

MEMBER PROFILE FORUM

HENNIE BARNARD & STRAUSS DALY INC

Hennie Barnard is the Chairman / Director and National Head of the Departments of Strauss Daly Attorneys. Charming and articulate, his specialisations are in Liquidations and Commercial Law. He joined the firm in 1985, and took the chair in 2001; and under his sagacious and superior management, it has become one of the most prestigious of South Africa's law firms. Hennie himself has been administering large insolvent estates for the past 20 years and has taken appointments as liquidator and administrator of insolvent estates.

Strauss Daly is a national law firm with branches in all major centres, and is also represented in Namibia and Botswana. Current expansion plans include opening offices in Mauritius and Kenya, very exciting for the development of the firm and its clients.

The firm is also a member of the international network of Law Firms known as Legus International; and Hennie has the distinction of serving on the Advisory Board of the organisation. Members of Legus enjoy close relationships with one another through referrals, educational programming and an exchange of information regarding member law firm business operations. Lasting partnerships and friendships are cultivated in an environment of trust and confidence which ultimately improves the quality of member firms' legal performance and their ability to service their clients' business needs.

In addition, an important part of Strauss Daly's corporate policy is its commitment to teaching and transferring skills, particularly with regards to previously disadvantaged groups.



Hennie Barnard of Strauss Daly

The Strauss Daly head office is based in Durban; and the company is a member of the Durban Chamber of Commerce which enables it to network there as well.

Strauss Daly has been a member of the SA-Israel Chamber of Commerce for more than 10 years, with Hennie having been prompted to join initially because of the excellent networking opportunities he saw for his company. That reason, and the educational programmes which the Chamber has offered him over the years, has ensured his dedication and loyalty, and his constant involvement in Chamber activities.



While networking is the *raison d'être* for his having joined the SAICC, Hennie is also keen to establish relationships with Israeli companies in whichever category will most benefit his firm; and he will be taking advantage of the offers to be made to him *vis-à-vis* this option. He mentioned that should there be a delegation sent to Israel under the auspices of the SAICC, he would willingly accompany it in order to become familiar with and probably employ in his company some of the incredible and sophisticated hi-tech banking and call-centre opportunities available in Israel.

Hennie acknowledges that having used the services of certain SAICC members has been financially beneficial to him; and at the same time, his regular attendance at the networking breakfasts has been equally valuable from a business perspective.

He also noted the value, from a point of view of advertising and information, of the digital newsletters and magazines regularly published by the SAICC; but added that in addition, he'd like them to be used as well as an opportunity for members to talk more about their businesses. Hennie falls into the category of preferring the hard copy format to that of the digital – which more or less describes about half of our members. So we have to make some serious decisions in the future

about the value of trees as opposed to the constraints of time regulating CEOs – an international issue that is becoming a talking point wherever one does business these days.

From the point of view of extending business and getting information, the SAICC executive breakfasts are occasions Hennie really enjoys and he tries to attend whenever he can, his own timetable permitting. He is also a keen golfer, participating in the annual Golf Day and ensuring that Strauss Daly sponsors a hole every year.

As to the future of business in South Africa, and the future of South Africa itself, Hennie is very positive about both. Having been responsible for highlighting his firm's reputation and gaining it accolades from around the country, that is definitely not surprising.

Our interaction with Strauss Daly through Hennie Barnard has always been positive, professional and rewarding, and we look forward to many more years of collaboration and co-operation.

For further information contact:
031 570 5600
or visit: www.strausdaly.co.za

