

WINNERS			LOSERS			FOREIGN MARKETS		
Milkwork	3c	50.0%	Kimberley Con Mining	31c	-34.0%	DJ Euro Stoxx 50	3423.79	-0.63%
Kaydav	45c	28.6%	Beget	3c	-25.0%	FTSE 100	5513.50	-0.51%
Absolute	6c	20.0%	Rahold	320c	-16.9%	Dow Jones Industrial	11682.13	-0.85%
Protech	179c	15.5%	Santova	6c	-14.3%	Nasdaq Composite	2431.67	-0.34%
Country Foods	16c	14.3%	Goodersen	60c	-14.3%	S&P 500	12971.6	-0.62%
Buildworks	80c	14.3%	Celcom	33c	-13.2%	Nikkei 225	13303.60	-0.95%

DIRECTORS' DEALINGS				
Company	Director	Transaction	No. of shares	Rand value
Blue Financial Services	M J Sondayizi	Sell	125 000	R808 938
PSG Group	W Theron	Buy	10 000	R180 850
Combined Motor Holdings	C L Odendaal	Sell	362 500	R52 381.25
Amevor	D Alexander	Buy	10 000	R10 000

Data supplied by I-Net Bridge

Debt burden eases slightly

ABDUL MILAZI

ANDRE Maas, managing director of DIY Debt Collection, has warned that the number of people falling behind on mortgage bonds would rise to 55 000 within the next two months.

"More people are starting to renege on bond, car, and credit-card payments — forget doctor and dentist bills.

"These are way down the priority list. People are cancelling life insurance policies and stopping investment stop orders wherever they can.

"The fact is that the average consumer is just not in a position to weather any more bad news, such as another interest rate hike or higher petrol prices," said Maas.

According to another debt management company, Debtpack, South African consumers currently owe more than R1-trillion to banks and other financial institutions.

Investment Solution economist Chris Hart said the financial status of the consumer was not healthy enough to withstand the pressure of higher prices and the continuously rising cost of living.

But debtors in South Africa will get some slight relief as they will no longer have to bear the cost of bank charges for payments towards their debts while they are receiving debt counselling.

This follows an announcement yesterday by the National Credit Regulator that credit providers had agreed to carry the costs of distribution when consumers are referred for debt counselling.

Peter Setou, NCR's education and strategy senior manager, said that, currently, consumers were carrying the cost of distribution.

"This arrangement will form part of the restructuring proposal that is submitted to credit providers as part of the negotiation process [during debt counselling]," said Setou.

He said the new arrangement would apply only to all proposals received by credit providers after September 1, and would not be applied retrospectively.

The amounts payable for the cost of distribution were R7 for each payment between R1 and R200, R15 for amounts between R201 and R500, and R25 for payments above R501.

JSE looks to Africa to boost volumes

But so far there isn't much to show

RICHARD STOVIN-BRADFORD

AS A piece of infrastructure, the Johannesburg Securities Exchange operates mostly flawlessly, but it wants to handle greater trading volumes, according to chief executive Russell Loubser.

The JSE is scouring sub-Saharan Africa for new listings and trying to cosy up — so far fruitlessly — to other exchanges on the continent where it accounts for about 75 percent of the market capitalisation.

At home, Loubser is not having much luck with the Bond Exchange of SA, which he believes would, if combined with the JSE, make for a more comprehensively stocked South African exchange — especially in interest-rate products.

"I'd prefer the two exchanges to work as one," he said.

But Bond Exchange of SA CEO Garth Greubel said: "We



EXPANSION JOINT: Russell Loubser, the JSE's CEO, wants to do more business. Picture: MARIANNE SCHWANKHART

believe in competition because it allows the market to decide between product providers, thereby driving pricing to the correct level.

"The market is not best served when you have a monopoly situation," he said. Loubser did not report any inward acquisitive interests from foreign exchanges or infrastructure investors. As things stand, no shareholder can acquire more than 15 percent of the exchange without Financial Services Board approval.

He said 40 percent of the JSE was foreign owned, with US institutions accounting for 28 percentage points of this.

"Tumultuous markets have hardly affected the flow of new listings.

In the first half, 13 companies listed, down from 15 a year ago. Delistings declined to 11 from 31.

These statistics will pale into insignificance should London-listed BAT be listed locally as part of the unbundling of the stakes of

Remgro and Richemont in the tobacco group.

The BAT listing is partly a response to South African exchange controls: local individuals and trusts receiving BAT shares would not have to treat the shares as part of their offshore foreign currency allowance.

Despite continuing heavy expenditure on information technology, the JSE's operations have not been without flaws.

Recently, it delayed the opening of the market until 3pm on July 14, but brokers can recall other occasions when its systems crashed inexplicably.

Though Loubser claims the exchange maintained its unbroken record of "zero failed trades," brokers can recall a failed trade in shares of dual-listed paper group Mondi.

Loubser ascribed this to delayed settlement and not to a failed trade, which he defined as occurring when a party cannot come up with the cash or scrip on settlement day.

Market turbulence in the first six months of the year proved lucrative for the JSE, which reported a 414.2 percent leap in interim headline earnings per share to 199c.

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Top challenges with best-in-class practices in these high-profile appointments in Cape Town

Business Analyst: Procurement

Reporting to the Regional Category Manager: Africa-Pakistan, you will support the category management team by developing category business plans, compiling market analysis and data collection to support projects. This will include: • developing spend profiles • assisting with category analysis and performance reporting • developing procurement presentations • assisting with the deployment of eProcurement tools • analysing and reporting savings from the procurement of goods and services on a routine basis across the Africa-Pakistan region.

You're a seasoned innovator with a strong financial, systems and analytical background, able to influence procurement strategy and provide insight into business objectives. Essential will be: • a BCom degree or CIMBA • a track record (4 - 5 years) of relevant business analysis experience • a solid systems and technology orientation, including proficiency in MS Excel, Access and SAP • a good understanding of reporting templates, with an understanding of both SA and US accounting standards • ability to analyse and find solutions to problems, enabling better business decisions • proven project management abilities.

Regional Marketing Communications Specialist: Global Lubricants

This is a superb challenge for a seasoned Marketing Communications professional to interface across internal marketing teams across 20 countries in the Europe/Africa/Middle East region with regard to brand communications deployment, and ensuring compliance with tools and processes, brand guardianship and creative approvals. You will also: • co-ordinate the development and deployment of consistent internal communications messages with internal stakeholders • co-ordinate the implementation of marketing governance across the region, including marketing budget performance and marketing initiatives • offer regional project support by assisting in the deployment of regional marketing initiatives.

An exceptional communicator with outstanding planning and organising abilities, you can demonstrate: • a B degree or diploma in Marketing • a proven background (at least 5 years) in an internal marketing communications role, essentially gained within a large, established corporate • strong leadership ability with an ability to influence at executive level, and to quickly establish credibility • the ability to integrate global marketing strategies and customer insights with all advertising/promotional/below-the-line communication platforms • very good copywriting skills • articulate communication and presentation skills • analytical and strategic thinking abilities • flair for prioritising, initiating and facilitation. Previous international experience in development and deployment of communication messages, which work effectively across cultural boundaries and time zones, will be beneficial.

Nicole Di Bartolo Management Appointments have been retained to handle response to the above two posts. Please email your CV to: ivy@nicole.co.za or telephone Ivy Hartman on 021 466 8900 for queries.

Business Process Analyst Supply Optimisation Group, Cape Town

An excellent opportunity for a highly numerate and commercially astute analyst with exceptional insight into the dynamics of complex supply chain systems.

Reporting to the Global Supply Optimisation Manager, based in Houston, Texas, your role will be to support Regional and Global SOG (Supply Optimisation Group) objectives, ensuring global supply chain process insights and best practices are brought to the region in support of understanding and continuously improving performance of the supply chain. Furthermore, you will aim to enhance enterprise value, provide visibility and analysis of supply chain metrics, which represent the health of the supply chain, and recommend specific actions to address areas of concern. Your role would also include the support of Global and Regional SOG leadership through the execution of supply chain projects involving the detailed analysis of supply chain processes designed to meet a variety of business needs consistent with highest priority opportunities.

The environment you will enter is challenging, exciting and fast-paced and involves high-level supply chain optimisation. The role therefore calls for sound organisational savvy with a strong process mindset and a well-developed commercial understanding of the end-to-end supply chain coupled with the ability to manage matrix type reporting structures. A relevant university degree (BSc/BCom) supported by 3 - 5 years experience in one or more areas of the supply chain, supported by a proven track record of analytical problem assessment and resolution, are essential criteria for the role. To succeed you will need to be insightful and analytically astute with an ability to influence people at all levels. Your advanced numeric abilities, advanced IT skills, well-defined financial acumen, high levels of perception and distinct ability to "think on your feet" will all be key.

To apply for this challenging opportunity, please call Dave Hendry at Key Executive on (021) 461 1848 or email your CV to: executives1@keyrecruitment.co.za

Please apply by forwarding your CV and covering letter to the correct email address specified. Please state clearly the position for which you are applying. Closing date for all applications: 15 August 2008. Kindly do not contact Chevron directly.

In line with our Employment Equity Policy, we would especially welcome applications from members of the designated groups.