

DURBAN CHAMBER OF COMMERCE & INDUSTRY



KZN EXPORTER OF THE YEAR 2013

TRANSNET



port terminals



ENTRY FORM



The KZN Exporter of the Year Awards will be adjudicated in the total turnover categories indicated below. **Please tick** the appropriate category that you are applying for: Categories A-C if exporting for more than 3 years and category D if exporting for less than 3 years; Category E is not compulsory but adjudicated and awarded on its own; Category F is for Export Service Providers listed below;

A	Small	(Less than R25 Million Rands per annum)	
B	Medium	(Between R25 Million Rands and R100 Million Rand per annum)	
C	Large	(Greater than R101 Million Rand per annum)	
D	New Exporter	For exporters who have been exporting for less than 3 years	
E	Africa	For exporters who are exporting into Africa (including BLNS countries)	
F	Export Service Providers	Shipping Agents; Clearing & Forwarding Agents; Insurers & Financiers	

ENTRANT INFORMATION

Company name		
Company physical address		
Company postal address		
CEO / Managing Member / Managing Director		Title
Name of person in charge of exports		Title
Contact for this application		Title
Telephone number		Cell No.
Fax number		
Email address		
Website address		
Nature of business		
Main product/service		Sector
Number of employees		B-BBEE Level
Export registration number		
Year the business started trading		
Year the business started exporting / dealing in exports		

FINANCIAL AND OTHER INFORMATION

Note: All information is strictly confidential. Information might be subject to an audit by the auditors appointed on behalf of the competition.

Section I: Manufacturers / Producers (Only)

SUSTAINED EXPORT DRIVE	Financial Year 2010/11	Financial Year 2011/12	Financial Year 2012/13
Rand turnover value - total	R	R	R
Rand turnover value of exports	R	R	R
Exports as a % of total turnover	%	%	%
% increase in export turnover	%	%	%
% local content added in production	%	%	%
% contributed to profits by exports	%	%	%
% of exports to Africa of total exports	%	%	%

Section II: Export Service Providers – Shipping Agents; Clearing & Forwarding Agents; Insurers & Financiers

SUSTAINED EXPORT DRIVE	Financial Year 2010/11	Financial Year 2011/12	Financial Year 2012/13
Rand value facilitated	R	R	R
Rand value invoiced	R	R	R
% increase invoiced	%	%	%
% invoiced in respect of Africa exports	%	%	%

B-BBEE Information to be completed by all entrants (Please attach B-BBEE Certificate if available)

		Small		Medium		Large	
		Minimum target for point scoring	Indicate current status	Minimum target for point scoring	Indicate current status	Minimum target for point scoring	Indicate current status
Employment Equity	How many new jobs have been created in past three years?	Score will be allocated for any number > 0, on a sliding scale		Score will be allocated for any number > 1, on a sliding scale		Score will be allocated for any number > 2, on a sliding scale	
	How many black women have been employed in past three years?	Score will be allocated for any number > 0, on a sliding scale		Score will be allocated for any number > 0, on a sliding scale		Score will be allocated for any number > 1, on a sliding scale	
	How many people living with disability have been employed in the past three years?	Score will be allocated for any number > 0, on a sliding scale		Score will be allocated for any number > 0, on a sliding scale		Score will be allocated for any number > 1, on a sliding scale	
Skills Development	The number of success stories of employees started from low level to high level within the organization in the past three years	Score will be allocated for any number > 0, on a sliding scale		Score will be allocated for any number > 1, on a sliding scale		Score will be allocated for any number > 1, on a sliding scale	
	Number of black youth trained in past year	Score will be allocated for any number > 0, on a sliding scale		Score will be allocated for any number > 0, on a sliding scale		Score will be allocated for any number > 1, on a sliding scale	
	Number of people living with disability trained in past year	Score will be allocated for any number > 0, on a sliding scale		Score will be allocated for any number > 0, on a sliding scale		Score will be allocated for any number > 1, on a sliding scale	
Enterprise Development	Number of black businesses developed by your organization in past year in the following areas:						
	Rural regions	Score will be allocated for any number > 0, on a sliding scale		Score will be allocated for any number > 0, on a sliding scale		Score will be allocated for any number > 1, on a sliding scale	
	Black women	Score will be allocated for any number > 0, on a sliding scale		Score will be allocated for any number > 0, on a sliding scale		Score will be allocated for any number > 1, on a sliding scale	
	Black Youth	Score will be allocated for any number > 0, on a sliding scale		Score will be allocated for any number > 0, on a sliding scale		Score will be allocated for any number > 1, on a sliding scale	

Additional critical information

(If there is insufficient space, please provide input on a separate document)

NB: Questions 3b, 4b and 5b below are specifically related to exports and support (service provision) of exports to Africa and will be judged for the Excellence in Exporting to Africa category.

1. Please provide a brief description of your business, the products or services it supplies and the countries in which you operate. Include any notable achievements. Please provide details of any successes into a particularly difficult market.

2. The B-BBEE component will be judged according to the criteria as outlined in the B-BBEE SCORECARD applicable to your industry. Full motivation relevant to the B-BBEE scorecard is a factor for all categories. This motivation must be submitted with this application. Please give examples of any specific schemes or initiatives that you have in place for supporting your local community, your workforce or the environment. E.g. community based projects, fund raising, recycling schemes, mentoring. (Corporate Social Involvement)

3. a) Please outline the overall trend in your turnover and profit margin together with a brief description of key events that have led to these changes where appropriate. Outline impact of any export product sales or service on your business as a whole.

3. b) As per the above with regards to Africa exports only.

4. a) Please outline your strategy for business growth through export products or services, highlighting strategies for both existing market expansion and penetration into new markets. Include exhibitions attended in the past year. What impact have these strategies had on sales in export markets?

4. b) Please outline your strategy for business growth through export products or service to **Africa**, highlighting strategies for both existing market expansion and penetration into the African markets. Include exhibitions attended in the past year.

5. a) Please supply examples of any steps undertaken to tailor your products or services to the specific export markets in which you operate, include any R & D (Research and Development) of new products. How has this affected your sales and marketing strategies?
5. b) Outline any R&D that has taken place for export products or services to African countries specifically.
6. Please describe your company structure with regard to export sales or services. Do you have a specific export department? Do you employ overseas agents to secure your target markets? What specific training, if any, is given to staff? Please state any employment / learnerships created. Also indicate to what extent your employment has increased as a result of your export activities?

***** Please attach a company brochure / CD to your entry form.**

• We would also like to know how you were made aware of the KZN Exporter of the Year Awards. (Your Chamber / TradePoint SA Durban / Bank / Clearing Agent / Newspaper advert etc.)

○ Entity : _____

○ Contact Person (if applicable): _____

○ Contact Number (if applicable): _____

DECLARATION:

I hereby apply for consideration in the KZN Exporter of the Year Awards 2013 and certify that the particulars given herein, as well as, any accompanying documentation, are true and correct to the best of my knowledge and belief.

I hereby agree to submit to an audit process.

Signed: -----
(CEO / MD / Regional Manager)

Designation: -----

Date: -----

The closing date for ENTRIES is: 4pm, Friday, 16 August 2013

Please forward entries to:

KZN EXPORTER OF THE YEAR AWARDS 2013
ATTENTION: PRUDENCE SAKALA, TRADE COMMITTEE
Durban Chamber of Commerce and Industry
P O Box 1506, Durban, 4000
Physical Address: 190 Stalwart Simelane Street (Old Stanger Street), Chamber
House, Durban
Tel: 031-3351013 Fax: 031-3321288
Email: sakalap@durbanchamber.co.za

THE RULES

1. Entries and the intellectual property of the entrants will be treated in the strictest confidence.
2. Entries will be judged in two stages by an independent and impartial panel of judges. The initial stage will be based on a written submission from which the finalists will be chosen.
3. The award winners will be announced at The KZN Exporter of the Year Awards 2013 Gala Dinner on **30 October 2013** at a prestigious venue in Durban. Winners may be requested to participate in post event publicity.
4. Entries are open to all exporters within KwaZulu-Natal and NOT restricted to Durban Chamber members only.
5. Applicants must be authorised to enter their organisation into the awards programme.
6. Entries should preferably be in typed format.
7. All entries will be acknowledged on receipt. Information included in entries will become the property of The Durban Chamber of Commerce and Industry. Entries will not be returned.
8. The organisers reserve the right to withdraw an award from any applicant supplying false information within their entry.
9. The Award is held on an annual basis and the 'floating' trophies are returnable to the Durban Chamber of Commerce and Industry at a stipulated date prior to the next event.
10. **The closing date for entries is 16 August 2013** by which date entries must have been received at the offices of the Durban Chamber of Commerce and Industry.
11. The judges' decision is final and no correspondence will be entered into.
12. The declaration by the financial manager must accompany each entry form.
13. By registering and completing an entry for the awards you agree to these terms and conditions.