





### NOCCI GALA EVENING.

The response to the Gala Evening has once again been phenomenal. With-in the first few days 18 full tables have been sold. Our Guest of Honour Dr. Stef Coetzee is one of Upington's great success stories. In appreciation Nocci would like to have a "sell-out" evening. There are just 20 tickets left!

### NEW PARKING METERS FOR UPINGTON.

The dreaded parking meters are about to return to our streets. The traffic department have invited all Nocci members to meet with the new Service Provider and give your views and opinions.

DATE: WEDNESDAY 12TH NOVEMBER

TIME: 16:30-18:30

VENUE: GREENFIELD GARDENS GUEST HOUSE WILDEBEES STREET.

RSVP: TEL:054-3311009.

PLEASE SUPPORT THIS MEETING.  
THIS IS OUR OPPORTUNITY TO  
EXPRESS OUR OPINIONS.



## NEWS FROM THE AIRPORT.

October was Transport month. ACSA used the opportunity To hold a workshop. Where the plans for the upgrading of the Terminal building at the Airport were made known.

The meeting was opened by the MEC for Transport Mr. Malusi And was attended by a great many dignitaries from ACSA and the Department of Transport. The sketches are beautiful, and the Airport will be a wonderful asset to Upington. Here's hoping Airlink will come to the party and improve our service and prices.

Mrs. Barnes also revealed ACSA's plan to actively market the "long term parking" facility or "mothballing project" planned for Upington. This project will be of great significance for Upington Airport, creating jobs and spin offs for the town. ACSA once again proves its commitment to the economic upliftment of Upington. Thank-you.

Rumour has it that there is to be service between Upington and Kimberley.

Your comments please!



## THE TOURISM FORUM.

A very successful meeting was held between members of the Tourism Industry, //Khara Haís, Nocci and a representative from the DEAT.

The Department of Environmental Affairs and Tourism. The meeting was well represented and a committee was formed from those who attended.

Mr. Tinus Uys was elected as chairperson, and Mrs. Nugent as vice.

It was decided to create an events calendar, to try and inform everyone of "what's happening in Upington". If you would like to have your event published on the events calendar, please notify the office.  
info@nocciupt.co.za or phone Tel: 054-3311009.

For further information on the Forum please contact the Nocci Office.

## THE HOMELESS PEOPLE OF UPINGTON.

The problem of the Homeless in Upington is growing by the day .  
//Khara Haís has appealed to the community of Upington to join them in trying to find a solution .

On the 9th October a meeting was held at //Khara Haís to form a Committee represented by all interested parties.

The meeting was very well attended and a small committee was formed. Represented on this committee are all the welfare organizations; Nocci; SAPS and //Khara Haís.

If you would like to become involved please contact Elsabé at the Nocci Office. Tel: 054-3311009.



## BUSINESS TIPS.

**At the beginning of August I coached a small business owner on his problems emanating from the present credit squeeze. His problems centred around the following issues-**

- **He was running out of cash, because against my advice he was taking too much out of the business for his personal benefits.**
- **He was using his business credit card for his personal expenses.**
- **He was 2 months in arrear with his lease payments.**
- **He was employing family members who were contributing nothing to the business.**
- **He had taken expensive holidays at the cost of the business.**
- **He had ignored his customers, because he thought he had the market.**
- **He was always late for meetings and would not go to their premises to settle problems.**
- **They were now looking elsewhere.**
- **He was weak with administration and recording systems.**
- **He had a bad relationship with his bank.**
- **His creditors were pushing him.**
- **His tax payments were made, but not always accurate.**

## SOLUTIONS

- **He must reduce his drawings as much as possible (even more than he planned) and only take enough for household needs.**
  - **Company money must only be used for company business. So no using the company business card for personal ends.**
- Importantly, cut out as many expenses as reasonably possible-cash flow must be controlled-he was very social -and cutting out his drinking habits helped his health.**

- **Try to make a deal with creditors, but be ruthless with debt collecting.**
  - **Fire family members-they contributed nothing. In fact their salaries were half of his payroll.**
  - **For all those people he must meet, such as the bank manager, customers, lessor and the receiver of revenue-go to them cap in hand and explain your position openly and honestly-they can be human.**
- Cut out for the time being expensive holidays-even if he was paying himself -he was needed for the business to turn it around before it was too late.**

**The following actions eventuated-**

- **The lessor gave him 6 month to settle arrears (without interest) - Lessors are also struggling "A bird in the hand is worth 2 in the bush".**
- **He visited all customers, on time, at their premises and humbly explained his position He did not raise his prices and to date they have stayed with him.**
- **With regard to the bank manager - he also gave him a reasonable time to settle his problems, because of the way he approached them.**
- **The Receiver was also approachable - and gave him a month to settle (with interest).**
- **Some of his family members were not happy, but accepted his position, they had no option. They also realised that they may have avoided tax, so wanted to exit quietly.**

**Advice was given by a friend for an administration update and he changed his auditor. He blamed his auditor for not helping him, but I pointed out that it is easy to blame someone else for your shortcomings. He was the boss and he was to be blamed.**

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## What do we learn from this case study?

**To stress get it right and do it right from the beginning.  
Cash is definitely King-cash flow even more so.  
Keep business and personal finances separate  
Pay the Receiver-but I wonder how many in the same position would have paid staff first,,  
before VAT?  
Family businesses are in order provided all play their part.  
Put away savings for a rainy day.  
Don't neglect administration-perhaps we all do-but don't.  
You are the boss - Watch the warning signs.  
Perhaps luck also comes in to it.**

**It is still early days-but he is surviving-I believe he has learnt from the hard school of life and will do well-but I don't wish it on anyone.**

**Information provided by Bob Power, Power Corporate Consultants  
[www.powerconsulting.co.za](http://www.powerconsulting.co.za) FROM THE SANLAM COBALT NEWSLETTER.**

## NOCCI SENDS CONDOLENCES.

Nocci sends its sincerest condolences to the family of Fred Stroh from Telkom. Fred passed away suddenly on the 26th October at the age of 51.

To those who knew Fred, he was an amazing individual who invented the words "customer services". If you had a problem with Telkom and you called Fred (and he was always available) your problem was solved in minutes.

A long time friend of Nocci. (He traveled from Bloemfontein to attend our AGM.) He will be sorely missed.

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*OUR PAGE TO MAKE YOU SMILE!*

**1. If time doesn't wait for you, don't worry!**

**----- Just remove the damn battery from the clock and Enjoy life!**

**2. Expecting the world to treat u fairly coz u r a good person is like**

**-----expecting the lion not to attack u coz u r a vegetarian. Think about it.**

**3. Beauty isn't measured by outer appearance and what clothes we wear,**

**-----but what we are inside. So, try going out naked tomorrow and see the admiration!**

**4. Don't walk as if you rule the world, walk as if you don't care who rules the world! Now that's Attitude...!!!**

**5. Every lady hopes that her daughter will marry a better man than she did**

**-----and is convinced that her son will never find a wife as good as his father did!!!**

**6. He was a good man. He never smoked, drank & had no affairs.**

**When he died, the insurance company refused the claim..**

**-----They said, he who never lived, cannot die!**

**7. A man threw his mother in-law in a pond of Crocodiles?**

**-----He's now being harassed by the Animal Rights Activists for being cruel to the Crocodiles!**

**8. So many options for suicide: Poison, sleeping pills, hanging, jumping from a building, lying on train tracks,**

**-----but we chose Marriage, slow & sure!**

**9. All desirable things in life are either ----- illegal, banned, expensive or married to someone else!**

**10. "Anyone who has never made a mistake has never tried anything new."**

*I LOVE THIS PAGE!*



PLEASE DON'T FORGET MEMBERS CAN ADVERTISE THEIR BUSINESS IN OUR NEWSLETTER WHICH IS PUBLISHED ON THE WEB PAGE.

PLEASE SEND YOUR ADVERTS TO LESLEY AT [Lesley@nocciupt.co.za](mailto:Lesley@nocciupt.co.za) BEFORE THE LAST WEEK OF THE MONTH.

### STOP PRESS.

DR. HUBERT JOYNT HAS BEEN APPOINTED BY THE DEPARTMENT OF TRANSPORT TO REFINE THE BUSINESS CASE FOR THE UPINGTON CARGO HUB. THIS IS A 6 MONTH PROJECT.

DR. JOYNT WILL BE ATTENDING THE GALA EVENING ON THE 8TH NOVEMBER AS A GUEST OF AIRLINK CARGO.