



NEW YEAR 2009

TALK



**Chris Sykes,  
Chief Executive Officer**

## CEO Corner

### Happy New Year!

**FIRST of all, I would like to wish all of our members a healthy, happy and prosperous 2009!**

Although we are in the middle of the worst bout of economic turmoil the world has seen for decades, I hope that you are able to use this opportunity to streamline and consolidate your businesses.

We ended 2008 with several industry issues still unresolved, although we are working hard to bring them to a conclusion. These issues are (a) a new training dispensation for our industry; (b) the finalisation of outstanding tariff-reduction applications; and (c) the dispute over the demarcation of the flexible packaging industry.

On the training issue, PIFSA representatives have met with representatives of the Department of Labour and the SETA to get them to fast track the registration of the first seven rewritten trades. The chairman and CEO of the SETA have assured us that meeting our industry's needs is a high priority for them, and we are waiting to see whether these words are matched by action.

We are also waiting for a response from ITAC on PIFSA's application to eliminate tariffs on carbonless papers retrospectively. Our application on cut A4 has recently been submitted, and we are waiting to see whether the Paper Manufacturers Association of South Africa (PAMSA) will still pursue its appeal against PIFSA's successful application to reduce tariffs across the board (PAMSA having lost their urgent application with costs).

I would like to thank each member company for your support over this last year. Our objective is to assist you and we value the direction we receive from each of you. In particular, I would like to acknowledge with gratitude the involvement of everybody who serves on our management committees at Chamber and Federation level. This is often a thankless task, but each one is putting something back into this great industry of ours, and ensuring that issues of importance to our members are addressed.

I would also like to thank Gill Loubser and her team at **PACKAGING & PRINT MEDIA** for their support. This magazine continues to be a source of up-to-date and interesting industry news.



*Happy New Year!*

PrintTALK



# KZN Chamber News

## 2008 ends on a high note

**DURING the last months of 2008, PIFSA KZN was busy on many fronts. This included training during November where three courses were run – Supervisor Leadership Development Programme, Minute Taking for Secretarial Staff, and First Aid Training for Company First Aiders.**

In addition to the 'softer' skills training, a large group of 13 apprentices completed their Trade Theory III Block run by the Cross Media Training Centre at the KZN Chamber's offices.

During 2008, the Chamber trained a large number of industry employees, as the following achievements show:

Apprentice Trade Theory I	14 apprentices
Apprentice Trade Theory II	22 apprentices
Apprentice Trade Theory I	17 apprentices
Supervisor Leadership Training	51 delegates
Industrial Relations	7 delegates
An Introduction to Print	42 delegates
Administrative Courses	51 delegates
First Aid Level I	102 delegates

The year end was also a time to celebrate, and the Chamber was fortunate to have Sappi Fine Papers as the anchor sponsor for its annual cocktail party. This function was held at the ABSA Stadium, home to Currie Cup champions – the Sharks.

Chamber president, Kevin Moore-Boyle, acted as MC and got the proceedings underway. This was followed by an address by Patrick Lacy, PIFSA's deputy CEO, who underlined the KZN Chamber's achievements, and the great contribution made by those members who serve on the regional executive committee. The thrust of his speech was that the Federation had survived for almost a hundred years. It had seen two World Wars, and the coming of democracy to the country. Throughout, PIFSA has adapted to the times and continued to play a relevant part in the business of printing and packaging.

Although keynote speaker, Bernhard Riegler, general manager marketing at Sappi Fine



PIFSA's deputy CEO, Patrick Lacy, delivered a speech at the KZN cocktail function.



Helen Stuart and Di Coventry of the KZN Chamber staff were thanked for their hard work in organising the end-of-year cocktail party.



Keynote speaker was Bernhard Riegler, general manager marketing: Sappi Fine

Papers, had had a long day, having flown in earlier from the Far East, his speech did not reflect the fatigue he must have felt. Bernhard spoke of the possibilities of synergy between paper manufacturers and their customers – both commercial printing and packaging. He challenged those present to think 'out of the box' and to look at new ways that paper products could be used.

PIFSA Finance and ABSA supported the evening, drawing attention to their joint venture for financing capital equipment, while a newcomer was Indevco, a company primarily concerned with facilitation of government incentives for business expansion and capital investments.

The KZN Chamber of PIFSA wishes all in the printing, packaging and allied industries a new year that's happy and prosperous.

## A tribute to Anthony Harper

**WE will never stand together again at Reading and wait for the sun to come up before we tee off. We will never see the fog lift on the fairway before we start playing our normal Saturday morning nine holes.**

Anthony Harper joined Kiley Baker as a photo lithographer 18 years ago, starting on the tables and working his way up to DTP manager.

He will always be remembered as a hard working person giving his best and never watching the clock. We admired his dedication, honesty and integrity; he was liked by his colleagues and set a fine example to all.

He was earmarked for a directorship at Kiley Baker, but better opportunities lured him away and he joined Polyflex last February. It was with full trust and devotion that he worked out his notice period.

Anthony believed in his Lord and was a dedicated family man who cared for his loved ones.

We will always remember this tall blond man who touched our lives. He will be sadly missed by us all.

**Chris Viviers, Kiley Baker**

# Cape Chamber News

## A challenging year



Cape Chamber director, Ken Leid, expresses gratitude to members who made good use of the Chamber's services last year.

**THE Cape Chamber had a challenging year in 2008, with the Chamber representing member companies at the CCMA and Statutory Council for a record number of conciliation and arbitration hearings. It should be noted, however, that all arbitration awards were made in favour of member companies.**

Chamber director, Ken Leid, reports that a gratifying number of members made good use of the Cape Chamber's

services last year. At the end of November the Chamber had clocked up 1 272 hours of consulting services in the following categories:

- Human resources management
- Skills development facilitation, reporting and claiming
- Chairing incapacity hearings and facilitating incapacity due to ill health dismissal procedures
- CCMA preparation and representation at conciliation and arbitration
- Facilitating counselling sessions and chairing disciplinary hearings

- Facilitating operational requirement (retrenchment) procedures
- Wage negotiations
- Employment equity compliance and reporting
- Recognition agreements
- Labour law
- Psychometric testing, recruitment and placement

In addition to these direct consulting hours, Chamber staff also provided members with telephonic and e-mail assistance on a wide range of industrial matters.

Training is always a passion and 2008 was no exception. The Chamber presented Supervisory Training Modules and Labour Law workshops in-house at a number of member companies as well as running a number of programmes at the Chamber offices.

For the 23rd consecutive year, Allan Roberts presented Estimating for Printers – this year to 24 students. A further 14 students attended the Production Planning & Estimating course. Successful students gain credits toward the National Diploma in Printing Management that's run at the Graduate Centre for Management at the Cape Peninsula University of Technology.

**Wishing all members a prosperous 2009**



**The Cape Chamber team – Ken Leid (director), Lydia Davids (assistant director), Lincet Bester (receptionist/PA), Elton Phillips (bookkeeper) and Faranaas Jacobs (industry consultant) – wish members a prosperous new year. They look forward to continuing to provide value-added services to members in 2009.**



**Cross Media Training Centre**  
Gauteng, Cape Town and KwaZulu-Natal

**Technical Theoretical Module: Timetable 2009**

1 <sup>st</sup> Semester		2 <sup>nd</sup> Semester	
TT1	Block starts: January 26 Block ends: February 13 Exams: February 16, 17 & 18	TT1	Block starts: July 6 Block ends: July 24 Exams: July 27, 28 & 29
TT2	Block starts: March 2 Block ends: March 20 Exams: March 23, 24 & 25	TT2	Block starts: August 17 Block ends: September 4 Exams: September 7, 8 & 9
TT3	Block starts: June 1 Block ends: June 19 Exams: June 22, 23 & 24	TT3	Block starts: September 21 Block ends: October 9 Exams: October 12, 13 & 14

## Leading the way in alcohol-free printing

We must all be aware of the move away from alcohol-assisted damping for ecological and other reasons. It is, however, not merely a case of leaving the isopropyl alcohol out of the fountain solution, writes ERICH KÜHL.

**ONE newsletter that I access regularly for up-to-date news and reviews of printing industry developments is WorldofPrint.com published by CAT-Verlag Blömer. The following extract, published in the newsletter dated November 26, Volume 17, shows how Hanover-based packaging printer Leunisman achieved freedom from alcohol.**

How printers can use alcohol-free printing to boost their quality and efficiency and at the same time produce in an environment-conserving way was demonstrated by Leunisman and manroland at a symposium on IPA-free printing in Germany in November.

Alcohol-free printing offers printers far more than environmentally compatible production. In addition to saving a company several tons of IPA additives, eliminating IPA makes it possible to standardise pressroom machinery for consistent quality and high production efficiency.

In 2008, the staff at Hanover-based Leunisman started production of high-quality packaging for brand owners in the personal care and cosmetics sectors totally without the use of alcohol; and did so to high quality standards. The plant produces packaging not

only using conventional inks but also UV inks, printing on different substrates such as paper, board, plastics and foil. Besides process colours, special colours are frequently used.

Between 1996 and 2003, Leunisman reduced its IPA consumption from 16% to 7% by converting its presses thanks to manroland equipment packages. With new presses and new measuring technology as well as personnel training, Leunisman has now achieved totally alcohol-free production.

Converting a printing company to IPA-free production takes time and depends on good partnerships with customers and service providers. manroland supported Leunisman in its changeover with groundbreaking equipment packages such as rollers in the dampening unit, modern measuring technology for the circulation of fountain solution, and certified printcom products.

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## FINANCIAL FITNESS

### More on entertainment and VAT

**AS the end of the year came and went faster than the Gautrain, let's not forget the rules about claiming VAT on entertainment – not even for that staff party you threw just before the holidays!**

There is some relief, however, because you CAN claim input tax on these seven expenses where your employee(s) have been out of town for work:

- Domestic airfares
- Accommodation
- Meals
- Parking
- Stationery
- Internet costs
- Toll gates fees

So, the general rule to remember and apply is that you can claim input tax in as far as it relates to expenses incurred in the course of business.

Yet there are certain exceptions – as is the norm with SARS – so keep an eye open for future editions of PrinTalk for more on these exceptions.

To finish off, entertainment is defined as the provision of any food, beverage, accommodation, entertainment, amusement, recreation or hospitality of any kind by a vendor whether directly or indirectly to anyone in connection with an enterprise carried on by him (Section 1 of the VAT Act).

[Extracts from the Practical VAT Handbook]

# Draft amendment of National Road Traffic Regs

**IN November, the Department of Transport published draft regulations in terms of the National Road Traffic Act 93/1996.**

The amendment of Regulation 290 is of concern to the advertising, signage and printing sector, particularly section 3, which prohibits the advertising of any liquor product visible from a public road.

The final regulations will come into operation on a date to be determined by the Minister and we can only hope that sufficient time will be given to advertisers, signage manufacturers and printers to complete their current advertising phases and contracts.

Here's the relevant extract from Government Gazette 31557 dated November 3, 2008. Notice 1359:

Regulation 290 of the Regulations is amended by the substitution of the following regulation:  
Prohibition on advertising on public roads

**1. No person shall display or allow to be displayed any advertising material on or attached to a road traffic sign, except:**

- (a) that a single advertisement may be displayed on each side of a street name sign GL1 or a suburb name sign GL2 in combination with such signs;
- (b) where the manufacturer of such sign displays his or her name at the back of that sign; or
- (c) in the circumstances referred to in section 57(6) of the Act: Provided that it shall be displayed substantially in conformity with the Southern African Development Community Road Traffic Signs Manual.

**2. No person shall use or portray a road traffic sign in an advertisement where**

**such advertisement is visible for a road user while travelling on a public road.**

**3. No person may**

- (a) display or cause to be displayed any liquor product advertisement or any advertisement depicting a liquor product visible on a public road, or permit it to be so displayed;
- (b) display any liquor product advertisement or any advertisement depicting a liquor product visible from a public road, on any land adjacent a public road or land separated from the public road by a street, or permit it to be so displayed.

**4. No person may**

- (a) operate on a public road a motor vehicle on which it appears or is displayed any electronic or lights emitting advertisement; or
- (b) display on a stationary motor vehicle any electronic device or lights emitting advertisement visible from a public road or land adjacent to such public road, or cause it to be so displayed:

Provided that the provision of sub regulation 4 shall not apply to lamp illuminating notice, identification lamps as referred to in regulation 173 (1), (2), and 176 (1).

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