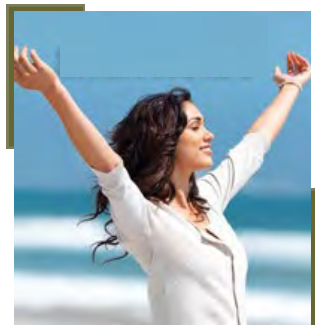
Sureway Funeral Insurance Administrators cc
Registered Financial Services Provider

Contact

ROCCI Tel 086 111 3304 / Sureway Tel. 011 958 0131

Terms & conditions apply

MEMBER PROMOTION OPPORTUNITIES AT www.rocci.org



MEMBER TO MEMBER SPECIALS

View our 'Member to Member Specials' for the month on www.rocci.org

This is a FREE service for Members only.

Email your 'ROCCI Member Specials' to rocci@rocci.org for placement.

MEMBER'S EVENTS "WHAT'S ON?"

Advertise your forthcoming event in the "What's On" section on ROCCI's Website. Email your event invitation to ROCCI for placement.

This is a FREE service for Chamber Members.

Go to <http://www.rocci.org> to see Members forthcoming events.

CONTACT INFORMATION

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