



CNCI NEWS BULLETIN

The Ceylon National Chamber of Industries

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OFFICE BEARERS OF CNCI

Mr. Gamini Gunasekera - Chairman

Mr. Preethi Jayawardena - Immediate Past Chairman

Mr. Tissa Seneviratne - Deputy Chairman

Mr. Raja Hewabowala - Senior Vice Chairman

Mr. Ruwan Edirisinghe - Vice Chairman

Mr. Canisius Fernando - Vice Chairman

Mr. Sarath Perera - Vice Chairman

Mr.R.H. Moses - Hony. Treasurer

Mr. Abeyratne Mutugala - Secretary General

CNCI IS BUSY WITH CHECKING THE “ACHIEVER” APPLICATIONS

Applications for the CNCI Achiever Awards – 2014 has been closed at the end of June and thereafter the auditing of financial states against the information provided and scrutinizing of the applications were started. The task was assigned to an external audit firm – KAL Rupasinghe & Company as an independent party. This year, the CNCI has received a large number of applications, which reflects the entrepreneurial abilities of many of our industrialists and the confidence they have in their process values.



The pictures show some of the audit staff members checking the applications and verifying the facts given in their respective applications.

CNCI Achiever Awards 2014 – Interviews..

On completion of the ‘audit checks’, the first stage of the evaluation process of the Achiever applications commenced with interviewing the Micro and Small category entrepreneurs. Finally all the findings and recommendations will be evaluated by an External Panel of Judges under the chairmanship of Professor Ananda Jayawardena – Vice Chancellor of the Moratuwa University.

One special feature identified in SME sector during the interviews was the interest displayed by women entrepreneurs in doing business. Until recent times the women entrepreneurs were mostly seen engaged in businesses like Beauty Salons, dress making, cookery, flowering etc, but, at the interviews, we met many women entrepreneurs who have been successful in areas like manufacturing, auto-mobile engineering, electrical/electronic engineering, photography, Event Management etc. The interviews were conducted by an internal panel of judges consisting of professionals and consultants in various fields including Engineering, Finance, and Management.



The pictures depict the applicants contesting under Micro and Small categories are facing interviews.

CEYLINGO
VIP
ON THE SPOT
ලෝකෙටම එකයි!

The CNCI organized a Seminar on “Security Stamp” Issue with CAA Officials

The ‘security stamp’ story has become a developing topic among the manufacturing circle during the past few months upon publishing the Government Gazette (Extraordinary) dated 24th February 2014. The Gazette has identified eight items namely, Soft Drinks, Bottled Mineral Water, Branded Edible Oil, Toothpaste, All types of Soap, Shampoo, Paint and Electric Switches, Sockets, Circuit Breakers. The Gazette, which has been published under the Consumer Affairs Authority (CAA) Act stipulates that no products shall be manufactured, imported, distributed, transported or sold unless a security stamp obtained from the CAA is "affixed to each and every pack, container or wrapper".

According to the Gazette notification every manufacturer or importer of Products shall ensure that security stamps are affixed on each and every pack, container or the wrapper of such Products, prior to the release of such Products for distribution to traders and/or consumers. Further, importers are required to ensure that security stamps are affixed on each and every pack, container or the wrapper of such Products by the foreign manufacturer abroad or by the importer at the customs warehouse, prior to the release of such Products to the Sri Lankan market. Manufacturers or importers of the Products are directed to obtain required amount of security stamps from the Consumer Affairs Authority and declared the affixation of security stamps of each and every pack, container or the wrapper of the Products through a website nominated by the Consumer Affairs Authority. Some members of the CNCI, for whom the directives of this Act adversely affect in terms of product pricing made lots of inquiries from the Chamber and requested the CNCI intervention in securing a suitable solution. Accordingly the CNCI organized this seminar at the CNCI Board Room on 26th June 2014 with the main objective of creating clear awareness among all the interested members on this issue. The seminar was held with a participation of approximately 50 members. Mr. Gamini Gunasekera, CNCI Chairman, made the introductory speech (bottom - right) and then the gathering was addressed by Mr. Rumi Marzook, Chairman of the Consumer Affairs Authority and Mrs. Chandrika Thilakarathne, Director Consumer Affairs Authority.



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ECONOMIC PERFORMANCE

ECONOMIC INDICATORS - LATEST AVAILABLE

Category	June 2014 US \$ Mn	June 2013 US \$ Mn	Growth (%) US \$ Mn
Exports	985.6	807.6	22
Industrial Products	725.3	611.1	18.7
Mineral products	2.9	3.1	(6.0)
Imports	1439.4	1509.4	(4.6)
Deficit in Trade A/C	(453.8)	(701.8)	(35.3)
Workers' Remittances	585.1	511.4	10.8
Earnings from Tourism	149.1	121.5	33.8

EXCHANGE RATES - 2014.08.12

Daily Exchange Rates			23.05.2014
Currency	Buying Rate (Rs.)	Selling Rate (Rs.)	
Dollar (USA)	128.7300	131.6000	
Pound (UK)	215.2300	221.3800	
Euro (EU)	171.1600	181.0000	
Franc (Switzerland)	140.8400	176.7700	
Dollar (Canada)	117.0600	145.9500	
Dollar (Australia)	118.3500	121.0200	
Dollar (Singapore)	102.4700	122.8200	
Yen (Japan)	1.2533	1.2934	



University of Moratuwa lays foundation for Research Laboratory

The foundation ceremony for the Advance testing and Research Laboratory dedicated for Bitumen at the University of Moratuwa was held on June 9, under the auspices of the acting Vice Chancellor Rahula Atalage, Dean of The Engineering Faculty, Prof U.G.A Puswewala.

The function was attended by a large gathering comprising of academic and administration staff of the University, Directors and staff of the Road Development Authority, construction industry directors and representatives and many other construction industry stake holders.

The long standing need for a research laboratory was indentified by the Transport and Logistics Management Department of the University and the leading Bitumen products manufacturing in Sri Lanka Bitumix (Private) Limited came forward with initial contribution to build this laboratory as one of their Corporate social Responsibility initiative.

This laboratory once completed will serve exclusively for the Bitumen industry with advance testing and research activities fulfilling industry needs and also academic graduate students. With the laboratory enhancement programme, the bitumen testing of the highway engineering lab will be shifted to the new ABT lab and it is expected to improve the laboratory with Super-pave technology, a cutting edge technology for bitumen testing and asphalt mix design. This will be the 1st laboratory in south Asia with Super-pave technology .



Why “ Exhibitions” for industrial sector?

Exhibitions are one of the most effective mediums for establishing and maintaining customer relations. In an increasingly digital age, they are the only media where buyer, seller and product physically come together - a potent force for business.

Exhibitions are also one of the quickest and most cost-effective means of exploring and entering new export markets. Exhibitions combine the mass-reach of advertising, the targeting of direct mail, the persuasive power of face-to-face selling, and the networking benefits of the Internet, to create a unique environment in which a wide range of sales and marketing objectives can be pursued, either singly, or side by side

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The bank with a heart

Source: Annual Report

From Page No 5

Exhibitions are key drivers of any industry. They play a catalytic role in the growth of the sector itself as they showcase current developments both in machines and materials related to the sector. They also facilitate the adoption of new and appropriate technologies at affordable investments. They accelerate the growth of the sector and thereby create new entrepreneurs and new employment opportunities

Exhibitions are an influential, flexible and highly cost-effective business tool - as well as being significant wealth generators in their own right. In established economies they are a vital part of the marketing mix, alongside direct selling, advertising, direct mail and the Internet. In new and emerging markets they are a major stimulus for industrial and commercial development including, Driving industrial development and technology transfer, boosting regional and national industry and stimulating foreign investment in industry and infrastructure. Hence I firmly believe that it reaches out to the exact buyer, consumer of another country, attracting his interest to another geography, which without a doubt puts Sri Lanka in the World map for other than the commodities it has to offer the world. Exhibitions also have a major impact on local and national economies.

Exhibitions are proven to generate more sales prospects per spend than almost any other form of marketing or promotional activity. Even in the new age of technology led communication, social media and the mobile internet, face to face interactions are still key to fostering profitable business relationships. In the modern age of technology, marketers have been able to utilize completely new mediums of communications, but the value of face to face communication cannot be under estimated. Successful marketers need not only harness technology in order to effectively reach their markets, but also make use of exhibitions. Its a showcase in the hub of business areas, where like-minded people can meet with their peers to share knowledge, discuss new ideas and trends in person with other professionals, and create a forum where buyers can see and feel their products.

A rise in more impersonal forms of marketing, such as internet based approaches, exhibitions become more important than ever as human interaction is what exhibitions deliver more cost effectively than any other marketing medium. Exhibitions are a powerful medium because it specifically targets an audience in one convenient place in which it will attract national and international buyers. It empowers the visitor with the current and future technology trends. Technological convergence and economical necessity, is one of the drivers that dictate time-deprived decision makers who want solutions immediately.



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CNCI MEMBER OF THE MONTH

STANDARD PAINTS LIMITED

Overview of the Company & the Management

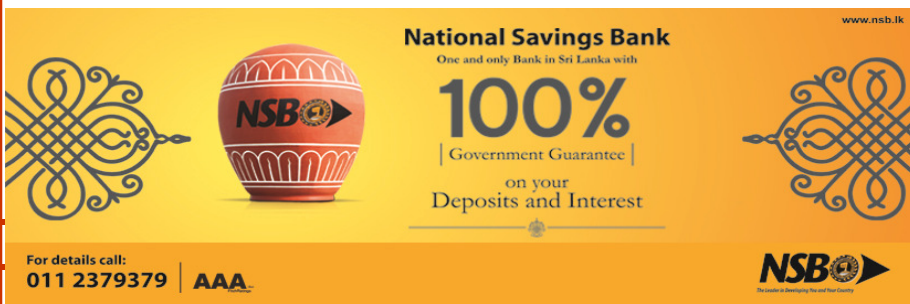
Standard Paints Limited is registered as a Limited Liability Company under Companies Act No 07 of 2007. 50% of the ownership of the company is acquired by the Standard Chemical PLC. The company is carrying out the operations in manufacturing and distributing decorative paints. Company serves to the local market and offers the products under the brand names of “**Standard Paints**” and “**Jemax**”. The manufacturing plant of the company is located at Wadduwa. In addition to that, some other factory outlets and distribution networks are operating in the region.

Raw Material requirements for the company is satisfied mainly from local market and some selected items are imported by the company. Company possesses a recently valued strong assets base to demonstrate its stability to run operational activities and the long term Financial Stability.

Stated Capital of the company is Rs. 100 Million.

By the point of the Level Management, they are responsible for controlling and overseeing the entire organization. They develop goals, strategic plans, company policies, and make decisions on the direction of the business. In addition, Top Level Managers play a significant role in the mobilization of the enterprise resources and are accountable to the shareholders and general public. It is the role of Top Management to improve aspects like profitability and efficiency, thus all Functional Level Managers are responsible for providing their superiors with information on what needs trimmed and how that can be accomplished by taking into account the interests of front level employees of the company.

Their role of the Middle level Managers can be emphasized as executing organizational plans in conformance with the company's policies and the objectives of the top management, they define and discuss information and policies from top management to front level executives and employees of the company, and most importantly they inspire and provide guidance to the staff under them towards better performance. They are given a certain level of delegated authority to take decisions and making in this regard. As well, several assistants and subordinates are committing in front level in accomplishing the objectives of the relevant functions. Simultaneously, Line Managers are reporting to Board of Directors through Managing Director and the General Manager.



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Line Up of Exhibitions (Local)

- **RUBEXPO Exhibition** - 14th to 16th August 2014 at The Bandaranaike Memorial International Conference Hall (BMICH), Colombo.
- **Pro Foods/ Pro Pack & Agbiz 2014** - 22th -24th August 2014 at The Bandaranaike Memorial International Conference Hall (BMICH), Colombo.
- **Shilpa Handicraft Exhibition**- 28th - 31^h August 2014 at Sirimavo Bandaranaike Memorial Exhibition Centre, BMICH, Colombo.

Line Up of International Exhibitions

- **Plastic & Rubber Myanmar** 4th - 6th August 2014 at Myanmar Convention Center
- **Food & Hotel Thailand**- 10th - 13th September 2014 at BITEC
- **Electric & Power Vietnam 2014**- 17th - 19th September 2014 at Saigon Exhibition & Convention Center (SECC), Ho Chi Minh City, Vietnam
- **Industrial Automation Vietnam 2014**-17th - 19th September 2014 at Saigon Exhibition & Convention Center (SECC), Ho Chi Minh City, Vietnam

Daily News

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