



Pleased to assist the growth of South Canterbury by maintaining a safe, reliable and cost effective electricity distribution system.

We are proud to support the Chamber of Commerce in promoting business in South Canterbury

WHAT YOU GET FROM CHAMBER MEMBERSHIP

- The **"ONE STOP SHOP"** – South Canterbury's leading Business Information Centre comprising the Chamber of Commerce and the Aoraki Development Trust.
- **FREE ENTERPRISE TRAINING** Courses, Seminars and Workshops, to meet the training needs of the community. (Eligibility criteria apply Enterprise Training).
- **LOBBYING WITH** Government and Local Government on issues of concern to local business.
- **SUPPORT AND ENCOURAGEMENT** of new business opportunities by preparing feasibility studies, business plans etc.
- **FREE** accounting, legal or employment advice via an 0800 number – intended for short question / answer type queries.
- **GROW** your business by networking at the very popular 'Business After 5' functions and other events.
- **REDUCE** business costs with a range of local business overhead savings schemes.
- **NEWSLETTER.** To keep you better informed, our monthly newsletter covers local and national business topics and Chamber activities.

Training Calendar

Strengthening your Financial Management & Sustainability: For Now and the Future

Workshop presenter: Tom Downey
Workshop date/time: Wednesday 26 August 2009, 10.00am - 1.00pm
Enterprise Training – Free course
Topics include:
What is your long-term vision?
Do you understand what is occurring economically in New Zealand and world wide?
What does the term "sustainable business" actually mean?
Understanding your financials and how that affects your sustainability over time.
The trilogy of support "Accountant, Bank and Legal"

Marketing is about having 'An Edge over Competitors' & 'Developing Alliances'

Workshop presenter: Tom Downey
Workshop date/time: Thursday, August 27, 10.00am - 1.00pm
Enterprise Training – Free course
Topics include:
How to protect your competitive advantage
How to make your business stand out from the crowd
How to form strategic alliances
The evolving nature of marketing

Retail and Selling Skills (Part 3 of 3)

Date: Tuesday, September 22, 9am-12pm or 2pm – 5pm
Presenter: Tom Downey, principle, The Finnegan Group.
Topics include:
The art of selling
Asking useful questions to help close a sale
Budget versus value, quality and the impact of future trends
Up selling and add ons

New Members

Keith Shaw YMCA South Canterbury 23 Butler Street, Timaru <i>Second Chance Education</i>	Jane Samuel CRT Real Estate 32 North Street, Timaru <i>Real Estate</i>
Roselyn Cloake Cloake Creative 16 Te Weka Street, Timaru <i>Communication Design Studio, web design, photography & fine art</i>	Fran Geaney Lime Lite Café 300 Hilton Highway, Washdyke <i>Cafe</i>

SOUTH CANTERBURY CHAMBER OF COMMERCE

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Exporters win award

Congratulations to Chamber president Steve Lyttle for the win by his company Honey Valley in the Export New Zealand Canterbury (South Island) Exporter of the Year in the small to medium business category.



Honey Valley owners Steve Lyttle and Carolyn Ball say the win is a team effort by the staff of their company.

Mr Lyttle says it has been fantastic to win the award and that the win is an endorsement in what the company does and the efforts of the team.

From a business viewpoint, he says that winning the award has been further endorsement of the company's strong customer relationships and it is a point of difference from his competitors.

Members of the Chamber Export Cluster are invited to Honey Valley on Wednesday this week for a chance to see the operation first-hand, and learn the background to some of its success.
To attend contact Di Hay, 684 6360

Almost 98 percent of the company's product is exported, with the company recording about 20 percent growth in sales in the last couple of years, and it is on track to improve sales by 25 percent this year.

BA5



The Chamber had its biggest ever Business After 5 this month with about 250 turning up to hear the exciting plans for the Hydro Grand site, by Grand Piazza Ltd.

Entry deadline soon for business awards

The entry deadline is looming for the regional business awards – it's time to get cracking and get your entry in.

This year the Chamber is pleased to be the principal sponsor of the South Canterbury Chamber of Business Excellence Awards and considers it to be a valuable way of supporting and encouraging local business.

Entries close at 4pm on Friday, September 4 and the awards will be announced in Timaru at a gala function on October 8.

Chief executive Wendy Smith says it has been a great opportunity to further promote the Chamber to the wider business community and to encourage more business people throughout the region to join the Chamber.

"As we've been telling people about the awards, we've also been telling them about the Chamber and the services we offer and how we can support their business," says Mrs Smith

"Entering the awards can be a great team building project for your business, as you can use it as an opportunity for staff to sit down and think about what makes them stand out from the crowd, and what makes their business successful."

Mrs Smith says that the award ceremony will be an exciting evening, with a gala event planned for the Bay Hall.

Five time Oscar winning Wellington company Weta Workshop's general manager, Tim Launder, will be the guest speaker and former political editor and former TVNZ head of news and current affairs

Bill Ralston is the master of ceremonies for the evening.

"We want to celebrate the passion, performance and people of South Canterbury.

"This is the premier business award event for our region and we hope that the business community will embrace the awards and recognise that to do so gives them a fantastic opportunity to promote their business," says Mrs Smith.

This year the entry forms have been streamlined in an effort to make them easier and less time consuming to complete. They can be downloaded on www.scchamber.org.nz

"We want to make it as straight forward as possible for businesses to enter, as we really want to encourage as many entries as possible," says Mrs Smith.

Among the key questions asked of entrants, is an explanation of why their business should be a category winner, and the exceptional characteristics of the business.

There are seven award categories, plus the supreme award.

- They are:**
- **Hospitality and Tourism**
 - **Primary and Manufacturing**
 - **Exporter**
 - **Retail**
 - **Technology and Innovation**
 - **Community Organisation**
 - **Service**