

## Business on the Bay - Seminars for 2009

### Business Planning

The key building block for any business. Held in Timaru. Enterprise training programme.

Date: Tuesday, April 7

### The Dynamics of Customer Service, Employees and Future Trends

Enterprise Training programme.

Date: Wednesday, April 8.

### Marketing – Get back to the Future

Held in Waimate. Enterprise Training programme.

Date: Wednesday, April 8

### Talking Tough – Getting through the Credit Crunch

• Help your business survive and thrive through the tough economic times. Topics include: Cashflow, cutting costs, credit control and business planning.

Date: Tuesday, April 21

Presenter: Craig Copland, Principal Hubbard Churcher and Co.

### Re-Structuring for Sustainability

• Time to re-structure and re-focus to both sustain your business and move ahead, in spite of the current challenging economic environment. Planning now will put you in a good position to grow, when the time is right.

Date: Tuesday, May 12

Presenters: Stephen McFarlane, One to One Accounting Ltd, Tony Shaw, partner Timpany Walton.

### Training for Health and Safety Representatives – Level 1

• This course is approved under Section 19G of the Health and Safety in Employment Act 1992 for training health and safety representatives and offers an alternative to union-based training.

Date: Thursday, May 14 and Friday, May 15

Presenter: Helen Mason, Occupational Safety & Health Consultant, Canterbury Employers Chamber of Commerce

### Retail sales (Part 1 of 3)

• Here's a great chance to improve the sales skills of your team, by signing up for this morning sales training session. Ideal for those new to retail training, and also great for people needing to brush up on their existing skills. The course is broken into three parts, but it is not essential to commit to them all.

Date: Tuesday, May 19

Presenter: Tom Downey, principle, The Finnegan Group, specialists in business support and management.

### Disciplinary Process

• With personal grievances on the rise, do you and your managers feel confident taking disciplinary action? Failing to follow the correct procedures can result in time consuming and expensive personal grievances.

Date: Thursday June 18

Presenter: Tony Shaw, partner Timpany Walton

### Retail Sales (Part 2 of 3)

• The second part of our retail training course to help hone the skills of your sales team. Ideal for those new to retail training, and also great for people who are needing to brush up on their existing skills.

Date: Tuesday, July 21

Presenter: Tom Downey, principle, The Finnegan Group, specialists in business support and management.

### Employment Law – for non-lawyers

• If you employ someone, it's essential to have some understanding of employment law. This short workshop is designed to give you a basic understanding, without needing to enroll for a law degree.

Date: Tuesday, August 11

Presenter: Tony Shaw, partner Timpany Walton.

### Retail sales (Part 3 of 3)

• The third part of our retail training course to help hone the skills of your sales team. The course is broken into three parts, but it is not essential to commit to them all.

Date: Tuesday, September 22

Presenter: Tom Downey, principle, The Finnegan Group, specialists in business support and management.

### b fit – Chamber Golf

They've got what it takes! The winning team at the 2009 Chamber Golf Day from left: TelstraClear rep Graham Wood, Pat Collins, Wayne Hitchcock, Don Deeks & Les Jones.



### b ahead – Chamber Member Discounts

#### HIGH TECH BLASTING

82 Wilson St, Geraldine • Phone 03 688 1139

#### INVESTMENT MANAGEMENT

Level 2, Cnr Church & Sophia Sts, Timaru • Phone 03 684 9183

### b connected

#### New Members

Ineke Pierce & Renee Brinkmann

Porters Giftware

273 Stafford Street, Timaru

Don McCully

South Canterbury RSA

Wai-iti Road, Timaru

### SOUTH CANTERBURY ON THE MOVE

#### Always On The Move

PBT Transport is a nationwide mover of general freight. It provides a fully integrated service moving small, large and bulk items.

PBT's South Canterbury branch is located on Washdkey Flat Road.



As well as moving freight of all sizes, PBT nationally also offers storage and distribution options through six individual business units, however the primary role of PBT locally is freight movement through PBT Transport and the handling of smaller items through PBT Couriers.

PBT's primary mode of transport throughout New Zealand is by road with over 70 B-train line-haul trucks travelling between the 27 branches and depots every day. The company also utilises rail and sea transport between main centres.

Company policy is service driven; the main goal is Delivering In Full, On Time, Undamaged (DIFOTU). Sophisticated EDI (electronic data interchange) and freight management systems allow PBT to measure and achieve its demanding high performance standards and achieve innovative, efficient and cost-effective solutions for its clients.

#### Into The Woods And Beyond

Laurie Forestry Ltd (LFL) is a leading private forestry company providing consulting, management and marketing services to plantation forest owners, farmers, sawmills and manufacturers. The company was first registered in NZ in 1992.

LFL has operations extending throughout Canterbury, Otago, Marlborough and Westland with offices in Waimate and Christchurch. It is one of the largest regional operators in privately owned forest and woodlot harvest, a position maintained through a knowledgeable, competent and committed team approach to all services and operations.

LFL also provides forest management and consulting services including valuations and project evaluations. It has become heavily involved in carbon trading helping a large portfolio of forest and woodlot owners through the process registering for and selling their carbon credits.

The company is recognised for its highly ethical and honest services which are the hallmarks established by TFL founder and managing director, Allan Laurie. Allan is one of the longest serving Registered Forestry Consultants in the country and is highly respected in all forestry circles.

The company's operations follows the overriding principles of providing best possible service and advice ensuring repeat business and therefore longevity.

### SOUTH CANTERBURY CHAMBER OF COMMERCE

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[www.scchamber.org.nz](http://www.scchamber.org.nz)



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.