SERVICES SECTOR - GENERAL

JAN 86  →  JAN 87  ←

1986 - 1987
40-year Metpol policies barely pay for coffin handles

Burial scheme move ‘a scandal’

By June Bendl, Star Line

A decision by the funeral industry giant, Metropolitan Life Ltd, to pay only a fraction of the costs of policyholders' burials has been called "a scandal" by organisations concerned with the welfare of consumers and senior citizens and calls have been made for a high-level inquiry into the matter.

The only options left to those who believed they were paying premiums for full cover in the event of their deaths are a pauper's funeral or to allow their bereaved to bear the brunt of expenses which average R1 300 for a burial.

Shocked clients have been told they can expect payouts on their death of amounts ranging from R20 to R200, although many have been paying premiums since the early 1940s.

Star Line's highlighting of the matter has spurred on the setting up of a committee to compile a dossier which could be used to prod the Government to take action.

Spokesmen for the National Council for the Aged (NCA) and the SA Co-Ordinating Consumer Council say the onus was on the company to notify its policyholders years ago that inflation had eroded the value of their cover and that they should pay additional premiums to boost their benefits.

Several clients maintain the small print in their policies clearly indicates the company is legally obliged to meet all funeral expenses. There would have been no grounds for the company to increase premiums, they say.

A report in yesterday's Sunday Star told of the shock, heartbreak and anxiety of clients of 40 years' standing who had taken great pride in making provision for their funeral but had now discovered their policies barely covered the brass handles on their coffins.

A Port Elizabeth lawyer, Mr Len Cohen, who will head the committee to compile and coordinate information on the matter told Star Line:

"No inflation-protection provision was built into these policies to take into account the escalating costs. But the policyholders should not bear the brunt of this oversight. After all these companies have had their money for years."

Spokesman for the SA Co-Ordinating Consumer Council Mr Louw van der Merwe agreed with this view.

"Apart from that, over the last 10 to 15 years it was evident that inflation had eroded the value of policies so the onus was on the policyholders to notify policyholders they were not sufficiently covered and should therefore take steps to secure full cover. But this was never done."

Dr F A van Rensburg from the NCA in Cape Town said his organisation had had many complaints from senior citizens.
Bill should kill ‘cowboy’ image

Alarm bells ring for fly-by-night security firms

GOVERNMENT is to impose strict controls on the growing security industry.

Department of Law and Order officials are applying finishing touches to the Security Officers Bill and expect it to pass through Parliament before the end of the current session. The draft legislation will be ready within a matter of days, says one.

While refusing to give details of the proposed legislation, government spokesmen say it will go a long way towards ridding the security industry of its “cowboy” image.

Industry officials expect the main points to be the establishment of a licensing and qualification system for security firms, and insistence on formal training for security personnel.

There is now nothing to stop anyone from setting up a security firm. With no form of licensing or control — even an criminal record is no bar — backyard operations have sprung up countrywide.

Frank Sins, director of the SA Security Association (Sasa), says 20 new firms have opened for business on the Reef alone in the past six weeks.

He says unqualified “backyard” operators — some set-up shop with no more than a large dog and a van — are attracted by the quick money to be-made in an industry benefiting from growing unrest and political uncertainty.

Sins says the industry welcomes the Security Officers Bill and predicts it will “make an honest man” of the security industry, which he admits suffers from a fly-by-night image.

He points out that while there are an estimated 350 burglar alarm companies, only 37 belong to the umbrella body, the SA Intruder Detection Systems Association. Those 37, however, employ an estimated 85% of the labour force in this sector.

Of the industry’s 150 employer bodies, less than half belong to the SA National Security Employers’ Association.

Police, concerned over the lack of controls in the industry, have contributed to the Security Officers Bill.

Law and Order officials say the final Bill will differ considerably in detail from the draft gazetted in August 1984.

“Just the principle remains the same — to legitimate the security industry,” says a spokesman.

He says the security industry will not be consulted further before the finished product is presented to Parliament.

“We have had enough discussion with the security industry. At some time or another, you must come to something final.”
Dogs bred to beat crime

Own Correspondent

TZANEEN — A new type of guard dog is being bred by an ex-Zimbabwean who has established a security organisation near Ofcolaco in the Trichardt district near Tzaneen.

Mr Ron Selley's Ofcolaco Farm Services Association offers security and protection to farmers, and anyone who might require it, in an area where the theft bill tops R3 million a year.

Mr Selley has a long history of combating poaching, first as a member of the Nature Conservation Department in Zimbabwe and then as a nature conservation officer with the Department of Co-operation and Development in the Eastern Transvaal.

After leaving the service, he started his security dog business near Ofcolaco where he has 85 dogs plus their guards who are trained to military standards.

He has bred into his German Shepherd dogs a percentage of pure Timberwolf blood. This is said to make an ideal combination. In the wolf pack only the strongest and most intelligent survive, hence this cross produces outstanding qualities.

The imported wolves, crossed with the German Shepherd dog, produce animals that are physically strong, loyal and obedient, while remaining vicious to strangers. The nature and breeding of his dogs is claimed to be the essential difference between Mr Selley's and other security organisations.

Each dog is allocated a specially-trained handler who remains with it throughout its life. The military-like training which they receive as a unit, aims to ensure a perfect partnership between man and dog — essential for security work.

The handler/dog teams are allocated to a farm, or wherever needed, for a period of five days, after which they are replaced by another team. The five-day period ensures the dogs and handlers do not become familiar with anyone in the area.

Since Mr Selley's unit has become operational, a drastic reduction in stock and crop thefts has become evident.

The Letaba area has always been described as South Africa's winter storehouse, but this "storehouse" has had to write off between 10 and 15 percent of its annual crops due to theft.
The Urban Foundation has embarked on a drive aimed at linking black suppliers in the PWV area with white businesses needing their services. So far, the campaign has netted orders worth more than R500 000 for black business.

In the past six months, the foundation has been looking for white business operations keen to buy supplies or services from the black sector. The response has been good, resulting in requests for a range of services, says home industries and marketing co-ordinator Derek Drake.

They include the supply of goods, services, the opening of agencies and franchise operations.

He says a list has been drawn up of services, skills and products which are known to be currently available from black business, but the list needs to be expanded to include all the trade, commercial and other skills now offered by black business in the PWV area.

Notes Drake: "The problem now is not to find willing white businesses, but to find black businessmen able to fill their needs."
‘You treat us like rubbish!’

By SENNAR KUNENK

SOWETO was left dirtier than normal this week when council labourers, clerks and drivers went on strike at Zondi cleaning plant.

The 500 workers vowed not to return to work “until the councillors give us an increase”.

A spokesman for the strikers said they had decided to down tools on Monday after they discovered that only non-graded employees were paid an increase.

“The council did not fulfill its promises. Earlier this month, Soweto town clerk Nico Malan promised us a R20 across-the-board increase backdated to January. But this hasn’t happened,” he said.

The spokesman added that when deputy mayor GB Jwara was approached, he told them there were “lots of unemployed people” — and that the council could do without them.

He showed City Press minutes of a City Engineer Works Council meeting held at the Soweto Chambers last October, where council personnel manager BE Q Aleks stated new salary scales would be applied in November.

The last increase was implemented in 1984, said Qaks.

Town clerk Malan said he could not comment “on something I know nothing about”.

The workers’ monthly salaries are R332 for drivers and machine operators, R316 for supervisors, and R269 and R233 for male and female labourers respectively.

AGER ROADSHOW
presents:
SUPER MUSIC FESTIVAL
BRENDA FASI & THE BIG DUDES
Security firm's offer slammed

"Surveillance" advertisement draws union fire

SEVERAL union, management and academic sources have responded with outrage to a security company's offer to undertake covert surveillance of workers who cause strikes, work stoppages, violence and unrest.

The company, Investment Surveys, has advertised in a magazine, Security Focus, saying:

"Group forming, lobbying, intimidation... when members of your staff force others to take action against your company's interests, this can result in strikes, work stoppages, violence and unrest. It is thus vital that you have prior knowledge of what's happening!"

"Investment Surveys will undertake covert investigations and surveillance. Our trained agents will be employed by you in the guise of normal workers. They will report your plans and acts against your company. This will enable you to take timely precautions and counter measures."

The unionists, academics and management representatives interviewed felt covert surveillance created mistrust in an already tense industrial relations climate, as well as infringing on workers' rights to freedom of speech and association.

National Union of Mineworkers' (NUM) general secretary Cyril Ramaphosa said such surveillance helped to escalate the violence because once found out, workers reacted with gross anger to informers. "People using these poor souls should be blamed for worker actions taken against them," he said.

Prominent industrial relations practitioner Theo Heffer said the only reliable way of having prior knowledge of developments at the workplace was to enter into consultation and negotiation with real worker representatives.

CLAIRE PICKARD-CAMBRIDGE

Council of Unions of SA (Cusa) head and acting spokesman for the Vukani Guards & Allied Workers Union Piroshaw Canay said ongoing surveillance was totally repugnant. Cusa had also found that some informers tried to suggest radical actions to workers to test their response.

Senior industrial relations lecturer at the Witwatersrand University Loet Louw said it was deplorable that a company was prepared to offer an informer system. But a company's use of informers was more serious because this was unethical, could prove an unfair labour practice and endangered life.

Premier Group's Human Resource director Rob Childs cautioned managers to note the difference between industrial relations and security issues. Some security companies played on management's industrial relations concerns and offered security solutions to industrial relations problems.

Investment Surveys director Gert Cruywagen said the company did not aim to infiltrate unions or give management an unfair advantage.

The company regretted that the ad was seen as intending to interfere in industrial relations issues. "We concentrate on the criminal field by trying to counteract lobbying and intimidation," Cruywagen said.

Quite a lot of employers used such services to counteract criminal elements among workers. They believed most strikes and stoppages did not result from union actions, but from political or criminal problems.

Institute for Industrial Relations director Mark Anstey said both labour and management usually acknowledged the place of security in an organisation. But, if security was perceived by one party to be subverting the interests of another, it was more likely to contribute to industrial unrest.
Rent claims denied

THE Mamelodi Civic Association yesterday issued a statement saying the Mamelodi Town Council's efforts to influence residents into paying rent had not had the desired effect.

Mamelodi mayor, Mr Zikhali Ndazi, declined to comment on the association's statement and said: "It is a waste of time to comment on faceless leaders who do not want to come out into the open. We were elected into office by 53 percent of the local residents".

Meanwhile scores of Mamelodi residents also rejected claims by Mr Ndazi that the rent boycott had ended.

Those interviewed refused to have their names published for fear of reprisals.

Mr Ndazi said recently that the latest figures had revealed that people were now paying rent after a boycott of about nine months. The boycott in November last year was sparked off by the death of more than 10 people. CGS

*This story has been restricted because of the emergency regulations*
EEC ban will have 'considerable' impact

From JOHN BAXTER
LONDON. — A Common Market ban on the import of coal, iron and steel would have a "considerable" impact on the South African economy, the British Prime Minister, Mrs Margaret Thatcher, said yesterday.

The ban is considered to be the most significant sanction to emerge from the two-day Common Wealth mini-summit which ended abruptly in the early hours of yesterday morning with disagreement between Britain and the rest of the Commonwealth.

Mrs Thatcher insisted that these steps had been necessary to Britain's national interest and to "demonstrate Britain's commitment to the Commonwealth and the European Economic Community".

British Government officials yesterday said Mrs Thatcher's agreement to "accept and implement" the embargo, that its adoption by the European Community next month was little more than a formality.

- Opponents
Both West Germany and Portugal — the other two EEC opponents of immediate sanctions — have indicated that they would not hold out once Britain acquiesced.

Unilateral embargoes by Denmark and France on coal imports have already had an impact on the South Africa coal industry and a full EEC ban will bite further.

While an EEC decision would be binding on the 12 members, there was nothing however to hold Japan to implement it, officials said.

The Zimbabwean Prime Minister, Mr Robert Mugabe, warned that Mrs Thatcher's critics by accusing her of giving away nothing and for showing herself as "an ally of apartheid".

The Commonwealth Secretary-General, Sir Shridath Ramphal, said the Commonwealth had been "true to itself and chosen the option of credibility over unanimity. It marks the end of any no-sanctions policy in the Commonwealth."

The Shadow Secretary, Mr Denis Healey, said that without movement from Pretoria there would have to be further measures and eventually mandatory sanctions.

The sanctions agreed to by Mrs Thatcher will have more impact on the South African economy than the much larger package adopted by the other 43 Commonwealth nations, which collectively, have little trade with South Africa.

By using the provisional Common Market package from the EEC summit at the The Hague, Mrs Thatcher has kept the sanctions initiative within the European Community.

At the Commonwealth summit Mrs Thatcher agreed to:
- A voluntary ban on new investment in South Africa.
- A voluntary ban on the promotion of tourism to South Africa.
- Accept and implement any decision to ban the import of coal, iron and steel and of gold coins from South Africa.

British 'slave-masters'
He said yesterday that the Namibia would seek broader World support for the OAU's decision to press for mandatory economic sanctions against South Africa.

"We would rather face sanctions — linked to a fixed time-scale — in the hope that in the end we would have a South Africa we could live with rather than continuing to bear the brunt of apartheid and South African destabilisation," Mr Mugabe said.

"What is more important to the people of South Africa: Maintaining a job as a semi-slave or acquiring political rights which enable them to shape their own destiny?" he asked.

Earlier the Zimbabwean leader accused the British government of being the "slave-masters" of blacks in South Africa.
Bill to apply controls to security firms

WIDE-RANGING controls over private security firms will be introduced soon.

Under the Security Officers Bill, released yesterday, all security officers will have to be registered.

No one may be registered as a security officer, except with the approval of the Commissioner of Police, if they have been convicted of a serious offence, or if they have been banned, listed or detained under the Internal Security Act.

In an explanatory memorandum, government said the new Bill provided for the appointment of a Security Officers Board "to deal with and to exercise control over the occupation of security officers".

The memorandum said it was proposed that only registered people would be allowed to provide security services or be employed for this purpose.

The Bill provides that every director of a security company, and every employee who is "rendering a security service", will have to be registered with the Security Officers Board.

The Bill has been drafted in response to calls to clean up the security industry and criticisms of unscrupulous security firms.
Zambia prepares for war

The Argus Africa News Service in LUSAKA

ZAMBIA appears to be preparing for a full-scale economic war with South Africa following its support for the Commonwealth sanctions against the Republic.

President Kenneth Kaunda is reported to have placed the armed forces on full alert against a possible South African attack on the Tazara railway that will have to carry Zambian exports and imports now passing through the Republic if South Africa refuses to handle them.

Emergency measures are being planned to increase the capacity of the railway and the port at Dar es Salaam that serves it.

Plans are also being made to increase Zambia's own production to substitute for goods now imported from South Africa.

President Kaunda has issued a directive to farmers to sharply increase production of chickens, eggs and vegetables to replace imports of these products from South Africa.

He has warned Zambians to be on the lookout for "South African saboteurs" when the Zambians were planning to attack the Tazara railway, and also bridges on the road links with Tanzania.

He warned that Zambia would retaliate "with full force" against such attacks and would fight back "with every possible resource."

President Kaunda is believed to be particularly worried about mining machinery and spare parts for Zambia's copper mines, which have to come now largely from South Africa.

He recently discussed the problem at a meeting in Lusaka with a South African group led by Mr Gavin Bell, chairman of Anglo American. Also present were the Zambian Minister of Mines, Mr Leonard Suhila, and the chairman of Zambia Consolidated Copper Mines, Mr Francis Kaunda.

"While some spare parts and machines can be replaced with equipment imported from other countries, there are a good many machines and spare parts that are available only from South Africa and will be very difficult, if not impossible, to obtain elsewhere, " a spokesman for the Ministry of Mines said.

He said President Kaunda and the Department of Mines placed much faith in the fact that Anglo-American is a minority shareholding in the Zambian copper mining industry.

"It is our belief that Anglo-American will be able to persuade the South Africans not to cut off this important source of supply, despite any other steps they may decide to take against us," the official said.

The general manager of the Tazara railway, Mr Strandwell Mapara, has claimed the line is ready to meet all of Zambia's and Tanzania's needs following a major rehabilitation that included the purchase of new locomotives and rolling stock.

Independent analysts doubt this claim, however, pointing out that up to now the line has been able to carry no more than 60 per cent of Zambia's exports and 35 per cent of its imports. Although it is supposed to be able to carry 2.5 million tons a year, it shifted only 1.2 million tons last year.

They consider it unlikely that the bottleneck at Dar es Salaam can be lifted soon.

Tanzania has offered Zambia all possible help to offset the consequences of any South African retaliation against sanctions. It is not clear, however, what help bankrupt Tanzania can provide.

It's just business as usual, say SA diplomats in United States

By SUE BAKER IN WASHINGTON

South Africa have escalated.

Mr Herbert Brouse, South Africa's Ambassador to the United States, appears frequently on American television, defending his government's policies. His embassy recently stepped up a nationwide public relations effort.

It distributes a monthly newsletter to the media, universities, think tanks and businesses and last week sent a video tape to television stations showing how international sanctions would affect neighbouring black states.

The diplomats said mail received by the Embassy and consulates was generally friendly and supportive.

In Chicago, a spokesperson Mr Piet Gerber said most calls and letters did not support moves in Congress and the international community to impose a negative economic and political sanctions against South Africa.

A diplomat at the Los Angeles consulate said Americans asked repeatedly what the differences were like in South Africa.

But he added, "They are a friendly questions. The people seem to want to be assured the United States and South Africa will remain allies." – Sapa-Reuters.
Consumer Price Index covers dying also

By Reg Rumney

The official measure of inflation, the Consumer Price Index (CPI), encompasses not only the cost of living, it includes the rising cost of dying.

"Funeral and all other expenses among the 600 items which make up the CPI.

The CPI showed the July inflation rate - the percentage increase in prices over the period of a year (in this case July 1985 compared to July 1986) - hit 18.2 percent.

In June, when inflation showed a decline to the year-on-year figure of 18.9 percent, the rise in prices led to a certain amount of incredulity among consumers who couldn't believe inflation was going down.

What worries ordinary people is that whatever the figures may seem to say, prices are going up.

The Consumer Price Index, the measure of inflation released every month, indeed shows a steady climb (see graph A).

The inflation rate itself in the same period fluctuates more and the trend, until July anyway, did seem to be downwards (graph B).

To put it another way, consumer prices rose in the month of June by 6.8 percent, but by June had risen a full 16.9 percent over a period of 12 months.

Concern has been expressed about a number of possible distortions of the index. One is that special discounts might be taken into account which are not available countrywide.

The CPI itself takes in only urban areas, 12 in total, and this itself means that it cannot exactly reflect the experience of rural people.

Personal, negotiated cash discounts, higher trade-in values, discounts negotiated by associations on behalf of their members, discounts offered to special groups, for example, pensioners, are not taken into account.

The CSS said in its 1985 annual report it could only "purify" those discounts by a complicated process which would mean a tremendous increase in respondents burden and in unacceptably high costs.

As it is, the South African CPI's 600 items from 2,000 sources compare with only 400 in the United States, 350 in the UK, 350 in Switzerland and 512 in Japan.

Only Germany of the major industrial nations collects, with typical Teutonic thoroughness, more - 750.

The CSS adds: "Discounts are generally negotiated on a regular basis with the result that only substantial changes in their general incidence or scope should significantly influence the consumer price index."

However, the CSS accepts that consumers do not really benefit from discounts offered on durable goods during a recession, because they lack buying power to take advantage of those discounts.

Then, too, possible areas for disagreement with the compilers have been the weightings, the relative portions out of 100 assigned to various items, such as 3.17 to public transport.

Graph A shows the change in CPI from 1980 to 1985, with a peak in 1983. Graph B illustrates the percentage change in CPI from 1985 to 1986, showing a decrease.

"The man who drowned crossing a stream with an average depth of six inches."
A CHAIN of automotive service centres costing millions of rands is to be set up in black areas throughout SA. The scheme undertaken by the Southern Africa Black Taxi Association (Sabta) will also receive the support of Shell Oil.

The centres will be operated by Sabta local associations. Each service station will be the hub of several small units offering discount prices to taxis and black motorists on a wide range of motor products such as accessories and services, excluding fuel.

The centres will provide a base for local black technicians, mechanics and entrepreneurs to provide goods and services to taxis — Sabta members and non-members alike — and the general motoring public. They will also provide local Sabta members with vital business expertise by giving them an opportunity to buy shares in the service centres and to become involved in their management.

Sabta’s 40 000 members constitute 90% of licensed taxis and a third of SA’s black taxi industry. They use 800-million litres of fuel and up to 1-million tyres each year. Announcing Shell’s involvement in the scheme, Sabta vice-president Godfrey Ntlatleng said: “It was a major breakthrough for Sabta and the taxi industry and this means that the oil company has demonstrated a deep commitment to the development of black small business.”

Ntlatleng said the service station concept had been devised by Sabta, then discussed with a number of oil companies. Shell has shown foresight in spotting the commercial potential of this venture.

Another oil company had also been approached and negotiations were continuing, he said. Its identity would be disclosed once an agreement was finalised.

He also said he expected the first two service centres to be operating by the end of the year.

In addition to ongoing negotiations, Sabta was also close to finalising a number of franchise deals with suppliers of motoring accessories.
12 organisations come together

THE South African Security Federation — representing 12 national security organisations and covering more than 200,000 employees — has been formed to enable the industry to speak with a single voice.

The idea of a security federation arose because senior members of the industry realised that there should be a body of opinion to represent it as a whole, be able to liaise with commerce and industry, and deal directly with the Government.

Standards

Such a federation could also help to improve the industry's image by laying down standards for performance and behaviour.

The president of the new federation is Dick Ackerman, also president of the Security Association of South Africa.


Frank Sims, administration and public relations director of the Security Association, has been appointed administrator of the federation.

Membership of the federation is open to all organisations and societies established to represent individuals, or businesses, involved with the various functions of protective security and allied professions.
Mercy Reporter

THE South African Council of Civil Investigators is to ask for a personal meeting with the State President to discuss the possibility of introducing legislation which will require private investigators and tracing agents to be licensed and controlled by law.

The council's president, Mr Brian Moore, said members of the council regarded the legislation as a matter of urgency 'as people are being ripped off country-wide by unscrupulous private investigators, debt collectors and tracing agents'.

An attempt by the council to have draft legislation passed in 1985 was thwarted by the Ministers of Justice and Law and Order.

Meeting

They seem to have the idea we want to set up our own private police force,' said Mr Moore.

He had drafted a letter asking for a meeting with President Botha and representatives of the industry to discuss the matter.

'While not all of them are sharks, the majority have no ethics and are giving established firms a bad name,' he said.

An investigation carried out in Durban has revealed that many of these operators have themselves been investigated by members of the South African Council of Civil Investigators and some are known to have criminal records.

One of these operators was alleged to have defrauded major firms of more than R170 000 and criminal charges were being investigated, said the secretary of the council, Mr George Riddle.

Standards

Mr Barend van der Merwe, a private investigator, said there were about 60 people operating as PIs, tracing agents or debt collectors in Durban.

'Only 15 of these operators are members of the council,' he said. 'A voluntary organization whose aim is to prescribe standards of ethics and conduct.'

Another investigator, Mr Aubrey Brooks, said many fly-by-night operators were using illegal methods to trace debtors.

In an attempt to stop the growing number of complaints, the council will meet the Chief Magistrate of Durban and Messengers of the Court. Mr Brooks said some PIs were accepting large sums from clients as retainers, but no investigation was done.
City blasts prompt businessmen to look at new measures

Firms re-think security

By Michael Chester

Johannesburg businessmen are to examine new security measures in the wake of the bomb blasts on Tuesday.

Moves were launched yesterday to frame a set of guidelines on how businesses should tackle security.

Mr Marius de Jager, chief executive of the Johannesburg Chamber of Commerce, said security members would meet in the next few days to examine the whole issue of urban unrest.

“Our ambition is to produce a special newsletter that will give guidelines to all member firms—retailers, restaurants, hotels, factories and offices, especially those in and around the city centre.”

“We are also exchanging notes with the Durban Chamber of Commerce to ensure as much information and experience as possible will be pooled.”

New business security measures are also to be studied by the Emergency Planning Association that has been formed as an offshoot of the Central Business District Association.

Mr Pat Corbin, president of the Junior Chamber of Commerce, said it had become essential to give new advice to businesses on security measures.

“The incidents on Tuesday have obviously caused grave concern. They have also caused some puzzlement in view of the enormous progress that Johannesburg in particular has achieved with reforms and the dismantling of apartheid.”

“One is dismayed to learn that the very people who have contributed so much to racial harmony turn out to be the victims of terrorism,” he said.

“The chamber will also be examining more effective ways of communicating to everyone what achievements have been made and what may still be in the pipeline.”

“Perhaps ignorance about achievements is at the root of outbreaks of violence.”

‘Civil Defence can cope with blasts’

By Hannes de Wet

Johannesburg’s Civil Defence Corps is geared for emergencies such as Tuesday’s bomb explosions in the city centre, says the manager of Civil Defence, Mr H van Elst.

“We are also working very closely with commerce and industry and assist them in their overall emergency planning.”

Mr van Elst said it was virtually impossible to prevent incidents such as Tuesday’s explosions.

“It can only be done to a limited extent by taking steps such as removing dustbins from easily accessible places. If somebody is determined to place a bomb somewhere, he will do it regardless.

“That is why we are placing the emphasis on how such emergencies should be handled. In this regard we are training many people from commerce and industry.”

“In June alone we have trained about 500 people in first aid procedures.”

Mr van Elst said an Emergency Planning Association was established about nine months ago with a view to increase co-operation between the Civil Defence Corps and commerce and industry.

Mr van Elst said there had been a surge of interest in civil defence during the past year.

“We sometimes find it difficult to keep with all the inquiries we are receiving.”
Wage rise, cut in work hours for security men

Labour Reporter

WAGE increases and improvement of other conditions for security guards have been announced in the Government Gazette.

Amendments to the wage determination for the security guard industry, gazetted on Friday, increase guards' wages between five and 15 percent, reduce working hours from 72 to 60 a week and increase annual leave from three to four weeks.

The chairman of the South African National Security Employers' Association, Mr Nick Bartman, said today that companies would have to increase charges up to 40 percent to stay in business.

But a spokesman for the Transport and General Workers' Union said the improvements fell far short of what was needed.

"As far as I know the security industry is the only one which requires employees to work such long hours without getting overtime. The wages are inadequate to compensate workers for dangerous conditions and unhealthily long hours," she said.

The new determination, the first since November 1984, comes into effect on July 14.

Mr Bartman said the effect of the package would be to increase operating costs by at least 40 percent in an industry which traditionally worked on small profit margins.

The shorter working week was expected to lead to increased overtime payments and double time would be paid on certain days.
Security sector also under pressure despite public awareness

THE MYTH that the security industry is booming under the present unrest is debunked by Chubb Holdings chairman Dirk Ackermann.

He notes in the company's annual report that many believe the sector to be in a growth phase as a result of the heightened political unrest which has increased awareness of the need for varying security measures.

"While Chubb has benefited from an increase in security awareness, the industry has unfortunately been plagued by an ever-growing number of small operators, many of whom supply low-quality products without the necessary back-up service," he says.

Severe competition in the industry — together with the increased costs of importing electronic items because of the low value of the rand — have kept trading profit margins under pressure.

Furthermore, the depressed state of the building industry hit the physical security sector. Delay in expenditure on major capital projects further shrunk this market and turnover in real terms declined.

Ackermann says government's planned R750m investment in the building of low-cost housing will, however, bring some relief to this industry.

"Overall, Chubb is well geared to take advantage of acquisition opportunities and, provided labour relations remain stable, the current year should show improved market penetration."

While Chubb recognises the role of trade unions, the company deplores any untoward pressure on black employees preventing them from earning a full wage packet.

"I hope unions will accept companies cannot share wealth out of losses, and that responsible in-plant negotiations should be encouraged. Every employee, irrespective of the position he holds, suffers if a company does badly and succeeds when a company does well," he adds.

The good performance of the electronics division last year was mainly because of the acquisition of the alarms business of M & R Security and Loss Control. (Natal). Flash Alarms in Maritzburg was bought from April 1 this year.

Ackermann says this division has much growth potential despite having to contend with serious problems caused by fluctuations in exchange control on imported items and the incidence of bad debts.
Security becomes a major business

A PRIVATE security firm which employs 392 men and is taking over duties formerly performed by Railway Police in the Eastern Cape is looking for 100 men to guard installations between Port Elizabeth and Cookhouse.

The recruiting drive highlights the degree to which security has become big business in the region.

Another firm is advertising for 50 more security men in "the fastest growing industry in South Africa" — and it will soon need another 150.

The railway duties are among the more menial ones which used to be performed by the Railway Police — gate duties and depot patrols — and fall to the private sector following the amalgamation of the Railway Police with the SA Police.

Mr T J Botha, of Blue Light Security, said today: "Since there are no more Railway Police, we get the jobs."

His advert says of his company: "We grow like Jack and the Beanstalk — bigger by the day. No drinkers or charmers need apply and only whites are employed."

Mr Vic de Vries, public relations officer for SA Transport Services in the Cape Midlands, said today a possible need for a few watchmen was identified at depots where the public had access.

He emphasised that this referred to unarmed watchmen — not security guards.

Falcon Security's ad for 50 men offered "daring excitement" along with "top wages and a free uniform".

Commenting on the growth of the industry in the region, Mr Willy de Jong, former chairman of the Security Association in the Eastern Cape, said: "We have certainly experienced an exceptional demand for security."
Council pool bars black

By Carina le Grange

An official at the Ellis Park swimming pool turned away a Soweto man who wanted to watch the Transvaal swimming championship heats at the weekend.

Official says...

The general manager of parks and recreation of the Johannesburg City Council, Mr Paul Louwser, said today that the policy of the council was that "our pools are not multiracial and it is very difficult once somebody has access to a pool to deprive them of the use of the facilities to the full extent."

He said his department would investigate the matter of allowing organisations which leased pools to use them as they wished.

"But this Saturday a section of the Ellis Park pool was still used for other bathers and that is basically why other race groups were not permitted."

Mr Cecil Mkhize, of Dube, Soweto, told The Star he went to Ellis Park to watch the swimming heats after he had read about it in a newspaper, but was refused permission to enter the pool as a spectator.

He said he was a strong swimmer and had always been interested in swimming as a competitive sport although he had never had the opportunity to take part in competitions in Soweto.

The incident was brought to the attention of The Star by an attorney who saw the incident and tried to intervene for Mr Mkhize. The attorney may not be named for professional reasons.

"Mr Mkhize was told he would not be allowed into the pool as a spectator but that he would be allowed in this week when the baths were hired by the Transvaal Amateur Swimming Association," the attorney said. "The irony is that black swimmers can participate in the Tasa finals taking place this week."
First black SA refugee for Australia

DURBAN — A 26-year-old Free State motor industry worker has become the first black South African to seek refuge in Australia since that country announced it would admit refugees from apartheid.

Mr Sebastia Nephtalia Moshloli, of Zastron, has had his application for admission to Australia, submitted to the Prime Minister, Mr Robert Hawke, by the chairman of the church organisation, Victims of Apartheid, Reverend Enoch Mabuza.

In a letter to Mr Hawke, Mr Mabuza said: "It was with a deep sense of gratitude we read in the newspapers of the Australian Government's decision to give sanctuary to black South African refugees".

The announcement of the change in Australian Government policy was made during the tour there of Archbishop Desmond Tutu.

Mr Moshloli has a Standard Six education and works as a garage hand.

Though his knowledge of English is limited, this — Mr Mabuza said — was not expected to be a handicap in his new country "since he is a quick learner".

Because of his residence in the Free State, he has had to use Afrikaans as his chief means of communication outside his own home.

Victims of Apartheid has appealed to all major Western nations to admit black South Africans and grant them refugee status in the same way it is afforded to people from Vietnam, Sri Lanka, the Philippines, Pakistan and other areas. — Sapa
INCREASING demands for better protection of property by the insurance industry have stimulated the security industry, says Gert Cruywagen, vice-president of the Security Association of South Africa (SASA).

Mr Cruywagen says: "Security is one of the few growth industries in South Africa. The insurance industry's more stringent demands for security have contributed to our business."

However, growth is selective. The insurers do not insist on security for its own sake, but on measures that conform to particular standards.

"A good example is the alarm industry. Alarm installers have their own organisation which controls standards - the South African Intruder Detection Systems Association (SAIDSA). To belong to it, suppliers and installers have to comply with high standards. But some SAIDSA members are not on the insurance industry's approved list."
RACE ROW
BIO GETS
A FACELIFT

THE owner of Pietersburg's sole cinema—closed due to a race barrier—is proceeding with expensive renovations to the cinema, and has called on the Government to overrule the town's Verkrampte council.

The council voted by five votes to four on Monday that the Astra cinema remain closed.

By MATHATHA TSEDU

rather than open it to all races.

Cinema owner Mr Sydney Segal called on the Government to demonstrate its sincerity about reform and open the cinema to all.

In the meantime, he was converting the one cinema hall into three smaller cinemas.

"I cannot wait for the cinema to be opened before I proceed with the renovations because I cannot afford to have the cinema closed for six months," he said.

"The Government is just going to have to open me. The Government must overrule the council, they can't just sit back.

"The Astra will be the only closed cinema in the country.

Petition

"They are supposed to be reforming, and I am not living in a different country," said Mr Segal.

He had already petitioned Deputy Constitutional Development and Planning Minister Piet Badenhorst.

The Astra has been closed since January 26 because film distributors were unhappy about its racially segregated audiences.
THE J H Isaacs Group (JHI) has established a separate security consulting services division because of heightened attention to all security aspects of properties prompted by unrest and unemployment.

In its March report on property perspectives, JHI, which has property assets under administration of more than R2.5bn, says the new service covers buildings currently being developed such as corporate headquarters and existing properties.

Commenting on the state of the market, JHI says all major cities are reflecting an upsurge in the take-up rate of commercial premises while "canny private investors with established track records — in addition to the investing institutions — have quietly but significantly re-entered the property investment market after an absence of at least three years".

But the Western and Eastern Cape is still in the doldrums regarding residential sales with all other urban areas reporting improved demand for houses. Agents on the Reef, Pretoria and Durban have, recorded prices about 20% higher than the last quarter of 1998.

In the letting market, availability is still reduced after the massive over-supply in major cities 12 months ago. However, JHI believes the trend towards equilibrium in supply and demand should materialise towards the year end — earlier than anticipated.

Rentals for prime office space in the four main cities have increased by between 10% and 25%.

On the industrial side, there is still a glut of space but the rate of take-up of premises is increasing. Rentals remain low at between R3 to R4 per square metre but agents serving prime localities are projecting between R4.50/m² and R6/m² by year end.

A turnaround in the net take-up of apartments is reported from most urban areas particularly Johannesburg, Pretoria and Durban. Rentals have shown little growth over the past year while building operational costs have escalated by about 10%.
DURBAN — The Sat's was hiring “private armies” to do security work which used to be done by the Railways Police until they were incorporated into the SAP, a Sat's spokesman confirmed yesterday.

Tenders are being invited from security firms on a regional basis to take over security operations on Sats properties. The first — for R2m — was awarded to a Cape Town company this week.

The spokesman said security firms would take over guard duties on pipelines, airports, dockyards, sidings and signal cables.

He said: “Feasibility studies have shown it will be a profitable operation all round. It will save us money while at the same time it will create thousands of jobs.”

Brigadier Leon Mellett said police work would continue as usual. He said: “If the security guards suspect a crime, they will report to us and we will investigate.”

The company which won the Western Cape contract has a strong military image. Managing director David said the guards had powers of arrest only where they guarded national key points and would liaise closely with the police.

He said: “The style of our company and military in many of our uniforms, the colour of our vehicles and in our holding of parades.”

Sat's Western Cape regional manager Bertie Heckroodt said the operation was a good example of a parastatal working hand in hand with the private sector. He said up to 9 000 men would be involved nationally.
Court told guards were handcuffed, sacked

By AYESHA ISMAIL

CLAIMS of assaults and handcuffing of sacked security guard workers were made in a civil hearing in the Wynberg Magistrate's Court this week.

Pineapple Security Guards brought a civil application to evict 90 guards from their hostels in Langa.

Mr Frans Veli claimed that accommodation was a condition of employment and that his services had not been properly terminated. He could not, therefore, be evicted from the hostel.

Another worker, Mr Manyasa Ntazana, said he had been dismissed in August last year because he was a member of the South African Allied Workers Union (Saawu).

He was dismissed a month after he had been employed.

He also said he was called back to work on two occasions by Mr Manuel Xavier Gouveia but was afraid to return to work because he did not know what had happened to ten fellow workers who had been arrested.

Ntazana said that after they heard that they were dismissed, they went to report the matter to Saawu.

In his affidavit he said that while some of them were giving statements to an organiser of Saawu, some of the workers told them that Gouveia and the liaison committee were attacking workers at the hostel, and alleged that some of them were handcuffed and forced to sign resignation forms.

It was also said in his affidavit that when a union organiser, Mr DuBose, telephoned Gouveia he denied that there had been any assaults or dismissals and said that all workers should report for work on the following Monday.

While they assembled for work on the Monday, Gouveia read out names to them and police vehicles arrived. He read out approximately 10 names and told these people to get into the police van. These people were then taken to Langa police station and charged with trespassing. They appeared in court on two occasions and were acquitted.

Ntazana said he was staying on because he was waiting for his money. If he were called back to work now he would return.

The magistrate, Mr G. D. Nair, refused an application for a summary judgment. The case continues.
NEWS

Hope for underpaid guards

Weekend Argus
Correspondent
Johannesburg

Many of the country's estimated 150,000 security guards are paid well below the minimum rates for the industry.

Sources say guards at some firms are working 12 hours a day, seven days a week, often without getting the rates for Saturdays and time-and-a-third for Saturday afternoons and public holidays to which they are entitled.

Mr Jimmy Nunn, national chairman of the South African Security Employers' Association, says the industry is now pinning its hopes on two new policing measures.

New measures

The first is the Security Officers Bill, which could come before Parliament in the next session, will require all companies and employees to be registered.

The other, an Industrial Council which would start work within the next nine months to enable wages to be negotiated between the companies and employees. Such pay scales would be policed by inspectors.
The less you know, the more you can expect to pay. Business Day has surveyed prices charged by a range of professionals and artisans — from doctors to pool cleaners.

The general picture is that — with some exceptions, notably in the medical field — the less you know about a subject, the more you’ll be charged. It also seems wise to shop around for some services.

Business Day’s survey involved random calls to about half a dozen firms in each of a selection of services in the PWV area and should by no means be taken as fully representative. Advice from associations was taken into account where appropriate.

The most expensive services by far is that offered by lawyers. The Transvaal Law Society recommends senior attorneys should charge R250 for a consultation and juniors R100.

Attorneys said simple matters taking seconds could cost R5, while complex cases could entail fees of up to R600 an hour.

Breakdown services appear to be second on the list at R50 a time on average. But this could be misleading as their charges are wide-ranging. Call-out fees range from R40 to R100, travel costs from 80c to R1,80 per kilometre, and labour or mechanics’ time between R20 and R60 (not always added).

Electricians come third with a call-out charge of between R60 and R50 to fix house wiring or appliances. Most add a similar hourly labour charge and travel costs of 40c a kilometre. The effect is a doubling of the basic fee.

Plumbers were in fourth spot, with three firms charging R70, inclusive of costs, to fix a running toilet, blocked drain or leaking pipe. Two refused to give quotes without seeing the problem.

On an hourly cost basis, pool controllers’ fees are close to the R50 an hour average for glaziers and pool repairmen.

Poo repairmen’s call-out rates range from R35 to R70, which include the first hour of labour and transport costs, while the average glazier charges R50 — including transport and labour but excluding materials — to replace a standard opening house window.

Pest controllers charge between R50 and R100 for general fumigation (bugs, cockroaches, moths, bees, lice — excluding ants and rats) of a standard three-bedroomed house. The job takes about two hours for an average house.

Then come television technicians at about R40 — with half adding R20 to R30 call-out fees — and medical specialists, also at R40, followed by locksmiths (R40 plus 40c a kilometre for transport) and ceiling repairmen (R60 an hour inclusive of costs).

General practitioners (R200) and veterinarians (R12), who spend many years studying at university to qualify, are at the bottom of the list.

Transport costs are not built into charges by attorneys, GPs, vets and medical specialists. Fees relate to consultations at their offices. Also, the nature of their business makes it possible for them to conduct more business (consultations) per hour.

The Consumer Council reports that television and video repairs have overtaken the category of general home repairs and improvements to make up about a fifth of all complaints about services in June.

With general electrical repairs added, the "overall picture for electrical work was shocking", said the council.

Home repairs/improvements were the second most complained about business, with plumbers third.

In all the services, the most common complaints related to overcharging and shoddy workmanship. Grips about doctors and lawyers remained.
After the blasts, lapse into apathy

By Anthea Duigan

SECURITY awareness heightens after each bomb blast and soon lapses into apathy as memories fade, but the South African problem is no worse than in any other Western country.

This is the view of Frank Sims, administration director of the Security Association of South Africa.

Mr Sims says, "Pressure is being applied on the Government to pass the Security Bill as soon as possible to protect the public from the proliferation of security companies, many of which are unable to provide a proper service."

"Commerce and industry have paid millions of rands for systems which have either been badly installed by fly-by-night companies or for which no spare parts are available. Such practices should not be allowed to continue."

"Owners of many buildings pay more lip service to security, or do not provide security. A man sitting at a desk in the entrance to a building is not enough. All buildings need access control."

Slower

Mr Sims said there is no great difference between booths through which all entering a building have to pass and the turnstile arrangement. Booths prevent draughts in reception areas, but turnstiles often prove more effective.

"Booths tend to slow down the flow of people, causing frustration. Some booths have detectors to pick up metal objects in pockets, handbags or briefcases, but most merely control entry."

"Many people criticise shopping-centre guards for searching women's handbags only. What about men, parcels, trolleys and carts?"

"Ansetcomm advocates more training for security guards so they know what to look for and present a good image to the public."

Mr Sims says there are many ways of examining people's possessions which need not be detrimental to the image of the retailer. It is recommended that guards wearing white gloves have a table on which to examine handbags and parcels.

Another option is a metal-detecting doorframe, but it is expensive and catches most people carrying only a lunch of keys.

"X-ray conveyor belts used at airports are recommended, but are expensive and hold up the flow of people."

"A third option is a gas detection device, but each customer has to remain within its range for a few seconds."

Insurance

Security associated with trade-union activities could be a major cause for concern in the future if security guards become involved in strikes, thousands of industries would be unprotected. Many insurance policies are valid only if the premises are guarded."

"Labour relations within the security industry have become vitally, says Mr Sims. "Security personnel earning a basic living wage are more susceptible to bribery than those earning higher salaries."

"Every man has his price, but the higher his salary the less likely he is to risk taking bribes. A crooked security man is worse than no security at all."

"Mr Sims says guards in car parks housing about R5-million worth of vehicles are often paid a basic monthly wage of R25."

Although the security industry is trying to improve its standards, commerce and industry are still seeking the cheapest possible protection. Mr Sims warns that "you get exactly the security you pay for."

"A guard should have a minimum Standard 8 education, should be able to speak English and Afrikaans, be physically fit and be provided with proper training, a uniform and a salary commensurate with his qualifications."

"Those who pay the lowest prices for access-control equipment and alarms should be made aware of the need for follow-up maintenance."

"Risk management was almost 30 years old overseas before the principle was adopted in SA. Although we have been slow to take security seriously, we are catching up fast. Security exhibitions in the United Kingdom attract more than 600 exhibitors, but only about 25 SA companies exhibit."

"Overseas countries pump money into security and security awareness. Crime prevention campaigns and magazines are sponsored by governments. But the SA Government leaves it all to the private sector."

"Mr Sims says Britain spent £15 million in a year on security awareness campaigns. A similar campaign could be launched in this country, using television."
SERVICES AND AMENITIES FOR HOMES

SERVICES SECTOR - GENERAL

1988 - 1989
Crackdown looms for unlisted securities

NEW legislation to enable the unlisted security market to grow and "order" itself could be introduced this year, says a spokesman for the Department of Finance.

The legislation will overtake current attempts by dealers in the so-called venture capital market (VCM) to regulate themselves. Several of them have formed the National Association of Securities Dealers and Investment Advisers (Nasda), which plans to have its own fidelity fund, a code of ethics, and a membership of more than 200 dealers.

The dealers have been screened to protect the public from shady operators.

Granny Bonds

Piet Badenhorst, Deputy Director-General in the Registrar of Financial Institutions' office, says "enabling and ordering" legislation has been completed. But it is still subject to recommendations by the Sials Commission investigating the development of financial futures, and the Jacobs Commission on the gilt market.

By Udo Rypstra

Both commissions' reports are expected to be submitted, together with the draft legislation, to the Government for consideration soon, says Mr. Badenhorst.

The unlisted securities market includes gilts, Granny Bonds and other paper not traded on the JSE.

Especially vulnerable to high risk are investments in unlisted companies.

A CVM dealer says: "Preferably, these companies should be run by entrepreneurs with vision and who are committed to the success of their undertakings — not the high-flyers chasing their first Mercedes and a trip to Mauritius."

JSE president Tony Norton told a meeting of the Johannesburg Venture Capital Market Association this week that the over-the-counter securities market was unlikely to be profitable in SA. The JSE had looked into establishing such a market as a sector below its Development Capital Market. But it believed there would not be enough support for it. Even if it piloted itself, which would be too expensive.

However, dealers in unlisted shares believe the market has tremendous potential. They say venture capital markets have captured the imagination of thousands of American and British investors in the past 10 years.

They claim that the US VCM is the third-largest "stock exchange" in the world. Successes in the UK's unlisted share market (USM), which had a turnover of £10-billion last year, caused deregulation of financial services. The result was explosive growth in investment opportunities and tax incentives for investors and new businesses.

Although most South Africans are still unfamiliar with and wary of the concept, dealers are bullish. Among them are two Pretoria businessmen, Johan Combrink and Theuns Steyn, who some time ago launched a public company, Unlisted Securities & Private Placing Market (US & PPM). It has raised capital for several unlisted companies.

The companies include the Cape-based music shop chain, Musica (now planning to seek a JSE listing on the DCM board), Spion Motor Holdings (involved with the Phoenix car project), and TAC-DAQ, a manufacturer of a fleet management computer device.

Mr. Combrink and Mr. Steyn have set up Nasda in conjunction with 12 other dealers to establish "a properly co-ordinated market."

US & PPM general manager Timus van Dyk says dealers belonging to Nasda will have to sign an agreement with Nasda, accepting professional standards of conduct. Part of their 1% commission (JSE brokers take 2,5%) will go into a fidelity fund.

Misconduct

Mr. van Dyk says: "It is hoped that the possibility of misconduct by licensed dealers will be reduced. Before a company can issue shares on the VCM, it will have to submit a proper business plan to Nasda's panel of business consultants, which will act as a listing committee."

"The panel will determine whether a company meets the necessary conditions before shares are offered to the public."

Among details required from each company will be audited statements for at least 12 months, and projections for one to three years.

The panel will consist of academically qualified and experienced business consultants.


Crash-course 'college' takes kit for-then-it's kitscase!

It is simply not possible to train a man in two hours and then call him a security officer."

The Conway "college", which is causing considerable discomfort among employers in the security industry, has raised the ire of trade unions organising in this field. Conway is one of several organisations which, it is understood, are targeted by the Security Officers Act promulgated a few months ago.

The Act provides for the establishment of a Security Officers Board which will, in addition to other functions, "take such steps (as) necessary to maintain standards and regulate practices in connection with the occupation of a security officer".

The Sunday Times has been told that the Act is in response to calls to the Government by the security industry for some form of control over operators, who are said to be a widespread phenomenon and are not accountable to any authority.

Scores of unemployed people, drawn by advertise-ments in the black press which carry promises of job placement, converge on the two centres operated by Conway Security in Johannesburg and Pretoria.

A typical advertisement: "R2 500 per month. Urgently required, male & female security officers in all areas, including homelands. No experience necessary as training will be given in your home town or area..."

Questionable

Conway runs the course on Thursdays and Saturdays. An average class in Johannesburg has 35 trainees and apparently a lot more people attend in Pretoria.

The questionable part of this type of training is that union leaders say it is taken seriously by destitute people who, at the end of the day, find themselves even poorer and stuck with "meaningless pieces of paper".

"These people never get jobs because the big companies conduct their own training courses and do not recognise these diplomas," says Jane Barrett, of the Transport and General Workers Union, which has security-guard members.

Monitored

The Vukazi Guards and Allied Workers Union, which also organises black security guards, has issued a call to its members to be wary of "greedy and opportunistic people who take advantage of the present economic situation".

Mr Jimmy Nunn, a director of Fidelity Guards and national chairman of the South African National Security Employers Association (Sasae), says one of the group's aims is to organise all security employers under the Sasae umbrella so that operations like Conway could be easily monitored.

I took the course this week and found no sign of any commendation among my fellow-trainees."

REPORTER TYALA
Instant diploma

much with the notes that one student ended up helping out.

After registering, the trainees all assemble in a small 4m x 3m scantly furnished room. There are no teaching aids, no desks, no writing material. The "teacher" just stands in front of the class and reads through the manual for about an hour.

Desperation

She explains a few aspects in Sotho and then it's lunchtime. Toasted cheese sandwiches and chips, and then it's back to the reading.

After about 120 minutes of so-called training the diploma holders leave the building ready to make their mark in the security industry.

During the lunch break, students told of desperation resulting from unemployment and that they had been to several places in town where they were promised instant qualifications for jobs like shift packing for fees of up to R120.

Attempts to speak to Captain R E Bertie, who, according to his letterhead, is a retired SA Navy captain and managing director of Conway security were unsuccessful.
R300 wage rise demand

The Vukani Guards and Allied Workers' Union has demanded a R300 across-the-board monthly wage increase for its 10,030 members, a union spokesman said yesterday.

In a memorandum presented to the Wage Board, the union demanded a national minimum hourly rate of R2 for its members who earn between 86c and R1.08 an hour.

SI. A officer died

...
GRAVE-DIGGERS GO OUT ON STRIKE

By SIBUSISO MABASO and SOPHIE TEMA

SOWETO grave-diggers are out on strike and the Avalon Cemetery has run out of open graves to bury the dead.

This move has sent Soweto undertakers running helter-skelter in search for final resting places for their clients' loved ones.

The SADF has been called in to dig graves in preparation for weekend burials, and the Soweto Council has said families who have private graves will have to dig them themselves.

All council employees — including grave-diggers, clerks, electricians, meter-readers and refuse collectors, but excluding policemen — are on strike for more pay.

The council cannot meet the demand as there is a funds shortage because of the rent boycott, according to town clerk Nico Malan.

At the same time, municipal police in the area are reported to be refusing to pay the orders to proceed with evictions.

The dismayed Vilikazi family cannot bury their baby because no grave has been dug.

The SADF called as Soweto services collapse
The Gompo Town Committee, formerly known as the Duncan Village Community Council, has acted harshly against residents refusing to pay rent.

Residents have been required to live in low-quality, expensive houses, were not compelled to live in them.

"The accommodation there was just a favour for those who do not have houses," he said.

He would not comment on the rent boycott, referring inquiries to the head of the Gompo Town Committee, Eddie Makeba, who was not available.

Meanwhile, in Soweto, the employees and the authorities locked in a stalemate.

And the thousands of striking workers vowed to continue their strike after the deadlock.

This came after the workers' interim committee met earlier this month, and the management committee in an effort to end the strike.

The decision by the workers to continue with the strike was taken at a report-back meeting on Wednesday at the White City Presbyterian Church. The workers' committee met council officials to discuss the events.

The workers' representatives were informed of the non-implementation of the 5% improvement in the council's employee salaries approved by the Minister of Constitutional Development.

This has not been implemented because of the financial difficulties of the council.

"The council's coffers have dried out due to non-payment of rent, electricity and water bills," said Makeba.

"My committee has always been prepared to resolve the salary increment dispute. But the problem was the manner in which the workers' request was made, and the fact that the figures were not discussed.

That made it difficult for the council to look into the workers' grievances," he said.

---

**Soweto family can't bury their stillborn baby**

By SIBUSISO MABASO

The Vilakazi family of Mofolo North, Soweto, has suffered misfortune after misfortune.

First, Daphney Vilakazi, 21, had a miscarriage, and now she cannot bury her stillborn baby. This is because Soweto Council workers — including grave diggers — are on strike.

When the family arrived at the Avalon Cemetery for the funeral, they discovered no graves had been dug.

"We can do nothing to negotiate with our local funeral undertaker because this situation is beyond our control. There is absolutely nothing we can do," said the grieving father, Sibusiso.

"We first had our hearts broken by this miscarriage, and now we are unable to bury our child in a decent manner. Although this breaks our hearts, there is nothing we can do except wait until the strike ends."

The family has not blamed the striking workers. "We sympathise with them because their demands are legitimate — that is why they have gone on strike."

"Instead we blame the authorities concerned. It is them who are making it difficult for us," said Sibusiso.
PLANS TO OPPOSE PETTY APARTHEID

BY JOSHIA RABORORO

BLACK organisations are working out strategies to oppose the National Party's decision to reintroduce petty apartheid in the form of the Dekker plan.

The council's decision to hold a meeting of shop owners to discuss the plan has been condemned by the national Black Taxi Association, South African Black Taxi Association, and the National Black Taxi Association, which has issued a statement saying that the council is working against the interests of the black community.

The organisations involved are the National Black Taxi Association, South African Black Taxi Association, and the National Black Taxi Association, which has issued a statement saying that the council is working against the interests of the black community.

The council's decision to hold a meeting of shop owners to discuss the plan has been condemned by the national Black Taxi Association, South African Black Taxi Association, and the National Black Taxi Association, which has issued a statement saying that the council is working against the interests of the black community.

The council's decision to hold a meeting of shop owners to discuss the plan has been condemned by the national Black Taxi Association, South African Black Taxi Association, and the National Black Taxi Association, which has issued a statement saying that the council is working against the interests of the black community.

The council's decision to hold a meeting of shop owners to discuss the plan has been condemned by the national Black Taxi Association, South African Black Taxi Association, and the National Black Taxi Association, which has issued a statement saying that the council is working against the interests of the black community.

The council's decision to hold a meeting of shop owners to discuss the plan has been condemned by the national Black Taxi Association, South African Black Taxi Association, and the National Black Taxi Association, which has issued a statement saying that the council is working against the interests of the black community.

The council's decision to hold a meeting of shop owners to discuss the plan has been condemned by the national Black Taxi Association, South African Black Taxi Association, and the National Black Taxi Association, which has issued a statement saying that the council is working against the interests of the black community.

The council's decision to hold a meeting of shop owners to discuss the plan has been condemned by the national Black Taxi Association, South African Black Taxi Association, and the National Black Taxi Association, which has issued a statement saying that the council is working against the interests of the black community.

The council's decision to hold a meeting of shop owners to discuss the plan has been condemned by the national Black Taxi Association, South African Black Taxi Association, and the National Black Taxi Association, which has issued a statement saying that the council is working against the interests of the black community.

The council's decision to hold a meeting of shop owners to discuss the plan has been condemned by the national Black Taxi Association, South African Black Taxi Association, and the National Black Taxi Association, which has issued a statement saying that the council is working against the interests of the black community.

The council's decision to hold a meeting of shop owners to discuss the plan has been condemned by the national Black Taxi Association, South African Black Taxi Association, and the National Black Taxi Association, which has issued a statement saying that the council is working against the interests of the black community.
Government acts to clean up security industry

The Argus Correspondent

PRETORIA — Legislation aimed at cleaning up South Africa's mushrooming security industry has been announced in the Government Gazette.

The Security Officers' Act of 1987 will come into effect immediately, but will allow for a 180-day period of grace, the head of the Public Relations Division of the South African Police, Colonel Vic Haynes, said at a news conference here yesterday.

Under the Act all security officers will have to register, and people with criminal convictions will be barred from the industry. At the moment security officers — numbering nearly 200,000 — are not regulated.

While some security firms were excellent, the existence of many extremely incompetent "fly-by-night" operators had caused the industry problems, Colonel Haynes said.

"The prime consideration was to protect the interests of consumers and maintain a high standard of security services."

The Act allows for a code of conduct, and offenders will be liable to fines up to R1,000, a prison sentence up to six months, or both.

A Security Officers' Board of 10 members, including security experts, members of the industry and a police officer, will be established.

All security officers will have to register with the board and applications must be accompanied by a full set of fingerprints.

People with criminal convictions, found guilty of improper conduct, or "unfit to stand" or under the age of 18, will be disqualified.

This means that thousands of officers already practising could be barred from the industry, Police General Mulder van Eyk confirmed.

General van Eyk indicated that the code of conduct could also restrict the activities of organisations such as the AWB's Aquilla guards.

"But it must be understood that Rome was not built in a day," he said.

Colonel Haynes said the Act's provisions would exclude in-house security services, and be only applicable to firms that offered security services for financial reward.

The Act empowers the Minister to establish a guarantee fund to compensate customers for losses stemming from any crime committed by a security officer.

Welcome for Matie talk trip 'success'
Security companies welcome controls

Staff Reporter

CAPE TOWN security companies have come out strongly in favour of new legislation which will control the burgeoning industry.

"It's about time standards and controls were introduced," said Mr Mike Moore of Sabre Security.

The Security Officer's Act, promulgated earlier this week, will make it obligatory for anyone employed in the security industry to be registered.

"They will be fingerprinted and checked for offences," said Colonel Vic Heyns, a Pretoria police liaison officer. "A board on which people from the industry and police are represented will also be set up to draw up a code for the industry to enforce standards."

Mr Moore, who has run security companies overseas, said strict control was exercised in other countries. "It's a marvellous move. This will weed out the fly-by-night companies who are giving the industry a bad name."

Mr Jimmy Renski of Table Bay Security, whose company has just won an international award for high standards, said: "It will sort out the massive problems we have in the industry where anyone can put an untrained man in a uniform and call him a security guard."
THE conflict between Africans and other race groups regarding the burial of people in the townships will be discussed at a special meeting in Pretoria on Wednesday.

The treasurer of the Transvaal African Funeral Undertakers Association, Mr William Molope, said many bereaved families have been ripped off by funeral undertakers who exploited their ignorance on burial matters.
Burial men to fight ‘outsiders’

TWENTY black funeral undertakers from the PWV areas yesterday decided to fight outsiders who operate businesses inside and on the border of townships.

They also undertook to raise money to start a factory that will manufacture coffins so they can bury black people at reasonable fees.

“We intend to start an insurance company that will help black families bury their dead at low fees,” the interim chairman of the Transvaal African Funeral Undertakers Association, Mr Johannes Nkomo, told delegates at the meeting in Pretoria.

The undertakers will also consult community organisations to help stamp out the operations of these outsiders.

Money

Nkomo said many outsiders where infiltrating black businesses to make money for themselves and did not have the interest of the people at heart.

A delegate Mr J Pooe said an outsider was found burying a dead person with clothes and boots on. The bereaved family was apparently unaware of the incident until the body was checked.

Another delegate said outsiders overcharged blacks and promised to give them good services.

The fight over corpses and touting also came under focus at the meeting.

Reports

“We are tired of receiving disturbing reports about how our people are shabbily treated. We need to take the matter up even with local authorities,” Nkomo said.

He stressed that undertakers must also set up good standards in order to avoid competition from these outsiders. He called on black undertakers to unite for the sake of economic empowerment.
Autopage has not let up on the heady pace of activity that characterised its first year as a public company.

Two years after listing it looks set to become an important profit contributor to Altech.

It was listed on the DCM just before the 1987 crash.

Intention was to get access to funds to help finance a planned growth strategy. Although the share made a rapid recovery from the ravages of the crash, feeling was that the market was no longer a suitable source of funding and in February 1988 a new cash-rich controlling shareholder was found—Swiss-based Inspectorate International.

Within a few months, management, headed by Robin Beck, the former finance director, announced the acquisition of radiopager Amplex Bellboy and CCTV — the largest closed-circuit TV rental operation in SA.

Major developments in the 12 months to February 1989 included the transfer of the listing to the main board; a change of control from the Swiss parent to Altech and some acquisitions.

Rand profits

The switch to an SA parent appears to have been precipitated by the decline in the rand and the consequent decline in the value to a Swiss company of rand profits.

As Mr Beck sees it the move “makes available to Autopage the extensive resources and market-base of Altech, which augurs well for the future”.

Acquisitions in financial 1989 included Natal-based Multicall Paging and, following on the Altech tie-up, Business People's Paging and Teletele.

As a result of these developments, Autopage now has three operating divisions: radio-paging which accounts for 78 percent of turnover and 89 percent of profit; Teletele which contributes 25 percent of turnover and over 12 percent of profit; CCTV, chipping in with six percent of turnover and six percent of profit.

Mr Beck has no intention of fighting for Reuter's position as the leader in the electronic financial information service market. He says that with a current market share of 35 percent, there is plenty of scope for steady growth.

CCTV he describes as “an interesting sector.”

The most exciting growth prospects are offered by radiopaging. Mr Beck says it is the fastest growing industry in the US.

In the local market the increasing demand for security and the need for rationalisation of overheads seems guaranteed to underpin strong growth for what is the country’s dominant radio-paging operation.

The combination of organic and acquisitive growth seems set to boost group turnover for the six months to August and tight management to lift earnings per share, despite the greater number of shares in issue. “

The ‘current’ market rating does not seem to reflect fully the strong outlook for the group.”

This may be explained by the tight holding of the shares—Altech has 61 percent and directors a 28 percent — as well as its relatively low market profile.

Growth and a wider distribution of shareholders should help to rectify the situation.
Cape fraud-hunters in Belfast

A SOUTHERN African security firm has set up a subsidiary in trouble-torn Belfast.

The Northern Ireland operation of Cape Town-based Sabre Security, which started business on July 1, is a six-man security consultancy specialising in the lucrative financial salvage market.

Essentially, it involves the subtle recovery of money fraudulently taken from financial institutions which do not want their losses to be known.

Sabre managing director Mike Moore says: "The security industry in the British Isles operates on an average 25% profit on turnover so there is potentially a lot of good business to be made over there."

"We believe there is a gap in the market in Belfast for financial salvage specialists, although we are offering services, including general security and investigations into store shrinkage."

Mr Moore, who served with the British Army in Northern Ireland in the early 1970s, will operate Sabre's subsidiary with a UK partner.

"However, one of our Cape Town staffs is there for a couple of weeks to monitor the start-up," he says.
Payroll protection services join forces

COIN Security and Sage Computing Bureau have joined forces to provide what they call a guaranteed protected payroll service. The service, Coinage, aims to set a new standard in “payroll processing management” and security, at a time when armed robberies are on the increase.

Coin Security Group chairman John Bishop said SA was entering an era in which a new onslaught on the security industry could be expected.

Companies would have to keep abreast of developments to be prepared for the increasingly sophisticated efforts of criminals.

The Coin Security Group is well established in the local security market, with Coin-Armed Banking carrying cash and valuables worth more than R300m a year and undertaking more than a million pick-ups for major companies and institutions every year.

Sage Computing Bureau national sales manager Tom Ball said the combined skills of the two groups would offer an unparalleled service.

Coinage would use the Leopay wages and salaries system to compute payrolls. Because Leopay was so widely used, the cost of computing and packaging wages had been kept to a low 8½c an employee, against the industry norm of R11.11, said Ball.
Illegal burial

By THEMBA MOLEFE

A HIGHVELD funeral undertaker has been summoned to appear in court on a charge of illegally burying six unidentified bodies in Lebohang township, Leandra.

Mr Norman de Villiers (48) of Leslie will appear in the Evander Magistrate's Court on October 3 if he does not pay an admission of guilt fine by September 22.

He is alleged to have buried the bodies on May 19 without permission from the Lebohang Town Council or any other relevant authority.

De Villiers earlier admitted to Sowetan that he did not seek the necessary permission and that he had conducted the paupers' burials on behalf of a Delmas undertaker. He claimed the undertaker, a policeman, got the corpses from the Gov-

A big break for SA music

MAHLATHINI and the Mahotella Queens, South Africa's mbaqanga superstars, will tour Japan in October - thus creating another major international breakthrough for South African music.

This is the first time, to my knowledge that a South African act has been invited to tour Japan, possibly the largest record market in the world.

"It's a breakthrough for the South African industry," a delighted West Nkosi, producer and group member, told me this week.

Japan has just released the group's album "Paris Soweto," recorded last year, and "the Japanese are very crazy about that record," he said.

"Record executives and media people from Japan came to see us in England when we were performing at a huge festival before 140 000 people. They loved us," the tour will run for three weeks. West admitted being excited, feeling it would open up a whole new market for South African music.

The group have just returned from stunning successes in France, Italy, Germany, Britain - where they filmed a video to support Art of Noise on their single "Yebo!" - and New York where they performed at the famed SOB's Club for two days to sold-out audiences.

"Our group is so famous there that the club just could not accommodate all our fans," West said simply.

They wound up with dates in Canada.

Political questions were asked. "My reply is always the same. We do not take a political stance. We are not going overseas to present politics. We are only presenting our music and we want to help further this cultural exchange. There are people who are standing for politics, but not us," West said.

"Artists using a political platform are making a mistake," said West, "because it's very bad to take somebody's portfolio and put it in your pocket for you won't know how to handle it."

A new deal signed this year with Polygram Records for the world should help ensure that Mahlathini and the Mahotella Queens' music will be spread across a broad front. The album they will be pushing is "Paris Soweto" made two years ago.
The South African Police Directorate for Public Relations in Pretoria later said the bodies were not handed over to the undertaker named by De Villiers but to a contracted firm, R I P Undertakers. The bodies had not been identified after they were found in the Pretoria area.

Residents of Lebohang, angered by the burials, demanded that De Villiers exhume the bodies after accusing him of "doing someone's dirty job" by burying the unknown black men. They said the corpses could have been those of political activists killed elsewhere.

The town council in turn issued a summons demanding that De Villiers pay a R100 fine or risk losing business rights in Lebohang.

The police said the bodies were of people who could have been victims of either assaults or motor-car accidents.
No tenders for contracts, inquiry told

SECRETARY Louis Geldenhuys and roads and stormwater manager Dirk Lourens to “sack” other contractors

He said two contractors, Waste Dynamics and Wykom Coal, had objected to this in writing.

Half-loads

Lourens had testified earlier that he had been assigned the task of privatising services as Soweto was getting dirtier during the strike.

There had been no formal tender, but officials and the council had discussed an offer by Wade Waste, which had the adequate plant, equipment and resources to handle the cleaning task. He said the TPA had given approval.

Mokotong said companies were taking half-loads to tips and charging for full loads, and servicing houses twice a week while charging for a full week.

He said the council must have lost between R2m and R4m when Wade Waste trebled claims for refuse-compaction units, claiming for 62m³ when a unit could only take 21m³.

Mokotong, who said council officials did not want him to testify, alleged that Geldenhuys had misled councillors into believing that they could use vehicles bought for use by officials.

He alleged that, to circumvent a regulation forbidding purchase of council property by councillors, nine fairly new council-owned Cressidas were sold to a Roodepoort dealer which resold them to councillors for between R3 000 and R8 000.
Claude Neon not such a bright light

The Anglovaal Group's supplier of advertising services and signs, Claude Neon Lights lifted earnings by only 6.9 percent from R2.9 million to R3.1 million in the 12 months to end-June. This was equivalent to 54.3 cents (1988: 51.6 Cents) a share, which covered the increased dividend of 24 cents (22.5 cents) a share an unchanged 2.3 times.

The value of sign contracts was up R5 million to R27.3 million.

Operating profit increased by 18 percent, but higher borrowings and interest rates, an expanded rental book, increased debtors and forward buying of electronic components limited the growth in the pre-tax profit to R5.7 million, which was unchanged on the previous year's figure.

The company proposes to change its name to Claude Neon Limited because it has diversified into areas such as electronic message centres and outdoor advertising displays, and the word 'lights' no longer portrays the company's major activity.

Chairman David Royston says that Claude Graphics failed to achieve its growth targets and was discontinued as a separate division. Record sales were achieved by Claude Outdoor, but a shortage of good sites for this form of advertising may constrain future growth.

Capital expenditure rose to R2.2 million and this is expected to rise further in the current year as the company continues with its upgrading and replacement programme of plant and equipment.

Meanwhile, Claude Neon is looking at alternative borrowings proposals to meet the company's increased working capital needs.
Business is booming for management consultancies

BARRY SERGEANT

WITH increasing help by management to cut costs, boost productivity and optimize profits, management consultancy services are booming.

Most firms in the industry have experienced substantial growth over the past year, and expect further growth.

But, mention the phrase "management consultancy" to many SA enterprises, and they remember some fly-by-nights of the past. Many executives are even confused as to whether management consultancy is a profession or a business.

Andersen Consulting chief Leslie Bergman says: "The pragmatic reality is that it has to have a foot in both camps; frequently it is straddled across both, and not always that comfortably."

Not all management consultants are members of the Institute of Management Consultants (IMC).

IMC has rigorous entry requirements, and its basic aim is to offer the prospective user of MC services a degree of assurance. Members are all screened in terms of their ability to offer management consultancy services, their experience and their subscription to a code of ethics.

P-E Corporate Services chief Martin Westcott says: "Although the industry has become more mature, the consulting market is populated by many organisations and individuals operating under the title of 'consultant, but not always operating within the normally accepted consulting ethics."

Ultimately, it is not that difficult to check the credentials of a management consultancy operation. A number of outfits operate as divisions of enterprises which have reputations to keep in other fields.
Red Cross not biased

THE Red Cross made no distinction as to nationality, race, religious beliefs, class or political opinions, said regional chairman, Mrs Joan Roberts, at a media briefing held in Johannesburg yesterday.

The media briefing was "reluctantly" held to make public the Southern Transvaal Region Red Cross' side of the recent controversy which included the dismissal of assistant regional director Mr Bongani Khumalo and the subsequent strike and dismissal of 37 black workers.

According to Roberts, the dismissal followed the identification of "problem areas" by management consultants and the recommendation of "organisational changes to meet identified goals".

Roberts said these events had led to coverage in the media which had shown the Southern Transvaal region in a negative light.

She said allegations - including racism, unfair allocation of resources which favour white employees and the white community, insensitivity towards the needs and aspirations of black workers and the attitude of the Regional Council - made by Khumalo and the Henri Dunant Coalition were "simply not true."

Bongani Khumalo
Red Cross delegates walk out in dispute over voting

By Sue Valentine

The 71st annual meeting of the Southern Transvaal Region of the SA Red Cross was last night attended by just over 100 members after black members walked out in protest over the voting procedure.

The motion to vote by ballot instead of a show of hands was taken shortly after the meeting began at 6pm and poor acoustics in the hall at the Braamfontein Centre made it very difficult for participants to hear what was being said.

A plea by a black council member that the ballot papers provided could lead to abuse of voting rights and that a show of hands should rather be the means of voting was turned down on the grounds that the meeting had already approved the use of ballots.

The refusal prompted a walk out by most of the meeting, leaving a minority to continue with the items on the agenda.

PROPOSAL

The first proposal, that the 37 workers fired by the Southern Transvaal region be reinstated without loss of income or benefits, was not voted on because no proposer had remained in the hall.

The second item stated that the region rejected attempts to politicise it in its nature and activities. It specifically rejected the theory that, in pursuit of alleviating human suffering it should not enter into confrontations with authorities "by its deliberate acts."

It went on to reaffirm that the region should adhere to its "neutrality from which the credibility and strength of the Red Cross and Red Crescent movement has developed over the past 125 years.

DISSOLUTION

The motion was accepted with 282 votes in favour and seven against.

Following the walkout, former assistant regional director, Mr Ben-gani Khumalo, said he and others would immediately work towards the dissolution of the SA Red Cross and be in contact with the international organisation in Geneva.

Two observers from the international delegation based in SA attended the entire meeting, but would not comment on affairs afterwards.
Funerals, a lucrative business for some

FIGURES from the Soweto City Council's parks and recreation department show that there are between 600 and 700 funerals each month in Soweto. This translates to an annual turnover of between R5.76 million and R6.72 million, based on an average of R800 a funeral.

These amounts increase when peripherals like catering (tents, chairs, etc.) are included, mostly by so-called Indian funeral undertakers.

Soweto's 17 funeral undertakers have to make do with 40 percent, or between R192000 and R204000 a month, according to SiibＨah.

"What would Soweto look like if every black township is becoming a multi-million industry in black township are no exception to this trend. JABULANI SIKHAKHANE, Sowetan Business correspondent, looks at the problem.

Whether in life or in death, there is no industry over which blacks can claim total control. 40 percent of the taxi business, the oft-quoted success story of black entrepreneurship, is now said to be in white hands. Funerals, fast becoming a multi-million industry in black townships, are no exception to this trend. JABULANI SIKHAKHANE, Sowetan Business correspondent, looks at the problem.

A sombre loss for some, the sad occasion of a funeral means booming business for others.

The funeral business is becoming very competitive, putting more pressure on the profit margins. Quality of service is fast becoming the name of the game, the rates are slightly higher because of the distance covered.

He suggests that black undertakers adopt a more aggressive business attitude. Like all other businesses they should fight to increase their market...
The chairman of the Soweto Funeral Undertakers Association, Mr Kenneth Shhali, said funeral undertaking was a capital-intensive business — to do it properly one needs a lot of money.

Most of the equipment is imported from the US and other countries. With the rand trading against all major currencies, it becomes even more expensive. The price of materials used to manufacture coffins has risen about five times just this year, and inflation — currently running at close to 16 percent — exacerbates the problem.

A lowering-device, the machine used to lower the coffin into the grave, costs as much as R6000; the cheapest mortuary refrigerator costs R13000, and an embalming table is also expensive.

"Outsiders" tend to use advertising boards and agents within black townships to tout for business — another reason they maintain control.

They have boards advertising their services in their agents' houses in Soweto, Black funerals, undertakers have not resorted to such advertising.

The cost

Managing director Tony Guiness says the average cost of a funeral is R395 — including a hearse, family car, body removal and storage, documentation, courtesy transport and the delivery of the body for a wake.

Catering arrangements (which cost about R225) and the hiring of buses can be done through City Funerals, but are regarded as extras. Arrangements could also be made for the bereaved family to buy a beast. A goal; for instance, leaved one R100 the poorer.

City-Funerals has dealings with over 3000 burial societies, which get special rates. For those on the East Rand and Vaal Tri-
UNDERTAKERS MUST GET WRITTEN PERMISSION

BAN ON FUNERAL TOUTS

Baragwanath Hospital has banned all funeral undertakers from entering the hospital premises to collect corpses from the mortuary without written permission.

By Joshua Raboroko

This is part of a drive to curb large-scale touting.

In notices to undertakers the hospital's superintendent, Dr Chris van der Heever, has outlined steps to be taken by undertakers and bereaved families in order to remove the corpses from the mortuary. The notices mention, among other things, that the bereaved family will have to walk to the mortuary to identify the body and make arrangements for its removal, while the funeral Hearse or vehicle is parked outside the hospital.

To page 2

Ban on touts

- From page 1

As soon as arrangements are finalised the family will be given written permission, which will be handed over to the undertaker.

This form will be required by security officers when the body is loaded into the hearse.

The new regulations, which came into effect last Wednesday, also require undertakers to remain outside the hospital premises at all times until the bereaved families have completed arrangements.

Every corpse removed from the mortuary should be accompanied by an identity document.

Van der Heever said these steps were taken to restrain the widely published touring of corpses at the mortuary.

"We want to put an end to this racketeering on hospital premises," he said, adding that they appealed to all concerned to cooperate.
Plan to broaden benefits of burial societies beyond death

By MZIMKULU MALUNGA

THE Zikhuliseni Community Programmes (ZCP) intends to bring together burial societies and advise them on how best to engage in other activities — apart from giving members a decent funeral.

ZCP took the decision after a six-month study conducted on how the money that was being generated by burial societies could be used to benefit broader sections of the community and not only members.

Presently the money that is generated by burial societies is only used when a death occurs.

Among other issues the study, conducted in the PWV area, focused on the viability and limitations of burial societies. It was found that:

- There was a dire need to strengthen management skills.
- While most burial societies had constitutions, only a few had a written document.
- Most of the policies only appeared in minutes taken during meetings.
- Most members of burial societies showed interest in the establishment of a bursary fund but they did not understand the financial implications of such a move.

"Although there is an accepted practice in the management of burial societies that the members should be involved at every level of decision making, it is equally true that the administration often leaves much to be desired," a report on the study said.

The ZCP hopes to encourage all societies to have written constitutions. Some burial societies, said the ZCP, were huge and generated more than R250 000 a month.

However, the ZCP was taking precautions before this huge capital could be mobilised.

"It would be a serious mistake to begin any programme of empowerment with the societies without initially focussing on an intensive educational programme on financial and human resource management adapted for the needs and level of the membership of the societies," said the ZCP.

A programme aimed at enhancing other economic development skills must also follow closely.

The two steps should precede any attempts to encourage societies to look at other avenues of service.

"The education programme must include among other things to learn from activities of co-operatives in other parts of the world," added the report.

Using the findings of the study, the ZCP has adopted a programme of action in three phases:

- To identify as many burial societies as possible with the aim of building working relationships with them.
- It is believed that about 800 000 burial societies exist countrywide.
- To conduct a series of workshops and seminars with the purpose of identifying, together with burial societies, their particular needs.
- To embark on developing training and other strategies which would eliminate hazards which were caused by ignorance of basic economic principles.

ZCP stressed the need for the training programmes for burial societies to be ultimately conducted by societies themselves and that its involvement should only be that of a catalyst.

It also noted the need for an independent organisation which would act as a resource centre for the continuous development of the societies.
Better deal for Soweto undertakers

By Stan Hlophe

A delegation of the Transvaal Funeral Undertakers Association yesterday managed to persuade the superintendent of Baragwanath Hospital, Dr Chris van den Heever, to ease restrictions imposed on them regarding entry to the hospital to collect corpses.

Association chairman Mr D Nkomo said after a meeting with Dr van den Heever it was agreed to allow six undertakers at a time to enter the hospital premises to collect bodies without written permission.

The meeting comes after the ban of undertakers from entering the hospital to collect bodies without written permission by the authorities.

Undertakers said the move was crippling their business.

Mr Nkomo said permission was no longer necessary and undertakers were no longer expected to wait outside the hospital premises.

He said undertakers would have a report back from a meeting at the Balekoe Factory in Hamsdrift on October 18.

The executive would also spell out the implications of the new agreement to members.
Commonwealth summit to debate new economic sanctions against SA

KUALA LUMPUR - Participants in the 46-nation Commonwealth summit, beginning this week, will discuss the environment and possible new economic sanctions on South Africa.

Secretary-General Sir Shridath Ramphal said a committee comprising foreign ministers of some member-nations had been studying apartheid since the previous Commonwealth heads of government meeting in Vancouver two years ago.

They charged by Mr Joe Clark of Canada, the committee had considered trade- and financial sanctions on Pretoria.

Sir Shridath said summit members would discuss a report written by the committee and talk about possible responses at the October 15-24 summit.

Ms Patsy Robertson, director of the Commonwealth Secretariat's press division in London, said summit nations were likely to agree to call on international banks not to roll-over debts to South Africa.

Asked whether Britain would oppose economic sanctions, Sir Shridath said there was no such thing as a static position, and Britain would respond to the views of other nations.

But other senior Commonwealth officials, 'speaking last week,' said Britain was unlikely to change its position.

HONEYMOON

They said Britain felt that too much pressure on South Africa might make it take a tougher stand on Namibian independence, and slow the process of dismantling apartheid.

In Dhaka, Bangladesh, President Robert Mugabe of Zimbabwe said yesterday he would advocate more-drastic sanctions on South Africa.

But he said he was inclined to relax the pressure temporarily in view of Pretoria's recent moves to eliminate apartheid.

"We are glad that President F W de Klerk has condemned apartheid," he told a news conference in Tokyo after a two-day official visit to Bangladesh. "Pretoria's attitude needed to be watched for some time because of Mr de Klerk's views on racial discrimination," he said.

"We would like to give him a honeymoon, but not a long honeymoon," he said.

Until South Africa has renounced apartheid in toto, one should not anticipate that a solution is coming," he said.

Mr Mugabe said the sanctions already imposed on South Africa had had a biting effect on its economy, and Pretoria had asked the World Bank and international agencies to reschedule its debt.

"If we can mount pressure on the Commonwealth members to impose more sanctions, it will break South Africa's back," Mr Mugabe said. - Sapa-Reuters.
Getting serious about sanctions

Clicks Stores clicking up record sales

SALES by the Clicks Stores group are forecast to soar by more than 60 percent to R146 million in the current year.

Combined sales by the Clicks and Dis- korn chains jumped by 31 percent to R12 million in the six months to August 31, said managing director Trevor Hon- neysted yesterday.

Operating profit of R1,13 million and earnings of R2,53 million (or 25,3c a share) were both up more than 30 percent — results which Mr Honeysted modestly described as "satisfactory".

The interim dividend is 12c after a total of 21c last year.

The Capebased company, which started 25 years ago with one shop in St George's Street, now operates from 134 stores countrywide and derives more than half of its business from Transvaal opera- tions.

After opening a record 29 new stores this year, the group has set its sights on as many as 60 new Clicks and Diskorn stores opening next year.

Biggest single money- spender, however, is the Golden Acre store in Cape Town

"Competition is getting tougher," said Mr Honeysted, "with everyone fighting harder for their slice, but we have managed to increase our market share."

He expected the group to reap the full impact of the peak trading months of October, November and December.

The period would include the milestone opening of the hundredth Clicks store (North Vaal Arcade in Pretoria city centre).

"We are expecting both chains to experience their biggest growth thrust ever during this period," he said. Mr Honeysted was clear signs of an economic downturn and that trading conditions would be generally more competitive.

Mr Honeysted said he did not expect higher interest rates to make much impact on Clicks — the group is one of very few with no borrowings.

WHETHER economic sanctions hurt South Africa or not, new President Mr FW de Klerk, seems to take them seriously. At next week's Commonwealth summit in Kuala Lumpur British Prime Minister Mrs Margaret Thatcher will seek to defend him against more of them.

This week's release of eight prominent black nationalists, including Mr Walter Sisulu and four others jailed for life as a treason trial in 1964, seems timed to strengthen her case that there is no point trying to hurt government that is committed to re- form and talking publicly to black leaders, as Mr de Klerk is.

For the moment, forget the arg- uments of principle and tactics on both sides, and look at what eco- nomic and investment in South Africa means so far.

The country's economy is in deep trouble, but sanctions are not its main problem.

The outstanding fact about South Africa's economic relations with the outside world is the size of gold, which comprises about half the country's exports, has been falling (see chart) and is likely to fall further.

The hardest-headed tribute to the power of sanctions comes from TrustBank. It estimates that real growth today is 25 per- cent lower than it would have been without sanctions and dis- investment.

The bank's own statistics (see chart) somewhat weaken that argu- ment, since they show that the economy was doing rather badly even before sanctions, and especially financial sanctions, began to bite in 1986.

Poor growth

South Africa has managed rather better than most African econo- mies, but worse than basket-case debtors like Brazil and Mexico.

Real growth was 5.8 percent a year during the 1960's, 3.3 percent in the 1970's and below two per- cent in the 1980's. Since the popu- lation was growing at 2.5 percent a year, average real incomes have been falling for almost a decade.

The blame now rests on both government incompetence for the country's economic plight. It has experienced prolonged double-digit inflation, rising unemployment and falling investment, and groaned under the unemployment and the oversupply of capital.

Capital outflows have been huge (more than $12 billion since 1985) partly to repatriate capital.

The effects of sanctions should, if they worked, be felt in four main areas.

On trade, there has been little effect as the main trading part- ners are the big industrial nations. Non-gold exports, mainly of min- erals (especially coal) and manu- facturers, have boomed. They rose 45 percent in dollar terms between 1985 and the first half of 1989, while volumes went up a bit more.

Disinvestment has an intense psychological impact on white South Africa — almost as much as sports embargoes. Its economic ef- fect, at least in the short run, has been exaggerated.

United Nations figures show that about half the $12 billion in South African companies known to have equity investments in South Africa in 1980 have left; the rate of dis- investment has slowed, since only the most chauvinistic remained.

The balance-of-payments effects have been cushioned by a system of dual exchange rates, which has driven down the price of the finan- cial rand, and thereby also the for- eign-currency value of disinvested capital.

The more foreign firms move out, the lower the financial rand rate and the greater the in- vestment to hang on in South Africa, or even to undertake new invest- ment on the cheap.

Sanctions in finance seem to have had the greatest real impact. They were imposed in 1965 not by governments but by international banks, which had paid out to reach them.

The problems of foreign investment in South Africa have been surpluses, to offset the massive outflow of capital.

Dr Carsi Sials, governor of the central bank, says the present rate of capital exports imos an ceiling of about two percent a year on the country's growth rate. That means falling living standards and rapidly rising unemployment.

Black unemployment is official- ly put at almost 500,000, 11 per- cent of the economically active black population, in the first half of the 1980's the rate was eight percent.

Dr Sials says South Africa needs a growth rate of 5.5 percent a year to match population growth and to improve living standards even modestly. Without new capital, it might manage a 2 percent growth. With capital exports, living standards can only fall.

Sanctioners think this strengths the argument for tightening finan- cial pressures. Their chance is coming with the forthcoming nego- tiations over South Africa's $32 billion worth of foreign debt, just as the country faces debt re- payments of some $3.8 billion in 1990-91, and $1 billion a year there- after.

The lobbyists are urging the banks to seek earlier repayment of their loans, and to extend sanctions to cover short-term trade credit, as well as credits for more than two years, access to which is already limited.

"The effects on politics have no balance of payments. Sanctions, some said, would drive white voters into the larger. But in the general elec- tion last month, under threat of sanctions, some of the voters opted clearly for reform.

Ingenious

An ingenious anti-sanctions argu- ment is that the greater the shortage of capital now, the short- der the economy will be when majority rule at last arrives. This, like so much else in the sanctions debate, leaves out of the calculation the interaction of economic and political change.

Seven out of every 10 R1 spent in central Johannesburg today are spent by black consumers; nearly all these people belong to unions, by the turn of the cen- tury 70 percent of those completing secondary school will be black, and the urban black population will outnumber other racial groups by three to one.

There is no doubt that the people will be demanding both political rights and economic opportunities. Whether sanctions will help them achieve either is the great unans- wered question. — The Economist
R7-m St Ansgar's opens in Broederstroom

Black school in a 'white' area

By Sue Valentine
Education Reporter

Out of frustration over disrupted education during the 1985 school boycotts in Soweto, a group of parents decided they wanted more for their children and the idea of St Ansgar's School was born.

Tomorrow, the new R7 million campus of St Ansgar's School, built on an old pleasure resort straddling the Crocodile River in Broederstroom, will be opened officially by the chairman of the Anglo American and De Beer's Chairman's Fund, Mr Michael O'Dowd.

Not elitist.

An important aspect of the school's approach is to preserve its community base and to remain responsible to the community from which the pupils are drawn, says chairman of the school's executive committee, Mr Morris Tshidi.

Another important ground rule is that the school should not become an elitist institution and the aim is to keep school fees as low as possible.

Virtually all 280 pupils are boarders who pay fees of between R175 to R250 a month, about half the actual cost of providing the facilities and quality of education they receive.

"No children should ever be turned away because they could not pay the school fees," said acting principal Mrs Jenny Kenyon, who adds that the criterion for acceptance centres largely around a pupil's proficiency in English rather than any particular intelligence test scores.

"By accepting students into the school we make an implicit promise that they will succeed. I believe it would be dishonest to admit children whom you know will not cope."

Although the school is situated in a "white" area, the local authorities have shown "remarkable pragmatism" in giving the go-ahead for the development of a non-racial school, said Mr Michael Corke, chairman of the steering committee for Schools of the Resurrection.

Interest has also been shown among white and black members of the Broederstroom community whose children could attend St Ansgar's as day pupils.

An important reason why the Anglo American and De Beer's Chairman's Fund agreed to offer funding for St Ansgar's was because the school was already up and running when the appeal was made, said Mr O'Dowd.

"We are looking for people who inspire confidence. When you find them you back them. We have never doubted what kind of school St Ansgar's should be and we retain no power of control over them in the future," he added.

Mr O'Dowd said by being able to make use of existing facilities at the former pleasure resort, the cost of establishing the campus was much less than if vacant land had been bought and very simple buildings erected.

"There is not enough attention to the re-use of buildings in this country. It is extremely economical to buy an existing structure rather than to build from scratch," he said.
Sanctions do work, say 19 analysts

ECONOMIC sanctions against South Africa were effective, efficient and politically indispensable, according to a book launched this week.

Edited for publishers David Philip and the Community Agency for Social Enquiry (CASE) by agency director Mr Mark Orkin, the book, "Sanctions Against Apartheid", was launched to coincide with the Commonwealth Conference debate in Kuala Lumpur.

"Sanctions Against Apartheid" contains essays by 19 "widely published experts", both local and foreign, who consider the merits of sanctions from political, economic, legal and moral points of view at the regional, national and international levels.

"The essays in this edited collection," according to the publishers, "from a project originating within South Africa, argue the case in favour of sanctions against apartheid.

"The thrust of the book is that sanctions against apartheid are:
- Effective in the pressure for change that they are evidently exerting on the regime and its allies.
- Efficient in that this is occuring sooner than their advocates hoped and at less cost than they feared to the black populations of South Africa and the region.
- Indispensable in their contribution alongside other forms of struggle to dislodging apartheid and achiev-

ing majority rule."

In an interview with Saturday Star, Mr Orkin said the release of Mr Walter Sisulu and the other seven political leaders was "a decisive confirmation" of their research that "pressure works".

Said Mr Orkin: "Comparison with Zimbabwe suggests continuing pressure will be essential in the run-up to negotiations in at least three respects.

"Sanctions must be applied decisively to convince Pretoria that the international community demands meaningful accord with the aims of the liberation movements, pressure must be sustained to ensure that negotiations stay on track. And the Zimbabwean experience shows that sanctions must not be piecemeal, or else Governments evade them in line with their own self-interests."

- A Chamber of Mines-commissioned Gallup poll released in the United States on May 16 showed that the overwhelming majority of South Africans, black and white, opposed sanctions and other forms of boycotts "even if such policies would cause the South African Government to step down within five years".

The survey found that six in 10 South Africans, including 78 percent of whites and 58 percent of blacks, opposed sanctions and boycotts against South Africa.
SERVICES  SECTOR - GENERAL

1990
Outdoor advertising company Rent-a-Sign 1999 has been formed to control the previous business of Rent-a-Sign Holdings and Maister Outdoor Marketing.

Chairman of the new company Brian Puttergill says:

"The deal gives us the lion's share of the outdoor advertising market."

"The group has more than 32,000 sites throughout South Africa, the homelands and neighbouring states, and will have an annual turnover of R45-million."
'Hitmen' hired to patrol flats, says Actstop

By Shirley Woodgate, Municipal Reporter

Men living in single-sex hostels in Johannesburg and probably employed by private security firms, are being hired as hit squads to patrol "troublesome" blocks of flats in the city, Actstop warned yesterday.

A spokesman for the organisation said it appeared incidents where tenants had been beaten up if they did not comply with landlords' demands, involved paid vigilantes from hostels run by Transvaal Provincial Administration.

Defeathering indications were that the Inkatha/United Democratic Front dispute which has been raging in Natal was being introduced in Johannesburg, he said.

"It appears these hostel vigilantes are becoming the third force in this city and the hit squad has already been in action in Natal," he said. "The attacks took place in Newlands, Manhattan and Shongwe Mansions in the last two months and now Goldwyn Mansions on the corner of Gold and Jeppe streets, where tenants and their landlords Mrs Baby Naidoo are locked in dispute.

Terrorised

"Tenants reported they had been terrorised for four hours on Thursday night by thugs who had kicked down doors and beat tenants with hammers, crowbars and kneepads," he said.

Fearing a repeat of last week's attack, residents formed a "defence committee" to protect tenants' lives.

Mr Naidoo refused to comment and referred calls to his lawyer whom she failed to contact.

Police liaison officer Colonel Frans Mahlobo called on Actstop and the affected tenants to lay a charge as the matter was "something for the Security Police".

Mr A Hartwig, senior provincial administration officer, said about 10,000 single men were housed in the George Coetzen hostel in Benoni (503), Wolhuter (1131), Denver (3301) and Master Builders Association hostels.

Most of the men hired the premises individually but none were paid for by the businesses which employed them.

The hostels were protected by the TPA security force based at Jabulile but that only applied to cases where there was internal trouble or fighting, Mr Hartwig said.
Tackling tout problem

By JOSHUA RABOROKO

THE Transvaal African Funeral Undertakers Association is to hold a meeting at Lorato Hotel, Tembisa, tomorrow at 10am to discuss the plight of black undertakers indulging large scale touting at Government and hospital mortuaries.

The president of the association, Mr. JM Nkomo, yesterday said that their members complained that there were business people who flocked to mortuaries to tout for corpses.

He said: "It is totally unacceptable to black people for anybody to wait outside mortuaries for bodies in order to make a quick buck. We want to stamp out this evil practice by certain undesirable elements."
SALES of Corporate Management Services (CMS) StorageTek Nearline robotic cartridge system had been buoyant and would make a significant contribution to turnover in the current year, according to chairman Alan Baxter.

The DCM-listed group, a supplier of mainframe hardware and software, posted a reduction in attributable income to R10 000 from R85 000 in the six months to September after operating profit declined and it moved to an interest-paying position.

Baxter said yesterday CMS would have installed 12 Nearline systems worth R2.5m each by the end of the current fiscal year.

"In this financial year CMS expects some R176m in revenue from sales of the Nearline. In the next three years CMS has projected a SA market potential of 100 systems. So the Nearline will obviously contribute significantly to CMS's future growth in revenue and earnings," he said.

The fact that competitors would be entering the market with "robot-like systems" underlined the potential demand for the product, Baxter said.

"However, these systems do not compare with the Nearline. StorageTek in the US began designing the product as early as 1984, and with 1 000 units installed worldwide, has a headstart on other potential competitors entering the market,"

Environment

"The Nearline was purposely designed with a customer advisory board's guidance to ensure that it exactly matches the market's needs."

Automation was a key issue for the 1990s in the large user environment.

"In financial terms, the Nearline costs just over 3% of comparative hard disk storage devices."

By automating cartridge mounting and demOUNTING operations, the data processing department can redeploy scarce technical resources to perform more productive and beneficial tasks, and can ensure improved utilisation of the data centre."

CMS, which lists the top 500 large corporations as its clients, reported a 43% increase in interim sales to R16.6m but this growth was marred by a drop in operating income to R160 000 from R267 000 -- the result of new technology products introduced during this period.

Interest payments of R150 000 were posted, against corresponding interest received of R70 000.
A LOCAL fitness programme, Run/Walk For Life, is to sell its franchise in the US from August.

Run For Life spokesman Dianne Taylor said the first overseas franchise was provisionally set for Atlanta in Georgia.

A former SA resident now based in Georgia is in the country for eight months to learn the system and will return in August to start the venture.

Ten branches will be opened in Atlanta and, providing they are successful, another 30 will be introduced in the city.

If these are successful the franchising will start in earnest around the US.

"We have had applications from a few people for franchises from Britain and Australia," Taylor said.

Locally the business has grown from 12 franchises in 1988 to 107 this year. Run for Life, Taylor said, "is arguably the fastest growing franchise organisation in SA."

"The programme is different to that of a gym because there is no set environment in which to exercise," she said.

"Our success is due to scientific know-how and the fact that we get results."

Membership figures have grown from 1 200 in 1988 to 6 000 in 1990.

She said almost 60% of premature deaths in executives were related to adverse lifestyles. "Run For Life's function is to help correct lifestyles."

"Our business is lifestyle management. Companies, particularly with the present skills shortage, cannot afford to lose skilled staff through death or bad health."

RFL will also branch out into other fields — stress reduction and smoking — said Taylor.
Fidelity for MBO?
Fidelity Guards, a company in the Safren group, and said to be the biggest employer of security labour, is apparently heading for a management buy-out.

MD Roy Macfarlane declines to comment but does not deny that negotiations to buy control have started. He refuses to discuss price though a figure of R16m has been suggested.
Macfarlane has been with the company for 26 years; turnover last year reached £160m and sales are said to be growing at 20% per year.

The group has branches in major towns and cities and is involved in the guarding, calculation and delivery of wages and transport of cash and valuables.

Market talk is that a merchant bank will underwrite the deal for a 25% stake. Managers expected to take up shares are Macfarlane, who will probably remain MD or become chairman, Colin Fourie, Jeremy Freer, Jimmy Nunn and Dave Rowland.

David Finch
Inventing their own rules

When it comes to patents, SA has a good international record. The country ranked 13th in the world in the number of patent applications filed in 1984, far ahead of other developing countries. A total of 10,152 applications were filed in SA; the next closest African country was Egypt with 832.

But SA has seen no growth in applications over the past seven years. Its ranking fell to 19th in 1987, the last year for which international figures are available. Last year, only 9,943 applications were filed. It would be unfair to blame patent attorneys for a national failure of imagination, but they are coming under increasing fire for their restrictive trade.

Patent attorneys occupy a powerful position — a patent providing complete protection cannot be issued without a patent attorney at least signing the application. Critics charge that the profession is dominated by four large firms whose prices reflect their dominance. And they maintain that insiders jealously protect their turf by making it extremely difficult to qualify as a patent attorney. Figures from the SA Patent Office lend support to these contentions:

☐ More than 80% of all patent applications filed by patent attorneys last year came from just four firms — Adams and Adams, John and Kernick, Spoor and Fisher and D M Kisch.

☐ The percentage of applications by South Africans filed by patent attorneys dropped from 72,4% in 1983 to 60,6% last year, suggesting that the cost is increasingly driving people to file provisional applications themselves. Provisional applications, unlike final applications, do not have to be filed by an attorney; and

☐ Only 12 people have qualified as patent attorneys since 1985. The total number of patent attorneys in the country is 56.

"We aren't against patent attorneys," says Don Pilkinson, president of the Institute of Inventors & Innovators. "They play a vital role in protecting intellectual property. But we object most strongly that they reserve the right to register a final patent."

The profession's controlling body, the SA Institute of Patent Agents, naturally disagrees with the criticism.

"We dispute that the four large firms dominate the profession," counters President Michael von Seidel, adding that if the number of smaller firms who draw up patents is considered, "there is certainly plenty of competition."

"Specialists tend to group together," he argues. "There is greater security in larger groups in view of the extremely high liability that exists in this field."

Von Seidel also denies that firms charge exorbitant fees. "As far as I am aware, most patent attorney firms operate on a substantially lower profit margin than do general attorney firms. The reason for this is the extremely high overheads."

Alwyn Geyer, the registrar of patents, says "we have received complaints (about fees) in the past, but not a large number."

Von Seidel says that rather than the standards for entering the profession being unreasonably strict, he believes the greater problem is finding competent trainees, given that a person must already be an attorney (preferably with a technical or scientific qualification), before being eligible to write the patent examinations.

"We are concerned about not being able to locate suitable trainees (but) I do not believe that it is in the public's interest to lower the standards and place patents in jeopardy that their patent rights can be declared invalid by a court."

He also points out that the institute has only two of the seven representatives on the Patent Examination Board.

Von Seidel says other countries also require legal representation for patent requests, but does not name them. He also argues that the requirement, introduced with the 1978 Patent Act, "is simply to protect the public against its own folly."

Pilkinson bristles at this attitude.

"We do not feel there's any reason or justification why a man must be protected from himself."

"Inventors should have the right and the choice to back up their own final applications."

Whether the public wants the sort of paternalism advocated by the institute is moot. The steady rise in the number of patent applications made by members of the public suggests not.

Philip Gwath

FINANCIAL MAIL MARCH 16 1990
Fidelity back in the old firm

By Ian Smith

SECURITY services market leader Fidelity Guards marches with confidence from under the Rennies umbrella after this week's management buy-out.

Managing director Roy Macfarlane and six other executives have put their careers and homes on the line in a deal put together by Ortbank Leveraged Investments (CLI).

Mr Macfarlane has a lot to lose. He has been with Fidelity for 25 years, 24 of them as chief executive.

"But I have no fears. The company has been on its own before and I see this as a great opportunity for all of us."

Assurance

Mr Macfarlane has assured the 8 000-strong staff and trade unions that there will be no retrenchments or loss of benefits.

CLI has taken a stake in the company, but the working directors will acquire control in time, says Mr Macfarlane. Plans have also been drawn up for a trust to acquire shares on behalf of staff members.

The cost of buying Rennies' 100% holding has not been disclosed, but market estimates say it could not have been far short of R20-million.

The group, which turns over R168-million a year, dominates all three sectors in which it operates: armed banking, general guarding and key-point protection, in which members of a specially-trained paramilitary force guard strategic and essential service sites.

It has assets worth R12-million, including 1 000 armoured trucks and vehicles and 70 branches and depots.

Fidelity's links with Rennies go back a long way. Rennies took an interest in the company in 1972 and bought Mr Macfarlane's remaining holding in 1984.

Misfit

Rennies chief operating executive Pete Steyn says the sale came after the group decided to concentrate on its core businesses of freight and cargo management, travel and related services.

"Although security service is seen to have considerable growth potential, with Fidelity in the forefront, it does not fit in with Rennies' portfolio for the future."

Mr Macfarlane says the parting was amicable.

"It has been a happy relationship. However, our independence means we will be able to react more quickly to opportunities."

He says the MBO took some time to structure because of the general lack of knowledge of the security industry, where operators tend to be reticent about individual performances.

But worldwide there is considerable growth in the business. The US Department of Labour ranked the guarding business the third-fastest growing employment sector a few years ago.

Threat

In SA the industry has been stimulated in the past two years and growth has increased, says Mr Macfarlane.

Political disturbance and labour unrest have increased demand for the services of companies like Fidelity Guards.

Mr Macfarlane says armed banking - or cash-in-transit business - is the group's core activity. The rise of plastic cards has been seen as a threat to the industry, but most people still use ATMs as cash dispensers, and more money than ever has to be carried around.

Banks are faced with the alternative of setting up their own cash-movement service if they do not want to use a professional carrier.

"If we lose a consignment we often make up the loss before our insurance has paid out," says Mr Macfarlane.

The demand for guards for industrial, commercial and residential property is increasing and key-point protection has become more expert.

Key-point personnel are specially trained and are inspected regularly by the SADF to ensure standards are maintained.

Unlike other executives in the industry, Mr Macfarlane is concerned about the rising crime rate, particularly armed attacks. The availability of AK47 assault rifles in townships has helped make the armed hold-up an everyday occurrence in some cities.

Mr Macfarlane says: "We have access to the latest security developments in the world. We plan to counter the threats, but I'm not going to talk about them."
CA's allowed to go public today.

BARRY SERGEAUNT and PIERRE DU PREEZ

SA Chartered Accountants (CA's) can advertise their services from today.

SA is one of the last countries in the world with a substantial corps of CA's—about 10,000—so allow advertising.

But Aiken and Plessie-Guy Smith said: "Advertising reflecting gar-""las beating their chests and Yarran getting into an accountancy act, as appeared in Australia, are not expected in SA."

The go-ahead for advertising follows a vote in November 1980 when almost 80% of SA's CA's favoured the move. 01/11/76 11/11/76

The change comes a time when the most recent result of a mega merger, Deloitte & Touche, effective September 1, creates SA's largest firm on several fronts.

One result of the mega-mergers on an international front is the continued movement of accountants from audit, their traditional base, increasingly to tax and various forms of management consultancy.

Increasing activity in areas outside audit has led to head-on competition with outfits which may advertise, such as management consultancies, banks and trust companies.

Smith said the rules laid down for the profession would ensure adver- tising was in good taste and that it'd upheld "the best traditions of the profession."
The registration schedule promulgated on March 30 for the Security Officers Act is to provide long-awaited discipline to the security industry in SA.

Fidelity Guards MD and Chairman of the SA Federation of Security Roy McFarlane said the new legislation would make the Security Officers Board effective in regulating the industry and ironing out malpractices and low standards.

The industry had been lobbying for such legislation for years, he said.

The new regulations make it compulsory for security officers, security companies and companies selling security equipment to register with the board by October 11 this year. Without registering, individuals and companies will not be entitled to offer security services.

"Board chairman and chairman of Chubb Holdings," Dirk Ackerman said the industry had been plagued by irregularities. The new regulations and the forthcoming code of practice would build confidence in the security business.

Ackerman expected more than 160,000 individuals to apply for registration, in addition to many companies. There were 600 firms supplying burglar alarm systems alone, although many were only interested in capitalising on the security problems in the country and would be unlikely to register, he said.

The Security Officers Board has 12 members, shared between the industry and appointees from the police and consumer groups.

Police representative and board vice-chairman Col. Frans Lobbe said the industry had decided legislation was the best way to combat fly-by-night operators. The board was autonomous, financially independent, body and he was confident it would fulfil its purpose.
talent

He says the thinking on this issue is that "the doctrine of disclosure" should to a greater extent be applicable to financial services and products.

After matriculating at Cape Town's Jan van Riebeeck High School, Badenhorst completed his military service at the SAAF Gymnasium in Pretoria. In 1959 he joined

... a wealth of experience

the Department of Home Affairs and began studying part-time.

He obtained a diploma in public administration from Pretoria Technikon in 1972 and a BCom (Law) from Unisa in 1982.

"I consider myself to be a career civil servant and have found my choice stimulating and challenging," he says. He and his wife, Betsy, have three children. He is particularly fond of outdoor living and enjoys snorkelling on the Natal North Coast.

Secure position

At the age of 65 most people think about retirement. But workaholic and fitness fanatic Roy Macfarlane has added years to his working life by organising the management buyout of Fidelity Guards and agreeing to remain as MD.

For those who know him, he is Fidelity Guards.

He rescued it from bankruptcy in 1966 and (despite being told by an industrial psychologist that he would never become a businessman) he turned the firm into a R160m-a-year company — by far the biggest guard and cash-in-transit company.

Macfarlane opted for the management buyout route six months ago, after Rennies
SA securities industry now faces floor trading debate

There is increasing evidence that the SA securities industry — comprising the JSE and the soon-to-be-opened SA Futures Exchange (Safex) — will ultimately spiral into technological irrelevance if it sticks with floor trading.

With the global trend towards automated screen trading, the question arises whether the costly Safex floor — part of a dual floor-screen system — will turn out to be a white elephant.

Belgium’s futures and options exchange has decided in favour of a screen-based system. Tokyo’s recently opened financial futures exchange, TIFFE, is automated.

Later this year, the Chicago Mercantile Exchange, the world’s largest futures market, will switch on its own electronic trading system, Globex. Paris’s futures market has also joined Globex.

In SA, it is essentially the JSE which prefers floor trading to automated screen trading. The Economist, pointing out that similar views are held among most brokers on Wall Street, says: “Since intermediaries in most securities markets earn their bread by matching, marrying and blessing buyer and seller, automated execution, which does the same job without human intervention, has powerful opponents.”

The pro-floor case is that the physical presence of traders communicating in sight of each other provides accurate price information and enhances liquidity. The counter-argument is that automation is speedier, more cost-efficient and reduces error and fraud.

The February edition of Forbes cites a US congressional study which says that open outcry systems are “colourful but archaic”, and implies that resistance to automation is really resistance to competition.

The point is also made that the monopoly on securities trading enjoyed by stock exchanges worldwide has already been severely dented by the might of institutional investors, who simply go off and set up alternative markets.

It happened even in SA, where financial institutions do about 70% of all gilt trades and ignore the JSE’s gilt floor. The first rumblings on whether the JSE’s Traded Options Market will meet the same fate have already been heard.

One could argue that given the sheltered environment in which the SA securities industry operates, it does not need to slavishly follow world trends.

The counter-argument is SA must ultimately become part of the increasingly deregulated and interconnected world financial arena.

And on whether the floor is inherently a better place than the screen, a US consultant quoted in Forbes says pointedly: “The market is a price, not a place.”
More rationalisation in finance services sector

INADEQUATE economic growth and the importance of economies of scale will ensure continued rationalisation of the financial services sector, say analysts.

Smaller companies in particular were expected to experience an increase in mergers, acquisitions and closures because they could not rely on economies of scale, especially where technology was concerned.

"Also, to maintain a thriving financial services environment the economy needs growth of 5% to 6% a year," said an analyst.

"Instead average growth over the past few years has been below 2%." Too many players chasing too few skills and an inadequate infrastructure made rationalisation necessary, said a financial services consultant.

Sources were sceptical about the need for so called "bucket shops" in the market.

"Few do traditional lending business. They make most of their money from trading operations," said one.

Industry players welcomed last year's rationalisation, which included a number of mergers and some disposals. Cape Investment Bank (CIB) acquired CoBank in February. Expected benefits include the strengthening of CoBank's asset base and CIB's entry into new markets like foreign exchange dealing.

Management consultancy based group Columbia sold many investments to concentrate on its interest in rural retailer Acre.

This type of activity is likely to continue this year, analysts said.
Saica issues exposure draft

BARRY SERGEANT

IN reaction to increasing cases of bribery and corruption, the SA Institute of Chartered Accountants (Saica) has issued an exposure draft on illegal acts, other irregularities and errors.

Saica executive director Ken Mockler says the many cases of bribery and corruption reported in recent years had raised questions "concerning the auditor's duties and responsibilities to detect and report such matters".

In a statement, Mockler said that Saica "constantly reviews the appropriateness and effectiveness of its auditing standards. Consequently, it has decided that there was a need to review the standards dealing with bribery and corruption so that the auditor's responsibilities would be clarified. Hence the issue of the exposure draft."

Mockler further stated: "It is important to understand that an audit provides reasonable and not absolute assurance that material misstatements resulting from illegal acts, other irregularities and errors in the financial statements will be detected."

Mockler explained that Exposure Draft 90 deals with illegal acts, other irregularities and errors separately because the procedures involved with each are different. The exposure draft identifies that the auditor, depending on the circumstances, has a duty to report these matters to management, sometimes shareholders and where they constitute "material irregularities", as prescribed in the Public Accountants' and Auditors' act, to the Public Accountants' and Auditors' Board (PAAB).

The exposure draft is open for comment until June 30 after which the Audit Standards Committee of Saica will consider comments and draft the final accounting standard.
had them all abolished. There is a constitutional process that must run its course. Anything that is to be abolished can only be abolished by a two-thirds majority, and if the CP is in the minority, they must look for the fault in themselves. [Interjections.]

What is more, five days ago in this Parliament the hon the State President said that when he came to the process of constitutional development he would go back to the voters. He would do so by way of a referendum or an election to obtain a final decision and a mandate, and it would certainly be possible for symbols and holidays to form part of that mandate. [Interjections.]

It is a people's decision that is the issue here. It is a people's indication to its Cabinet or its State President about the relevant action that should be taken. It is a decision that is and will remain a part of the constitutional process—constitutional negotiations which have not even started yet, and yet the CP wants to confuse the people with emotionalism about something that is not as yet even the subject of negotiation. [Interjections.]

*Mr S JACOBs. Because you are confused as it is!*

*The MINISTER: I want to ask this question. The President's Committee that carried out an investigation, a committee on which the hon member for Heilbron served, said itself that it was impossible to achieve agreement about holidays for all population groups. Surely that is logical.

*Mr J H HOON: In one volkstaat! [Interjections.] In one uniracial state!*

*The MINISTER: But in so many words they said, about holidays, that everyone should get together and reach agreement on this issue.*

*Mr S JACOBs: You have never once put forward your views. Not once!*

*An HON MEMBER: Go and comb your hair! [Interjections.]*

[Time expired.]

Debate concluded.

White vigilante groups

2. Mr J H MOMBBERG asked the Minister of Law and Order:  
   [Interjections. 24/74/149]

(1) Whether any White vigilante groups operate in towns or cities in South Africa; if so,

(2) whether any of these groups have been sanctioned by the South African Police?

[Interjections. B924E. INT]

*The MINISTER OF LAW AND ORDER: Mr Chairman, I would like to reply as follows.

By means of democratically elected legislative and other structures, every civilised and ordered community creates instruments to which it allocates the functions and powers of such a constitutional state. That is the only correct and orderly way in which such functions and powers can be implemented. It is therefore logical that such instruments are then the only legally approved and authorised bodies which can act on behalf of the State. Furthermore, only actions which are implemented by the legal instrument can have any legal protection and force of law.

What is generally true, is valid mutuatu munduwa for the implementation of functions concerning law and order. The only legally authorised responsible body for this is the SA Police, established by Act 7 of 1958, and the function with which they are entrusted in terms of section 5 of said Act. All unlawful attempts to take over the function of maintaining law and order from the State's legal instrument, the SA Police, are therefore unacceptable and cannot be allowed to occur. Of course this does not clash with the right of the private individual to defend himself, and even to make a so-called citizen's arrest under certain circumstances. With this type of action, carried out within the parameters of the law, the police can find no fault.

Recently, however, a tendency has emerged in our country to form organisations which are barely disguised police forces. In some cases they are called so-called White security guards as well as many other names; others call themselves the Comrades or the Marshalls, etc. This is quite acceptable if the abovementioned Marshalls or security guards co-operate with the police at large gatherings to help maintain order. How-

ever, they are going too far when they chase the police away and carry out the functions of the police themselves. Then we are treading on dangerous ground where we will encounter problems and confrontation. In the same way we are heading for problems and confrontation when people organise themselves into armed groups which patrol streets and questions, chase and even assault people left, right and centre without any acceptable reason at all.

This activity is quite unacceptable, and ultimately creates more problems than it solves for all involved. Despite the fact that it increases racial tension, it holds the great threat of criminal prosecution and enormous civil claims against the people involved.

Because the police are struggling to overcome a serious shortage of manpower and also desperately require the active support and co-operation of the public, two structures have been created over the years to assist them in carrying out their tasks, namely the neighbourhood watch system and the police reserves.

The neighbourhood watch simply acts as the eyes and ears of the police, while members of the public can actually join the reserves in order to become part of the legal policing instrument of the State. Both organisations have provided an invaluable service to South Africa and its inhabitants over the years. It is essential and in the interest of maintaining law and order that they should be allowed to continue in this regard.

At the moment there are 12 796 reservists who provide a free service of 1,38 million hours per year. We need many more of them, inter alia, to help combat crime in our country. [Time expired.]

*Mr J H MOMBBERG: Mr Chairman, we are living in times of extreme tension and confusion in South Africa, and we must accept that today many people have questions about the future, but we cannot allow people to deliberately take the law into their own hands and take it upon themselves to fulfil the functions of the police.

In the Patriot, the CP's newspaper, of 6 April . . . [Interjections. . . they wrote . . .]

*An HON MEMBER: It is not a newspaper.*
and duty. Impact in this right and obligation, is the fact that this will take place in an organised manner.

As far as we are concerned, we will give our full support to such actions, subject to the fact that they should be carried out in cooperation with the police and not clash with the execution of the task of the police.

*The MINISTER OF LAW AND ORDER: Mr Chairman, I just want to complete what I was dealing with when I said that we urgently require more reservists. I would like to emphasise this again. We need them in all the communities in our country. There is an urgent need for these people.

*Mr J H HOON: Yes, but . . .

*The MINISTER: The hon member would do well to keep quiet for a while. He need not become so excited. [Interjections.]

*The CHAIRMAN OF COMMITTEES: Order!

*The MINISTER: Mr Chairman, I would really like to say that I find it disconcerting that those of us in this House, who should be setting an example to people outside by discussing these matters calmly and rationally, should be making as much of a fuss as the CP made here this afternoon. [Interjections.]

We envisage making renewed efforts on the part of the police in the near future to recruit more people as police reservists from all our communities. Hon members could assist in this regard. Hon members could encourage people to join the reservists; after all they are the leaders of the community. It is the well-considered opinion of myself and the police that everyone who wishes to make a contribution towards greater safety and the fighting of crime, should join the reservists. There we will be able to participate in this service to our community in an orderly manner.

I want to congratulate the hon member for Simon's Town on the balanced standpoint which he adopted here. [Interjections.] While hon members are fighting about who should join what, the police wish to intervene and say that we will protect all the parties involved.

*Mr J H HOON: You are not the police!

HOUSE OF ASSEMBLY

1000

HE NOTION: We will also keep them apart, because if we let go of them, they will be at one another's throats. That is precisely the danger which exists and the reason we cannot allow vigilante groups to take over the streets of our towns, because then we will have bloodshed. That is why we are saying there is an orderly structure. [Interjections.] Surely the hon members of the CP are people who pride themselves on wanting to maintain an orderly situation in the country. [Interjections.] In that case they must join this orderly structure. They must not create structures which could lead to confrontation, bloodshed and mayhem in future. [Time expired.]

*Mr J VAN ECK: Mr Chairman, the CP should not complain that they are being held responsible for the acts of violence which are being planned and perpetrated by far-right-wing vigilantes. [Interjections.] The people responsible have, for all practical purposes, been taken under the wing of the CP. Although they perhaps do not support the right-wing violence, they provide the justification for it. If we want to distance the right-wing vigilantes who chase and assault Blacks, impose a serious threat to the entire negotiating process.

*Mr J H HOON: And the ANC?

Mr J VAN ECK: It could blow the whole negotiation process out of the water.

*An HON MEMBER: And what is the situation in Natal?

*Mr J VAN ECK: The campaign of right-wing violence poses two threats. Firstly, right-wing violence against Black people in general, and, in particular, against the ANC. In Natal in particular, will encourage those groups to resume the armed struggle and defend themselves. Secondly we run the risk of having one or more people, and such people exist, making an attempt on the life of Nelson Mandela. I want to warn the CP. If this happens, he is assassinated—the terminology and language which the hon members use encourage this—the result will be a huge blood bath in South Africa. [Interjections.]

The right-wing alliance, which includes the CP, is creating a type of K Kula Khan in South Africa, and just look at what the result of that was in the American South! [Interjections.] Mr Mandela, as well as the hon the State President are, at present, essential to the success of the process of negotiation, and both are being threatened by the right wing. [Interjections.] [Time expired.]

*Mr J H MOMBERG: Mr Chairman, in the months ahead we are going to need level-headed, rather than hot-headed people in South Africa. No purpose will be served by chasing people into camps, where, on the one hand, we would have the White people with their guns, and on the other, the Black people with their guns, and in the middle we would have the police. [Interjections.]

We must create the climate in which there will be a mutual respect on both sides, and the actions of White vigilante groups and those of Black vigilante groups are undoubtedly not going to assist in creating this climate. [Interjections.] In conclusion I want to ask the police to show the same diligence and competence in their actions against right-wing radicals as they showed in their actions against left-wing radicals. [Interjections.]

*The MINISTER OF LAW AND ORDER: Mr Chairman, in conclusion I would once again like to commend the hon member for Simon's Town that we should remain level-headed and that we need people who are not going to take sides and shoot one another. That will really mean the end of this country.

I thought the hon member for Claremont had become more sensible, but today he once again had only one thing in mind. One cannot deal with these matters unilaterally. I want to tell the hon member that the CP should warn against right-wing violence. We should also warn against left-wing violence, as the hon member for Simon's Town did. [Interjections.] Right-wing violence is not the only thing which poses a deadly threat to the process of negotiation. Left-wing violence is just as dangerous for the process of negotiation. [Interjections.]

This is the message which must be heralded from this place, namely that we reject all violence. Let us put aside the guns and the hand-grenades and start talking to one another. That is the appeal which the police want to make. That is the appeal which the police are directing at the right-wing hotheads, and I am doing this in the House here this afternoon. [Interjections.] It is also the appeal which the police are directing at the left-wing hotheads.

It seems to me that I trod on that hon member's toes, because he is shouting at the back there.

*Mr J H SCHWARZ: A bunch may mean a lot of things. It may mean a bunch of coconuts or humans or a group of people or . . . [Interjections.]

*The CHAIRMAN OF COMMITTEES: Order! Which hon members of the House referred to the speakers as 'Jan Lubowski'? [Interjections.]

*Mr F J LE ROUX: Mr Chairman, may I address you on the first point of order, because it seems to me that you wish to give a ruling to the

HOUSE OF ASSEMBLY
effect that that is not permissible. I want to ask you to take into account the fact that the name of the late Mr Lubowski has a certain connotation in the same way that, in certain cases the name “quailing” had a certain connotation. Reference has been made to “quailing” and it was accepted. This remark was made in the same spirit, and for that reason I want to ask you to rule that it is not unpunitive to use that expression.

Mr H H SCHWARZ: Mr Chairman, on a further point of order: This makes it worse now because if it is permissible to refer to an hon member in this manner, it is indeed a tragedy! First of all the issue of whether Mr Lubowski was or was not a traitor or quailing, is again tasteless, bearing in mind the trial that is pending. What is significant...

Mr J H VAN DER MERWE: You are talking a bunch of nonsense!

The CHAIRMAN OF COMMITTEES: Order!

Mr H H SCHWARZ: It is better to be talking a bunch of nonsense than to be one of a bunch of coconuts! [Interjections] I want to submit that if in fact now—and this makes it so much worse in view of the argument of the hon Chief Whip of the CP—it is unpunitive to refer to an hon member of this House as ... [Interjections.]

*Mr S P BARNARD: Are we still wearing skins, Harry? Are we still wearing skins?

*Mr H H SCHWARZ: I think there is something wrong with your skin!

The CHAIRMAN OF COMMITTEES: Order!

Mr S P BARNARD: You were the one who...

[Interjections.]

*The CHAIRMAN OF COMMITTEES: Order! The hon member for Hercules must now contain himself! [Interjections.]

*Order! Will the hon member for Yeoville please resume his seat?

Mr H H SCHWARZ: Mr Chairman, may I continue, Sir? I want to...

The CHAIRMAN OF COMMITTEES: Order! I want to address the hon member for Hercules.

The hon member for Hercules! A point of order has been raised and the hon member for Yeoville must be given the opportunity to state his case.

The hon the member for Yeoville may continue.

Mr H H SCHWARZ: Mr Chairman, what is now being inferred, is that these two hon members are, in the words of the Chief Whip of the CP, quailing? Quailings are people who are alleged to be traitors to their own people. Now whether or not that applies to Mr Lubowski is another story, and I do not think it does! The reality, however, is that to apply that label to an hon member of this House, is unpunitive! [Interjections.]

*The CHAIRMAN OF COMMITTEES: Order! At this stage I want to ascertain which hon members made the allegations. They were the hon members for Hercules, Wonderboom and Heilbron. [Interjections.] Does the hon member for Loskop wish to address me on this point of order again?

*Mr S C JACOBS: Mr Chairman, on another point of order:

*The CHAIRMAN OF COMMITTEES: Order! No, the hon member can request an opportunity for that later.

*Mr H H VAN DER MERWE: Mr Chairman, on this point of order: Lubowski was not found guilty of anything. A number of allegations have been made with regard to him. I would therefore like to suggest, with all due respect, that at this stage you cannot draw any conclusion with regard to the meaning of the name “Lubowski”. We do not know whether he was a spy or a murderer. We do not know what he was. It is merely a name to which you cannot attach any connotation. [Interjections.]

*The CHAIRMAN OF COMMITTEES: Order! I have been addressed by various hon members on this point. Based on the fact that hon members may only be addressed as hon members, I could ask the hon members to withdraw the remark, but I would like to submit all the arguments and then give my ruling in this regard at the earliest opportunity.

Order! The hon member for Loskop wanted to raise a further point of order. [Interjections.] I beg your pardon! The hon member for Loskop. [Interjections.]

*Mr S C JACOBS: Mr Chairman, on a point of order: While the hon the Chief Whip of the Official Opposition was addressing you on a point of order, two hon members on the other side of the House told the hon the Chief Whip to sit down. I want to allege that that is not in order as it does not show respect for the hon the Chief Whip. [Interjections.]

*The CHAIRMAN OF COMMITTEES: Order! That is not a point of order.

Debate concluded.

QUESTIONS

Indicates translated version.

For oral reply:

General Affairs:

Questions standing over from Tuesday, 17 April 1990:

Johannesburg City Council: information to SAP

*Mr P G SOAL asked the Minister of Law and Order:

*Whether the South African Police received from any official or individual at the Johannesburg City Council any information on the activities of individuals or organisations; if so, (a) what is the name of the official or individual who supplied the information, (b) what are the names of the (i) individuals and (ii) organisations on whose activities information was supplied and (c) whether information was supplied in each case.

*The MINISTER FOR ADMINISTRATION AND ECONOMIC CO-ORDINATION:

In view of the appointment and assignment of the Hienstra Commission of Inquiry, I do not consider it advisable at this stage to furnish information which may anticipate or possibly prejudice the inquiry or the findings of the Commission.

Mr P G SOAL: Mr Chairman, arising from the reply of the hon the Minister may I ask why he did not give us that answer last week and also whether he has received information of a similar nature from other towns and city councils throughout South Africa?

The MINISTER: Mr Chairman, I have not received any information. I was investigating and compiling information in this regard and this is

the reply which I think is the best under the circumstances.

Commission for Administration: personnel

*Mr R M BURROWS asked the Minister for Administration and Economic Co-ordination:

(1) Whether the Commission for Administration has a specific policy for the recruitment of qualified personnel of any South African race group to the senior ranks of the public service; if not, why not; if so, what is this policy; if so, what is the distribution of such bursaries/loans amongst the four race groups as at the latest supplied date for which figures are available;

(2) whether public service bursaries/loans are made available in general proportion to the racial composition of the South African population; if not, why not; if so, what was the distribution of such bursaries/loans amongst the four race groups as at the latest supplied date for which figures are available;

(3) whether he will make a statement on the matter. B737E

*The MINISTER FOR ADMINISTRATION AND ECONOMIC CO-ORDINATION:

(1) Yes. The policy for the filling of vacant posts is embodied in Section 10 of the Public Service Act, 1966. It stipulates, inter alia, that in filling a post—

— no person who qualifies for a post shall be favoured or prejudiced, and—

— only the qualifications, level of training, relative merit, efficiency and suitability of the persons who qualify for the appointment, transfer or promotion concerned shall be taken into account.

All vacant posts in the Management Echelon, i.e. posts in the rank of director and higher, are therefore advertised at least in the Public Service in order to ensure that the posts are filled by the most suitable persons. The filling of other posts is the responsibility of the Minister/Administrator who must effect this in terms of the provisions of the Act.

(2) No.
World contest ban unkind cut for hairdressing team

By DAVE LOURENS

SOUTH AFRICA’s top hairdressing team is ready to curl up and dye after being barred from the world hairdressing championships.

Although members are hopeful the ban will not prove permanent — the goodwill generated by President F.W. de Klerk’s reforms has ensured that barrier is not cut and diced — the present crisis arose when the World Hairdressing Council, organizer of the world championships in Rotterdam later this year, warned in the face of opposition from the Dutch Government.

It did not impose a clear-cut ban on the SA contingent but the bald fact is that they will not be allowed to compete unless they are sworn of their nationality and do not compete under the South African flag.

SA Hairdressing Association secretary Brian Martin denied the team had been banned.

“The door has not been closed in our faces — there are simply a few small political issues to be overcome before we can participate,” he said.

“Obviously, if people can obtain visas they are not banned. They simply don’t want us there as South Africans.”

But Intercoiffure’s Natal PRO Deanne Groves believes Mr. Martin is splitting hairs.

“The council say the visas will be provided if we sneak in the back door, unannounced and not representing South Africa,” she said.
Twenty unidentified corpses were given pauper burials in Katlehong yesterday. Here, one of the coffins is lowered into the ground.

26/4/90 (286) Soya

Pic: GEORGE MASHININI

Row over 20 pauper burials

COMMUNITY leaders at Katlehong in the East Rand are angry over the burial of 20 people as paupers at the local cemetery yesterday and plan to challenge the authorities for an explanation.

This has brought to 30 the number of unidentified people buried as unknowns at the township's Schoeman Cemetery in less than a week, they said.

Members of the Katlehong Civic Association said yesterday that 10 unidentified people were buried the same way last week.

They said they did not know where the bodies came from and the circumstances which led to the deaths not being made known.

But an employee for an undertaker's, who was present during the burials, said three bodies had been fetched from Natalspuit Hospital, while others came from the Government mortuary.

He refused to be identified and declined to name the undertaker.

However, the superintendent of Natalspuit Hospital, Dr K Kernes, said "only one" unknown male had been transferred to the Germiston mortuary this week. He had died at the hospital "sometime back".

By MATSHUBE MFOLOE

People had been identified and buried. The two men had only heard of the burials the day before the funeral and could not identify the corpses with any certainty.

They also had no idea where the bodies came from and the circumstances which led to the deaths not being made known.

"We would still have done the burial had it not been for a tip-off", he said.

The KCA's president, Mr Gopa Tshabalala, and executive member Mr Nelwazi Mtshali said they had been told bodies were being buried in the cemetery.

Mr Tshabalala said the bodies had been buried in the cemetery after the public suspended them from the government.

He said the suspension had been "a slap in the face" to the community.

"We are being treated as paupers and there is no justice", he said.

Mr Mtshali said the community was not satisfied with the number of unidentified people being buried in the cemetery.

"We want to know where the bodies came from and the circumstances which led to the deaths not being made known.

The community would challenge the authorities to explain why they had kept quiet and not kept the community informed about this," he said.

Mr Mtshali said the community would challenge the authorities to explain why they had kept quiet and not kept the community informed about this.

"We are being treated as paupers and there is no justice", he said.

The KCA's president, Mr Gopa Tshabalala, and executive member Mr Nelwazi Mtshali said they had been told bodies were being buried in the cemetery.

Mr Tshabalala said the bodies had been buried in the cemetery after the public suspended them from the government.

He said the suspension had been "a slap in the face" to the community.

"We are being treated as paupers and there is no justice", he said.

Mr Mtshali said the community was not satisfied with the number of unidentified people being buried in the cemetery.

"We want to know where the bodies came from and the circumstances which led to the deaths not being made known.

The community would challenge the authorities to explain why they had kept quiet and not kept the community informed about this," he said.

Mr Mtshali said the community would challenge the authorities to explain why they had kept quiet and not kept the community informed about this.

"We are being treated as paupers and there is no justice", he said.
Security industry rejects new rulings

By DICK USHER
Business Staff

SECURITY industry employers meet in Cape Town tomorrow to hammer out the steps to be taken in opposition to regulations governing the industry.

Most employers represented by the South African National Security Employers' Association (Sansea) reject the regulations, published early in April by the Security Officers Board.

The board was established under the Security Officers Act promulgated last year.

Spreading the net of opposition wider is the total rejection of the Act by the powerful Transport and General Workers' Union (TGWU), the largest union in the industry.

The chairman of the Western Cape branch of Sansea, Mr Alan van Wyk, said tomorrow's meeting followed a series of discussions around South Africa with employers by a special association sub-committee.

At tomorrow's meeting the committee and the Sansea executive would discuss the mandates received from members and formulate steps to be taken.

Among the problems employers have with the regulations is a registration provision that calls for an initial R15 fee and a further R15 a year for each employee.

They calculate, on a conservative estimate of 100,000 employees, that this could raise about R15 million. They would like to know what the money would be used for.

They also object to the manner in which the board published regulations without consultation with employers.

"No consultation"

"There are three employer representatives on the board, but we were expecting proposed regulations to be published for comment and suggestions before they were settled."

"Instead we have been presented with a fait accompli without any consultation at all," said one employer.

The TGWU sees the Act as a further step towards putting private security services into the State security network.

"Privatisation of some areas of security, such as at stations and airports, has already brought the industry closer to being a fourth arm of State security along with the Defence Force, police and Prisons Service.

"Regulating the industry through a statutory body rather than a national industrial council simply makes it worse," said a TGWU spokeswoman.

"We want the industry to be self-regulating through an industrial council on which both employers and employees would be represented. There is no worker representation on the Security Officers Board."

She said members also felt the registration fees were exorbitant, and they opposed the compulsory fingerprinting of employees and the fact that the regulations would exclude from employment any person with a criminal conviction.

"Many, many black people have convictions, often for petty offences under laws now scrapped, such as pass legislation."

She said the union planned a series of meetings and protests to highlight its opposition to the Act.
HSRC set to pay for its keep

By Charmain Naidoo

THE Human Sciences Research Council came of age this year.

As a full-fledged adult — the crinkles having been ironed out in the past two decades — the organisation is making major internal changes.

One of the more important aims, says HSRC president Tjaart van der Walt, is to make the council 50% financially independent by 1993.

At present, the HSRC relies heavily on Government grants for its survival, generating only about 30% of its own income.

Professor Van der Walt says: “We want to hone our organisation into a profitable business. But we do not want to forget our social responsibility. We would like to become more involved in multi-disciplinary problem-solving research.”

Tjaart van der Walt... no longer airy-fairy

“The council is not yet ready to embark on a marketing campaign to double its workload. But we are gearing ourselves up for it.”

He says another aim is to rid the HSRC of its “airy-fairy” research image.

“All kinds of research is necessary. It’s a good long-term investment. But in most instances, universities can do that kind of research better than the council can.”

“While our role has changed, internally we say: ‘A new SA, a new HSRC.’ So far we have had too much of a university-type structure.

“Now we want to broaden our client base, to put ourselves in a position where we can give quick answers to such questions as: ‘Can the research be done? How much will it cost? And how long will it take?’”

As SA moves into an era of openness and change, the HSRC is dealing with new pressing issues.

Much more emphasis is being placed on industrial and labour relations, human resources, testing of attitudes and labour-economics research.

Professor Van der Walt says: “Development and change should be managed. In this regard, people need information, facts, knowledge and insight.”

“The HSRC has built up extensive experience in a wide spectrum of issues which could benefit any decision maker.

“In the past year the HSRC has made a significant contribution regarding the development of the country’s human potential from pre-school right through to career level.”

“A characteristic of the HSRC’s research in 1989 was the success with which it was applied in practice. This I ascribe to the council’s more multi-disciplinary, more client-oriented research approach.”

For the 1989 financial year, the HSRC exceeded its income target by R76 000 with a 62% increase in self-generated earnings. Expenditure rose by only 18% compared with the 1988 financial year.

Parliamentary grants fell from 94% in 1986 to 74% of income in 1989 and a 5% fall is expected in 1990.

Professor Van der Walt says: “In the light of the HSRC’s change from a primarily discipline-oriented to a market-related research institution which aims to earn 50% of its budget by 1993, the outlook is promising.”

At the end of 1989 the HSRC held investments and cash totalling R14-million. Liabilities were R4.5-million.
Security men to see Vlok to complain

THE South African National Security Employers' Association (Sansea) said at the weekend that it would meet Law and Order Minister Mr Adriam Vlok to iron out ructions caused by regulations governing the security industry recently promulgated by the Security Officers Board.

The security industry reacted negatively to the regulations by the statutory Board, which was established in terms of the Security Officers' Act of 1987.

The national chairman of Sansea, Mr Jimmy Nusn, said yesterday that Sansea reaffirmed its support for the Act and the Security Officers Board, but could not accept the regulations. A motion calling on Mr Vlok to suspend their implementation had been passed unanimously.

Industry sources claimed they had not been consulted before the regulations were promulgated. They also objected to an initial registration fee of R35 and a further R70 a year for each employee.

This could raise about R10 million, and they wanted to know where the money would go.

The registrar of the Security Officers Board, Mr Frans Labbe, said yesterday that the fees were calculated by independent actuaries.
Security guards face low pay, danger

From MICHAEL JONASE (Khayelitsha):

LONG hours, little pay and constant danger are just a few of the problems faced by us, the security guards in industry. One has to be at work at 6am. To get there in time, one has to wake up at 4.30am because some of us live in places like Khayelitsha and Mitchell's Plain, which are far away from the workplaces. One has to work until 6pm, and then it can take until 9pm to get home.

Going home at that time is a risk because of the gangsters in the township. Late in the evening there are few trains, and at the station one can wait for 30 minutes on weekdays or 60 minutes on weekends before the next train comes.

Our replacements for the next shift sometimes do not come, thus forcing us to work for 24 hours or even longer. There are times when a security guard has to work for 36 hours in a row — his own shift and the shift of his replacement guard who has not turned up. We are given only batons or nothing at all, and are expected to protect ourselves and the properties we are guarding.

This usually forces us to bring our own weapons like an iron bar and knives, which are often confiscated by the police. If one has to guard in an open area no rain suit will be issued and when one leaves the post to seek shelter nearby one will face an accusation of deserting.

Some posts have no tea or lunch break and one has to find one's own way of eating without interrupting work.

The rewards are depressingly small. We have no death benefits, sick pay, medical aid, leave pay or even bonus. Women who become pregnant are usually fired. In addition wages fall far below the minimum living levels. For example, some companies have a starting salary of as little as R360 a month from which pension and an initial R80 is deducted for uniform.
Accounting firms talk of merger

ROBERT GENTLE

CHARTERED accountancy firms Coopers & Lybrand and Theron du Toit announced today they have begun talks to explore the possibility of merging their two practices in southern Africa.

The purpose of the talks, according to a corporate announcement, was to ascertain whether a merger would result in synergy and would be in the best interests of the two parties.

Senior figures from two of SA’s accountancy majors expressed surprise that firms with such different cultures should be thinking of a merger.

Coopers & Lybrand is a typically English-speaking firm with strong international links while Theron du Toit is a typically Afrikaans establishment with strong government links.

A partner at Andersen Consulting said: “With such different cultures, I would not have put them together.”

A tax expert from another of the big accountancy majors said: “They make strange bedfellows.”

Their initial reaction was that Theron du Toit was doing the wooing in a bid to gain international links. Coopers, on the other hand, could benefit from Theron’s strong audit base.
Deloitte Pim Goldby merger means high partner-client ratio

DELOITTE Pim Goldby, which will represent the merged interests of accountants Deloitte Haskins & Sells and Pim Goldby, on September 1 1990, will have at least 33% of all JSE-listed companies as audit clients.

The figure, released by the two companies in a joint promotional brochure, confirms the approximate figures that have been bandied about since the merger was announced on March 18.

The staff complement for the new operation will be just under 2,000, spread across 17 centres in SA and neighbouring countries.

With nearly 220 partners, representing audit, tax, management consulting and personal finance planning, Deloitte Pim Goldby will have one of the highest partner-to-client ratios of any SA audit firm.

The merger is widely expected to produce yet another advertising blitz as the new entity attempts to put across its corporate identity.

This was confirmed by a Pim Goldby spokesman last week, although he said it was too early to give any adspend figures.

The merger of Ernst & Whitney and Arthur Young late last year saw the merged entity, Ernst & Young, embark on a major international advertising campaign.

The latest accounting firms to succumb to what is already being cynically termed in accounting circles as “the urge to merge”, are Coopers & Lybrand and Theron du Toit.

A corporate announcement this week said exploratory talks about a possible tie-up between the two had started.
Workers dismissed after march

Staff Report

At least 120 cleaning workers and security industry workers were dismissed by two companies after a protest march by about 300 Transport and General Workers' Union (TGWU) members to Caledon Square yesterday.

TGWU spokesman Mr Basil Laatoo said 60 Coin Security workers and 60 Cape Contract Cleaners workers at Lentegeur Hospital were dismissed for taking part in the march.

Management spokesmen could not confirm the dismissals.

The march was held to protest a lack of consultation before the passing of the Security Officers Act and to demand a minimum wage of R1 000 a month, an annual bonus and one-and-a-half times pay for normal overtime for cleaning and security staff.
Johannesburg. — The Minister of Law and Order, Mr Adriaan Vlok, has granted an extension of the date by which security guards must be registered if they wish to render a security service. The expiry date is now April 1, 1991, the Security Officers' Board announced yesterday.
SACC urged not to change sanctions stand

By DENNIS CRUYWAGEN, Staff Reporter

THE South African Council of Churches has been urged by its secretary general not to change its policy on sanctions, to call for a constituent assembly and to ask the government to remove all remaining obstacles to negotiations.

In a section of his report entitled State of the Nation and tabled yesterday, the Rev Frank Chikane also urged the 22nd national SACC conference to call for the widening of the Harms Commission and for the immediate dismantling of the Civil Co-operation Bureau.

He also recommended that the SACC deploy the disclosure of the funding Act and call for its immediate repeal as an act of good faith on the part of the State President.

Economic justice

He also recommended that the SACC deploy the disclosure of the funding Act and call for its immediate repeal as an act of good faith on the part of the State President.

Unrepresentative structures

According to this definition, the government could no longer be allowed to change the country's political, social and economic structures to ensure the people's well-being. The government was therefore asked to take urgent action to correct the situation. The department of economic affairs and general administration is expected to be completed by July.

The government, however, is expected to have a say in the appointment of the national economic affairs and general administration. It is expected to have a say in the appointment of the national economic affairs and general administration. It is expected to have a say in the appointment of the national economic affairs and general administration. It is expected to have a say in the appointment of the national economic affairs and general administration.
AN estimated R4m a month was going into black burial societies, Market Research Africa official Aaron Teagan said yesterday.

In an interview, Teagan said burial societies appealed to all income groups, including the lowest where household incomes were less than R400 a month.

"The appeal of the burial societies stems from the fact that, unlike insurance companies, the societies provide immediate finance and practical assistance in the event of death in a member's family," Teagan said.

According to respondents, insurance company requirements such as birth, doctors' and death certificates before a policy claim could be met were tiresome.

Some of the burial societies provided short-term loans to their members, Teagan said.

The idea behind loans, which were repayable with interest over a period of 12 months, was to generate more income for the burial societies. "It should be noted that it is a condition in those societies that every member should take out a loan annually," Teagan said.

According to a survey of financial behaviour of urban blacks in metropolitan areas, one in every five adults aged 16 years and over is a member of a burial society.

From the survey it emerged that membership was higher among older people (32%) and women (25%). Membership among men was 16%.

On average a burial society member was paying R100 a month, he said, adding that part of the money was put aside for loan purposes.
Undertakers act on coffin pirates

BLACK funeral undertakers have decided to seek a meeting with Minister of Law and Order Mr Adriaan Vlok in an attempt to curb touting by outsiders who operate their businesses inside and on the borders of townships.

Chairman of the National African Funeral Undertakers' Association, Mr Johannes Nkomo, said yesterday many outsiders were infiltrating the townships with the view to making "a quick buck," and did not have the interests of the community at heart.

Touting was on the increase at Government and private hospitals despite strong warnings from superintendent of police that strong measures would be taken against those found committing the offence.

"We are going to fight these people because they do not care for the bereaved families. We want this evil to be stamped out of our townships. We are tired of getting disturbing reports about how our people are shabbily treated by undertakers," Nkomo said.

He said undertakers had decided to embark on a number of projects, including a coffin manufacturing company estimated to cost R1.5 million before the end of the year.

Nkomo said the reason to manufacture their own coffins stemmed from the fact that most black people were unemployed and could not afford to buy expensive coffins.

"We want to sell coffins at affordable prices and not over-burden our people who are already reeling under the escalating cost of living," he said.

The association also wanted to start an insurance company that would help black families bury their dead at low fees.

They would consult with community-based churches and other organisations, trade unions and liberation movements to help stamp out the operations of the outsiders who exploited the black masses.

However, he stressed that it was equally important that black undertakers should set up good business standards to avoid competition from outsiders who seemed to take advantage of the wanting black business.

"We must aim at uniting our forces for the sake of black economic advancement in the new South Africa," he said.

"The conflict between African and other race groups regarding the burial of people in the township must be stopped. There are undertakers who exploit and take advantage of the bereaved families' ignorance," he added.

By JOSHUA RABOROKO
Undertakers sold for over R50m

ONE of the world's biggest funeral business has changed hands in a deal thought to top Metlife in SA's third biggest MBO deal.

In the third-largest management buyout (MBO) yet clinched in SA, Momentum Metropolitan Life has sold the assets and liabilities of its Funeral Services Trust to its management.

The buyers are five independent, executive members of the funeral trust's management who are owed at least 60% of the trust's assets that are valued at about R50m.

Momentum Metropolitan Life, a subsidiary of Momentum Group, owns 80% of the funeral trust.

The deal highlights the increasing trend in the local funeral business of management buyouts, according to Momentum Group managing director Anthony Doherty.

"We believe in partnerships and we are delighted that we are part of this deal," Doherty said.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral business for more than a century and we are proud to have been a part of the industry," Doherty added.

The deal is expected to be completed by the end of the year.

"We have been in the funeral busines
National burial society association to be launched

By MZIMKULI MALUNGA

A NATIONAL burial society association is to be launched tomorrow at Funda Centre in Soweto.

About 400 delegates are expected to attend the official launch of the Association of Co-operative Societies of South Africa (Acass) — incorporating burial societies, women's clubs and Methodi- sano clubs (rotational clubs) — as the organisation will be known.

The event is being organised by the Centre for Black Economic Development (CBED) which has conducted workshops nationally since May to identify the needs of societies' members. CBED executive director Sam Mouthe says the workshops were a follow-up to a meeting of societies' members where a resolution to form a national structure was taken.

Speakers at the function include business and community leader Dr Nhatho Mokana, leading academic Professor John Malehe and Bobby Makweila of Tiger Oars.

There will also be a message from National African Federated Chamber of Commerce and Industry (Nafco) president Sam Mothupi, who was due to deliver the keynote address but is unable to attend.

The main objective of Acass is to make sure a "rand circulates within the black community at least three times before going out". Currently, says Mouthe, it does not even circulate once.

"Acass will look at ventures related to the nature of the societies such as funeral parlours, funeral policies and tombstones, clothing, and coffin manufacturing as well medical aid," he says.

He says Acass will have to guard against being turned into a marketing agent but should look into some sort of a partnership with whoever is a stakeholder in any of the above-mentioned ventures.

Another top priority is to know how to deal with financial institutions, which Mouthe says are only interested in black people investing money, but highly selective in granting loans.

The launch comes against the background of research into activities of township societies and ways through which the capital they generate can be used for economic development of the entire community.

According to one researcher, there are an estimated 100 000 burial societies in South Africa and some of them generate up to R250 000 a month.
Massive funeral scheme launched

AFSURE (Pty) Ltd., one of the most successful black insurance broking company in the country, has launched an R8 million funeral insurance scheme for the National Stokvels Association of South African.

The scheme involves 84,000 members from 700 stokvels.

This is by far the biggest billing to be landed by the year-old company, and it is not the last, according to Kehla Mthembu, managing director of the company.

In terms of the scheme, members will pay a monthly premium of R6, resulting in a benefit of R3,000 in case of death of a member, spouse or dependents.

It will be managed by Afsure Funeral Insurance Schemes' Mr Japie Moropa, Afsure's executive director for marketing, who said they were ready to arrange schemes for all organisations in the community.

The Nasasa burial scheme, which was announced and effected immediately, attracted a lot of interest from people who made inquiries, although no single group had signed-up so far, Moropa told Sowetan Business this week.

"We are encouraging groups and individuals to join this giant move of circulating the black rand in the townships."

Moropa said that Nasasa and Afsure - the great believers of black economic empowerment - for the past six months had been involved in developing a financial benefit to:

- advance the lot of black people to generally advance themselves and,
- specifically assist the Nasasa members to have a funeral insurance scheme unequaled by any they might currently be attached to.

Nasasa's president Mr Andrew Lukhele said members had for long urged them to investigate ways and means of modernising and professionalising funeral benefit structures and as a result, they had consulted with Afsure and were proud to announce the scheme.
Death toll rising in war-torn Kagiso

By Stan Hlonga and Craig Katz

At least 12 people have been killed, 16 injured and 17 arrested in Inkatha/ANC clashes which threatened to engulf the West Rand township of Kagiso in a bloody Mandela-style conflict.

Informal sources put the death toll in the fighting as high as 20, although police could not confirm this.

The official death toll in the conflict rose to 12 today after police announced another five had been killed. The man had been shot.

Late yesterday the situation was still very tense, with heavily armed police patrolling the two townships

This morning, police reported widespread intimidation in the township, with one group preventing others from boarding buses to go to work.

"It's still very tense and we are patrolling extensively," a spokesman said.

Police said a man was shot dead and two wounded in Kagiso when a mob with pangas and knobkerries attacked a police vehicle at 4.30 am yesterday.

"The police were not involved in the clash and were trying to intervene. When they arrived at the scene, they were met with stone-throwing and petrol bombs," a police source said.

Police said a man was shot dead and two wounded in Kagiso when a mob with pangas and knobkerries attacked a police vehicle at 4.30 am yesterday.

"The police were not involved in the clash and were trying to intervene. When they arrived at the scene, they were met with stone-throwing and petrol bombs," a police source said.

ANC supporters said they were attacked by Inkatha followers, who were shooting into the air.

ANC supporters said they were attacked by Inkatha followers, who were shooting into the air.

"The ANC has not had any contact with Inkatha leaders and we have been trying to negotiate a peaceful settlement," an Inkatha spokesman said.

"We are willing to negotiate a peaceful settlement, but the ANC must agree to our demands," he said.

ANC supporters said they were attacked by Inkatha followers, who were shooting into the air.

"The ANC has not had any contact with Inkatha leaders and we have been trying to negotiate a peaceful settlement," an Inkatha spokesman said.

"We are willing to negotiate a peaceful settlement, but the ANC must agree to our demands," he said.

ANC supporters said they were attacked by Inkatha followers, who were shooting into the air.

"The ANC has not had any contact with Inkatha leaders and we have been trying to negotiate a peaceful settlement," an Inkatha spokesman said.

"We are willing to negotiate a peaceful settlement, but the ANC must agree to our demands," he said.

ANC supporters said they were attacked by Inkatha followers, who were shooting into the air.

"The ANC has not had any contact with Inkatha leaders and we have been trying to negotiate a peaceful settlement," an Inkatha spokesman said.

"We are willing to negotiate a peaceful settlement, but the ANC must agree to our demands," he said.

ANC supporters said they were attacked by Inkatha followers, who were shooting into the air.

"The ANC has not had any contact with Inkatha leaders and we have been trying to negotiate a peaceful settlement," an Inkatha spokesman said.

"We are willing to negotiate a peaceful settlement, but the ANC must agree to our demands," he said.
Rotting bodies moved from mortuary yards

THE bodies of Reef unrest victims, which had been stored in yards outside mortuaries in Boksburg and Germiston, have been moved to mortuaries in Roodepoort and Diepkoelof, where they are now being stored in refrigerators, police said yesterday.

SAP Soweto liaison officer Capt Joe Ngobeni confirmed yesterday that 93 partly decomposed bodies had been moved from Germiston to Diepkoelof mortuary, while a Sgt Koekemoer at the Boksburg mortuary, where "piles of bodies" were viewed by relatives and journalists, said all the bodies had been transferred to Roodepoort.

SAP spokesman Capt Ruben Bloomberg said yesterday storage of bodies on the Witwatersrand had caused serious problems, but private undertakers were being used now to transfer the bodies to private mortuaries.

He said the undertakers had insisted that the corpses first be put into body-bags.

Law and Order Ministry spokesman Brig Leon Mellet said he could not comment on the issue as the Minister was at a Cabinet meeting and had not been fully informed of the situation.

An official SAP statement said the Transkei consul-general had asked that the bodies not be moved to private mortuaries from the Germiston and Boksburg mortuaries so next of kin could identify them.

Horrible

Transkei's consul-general Victor Mqithiwa said: "That's utter rubbish. Why should we tell the cops not to move the bodies."

Mqithiwa accompanied victims' family members and friends to the Boksburg mortuary to identify the bodies on Monday.

"It was so gruesome, very horrible, and no ordinary person would be able to stomach facing a sight like that," he said.

"There were piles of bodies. I can't say how many bodies, but there were piles.

"There's no way they would have acted like that if the victims had been white."

Health Department spokesman Francois Henning said no complaints about the stench of rotting bodies had been received from people living near the mortuaries.

Bloomberg said he did not know why the bodies had been left for more than a week before being transferred to other mortuaries.

Meanwhile, police said yesterday three men had been hacked to death at Reef hostels, reports AP-DJ.

Two of the men were killed and set on fire in Tembisa, north-east of Johannesburg, while the other died in Katlehong, south-east of the city.

In Durban, fighting broke out again in the Malakazi squatter settlement outside Durban on Tuesday and hundreds of people had fled from the area with their children to the adjacent township of Umhlazi, Sapa reported yesterday.
Security guards wary of Sob

SECURITY guards who have not sent their registration and membership fees and a copy of their fingerprints to the Security Officers’ Board (Sob) by April 1, 1991 will be out of a job.

According to Sob, this will improve standards and protect the public from fly-by-night security companies.

However, unions say forcing unskilled people to pay fees and be fingerprinted to keep their jobs is a violation of human rights. Free-marketeers say the Security Officers’ Act, which makes registration with Sob compulsory for anybody wanting to earn a living in security, will protect large security firms from competition and result in high prices.

The Security Officers’ Act is an upset of years of lobbying by industry leaders. The Act provided for Sob to be a “watchdog with sharp teeth” to register or bar security guards.

Sob has 10 members: six industry leaders selected by the Minister of Law and Order from a list of nominees, one senior policeman, one person appointed in terms of the Internal Security Act and two chosen freely by the Minister.

Transport and General Workers’ Union information officer Rolly Forrest says Sob is biased: “Minutes of the board’s meetings are not shown to other security companies. The board secretly makes proposals which are rubber stamped by Law and Order Minister Adrian Vlok.”

“Security guards object to falling under the Minister of Law and Order instead of manpower. They fear being turned into some kind of para-military police force with no industrial council to protect their labour interests.”

Forrest says many security guards live below the poverty line. The legal minimum salary is R413 a month, but some are only paid between R250 and R300. Sob’s registration fee of R35 and its R70 annual membership fee will more than they can afford.

Security guards are already wide open to exploitation with regard to working hours. Besides often having to work a 60-hour week broken into 12-hour shifts, employers can arbitrarily define tasks as “emergency work” and force watchmen to work unlimited shifts.

The Sob has been set up as a watchdog to weed out “undesirables” — and keep them out. Sob chairman and Chub Holdings CFI Dirk Ackerman says this only applies to serious criminals who have been convicted of armed robbery, murder or rape.

Forrest is sceptical: “I’m sure it will also apply to ex-political prisoners and people who have been held under the Internal Security Act.”

Every member of the industry was initially ordered to register by October 11, but once the amount of administration needed to register an estimated 30,000 people was realised, the date was postponed to April 1 next year.

Coin Security MD Yvonne Lottering said in a statement recently that Sob was shunning its responsibility to oversee and monitor the security industry by postponing the registration date.

Lottering said: “One of the major problems is that the industry is currently infested with too many fly-by-nights, who are not in a position to provide a professional security service. The homeowner runs the risk of endangering his life or his property through blind trust.”

Free Market Foundation senior researcher Nancy Seijas argues that by allowing maximum freedom of entry, an industry becomes automatically and adequately regulated by compensation.
Help for victims

THE National African Funeral Undertakers Association meets in Witbank tomorrow to decide on services they can offer to victims of the violence that has claimed over 750 lives, writes JOSHUA RABOROKO.

"The association’s chairman, Mr. Johannes Nkomo, said yesterday that they were concerned about "foreign undertakers" who were in the townships to make a "quick buck".

Black business had also suffered victim to the violence and time was ripe that "we take the initiative to help our people, especially those who are destitute and cannot afford funeral expenses".
Plea to circulate Black rand

By JOSHUA RABOROKO

The national burial societies, some of them generating about R250,000 a month, are to contributing rapidly to the mainstream economy in South Africa.

About 200 delegates attended the launch of the Bloemfontein branch of the Association of Cooperative Societies of South Africa, incorporating burial societies, women’s clubs and mohodismo clubs.

The aim

The event was organised by the Centre for Black Economic Development which has conducted workshops nationally since May to identify the needs of societies’ members.

CDED’s executive director Mr Sam Mouhe said the main objective of the societies was to make sure that a ‘rand circulates within black community at least three times before going out’.

Presently, he said, it circulated once.

Ventures

“ACSSA will look at ventures related to the nature of the societies such as funeral parlours, funeral policies and tombstones, clothing and coffin manufacturing, as well as medical aid.”

He said the association would have to guard against being turned into a marketing agent, but should look into some sort of a partnership with organisations that sought to promote black economic development.

Another priority was to promote wealth creation projects within the black community and to initiate and mobilise previously unmapped sources of private capital and approve assistance to community loan funds and cooperative organisations.
Ahbaso to seek legal advice on products

By JOSHUA RABOROKO

THE Afro-Hairdressing and Beauty Association of Southern Africa has decided to seek legal advice with regard to the availability to the public of "highly chemicalised" products in order to bring an end to their supply.

Ahbaso's executive chairman, Mr Xolani Qhubeka, said that decision was taken in an attempt to halt the "fraudulent" supply of skin lighteners which had destroyed the beauty of many black women.

Support

The decision is in support of the Government's ban early this year on all skin lighteners that contain hydroquinone following representations made to it by concerned people.

Products containing the chemical could, however, be given to certain people on condition that there is a prescription from a medical practitioner or any authorised person.

However, it is understood that there are companies that still manufacture skin lighteners containing the substance.

Qhubeka said that many black business people involved in the hairdressing and beauty industry should be protected from buying such products.

Pride

Such products destroyed the faces of many women who wanted to "brighten their skins to look like whites."

He said: "Black must be proud of their colour and forget skin lighteners if they want to be beautiful."

Other decisions include training and educating blacks in the industry; seeking joint ventures with hair and beauty product manufacturers; negotiating deals with companies manufacturing cosmetics.
business leaders must aid black business people help transform South Africa's economies. In Johannesburg last night, the General Secretary of the African National Congress, Dr. John Kani, said, "Without a doubt, South Africa is one nation with a bright future. The doors of opportunity must be opened to all South Africans."

He added, "The conference was a turning point in the struggle for democracy in South Africa. The ANC must take advantage of this opportunity to help build a united, democratic, and prosperous South Africa."

He said, "We must all work together to ensure that South Africa's economy thrives. The country needs the help of all business leaders to reach its full potential. Let's work together for the betterment of South Africa."

The conference has been attended by leaders from all over the world. They have pledged their support to help transform South Africa's economy.
The security industry has largely escaped government regulation, but times are changing.

The Security Officers Act of 1987 requires that all security personnel, on an individual, and company basis, register with a government appointed body called the Security Officers Board (SOB) which will be regulating the industry in the future.

Says South African Security Federation administrator Frank Simo: "The Act has proved controversial. It requires fingerprinting of all people and the payment of a R30 administration fee, as well as R70 for an individual."

"The unions are saying this is making their people pay to work."

"The government has loaned the SOB money to start operations, but says the board will have to be self-supporting."

"Procuring the applications is going to be a problem. The SOB sent out 70 000 application forms, though the federation estimates there may be as many as 150 000 people in the industry."

"The SOB has received only 4 000 applications back. All applications must be in by April 1 1991."

"There are going to be teething problems, but the establishment of the board will be good for the industry."

"It will be responsible for setting up a training board and setting standards for the industry — that should cut out a lot of the fly-by-night operators."

"The federation lacks the teeth to enforce standards. The most it can do is expel a member. The SOB can impose fines or close a company down."

Fidelity Guards MD Roy Macfarlane says the SOB is a good move for the industry and will lead to higher standards.

"The fly-by-night operators will go under unless they follow the standards set."

"We employ 8 000 guards and the Act says the individual is responsible for paying the fees."

"The situation is leading to some conflict and the companies realise the impossibility of guards paying the fees."

Talks

"Talks are underway in an effort to resolve the situation."

"Neither guards nor employers wish to pay. At the end of the day, it will be the clients who pay the additional cost and they will be looking for an immediate kickback in the form of better service."

"However, it will take time for the SOB's actions to bite and improve standards across the board."

"The security firms are going to have to pre-empt the SOB and improve service, and this will add even more to the costs."

"As the SOB has yet to set the standards, the industry does not know what the additional costs will be."

Lodge Service MD Errol Ashman says the principle of the SOB is good and is forcing the industry to put its house in order.

"However, the system is slow and it will need to speed up procedures such as police checks on staff."

"We employ about 1 500 guards and the cost of paying their fees will be high. The issue of where the money will come from is important."

"I don't think you can expect the staff to foot the bill. If they are unhappy with their pay or conditions they may steal," says Ashman.
Escalating crime will give a boost to industry growth

SECURITY services in SA are among the last to be hit by recession as the unfavourable economic climate is usually accompanied by rising unemployment and an escalation in crime.

Cailguard Security Services chairman David Lyons says: "Due to the influences of unemployment, inflation and political unrest, the crime rate has risen dramatically over the past two years.

"This has led to demand for security service across a wide front.

"Because of the nature and extent of the crime rate, the person selected as a guard has to be carefully chosen and trained to a high level."

The South African Security Federation represents some 16 security associations.

Administrator Frank Sims says: "The industry is changing from being based on combating terrorism to a greater role in crime prevention.

"Salaries are the single largest cost and more use is being made of electronics to cut staff levels.

"The industry is growing by an estimated 5%-8% annually, though growth appears to be levelling off," says Sims.

Company

The guard industry draws about 85%-90% of its business from company clients, the alarm sector is split roughly 50/50 between corporate and domestic, hi-tech systems are 100% the province of the corporates and corporates account for about 60% of the locks and safes market.

Fidelity Guards MD Roy Macfarlane says times are good for the industry.

"Ongoing theft, violence and white collar crime is increasing the need for security services.

"Security companies not doing well tend to be those not providing the service, as commerce and industry need to employ quality security firms.

"They are starting to follow normal business practice when it comes to hiring security, checking the company's track record and references.

"However, there will always be those companies who buy security on the basis of price. This means the poorer security firms will continue," says Macfarlane.

Lodge Service MD Errol Ashman says: "Before the unbanning of the ANC and the various political moves, the emphasis in the industry was on fighting terrorism and armed robbery.

"While clients have not stopped these precautions, they are putting more effort into stopping shrinkage. This trend is likely to continue as the threat to human life lessens.

"However, the budgets will tend to shift towards loss prevention and the cake is big enough to support the existing industry."

"While I don't believe security budgets are growing, clients are taking more care when selecting security companies.

"There was a pattern of clients changing their security firm every 12 months. But this has proved to be a waste of time.

Study

"A company needs to study why the security company was unsatisfactory and not make the same mistake again. Fortunately, businessmen are beginning to realise you get what you pay for.

"When recession bites, many companies look at their security budgets as a way of increasing the bottom line.

"But cutting back on security often proves to be a case of penny wise, pound foolish."
Proactive spirit in combating both crime and costs

TIGHT security and a proactive spirit of watchfulness mean not only crime prevention but tighter cost control and a better bottom line.

This is not only Callguard Security’s business but a management principle.

How well it works is evident in the company’s growth from a turnover base of R2m in 1986 to R18.4m in 1999.

Profit growth more than paces this, with costs kept tightly reigned and low borrowings. A good track record of retained income has assisted the company’s growth.

The secret, says CEO and chairman David Lyons is in “productivity” – as trained man-hours is what the company is selling, this means cost control, not extending shifts beyond scheduled hours by accident and efficient use of vehicles and fuel.

One of the most exacting sciences practised by Callguard is its vehicle management. Vehicle usage statistics are monitored daily.

When the company opened its doors in 1981, its management team, headed by Lyons, believed there was a gap in the market for a top-level commercial security company with “efficient management”.

Focuses

Callguard focuses on commercial, retail and industrial security in Johannesburg.

Growth in demand for its services has seen expansion into the greater Johannesburg area, divided by the company into three main regions, each served by three branches.

To make this viable in terms of the company policy of keeping localised control, a specialised infrastructure has been developed for decentralised management.

“This operates on the basis that a self-contained branch is established when an operational area has a minimum of 30 clients and pressures for new business are real,” says Lyons.

Each branch has its own control centre and management, who enjoy direct profit-sharing in their branch.
Revenues of accounting firm increase

ROBERT GENTLE
CHARTERED accountants Arthur Andersen & Co boosted revenues by 32% for the year ending August on the back of increased business in its tax, audit and corporate finance divisions.

The company does not disclose actual revenue figures, but after adjustment for inflation, the 32% increase is comparable with the increase of worldwide revenues.

These increased 23% to $4.10bn ($3.38bn), just over half of which came from Arthur Andersen itself (business advisory service, audit, tax, corporate finance).

The balance came from consulting arm Andersen Consulting (strategic services, integration services, change management services and information technology).

With 289 locations in 66 countries, Arthur Andersen's worldwide partners increased from 2,114 to 2,222.

A highlight of the year was the appointment of Leslie Bergman of Andersen Consulting's Johannesburg office to the Austrian office to take charge of an expansionary drive into Eastern Europe.

Arthur Andersen country managing partner Barry Adams expressed satisfaction at the SA results and said he anticipated an increase in business after the spate of accounting mergers.
'Keep black rand in black hands'

OF THE estimated 125 funerals taking place in Soweto every weekend, about 100 are conducted by outsiders, thereby siphoning the black rand into Inca and white hands, says Association of Co-operative Societies of SA (ACSS) executive director Sam Muohe.

Muohe's organisation has set out to mobilise the 100 000 burial societies in SA to keep an estimated R27 000 they generate each year in black hands, he says.

Burial societies are clubs in which members meet monthly to deposit a sum to cover funeral expenses in the event of death in a family.

"The 600 burial societies in the PWV deposit about R300 000 with banks every month, and funeral costs of about R4 000 pay for undertakers, coffin-makers, catering companies and even white farmers for livestock slaughter, which means the money is scattered all over the scene," says Muohe.

The ACSS, founded under the auspices of the Centre for Black Economic Development (CBED), has signed on the different burial societies in the Transvaal and Free State as members, and has been conducting workshops and seminars among members since March this year.

"The intention is to enable the people to establish their own funeral parlours, coffin-making factories, catering companies and farms where livestock will be reared. The burial societies industry is for blacks and all related industries must be owned by blacks," says Muohe.

He says the ACSS will take the risk from the burial societies by pooling all their resources into a "formidable" entity that will create a "one-stop shop" where everything will be available from ventures owned by members.
New Insurance Scheme Includes Two Wives