



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.

Tribute to Dan Cosgrove

Chamber life member Dan Cosgrove passed away this month.

Dan was a well respected and valued member of the chamber and was one of only four life members. He had a period on the chamber board, ending in 2002.

Dan was the second generation running his family business, named after his father, Dan Cosgrove Ltd. The company maintains its head office in Timaru and has served South Canterbury customers for 70 years.

According to fellow chamber life member Maurice Smith, Dan directed operations from his Leckie Street office and was always available for two way "info sessions". He was also well known for his Saturday morning mail and coffee shop sessions, from which he managed to keep a pulse on business developments in the town.

When asked by Maurice how many staff do you employ? Dan's quick response was: "Not enough during the week, and too many on pay day!"

The Business Drop in Centre

Free specialist advice is available this week at the Business Drop In Centre, from midday until 2pm at the Aoraki Development Trust offices on the corner of Stafford and Strathallan streets.

- IT strategies** – Verb
- Business Legal Issues** – Raymond Sullivan McGlashan
- Marketing** – Aoraki Development Trust

- On offer is advice on:
- Business finances** – One to One Accounting
 - Employment Law** – Quentin Hix Legal
 - Business Banking** – Westpac

You can call in or book an appointment phone ADT office on 688 9907.

The Business Drop In Centre is sponsored by Westpac and Port FM.

New Members

Lindsay and Suzy Bennett
Le Monde and Blue Bay Café
64 The Bay Hill, Timaru
Restaurant and cafe

David Wood
Financial Navigation Company
3 King George Place, Timaru
Financial advice and securities

Lizelle Pelsler
Just Jude Womans Gym
20 The Terrace, Timaru
Women's Gym

SOUTH CANTERBURY CHAMBER OF COMMERCE
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Training Calendar

Employment Law - for non-lawyers
Date: Tuesday, August 11
Presenter: Tony Shaw, partner Timpany Walton.

Risk Management Discussion Group – for Not for Profit Sector
Date: Tuesday, August 18, 3pm – 5pm
Venue: Aoraki Polytechnic
Presented in partnership with Aoraki Polytechnic Faculty of Business Outdoor Education, Sport Media and IT.

Retail Sales (Part 3 of 3)
Date: Tuesday, September 22
Presenter: Tom Downey, principle, The Finnegan Group.

Essential Supervision Skills
Date: Thursday September 17
Presenter: Victoria Barkway, Training & Development Consultant, Canterbury Employers Chamber of Commerce

BA5

South Canterbury Finance – July 29
Due the immense popularity of the BA5 this week, the event at South Canterbury Finance's new offices in Sophia Street is now being run in two sessions:
Session 1: 5.30pm - 6.45pm
Session 2: 7pm-8pm
Registration for this BA5 is essential or you will not be admitted.

Next BA5 Hydro Grand – August 19
Starts at 4.30pm for tours – bring a torch. Usual BA5 starts from 5.30pm and will feature the unveiling of the new hotel development plans. Registrations are now being taken for this event. Email commerce@timaru.biz or phone 684 6360 to book your place early.



Vaughan Moloney (centre) with staff Tania Samuels and Mark Rogers, who have all been attending the Chamber's retail and selling skills course.

Retail training ... hits the spot

Midway through the three-part Retail and Selling Skills course, and it's been given the thumbs up by attendee Vaughan Moloney.

Vaughan is managing director of Moloney Distribution, which distributes and stores chilled, frozen and general freight, and not only is he attending, but he has also been sending along two of his staff.

"It's been a worthwhile course," he says. "It's not a big investment and anything like this is useful. "I've been selling for 11 years, so for me, it's more of a refresher, but for my two staff, it's been very useful. It's been reinforcing to my staff members what I've been telling them."

The course has been broken into three sessions, of half days, split over four months, and Vaughan says having the split

sessions has worked well, as it has helped to refresh what they have learnt. It also has worked to minimise disruption in the workplace, by only requiring a limited time away from their jobs.

Presenting the course for the Chamber is Invercargill-based Tom Downey, from the Finnegan Group, which specialises in business support and management

The next session of the Retail and Selling Skills course is being held on Tuesday September 22, with morning or afternoon slots still available. While it is part three, it is not essential to have attended the earlier sessions.

Part three will focus on key techniques used by high achievers, learning how to ask the right questions, up selling and adding on.