SERVICES SECTOR - GENERAL

~~JAN 86 - DEC 86~~ x ~~JAN 87 - SEP~~

1986 — 1987

40-year Metpol policies barely pay for coffin handles

SJAR 20/1/86

Burial scheme move 'a scandal'

By June Bearzi, Star Line 286

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 500 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 step in

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. But 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 insurers 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

286

B/DAY 24/4/86

DAVID FURLONGER

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 a criminal record is no bar — backyard operations have sprung up countrywide.

Frank Sims, 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.

Sims 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 Intrude. Detection Systems Asociation. 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.

"But the principle remains the same — to legitimise 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."

STAR 29/4/86.

Dogs bred to beat crime

286

Own Correspondent

TZANEEN — A new type of guard dog is being bred by an ex-Zimbawean who has established a security organisation near Ofcolaco in the Trichardsdal 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 when 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 Selly'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.

2/5/86

FIN MAIL

LINKING UP

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."

Financial Mail May 2 1986

PRESS, May 4, 1986

'You treat us like rubbish!'

By SINNAH KUNENE

SOWETO was left dirtier than normal this week when council labourers, clerks and drivers went on strike at Zondi cleansing 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 – refuse-removers and street-cleaners – had received an increase

Soweto cleaning workers on strike this week.

"The council did not fulfil 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 Qakisa stated new salary scales would be applied in November.

The last increase was implemented in 1984, said Qakisa

Town clerk Malan said he could not comment "on something I know nothing about"

● The workers' monthly salaries are R532 for drivers and machine operators, R316 for supervisors, and R269 and R233 for male and female labourers respectively.

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BUS DAY 23/7/86. 286

Security firm's offer slammed

'Surveillance' advertisement draws union fire

CLAIRE PICKARD-CAMBRIDGE

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 on plans and acts aimed against your company. This will enable you to take timeous precautions and counter measures."

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

National Union of Mineworkers' (NUM) general secretary Cyril Ramaphosa said such surveillance helped to escalate 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 among employees was to enter into consultation and negotiation with real worker representatives.

Council of Unions of SA (Cusa) head and acting spokesman for the Vukani Guards & Allied Workers Union Piroshaw Camay 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 Wits Business School Loet Douwes Dekker 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 Resources director Rob Childs cautioned managers to note the difference between industrial relations and security issues. Some security companies played on managements' 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.

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Sowetan 24/07/86

(281)

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 Ndlazi, 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 refuted claims by Mr Ndlazi that the rent boycott had ended.

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

Mr Ndlazi 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.

• This story has been restricted because of the emergency regulations.

Each tablet contains. Alom 0 848 mg. Paracet

EEC ban will have 'considerable' impact

Cape Times 6/8/86

From JOHN BATTERSBY

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 Commonwealth 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 meant 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, led 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 48 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 mini-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.

She repeatedly stressed that Britain still believed that apartheid should be ended through negotiation, but said she had no plans to travel to South Africa to put her case directly to President P W Botha.

Mugabe attacks UK 'hypocrisy'

Cape Times 6/8/86

Own Correspondent

LONDON. — Zimbabwe preferred a one-party state to the "hypocritical democracy" of Britain, Zimbabwean Prime Minister Robert Mugabe said here early yesterday.

Speaking in the familiar surroundings of Lancaster House, where Zimbabwe won its independence six years ago, Mr Mugabe launched his term as the leader of the Third World with an astonishing and vitriolic attack on the British Prime Minister, Mrs Margaret Thatcher.

He threatened unilateral Zimbabwean sanctions against Britain and hinted at nationalisation of British investments in Zimbabwe.

At the forthcoming summit of the 100-nation Non-Aligned Movement (NAM) in Harare later this month Mr Mugabe will take over the chairmanship from India's Mr Rajiv Gandhi.

British 'slave-masters'

He said yesterday that the NAM would seek broader Third 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.

Kick

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Bill to apply controls to security firms

286

Own Correspondent

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.

ARGUS 28/8/86 (288)

MONEY, MONEY, MONEY

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" whom he claimed 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 up to now come largely from South Africa.

He recently discussed the problem at a meeting in Lusaka with a South African group led by Mr Gavin Relly, chairman of Anglo American. Also present were the Zambian Minister of Mines, Mr Leonard Subulwa, 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 has 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 Standwell 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 than65 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 last year.

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

THIS TROUBLED CONTINENT . .

Wait and see in Zimbabwe

The Argus Africa News Service in HARARE

BUSINESSMEN in Zimbabwe have adopted a cautious "wait and see" attitude over the whole question of sanctions against South Africa and possible retaliation from Pretoria.

This is reported in the business section of the Herald newspaper, which records that the industrial index on the Zimbabwe stock exchange has moved down sharply from its recent five-year high.

The chairman of the stock exchange, Mr Bill Burdett-Coutts, said that statements on sanctions had resulted in the index falling from 290,68 to 266,62

Mr Burdett-Coutts said he remained positive about Zimbabwe and had little doubt that in due course the clouds would lift.

But at present, the market had more sellers than had been the case for many months, and buyers were inclined to withdraw to the sidelines to watch developments.

THE paper said freight agents had reported that "harassment" at Beit Bridge had slackened off and not all consignments of goods from Zimbabwe entering South Africa were being searched.

A number of financial institutions have been busy on their own assessments of the effect of the imposition of sanctions against South Africa on the Zimbabwean economy.

An economist made the point, however, that companies were reluctant to point too much to the dangers ahead because of the fear of being labelled pro-South African

When members of Mr Ian Smith's Conservative Alliance tried to point to the possible consequences for Zimbabwe, they were accused by government ministers of being disloyal.

The government has appointed its own cabinet committee to study the implications of sanctions which Mr Mugabe says Zimbabwe will definitely impose at some time in the near future

The chairman of this committee, Trade and Commerce Minister Dr Oliver Munyaradzi, has warned that stern measures will be taken against anyone found hoarding essential commodities in anticipation of shortages

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

By SUE BAKER in WASHINGTON

SOUTH Africa may be becoming a pariah of the world community for its race policies, but its diplomats across the United States say for them it's business and pleasure as usual.

"I can assure you I don't have to duck and hide in doorways when I go to and from work," said Mr Chris Liebenberg, information vice-consul at the Los Angeles consulate.

"The members of the consulate are proud to be South Africans."

The diplomats were polled amid a rising clamour in Congress for the imposition of tough sanctions on South Africa.

"We generally don't experience much hostility from Americans," said Mr Manus Le Roux, a spokesman for the South African Embassy in Washington.

"On the contrary, we do get a considerable amount of indications of understanding of our position, rather than hostility or unkind criticism," he said.

THE diplomats also professed to be impervious to what, until recently, were daily anti-apartheid protests organised outside their offices by TransAfrica, a black foreign policy lobbying group.

Thing of the past . . .A demonstration outside a South African diplomatic mission.

More than 3 000 demonstrators, including legislators, civil rights leaders and prominent entertainers, have been arrested outside the Embassy since the protests began in late 1984 They continued daily until they petered out early this year.

Consulates in New York, Los Angeles, Chicago and Houston, and South Africa's UN mission in New York, were all picketed by demonstrators.

South Africa's UN Ambassador, Mr Kurt von Schirnding, said his mission was operating generally in a normal way, as did Mr Ulrich Ruch, South Africa's deputy consul-general in New York

Mr Von Schirnding, who took up his post in early 1983, said "We've had our demonstrations in front of the mission, but they haven't increased dramatically in the last month or so."

IN fact, TransAfrica has scaled back the mission protests in favour of targeting the headquarters of US firms doing business in South Africa.

The diplomats said they were going about their business as usual.

The envoys admit there has been a sharp increase in media attention as events in South Africa have escalated.

Mr Herbert Beukes, 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, consulate spokesman Mr Piet Gerber said most calls and letters did not support moves in Congress and the international community to impose punitive economic and political sanctions against South Africa.

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

But he added. "They are friendly questions. The people seem to want to be assured the United States and South Africa will remain allies." — Sapa-Reuter.

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 are 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 1986 compared to July 1985) — hit 18,2 percent.

In June, when inflation showed a decline to the year-on-year figure of 16,9 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 0,8 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 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 respondent 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 — and income brackets of the three groupings.

The CSS feels that accurate price information is more important than the weightings, which, however, to improve reliability are now changed every five years instead of every 10.

The income brackets (adjusted for inflation, naturally) are:

- Higher income group — more than R24 000.
- Middle income group — R8 000 to R23 999.
- Lower income group — less than R8 000.

The index is, in contrast with many South African Government statistics, non-racial, and while capital payments like mortgage bond repayments are not taken into account, rent is.

Since most blacks in urban areas pay rent (when there is no boycott in force) the CPI does not reflect their experience either.

Old Mutual's econonomist Mr Rob Lee says an Old Mutal survey of the CPI showed it "is a pretty fair measure of what its supposed to measure, ie consumer prices".

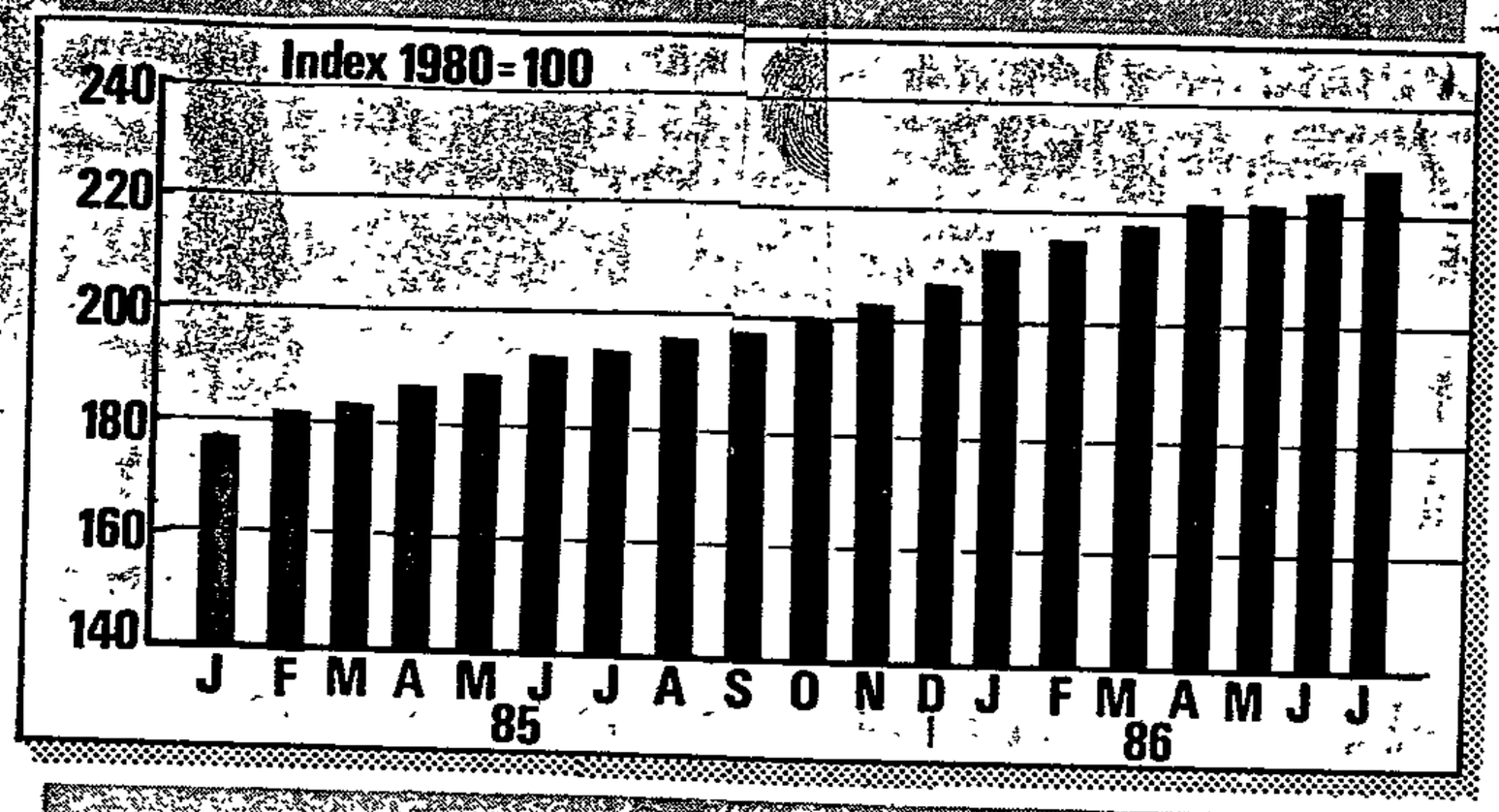
The CPI matches up to internationally accepted standards, he says, though he concedes everyday experience may clash with the CPI.

This is because the CPI is a measure of the average and is not applicable to every individual.

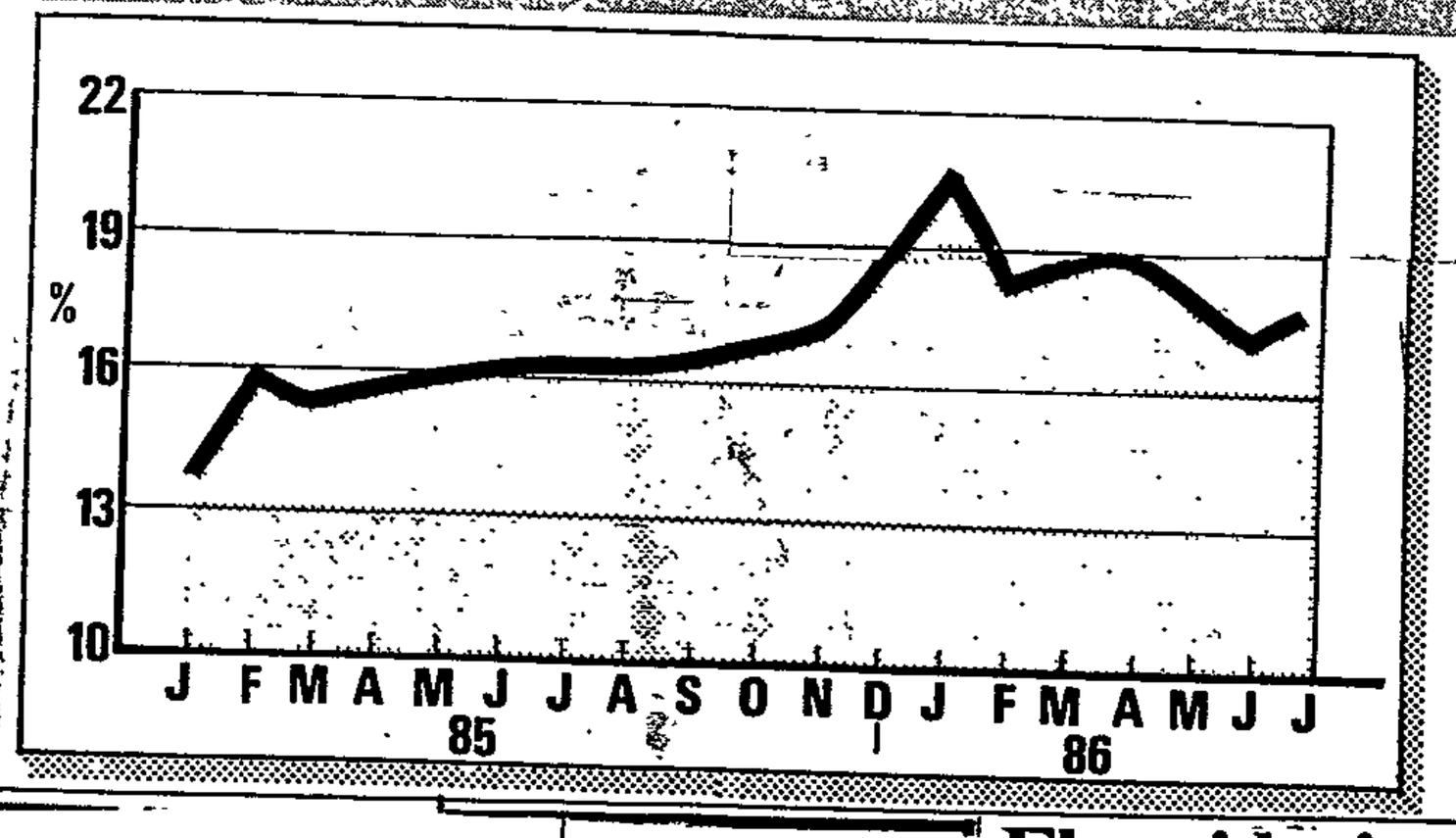
Again, it is important to remember it is an average — and a statistical measure.

As W I E Gates pointed out: "Then there is the man who drowned crossing a stream with an average depth of six inches."

CPI — Graph A



Inflation — Graph B



Sabta setting up auto service centre chain

SOPHIE TEMA

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 motoring 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

7/9/82 SUNDAYS 286

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 Dirk Ackerman, also president of the Security Association of South Africa.

The vice-president is Bob Power, representing the South African Institute of Security. Other members of the federation's executive committee are Mick Baartman, acting chairman of the South African National Security Employers Association, and Sam Beard, representing the South African Intruder Detection Systems Association.

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.

(286) M/y 29/4/86

Bid for enforced licensing of private detectives

Mercury 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 tracers 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 18 of these operators were members of the council — a voluntary organisation whose aims were 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.

STAR 26/6/86 286

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."

Argus. 30/6/86 (286)

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.

COMPANIES

286

Security sector also under pressure despite public awareness

MERVYN HARRIS

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 by the public 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, irespective of the position held, 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

(286) Eve Post 11/12/86

Post Reporters

A PRIVATE security firm which employs 182 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 chancers 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 the Security Association in the Eastern Cape, said: "We have certainly experienced an exceptional demand for security.

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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.

STAR 2/11/84

286

Official says . . .

The general manager of parks and recreation of the Johannesburg City Council, Mr Paul Loubser, said today that the policy of the city 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."

Mkhize says . . .

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 intercede 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

(286) 17/2/87

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 Seabata Nephtalia Moahloti, 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 Moahloti 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 Phillipines, Parkistan and other areas. — Sapa

Shot in the the arm for security industry

(286) (88)

By Lyn Smerczak

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."

S/J 22/2/87

Excess

After a claim arising out of a break-in, many companies demand improved security before the premises are insured. This alone has caused a market for security companies.

The increase in premiums has benefited the security industry. Mr Cruywagen says self-insurance is increasing. A company insures itself only against catastrophic losses, such as fire and explosions, and carries the risk for smaller claims on its own — by using security. A company can reduce the risk to the insurer by increasing the excess amount on claims.

Mr Cruywagen says: "This means a much higher level of security because the self-insuring company has to minimise its risks. It achieves this by spending money that would have been paid to an insurance company in premiums on security."

RACE ROW BIO GETS A FACELIFT

(288)

Sowetan 26/2/87

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.

By MATHATHA TSEDU

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

JHI STARTS SEPARATE SECURITY DIVISION

Own Correspondent

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, J H I 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 significently 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 1986.

In the letting market, availability is still reduced after the massive over-supply in major cities 12 months ago. However J H I 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%.

'Private armies' March in

Own Correspondent

DURBAN — The Sats 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 Sats 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 cabins.

He said: "Feasability 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 has been committed, 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 Plane 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 is military in many of our uniforms, the colour of our vehicles and in our holding of parades."

Sats 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.

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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.

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

Mr Frans Vali 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 Ntlazana, 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.

Ntlazana 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 Gouviea 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 Dubase, telephoned Gouveia he denied that there had been any assaults or dimissals and said that all workers should report for work on the following Monday.

While they assembled for work on the Monday, Gouviea 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.

Ntlazana 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 Duncan, refused an application for a summary judgment. The case continues.

W/E ARGUS 11/7/87

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 Sundays and time-and-a-third for Saturday afternoons and public holidays to which they are entitled.

Mr Jimmy Nuns, 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, 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 could start work within the next nine months, will enable wages to be negotiated between managements and unions. Such pay scales will be policed by inspectors.

BUSINESS DAY, Tuesday, August 25 1987

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Lawyers, tow-truckers and electricians outstrip doctors in fees

NORMAN SHEPHERD

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 service by far is that offered by lawyers. The Transvaal Law Society recommends senior attorneys should charge R250 for a consultation and juniors R40.

Attorneys said simple matters taking seconds could cost R5, while complex cases could entail fees of up to R500 an hour.

Breakdown services appear to be second on the list at R70 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 90c to R1,80 per kilometre, and labour or mechanics' time between R30 and R40 (not always added).

Electricians come third with a call-out charge of between R35 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, pest controllers' fees are close to the R50 an hour average for glaziers and pool repairmen.

Pool 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 R80 and R130 for general fumigation (bugs, cockroaches, moths, fleas, 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 (R30 plus 40c a kilometre for transport) and ceiling repairmen (R30 an hour inclusive of costs).

General practitioners (R20) and veterinarians (R12), who spend many years studying at university to qualify, are at the bottom of the list.

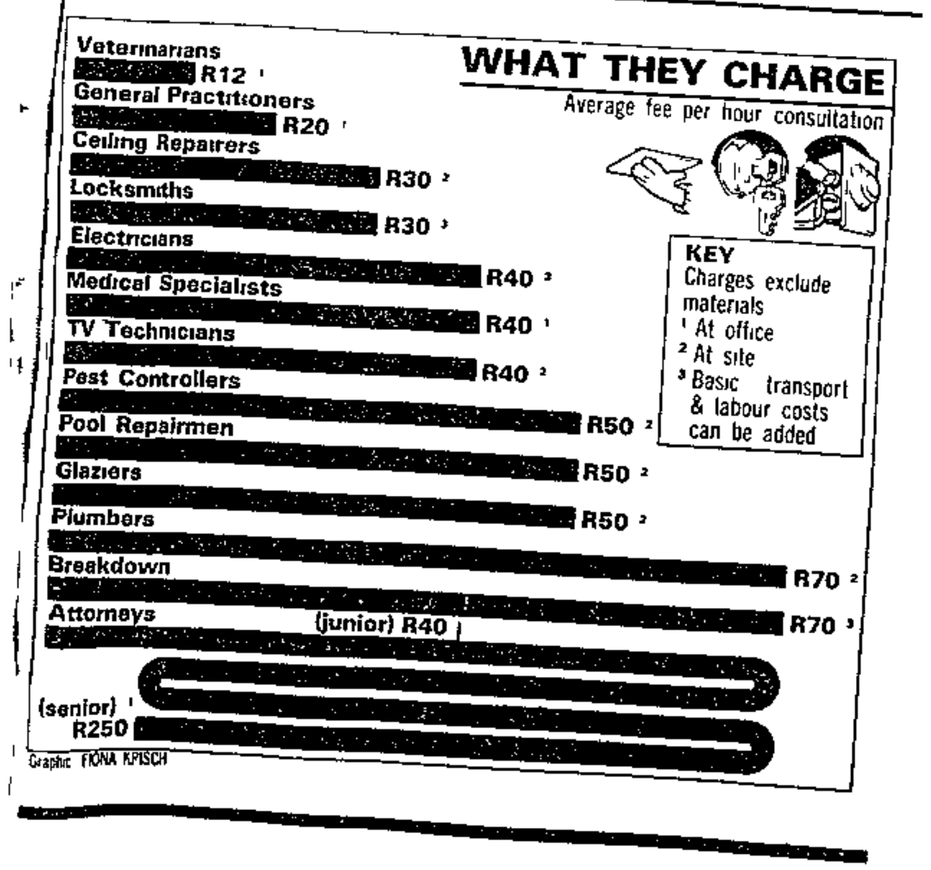
Transport costs are not built into charges by attorneys, GPs, vets and medical specialists. Fees relate to consultations at their offices. Also, the nature of their business makes it possible for them to conduct more business (consultations) per hour.

☐ The Consumer Council reports that television and video repairs have overtaken the category of general home repairs and improvements to make up almost 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 thir[illegible] In all the services, the most common compl[illegible]nts related to overcharging and shoddy workmansh[illegible] Gripes about doctors and lawyers remainer[illegible] are.

FINANCE



BUSINESS TIMES
surveys SECURITY

After the blasts, lapse into apathy

(286) SIT 27/9/87

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.

By Anthea Duigan

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 mere 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. Even those with multiple occupancies can be controlled, although it is more difficult.

Buildings occupied by insurance companies or the media have their own standards of security, but they are often inconvenient. Security systems should be user friendly.

Slower

Mr Sims said there is no great difference between booths through which all entering a building have to pass and the turnstyle arrangement Booths prevent draughts in reception areas, but turnstyles 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 cartons?

Assocom 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 bunch 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 vital, 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 R320.

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 a 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 £12-million in a year on a security awareness campaign. A similar campaign could be launched in this country, using television.

~~SERVICES AND AMENITIES FOR BUCKS~~

SERVICES SECTOR — GENERAL

1988 — 1989

Crackdown looms for unlisted securities

28/2/88

286

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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 (Nasdia), 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 Stals Commission investigating the development of financial futures, and the Jacobs Commission on the gilts 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 policed itself, which would be too expensive

However, dealers in unlisted shares believe the market has tremendous potential. They say venture capital markets have caught 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), Spiron 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 Nasdia in conjunction with 12 other dealers to establish "a properly co-ordinated market"

US & PPM general manager Tinus van Dyk says dealers belonging to Nasdia will have to sign an agreement with Nasdia, accepting professional standards of conduct. Part of their 10% 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 Nasdia'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.

88/5/11 (98)

Now it's kitsca for 'college' course

By MANDLA TYALA

JUST when the country was learning to live with *kits konstabels*, along come the kitsguards.

A Pretoria-based company, Conway Security, which advertises itself as "industrial consultants" and a "training college", is churning out security-guards complete with diplomas after only two hours' "training" — at a cost of R60 to the student.

A woman clerk who speaks only Sotho and a smattering of English, and who admits she has no security training, conducts the course.

She reads through a 12-page manual for about two hours to a bemused class of 14 men and women. Afterwards candidates are issued with diplomas Comprehension is not tested.

The "tutor" says that on payment of the R60 fee applicants who wish to do the course by correspondence are sent the same manual — and the diploma at the same time! Inquiries usually come from far afield.

In contrast, unemployed people are actually "paid" by the Government to do a basic course in security work at various training centres around the country — there are four in the PWV area.

The duration of a course for the lowest level of security work is two weeks — eight hours' training, five days a week.

Over and above free training, they receive a daily allowance of R2,40, and lunch and transport costs are refunded to a maximum of R2 a day.

Mr Joos Lemmer, director of Apex, one of the Government-funded centres, says. "Security is uppermost in everybody's mind. It is unfortunate that some people are just climbing on the bandwagon.

"They are taking advantage of the fact that there is not much we can do about them. 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, and has raised the ire of trade unions organising in this field, is one of several operations 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 advertisements 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 000 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 15 trainees and apparently a lot more people attend in Pretoria.

The questionable part of this type of "training", union leaders say, is that 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 Vukani 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 Nuns, a director of Fidelity Guards and national chairman of the South African National Security Employers Association (Sansea), says one of his group's aims is to organise all security employers under the Sansea umbrella so that operations like Conway could be easily monitored.

I took the course this week, and I found no sign of comprehension 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 8m — scantily furnished room. There are no teaching aids, no desks, no writing material. The "tutor" just stands in front of the class and reads through half 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 shelf-packing for fees of up to R120.

● Attempts to speak to Captain R E Bestel who, according to his letterhead, is a retired SA Navy captain and managing director of Conway Security were unsuccessful.

The "tutor" battled so

R300 wage rise demand

Staff Reporter

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.

GRAVE-DIGGERS GO OUT ON STRIKE

(Press 286) 26/6/88

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.

SADF called as Soweto services collapse

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 this demand as there is a funds shortage because of the rent boycott, according to town clerk Nico Malan.

And while the Soweto Council has no grave-diggers, the Gompo Town Committee in East London has refused rent defaulters permission to bury their dead until they pay their rent arrears, our correspondent there reports.

At the same time, municipal police in the town are reported to be refusing to pay rent.

fused burial sites and served with eviction notices. Earlier this year, a number of families were evicted in the strongest action so far to break the rent boycott.

But recently, about 13 families took their evictions to court, and the Gompo Town Committee withdrew the orders

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

Pic: ANDRIES MCINEKA

C. Press

26/6/88

(280)

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

Residents have been re-

The municipal police head, W/O Willem Wolmarans, said the policemen refusing to pay rent for what they claim are 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 are 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 earlier met Malan 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, hours after the workers' committee met council officials.

Malan said that on June 20, the executive committee met workers' representatives about the non-implementation of a grade 12 council salary structure approved by the Minister of Constitutional Development and Planning.

"This has not yet been implemented because the Administrator, when approving the salary scale, made it a condition that the salaries would have to be paid by the council itself out of its own resources. That made it difficult for the council to increase the workers' salaries because the council coffers have dried out due to non-payment of rent, electricity and water bills," said Malan.

"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 in some offices' staff left or went on an illegal strike. That made it difficult for the council to look into the workers' grievances."

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.

"All we can do now is go and 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 experience, and now we are unable to bury our child in a decent manner. Although this bleeds 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.

SOWETAN, Tuesday, November 29, 1990 Page

Boycott Apartheid

'Whites only legislation unacceptable'

By JOSHUA RABOROKO and Sapa

BLACK organisations are to work-out strategies to oppose the Boksburg Town Council's decision to reintroduce petty apartheid.

The council is controlled by the Conservative Party.

The Foundation for African Business and Consumer Services (Fabcos), representing the organisations, said it will do everything in its power to work against the putting up of "whites only" signs in the town.

The organisations involved are the South African Black Taxi Association, the National Black Consumer Union, African Builders Association, Fabcos Marketing, South African Cottage Industries, National Stokvel and Savings Association and the National Hawkers Association.

In a statement Fabcos said it looked with despair at this attempt to revive the "Verwoerdian" policy of "baaskap" in an attempt to polarise further our communities."

"Fabcos has noted that the council was elected by the white citizens of Boksburg and it seems to have the support of the business committee.

Roots

Fabcos has resolved to:

- Do everything in its power to work against implementation of this unacceptable "whites only" legislation.
- Consult with grass roots membership in and around Boksburg to work out strategies to signal opposition to the council's decision.
- To look out at, and investigate ways to make shopping and the general purchase of goods and services more and easily available to black consumers, possibly by way of reduced shopping trips through taxis to neighbouring shopping centres.
- Call on big business to liaise with Fabcos to intervene in the Conservative Party's reintroduction of petty apartheid in Boksburg before it is too late.

Mr Tom Boya, president of Umsa, said his organisation condemned the act by the Boksburg Town Council as not being conducive to good race relations in the country.

A Vosloorus businessman, Mr Justice Radebe, said the people of Vosloorus were angry and bitter and had referred to the CP's act as a "national insult."

"We have experienced petty apartheid in the past and we don't want to experience it again," Mr Radebe said.

He said a petition opposing the "racist act" would soon be presented to the Government by the people of Vosloorus.

show their attitude towards this turning back of the "clock."

In other developments the Natal Football Association has banned all its clubs from playing any games in the town in future.

The South African Road Runners' Association has already expressed its opposition and the Amateur Swimming Union has vowed to defy the whites-only signs at swimming pools.

Several other sporting organisations are likely to follow. Big businesses are considering withdrawing sport sponsorships.

However, the Boksburg Management Committee is unperturbed. Mr Gideon Fourie, chairman of the committee said sports bodies in the town were powerless and he did not care about pressure from any race group, sport administrators or businessmen.

The United Municipalities of SA (Umsa) has urged the Government to

Government acts to clean up security industry

ARGUS 4/4/87

The Argus Correspondent

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

The Security Officer's 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 — operated free from legislation.

While some security firms were excellent, the existence of many extremely incompetent "fly by night" operators had caused the industry to approach the South African Police to consider imposing legislation, Colonel Haynes said.

"The prime considerations were 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 Officer's 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, of "unstable mind" 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.

Picture: LEON MULLER, The Argus.

MATIES HOME: Matie SRC chairman Pierre van der Spuy, left, with members Mark Behr, middle, and Danie Fölscher at DF Malan airport yesterday.

Welcome for Matie talk trip 'success'

Security companies welcome controls

Cape Times 5/4/89

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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."

'Bereaved families exploited'

(286)

Sowetan 10/7/89

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'

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Sowetan 14/7/89

By JOSHUA RABOROKO

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 Undretakers 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 unware 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 shabily treated. We need to take the matter up even with local authoriteies," 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 on the right wavelength

Star 18/7/89 (286)

Diagonal Street

ANN CROTTY

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 Beek, the former finance director, announced the acquisition of radio-pager 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 Beek 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 Telerate.

As a result of these developments, Autopage now has three operating divisions: radio-paging which accounts for 70 percent of turnover and 80 percent of profit; Telerate 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 Beek 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 radio-paging. Mr Beek 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 countru'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 68 percent and directors a 20 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

S/Times 16/7/89 (286)

Business Times Reporter

A SOUTH 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 staffers is there for a couple of weeks to monitor the start-up," he says.

Payroll protection services join forces

(286) ZILLA EFRAT

COIN Security and Sage Computing Bureau have joined forces to provide what they call a guaranteed protected payroll service. B/Day 26/7/89

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 R50bn 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 packeting wages had been kept to a low 81c an employee, against the industry norm of R1,11, said Ball.

Illegal burial

16/8/89 Sowetan (286)

Undertaker did not get permit says council

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."

"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.

Mahotella Queens

West Nkosi

Mahlathini

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s charge

Sowetan 16/8/89

ernment mortuary in Pretoria.

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

(286)

THEO RAWANA

WASTE-REMOVAL contracts were never tendered for, but were simply granted to certain companies when privatisation was introduced in Soweto, the Malan Commission of Inquiry was told yesterday

The three-man commission, headed by RAU's Professor F Malan, was appointed by the Soweto City Council to investigate corruption and irregularities in the council over the past five years

Head of cleansing and transport services, Jeremiah Mokotong, told the inquiry Wade Waste took over some of Soweto's cleansing services during the council workers' strike last year

Mokotong, who said Soweto was run not by the council but by some white officials, alleged that Wade Waste had been given power in writing by City 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. B/Day 7/9/89.

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 cleansing task. He said the TPA had given approval.

Mokotong said companies were taking half-loads to tips and charging for full loads, and servicing housess 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 63m³ 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 R6 000.

Claude Neon not such a bright light

Finance Staff (281)

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. Star 7/9/89.

• 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 bids by management to cut costs, boost productivity and optimise 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." B/Day 15/9/87.

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.

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Red Cross not biased

Regional chairman tells Jo'burg media briefing

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

Star 28/9/89

Red Cross delegates walk out in dispute over voting

286

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 6 pm and poor accoustics 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 confrontation 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 126 years."

DISSOLUTION

The motion was accepted with 262 votes in favour and seven against.

Following the walkout, former assistant regional director, Mr Bongani 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.

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SOWETAN BUSINESS
Building the Nation

Funerals, a lucrative business for some

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 ocassion of a funeral means booming business for others.

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 ships, mostly by so-called Indian funeral undertakers.

Soweto's 17 funeral undertakers have to make do with 40 percent, or between R192000 and

ing because we regard our business as a service to the community," said Sihlali

"What would Soweto look like if every black

angle, the rates are slightly higher because of the distance covered.

The funeral business is becoming very competitive, putting more pressure on the profit margins Quality of service is fast becoming the name of the ne.

ing is unsettling for most bereaved families and they will gladly pay for a full package service.

He suggests that black undertakers adopt a more aggressive business attitude Like all other businesses they should fight to increase their market

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farmers (vegetables and livestock), food and drinks, are taken into consideration. In all, a funeral could cost as much as R1500.

Based on this figure, the industry as a whole could be worth R900000 a month, just over R10,8 million a year.

But the sad fact is that about 60 percent of the funeral business (excluding the peripherals) - which in rand terms translates to between R288000 and R336000 - is controlled outside the town-

R224000.

The chairman of the Soweto Funeral Undertakers Association, Mr Kenneth Sihlali, 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 lower 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 R15000, 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 advertis-

funeral undertaker suddenly put advertising boards in the houses of friends, relatives and acquintances."

The Lenasia-based City Funeral Directors handles an average of 25 funerals per week in Soweto, and when the West Rand, East Rand and Vaal Triangle townships are taken into account, the figure jumps to 60

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 goat, for instance, leaves 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-

City Funerals has just imported 15 Cadillacs from the US which will be used as mourners' coaches, bringing City's fleet total to 97 vehicles.

Margins

A business and management consultant notes that profit margins are becoming tight in the funeral business mainly because of tough competition

"Undertakers should offer a one-stop facility where the bereaved family gets a full package, including food and transport," he said. "Travell-

snare, and [illegible]

its.

If their marketing strategies are poor (or non-existent), they will end up controlling less than 25 percent of the market.

A clause in the Soweto Funeral Undertakers' Association constitution bars them from advertising. Yet their competitors use the media to sell themselves.

And, a closer look at the burial societies shows they control some R3 million a year. What have Soweto undertakers done to direct the bulk of this money to their businesses?

Undertakers must get written permission

Dr van der Heever

BAN ON FUNERAL TOUTS

Sowetan 27/9/89

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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 hos-

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Ban on touts

● From page 1

pital premises.

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 touting 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 co-operate.

Plan to broaden benefits of burial societies beyond death

(286) WMail

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 education 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.

6 — 12/10/89.

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 meeting at the Ralekoe factory in Hammanskraal 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.

Chaired 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 18-24 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 tough 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.

Mr Mugabe, who left for Tokyo after a two-day official visit to Bangladesh, said Pretoria's attitude needed to be watched for some time because of Mr de Klerk's views on racial discrimination.

"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."

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-Reuter.

Getting serious about sanctions

Star 14/10/89 (280)

Clicks Stores clicking up record sales

SALES by the Clicks Stores group are forecast to soar by more than 60 percent to well above R400 million in the current year.

Combined sales by the Clicks and Diskom chains jumped by 31 percent to R187 million in the six months to August 31, said managing director Trevor Honneysett yesterday.

Operating profit of R11,3 million and earnings of R5,6 million (or 28,33c a share were both up more than 30 percent — results which Mr Honneyset modestly described as "satisfactory".

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

The Cape-based 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 operations

After opening a record 29 new stores this year, the group has set its sights on as many as 40 new Clicks and Diskom store openings next year.

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

"Competition is getting tougher", said Mr Honneysett, " 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 there were clear signs of an economic downturn and that trading conditions were generally more competitive.

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

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Kahn, manag- of South Afri- ies, has won Times/Chevas less Achiever ward.

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Ir Kahn was outh Africa's of the Year this year he as the "Mar- f the Year". oined the SAB 22 years ago MD in 1983. chairman of res, O K Ba- l and Southern director of ndustrial De- Corporation, and Standard

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WHETHER economic sanctions hurt South Africa or not, its new state 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 at the Rivonia treason trial in 1964, seems timed to strengthen her case that there is no point trying to hurt a new government that is committed to reform and talking publicly to black leaders, as Mr de Klerk is.

For the moment, forget the arguments of principle and tactics on both sides, and look at what economic and financial pressure on 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 that the price 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 average incomes today are 15 percent lower than they would have been without sanction and disinvestment

The bank's own statistics (see chart) somewhat weaken that argument, since they show that the economy was doing rather badly even before sanctions, and especially financial sanctions, began to bite in 1985/86.

Poor growth

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

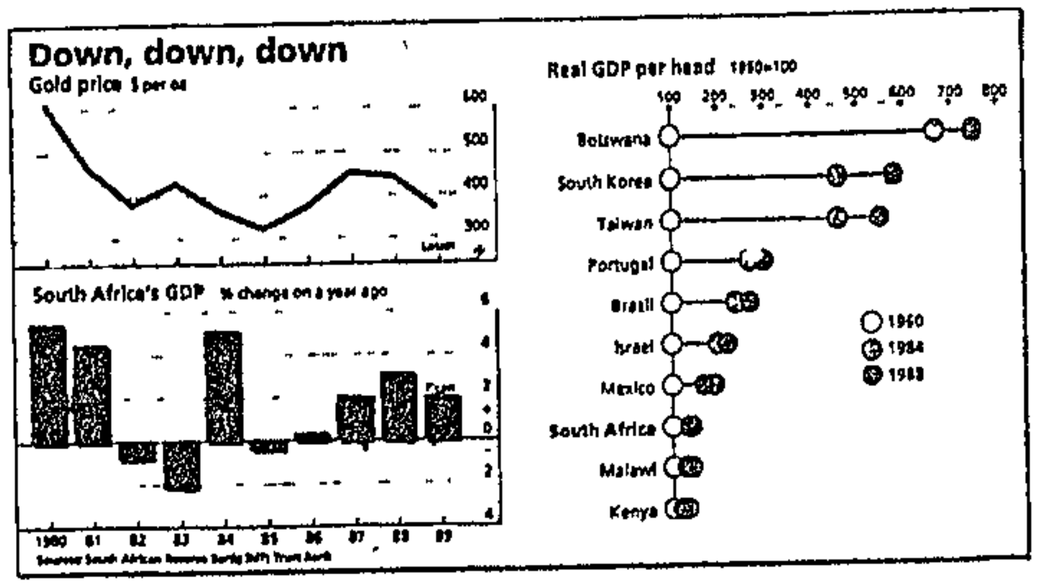
Real growth was 5,8 percent a year during the 1960's, 3,3 percent in the 1970's and below two percent in the 1980's. Since the population was growing at 2,5 percent a year, average real incomes have been falling for almost a decade.

Some blame not sanctions but government incompetence for the country's economic plight It has experienced prolonged double-digit inflation, rising consumption and falling investment, and groaned under the misinvestment needed to maintain apartheid.

Capital outflows have been huge (more than $12 billion since 1985) partly to repay foreign debt.

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 partners are the big industrial nations. Non-gold exports, mainly of minerals (especially coal) and manufacturers, have boomed. They rose 65 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 effect, at least in the short run, has been exaggerated.

United Nations figures show that about half the 1 121 foreign companies known to have equity investments in South Africa in 1980 have left; the rate of disinvestment has slowed, since only the most thick-skinned remain.

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

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

Sanctions in finance seem to have had the greatest real impact. They were imposed in 1985 not by governments but by international banks, mainly because lenders had come to regard South Africa as a poor credit risk

They have forced South Africa to maintain large current-account surpluses, to offset the massive outflow of capital.

Dr Chris Stals, governor of the central bank, says the present rate of capital exports imposes a 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 officially put at almost 800 000, 11,8 percent of the economically active black population, in the first half of the 1980's the rate was eight percent

Dr Stals 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 three to four percent With capital exports, living standards can only fall

Sanctioneers think this strengthens the argument for tightening financial pressures. Their chance is coming with the forthcoming negotiations over rescheduling about $8 billion of South Africa's $20 billion-worth of foreign debt, just as the country faces debt repayments of some $3,6 billion in 1990-91, and $1 billion a year thereafter.

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 sheet Sanctions, some said, would drive white voters into the laager. But in the general election last month, under threat of sanctions, those same voters opted clearly for reform.

Ingenious

An ingenious anti-sanctions argument is that the greater the shortage of capital now, the shoddier 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 R10 spent in central Johannesburg today are spent by black consumers; nearly one-third of black workers belong to unions, by the turn of the century 70 percent of those completing secondary school will be black, and the urban black population will outnumber other racial groups by three to one

These people, no doubt, will be demanding both political rights and economic opportunities. Whether sanctions will help them achieve either is the great unanswered question — The Economist

R7-m St Ansgar's opens in Broederstroom

Black school in a 'white' area

17/10/89

By Sue Valentine, Education Reporter

Out of the frustration of 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 Moria Tsiki.

Another important ground rule is that the school should not become an elitist instution 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 would 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.

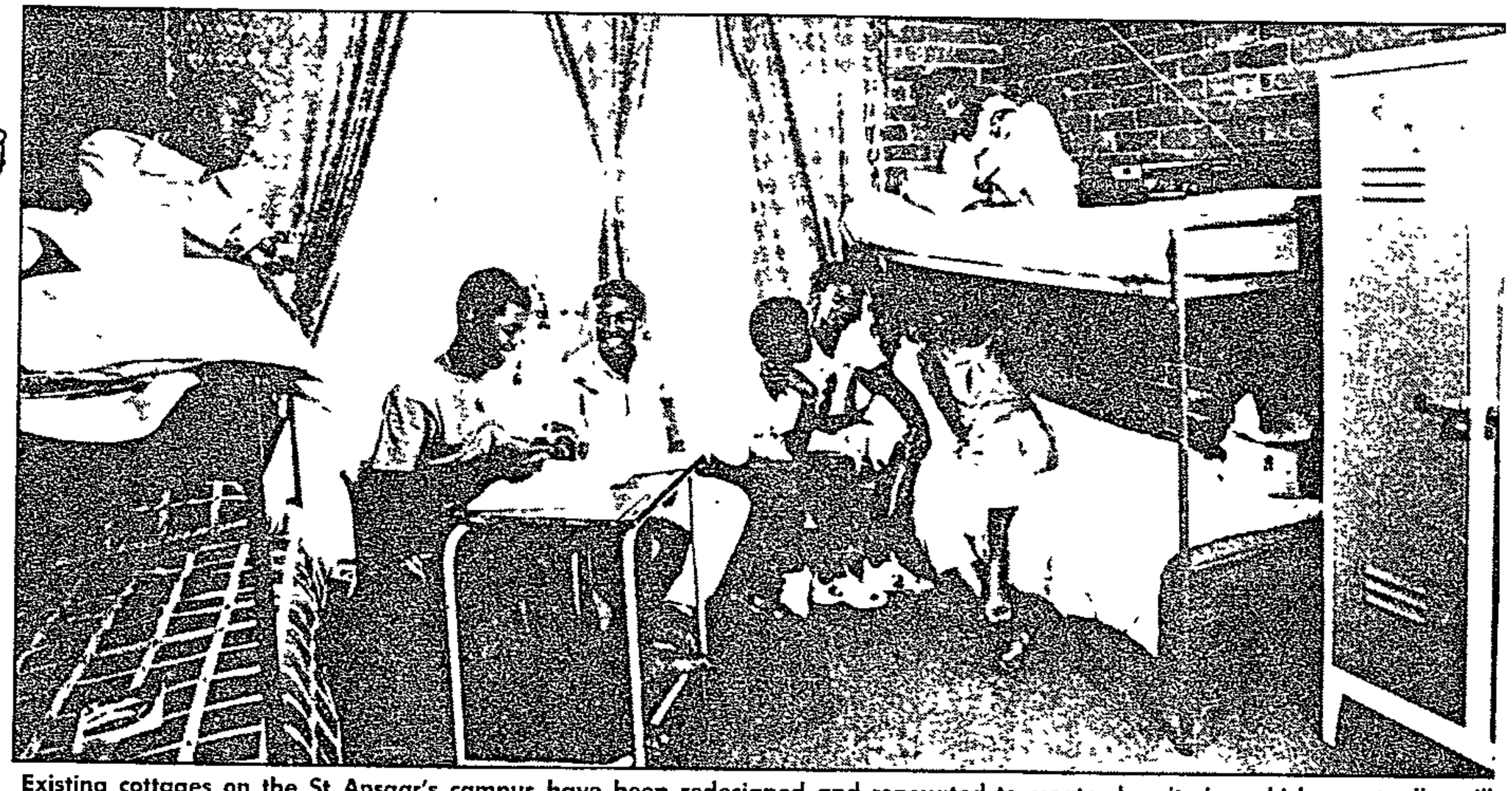
Interest has also been shown among white and black members of the Broederstroom community whose children could attend St Ansgar's as day pupils.

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.

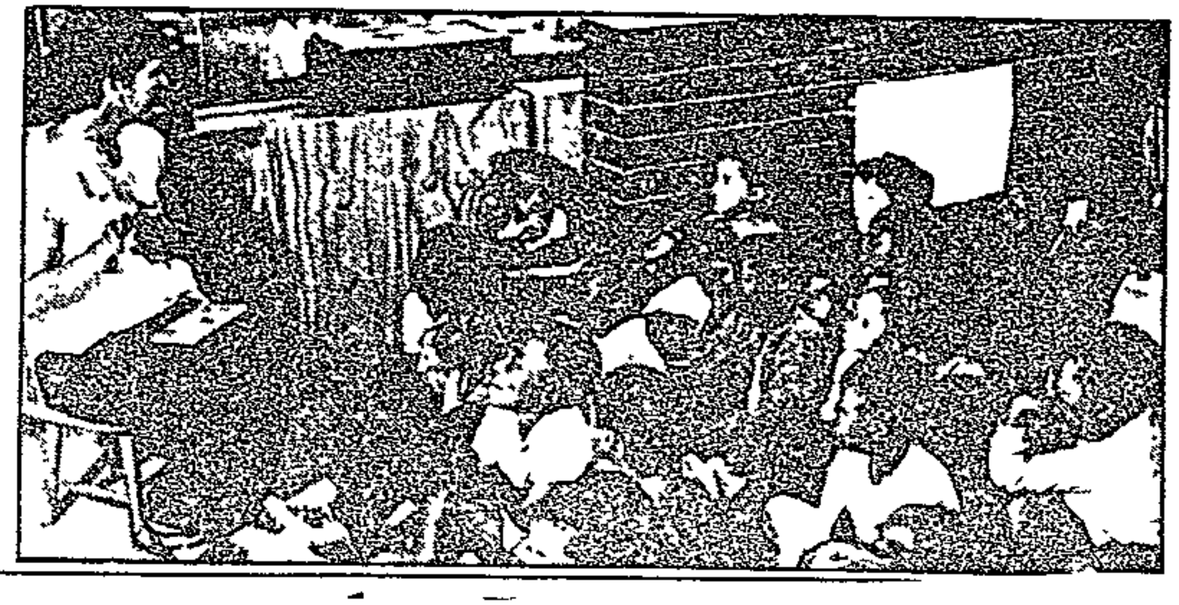
"We are looking for people who inspire confidence. When you find them you back them. We have never dictated what kind of school St Ansgar's should be and we retain no power of control over them in the future," he added.

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.



Existing cottages on the St Ansgar's campus have been redesigned and renovated to create dormitories which eventually will accommodate 400 students.



St Ansgar's campus has a pre-primary school class taught using Montessori methods, a child-centred, one-to-one, alternative education approach.

Sanctions do work, say 19 analysts

(880)

KAIZER NYATSUMBA

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.

Star 21/10/89

Essays

"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 achieving 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 ad lions

OUTDOOR advertising company Rent-a-Sign 1990 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 R40-million."

Outdoor accounts for only 2,6% of adspend in SA. In most English-speaking countries, it holds between 5% and 7%, and 14% in France.

Mr Puttergill says the lack of research is a reason for resistance to outdoor advertising.

"This year we will evaluate every site using the Oscar research method pioneered in the United Kingdom. For the first time in SA independent research on outdoor advertising will be available."

Times 14/11/90

(286)

Star 16/1/90

'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.

Disturbing 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 Midhill Gardens, Manhattan and Stanhope Mansions in the last two months and now Goldway Mansions on the corner of Gold and Jeppe streets, where tenants and their landlord 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 had beaten residents with hammers, crowbars, and knobkieries," he said.

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

Mrs Naidoo refused to comment and referred calls to her lawyer whom she failed to name.

Police liaison officer Colonel Frans Malherbe called on Acstop 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 10 500 single men were housed in the George Goch hostel in Benrose (3103), Wolhuter (3131), Denver 3 521) and Master Builders' Association hostels

Most of the men hired the premises individually but some were paid for by the businesses which employed them.

The hostels were policed by the TPA security force housed at Jubilee but this only applied to cases where there was internal trouble or fighting, Mr Hartwig said

Tackling tout problem

Sowetan 16/1/90 (286)

By JOSHUA RABOROKO

THE Transvaal African Funeral Undertakers Association is to hold a meeting at Lerato Hotel, Tembisa, tomorrow at 10am to discuss the plight of black undertakers, including 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 practise by certain undesirable elements."

CMS's Nearline makes a big contribution to turnover

B/Day 29/1/90

SYLVIA DU PLESSIS

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 to March, 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 R565 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 R17m 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 2% 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 R871 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.

Lonrho weakens

B/Day 19/12/90 (286)

Fitness franchise for US

ANDREW GILL

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 a 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?

FM 23/2/90

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. (286)

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.

FM 23/2/90 (286)

Macfarlane has been with the company for 26 years; turnover last year reached R160m 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 Frere, Jimmy Nunn and Dave Rowland.

David Pincus

Inventing their own rules

(286) F/M 16/3/90

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.

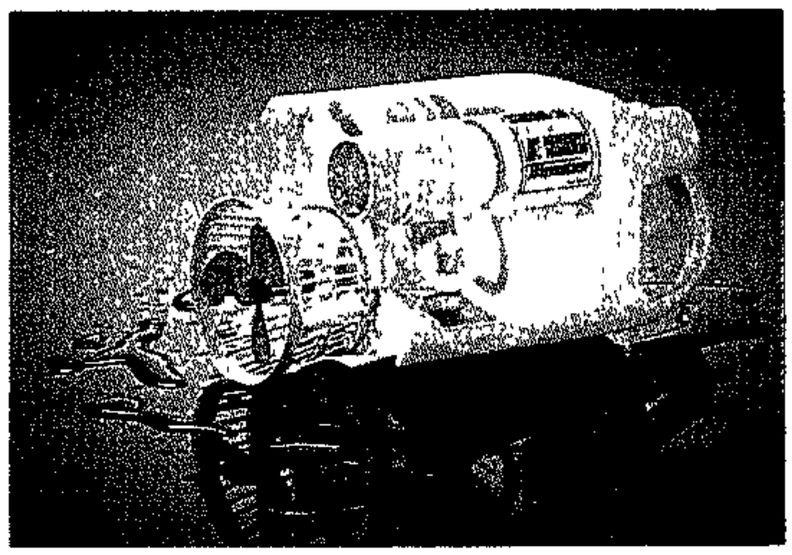
But SA has seen no growth in applications over the past seven years. Its ranking fell to 19th in 1987, the last year for which international figures are available. Last year, only 9 943 applications were filed. It would be unfair to blame patent attorneys for a national failure of imagination, but they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



Will restrictions sink the next Kreepy Krauly?

"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 Geyser, 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 patentees 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."

Pilkington 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 Gawith

Star 30/3/90 (286)

The cost-effective way of calling

Company switchboards throughout South Africa need changing to allow for toll-free dialling.

Many companies have blocked calls beginning with zero from being made on the company telephones.

This approach was adopted in the face of rising costs and the abuse of the company's telephones by staff members. But toll-free calls cost callers nothing and blocked switchboards are holding back development of toll-free services.

Avis national reservation manager Mr Graham Wonfor says the company has already had a number of complaints from customers who cannot get through on the toll-free numbers, even though the calls would, under the old system only cost the price of a local call; and would cost nothing under the new system.

Mr Wonfor says: "We are going to have to educate companies that they need to re-programme their switchboards. Most of these will accept instructions covering the first three digits of the number being dialled."This would allow people to make toll-free calls without costing the company any money for the call."

"Most companies and even the switchboard manufacturers are unaware that people are being barred from making free calls.

"It is a major problem and it is an obstacle to our plans for a central reservation office," Mr Wonfoe says.

Avis started experimenting with a couple of toll-free lines but it was in August 1988 that it really became involved in toll-free and installed 24 lines into its Johannesburg office. Six lines into Avis's Durban office were added in April 1989 and seven lines into their Cape Town office in October 1989.

Avis is using toll-free to provide a reservation service to its customers. The toll-free numbers are published countrywide.

"Customers can dial in via the toll-free numbers to our Johannesburg, Durban and Cape Town offices where we have the computer links and staff to make the reservations," says Mr Wonfor.

Avis receives between 1 400 and 1 500 calls a day at its tween 200 and 300 calls a day at both its Durban and Cape Town offices.

"We did not go into toll-free with the objective of getting more customers, it was more of a public relations exercise.

"Toll-free is also tied to our future plans. We believe that once toll-free really takes off, and everyone is educated about its use, we will be able to close our reservation offices around the country and have all the reservations coming through a central office."

Mr Wonfor says. "We are able to give our customers a better service through our central reservation office than they can receive in the offices located in the outlying areas. We have online computer links to 90 percent of the country and telex links to the rest of the world.

"It is in the central reservation offices that we have the more skilled staff For instance, a client planning an overseas trip will want a variety of booking information such as the rates, cars available and where the branches are located. They will also want to make reservations.

"The central offices have staff with that information at their fingertips. The customer response has been good. Avis measures its hit rate, the percentage of calls to reservations, on the toll-free system and it has dropped.

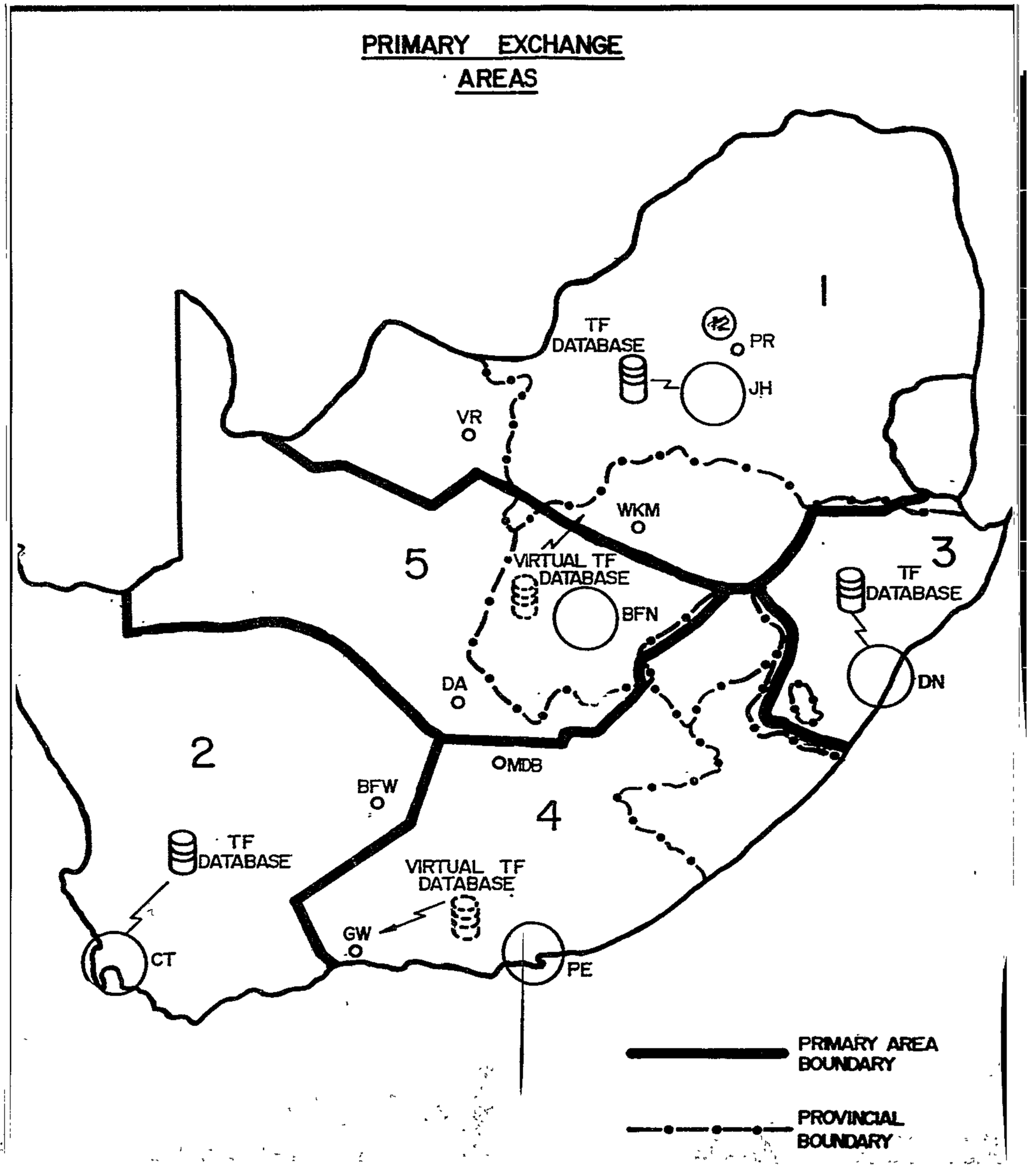
"Toll-free does make it easier for people to shop around and there is also the novelty value of toll-free encouraging people to make inquiries," he says.

Mr Wonfor says the advantages of the new 080 system will help the growth of toll-free.

"The service is 100 percent free to the callers. The service is also better in a number of other ways One of the problems has been the delay in the call going through.

"There are also a number of options open to the subscriber. We have decided to opt for a multidestination service. We will have two numbers for the whole country. One is for local reservations and the other for overseas reservations.

"This is done so that international reservations, which require specialist knowledge, will be routed through to the correct



Fidelity back in the old firm

(286)

ROY MACFARLANE . . . homes and careers at stake

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 Corbank Leveraged Investments (CLI).

Mr Macfarlane has a lot to lose. He has been with Fidelity for 26 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 R160-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 a 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 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 had 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.

Like 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."

CAs allowed to go public today

BARRY SERGEANT and PIERRE DU PREEZ

SA CHARTERED accountants (CAs) can advertise their services from today.

SA is one of the last countries in the world with a substantial corps of CAs — about 10 000 — to allow advertising. (286)

But Aiken and Peat's Guy Smith said: "Advertising reflecting gorillas beating their chests and Tarzan getting into an accountancy act, as appeared in Australia, are not expected in SA."

The go-ahead for advertising follows a vote in November 1989 when almost 80% of SA's CAs favoured the move. B/Day 2/4/90

The change comes at a time when the most recent result of a mega-merger, Deloitte Pim Goldby, 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 fee-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 advertising was in good taste and that it upheld "the best traditions" of the profession.

Security industry gets shake-up in discipline

MATTHEW CURTIN (286)

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. B/Day 11/4/90.

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 100 000 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.

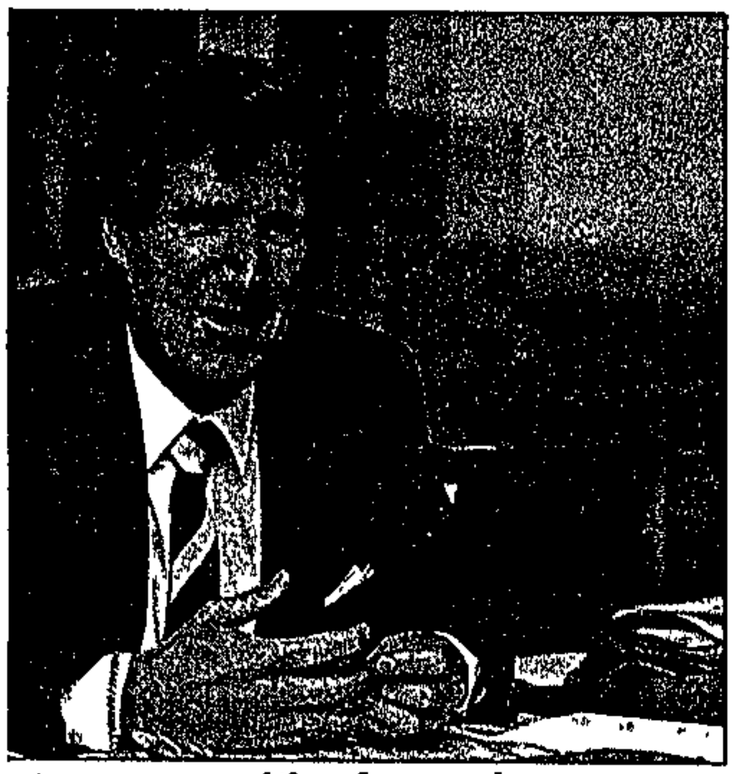
Police representative and board vice-chairman Col Frans Lubbe said the industry had decided legislation was the best way to combat fly-by-night operators. The board was an autonomous, financially independent body and he was confident it would fulfil its purpose.

F/M/13/4/90

e 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



st ... 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.

ROY MACFARLANE

F/M 13/4/90 (286)

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

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decided his company was the odd man out. Had Rennies disposed of Fidelity Guards in any other way, he says, "the existing management would have had no say, which could have had serious implications in a company where the assets are people and services."

Getting the package together proved difficult. Most merchant banks weren't interested in financing a primarily service-orientated company. However, Corbank subsidiary Leveraged Investments (Corvest) took a different view when one of Fidelity's suppliers took 60% of the equity and management took the rest. The deal was backdated to January 1 but Macfarlane won't say what it was worth.

Part of the motivation for not retiring, and spending more of his time trout fishing and gardening, is Macfarlane's belief that crime is a growth industry, which has a locomotive effect on the security sector.

Macfarlane, born in Bristol, matriculated in 1942 at Cotham Grammar School. He joined the RAF in 1943, intending to fly, but there was a glut of trained flying personnel and a shortage of ground radar operators — which is what he became, later rising to the rank of flight sergeant.

In 1953 he read an advertisement that the Kenyan police needed men. He joined as an assistant inspector. Wounded in encounters with the Mau Mau, he won the Colonial Police Medal for Gallantry. After Kenyan independence in 1963, he moved to SA, join-

Macfarlane ... turning things around

F/M 13/4/90 (286)

ing Fidelity Guards as a security consultant.

The company had been around for seven years and was insolvent. Its directors, however, refused to believe it was in trouble. Macfarlane set to work He talked the bank out of foreclosing on the overdraft and convinced major creditors and executives to wait for their money. He became MD in 1966, a position he has held ever since.

Macfarlane is an executive committee member of the Security Officers' Board and president of the SA Security Federation. He has been involved with several other local and international security organisations.

He lives at a hectic pace, leaving home at 5.30 am for gym. By 7.30 am he is at his desk and often works late He likes spending weekends with his wife, Beth, and two stepchildren — "the joys of my life They keep me young," he says ■

BIDay 17/4/90

(286)

SA securities industry now faces floor trading debate

ROBERT GENTLE

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 gilts trades and ignore the JSE's gilts 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

B/Day 20/4/90

(286)

NEIL YORKE SMITH

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 Corbank in February. Expected benefits include the strengthening of Corbank'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 Acrem.

This type of activity is likely to continue this year, analysts said.

Saica issues exposure draft

(286) 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. B/Day 23/4/90.

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 80 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.

and have 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 it 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.] Hansard 24/4/90

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 C 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 multiracial 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 C 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 MOMBERG asked the Minister of Law and Order: Hansard 24/4/90

(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?

286 B842E.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 this lawful instrument can have any legal protection and force of law.

What is generally true, is valid *mutatis mutandis* 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 functions 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 and order from the State's legal instrument, the SA Police, are therefore uncacceptable 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 talk about 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. However, 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 question, 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 the carrying out of their task, namely the neighbourhood watch system and the police reservists.

The neighbourhood watch simply acts as the eyes and ears of the police, while members of the public can actually join the reservists 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 interests of the maintaining of 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 MOMBERG: 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 specific role of the police. In the *Patriot*, the CP's newspaper, of 6 April . . . [Interjections.] . . . they write . . .

*An HON MEMBER: It is not a newspaper.

*Mr J H MOMBERG. Under the title "Blanke Aksies" the following is stated:

> Welkom het die afgelope week die voorhoede geword van Blanke weerstand teen die chaotiese toestande wat al hoe meer in Suid-Afrika ontwikkel. Blanke Veiligheid wat gestig is, het meer as 3 000 lede en patrolleer die strate van Welkom dag en nag.

According to reports they question Blacks who are walking around in the centre of town, and if they do not have business in the town, they are taken back to the Black areas.

We cannot allow citizens—according to this report they were clearly doing nothing wrong; they were simply present there—to be picked up and removed simply because they have a different skin colour. On the same page there is a photograph of the hon the Leader of the Official Opposition, with the caption "Indien die Regering ons nie beskerm nie, sal ons genoodsaak wees om onsself te beskerm." [Interjections.]

I want to make the following very clear today: The DP rejects this exhibition of power on both sides of the political spectrum. The CP must tell us today where they stand with regard to this psychosis of violence in South Africa. If there are people who think they can fulfil the role of protector, they must do so in conjunction with the SA Police, and not in opposition to them. We cannot allow a situation to develop here similar to that which exists in America, where people take the law into their own hands. Our policemen, no matter how understaffed and underpaid they may be, are the only people who can fulfil this role. I am asking the CP once again to tell us where they stand with regard to this situation of violence.

Mr M J MENTZ: Mr Chairman, let me make it clear where we stand. Everyone in this House is aware of the fact that the SA Police is understaffed, overtaxed and underpaid I support the idea that every attempt on the side of the public to assist in the maintaining of law and order should be welcomed. [Interjections.]

We say that every person has a vested right to act in self-defence in order to protect his life or his property. I also have the right to protect the family members and property of my neighbour. There can therefore be nothing wrong with the fact that my neighbour and I are preparing ourselves in order to give expression to this right

and duty. Implicit 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 co-operation with the police and should 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 required 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!

*The MINISTER: 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 misery 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-rightwing 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 in their speeches. The right-wing vigilantes who chase and assault Blacks, pose 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 against the ANC, UDF and Cosatu in particular, will encourage these 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, if 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 Ku Klux Klan 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 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 agree with 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 we should not only 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 here, 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. [Interjections.] I did not know that that hon member was also a hothead. [Interjections]

This is the appeal which we are directing at the people in the country. Let us be cool, calm and collected when we deal with these matters and refrain from stirring up emotions which will ultimately destroy us all. I must tell hon members in all honesty that if we encourage right-wing violence, there will be few Black people left who are still living in peace. However, the same applies to left-wing violence, because then there will be no White people left on the right-wing either.

Let us be sensible and defuse the situation. Then we will be able to reach the negotiating table and calmly and peacefully work out a future for all the people who live here. [Interjections.] [Time expired.]

Mr H H SCHWARZ: Mr Chairman, on a point of order: While two hon members of my party were speaking they were referred to by hon members of the CP as "Jan Lubowski". I want to ask whether it is proper, parliamentary or in any degree sensitive to refer to an hon member of this House, firstly not as an hon member; secondly by a name that does not apply to him; and thirdly by the name of a person who was murdered and in respect of which there are certain proceedings pending before courts in a neighbouring territory? I ask your ruling because it was not only one hon member of the CP, including my colleague who is sitting immediately behind me, but a whole bunch of them who appear to have engaged in these tasteless tactics.

*Mr J H VAN DER MERWE: Mr Chairman, on a point of order: Is the hon member, who is now objecting so vehemently to the behaviour of my party, entitled to refer to hon members on this side as "a bunch"?

Mr H H SCHWARZ: A bunch may mean a lot of things. It may mean a bunch of coconuts or bananas 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

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 "quisling" had a certain connotation. Reference has been made to "quisling" 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 unparliamentary 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 Lubowsky was or was not a traitor or quisling, 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 parliamentary 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 the 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, quislings! Quislings 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 unparliamentary! [Interjections.]

*The CHAIRMAN OF COMMITTEES: Order! At this stage I want to ascertain which hon members made the allegation. They were the hon members for Hercules, Wonderboom and Heilbron. [Interjections.] Does the hon member for Losberg 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 J 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 scrutinise all the arguments and will 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 Losberg. [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.

*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

*10. 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) what information was supplied in each case? B693E

The MINISTER OF LAW AND ORDER:

In view of the appointment and assignment of the Hiemstra 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 town 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

*20. 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;

(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 specified 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, 1984 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.

Public service bursaries are awarded on academic merits where symbols already obtained

World contest ban unkind cut for hairdressing team

(286)

By DAVE LOURENS

SOUTH AFRICA's top hairdressing team is ready to curl up and dye after being barred from the world hairdressing championships.

But members are hopeful the ban will not prove permanent — the goodwill generated by President F W de Klerk's reforms has ensured the matter is not cut and dried.

Problems arose when the World Hairdressing Council, organiser of the world championships in Rotterdam later this year, wavered 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 shorn 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 Grewe 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.

linked the arrest of 27 people. He refused to elaborate on the ● To page 2

Twenty unidentified corpses were given pauper burials in Katlehong yesterday. Here, one of the coffins is lowered into the ground.

26/4/90 (286) Sowetan

Pic: GEORGE MASHININI

Row over 20 pauper burials

By MATSHUBE MFOLOE

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 Natalspruit Hospital, while others came from the Government motuary.

He refused to be identified and declined to name the undertaker.

However, the superintendent of Natalspruit 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".

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Katlehong burials row

Sowetan 26/4/90 (286)

● From page 1

The KCA's president, Mr Oupa Thibile, and executive member Mr Nelson Ngwenyama were "shocked" and looked stunned as they glanced at the bodies being lowered into the graves.

Some were partially decomposed and deformed beyond recognition.

The two men had only learnt of the burials the previous day and made themselves available to identify the corpses.

They could not identity any and would not say whether they were victims of the taxi war which left more than 50 people dead in February.

"We are appalled and find it strange why the community was not informed about this," said Ngwenyama.

He said the community would challenge the authorities to explain why they had kept quite about the deaths and the corpses.

"We would still have been in the dark had it not been for a tip-off," he said.

Thibile said the burials were brought to the KCA's attention by a resident at a meeting on Tuesday.

The organisation had received no reports of missing people after it had enquired prior to the mass burial of the taxi war victims.

An East Rand police spokesman, Lieutenant-Colonel Koen, said no bodies were handed by police for a paupers' funeral yesterday.

However, he confirmed that 11 bodies were handed over to Avbob undertakers while two were given to another for a paupers' funeral yesterday.

Security industry rejects new rulings

ARGUS 10/5/90 286

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 R35 fee and a further R70 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.

S/Times 13/5/90

HSRC set to pay for its keep

(286)

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 HSRC is moving in the direction of applied research. We are being used by more businesses.

"In 1989 alone, we undertook no fewer than 875 research projects, of which 231 represented new business.

"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.

"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 required be done?', 'How much will it cost?' and 'How long will it take?' "

As SA moves into an era of openess 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 16% compared with the 1988 financial year.

Parliamentary grants fell from 94% in 1986 to 74% of income in 1989 and a 6% 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

Cape Times 14/5/90 (286)

THE South African National Security Employers' Association (Sansea) said at the weekend that it would meet Law and Order Minister Mr Adriaan 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 Nuns, 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 Lubbe, said yesterday that the fees were calculated by independent actuaries.

Security guards face low pay, danger

Cape Times 21/5/90

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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 Mitchells 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

(286)

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." B/Day 22/5/90

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

B/Day 28/5/90

ROBERT GENTLE

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 indentity.

This was confirmed by a Pim Goldby spokesman last week, although she said it was too early to give any adspend figures.

The merger of Ernst & Whinney and Arthur Young late last year saw the merged entity, Ernst & Young, embark on a major international advertising campaign.

Succumb

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Other majors like Aiken & Peat and Price Waterhouse have also been advertising quite prominently in the Press.

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

Cape Times 2/6/90

Staff Reporter

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 Laatoe 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.

each in the head.

Cape Times 2/6/90

Security register reprieve

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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 recommended the SACC call for the abolition of capital punishment "rather than only for the reform of the law", support a campaign to repeal the Land Act, and deplore the attack on the Wilgespruit Fellowship Centre.

He also recommended that the SACC deplore the Disclosure of Foreign Funding Act and call for its immediate repeal "as an act of good faith on the part of the State President".

Economic justice

He recommended that the conference call on member churches to take responsibility for ensuring that economic justice would prevail in a post-apartheid society.

He urged the conference to encourage its international partners to present the views of South African churches to their governments and institutions.

The lifting of sanctions could be considered only when the dismantling of apartheid had reached an irreversible stage, he argued, and he urged the conference to adopt a definition of "irreversibility".

Unrepresentative structures

According to this definition, irreversibility could only be arrived at when the white minority could no longer use unrepresentative legislative structures to legally reverse the process to change the status quo.

The prospects for a negotiated settlement in South Africa were greater today than at any other time, Mr Chikane said.

"There are, however, several problems in the area of negotiations that need our attention."

He hoped that the Joint Working Committee, created after the Groote Schuur meeting between the government and the African National Congress, would remove these obstacles.

● An official residence for the secretary general of the South African Council of Churches, built at an estimated cost of R700 000 in Diepkloof, Soweto, is expected to be completed by July.

The national executive committee of the SACC decided to build an official residence and to ensure it was fitted with adequate security after the bombing of Khotso House, said general administrative secretary the Rev Francois Bill in his administration, finance and personnel report.

Funds for the house were pledged by churches in Norway, Germany, Switzerland and Canada.

The insurance claim paid out after the bombing was R3,3 million and the SACC was left with R2,6 million after various payments. Khotso House is now up for sale "voetstoots".

This year's SACC budget amounted to R34,6 million.

Donor partners pledged a total of R22 million, leaving the SACC with a shortfall of some R12,5 million.

RDM 27/8/90

B/Day 29/6/90

R4m a month going to black burial societies

WILSON ZWANE

(286)

AN estimated R4m a month was going into black burial societies, Market Research Africa official Aaron Tengani said yesterday.

In an interview, Tengani 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," Tengani 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, Tengani 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," Tengani 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 (23%). 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.

SOWETAN BUS
Building the Nation

Undertakers act on coffin pirates

Sowetan 5/7/90

286

By JOSHUA RABOROKO

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 superintendents 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."

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, church 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 waning 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 townships must be stopped. There are undertakers who exploit and take advantage of the bereaved families' ignorance," he added.

SUNDAY TIMES, Business Times, July 15, 1990

Undertakers sold for R50m

Metlife in SA's third biggest MBO deal

S/Times 15/7/90

By DAVID CARTE

ONE of the world's biggest funeral undertakers has changed hands in a deal thought to top R50-million.

In the third-largest management buyout (MBO) yet clinched in SA, Metropolitan Life has sold the assets and liabilities of Homes Trust to its management.

Metlife keeps the name Homes Trust. The new owners will call their company HT Group.

The buyers are five long-serving executives — Conradie van Heerden, who continues as chief executive, and his right-hand men Coetzee Reynecke, Kai von Garnier, Andre Muller and Chris Molyneux. HT Group owns funeral directors Saffas in Northern Natal and the Northern Transvaal, Goodall & Williams in the Western Cape, Jones & Rice in the Eastern Cape, Doves, Adlam Reid and Coney in Natal and Grobbelaars in Pretoria and the Free State.

Some of these previously family businesses date back more than a century.

Granite

The company undertakes 50 000 funerals a year worth R60-million.

HT Group claims 65% of the white funeral market and 25% of the black, coloured and Asian sector.

Only Avbob, controlled by Momentum, comes close in size.

HT Group owns five crematoriums and a granite-memorial factory. In addition, its "industrial division" makes coffins, artificial wreaths and other items.

Dr Molyneux, one of the consortium members, says that although HT Group is a market leader, competition is fierce, particularly in the black funeral market, which is fragmented. The industrial side appears to offer best growth prospects.

There are 1 700 employees — 1 000 in funeral services and 700 in industries.

Metlife managing director Willem Pretorius says his company sold because it was offered an attractive price and offering funeral services was no longer important to it in the sale of life policies.

Mr Pretorius says: "We started selling funeral insurance and offering funeral services as part of the original business. But over 30 years, that became less important, particularly to our customers, who are largely A and B bracket black, coloured and Asian."

Eyebrows have risen over the method of funding the buy-out. The buyers reportedly asked banks to back them, but could not get a better rate than one percentage point above prime — 22%.

Better

Old Mutual lent them the money by issuing a debenture, reportedly at one percentage point above prevailing rates on gilts — about 18%. Old Mutual thus gets a better return than it would on a gilt, while the consortium saves roughly four percentage points on its cost of funds.

The transaction shows heightened competition between life assurers and banks in lending

There was an additional irony in Old Mutual lending to entrepreneurs buying a large asset from arch-rival Sanlam.

BUSINESS MAIL

W/Mail 10/8 - 12/8/90

National burial society association to be launched

By MZIMKULU MALUNGA (286)

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 (Acssa) — incorporating burial societies, women's clubs and Mehodisano 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 Moufhe 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 Nthatho Motlana, leading academic Professor John Makhene and Bobby Makwetla of Tiger Oats

There will also be a message from National African Federated Chamber of Commerce and Industry (Nafcoc) president Sam Motsuenyane, who was due to deliver the keynote address but is unable to attend.

The main objective of Acssa is to make sure a "rand circulates within the black community at least three times before going out". Currently, says Moufhe, it does not even circulate once.

"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 medical aid," he says.

He says Acssa 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 Moufhe 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.

SOWETAN BUSINESS

Massive funeral scheme launched

Sowetan 27/8/90

286

ANDREW LUKHELE

AFSURE (Pty) Ltd., one of the most succesful 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 Khehla Mthembu, managing director of the company.

In terms of the scheme members will pay a montly premium of R8, resulting in a benefit of R3 000 in case of death of a member, spouse or dependants.

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 inquries, 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 themsleves; and,

* specifically assist the Nasasa members to have a funeral insurance scheme unequalled by any they might currently be attached to.

Nasasa's president Mr Andrew Lukhele said members had for long urged them 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.

Heavily armed Inkatha members perch on the roof of the Kagiso Hostel and watch ANC members being escorted away by police. Each side blames the other for the latest fighting, which started on Sunday night ● Picture by Herbert Mabuza.

Death toll rising in war-torn Kagiso

By Stan Hlophe and Craig Kotze

At least 12 people have been killed, 16 injured and 57 arrested in Inkatha/ANC clashes which threaten to engulf the West Rand township of Kagiso in a bloody Natal-style conflict.

Informal sources put the death toll in the fighting as high as 30, although police could not confirm this.

The official death toll in the violence rose to 12 today after police announced another body had been found. The man had been shot.

Late yesterday the situation was still very tense, with heavily armed police separating the two feuding factions

This morning, police reported widespread intimidation in the township, with one group preventing others from boarding taxis to go to work.

"It's still very tense and we are patrolling intensively," a spokesman said

Police said a man was shot dead and one wounded in Kagiso when a mob with pangas and knobkerries attacked a police vehicle at 4.45 am yesterday.

Tear gas and rubber bullets failed to disperse the mob and shotgun fire was used. Fifty-seven men were arrested when police reinforcements arrived.

Sporadic outbreaks of stone-throwing and illegal gatherings were reported.

At 8 50 am, police came across the bodies of four men shot and hacked to death At 12 30 pm, the body of a man stabbed to death was found.

A police spokesman said 15 men with stab wounds and one with panga wounds had been admitted to hospital.

Both sides in the war-torn township have now adopted seemingly uncompromising attitudes.

Both sides blame each another for the latest fighting, which started on Sunday night and continued until yesterday morning Both sides have refused to disarm and have declared war on each other

There are fears the violence will spill over into other areas in the Reef, the Vaal Triangle and Pretoria.

A temporary truce was signed yesterday after intervention by the leaders of the two warring factions This led to ANC supporters reluctantly agreeing to move out of their hostel under police escort.

The Kagiso clash is the latest round in an escalating Inkatha/ANC war in the Transvaal. Last month 22 people died in clashes between the two in Sebokeng near Vereeniging

The Star spoke to both heavily armed sides in the conflict.

ANC supporters say

"We were attacked by a group of Zulus, who are all Inkatha members, for no apparent reason.

"They have told us in no uncertain terms that we are Xhosas and they will not be ruled by the Xhosas We were told by the Zulus as early as last week that we are going to die.

"On our arrival at the hostel on Sunday night we were met with a strong impi and a war cry of 'Usuthu! Usuthu!' and they were all over us.

"We ran helter skelter to the nearest bushes for safety There we spent the night Now we have been forced out of the hostel by Inkatha members, but we shall return"

Inkatha supporters say:

"We have done nothing wrong. ANC supporters have been arming themselves and told us we must join the ANC They said our chief (Mangosuthu Buthelezi) and king (Goodwill Zwelithini) are puppets.

"They bluntly told us to go back to Natal We were told we would be forced to leave the township like our colleagues from Sebokeng

"The ANC says there is only one king and that is Mandela They said Inkatha had no right to exist."

The Inkatha West Rand Regional secretary says

"This is a propaganda war by the ANC who are attempting to isolate Inkatha and its people.

"Inkatha is a peaceful organisation and is on record as having called for peaceful negotiations The ANC is telling the whole world that it is a democratic nonracial organisation while it is practising the opposite"

Issac Genu, convener of the ANC West Rand Region, says:

"We are a disciplined organisation prepared to negotiate for peace, but Inkatha is gearing itself for war

"Its members would not agree to be disarmed and so we will not allow our people to be disarmed.

"The police have failed to maintain law and order Both police and Inkatha should leave the area and leave us in peace."

ANC members leave the Kagiso Hostel under police protection. ● Picture by Peter Mogaki.

Rotting bodies moved from mortuary yards

B/Day 30/8/90

286

LINDEN BIRNS

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 Diepkloof, 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 Diepkloof 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 Mditshwa said: "That's utter rubbish. Why should we tell the cops not to move the bodies."

Mditshwa 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 Umlazi, Sapa reported yesterday

W/Mail 14/9 – 20/9/90

Security guards wary of Sob

(286)

A booming, previously unregulated industry suddenly finds it needs a legal body to protect the public from "fly-by-nights" and "unscrupulous operators", who as it happens are new entrants and smaller operations. Sound familiar? Over the years any number of industries have made these claims. This time around, it's the turn of the security business, reports **ROBERT LAING**

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 upshot 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 Kally Forrest says Sob is bizarre: "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 Adriaan 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 CE 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.

Watching the watchmen ... the shadowy Sob will regulate security guards

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 competition.

Help for victims

So Weekend 18/7/90

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.** (286)

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 fallen 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

Sowetan 20/9/90 (286)

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, womens clubs and mohodisano 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 Moufhe said the main objective of the societies was to make sure that a "rand circulates within the black community at least three times before going out".

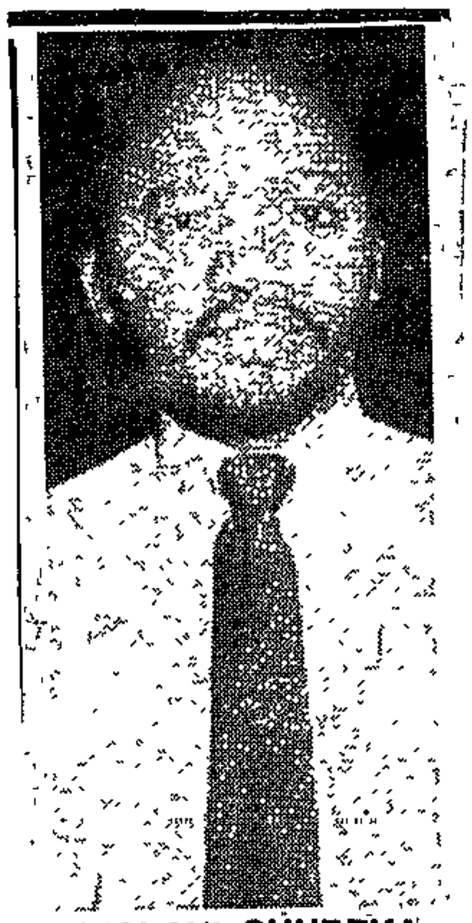
Presently, he said, it circulated once.

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 untapped sources of private capital and approve assistance to community loan funds and cooperative organisations.



XOLANI QHUBEKA

Ahbasa to seek legal advice on products

286

Sowetan 25/10/90

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.

Ahbasa'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 medical practioners or any authorised person.

However, it is understood that there are companies that still manufacturer 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 products manufacturers; negotiating deals with companies manufacturing cosmetics.

'Business must aid political leaders'

By JOSHUA RABOROKO

BLACK business people have been called upon to help political leaders in transforming South Africa into the economic giant of the continent, in particular in the Southern Africa.

In a keynote address to the annual conference of the Afro-Hairdressing and Beauty Association of Southern Africa (Ahabsa) in Johannesburg yesterday, the executive chairman, Mr Xolani Qubeka, said without a strong economy, there could be no happy future for South Africa. In fact, he said, there could be no peace at all.

Unite

He called members of Ahabsa to join hands with manufacturers so that the hair industry could become a united force for the advantage of all the children of the country.

He said blacks would have to strive for education and training if they wanted to improve their lot.

The business community had more challenges to face once the Group Areas and other laws were repealed because whites would infiltrate the townships.

Jobs

Also addressing the conference was the ANC's administrator, Mr Tokyo Segwale, who said that the informal sector, such as the hair and beauty industry, would have to be encouraged so that it could create jobs in the post-apartheid South Africa.

He said that the ANC had many strategies which would help empower black economically in the future.

He said nationalisation was one of the strategies, but, he added, it must not be seen to be ultimate end towards economic liberation.

He called on black business to send their contributions on the draft document which gave guidelines to the ANC's economic policy. By so doing, he said, business would be helping the movement to shape the new South Africa's economy.

LINTAS CAPE 6736E

New Act will lead to higher standards

B/Day 29/10/90 286

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 Sims: "The Act has proved controversial. It requires fingerprinting of all people and the payment of a R35 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.

"Processing 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 — this 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 even 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.

rate security

Escalating crime will give a boost to industry growth

286

B/Day 29/10/90

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.

Callguard 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

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B/Day 30/10/90

TIGHT security and a proactive spirit of watchfulness means 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 R16,4m in 1990.

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 CE 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 Johannseburg.

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. (286)

These increased 23% to $4,16bn ($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). B/Day 31/10/90

With 298 locations in 66 countries, Arthur Andersen's worldwide partners increased from 2 134 to 2 292.

A highlight of the year was the appoinment 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 parter Barry Adams expressed satisfaction at the SA results and said he anticipated an increase in business after the spate of accounting mergers.

It has been estimated that violence has cost SA more than R3bn this year.

Latest claims figures show that less than 10% of the damage was covered by Sasria. — Sapa.

Victor, a witness at Dube Station, said a man was shot — apparently accidentally — at about 10am when a fellow Inkatha supporter opened fire with a machine gun. Both were among hundreds who crossed the railway line from Dube hostel to attend the rally.

Victor said five shots had been fired, but did not appear to have been aimed at anyone. The

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'Keep black rand in black hands'

B/Day 19/11/90

THEO RAWANA

OF THE estimated 125 funerals taking place in Soweto every weekend, about 100 are conducted by outsiders, thereby siphoning the black rand into Indian and white hands, says Association of Co-operative Societies of SA (ACSS) executive director Sam Muofhe.

(286)

Muofhe's organisation has set out to mobilise the 100 000 burial societies in SA to keep an estimated R270m 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 Muofhe.

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 Muofhe.

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

By JOSHUA RABOROKO

In a major move seen to be in line with African tradition, a new and unique funeral scheme with benefits for a married man, his family and his second wife was launched by the burial societies/women's and moholisano clubs.

Members joining The Ubuntu-Thusano 4 000-Funeral Benefit Plan, which involves 40 000 people from 500 clubs, will be expected to pay premiums of as little as R20 a month to get benefits ranging between R750 and R4 000.

The scheme was announced at the meeting of the National Association of Cooperative Societies of South Africa (NACSSA), incorporating burial societies/women's and moholisano clubs, held at Medunsa Hall, Pretoria, at the weekend.

Mr Mashudu Ramano, one of the board of directors of Centre for Black Economic Development (CBED), which founded NACSSA, said huge benefits for a member, his two spouses and children aged 14-21 was R4 000. His parents or parents-in-law will benefit R1 000.

He said: "If the member dies or is totally disabled and cannot work again or reaches age of 65 years, then payments stop, but the family is still protected in terms of the cover."

He added that when a member dies R200 would be paid to the NACSSA Educational Trust to provide scholarships for his/her children. In addition, the bereaved family would receive R150 a month for a year to help them over the difficult time. The scheme covers all members of the clubs affiliated to NACSSA.

Meeting

The meeting also took decisions to form an investment corporation, which will establish funeral parlours, coffin and tombstone manufacturing in an attempt to help members get these facilities at lower prices and for economic development of the clubs.

It was also decided that an education trust be formed to provide educational facilities and bursaries for children of members.

Dr Nthato Motlana, deputy chairman of CBED, said the investment corporation would empower blacks economically in order to help them to get out of the "dependency syndrome" from white-dominated financial institutions. He said otherwise blacks would remain poor and be beggars.

"For too long we have been drawers of water and hues of wood. The corporation will also sell shares to members. Burial societies/women's and moholisano clubs' money is idling in the banks. Interest of this money can be used to advance black projects," Motlana said.

It was apparent that South Africa would have a black government in the future, he said, adding, "black political power without economic empowerment will not be good for us, so, we need economic muscle as well."

The emergence of the CBED was relatively accepted by South Africans as a self-enrichment plan and little did blacks trust that it will harness natural resources and satisfy basic needs in the black communities, according to executive director Mr Sam Muofhe.

He said NACSSA had pledged to foster a spirit of solidarity, to provide opportunities for the exchange of views and ideas - and to enable burial societies/women's and moholisano clubs to speak in one voice on matters of national and international interest and importance.

After the adoption of the NACSSA's constitution, the following were elected office bearers: Mr Bobby Makwetla (president); Mr Boissie Mbha (senior vice president); Mrs Sylvia Makele (vice president finance); Mr Daniel Moseli (vice president members) and Muofhe (chief executive officer).

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