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GOOD AFTERNOON HOW MEMBERS MEDAM CHAIR  
THANK YOU FOR THE OPPORTUNITY FOR BEING HERE  
IT IS A FIRST.

#### Introduction

MY NAME IS TREVOR BEVIE

The core business of BC Fibre Products CC is the manufacturing, supply and fitment of Fibre Glass Canopies for bakkies, such as Toyota, Nissan, Isuzu, Ford, ~~Chana~~, GWM and other related products, example the manufacturing of Truck Canopies.

FROM BACK CANOPIES FOR LOCAL  
HOUSES.

#### Topic of Discussion

##### The unavailability of short-term Financing.

As SME's sustaining a high level of working capital is not always possible. However once a contract is received working capital is a key requirement to ensure that the contract is adhered to and completed timorously. The options available for short-term finance is very limited. The major issues with obtaining short-term finance is the exorbitant repayments as well as the excessive red tape that needs to be passed.

An example of the above would be the following;

BC Fibre was awarded a tender, we approached our bank to secure working capital they were however unable to assist as the account held with them was seen as to new. We secured a portion of the required finance through a loan from a family the member. The outstanding funding was acquired through a loan of R50 000.00 from Red Door, the loan had repayment of terms of R25 000.00 over two months.

##### Opportunities to Achieve Sustainable Growth

As a business we strive to achieve sustainable growth, as it is sustainable growth that will ensure that we are in a position to productively contribute to the economy in terms of job creation, supporting our fellow SMEs. This contribution can only be sustained through the assurance of internal sustainable growth.

And example of the above would be:

BC Fibre products has been experiencing a working capital working capital challengers as a result out staff has had to have be reduce.

##### Access to Funding

Government has various initiative which gives SMEs access to finance, however these initiative are also packed with red tape, as SMEs time is not a luxury as such the amount of time that needs to be invested to gain access to government funding could lead to the loss of other aspects of business. If the process could be streamlined and the type of government funding available for SMEs could be made more visible it could be a tremendous help.

2 LADIES  
2 MALES