

Chamber News

Monthly Newsletter of the Solomon Islands Chamber of Commerce and Industry

February 2010



Welcome

Dear Members,

2009 has been a very interesting year for the Solomon Islands Chamber of Commerce and Industry. There were a lot of developments and issues on political, social, environmental and economic fronts, which were the course for debate throughout the year. We also saw continued increase in customs and excise tax, especially on tobacco and alcohol, we participated in national debate over the Parliamentary Entitlements Regulation, we saw the enactment of a number of Bills, including the Companies Act, Companies Insolvency Act, Customs Valuation Bill and also the much anticipated Communications

Act. We saw general improvements in Foreign Investor confidence in the country and also increased court action against national leaders and the establishment of an Anti-Corruption Taskforce. These were all important issues which SICCI would have like to be more active in advocating or representing the views of its members and the business community. But we understand the challenges we faced with staffing, funding and so on. What we can look forward to is the future that lies ahead.

In 2010, SICCI endeavours to be more active and better organised in representing its members and in advocating key economic and development issues. We must try to improve our position as the national Private Sector Organisation and work closer and better with government, development partners and members in policy development processes. In making the first step towards this ambition, my office has worked very hard with the Board during the last few months in 2009 to develop systems for SICCI to follow in implementing the above vision. Together we have developed a comprehensive work plan and action plan for SICCI, which attempts to outline SICCI's functions, objectives and goals. We have redefined the SICCI mission, vision and our values to make it clearer and easier for

us to follow. We have carefully and strategically identified the key issues we believe SICCI should take leadership in advocating, the activities we want to undertake and the services we want to provide to our Members in the coming year. The exercise has been overwhelming but rewarding nonetheless. I am confident that you will be impressed and pleased about the direction that this organisation will take.

The second step toward this was the European Union funding that SICCI has secured for the period 2010 – 2012 for a total of SBD\$1.0m. We expect to sign the relevant contracts this month. I am grateful to former CEO, Daniel Tuhanuku and Chairman, Michael Hemmer for the vision they had in preparing the initial applications in mid 2009.

I am looking forward to seeing this organisation increase its relevance this year, in being a more proactive and effective partner in policy development but also in terms of the value added services that it offers to its members. It will be a challenging year and we can only hope to grow from here. And to help it grow, we have attached to this Chamber News issue the membership form and fees category for 2010. Please complete the forms and make the relevant subscription payment to the account given.

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BOARD Approves Strategic Plan and Business Plan for 2010

The Board of the Solomon Islands Chamber of Commerce and Industry has endorsed the newly developed Strategic Plan and Business Plan for 2010. CEO, Mr. Calvin Ziru, tabled the Strategic Plan at the last Board Meeting on 19 January 2010. The Strategic Plan documents the direction and area of focus that SICCI intends to take. It establishes the new mission, vision and values of the organization and more so, outlines the objectives and initiatives that SICCI will take in its role as a private sector organization. The Business Plan also includes a Work Plan and Budget. The documents will be released at the Annual General Meeting in March.

Vision for Solomon Islands

A prosperous and skilled nation underpinned by sustainable economic growth, leading to better lives for our people.

SICCI mission

To make the Solomon Islands an internationally competitive place for business.

SICCI values

Collaboration	Innovation	Openness	Professionalism
<ul style="list-style-type: none"> <i>SICCI encourages collaboration between business, government and other development partners.</i> 	<ul style="list-style-type: none"> <i>SICCI supports innovative practices and new ways of making a difference.</i> 	<ul style="list-style-type: none"> <i>SICCI promotes openness with each other and our trading partners.</i> 	<ul style="list-style-type: none"> <i>SICCI is committed to the highest professional standards in all that we do.</i>

Ben Barnett leaves SICCI Office

In October 2009, Mr. Ben Barnett from Melbourne Australia, joined the SICCI office as a volunteer under the Australian Youth Ambassador for Development (AYAD) program. During the short period of 3 months that he was work in SICCI, Ben worked very closely with CEO, Calvin Ziru and facilitated the development of the new Strategic Plan, Business Plan, Work Plan and Budget. Ben worked as a business consultant for the Nous Group Australia, a large consultancy firm in Australia that specialized in strategic planning for major companies, and it was this background that benefited SICCI most. In his final meeting with the Management Board, the Board extended its appreciation to Ben for the hard work that he had done and committed himself to doing during his time.

SICCI Welcomes Bmobile Ltd

SICCI welcomes BMobile into the Solomon Islands as new mobile service provider, following its successful bid for a telecommunications license under the Telecommunications Act 2008. BMobile becomes the country's second telecommunication service provider although its license is restricted to mobile services only. BMobile received its Foreign Investment Registration Certificate in January 2010. Chief Executive, Julien Coustaury expressed in several media interviews and press releases that his company was aware of the enormous expectation placed upon his company and was confident that they would surprise.

SICCI AGM scheduled for March 2010

The Solomon Islands Chamber of Commerce and Industry will hold the Annual General Meeting (AGM) in March 2010. Although the dates have not been finalized, it is expected that the AGM will take place at the end of March, during which time the Strategic Plan and Business Plans will be launched and presented to SICCI Members. The Board will also introduce a number of amendments to the SICCI Constitution, in an attempt to update the governing regulation. Members are expected to attend the AGM.

SICCI participates in ILO Workshop on Youth Employment

The Solomon Islands Chamber of Commerce and Industry was invited by the International Labor Organization to attend a regional meeting in Wellington, New Zealand to discuss and map out means by which employer organizations in the region, including SICCI, could help alleviate the youth employment dilemma in their countries. SICCI was represented by Mr. Calvin Ziru and Mr. Bryan Keniasina. Mr. Peter Tam, President of the Association of Solomon Islands Manufacturers (ASIM) was also invited by SICCI to attend. However in recognizing the purpose of the meeting, SICCI selected a youth representative, Mr. Michael Bate'e, from the Borderline Area to accompany the team to Wellington.

The meeting was held at the Business NZ office in Wellington and conducted by ILO facilitator Mr. Arnout De Coster from Turin, Italy. The meeting was attended by Kiribati, Samoa, Vanuatu and Solomon Islands. Lookout for more of the outcomes of the meeting in the next Chamber News.



SICCI PRESENTATION ON ANTI-CORRUPTION WORKSHOP

The Solomon Islands Chamber of Commerce and Industry participated in the second Anti-Corruption Taskforce (ACT) Workshop on 10 November 2009 at the Forum Fisheries Agency (FFA) Conference Room. The primary topic of the Workshop was 'Politics, Public Sector and Anti-Corruption' and saw a range of presentations from various organisations invited to make presentations on the subject. At the opening of the Workshop, Prime Minister, Hon. Dr. Derek Sikua reiterated his governments support for the work of the ACT and its intention to sign the United Nations Convention Against Corruption (UNCAC) in 2010.

Amongst the presentations that were made during the Workshop, the most alarming was the presentation by the Auditor-General, Mr Edward Ronia on the cost of corruption on the national economy. The Auditor-General provided figures from audit reports made on 10 national projects prior to 2007, which revealed that the Solomon Islands, because of corrupt practices, lost more than \$440 million in revenue. He emphasised that this amount represents only 10 national projects, a very small portion of the real picture.

On behalf of the private sector, CEO for SICCI, Mr Calvin Ziru presented a brief analysis of the approach that the Solomon Islands needed to take to combat corruption in the country. SICCI acknowledged that the interaction between public and private sector was inevitable as a matter of law, particularly on issues of taxation, customs, immigration, land etc. The presentation emphasised that effective anti-corruption was more than just improved auditing and legislative changes, but rather a radical political reform – a process which the government cannot achieve in isolation of its stakeholders.

The Anti-Corruption Workshop is a series of workshops that is being planned by the ACT with the intention of soliciting views on anti-corruption in the Solomon Islands. The next workshop will be held in Auki on 19 November 2009. SICCI is inviting any interested members to make a presentation on its behalf.

ASIM AND SICCI APPEAR BEFORE PAC

As the Permanent Secretary of the Ministry of Finance and Treasury, Mr Shadrach Fanega, on Wednesday 2 December 2009 issued an update on the government's finances in response to public concerns, the Association of Solomon Islands Manufacturers and the Solomon Islands Chamber of Commerce and Industry were preparing to make submissions to the Public Accounts Committee on the issues they had with proposed tax increases by the government.

The 2010 Budget meeting by the Public Accounts Committee was ordinarily a government affair where the ministries of the government appeared before the Committee to explain or justify allocations made to it in the Budget. The Committee resolved early Wednesday morning to accept an Appearance by representatives of ASIM and SICCI, as an exception.

The submission is timely given confirmations by Mr Fanega over government money. Mr Fanega confirmed that for the remainder of this year, government finances would remain very tight. He said that the Global Economic Crisis had hit the Solomon Islands export sector hard. As a result, government revenues would be well down on what was projected to be collected in 2009.

SICCI intends to submit to the Committee that whilst it accepts tax increases may be necessary in such financially challenging times, imposing such increases as a result of the government inability to collect revenue and apparent misuse and mismanagement of funds is wrong and unfair on the private sector. These matters will be raised on Thursday 3 December 2009.

CEO MEETS WITH POLICE COMMISSIONER

SICCI Chief Executive Office, Calvin Ziru made a courtesy call to the RSIP Police Commissioner, Mr Peter Marshall on Friday 4 December 2009. During the meeting, the two discussed in general the relationship between a strong commercial activity and improved law and order situation in the country. The Commissioner expressed his desire to see greater collaboration between the private sector and police force in the future. SICCI took the opportunity in the meeting to discuss security issues concerning its members, namely Chinatown with the recent burning of the SIFF building, and GPPOL with the burning of its headquarters earlier on in the year.

In agreeing to improve working relationship, the Commissioner agreed to provide monthly updates to SICCI on policing issues and any other matters that may be of interest or concern to the private sector. The details of this arrangement will be finalised by the Board but may include monthly reports to the Board or CEO and where necessary, SICCI meeting with the Police Commissioner.



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- Events Catering

2010 RANK	2009 RANK	ECONOMY	2010 REFORMS	2010 RANK	2009 RANK	ECONOMY	2010 REFORMS	2010 RANK	2009 RANK	ECONOMY	2010 REFORMS
1	1	Singapore	3	62	51	Spain	1	123	123	Nepal	1
2	2	New Zealand	0	63	64	Kazakhstan	3	124	122	Paraguay	1
3	3	Hong Kong, China	3	64	53	Luxembourg	1	125	120	Nigeria	1
4	4	United States	0	65	60	Oman	2	126	124	Bhutan	1
5	6	United Kingdom	2	66	54	Namibia	0	127	125	Micronesia, Fed. Sts.	0
6	5	Denmark	0	67	143	Rwanda	7	128	130	Morocco	1
7	7	Ireland	1	68	59	Bahamas, The	0	129	127	Brazil	1
8	8	Canada	0	69	73	Tunisia	2	130	128	Lesotho	0
9	9	Australia	0	70	62	St. Vincent and the Grenadines	2	131	126	Tanzania	0
10	10	Norway	1	71	77	Montenegro	4	132	131	Malawi	2
11	16	Georgia	2	72	72	Poland	4	133	132	India	1
12	12	Thailand	1	73	63	Turkey	1	134	144	Madagascar	1
13	15	Saudi Arabia	2	74	66	Czech Republic	3	135	140	Mozambique	2
14	11	Iceland	1	75	67	Jamaica	1	136	134	Algeria	4
15	13	Japan	0	76	70	St. Kitts and Nevis	1	137	142	Iran, Islamic Rep.	4
16	14	Finland	1	77	83	Panama	2	138	133	Ecuador	0
17	24	Mauritius	6	78	74	Italy	0	139	137	West Bank and Gaza	2
18	17	Sweden	0	79	79	Kiribati	0	140	135	Gambia, The	0
19	23	Korea, Rep.	2	80	75	Belize	0	141	136	Honduras	3
20	18	Bahrain	1	81	78	Trinidad and Tobago	0	142	146	Ukraine	1
21	19	Switzerland	0	82	89	Albania	3	143	138	Syrian Arab Republic	1
22	20	Belgium	2	83	76	Dominica	0	144	141	Philippines	3
23	21	Malaysia	2	84	81	El Salvador	0	145	139	Cambodia	0
24	22	Estonia	2	85	85	Pakistan	1	146	147	Cape Verde	2
25	27	Germany	2	86	102	Dominican Republic	1	147	155	Burkina Faso	5
26	25	Lithuania	1	87	71	Maldives	0	148	156	Sierra Leone	5
27	30	Latvia	2	88	90	Serbia	2	149	159	Liberia	3
28	26	Austria	0	89	86	China	1	150	145	Uzbekistan	2
29	29	Israel	1	90	99	Zambia	1	151	154	Haiti	2
30	28	Netherlands	1	91	88	Grenada	2	152	164	Tajikistan	5
31	31	France	2	92	87	Ghana	1	153	150	Iraq	0
32	69	Macedonia, FYR	7	93	91	Vietnam	2	154	149	Sudan	2
33	47	United Arab Emirates	3	94	108	Moldova	3	155	148	Suriname	0
34	32	South Africa	1	95	84	Kenya	1	156	162	Mali	5
35	33	Puerto Rico	0	96	94	Brunei Darussalam	1	157	152	Senegal	1
36	34	St. Lucia	1	97	92	Palau	0	158	151	Gabon	0
37	49	Colombia	8	98	93	Marshall Islands	0	159	160	Zimbabwe	1
38	38	Azerbaijan	2	99	103	Yemen, Rep.	3	160	168	Afghanistan	3
39	37	Qatar	0	100	104	Jordan	6	161	158	Bolivia	0
40	36	Cyprus	0	101	98	Guyana	2	162	153	Comoros	0
41	80	Kyrgyz Republic	7	102	95	Papua New Guinea	1	163	157	Djibouti	1
42	35	Slovak Republic	1	103	110	Croatia	1	164	173	Timor-Leste	1
43	50	Armenia	3	104	96	Solomon Islands	0	165	166	Togo	2
44	42	Bulgaria	2	105	97	Sri Lanka	1	166	161	Mauritania	0
45	39	Botswana	2	106	116	Egypt, Arab Rep.	4	167	165	Lao PDR	1
46	61	Taiwan, China	2	107	111	Ethiopia	3	168	163	Côte d'Ivoire	0
47	41	Hungary	1	108	101	Lebanon	2	169	170	Angola	3
48	48	Portugal	4	109	100	Greece	1	170	169	Equatorial Guinea	0
49	40	Chile	0	110	117	Guatemala	4	171	167	Cameroon	3
50	44	Antigua and Barbuda	0	111	105	Seychelles	0	172	172	Benin	2
51	55	Mexico	2	112	106	Uganda	1	173	171	Guinea	0
52	46	Tonga	1	113	107	Kosovo	1	174	174	Niger	1
53	58	Slovenia	2	114	109	Uruguay	1	175	175	Eritrea	0
54	43	Fiji	1	115	114	Swaziland	0	176	177	Burundi	0
55	45	Romania	1	116	119	Bosnia and Herzegovina	1	177	178	Venezuela, R.B.	0
56	65	Peru	6	117	113	Nicaragua	0	178	176	Chad	0
57	68	Samoa	2	118	112	Argentina	1	179	179	Congo, Rep.	0
58	82	Belarus	6	119	115	Bangladesh	3	180	180	São Tomé and Príncipe	0
59	57	Vanuatu	1	120	118	Russian Federation	3	181	181	Guinea-Bissau	1
60	56	Mongolia	0	121	121	Costa Rica	1	182	182	Congo, Dem. Rep.	1
61	52	Kuwait	2	122	129	Indonesia	3	183	183	Central African Republic	1

Note: The rankings for all economies are benchmarked to June 2009 and reported in the country tables. Rankings on the ease of doing business are the average of the economy's rankings on the 10 topics covered in *Doing Business 2010*. Last year's rankings are presented in italics. These are adjusted for changes in the methodology, data corrections and the addition of 2 new economies. The number of reforms excludes reforms making it more difficult to do business.

Source: *Doing Business* database.

 your IT solutions partner


daltron

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The daltrön Story



For Tony Koraua, a Solomon Islander but a permanent resident of Australia, the opportunity to be the Country Manager Sales and Marketing for Daltron presented the unique chance to return and work in his native homeland. With a Bachelor Degree in Information Technology from Queensland University of Technology and an Associate Diploma of Computing from Holmesglen TAFE, Victoria, Tony had worked within Information Technology Departments of SINPF and ANZ Bank holding position of IT Manager and Systems Administrator respectively; and prior to that, he had worked at the ANZ Head Office in Melbourne. With a passion for business development, his vision is to see Daltron grow in the Solomon Islands.

Tell us a little bit about yourself, your background, your interests and how you got this position you now have with Daltron?

My passion is in Business Development. I enjoy the thrill of having played a part in the success of any business. I was living and working in Australia for the past 7 years in Information Technology when I saw the Daltron opportunity on the internet. I was quite certain that it would be a great opportunity to assist a company that is genuine about Investing in the Solomon Islands and for me personally to come back and contribute positively to Solomon Islands. After a thorough check on the history and vision of Daltron, I applied and was fortunate enough to be offered the position.

Tell us a little bit about the 'Daltron Story' - what kind of company it is, what services it provides, the staff you have and its operation in the region and Solomon Islands?

Daltron Solomon Islands is an Information and Communication Technology (ICT) company owned by WR Carpenters Group of companies from PNG. It predominantly offers a broad range of Hardware, software and computer accessories. Daltron Solomon Islands also has a highly skilled and certified service team that offers tailored business solutions ranging from repairs or maintenance, network setups, Wireless installations, Exchange Server setups, and many other adhoc requests from customers. Daltron PNG and Fiji are also providing back-up support on Systems Development, Project Management and other services currently not offered in Solomon Islands. Daltron Solomon Islands will be introducing additional products and service in 2010. Our Showroom is the biggest in town right now and is located on Ground Floor of BJS Building.

What is your vision for Daltron in the Solomon Islands and what can you say about the Solomon Islands market that attracts your business?

Daltron Solomon Islands is an ICT Business in the Solomon Islands that is indeed very unique from others. We truly value our customers. It has a great team of dedicated and highly professional and skilled individuals that are prepared to serve their customers without complain. I see that customers have a high expectation of Daltron and that it is renowned for the genuineness and competitiveness in the range of products and services it offers.

Solomon Islands ICT Market is quite strong. With the rate of development that is happening within the Solomon Islands, a need for innovative Business Solutions continues to grow and that is the attraction for Daltron regarding this market; it believes that it has all the resources and skills to be a trust worthy technology solutions partner.

What are the primary objectives for Daltron in the Solomon Islands and how do you intend to achieve these?

Daltron's primary objective is to increase our market share. To achieve this, we need to increase the range of products and services we offer and continue to be innovative with the solutions we provide our clients with.

Tell us about the major business challenges that Daltron is facing at the moment? How do you intend to deal with these challenges?

Having only been with Daltron for the last 3 weeks, I can only say that the continual decline of the Solomon Dollar is a challenge that is really beyond our control. We are having to continuously change our pricing to reflect the drop in our currency.

What is the single most difficult thing about doing business in Solomon Islands in Daltron's view and what solution would you suggest?

I feel that telecommunication technology and infrastructure is the most difficult challenge at the moment. With the deregulation that is due to come into effect early 2010, I think we will hopefully be able to see some improvements. Daltron is keen to see the internet part of the Telecommunications Act fast tracked so we can see more competition and improved services.

What other business and community activities would your company support or be interested to support in 2010? What are these activities important to Daltron?

We are keen to assist where we can. We are currently trying to explore opportunities to assist youths and sports. Youth's are the future of any country and if Daltron can assist them in anyway then we would be satisfied knowing that we are contributing to make a difference to this country.

This is a question we intend to ask all our members at some point because it relates to one of the issues of focus that the Chamber has. In your case it's the issue of Anti-corruption. What would you like to see for the Solomon Islands by 2012, as regards anti-corruption?

I would like to see a Solomon Islands that is totally free from Corruption. I would like to see a day that Businesses can compete fairly on the grounds of pure merit and without fear that corruption could be playing a part in some business dealings. I believe that corruption has contributed to past social unrest Solomon Islands has witnessed in the past.



Tony Koraua (right) talks to Bryan Keniasina, SICCI Project Officer.

7

DRIVERS TO MAKE YOUR WORKPLACE MORE PRODUCTIVE!

1. Building leadership and management capability
2. Creating productive workplace cultures
3. Encouraging Innovation and the use of technology
4. Investing in people and skills
5. Organising work
6. Networking and collaboration
7. Measuring what matters

FOCUS FOR FEBRUARY!

Building leadership and management capability

Effective leadership is about having a clear vision of where your business is heading. It's about identifying new opportunities and inspiring your team to pursue those opportunities. Leadership is required from individuals and from teams.

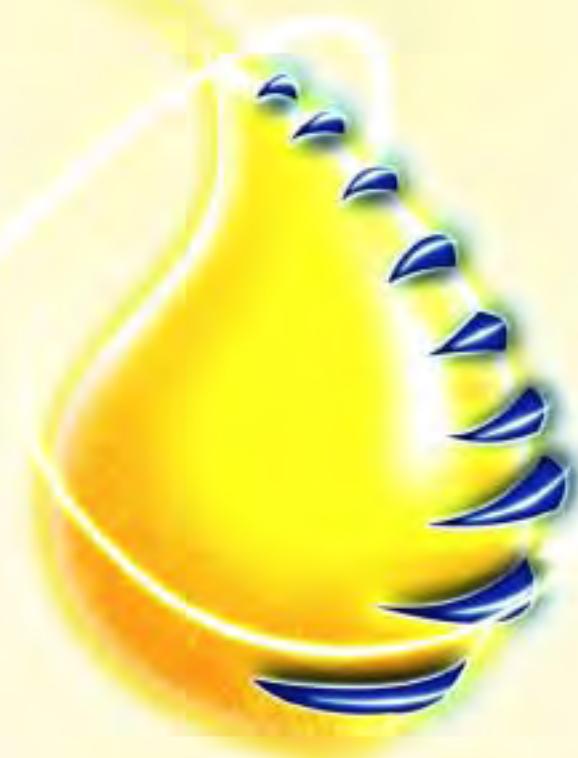
Building leadership and management includes:

- encouraging leadership at every level of the organisation
- leading by example and creating a positive and productive work environment
- making sure your staff have the skills and resources to improve their learning and go on learning
- investing in management development and training
- supporting innovative thinking and making use of new ideas.

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2010 MEMBERSHIP APPLICATION FORM

PLEASE COMPLETE ALL FORMS

and attach copies of Company Registration and FIB Certificate (if foreign investor) deliver your membership payment to:

Solomon Islands Chamber of Commerce and Industry,
2nd Floor, NPF Building, Honiara

Or post to PO Box 650
Honiara, Solomon Islands

PLEASE ALSO COMPLETE THE ONLINE SURVEY

APPLICANT DETAILS	
Company Name:	
Trading Name:	
General Manager/CEO:	
Email address:	
Telephone:	
Facsimile:	
Business Address:	
Postal Address:	
Telephone:	
Facsimile:	
Company website:	

MEMBERSHIP CATEGORY	
Category of SICCI membership:	<input type="checkbox"/> 1-19 employees (annual fee is \$1,250) <input type="checkbox"/> 20-49 employees (annual fee is \$2,500) <input type="checkbox"/> 50-99 employees (annual fee is \$5,000) <input type="checkbox"/> 100+ employees (annual fee is \$10,000)

ON-LINE SURVEY FOR MEMBERS	
Have you completed the on-line annual survey for members? (survey link in email)	<input type="checkbox"/> Please tick once completed



Solomon Islands Chamber of Commerce & Industry

Chief Executive Officer

Solomon Islands Chamber of Commerce and Industry

P.O. Box 650

Honiara

Dear Sir/Madam,

I, (a)....., (b).....

on behalf of (c).....,

being a company/organization duly registered in the Solomon Islands, hereby apply

on behalf of the company/organization for membership to the Solomon Islands

Chamber of Commerce and Industry (Chamber).

The company/organization accepts and agrees to pay the appropriate annual subscription fee in accordance with the Constitution and Rules of the Chamber, on advice that this application for membership has been accepted.

Full details of the applicant company/organization are provided in the required form to this application.

.....

.....

Signature

Date

Notes:

(a) Full name of person making application

(b) Designation

(c) Name of Enterprise making application