

# MEMBER'S NEWSLETTER

SEPTEMBER 2016 | VOLUME 7

*"A business has to be involving, it has to be fun, and it has to exercise your creative instincts."*  
~ Richard Branson

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## NEW MEMBERS

We'd like to welcome the newest members to the CECOSA family.

- Lynne De Jager
- House of Trident
- Marshall Traditional Healthcare
- Cure International
- Nilotiq Hair Care
- Hair and Foil
- Lavender Lane Essential Oils
- Terres Australes
- Busby Oils Natal

[www.cecosa.co.za](http://www.cecosa.co.za)

## REPORT BACK ON VARIOUS SHOWS, EXPOS AND EXHIBITIONS!

In April, CECOSA was invited by CBI Netherlands to attend in-Cosmetics Paris. This was an insightful experience as we have not attended a raw ingredients exhibition before. This exhibition is probably one of the best platforms for our raw ingredients industry players to participate in. CECOSA hopes to motivate for exhibition funding from the dti for this exhibition, once the CBI no longer participates.



CECOSA was also invited by CBI Netherlands to attend VitaFoods, Geneva in May. This was an excellent opportunity for us to observe and engage as again, we had not previously participated in any type of raw ingredients/food exhibition. We had a chance to meet the South African participants and will be working closely together going forward. CECOSA was very fortunate to be invited to be part of the pre-exhibition training. The information provided by CBI Experts to the South African companies is invaluable and free!



MEMBERS OF:



## IMPORTANT NEWS

CBI Netherlands have agreed to let CECOSA use some of their training material, and are helping us develop a one day pre-exhibition training programme on how to write an Export Marketing Plan. This is a crucial aspect of planning any small company must go through prior to embarking on exporting.

We have already had a pilot run of the programme, with valuable input and feedback from our Sector Desk, Industry players and CBI experts. Once the changes have been made, CBI will approve and then CECOSA will set dates to roll out training across the country.

In April CECOSA attended ZITF which provided an opportunity to maintain relationships previously formed and forge new ones. Opportunities here included a fellow Council member introducing a hotel chain looking for

products. CECOSA facilitated opportunities with members in South Africa and a suppliers channel was established.

June found CECOSA at an OSM to both LA and Chicago. This was a well organised mission with a variety of opportunities, including showcasing the Council and in-store visits. Our Consul (Economic) in our Chicago office, Ms Shakira Motan and in our dti office Pretoria, Mr Paul Pieterse and Mr Ernest Selota (Group Missions), excelled.



## WELCOME TO OUR NEW BOARD MEMBERS

*Judith Moralo* is the co-founder and managing director of Marple Skin Care. They manufacture natural skin care products fortified with African oils. The company was established in 2013 and has grown ever since, she is an accomplished individual and holds national diploma in purchasing management and a B-tech degree in Logistics Management. During her tenure in the corporate world, Judith worked as a supply chain specialist for mining, tele-communications and hospitality companies.

*Theresa Moller* is the owner and founder of BE-Direct Solutions. The company supplies industry with business development and business rescue plans along with project management, export training and logistics management. Her ultimate goal is to teach, train, uplift, mentoring small business in growth and development.

## SOUTH AFRICAN PRODUCTS ROCK!

The Huffington Post is an American online news aggregator and blog that has both localised and international editions. In September an article titled "7 African Skincare Brands worth Knowing", was posted showcasing great brands which included our very own Africology products!

Check out the link - [http://m.huffpost.com/us/entry/11259630?utm\\_source=www.Africa.com+TOP-10&utm\\_campaign=86710b0403-Lifestyle\\_News\\_Aug\\_148\\_14\\_2016&utm\\_medium=email&utm\\_term=0\\_12683c81a6-86710b0403-29118481](http://m.huffpost.com/us/entry/11259630?utm_source=www.Africa.com+TOP-10&utm_campaign=86710b0403-Lifestyle_News_Aug_148_14_2016&utm_medium=email&utm_term=0_12683c81a6-86710b0403-29118481)

## Did you know?

If you are a (PTY) Limited, the dti (Department of Trade and Industry) require Audited Financials, regardless of the size of your company or your BEE scorecard.

## BUSINESS SERVICES

### SASTEL PACKAGING

Sastel is a leading manufacturer and packer of nutritional supplements and cosmetics. Based in Pretoria, Gauteng they have a 15 year track record offering quality professional one-stop cosmetics development service, along with R&D, manufacturing and packing.

Services include: Sourcing of packaging; fill and seal of cosmetic tubes; research and development in a laboratory; contract manufacturing and packaging of cosmetic products and sample sachets. Sastel adheres to strict ISO and HACCP guidelines.

For more information go to [www.sastelpackaging.co.za](http://www.sastelpackaging.co.za) or contact Lienta via e-mail: [lienta@sastel.co.za](mailto:lienta@sastel.co.za)

### BEZTFOREX

A foreign exchange and international trade intermediary company, able to provide financial solutions for importers and exporters both big and small.

Products and services include a wide range of banking and non-banking financial solutions suited for South Africa and the African continent. They seek to help businesses involved in global trade to become more competitive.

For more information go to [www.beztforex.co.za](http://www.beztforex.co.za) or contact Herman on Tel: 011 869 0697 or via e-mail: [herman@beztforex.co.za](mailto:herman@beztforex.co.za)

## GOOD MANUFACTURING PRACTICES (GMP) CERTIFICATION

A Good Manufacturing Practices (GMP) certification system provides independent verification and certification that the basic manufacturing practices and prerequisites necessary for the implementation of an effective Hazard Analysis Critical Control Point (HACCP) food safety programme are being followed.

GMP certification ensures the integrity of any food manufacturing process as well as compliance with food safety regulations.

For more information: [www.sgs.co.za](http://www.sgs.co.za)

## ECOCERT SOUTHERN AFRICA (PTY) LTD

Ecocert remains one of the preferred certification bodies in the SADC region. The service offering includes organic inspection and certification; training in organic agriculture; inspection in organic cosmetics; green spaces; UTZ and Fair Trade & Corporate Social Responsibility.

They have working relationships with the Department of Trade & Industry (DTI), the Department of Department of Agriculture, Forestry and Fisheries (DAFF) and the Small Enterprise Development Agency (SEDA).

For more information go to [www.mccza.com](http://www.mccza.com) or contact Marianna Smith on Tel: +27(0)21 883 2299 or via e-mail on [Marianna.Smith@ecocert.com](mailto:Marianna.Smith@ecocert.com)

## THE SOUTHERN AFRICAN ESSENTIAL OIL PRODUCERS ASSOCIATION (SAEOPA)

The Association aims to, with the assistance of its members, provide collective information on production of essential oil crops in South Africa.

SAEOPA has built up a very reputable database of information, covering all aspects of essential oil crops; distillation; expression; extraction; quality control; GC analysis and scientific methods; testing oils for quality; marketing avenues; research and a host of other information that is needed by the producers, buyers and sellers of oil. SAEOPA acts as the official spokesperson for its members to government and global role-players both within the essential oil industry and supports research at various institutions.

For more information, please contact Karen Swanepoel on Tel: 082 081 6077 or via e-mail on [saeopa@gmail.com](mailto:saeopa@gmail.com).

## SA ESSENTIAL OILS BUSINESS INCUBATOR (SEOBI)

SEOBI's main goal is to establish and support sustainable SMMEs in the essential oils industry. Part of this is to provide business development support through training, mentorship and commercial assistance to enterprises. Services include evaluations of potential emerging farms and viability assessments, business skills training and liaison with other appropriate government departments e.g. agriculture.

For more information go to [www.seobi.co.za](http://www.seobi.co.za).

## THE SOUTH AFRICAN ROOIBOS COUNCIL (SARC)

The Council is an independent organisation, responsibly promoting Rooibos and its benefits to the consumer. SARC uses available resources to effectively and efficiently promote, grow and protect the Rooibos industry of South Africa for its stakeholders, locally and internationally.

For more information go to [www.sarooibos.co.za](http://www.sarooibos.co.za) or contact Marthane Swart on Tel: +27 (0) 21 885 2347 or via e-mail on [marthane@skaa.co.za](mailto:marthane@skaa.co.za)

## THE MEDICAL CONTROL COUNCIL

The Medicines Control Council applies standards laid down by the Medicines and Related Substances Act, (Act 101 of 1965) which governs the manufacture, distribution, sale, and marketing of medicines. This includes complementary and complementary biological medicines.

For more information go to [www.mccza.com](http://www.mccza.com)

# KEEPING YOU INFORMED:

## THE BIOPROSPECTING, ACCESS AND BENEFIT SHARING (BABS) REGULATIONS

The Bioprospecting, Access and Benefit Sharing (BABS) Regulations, 2008 made under the National Environmental Management Biodiversity Act (NEMBA), Act 10 of 2004 entered into force on 1 April 2008 which have since been amended. The BABS Amendment Regulations 2015 came into force on 19 May 2015 and prescribe the notification process for the discovery phase of bioprospecting involving any indigenous genetic and biological resources contemplated in section 81A (2) of the Act and further prescribe the permit system set out in Chapter 7 of the Act insofar as that

system applies to bioprospecting involving any indigenous genetic and biological resources or export from the Republic of any indigenous genetic and biological resources for the purpose of bioprospecting or any other kind of research.

In addition, the BABS Amendment Regulations set out the form and content of, and requirements and criteria for benefit-sharing and material transfer agreements and the administration process of the Bioprospecting Trust Fund.

Download your copy here: [www.environment.gov.za/projectsprogrammes/babs\\_clearinghouse](http://www.environment.gov.za/projectsprogrammes/babs_clearinghouse)

## ACCESS TO INDIGENOUS BIOLOGICAL RESOURCES AND TRADITIONAL KNOWLEDGE

Access to any indigenous biological resource and traditional knowledge associated with the indigenous biological resource is subject to prior informed consent by the access provider or knowledge holder. The use of the indigenous biological resource and indigenous knowledge associated with the indigenous biological resource is subject to mutually agreed terms and the sharing of benefits arising from the use

of the resource or knowledge.

The legislation requires that material transfer agreements and benefit sharing agreements should be concluded to ensure that prior informed consent is obtained and mutually agreed terms are reached on the utilisation of the resource and / or traditional knowledge and the sharing of benefits.

For more information go to [www.environment.gov.za](http://www.environment.gov.za)

## TRADE AFRICA

The Minister of Trade and Industry, Dr Rob Davies launched the Trade Africa (formerly known as the Africa Export Council), a unit

established within the Department of Trade and Industry (the dti) to promote South Africa's trade relations with the African continent.

For more info go to [www.thedti.gov.za](http://www.thedti.gov.za)

## EVENTS COMING

### interCHARM Professional – Russia

26 – 29 October 2016, Moscow, Russia  
Contact: [admin@cecosa.co.za](mailto:admin@cecosa.co.za)  
NB: Deadline for Application <insert date>  
[www.intercharm.ru](http://www.intercharm.ru)

### Trade+Impact - Morocco

9 - 23 September 2016, Ifrane, Morocco  
Contact: [daniella@tradeandimpact.com](mailto:daniella@tradeandimpact.com) or through your Country IMPACT Ambassador  
[www.tradeandimpact.com](http://www.tradeandimpact.com)

## A LITTLE HELP FROM OUR FRIENDS

The Cosmetic, Toiletry & Fragrance Association of South Africa (CTFA)

When researching any new product prior to any development, it would be useful to touch base with the CTFA to ensure compliance with any and all legislation and regulations.

CTFA is able assist with regulatory control of cosmetics; technical expertise and advice on ingredients; labelling; packaging and product claims.

For more information go to [www.ctfa.co.za](http://www.ctfa.co.za)

## AGRICULTURE AND FOOD GLOBALG.A.P.

The GlobalG.A.P. Standard is a partnership between agricultural producers and retailers to establish a set of widely accepted certification standards and procedures for good agricultural practices (GAP). Its scope currently includes fresh fruit and vegetables, propagation material, integrated farms (livestock, dairy, pigs, poultry, combinable crops and grains), flowers and ornamentals, tea, coffee and aquaculture.

The GlobalG.A.P. Standard once implemented allows for access to wider markets. This standard signifies the safety and sustainability of your produce. Whether an independent farmer or part of a group with a management structure, both models can be certified to the GlobalG.A.P. Standard.

For more information go to [www.sgs.co.za](http://www.sgs.co.za)

## INCUBATORS IN OUR SECTOR

### EGOLIBIO – LIFE SCIENCES INCUBATOR

eGoLiBio serves as a development agent for the commercialisation of biosciences products. They seek to identify potential entrepreneurs with innovative technologies to convert bioscience research into commercially viable ventures. There are some criteria which potential business partners need to adhere to however, and an interview process is part of this procedure.

For more information go to [www.egolibio.co.za](http://www.egolibio.co.za)

### COUNCIL FOR SCIENTIFIC AND INDUSTRIAL RESEARCH (CSIR) AND THE BIO MANUFACTURING INDUSTRY DEVELOPMENT CENTRE (BIDC)

The BIDC aims to support SMMEs involved in bio-manufacturing in meeting their customer needs within short time-frames and be able to exploit market opportunities. The BIDC's support for SMMEs is through the development of bio-based manufacturing processes and products.

For more information contact Lara Kotze at the CSIR via e-mail: [LKotze@csir.co.za](mailto:LKotze@csir.co.za)