



the dti

Department:
Trade and Industry
REPUBLIC OF SOUTH AFRICA

PROGRAMME GUIDELINES

EXPORT MARKETING AND INVESTMENT ASSISTANCE (EMIA)

INDIVIDUAL INWARD BOUND MISSION

1 April 2013

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1 Definition of EMIA Scheme

The purpose of assistance under the Export Marketing Investment Assistance (EMIA) scheme is to partially compensate exporters for costs incurred in respect of activities aimed at developing export markets for South African products and services and to recruit new foreign direct investment into South Africa.

The programme comprises the following Individual Participation incentive schemes:

- 1.1 Individual Exhibition (IE) and In-Store Promotions (IP)
- 1.2 Primary Market Research (PMR) and Foreign Direct Investment (FDI)
- 1.3 Individual Inward Missions (IIM)

The programme comprises the following Group Participation incentive schemes:

- 1.4 Group Inward Buying Missions (IBM) Group Inward Investment Mission (IIM)
- 1.5 National Pavilions (NP)
- 1.6 Outward Selling Mission (OSM) and Outward Investment Mission (OIM) assistance

2 Qualifying Entities

- 2.1 South African manufacturers of products
- 2.2 South African export trading houses representing at least three SMMEs or HDI-owned enterprises
- 2.3 South African commission agents representing at least three SMMEs or HDI-owned enterprises
- 2.4 South African Export Councils, Industry Associations and Joint Action Groups
- 2.5 Entities that outsource their manufacturing process
- 2.6 Entities in the following service sectors prioritised by **the dti**:
 - 2.6.1 Capital equipment
 - 2.6.2 Built environment professions
 - 2.6.3 Film and television
 - 2.6.4 Pre-qualified tourism
 - 2.6.5 Electro-technical
 - 2.6.6 Business process outsourcing
 - 2.6.7 Music (cultural industries)
 - 2.6.8 Biofuels
 - 2.6.9 Oil and Gas
 - 2.6.10 Green and Energy industries
 - 2.6.11 Boatbuilding
 - 2.6.12 Forestry, Paper, Pulp and Furniture
 - 2.6.13 Cultural industries
 - 2.6.14 Nuclear
 - 2.6.15 Advanced Materials

3 Generic Qualifying Criteria

- 3.1 Export readiness of applicant
- 3.2 Export/production performance of the applicant
- 3.3 Export/marketing competence of person visiting the foreign country
- 3.4 Potential available/accessible production/export product capacity
- 3.5 Extent of export marketing planning
- 3.6 Type of product for export and local sales performance
- 3.7 Level of labour absorption, location and technological requirements
- 3.8 Industry in which the venture operates or is planned
- 3.9 Submission of general and specific qualifying documentation and adherence to general and specific criteria as stipulated per each EMIA offering

4 Mandatory Conditions

- 4.1 All entities should have traded for more than one financial year.
- 4.2 The entity must be a registered legal entity in South Africa in terms of the Companies Act, 1973 (as amended), or the Close Corporations Act, 1984 (as amended), or the Co-operatives Act, except in case of a sole proprietor and partnerships.
- 4.3 The applicant must be a taxpayer in good standing and provide a valid tax clearance certificate before the EMIA incentive is disbursed.
- 4.4 Completed applications should reach **the dti** two months before the commencement date of the event.
- 4.5 Applications cannot be considered earlier than six months prior to the commencement date of the event.
- 4.6 Applications submitted on the last day will be only allowed five days to submit the outstanding documents.
- 4.7 Entities applying for EMIA financial assistance might be subject to a site visit being conducted.
- 4.8 Any material changes related to the application must be notified in writing to EMIA and the changes must be approved by the Adjudication Committee/senior manager.

5 Limitations and Exclusions

- 5.1 Individual Participation (Individual Exhibitions, Primary Market Research and Foreign Direct Investment and Individual Inward Bound Missions of assistance) is limited to four applications per calendar year.
- 5.2 Any assistance provided by the EMIA scheme is at the discretion of the Industrial Development: Incentive Administration Division (IDIAD) Adjudication Committee.
- 5.3 Participation in countries that are members of the South African Customs Union (Botswana, Lesotho, Swaziland, and Namibia) is excluded from EMIA assistance.
- 5.4 Approved entities are required to submit the six-month report-back questionnaire; failure to comply shall entitle **the dti** to exclude the applicant from future participation.
- 5.5 EMIA incentives are not available for events taking place in the period 10 December up to and including 10 January of each year.

- 5.6 Only one representative per business will qualify for support. The representative should be a senior executive and in authority to conclude contracts on behalf of the firm. The decision maker should be available full-time at the exhibition stand.
- 5.7 Assistance under EMIA will be restricted to exporters or export agents for the export of value-added products that will enhance the export capacity of South Africa. A product must have a local content of at least 35% to qualify for assistance.
- 5.8 EMIA applicants must disclose information on related parties where the one party can exercise significant/insignificant/substantial/insubstantial influence over another party in making financial and operating decisions or can exercise control or joint control over the other party. Assistance to these parties is at the sole discretion of the Adjudication Committee.
- 5.9 Only projects included in the Export Council's business plan approved projects included in the Export Council's business plan approved.
- 5.10 In case of an Export Trading House/Commission Agent, the products of at least three SMMEs should be exhibited to qualify for assistance. The manufacturer is not allowed to participate with the agent.

6 Application Process

<p>Application</p> <ul style="list-style-type: none"> ▪ Applicant obtains EMIA application form and guidelines from the dti website (www.thedti.gov.za) or from EMIA customer care line. ▪ Applicant may obtain further information telephonically, by e-mail or visit to the dti offices. ▪ The guidelines should be read before completing the application form. 	<p>Application Procedure</p> <ul style="list-style-type: none"> ▪ The applicant e-mails the complete application to emia@thedti.gov.za. ▪ The completed signed application form with the supporting documents should be forwarded to EMIA by registered mail, courier or hand delivered.
<p>Basic Evaluation</p> <ul style="list-style-type: none"> ▪ The applicant will receive an acknowledgement letter within 48 hours. ▪ A letter will be sent within four working days requesting outstanding documents. ▪ The applicant will be given five working days to submit the documents. 	<p>Adjudication Committee</p> <ul style="list-style-type: none"> ▪ Technical evaluation will be performed for the complete application. ▪ Adjudication Committee convenes bi-weekly. ▪ Complete applications are presented to the Committee. ▪ Applications are approved, rejected or referred back for additional information. ▪ The decision of the Adjudication Committee is final. ▪ Letter confirming approval of the application and the claim form will be forwarded to the applicant within 15 working days.

7 Individual Inward Mission financial assistance

7.1 General description of the financial assistance

Assistance is granted to South African entities organising an inward buying/mission to enable a prospective buyer/investor to make contact with them to conclude export orders or attract foreign direct investment.

7.2 Financial assistance

Type of qualifying entity	Description of offering	Description of financial assistance
HDI and SMME	Economy class return airfare: including domestic air travel in South Africa.	100% of the costs to a maximum of R17 000
Other size	Economy class return airfare: including domestic air travel in South Africa.	50% to a maximum of R8 750
All entities	Subsistence allowance: Up to five days	R2 300
All entities	Rental of vehicle	R300 per day to maximum of five days

7.3 Scheme-specific qualifying criteria

- 7.3.1 The business invited must have a large buying/investment capacity and the representative of the business must be a decision-maker who is able to conclude contracts.
- 7.3.2 The offering is extended towards inviting a foreign expert for capacity building within the industry in terms of technology or skills transfer.
- 7.3.3 The mission member must attend all business appointments and functions.
- 7.3.4 EMIA will not consider follow-up visits. The buyer/investor must not have previous relations with the company.

7.4 Supporting documentation required from all applicants

7.4.1 Exporters registration certificate

For inward buying missions, the applicant must submit a copy of the entity's exporter registration certificate from customs and excise, excluding service-oriented entities, export councils, industry associations and joint action groups.

7.4.2 Proof of registration of the entity

- 7.4.2.1 In the case of a Company, Close Corporation and Co-operatives, a certificate of incorporation and certificates in respect of all name changes effected.
- 7.4.2.2 Sole proprietors must submit a certified copy of a South African identity document. Foreigners must submit certified copies of their passports and proof of registration with SARS.
- 7.4.2.3 A copy of the partnership agreement in the case of a partnership.
- 7.4.2.4 Articles of association or other proof in the case of an industry association
- 7.4.2.5 Documentary proof of the establishment of a Trust.

7.4.3 Product brochure for buying mission

- 7.4.3.1 A full-colour product brochure/company website print-out of the products or services, or a download of the website on CD.
- 7.4.3.2 The brochure must be printed on good-quality paper; EMIA also accepts a CD-ROM format. The brochure must contain the following information: the entity name and logo; international contact details; carefully edited pictures of the products; description of products and international specifications, where applicable.
- 7.4.3.3 An export-trading house or commission agent can either submit its own brochure reflecting all products represented or those of the entities represented.

7.4.4 Financial documentation

- 7.4.4.1 Companies are required to provide the latest audited financial statements.
- 7.4.4.2 Close Corporations and Co-operatives should submit the latest financial statements signed off by the Accounting officer.
- 7.4.4.3 Sole proprietors and Partnerships should submit the latest three months' bank statements.
- 7.4.4.4 The latest financial statements must be prepared and signed off by registered accountants. If the latest financial statements are not available, after a period exceeding six months from the financial year-end of the entity, the registered accountant must provide reasons for non-availability. In addition to this, the applicant should provide EMIA with audited financials pertaining to the previous financial year.

7.4.5 Air ticket quotations

- 7.4.5.1 Customers must obtain three quotations from the service providers of choice.
- 7.4.5.2 Only the lowest quotation will be considered from the service providers of choice.
- 7.4.5.3 EMIA will not be responsible for any cancellation fees or any additional costs that are incurred due to travel deviations. All additional costs will be borne by the customer.
- 7.4.5.4 It is the responsibility of the customer to make the arrangements for air tickets. This includes the booking, issue and delivery stages.

7.4.6 Motivation for the Buying Mission assistance

A motivation should include the following:

- 7.4.6.1 Objectives of the mission
- 7.4.6.2 The market potential of the industry
- 7.4.6.3 Any import restrictions
- 7.4.6.4 Export potential of industry and products concerned

7.4.7 Motivation for the Investment Mission assistance

A motivation should include the following:

- 7.4.7.1 Objectives of the mission
- 7.4.7.2 Investment potential of the investors

7.4.8 Applicants must submit a detailed itinerary with the application. The itinerary must clearly set out objectives of daily activities.

7.4.9 A profile of the invited company, such as a website etc., as well as a letter from the foreign company confirming the designation of the buyer/investor.

7.4.10 Detailed business plan for the Investment Mission

7.4.11 Documents specific to Commission Agents and Export Trading Houses

- 7.4.11.1 If the applicant is a Commission agent, copies of agency agreements from three SMMEs or HDIs to be represented at the event.
- 7.4.11.2 If the applicant is an Export Trading House, letters confirming permission to represent three SMMEs or HDIs.

7.4.12 Documents specific to outsourcing

- 7.4.12.1 Formal outsourcing agreement/s between the entity and the manufacturer/s **or** other proof substantiating that the entity is the legal owner of the product/design or patent.

8. Claim submission

8.1 Permissible Submission date of a claim

- 8.1.1 The claim form and all supporting documentation, together with the relevant post-event questionnaire, must be completed and submitted to EMIA within **three months** after the date of event from the approved business destination.
- 8.1.2 Incomplete claims and claim items received after the three months **will be rejected without exception**. Customers will forfeit in principle the approval granted to them if they do not submit the claim form and all supporting documentation within three months after the date of event from the approved business destination.
- 8.1.3 For approvals made after an event has occurred, a claim must be submitted within **one month** of receipt of the approval letter.
- 8.1.4 Claims in respect of which claim items/documentation are outstanding after three months will be cancelled.
- 8.1.5 Rejected claims/appeals on any decision of EMIA must be lodged in writing to IDIAD within **three months** from the date of communication to the claimant.

9. Claim Process

<p>Claim</p> <ul style="list-style-type: none"> • A claim form will accompany the letter of approval. The claimant obtains a claim form from the dti website (www.thedti.gov.za) or from EMIA customer care line. • Claimant may obtain further information telephonically, by e-mail from the Claim Advisors or visit to the dti offices. 	<p>Claim Procedure</p> <ul style="list-style-type: none"> • The claimant completes the claim, signs and attaches the supporting documentation as per the check list. • Incomplete claims delay payment. • The completed signed claim form with the supporting documents should be forwarded to EMIA by registered mail, courier or hand delivery.
<p>Technical Evaluation</p> <ul style="list-style-type: none"> • The applicant will receive an acknowledgement within 48 hours. • The letter will be send within four working days requesting outstanding documents. • The claimant will be given a date to submit the documents. 	<p>Payment Process</p> <ul style="list-style-type: none"> • Complete claim will be evaluated within 20 working days. • Payment advice will be send to Finance for payment. • The claim will be paid by the dti Finance within 10 working days.

10. Claim Supporting Documents

10.1 Air ticket

- 10.1.1 Original or certified copies of the business/economy class air tickets, which must be accompanied by an invoice and proof of payment.
- 10.1.2 EMIA clients will not be reimbursed for air tickets where Voyager miles were utilised.
- 10.1.3 Fax copies of the electronic air ticket or e-mailed from the travel or issuing agent specifying the routes, dates, name, time, agent and the value and proof of payment will be accepted for payment.
- 10.1.4 Proof of payment must be in the name of the approved entity
- 10.1.5 No invoice is required where an e-ticket was issued.
- 10.1.6 If the ticket was changed for whatever reason, all tickets issued must be submitted and the reasons thereof.
- 10.1.7 All boarding passes must be kept and submitted for verification purposes.

10.2 Passport

Certified copy of the passport clearly showing:

- 10.2.1 Personal Particulars (Passport Photo)
- 10.2.2 Departure date stamp from South Africa
- 10.2.3 Re-entry date stamp into South Africa
- 10.2.4 Where passports do not have an entry and exit stamp because they were scanned at customs, a claimant will have to submit boarding passes as proof of entry/exit into or out of South Africa
- 10.2.5 All boarding passes must be kept as it might be required for verification purposes

10.3 Transport costs of samples

- 10.3.1 A copy of the SARS Export Release Notification or Bill of Entry
- 10.3.2 Copy of the Airway bill/Bill of Lading
- 10.3.2 Certified copy of an invoice of the approved service provider

10.4 Exhibition costs

- 10.4.1 All invoices must be made out in the name of the approved entity.
- 10.4.2 Invoices without verifiable VAT registration numbers, company registration numbers, telephone and fax numbers and addresses will not be considered for the claim as they cannot be authenticated.
- 10.4.3 Only invoices in English or in foreign languages translated into English and certified by a sworn translator will be considered for reimbursement.
- 10.4.4 In the case of participation in an exhibition under the Individual Exhibition Assistance Scheme, full details of deposit refunds and a cost statement for materials purchased for the exhibition and their subsequent disposal must be provided.

10.5 Brochures

- 10.5.1 In the case of invoices for promotional materials, please note that only those dated three months or a shorter period prior to the event will be considered for reimbursement.
- 10.5.2 Certified copy of the invoice

10.6 Proof of payment

- 10.6.1 Original or certified copy of the bank statement, credit card statement and cheque.
- 10.6.2 Costs incurred should be accompanied by a proof of payment.
- 10.6.3 Proof of payment must be made out in the name of the approved entity.
- 10.6.4 Copy of the customer advice or the bank draft will be required if the currency paid or the beneficiary does not reflect in the bank statement.
- 10.6.4 Bank statements printed from the Internet will not be accepted as proof of payment.

10.7 The only acceptable means of payment:

- 10.7.1 Cheque
- 10.7.2 Bank draft
- 10.7.3 Electronic banking transfer

10.8 The following forms of payment will not be considered for reimbursement:

- 10.8.1 Cash payments
- 10.8.2 Offset payments
- 10.8.3 Book entries
- 10.8.4 Travellers cheques
- 10.8.5 Credit notes

10.9 Specific Cases where Third Party Payments will be considered for re-imbusement

- 10.9.1 When the payment incurred by the proposed traveller, the director of the company or the responsible person as stipulated in the Application form.

10.10 Tax Clearance Certificate

- 10.10.1 An original valid Tax Clearance Certificate must accompany all claims for EMIA assistance under all EMIA programmes.
- 10.10.2 Only the original and valid tax clearance certificate will be acceptable.
- 10.10.3 In instances where the company cannot submit a tax clearance certificate due to outstanding taxes with SARS, an IT88 form may be submitted with the claim.

10.11 Documentation confirming bank details

- 10.11.1 A fully completed original Supplier Maintenance Form with a bank stamp.
- 10.11.2 A copy of a cancelled cheque or a bank statement on the bank's letterhead.

10.12 Other claim requirements

- 10.12.1 Faxed copies of the claim or documentation relating to the claim will not be accepted.
- 10.12.2 A commissioner of oaths must certify all document copies submitted as true.
- 10.12.3 EMIA can at any time request additional documentation/information regarding the processing of a claim. Such documents can include copies of bank statements,

cheques, delivery notes, order notes, bank deposit slips and other documents regarded as being material for claim purposes.

10.12.4 A copy of the notification of approval must accompany all future correspondence and/or submissions of further documentation to EMIA. Should EMIA receive further correspondence/documentation accompanied with this notification of approval, EMIA will not be held responsible for the loss or misplacement of these documents, which could delay or hamper the administrative process.

10.12.5 No claim will be considered unless accompanied by the following documents:

- A copy of the letter of approval for the relevant trip;
- Invoices and proofs of payment **in the name of the approved entity** of all the relevant costs incurred during the visit should be provided; and
- All copies submitted must be certified as true copies by a commissioner of oaths.

10.13 Exhibitors will be responsible for the following expenses, which cannot be claimed from EMIA:

10.13.1 Insurance expenses in respect of exhibition material

10.13.2 Domestic value added tax

10.13.3 Bank charges

10.13.4 Business cards

10.13.5 Promotional and publicity expenses other than the expenses incurred in connection with the listing in the official exhibition directory

10.13.6 Storage of the transport of samples.

10.14 Verification by the dti

10.14.1 EMIA reserves the right to carry out inspections on activities of an enterprise approved by the Adjudication Committee from time to time.

10.14.2 If the Adjudication Committee is satisfied that a grant was based on false information or that the applicants furnished misleading information, it may disallow the grant and recover the full amount paid to the enterprise. Interest on grant payments not due to applicants shall be levied at the rate prescribed in terms of Section 1(2) of the Prescribed Rate of Interest, 1975 (Act No. No.55 of 1975) as from the day the grant was received.

10.14.3 The Adjudication Committee further reserves the right to authorise publication of full details, including names, in cases of grant abuse.

10.14.4 **the dti** has a right, in its sole discretion, to provide rulings on the interpretation of these guidelines, in instances where the guidelines appear not to be specific.

10.15 Monitoring

10.15.1 To evaluate the impact of the programme, **the dti** requires that the applicant submit a six-month report-back questionnaire.

10.15.2 Failure to comply shall entitle **the dti** to exclude the applicant from participating for two years.

11. Verification by the dti

- 11.1 All claims are to be accompanied by an original valid Tax Clearance Certificate from the claimant.
- 11.2 EMIA reserves the right to carry out inspections on activities of an enterprise approved by the Adjudication Committee from time to time.
- 11.3 If the Adjudication Committee is satisfied that a grant was based on false information or that the applicants furnished misleading information, it may disallow the grant and recover the full amount paid to the enterprise. Interest on grant payments not due to applicants shall be levied at the rate prescribed in terms of Section 1(2) of the Prescribed Rate of Interest, 1975 (Act No. 55 of 1975) as from the day the grant was received.
- 11.4 The Adjudication Committee further reserves the right to authorise publication of full details, including names, in cases of grant abuse.

12. Monitoring

- 12.1 To evaluate the impact of the programme, **the dti** requires that the applicant submit a six-month report-back questionnaire.
- 12.2 Six-month monitoring reports must be submitted six months after the approved event.
- 12.3 Failure to comply shall entitle **the dti** to exclude the applicant from future participation.

13. Definitions and Terminology

- 13.1 **Export Trading House** (representing at least three SMMEs)
The business focuses on the promotion of export trade through the marketing of products from different manufacturers. The principle/manufacturer is not allowed to participate simultaneously with the agent.
- 13.2 **Commission Agent** (representing at least three SMMEs)
A commission agent must have an agency agreement with a local manufacturer for the promotion of the manufacturer's products in the export market. The principle/manufacturer is not allowed to participate simultaneously with the agent.
- 13.3 **Small, Medium and Micro-sized Exporters (SMMEs)**
SMMEs must be privately, independently or co-operatively owned and managed, and must comply with any two of the following quantitative criteria:
- total annual turnover must be less than R40 million;
 - total assets excluding fixed property must be less than R15 million; AND
 - have less than 200 full-time employees.
- 13.4 **Historically Disadvantaged Businesses (HDIs)**
For a business to qualify as a historically disadvantaged business, it must be an SMME where at least 51% of the business must be owned by black person(s), women or disabled person(s) of South African nationality.

13.5 Other businesses

Businesses that do not qualify under the definition of an SMME as stipulated by the EMIA scheme.

13.6 Registered exporters

Exporters registered with the Commissioner of Customs and Excise.

13.7 Value-added product

A value-added product is a product by which a South African business has increased the value of a product at each stage of its production, excluding initial costs such as indirect labour, commissions, taxes and duties, but including raw materials and packaging, by 35%.

13.8 Subsistence allowance

The daily subsistence allowance is provided to cover a portion of the hotel accommodation, meals, taxi fares, telephone calls, etc.

13.9 Harmonised System Code (HS-Code)

An international code used to classify products that are imported and exported.

The Harmonised System Code (HS-Code) or Tariff Heading can be obtained from customs and excise (Tel: 012 334 6400).

13.10 Third-party payments

For purposes of EMIA, Third-party payments will be defined as a payment made by an entity other than the approved company or by any person other than the proposed traveller or director of the company. Any invoice or proof of payment made in any other name will be construed as a third-party payment.

14. How to contact the EMIA administrators

Service providers

EMIA Service Centres

For your convenience, further information about EMIA can be obtained by visiting one of our service centres.

the dti regional offices listed below can assist by providing you with general information about EMIA.

- Cape Town Tel: 021 480 8060
- Durban Tel: 031 305 3389
- Port Elizabeth Tel: 041 582 1267

Description	Contact Details
General enquiries: the dti call centre the dti website	0861 843 384 www.thedti.gov.za
General customer care line: Request for: <ul style="list-style-type: none"> ▪ EMIA Application Form ▪ EMIA Claim Form ▪ EMIA Report Back questionnaire ▪ Supplier Maintenance Form 	Helena de Winter 012 394 1031 / sdewinter@thedti.gov.za (IE, PMR, FDI and IMM)
Applications customer care line: <ul style="list-style-type: none"> ▪ Enquiries related to status of applications ▪ Advise on the EMIA programme ▪ Clarification of EMIA rules 	Marlene Vlok 012 394 1036 Sue Joubert 012 394 1014 (IE, PMR, FDI and IMM) mvlok@thedti.gov.za ; sjoubert@thedti.gov.za
Claims Customer Care Line <ul style="list-style-type: none"> <input type="checkbox"/> Enquiries related to status of claims <input type="checkbox"/> Advise on EMIA programme <input type="checkbox"/> Clarification of EMIA rules 	Khabo Mhlanga 012 394 1349 Bheki Ngubeni 012 394 1526 kmhlanga@thedti.gov.za ; bngubeni@thedti.gov.za (I.E, PMR, FDI and IIM)
Performance Report (Six-month report)	Elize le Roux 012 394 1042 e-mail: emia-ia-sixmonths@thedti.gov.za

Provincial Investment Promotion Agencies

Organisation	Telephone number
Centre for Investment and Marketing (East Cape)	043 704 5600
Department of Economic Affairs (Free State)	051 403 3613
Department of Economic Affairs (Northern Cape)	053 831 4227
Gauteng Economic Development Agency	011 833 8750
Invest North West	014 594 2570
Mpumalanga Investment Initiative	013 752 5384
Trade and Investment KwaZulu-Natal	031 304 4303
Trade and Investment Limpopo	015 295 5171
Wesgro (Western Cape)	021 402 8600

Business Chambers

Organisation	Telephone number
Cape Chamber of Commerce	021 402 4300
Durban Chamber of Commerce	031 335 1000
JHB Chamber of Commerce	011 726 5300
PE Regional Chamber	041 484 4430
SA Chamber of Commerce	011 446 3800
Pietermaritzburg Chamber of Commerce	033 345 2747
Lowveld Chamber of Commerce (Nelspruit)	013 755 2069

Export Councils, Industry Associations and Joint Action Groups

Organisation	Telephone number	E-mail address
Aluminum Federation of SA	011 455 5553	afsa@afsa.org.za
Automotive Industry Export Council	012 323 2980/1	Norman@naamsa.co.za
Built Environment Professional Export Council	011 463 2022	roelofvt@cesa.co.za
SA Capital Equipment Export Council	011 849 7388	osiriscon@icon.co.za
SA Clothing Industry Export Council	021 761 6421	jack@clothingexports.co.za
Fresh Produce Exporters Forum	021 526 0474	stuart@fpep.co.za
Meat Exporters of South Africa	012 361 4545	rudivdw@samic.co.za
Plastic Federation of SA	011 314 4021	David.hughes@plafed.co.za
Rail Road Association	011 761 2434	Jit-rra@mweb.co.za
SA Boat Builders Export Council	021 447 6541	veda@sabbex.co.za info@sabbex.co.za
Cosmetics, Toiletry and Fragrance Association Export Council (CTFA)	011 795 4272	sally@ctfa.co.za
SA Electro technical Export Council	011 315 0209	director@saeec.org.za info@saceec.org.za
SA Equine Trade Council	031 314 1926	horsetradesa@mweb.co.za
SA Flower Industry Council (Asso Flowers)	011 692 4237	info@safflower.co.za
SA Fruit and Vegetable Cannery Export Council	021 871 1308	Arlene@safvca.co.za
SA Footwear and Leather Export Council	031 701 4206	paul@safflia.co.za saflec@safflia.co.za
SA International Steel fabricators	011 482 9644	director@isf.co.za neels@isf.co.za
SA Iron and Steel Institute (SAISI)	012 320 2450	johannN@saisa.co.za
SA Print and Packaging Federation	011 794 3810	ekhuhl@pifsa.org

Organisation	Telephone number	E-mail address
SA Textile Industry Export Council	021 702 4140	Satiec.grow@mweb.co.za
SA Wire Business Association	011 455 3228	sawa@sawa.co.za
SA Dairy Foundation	012 348 5345	Koos.coetzee@mpo.co.za
SA Aerospace Maritime and Defence Industry Association	012 420 1540	info@amd.org.za
SA Stainless Steel Development Association (SASSDA)	086 172 7732	Lesley@sassda.co.za
SA Ostrich Business Chamber	044 272 3336	akruger@saobc.co.za
Jewellery Council of SA JAG	011 544 7958	lornad@jewellery.org.za
SA Vegetables	012 332 0696	Marianne@agrijob.co.za
SA Music Exportation (SAMEX)	011 789 4373	linfo@samex.org.za publishing@sheer.co.za
Steel Tube Export Association	011 823 2377	astpm@astpm.com
Wines of South Africa (WOSA)	021 883 3860	matome@wosa.co.za su@wosa.co.za
Farmed Abalone Export Council	021 701 1820	upson@iafrica.com