



You and the Imprint Act 43 of 1993

Any printer of printed matter other than a newspaper (as defined in section 1 of the Newspaper Registration Act, 1971 (Act No, 63 of 1971).) shall affix on all such printed matter produced and distributed in the Republic a notice in legible type and in either of the official languages of the Republic. containing the words "**Printed by.....**", followed by his full and correct name and the full and correct address at which he conducts his business of printing, or an abbreviation of his name registered in terms of section 3.

Excluded is printed matter not intended for public sale/public distribution.

(2) Subsection (1) shall not apply to a printer of printed matter not intended for public sale or public distribution,

Commercial Printed Matter Excluded

- (i) Labels, stamps and seals-smaller than 25 cm².
- (ii) Business cards-11 cm x 8 cm or smaller.
- (iii) Letterheads-printed, embossed or foiled.
- (iv) Envelopes.
- (v) Bags-smaller than 17 cm x 11 cm in size.
- (vi) Tape-sealing machine strips.
- (vii) Bank notes printed by the South African Bank Note Printing Company (Pty) Ltd.
- (viii) Fruit wrappers.
- (ix) All bills, Acts, reports, documents, memoranda or minutes of Parliament or any Parliamentary committee that are printed by order of Parliament or any Parliamentary committee or the State President or the Speaker of the House.
- (x) All circulars and work printed on a duplicating machine and published by and in the name of any state department or the Republic of S.A.
- (b) Personal, professional and private stationery
 - (i) Notepaper-printed, embossed or foiled.
 - (ii) Envelopes.
 - (iii) Visiting Cards.
 - (iv) Invitation and acknowledgement cards.
 - (v) Wedding stationery.

The State Attorney confirmed last year that the Act is still applicable and PIFSA are the appointed Administrators of the Act. It is an offence to use a non registered imprint or an imprint belonging to another company.

Almost all printed products fall within the ambit of the Act, and there are only a few exceptions as was mentioned in the left hand column of this page.

Anyone who contravenes or fails to comply with any provision of section 2(1), 3(4) or (6)(a) or 4, shall be guilty of an offence and liable on conviction to a fine or to imprisonment for a period not exceeding one year.

Should you require more detail on this Act or wish to register an Imprint, contact the Chamber Office.

The cost of registering an Imprint is R57.00 inclusive of Vat. A small price to pay to keep legal.

Contact Helen on 031 7058744.

In this Issue

You and the Imprint Act.....	1
Seta Update.....	2
Discretionary Grants.....	3
Estimating for Printing 2012	4
Psychometric Testing	5
Golf Day.....	6
Chamber Courses	8

SETA Update

The Fibre Processing and Manufacturing SETA (FP & M SETA) recently held road-shows around the country to inform stakeholders of the processes and requirements involved in the application for Discretionary Grants.

Whilst the lead-time for stakeholders to prepare their applications was very short, a number of PIFSA members made application for grants to support their training initiatives such as Apprentice Training, Adult Basic Education and other specialized training interventions.

Grants for apprentice training range between R25000 – R30000 p.a. and are well worthwhile applying for so as to supplement the expense of training an apprentice.

Members' News

Should you wish to have news from or about your company published in the Chamber Bulletin, please send details by fax or e-mail to the Chamber. See address at bottom of page this page or contact Helen on 031 7058744.

Estimating For Printing

There has been a strong demand for qualified Estimators in recent months.

The year-long Estimating for Printing course that is presented by the Chamber is a popular programme where delegates learn real skills that are transferrable back to the workplace.

Members are encouraged to select suitable candidates and to book early for the 1012 course.

See page seven for details.

HR Forum Meeting

The next HR Forum meeting for HR Managers and HR Officers in the Industry is set as follows:

Date: 14th November

Time: 13h00

Venue: PIFSA KZN Offices

21 Shepstone Rd New Germany

To confirm attendance call Helen on 031 7058744.

Apprentice Psychometric Testing

The Chamber is equipped to conduct SHL Developed Tests that have been validated for testing in the technical field related to apprenticeships in the Printing and Packaging Industry
Contact Geoff Warren 031 7058744



The auction held at the centenary dinner of a weekend away at the prestigious Oribi Gorge was for a good cause. An amount of R5300.00 was raised for a needy cause – one which most of us are acutely aware of.

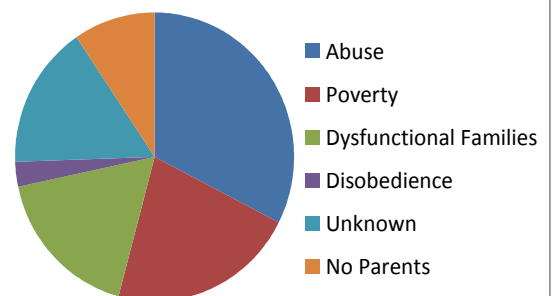
I Care was launched in June 2002 by the LHC Foundation Trust, a registered NPO (Non-Profit Organisation) and PBO (Public Benefits Organisation).

I Care is dedicated to finding a sustainable solution to challenges facing street children in South Africa.

The organisation does not support acts of giving street kids money. It is of the view that this keeps the kids on the streets.

The I Care programme is a holistic one of Awareness, Outreach, Rehabilitation, Housing/Shelter, Education and Skills/Job Creation.

Reasons for Being on the Street



The Consumer Protection Act

The CPA as it is called came into effect on the 31 March 2011. It is broad in its coverage and designed to protect the consumer, improve consumer awareness, and promote fair business practices. This article in no way covers the complete act and its requirements but draws your attention as a supplier of a printed or graphic product to the establishment of your customers' status and the need to review your agreements.

The R2 million Asset/Turnover Threshold

An exemption that is of great importance to suppliers is the threshold exemption for juristic persons with an asset value or annual turnover which at the time of the transaction equals or exceeds R 2 000 000.00. The threshold determination must be calculated in line with the notice issued in Government Gazette 34181 on the 1 April 2011 covering the Financial Reporting Standards applicable, the Valuation of Assets, Calculation of Turnover and the Form of Financial Statements. Sections 60 and 61 of the Act apply to juristic persons over the threshold as well as "consumers". These sections deal with safety monitoring and recall and the structures that should be in place to deal with unsafe goods or products and the liability for damage caused by goods.

The Consumer

Excluding all those transactions that are exempt the consumer is defined in the Act as a person "to whom particular goods or services are marketed in the ordinary course of the supplier's business" including "a user of those particular goods or a recipient or beneficiary of those particular services, irrespective of whether that user, recipient or beneficiary was a party to a transaction concerning the supply of those particular goods or services" and a franchisee in terms of a franchise agreement. As you can see the definition extends the application to persons not party to the actual transaction.

All consumers have certain rights in terms of the Act.

The eight fundamental consumer rights are Equality in Consumer Market; Right to Privacy; Right to Choose; Disclosure and Information; Responsible Marketing; Fair and Honest Dealing; Fair, Just and Reasonable Terms and Conditions; Fair Value, Good Quality and Safety. Be aware that you must bring the consumer's attention to any clauses that deal with liability and warranty that are not in his favour.

The Act states that an agreement is considered unfair or unfavourable if it is excessively one-sided in favour of any person other than the consumer, or if the consumer was not notified of certain terms and conditions such as the limit of liability; assumption of risk; or obligations to indemnify the supplier among others.

Section 16 Cooling off Period after direct marketing

A consumer can rescind without penalty within 5 days from date of agreement or receipt of goods and must return any payments already made, except in such cases where the goods have been used.

Section 17 Right to Cancel

Excludes franchise agreements. A supplier can request prepayment for reservation or order of goods and can impose a reasonable charge for cancellation. The act refers to a "fair amount in the circumstances" so the nature of the goods and the length of notice provided must be taken into account. Any general practice of the relevant industry will also be considered. No charges can be made if the cancellation is due to the death or hospitalisation of the consumer. As a printer you will probably only be allowed to charge for whatever materials you have paid for that cannot be used for any other job.

Oversupply of goods is also covered.

This allows the consumer to reject all the delivered goods, pay for the agreed quantity at the agreed rate, or treat the excess as unsolicited goods (Section 21). Most printers work on the principle of an allowed percentage of "overs" and "unders" - usually 10%. This forms part of most printers' terms and conditions with their clients and as it differs from what is contained in the Act, it must be pointed out to clients. The reason for the 10% clause for over and under supply is because of the very nature of producing special order products and the range of process that may be used in the production process. Ensure that your clients are just as aware of the charge for "overs" as they are to the accepted 10% undersupply.

Do not simply expect clients to acknowledge this peculiarity to our industry, explain it to them.
For a more detailed commentary, visit www.pifsa.org

Chamber Annual Golf Day

The Chamber hosted its Annual Golf Day at the Kloof Country Club on 18th October 2011. What a success it was.

Paul Knock in his usual efficient manner had his organizing committee on hand, and the day went off smoothly, with Martin Conway selling raffle tickets, and registering players, Geoff Warren taking photographs and preparing the usual Daily News front page article, Peter Tubb organizing the prizes and Barry Lynch setting the players off on time. Leanne Pollock assisted with the registration of players and the preparation of score cards and cooler bags that were donated by Heidelberg.

Winners of the competition were:

First Place on 47 points:

Garth van den Bergh and Clinton Phipps

Second Place on 46 points:

Sundren Naidoo and Peggie Williams

Third Place on 45 points:

Sam Pillay and Morgan Subramoney

The longest drive went to big hitter Wayne Farnham, and the “nearest the pins: were won by Pat McLaverty, Graham Spence, Christo Botha, Jim Nicol and Neil Speres.

The best dressed fourball was awarded to the Shave and Gibson team.

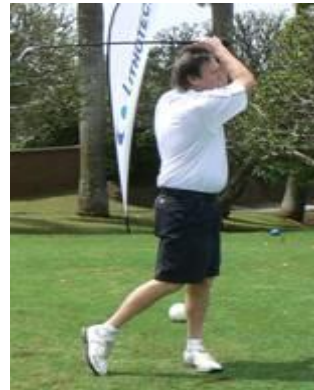
The best presented hole was that of Silveray Stationery Manufacturers. The booze hamper was won by Justin Shearer.



Jim Nicol receives a prize for nearest the pin on the 11th



Lithotech's lovely ladies put on an excellent spread for the golfers



Gary Terrblanch showed good form with the his follow-through



The Heidelberg Team was well turned out



John Wheatley collected the trophy for the best decorated hole from PIFSA KZN President: Bruce Pender-Smith

Academic Term dates of Higher Educational Institutions – 2012

We append below for the information and interest of members the academic term dates of higher educational institutions for the year 2012.

Central University of Technology Free State terms

1 st term	03 January	30 March
2 nd term	10 April	22 June
3 rd term	16 July	28 September
4 th term	08 October	07 December

The above information has been compiled from official sources and whilst every effort has been taken to ensure that the information supplied is correct, PIFSA cannot be held responsible for any changes or inaccuracies in information supplied

Academic Term dates of Higher Educational Institutions – 2012

We append below for the information and interest of members the academic term dates of higher educational institutions for the year 2012.

Cape Peninsula University of Technology terms

1 st term	30 January	30 March
2 nd term	10 April	15 June
3 rd term	23 July	7 September
4 th term	17 September	30 November

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E-Mac for Sale

The Chamber has a number of e-Macs for sale. These machines have hardly been used.

**Contact Geoff Warren
031 7058744**

Namibian Public Holidays 2012

We list hereunder Public Holidays that will be observed in Namibia in the year 2012 for the information and interest of members.

New Year's Day	1 January 2012	Sunday
Independence Day	21 March 2012	Wednesday
Good Friday	6 April 2012	Friday
Easter Sunday	8 April 2012	Sunday
Easter Monday	9 April 2012	Monday
Workers Day	1 May 2012	Tuesday
Cassinga Day	4 May 2012	Friday
Africa Day	25 May 2012	Friday
Ascension Day	2 June 2012	Saturday
Heroe's Day	26 August 2012	Sunday
International Human Rights Day	10 December	Monday
Christmas Day		

This information has been compiled from an official source whilst every effort is made to ensure that the information supplied to us is correct, PIFSA cannot be held responsible for any changes or inaccuracies.

Uganda Public Holidays 2012

We list hereunder for the information and interest of members the dates of Public Holidays that will be observed in Uganda in the year 2012.

New Year's Day	01 January 2012
NRM Day	26 January 2012
International Women's Day	08 March 2012
Good Friday	06 April 2012
Easter Sunday	08 April 2012
Family Day	09 April 2012
Labour Day	01 May 2012
Uganda Martyr's Day	03 June 2012
National Heroes Day	09 June 2012
Independence Day	09 October 2012
Christmas Day	25 December 2012
Day of Goodwill	26 December 2012

The above information was obtained from the Government website and whilst every effort is made to ensure that the information supplied to us is correct PIFSA cannot be held responsible for any changes or inaccuracies.



PIFSA KZN Chamber

Presents

Effective Account Management **“How to collect on-time, every time”**

WORKSHOP OBJECTIVES:

This course gives the candidate a good understanding of, as well as the required tools to assist them in the collection of outstanding invoices and debt.

WHO SHOULD ATTEND THIS WORKSHOP?

All staff members in the Finance Department and those who manage accounts or collections.

DATE:

24 November 2011

09:00 – 13:00

WORKSHOP CONTENTS:

- Introduction
- Who are you dealing with?
- Clearing credit limits
- Final demands and variations
- When to say no!
- The National Credit Act
- The Consumer Protection Act
- Accounts on hold and closed
- Strengthening your position
- Tightening the screws
- Why using lawyers isn't the way
- Using Section 234/69 of the law

VENUE:

Unit 2 Afriscan Park, 21 Qashana Khuzwayo Rd (Shepstone Road), New Germany

ENROLMENT:

For any further information please contact Helen Stuart at the KZN PIFSA office on 031-7058744 or kzn-chamber@pifsa.org. For enrolment please complete the Enrolment form and fax it to Helen on 0865081322 or 031-7054408

COST PER DELEGATE: R450.00 (INCL VAT)

The cost includes a Light lunch, tea & coffee and Course notes

ESTIMATING COURSE FOR PRINTERS – 2012

The **Estimating for Printers** course is run by PIFSA's three main Chambers is well supported and has been offered over a period spanning many years. We have found in the past that, not only do aspirant estimators enroll for the course, but also those with many years' experience, in order to confirm their understanding of the logic behind the theory.

This course is especially useful to those who have only been trained in computerized estimating, aspirant Estimators and Sales Representatives.

The PIFSA **Estimating for Printers Course** covers a great deal of practical printing theory and explains the mysteries of many technical aspects of the job which are not clearly understood by those who only operate a software program. It also provides sales representatives with technical knowledge which they would otherwise never understand.

During the year of 2012, when business is likely to continue to be more difficult than it has in recent years, members are earnestly requested to consider the benefits of improving their service delivery to clients, by improving the skills and technical knowledge of their employees.

This course will assist individuals in not only Calculating Estimates, but also Production Planning Management and Sales

STARTING DATE	:	7 February 2012
STARTING TIME	:	17h00, every Tuesday evening
REGISTRATION BEFORE:		20 January 2012
VENUE	:	Unit 2 Afriscan Park, 21 Shepstone Rd, New Germany
COST OF THE COURSE	:	R4 850, 00 (Inclusive of Text Book, Tuition, Examination Fee and Certificates, Incl. VAT) R9 700.00 for non Member (Inclusive of Text Book, Tuition Examination Fee and Certificates, Incl. VAT)
DURATION	:	40 x 2 hour lectures during the year
EXAMINATIONS	:	1 x theoretical examination in June 2 x practical examinations in November

Contact Helen at the Chamber to Enroll for this course.

Tel 031 7058744 or e-mail kzn-chamber@pifsa.org

Course	Details	Duration	Date	Price
An Introduction to Printing ID2	An in-depth explanation of traditional printing processes, current and future development, Paper and its influences on the printing process, Colour and ink.	2 Days	17-18 January	R 2650.00 (excl. VAT) Tea, Lunch and Course Notes
TT 1 Block: for Apprentices	Rotary Web, Continuous Stationery Envelope & Stationery Adjuster, Flexography Rotary Reeling, Lithography Sheet Fed, Packaging, Electronic Origination	08h30-15h45	23 January 2012 Exam date: 20, 21 and 22 February 2012	R 8 735.00 (Incl. Vat)
Fire Fighting	NQF LEVEL 1 Theoretical and Practical Training.	Half day	24 January	R595.00
Health and Safety	Employers who employ more than 20 employees at any work place are required to appoint a Health and Safety Representative. This requirement is in terms of the Occupational Health and Safety Act. NQF Level 2.	1 Day	24 January	R900.00 (excl. VAT) Tea, Lunch and Course Notes
First Aid Level I	Delegates will receive First Aid Training to equip them as an In-house First Aider. This course includes CPR.	2 Days	25-26 January	R750.00 (excl VAT) Tea, Sandwiches
Handling Misconduct and Poor Work Performance	A hands-on practical programme for Managers and Supervisors who have to deal with Misconduct and Poor Work Performance issues.	1 Day	7 February	R1325.00 (excl VAT) Tea, Lunch and Course Notes
Telephone Technique and Front Office Skills	Impressions are long lasting and customers can be won or lost during their encounters with your business. This could be in the sales Department or Office Administration.	1 Day 08h30 – 16h30	16 February	R1325.00 (excl. VAT) Tea, Lunch and Course Notes
Supervisor Leadership Development	A course for first line Supervisors/Managers. Specialising in the Principles of Management and dealing with staff.	2 Days 08h30 – 16h30	22-23 February	R2650.00 (excl. VAT) Tea, Lunch and Course Notes