SERVICES SECTOR [redacted] - GENERAL

1991

Tender system for companies' audits undesirable – Mockler

286

ROBERT WICKS
and GARETH BELL

DECLINING corporate profits are leading companies to ask for tenders for their audits to cut costs, a move SA Institute of Chartered Accountants executive director Ken Mockler says is undesirable.

Mockler said the situation would be discussed at a meeting of the institute's ethics committee in March.

While the tender system was unsuited to an audit, it might serve to increase competition between auditing firms for the provision of other financial services, Mockler said.

Public Accountants and Auditors Board chairman Willem Wilken said: "These tactics are certainly bringing pressure on the profession. The costs involved and time spent preparing the tenders are high, and unnecessary pressure is being put on auditors to lower their fees."

He said the trend towards lowering fees became prevalent overseas and was becoming more common in SA.

"There is not much one can do about it, but I hope business concerns will make the same effort in trying to contain some of their other costs.

"One needs to look at costs across the board, not selectively", he said.

Coopers Theron & Du Toit joint managing partner Rick Cottrell said the process was not widespread, but the profession was being squeezed to meet the needs of clients. He said long-erm fee pressure did not work and merely led to a dropping of standards.

Arthur Andersen country managing partner Barry Adams said the tender process helped auditing firms by allowing them to show the financial services they could provide.

Ernst & Young regional managing partner Bill Urmson said the profession was not moving dramatically in the direction of tendering and that the situation was very different to that in either the US or the UK, where competition was stiffer.

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28/1/91.

Code

Mockler said the crucial issue for the profession was the preservation of standards.

"A tender system would lower standards as corners could be cut to maintain profitability," he said.

Under the profession's code of conduct a member cannot tender for an audit but he can make a proposal or presentation to a potential client.

Mockler said the two situations were distinct because a tender would commit the auditing firm to a financial constraint, whereas a presentation or proposal only presented an estimate of the cost of an audit.

More CAs than jobs as recession pinches

(286) GILLIAN HAYNE (286)

CHARTERED accountants (CAs) are feeling the pinch of the economic recession and recruitment agencies say for the first time there are more accountants looking for jobs than there are jobs available.

One major accounting firm confirmed it had lowered its intake of university graduates from 65 in 1990 to 50 this year because it had a full complement of staff to service its clients.

However, Alastair Hubbard of Hubbard & Associates, which specialises in financial management recruiting, said it was unlikely that young CAs would have a "prolonged" problem finding jobs.

"The difficulty emerges when the CAs have very clear ideas of which areas they want to enter — such as merchant banking and corporate finance — and are not open to alternatives."

One accounting firm said in SA the options had narrowed and salaries dropped, but CAs were still being employed. B | Day 13 | 3 | 91

The message from recruitment agencies is that CAs must adjust their perceptions of the market.

SA Institute of Chartered Accountants' (Saica) Ken Mockler said because of the economic climate, career change options were poor.

Auditing firms have also found that the traditional outflow of CAs, who have completed their three-year training contract and want to enter commerce, has definitely decreased.

ACCOUNTING & AUDITING

ADAPT OR DIE

FM 29/3/91

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AS AUDITING FIRMS DIVERSIFY, QUESTIONS ARISE OVER STANDARDS



In company with merchant bankers, advertising agencies and other service businesses, auditing firms spent much of the Eighties busily diversifying. No longer merely bean counters, they have been turning themselves into one-stop shops for business and financial services — offering advice on everything from tax and management consultancy to corporate finance and insolvency.

Parallel to this, two other major trends have been taking place. Firstly, audit firms worldwide have been merging and expanding in a desperate bid to achieve bulk — and the kind of critical mass required to survive in an increasingly competitive environment.

Secondly, there has been a slow but widely perceived decline in standards. There is dispute on exactly how severe this has been, and it may be relatively mild so far, but there is general acceptance that it is taking place.

The congruence of the three broad movements has resulted in suspicions that they are interlinked. Does, for example, diversification *cause* lower standards? And will the advantages of scale counteract the decline?

The logic for diversification is clear. Accountants have experienced extreme competitive pressures both from within the profession (by way of cut-price auditing and accounting fees) and from other service industries muscling in on their territory, points out Kessel Feinstein managing partner Malcolm Segal.

"Until recently these competitors had the added advantage of being able to advertise when accountants were still restricted. It is this highly competitive environment which encouraged accountants to move into other service areas to supplement their income.

"They were compelled to broaden the range of services to their clients and seek out additional business to survive. And anyway, who else is better equipped to provide the required expertise in these areas?"

Today, the major audit firms (see table) depend on non-audit work for anything from 25% to 70% of their income. Indeed, auditing has become of secondary concern to many.

Herein, according to some critics, lies the rub. Audit firms, they say, have taken their eyes off the ball. In falling for the Eighties fad of the service conglomerate, they turned auditing into a loss-leader. Hardly surprising, if this is true, that its quality has deteriorated.

But if quality is a problem, diversification may not be the only reason. Says the financial manager of a major JSE-listed industrial group: "There has been a steady deterioration in the quality of audit work, driven by a number of issues: lack of competent staff, the drive towards systematisation, the higher cost of staff, the need to control overheads and the move towards central processing.

"The result is that auditors often don't get into the mechanics of the business. They don't get into what is happening on the ground. In our case, for example, they were not even auditing our branches until we insisted they do so."

The profession displays its lack of contact with clients, this financial manager maintains, by its approach to inflation accounting, which was outlined in a 1989 exposure draft, ED77, of the SA Institute of Chartered Accountants (Saica.) "It is totally impractical," he says. "It indicated that the profession has no touch with the commercial reality of how things work in business."



Ernst & Young's Wixley

Nor, surely, can impartiality and independence, those keystones of successful auditing, survive when the score keeper is also on the field trying to score goals. There's a suggestion that the auditor's independence will suffer if he is anxious to win consultancy business from the client.

Auditing firms reject this. "The auditor who is fully fee-dependent on attest (certification or audit) work for his clients must, as a matter of logic, be more open to subtle client blackmail regarding that attest function than the one who derives income from other legitimate services," says Arthur Anderson senior tax partner Pierre du Toit.

"It is exactly because the larger firms have become less dependent on attest work that they may be just that little less tempted to hang on to a given attest client at all costs, including that of turning the semi-blind eye.

"Furthermore, to suggest that chartered accountants should choose between alternative careers — either attest-auditing alone or consultancy alone — will also be a disaster. If the best of the accounting profession were to remain in attest-auditing it would rob the country of their expertise to consult. If they consulted exclusively it would leave auditing in the hands of the second or third team."

As he sees it, there is only one kind of service which could compromise the auditor's independence, and that is where he participates in the management of the client.

A great deal of the criticism on this score is in the realm of potential rather than actual abuse. "There are few, if any, substantiated cases where audit failures have resulted from such conflicts of interest," argues Ernst & Young deputy chairman Tom Wixley. "And the growth in non-audit services shows that there is a real need for them.

"Of greater significance is the fact that auditors depend for their appointment and their remuneration on a company's directors. Unscrupulous directors can and sometimes do use their position in an attempt to influence auditors' decisions.

"But ethical problems of this kind will always exist. Alternatives such as compulsory rotation of auditors and appointment of auditors by some statutory body are alien to a free-market philosophy and have not worked well where they've been tried."

In Italy, for example, auditors cannot provide consulting services to their clients, and rotation of certain audits is mandatory. But Wixley says there is no evidence that this approach has brought real benefits.

Some high-profile audit failures abroad have supported the belief that standards are declining generally, and this rubs off on local firms. Big court actions have resulted in huge damages awards overseas. Locally there are only a handful of major claims pending and they are being hotly contested.

"There is a perception that standards are declining," agrees Segal. "In reality, the goal posts are moving. More is being expected from auditors. Standards are actually im-



Cooper Theron Du Toit's Cottrell

continue

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proving but they are being measured against tougher objectives."

Segal concedes, however, that there has been unrealistic fee-cutting in the US because of intensified competition. This is also beginning to happen in SA.

The increasingly litigious nature of the auditing marketplace in the US, and to a lesser extent in SA, also has a negative impact on the quality of people being attracted to the profession. "If you have to put your personal assets at risk as a partner, you may not attract the best quality people into the profession — with unfortunate long-term implications," says Segal.

Auditors would like to see limited liability being introduced into the profession, as applies to limited companies, but so far the idea has not had a good official response. In the US, Price Waterhouse is facing a suit arising out of the $800m insolvency of a Savings & Loan institution. Damages of $2,5m are claimed — though Price Waterhouse strongly denies liability.

Though the scale of the threat in SA is much less, it is growing. Professional indemnity cover is difficult, limited and costly to obtain.

To its credit, the profession is not sitting idly by. Though its image in SA is nowhere near as battered as it has apparently become overseas, 18 months ago Saica issued a circular on maintenance of standards. Its principal objective was to ensure that disciplinary action is taken against members who fail to comply with auditing standards.

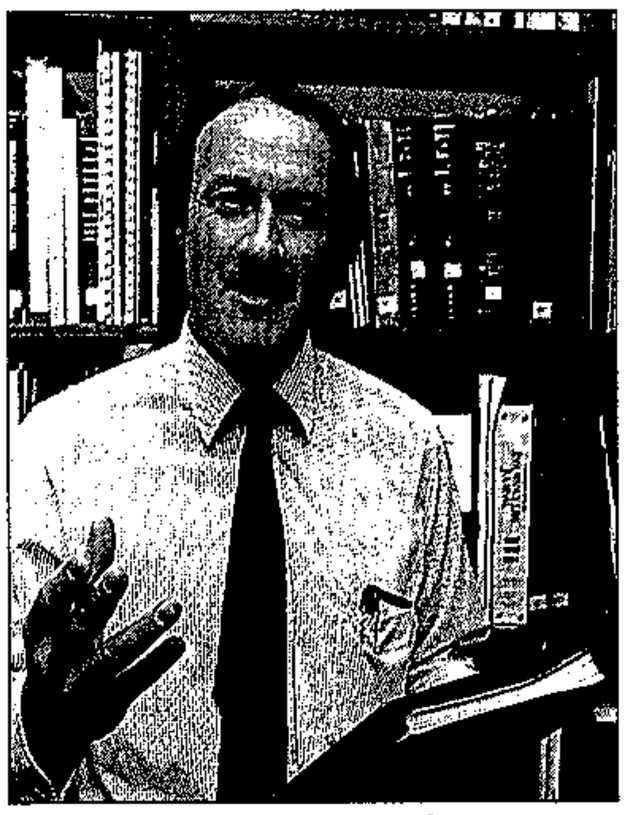
"There is no doubt that bad work occurs," says Rick Cottrell, joint managing partner of Coopers Theron Du Toit and chairman of the Saica Maintenance of Standards Committee. "Many people accuse us of it — the first question after any collapse concerns the auditors." Moreover, he warns, the incidence of civil actions against auditing firms in SA is on the increase. On the other hand, he maintains that the problem of bad standards is not yet widespread.

More recently, spurred by the absence of complaints (only four or five since the circular was issued), Saica has initiated an attempt to encourage more complainants to come forward. "Publicity is our main weapon," says Cottrell. "We would like to publicise successful disciplinary hearings as a deterrent to potential offenders and an encouragement to complainants."

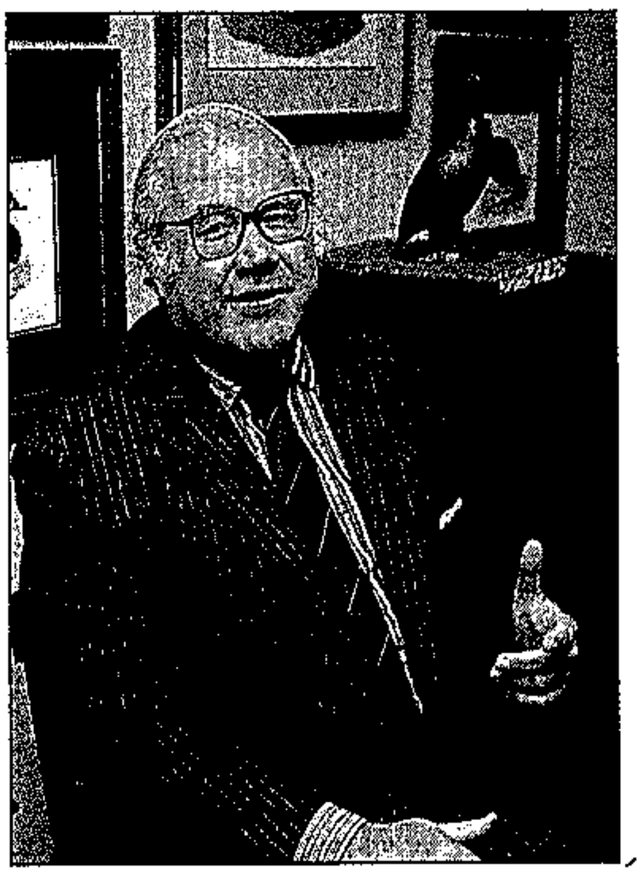
Though Saica can do nothing to recover damages from a recalcitrant member, the Public Accountants and Auditors Board can enforce stringent sanctions, ranging from a caution or reprimand to a R10 000 fine and cancellation of an accountant's registration, which would prevent him from practising. In the past year, two have suffered that fate.

The difficulty, says Cottrell, "is that people don't come forward and if they do they are not willing to give up the time to help us. We hope to identify complaints, to encourage people to come forward and to dispel the perception that the profession is not willing to act against transgressors."

Many feel the merger mania that has beset the profession in the last three years will help to arrest the decline in standards. This has essentially been driven internationally (and then replicated locally) but there have been examples of local mergers.



Kessel Feinstein's Segal



Deloitte Pim Goldby's Brayshaw

Why has size become important? Here and abroad, a major advantage of scale is the rising cost of infrastructure, particularly technological. "In the not-too-distant future every audit clerk will have a laptop computer for his own use," says Deloitte Pim Goldby managing partner Colin Brayshaw. "The investment in technology, which is used in all aspects of our work, has become very substantial. Small firms can't finance that scale of capital expenditure."

A peculiarly South African reason for such mergers, Brayshaw notes, is the shortage of skills. Mergers allow better deployment of existing talent pools and are seen to be essential to provide a base load sufficient to justify the employment of ever more narrowly focused specialists.

"An audit firm used to employ a tax expert," endorses Cottrell. "Now we employ a VAT specialist, or a Site specialist."

Most big SA mergers (Deloitte/Pim Goldby, Ernst & Whinney/Arthur Young and Aiken & Carter/Peat Marwick & Mitchell) were local replications of international tie-ups. Deloitte Pim Goldby is now part of DRT International, which combined Deloittes, Touche Ross (to which Pim Goldby was linked) and Tohmatsu of Japan.

The biggest, however, was between the international firm of Coopers & Lybrand and the local firm of Theron Du Toit (itself a recent combining of Theron Van der Poel and Brink Roos Du Toit). The annual fee income of the combined firm is about R175m. "It has far exceeded my wildest dreams," says Cottrell. "The advantages of scale are undoubted." Coopers tends to form different links in each country.

The two firms complemented each other perfectly in terms of their regional strengths and the combining of Afrikaans and English cultures. The Afrikaans firm brought to the party a reservoir of talent which helped offset the steady migration abroad of English-speaking CAs.

The merger process puts small- and medium-sized firms at a serious competitive disadvantage. Many of them are not big enough to develop their own data processing systems, and may battle to maintain their standards without overseas contacts.

There's a fear that their skills will degrade more quickly than those within the majors. Many people believe the only future for these firms is to occupy specialised niches.

Internationally, while big is beautiful, too big may be a little less gorgeous. Price Waterhouse, for example, has taken a conscious decision *not* to go the merger route. "We have our own unique culture and worldwide organisation which ensures that we are a quality firm and can combine complete independence as auditors with a range of professional services," says Price Waterhouse senior partner Paddy Cunningham.

Clearly, though, sheer size *has* become important for the survival of auditing firms. Without it, they will be forced to become niche players. With it they can afford the technology and specialised staff to provide the array of services clients now demand. ■

ADDING UP

The shape of SA's 10 biggest auditing firms

Firm	No of partners and directors in SA	% non-audit revenue
Coopers Theron du Toit	232	60-70
Deloitte Pim Goldby	215	30-40
KPMG Aiken & Peat	178	24
Ernst & Young	163	30-40
Wiehahn Meyernel	90	40
Price Waterhouse*	82	35
Fisher Hoffman Stride	80	40-45
Kessel Feinstein	75	57
BDO Spencer Steward	50	26
Arthur Andersen†	39	72

* Total size of the firm, including about 20 operating outside SA borders, is 102 partners and directors. † Size not well reflected by number of partners.

Ad firms must sell themselves

MALCOLM FOTHERGILL

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MARKET Research Africa is planning a study into how advertising agencies are perceived by decision-makers.

The study will begin in the middle of this year and is due to be completed before the end of the year.

MRA previously ran studies into how ad agencies are perceived in 1984/5 and 1988.

Its sample this time round will again be 300 decision-makers who are responsible wholly, or in part, for appointing ad agencies. They will be drawn from the top 400 advertisers as shown by MRA's 1990 Adindex.

The study will compare the image of individual agencies against each other across a battery of some 40 attributes including "creative", "conservative" and "disorganised".

The previous surveys showed an interesting correlation between agencies that failed to shine and agencies that closed their doors soon after.

For instance, among the agencies with lack-lustre images in 1988 were Jonsson's Advertising, Collet Dickenson Pearce & Partners and Fletcher Shelton Co-ordination, all of which subsequently bit the dust. Star 30/3/91

Among those well-placed for growth in 1988 were Ogilvy & Mather, Bernstein Loxton and D'Arcys.

The study, says MRA's Clive Corder, will give insights into why clients choose and change their agencies and also provide agency subscribers with the information they need for their strategic planning.

Bill will tighten business ethics, say accountants

BDay 2/4/91

BRENT VON MELVILLE

THE Public Accountants and Auditors Bill, tabled in Parliament on Thursday by Finance Minister Barend du Plessis, is a significant step towards tightening up business principles in SA, accountants say.

Of several chartered accountants polled yesterday, all agreed the Bill would enable stricter control over the profession and inject it more into the roll of "watchdog" over SA ethics business practice.

Association of Black Accountants of Southern Africa (Abasa) executive director Mashudo Ramano said yesterday: "The Bill will address the issue of the deteriorating — and in some ways, the abysmal state of — business ethics in SA in the wake of many scandals that have rocked the SA business community." (286) (248)

One of the most significant proposals of the Bill, which replaces the original Public Accountants' and Auditor's Act of 1951, is the power of the Public Accountant's and Auditors' Board (PAAB) to "take control or appoint a person to take control of the practice of any accountant and auditor in circumstances which the board deems to be in the public interest".

Ramano said it would be difficult to enforce the provision. It was difficult to see how practicable it would be for the board to take over control of accounting or auditing firms.

"In addition, the phrase 'the public interest' is too vague as to leave the whole exercise open to the very corruption that it is intended to address." he said.

Another important proposal of the Bill is that the procedures on reporting of material irregularities be expanded, allowing the board to disclose information to various government officials, creditors, the JSE and shareholders.

Accountants seek public co-operation

Star 9/4/91

(286)

By Ann Crotty

At a time when cynicism seems to be the order of the day in the financial community, the call by the Institute of Chartered Accountants (SAICA) for the public to support its efforts to ensure that standards are being protected, comes like a breath of fresh air.

Some time ago Saica issued a circular on the maintenace of standards. This has been followed up recently by a call to the public to come forward to lodge complaints if it feels that standards are not being maintained.

Feeling at the institute is that members of the public may not be coming forward because they assume that they do not have sufficient evidence to make a case or, they are unwilling to get involved in a lengthy investigation.

Saica ensures that the identity of the complainant can be kept confidential if required and also that the complainant need have no further involvement in the investigation of the case.

If the executive director of Saica is satisfied that there is a prima facie case he will instigate an enquiry with a view to obtaining evidence for submitted to the Investigation Committee.

According to the recent announcement: "It is an important ingredient of the plan that there should be a dialogue between the complainant and the executive director so that the position of each side is clearly understood."

The institute will have to make sure that there is sufficient evidence to support the complaint and that the complainant is not acting frivolously or maliciously.

"Furthermore, it must be satisfied that the complaint relates to substandard work and not to valid differences of opinion regarding the interpretation of accounting standards or policies."

Blacks out to corner their funeral market

Blow 18/4/91 286

THEO RAWANA

BLACK undertakers yesterday indicated they intended to capture a major share of the R270m-a-year black funeral market.

The move followed an announcement by the Home Affairs Department which now allows National Funeral Undertakers Association (Nafua) members to apply to be appointed registrars of deaths.

The Nafua executive told members at a meeting in Johannesburg yesterday that this was one step the black undertaker had taken towards getting a big part of the funeral market in black areas.

"Nafua's major objective is to uplift the black undertaker to a level where he can compete with other races in the business world. The new climate in SA opens doors that were previously closed to the black man, and it is for us to look up every avenue where we can be of direct use to our people," Nafua spokesman Lucky Tlholoe said.

Nafua had obtained permission to serve as registrars to save bereaved families delays in getting documents required for burials.

"We aim to maintain the highest standards in the burial industry, with health regulations strictly observed. To this end members are to have the best funeral parlour equipment on the market."

To help black undertakers compete with other race groups in the labour arena, members were advised to introduce insurance schemes or provident funds for employees.

GRAVE STRUGGLE FOR BLACK BURIAL RIGHTS

Murder accused sent for testing

By MARTIN NTSOELENGOE

A MAN who allegedly butchered his wife when she arrived home from a prayer service, was this week sent to Sterkfontein Mental Hospital for observation.

J Jeffries, defence counsel for Joseph Sikwane, 42, of Zola, Soweto, argued that Sikwane was mentally unstable.

Sikwane was still behaving as he did when the trial was postponed last month. He could not explain certain matters.

"When questioned, his answers are still erratic as before," said Jeffries.

Opposing the postponement, the prosecutor said Sikwane knew what he was doing and sending him to a mental institution was not going to help the situation. Mental hospital authorities could only give evidence in mitigation.

The judge ordered that the case be postponed to May 26 and Sikwane be sent to Sterkfontein for mental observation.

Sikwane pleaded not guilty to murder with aggravating circumstances and bail was fixed at R500.



Grave matter ... Dr Nthato Motlano and Sam Moufhe are at the centre of a countrywide row between white and black undertakers for their call to have "black people buried only by blacks".

Court told of love triangle, assault

By DAN DHLAMINI

A LOVE triangle story involving a schoolteacher, his wife and her married lover unfolded in the Potchefstroom Magistrate's Court this week.

Appearing before magistrate Pieter Myburgh on a charge of assault with intent to do grievous bodily harm, was Keagile schoolteacher David Louw, 32.

Louw's appearance follows an incident on the night of March 6, when he allegedly repeatedly stabbed Tshepong hospital nursing sister Selinah Maumakwa, whose husband is alleged to have had an affair with Louw's wife.

Louw was himself allegedly beaten up by members of the Zionist Christian Church, which holds a nightly service next door to the Maumakwa's home.

Maumakwa told the court that Louw came to her home, saying he was Dala, her husband's colleague. She said she knew it was not Dala's voice and refused to open the door.

Louw, however, came to the house again later that night.

When the outside light went off, she discovered that the power supply had been switched off at the main switch outside.

Maumakwa said she saw Louw trying to remove putty from the window panes with a knife. She then opened the front door and tried to run away to get help, but Louw caught her after tripping her as she reached the gate.

He stabbed her repeatedly before the ZCC members came to her rescue, she said.

Defence lawyer J Ellis put it to Maumakwa that Louw would deny that he had assaulted her.

Ellis also put it to her that Louw would testify that she opened the door for him and went outside to call her husband – and after a short delay, he heard Maumakwa scream from outside.

The case was adjourned to May 6.

Call for 'blacks to bury blacks' a threat to jobs

By DERRICK LUTHAYI

WHITE and black funeral undertakers are locked in a fierce tussle for the profits which come from burying black people.

White undertakers countrywide have threatened to dismiss hundreds of black staff members if the National Association of Co-operative Societies of South Africa (Nacssa) succeeds in its attempt to only allow black undertakers to bury blacks.

The dismissals threat was made by the National Funeral Directors Association of Southern Africa (NFDA) following a call by Nacssa for "blacks to be buried by blacks and the resulting profits to be kept in the townships".

Writing in the official NFDA journal, *Forum*, Cape Town-based president Dr Chris Molyneux said if Nacssa's call succeeded members of the NFDA would be "forced by economic necessity to lay off hundreds of black staff members".

Naccsa was established last year by the Centre for Black Economic Development (CBED), which is headed by Dr Nthato Motlana, to mobilise black money from burial societies, *mohodisano* clubs and savings clubs – all of which have become a feature of township economic life.

Dr Molyneux described the Nacssa call as a "form of blatant racism and an obstruction of free enterprise".

"The racist call by Nacssa that black funerals should only be conducted by black funeral directors is cause for concern when considering the possible scenario for a new South Africa."

Nacssa chief executive Sam Moufhe, who made the call two months ago, this week said NFDA's threat to retrench black workers was "suprising, because when blacks wanted to do something for themselves economically they find themselves threatened".

"What do they really want us to do? Do they want us to remain small business operators for ever. Is this their idea of getting the economy back on its feet?

"We are not a racist organisation and to prove that we do not work only with black organisations, Nacssa's insurance policy has been underwritten by a white company.

"We are a non-profit making organisation established to promote and facilitate the economic development of blacks."

cover is no more expensive than doing business with, say, Western Europe."

PARADISE FOR FISHERMEN: A big catch at Benguerra resort

Accountants get in on ground floor

• ST Times (Bus Times)

5/5/91

ACCOUNTING firm KPMG Aiken & Peat has scored a coup in Mozambique — of a financial kind.

It has won an assignment to provide specialist financial management and banking consulting services for the next two years to all three commercial banks in the country, as well as to the central bank. KPMG Aiken & Peat Mozambique was established less than a year ago.

The accounting firm has mopped up a large slice of the investment consultancy market. About 80% of the firm's new client inquiries originate from SA.

KPMG Aiken & Peat managing partner Paul de Sousa says: "The number of heavyweight SA corporations turning up at our offices is increasing. Many are relative newcomers to foreign investment."

The recent spate of interest in investment in Mozambique derives from the government's privatisation drive, says Mr de Sousa.

The Mozambique Government recently introduced an investment code which offers foreign investors tax holidays, freedom to remit dividends, guaranteed repatriation of capital and other incentives. They include the SNAAD programme which allows virtually unlimited access to foreign currency for certain classes of investments.

"Evidence of increasing visible and invisible trade with SA is that the Bank of Mozambique limits the dollars which its foreign-currency account holders can cash each month. But it places no limit on the amount of rands that can be cashed."

Nacssa makes history with burial payment

Sowetan 23/5/91 (286)

By JOSHUA RABOROKO

THE National Cooperatives Societies of South Africa (Nacssa), representing hundreds of burial, mohodisano and women's clubs, made history when it became involved in "a silent economic revolution."

The one-year-old association has paid its first huge benefit premium of R4 000 to the family of its Welkom chairman, Mrs Agnes Tshegare (40) who died of cardiac failure last week. Her children will receive R180 a month for the next 12 months as part of the benefit.

In making the presentation to the family at a ceremony held in Johannesburg, the Nacssa chairman, Dr Nthato Motlana, paid tribute to the bereaved family and said her contribution to the societies would not be easily forgotten.

"You have remained a firing piston of Nacssa," he said.

However, he added: "Your death came at a time when a battle over bodies has broken out between the association and the National Funeral Directors' Association following a call that blacks be buried by blacks and the resulting profits be kept in the townships."

He said Nacssa, which intended to build funeral parlours, had received death threats from "white funeral undertakers" for urging the move because it would force them to lay-off hundreds of their black staff members.

As chairman of the Orange Free State branch of Nacssa, Tshegare, had proved that the organisation was not "sexist" and he believed that women had an important role to play in black economic empowerment.



Dr Nthato Motlana

LIVE CHICKENS

R100 000 boost for accountants

THE Association of Black Accountants of South Africa received a shot in the arm on Tuesday with a Southern Foundation cheque for R100 000.

The cheque, presented by foundation director Dr Nthato Motlana, was accepted on behalf of Abasa by Mr Mashudu Ramano, its founder and executive director. Sowetan 24/5/91

Ramano said the money would be used for the organisation's community support programme.

"This money would help us to inculcate a culture of efficiency and accountability with our community. Abasa has had little exposure and now we want to reach out and be more visible," he said.

By ALI MPHAKI

Abasa's community support programme is designed to: (286)

* Help organisations establish or improve their accounting and financial management systems;
* Establish close working relations with grassroots community organisations; and (1/98)
* Increase the level of awareness of the accounting profession's importance in the community.

Abasa was founded by a small group of black accountants in 1985 to facilitate the entry of blacks into the accounting profession.

New team out to help ad firms curb soaring costs

CONFIDENT that the hard times in the economy will push business their way are three ad-industry veterans who have formed a company called The Advertising Production Cost Consultants.

Spokesman Mike Attwell says cost consultants emerged in the United States and Europe as a result of increasing costs and recession, and have been operating successfully for nearly 15 years.

"Our consultancy has been formed with the specific objective of helping advertisers maximise production costs," he says.

"The costs of producing advertising have increased three-fold during the past five years and by acting independently and impartially, we are able to make a meaningful contribution towards controlling marketers' production rands."

Attwell is adamant the consultancy will not interfere with the relationships between ad agencies and their clients.

"We will in no way undermine the agency's resources, or encroach on the creative, commission or supervision cost areas of their business.

"Instead, we will act as cost consultants on all aspects of broadcast and print communications.

Attwell says that despite initial reservations overseas, ad agencies soon found consultants played an unthreatening role.

He quotes Jerry Della Femina as saying: "Cost consultants have a calming effect on clients — like valium."

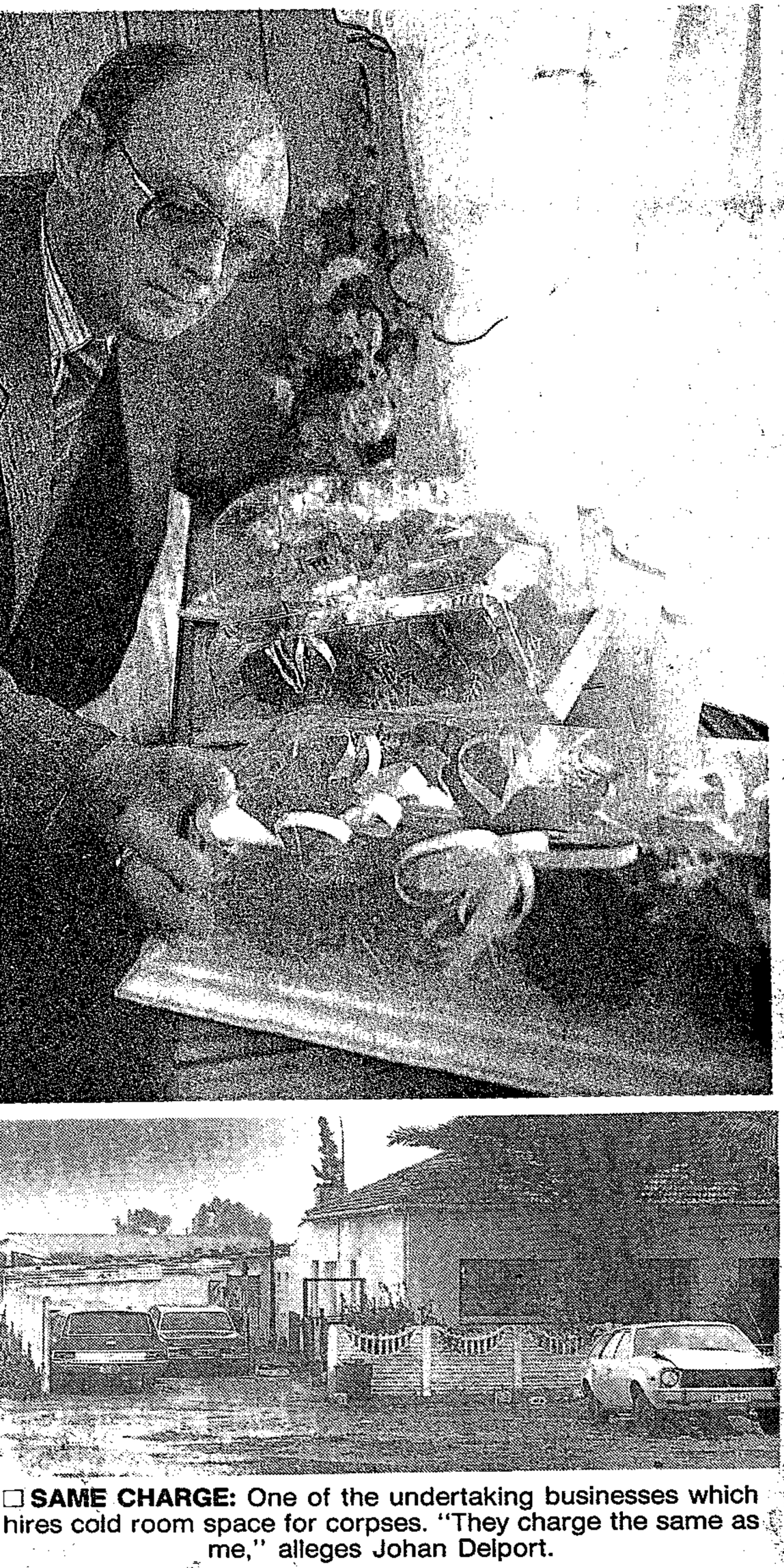
In South Africa, says Attwell, above-the-line adspend in 1990 topped R1,68 billion. Of that, some R150 million was spent on production.

Adds TV production expert Hein Hoogeboom: "Over the past five years, a top director's daily fee has gone from R1 700 to R4 000, video editing charges have risen from R980 to at least R2 200 an hour and 35 mm stock roll from R200 to R750.

"A black radio jingle (original composition) with one solo vocalist and one backing vocalist in eight languages would cost an advertiser R35 000 to produce today."

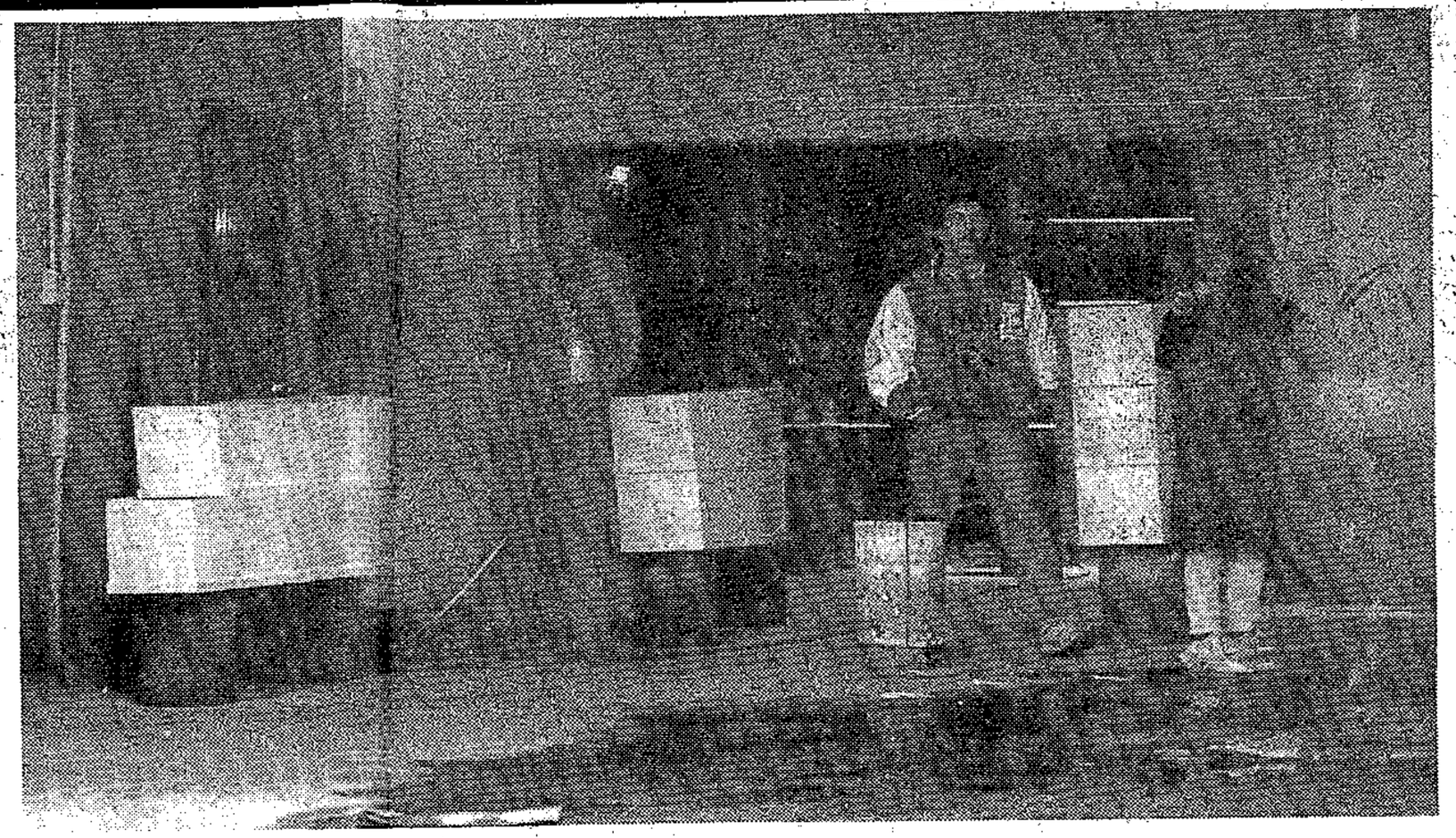
And, says Jock Dippenaar, the third member of the consultancy, rocketing costs are not confined to the electronic media. "Print repro costs have at least doubled over the past three years. This is mainly attributable to the large increase in the cost of raw material, which is mostly imported."

For more details, telephone The Advertising Production Cost Consultants at (011) 788-3785. The fax number is (011) 447-3326.



☐ **RESPECT . . .** "My main object is dignity and respect" says Johan Delport, pictured on the left.

☐ **LEGAL:** Cold room, right, with hire facilities on the left, and coffins as part of the deal being built alongside. It's a situation Johan Delport deplores, but the National Funeral Directors' Association says this is part of the Third World situation in the industry which isn't breaking the law.



☐ **CHEAPER:** "I can offer a funeral at R1 000 or more, less than competitors and still make a fair profit", Johan Delport insists.



Pictures: **HANNES THIART**
Weekend Argus

☐ **SAME CHARGE:** One of the undertaking businesses which hires cold room space for corpses. "They charge the same as me," alleges Johan Delport.

Funeral industry 'rotten'

(286) Argus 1/6/91

PAROW undertaker Johan Delport is intent on lifting the lid on what he reckons is rotten in South Africa's multi-million rand funeral industry.

His crusade against stacking corpses in gruesome, charnel house conditions and his allegations of overpricing have earned him some enemies among undertakers since he gave up the bakery and furniture business and shifted his hard-sell style to undertaking last year.

"People come first," he says. "I'm looking after the bereaved as well. My main object is dignity and respect."

Chain-smoking, flicking ash into the skull-shaped ashtray on his spotless desk, he said only a handful of Cape Town funeral directors had corpse storage facilities.

There was nothing to prevent undertakers setting up in business if they could produce a certificate from a business with a cold room which was willing to rent them space.

"They just have an office. They get a package deal with the firms with cold rooms, who also manufacture coffins. If a small business buys a coffin and rents a hearse from the business with the cold room they get free storage. Particularly at the end of the week those cold rooms are crammed with bodies lying on the floor and piled on top of each other."

JANIS FRASER
Weekend Argus Reporter

In the past year Mr Delport has managed to take pictures of bodies stored in this way at what he calls "backyard funeral directors". At the same time he's earned the ire of those who accuse him of touting for business at mortuaries and hospitals.

At his Voortrekker Road premises in Parow he's proud to show people around. "Nothing to hide here, everything complies with the regulations" he says.

The panelling of the front reception and his office he did himself. "They quoted R28 00, I did it for R2 500."

The displays of plastic wreaths shine through their dustcovers, there are frilled net curtains, stained-glass bordered windows, plush-covered modular chairs and tea and coffee on tap.

There's a window revealing the "chapel", where the deceased may be displayed in an upmarket hired coffin if money won't run to actually buying it. (The body can be moved to a simple chip-board box later).

'CHARNEL HOUSE' SET-UP SLATED

There's the coffin room, where you can choose funeral package from as little at R950 up to R2 500 — including hearse, flowers and even "the plot". Others at top end of the market are asking up to double that for similar service he alleges. At the bottom end they're charging prices similar to his without any of the facilities.

The preparation room, where corpses are laid out, is alonside his special pride, a refrigerated storage unit where corpses are kept in separate compartments. No stacking there.

"And I would never hire out space to other businesses," he insists, specs, gold rings and gold shirt collar protectors flashing.

His drainage is in order, he adds. The water from the preparation room goes straight into the sewerage system — he points out the pristine outlets and drains. Outside there's the yard where the hearses are unloaded and washed, away from the public eye.

"That's unlike one firm right in the centre of Cape Town that parks hearses and unloads bodies in street. "They're not complying with the government regulations. Before I could have this place here I had to have 17 parking bays for the public as well.

Mr Delport said although his premises complied with the laid-down rulings of the National Funeral Directors' Association, he did not wish to become a member of that association. "Then I would be muzzled. I couldn't speak out about things like this."

The president of the National Funeral Directors' Association Dr Chris Molyneux, who in his business capacity is a director of the HT group, of which funeral directors Goodall and Williams is a branch, said South Africa's first and third world situation was the crux of the matter.

He said no one, including the businesses which offered space for hire and stacked bodies in their cold rooms, was denying that this took place.

To control fly-by-night undertakers the association drew up strict regulations in conjuction with the department of health, which were promulgated in 1984.

The department delegated control of undertaking businesses to local authorities who were unwilling in the main to "hammer" smaller, unsophisticated businesses, which where fulfilling a need at the lower end of the market.

However, at the top of the market, large companies spent considerable amounts of money to bring their premises into line. It was a source of concern, he said, that the legislation was not being strictly enforced, as in the case of the Cape Town company cited by Mr Delport which off-loads in the street and carries bodies across the pavement in view of the public.

Dr Molyneux said a recent survey had shown that there were 53 individual funeral directors in the greater Cape Town area. "You only need a licence if you are storing bodies. If not it's just an office situation."

Burial societies: A case of adapt or die

Sowetan 6/6/91

(286)

THE burial society movement is set to make its mark on the economic growth of South Africa.

But this depends on whether burial societies succeed in changing from a chain of old-fashioned savings clubs to a modern, powerful industry with the potential for black economic growth.

The movement has been playing an active and important role in the black community for about 130 years now, a role which is set to continue beyond the 1990s.

Dr Nthato Motlana, chairman of the Centre for Black Economic Development, aptly puts it: "The savings made by these societies are equal to one major South African bank.



Power

"Imagine if each black person - there are about 25 million of them - is to save R1 a month in a financial institution. How much money will we have at the end of the year?

"We need to develop

burial societies into a powerful investment force and establish businesses that will create jobs.''

It is impossible to explore the origins of burial societies without making reference to the constitution of this country.

It is, however, an axiom that blacks, who are in the majority in South Africa, have no economic power, let alone political rights.

Labour

The effect of this system has also seen the creation of ''bantustans'' which became reservoirs of cheap labour, which in turn benefitted white industry.

This has been the bane of the South African economy, especially with the development of the mining industry.

It was out of this sorry situation - poor wages and lack of economic strength - that blacks got together and began the ''societies'': *Makgotla* in township parlance.

This meant that saving collectively yielded better earnings at the end of the day. Societies became proof of the proverb that two heads are better than one.

Blacks regard funerals as an integral part of their culture and with the advent of industrialisation burying one's kin costs money.

Burial societies therefore became the obvious first choice and today have the potential of becoming a multi-million rand industry in black townships.

By JOSHUA RABOROKO

This situation is being exploited by non-blacks - those not classified African in the colour sense.

Of the estimated 800 funerals taking place in Soweto every month, about 700 are conducted by outsiders, thereby sucking the black rand into Indian and white hands.

Mr Sam Muofhe, executive director of the National Association of Co-operative Societies of South Africa, established by CBED, says his organisation has set out to mobilise 100 000 burial societies in South Africa to keep an estimated R270 million they generate each year.

''This money must be kept in black hands,'' he says.

Muofhe explains: ''Burial societies are clubs in which members meet monthly to deposit a sum of money to cover funeral costs in the event of death in a family.

''The more than 650 burial societies in the PWV deposit more than R400 000 with banks every month.

''This means that the money is scattered all over the place. It can be translated into a turnover of between R5,8 million and R6,9 million on an average of R800 a funeral.''

The benefit which these people receive from such saving plays an important role for families that live below the poverty line.

Burial societies, which can be also called mutual savings, operate like rotating credit unions and are also commonly called ''stokvels''.

Finance

Apart from providing finance for funerals, the money also comes in handy during difficult times for the family.

Muofhe said it was now opportune for burial societies to re-evaluate their role in the black community.

He said the relaxation of apartheid laws and the growth of the economy obviously had led to a rapid increase in black incomes.

''This in turn has resulted in a significant rise in burial societies and stokvels.''

Nacssa has signed on burial societies in the Transvaal and Free State and has been conducting workshops and seminars among members to educate them about their economic potential.

''The intention is to enable people to establish their own funeral parlours, coffin-making factories, catering companies and farms where livestock will be reared.

''The burial society industry is for blacks and all related industries must be owned by blacks,'' says Muofhe.

He argues that the future poses tremendous challenges as Naccsa has to contend with white undertaking businesses.

Already, he says, hundreds of black workers stand to lose jobs if Nacssa succeeds in its attempts to make a complete takeover of the industry.

''We are not a racist organisation and to prove that we do not work only with black organisations. Nacssa's insurance policy has been underwritten by a white company.

''Burial societies must adapt or die,'' he said.

Women's organisations, like the Ikageng Women's Club, usually have a burial scheme for members.

(986) Sowetan 6/6/91

Merger puts a new star in the accounting firmament

Bloan 19/6/91 286

PRICE Waterhouse and Wiehahn Meyernel are merging their SA operations with effect from July 1, to form one of SA's largest accounting firms.

The merged auditing, accounting and business advisory firm, to be called Price Waterhouse Meyernel, will have 152 partners included in its total staff of over 1 500.

The announcement follows a spate of mergers among accounting firms in SA over the past two years.

Price Waterhouse Meyernel will have 33 offices throughout SA.

Partners

Its major clients will include "leading players" in nearly all sectors of the country's economy.

Paddy Cunningham of Price Waterhouse will be senior partner, and deputy senior partner will be Frik de Beer of Wiehahn Meyernel.

The responsibility for the operational efficiency and profitability of the firm will rest on the shoulders of joint managing partners David Cattell of Price Waterhouse and Izak de Villiers of Wiehahn Meyernel.

MARCIA KLEIN

Cunningham says although Price Waterhouse is a large, integrated global organisation, it recognises "the importance of having strong national firms in all strategically important countries and regions of the world".

He says SA is particularly significant in the context of Africa, and it is vital "to have a strong and versatile firm — one fully representative of all the peoples of the future SA".

Price Waterhouse has offices in Zimbabwe, Zambia, Malawi, Swaziland, Namibia, Botswana and other countries in Africa.

The new firm will service the public and private sectors as well as established and emerging businesses.

It will also be able to offer its services "to companies wishing to initiate or extend dealings with the rest of Africa and the world at large", Cunningham says.

Management consulting and training company P-E Corporate Services, which has been part of Price Waterhouse for the past five years, also forms part of the merger.

Undertakers 'rip off the grieving'

Sowetan 11/7/91 (286)

By SELLO MOTLHABAKWE

MANY black funeral undertakers generally worsen matters for grieving families by charging them huge fees and allegedly delivering poor services, according to a *Sowetan* investgation.

Mr Japhta Mulaudzi, whose sister Legina died recently at Baragwanath hospital, this week told of his frustration at having to bury her.

Mulaudzi alleged that his sister's body was spirited away by a Jabulani, Soweto, undertaker from the hospital mortuary without the family's knowledge.

Different

He said: "The undertaker insisted that I pay him R350 before he could release my sister's body to an undertaker I preferred.

"In the end I was forced to deal with him as I was becoming despondent," he said.

Mr Sifiso Shezi, owner of the funeral parlour, said the charges of black undertakers were different from those of Indian-owned parlours.

Are you happy with the service provided by township undertakers?

Telephone Radio Metro DJ Tim Modise and share your opinion with the nation today between 4.30 and 5pm.

Listen to the *Sowetan*/Radio Metro Talkback show on mediumwave 576 KhZ.

"The price is the same any black undertaker would have asked to release a body from his premises," Shezi said.

He admitted he had not been called by the Mulaudzi family.

He said he discovered the body of Miss Mulaudzi at Baragwanath Hospital "by mistake."

"I approached the family and told them of my fees. Their mother agreed to my services," he said.

The Ntoi family in Mamelodi, Pretoria, had a similar experience when their father, Mr Geraldson Ntoi, died.

His eldest son, Frans, said he struggled for

● To Page 2

Families ripped off - claim

From Page 1

two weeks to have his father's body released by the local undertaker, a Mr Piet Phetla.

Release was finally arranged when local comrades intervened.

"The undertaker put us through all this after we had paid him R600 for two days' storage," he said.

Phetla denied that he had overcharged the family and that he had refused to hand the body to a Laudium-based undertaker the family contracted.

A Tembisa widow, who declined to be named, said she paid R385 to Somdaka Funerals for a day's storage of her husband's corpse.

Somdaka denied he overcharged clients, saying: "The charge was normal. Besides, it was not only for storage but also for handling and removal."

MEDIA SPOT

It pays to advertise — in bad times, too

286

B\Bay 9/7/91

Reports by
MARCIA KLEIN

ADVERTISING in bad times makes a lot of business sense, say major US advertisers and marketers.

Reader's Digest's latest Research Digest has published the findings of a Canadian Advertising Research Foundation conference in which major US advertisers and marketers said that when markets were shrinking, company growth could come only from greater market share.

McLaren: Lintas president and CEO Anthony Miller said in the report that senior client executives were asked to comment on an observation that firms that maintained or increased advertising during the 1981-82 recession averaged 275% sales growth over five years. He said 9% of clients agreed with the statement, while 77% "thought it was a joke".

Miller said this indicated that the communications business had failed to convince business generally of the effectiveness of advertising in good *and* bad times, and there was evidence that "strategically consistent, appealing advertising adds to long-term sales, builds market share, and increases investment".

The Strategic Planning Institute in Cambridge, Massachusetts, showed in a recent study that companies that spent more on advertising than their competitors received a 32% return on investment, while companies that spent less achieved an average return of 17%.

As advertising levels increased, brand awareness rose, leading to greater market share levels. The research also showed a relationship between advertising expenditure and perceived product quality.

Miller said although some consumers delayed spending during a recession, they still paid attention to advertising, which led to pent-up demand being released in the boom which usually followed a recession.

Of the 30 top brands in the US, 27 were more than 50 years old, and all of them had advertised through good and bad times.

McGraw-Hill's Laboratory of Advertising Performance study showed that companies that cut their advertising during the 1974-75 recession and then restored it to normal levels achieved an average sales increase in the next five years of 79%. Those that maintained their advertising throughout achieved sales increases of 132%.

The same study over the 1981-82 recession showed firms that maintained or increased their advertising averaged 275% sales growth over five years, while those that cut their advertising showed only a 19% increase.

☐ Roger Blackwell, marketing educator of the year, told a conference last week that advertising in a recession could be very effective. Consumers were willing to change brands, buy at a sale, or try out no-name brands.

61797



Alexandra Civic Organisation official Ben Dhlomo. Picture: CATHERINE ROSS

A 'lawyer' with local standing

BEN Dhlomo has no legal background. Yet his standing in Alexandra township — he is an official of the Alexandra Civic Organisation (ACO) — has landed him a leading role in the "community court" being set up.

Dhlomo hopes to be equipped for his task by training offered by the Community Dispute Resolution Resource Committee (CDRRC), a committee formed by the Wits Centre for Applied legal Studies and the National Association of Democratic Lawyers.

The court is the first of its kind to be established in SA and, the CDRRC says, it will precede similar courts in other townships where communities "want this kind of assistance".

"I will be the registrar or the intaker and my task is to assess the disputes which are brought to the centre by the community.

"After assessing the nature of a dispute, I will then have to decide if it warrants mediation — which the centre will provide — or if it merits being referred to the police or social welfare organisations," Dhlomo said.

He stressed that the centre would not deal with criminal or serious cases.

"The centre will deal with minor community disputes such as a quarrel over a shared washing line, for example. And because mediation is voluntary, I as a registrar will have to ascertain if the parties involved in a dispute prefer it to a conventional judicial system.

"Once it has been ascertained that the parties concerned prefer mediation, it will then be my job to get the process going," he said.

Dhlomo, who was born in Soweto 30 years ago, said although he had no legal background, he was confident that the CDRRC training would equip him with skills necessary for his job.

"I have been made to understand that (after) the training in mediation mechanisms, which I and 10 other people are receiving, I will get special training which will enable me to function as a registrar," he said.

He said that as a member of a civic organisation, he had been involved in dispute resolution "on the ground". "But I have never been involved in the kangaroo courts."

Dhlomo matriculated from Alexandra High School in 1985. He has received no tertiary education "apart from a salesmanship course through correspondence".

"I'm not employed and the involvement in the dispute resolution centre will, I hope, provide me with a livelihood as I will be working full-time at the centre," he said.

WILSON ZWANE

Black co-op 'on verge of buying coffin business'

AN ORGANISATION representing more than 100 000 black families is on the verge of buying a coffin-making firm; a deal which it believes will seal its efforts to garner the lion's share of the R300m-a-year funeral industry.

The organisation — Letsema, which means "togetherness" — was launched three months ago by the National Association of Co-operative Societies of SA (Nacssa), an organisation of black burial societies and women's clubs.

Spokesman Sam Muofhe said at the weekend acquiring the manufacturing concern, or part of it, would enable Letsema to sell coffins to the scores of undertakers in black townships. In return Nacssa members, a client base of at least 100 000 families, will give their business to these undertakers.

Muofhe would not name the manufacturing company Letsema wants to buy, as it "would prejudice us".

"All I can say is that negotiations are 70% done, and at a sensitive stage."

At least 130 black burial societies and women's clubs, with membership varying from 50 to 5 000, are affiliated to Nacssa. Some hold 1-million 1c ordinary shares in Letsema. A futher 10 000 voting R1 redeemable preference shares are held by the Centre for Black Economic Development, a section 21 company set up by blacks to facilitate black economic empowerment. Nthato Motlana is chairman of Letsema and the centre.

Township funerals are big business. A funeral costs at least R1 000. This includes the Hearse, family car, coffin, a tent and chairs, two buses, a cow and groceries for the wake.

THAMI MAZWAI

Award a valuable yardstick

Business Day Reporter

ONE of the best reasons for entering the South African Non-Listed Company Award, says Rand-Air MD Brian Shekleton, is that it provides a measure of your company's performance against industry leaders.

Rand-Air has been a finalist five times in a row — a feat matched by only one other company, Avroy Shlain.

The contest is being sponsored again this year by Business Day, Arthur Andersen & Co and the Wits Business School. It is open to companies not listed on the JSE and close corporations meeting eligibility criteria.

Shekleton said that apart from encouraging the company to produce its best, success in the contest had won recognition for Rand-Air in industry, and financial recognition from corporate bankers and suppliers of credit.

The award goes to the company which, in the opinion of

Hunger soars



ADVERTISING FM 12/7/91

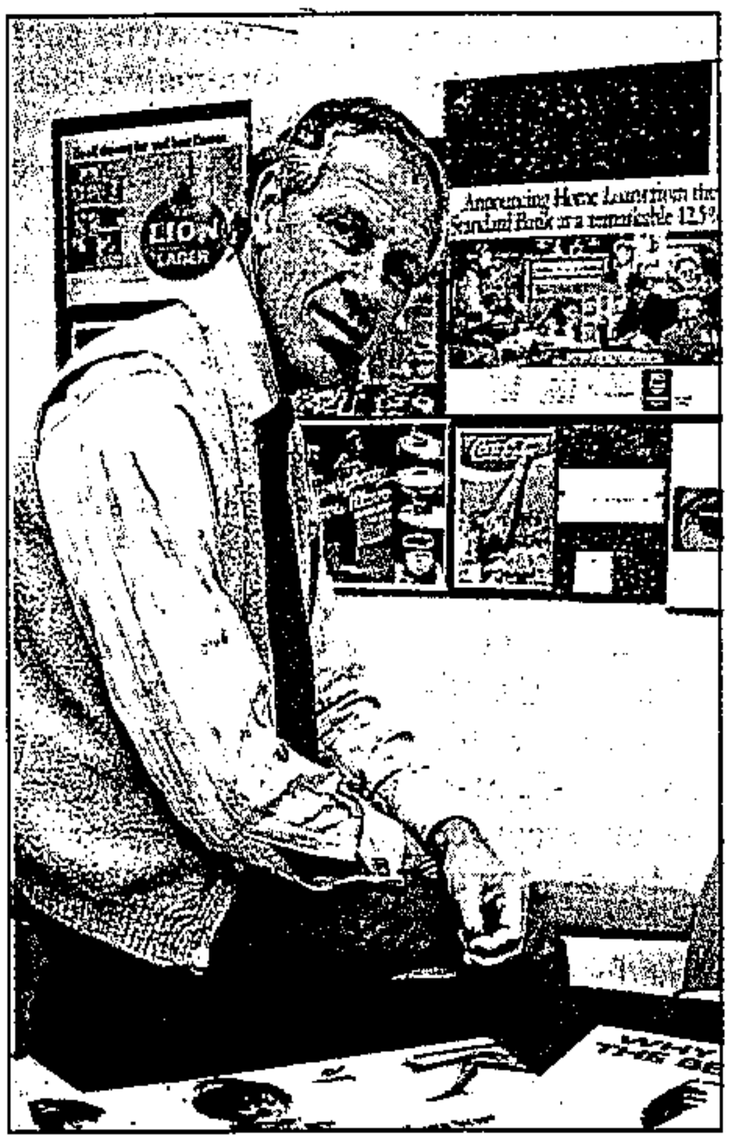
VAT BONANZA

286

Advertisers could be in for a R260m bonanza in the 12 months following the introduction of VAT on September 30. The money becomes available because they will qualify for input credits levied on their ad budgets.

They now pay 13% GST, which would have amounted to R260m on the estimated R2bn in advertising expenditure next year, but VAT (at 12%) will be claimable from Revenue.

The big question is what advertisers will do with the money. Encouragingly, indications are that they will reinvest it in advertising, rather than cutting their adspend by 13% and pocketing the difference. "The general feeling among members of the Association of Marketers is that the money will be ploughed back into advertising," says Parker Pens MD Geoff Garbett, who heads the tax portfolio for the association. "While GST had a very adverse effect on adspend, VAT will do the opposite. The advertiser will no longer be taxed twice."



De Klerk ... *don't hold your breath*

GST (at the one percentage point higher rate) effectively took 13% out of national adspend, since advertisers did not increase their budgets proportionately when it was introduced. Now they will get credited with the tax because advertising is one of the costs of doing business.

Assuming a gross income for agencies of 18% of that R260m, agencies will benefit directly to the tune of about R47m. They will also benefit from the fact that some of their own inputs (such as office stationery, motor vehicles and furniture) will qualify for tax credits.

But this effect will not be dramatic, notes VAT specialist Geraldine Connell, of Deloitte Pim Goldby. She says: "Most of their costs are made up of skills, and labour is not subject to VAT."

Input credits will also be relatively small for the media. Their major cost elements are paper and ink (which are GST-exempt) and labour. "Again the difference won't be that great," says Connell. "But further down the line, when buying new printing machines, they will get VAT credits. That should be substantial."

Ad agency executives are not doing cartwheels just yet. Peter de Klerk, executive vice-president of the Association of Advertising Agencies, cautions that an excessively gloomy economic situation could still result in a more hesitant approach by advertisers.

"It depends on the tenor of the market," he says. "Advertisers may just budget for another 5%-6% in expenditure rather than 13%." Moreover, he adds, in cash-flow terms it will take some time for the inputs to mount up. Agencies are paid after 30 days, Revenue after another 21. There appears, too, to be a considerable level of chaos in Revenue's office.

"Clients will hold back," says De Klerk. "They might increase budgets but they won't commit that expenditure. I guess the money won't start accumulating until towards the end of the first quarter of 1992. We won't see the full value of VAT until 1993."

Discussions, meanwhile, are going on over the appropriate accounting procedures — specifically, whether agencies should be treated as agents or principals in the treatment of tax. It's a question which impinges on a fundamental issue within the ad industry: the basis of agency remuneration.

"This is really quite a sensitive issue," says Connell. "It matters because of who the input tax should be accreditable to. If you are an agent you are a conduit. Only a principal pays VAT and claims back his credits. The introduction of VAT precipitated a rethink about how agencies do business."

One reason agencies want to be treated as principals is that it improves their cash flow. A well-managed agency is paid by the media at 30 days but pays its suppliers after 45 days. Big agencies can earn R1m-R2m a year in interest on money passing through their hands in this way.

However, De Klerk says this is not the main issue. "What we are most concerned about is this: if we alter the current gross billing procedure what impact does it have on the systems in place, and is it worth it?

"In any case our indepth investigations with outside consultants have identified numerous tangible benefits to both clients and media should the status quo remain."

Clients have strong views on the subject. Says Garbett: "Our view is that the advertisers should be free to choose whether to pay the media direct and then employ an agent on a fee basis, or to allow the agency to act as a broker — as it does now.

"We believe there should be an option. We want to go back to net rate cards, showing advertising rates *exclusive* of the agency's commission. Then we all know where we are. Agents have been trying to make too much of their income from a banking role.

"Instead of getting on with advertising they become bankers and financiers. When agencies go bust the media are left holding the baby. The agencies want to have their cake and eat it. They don't want to be responsible but they want to be principals.

"We do not believe they should be principals — and we don't think they will suffer from being true agents because they will then have to charge the correct going rate for their services."

WHY ADVERTISING WORKS

When times are tough and financial directors are looking for ways to cut spending, almost invariably the ad budgets get the chop first. Admen have long argued that this is shortsighted but their whining seems tainted with self-interest and their arguments tend to fall on deaf ears.

Yet there is evidence that they are right. A recent study in the US by the Strategic Planning Institute in Cambridge, Massachusetts, found a direct correlation between advertising and profits. Companies that spend much more than their competitors on advertising receive an average return on investment of 32%. For companies spending much less the return was only 17%.

The reason for this, researchers say, is that advertising plays a crucial role in determining market share and there is a dramatic relationship between market share and profitability. Those in the *much more* advertising group achieved more than double the market share than the *much less* group — an average of 43% compared with 20%.

MacLaren:Lintas president Anthony G Miller says in an article in a local *Reader's Digest* leaflet: "Of the top 30 brands in the US today, 27 are more than 50 years old. Over their half-century of success, these brands have done many things right. But what they have done most right is that, through good times and bad, they have kept advertising."

Tony Koenderman

Post-apartheid future 'is also being sold'

SA MARKETERS advertise a post-apartheid future as well as their products, US journalist Judith Schwartz says in the August issue of Cosmopolitan magazine.

She says SA adverts are often overtly political, and companies showing black and white people on an equal footing are selling a post-apartheid, equal opportunity, integrated SA.

About 80% of the population is black and SA advertisers are belatedly coming to realise who their audience is, she says.

In contrast, advertising in the US is not political at all. The United Colors of Benetton's two-year print campaign was aimed at highlighting racial injustice, but the adverts either did not make it to the US market or were withdrawn.

Schwartz says US audiences spurn commercials "that dig too deeply into the race question".

She says advertisers reflect audiences' concerns, and in SA those concerns are political.

However, images of integration in SA often masked "the somewhat colder reality of a fundamentally unequal society".

Rules cannot be waived, says ASA

B/Day 23/7/91 (286)

Media Spot
MARCIA KLEIN

IT WOULD make a mockery of self regulation if advertisers, by mutual consent, could agree to waive the rules, says Advertising Standards Authority (ASA) executive director Jack Siebert.

He was commenting in a statement on a report in Media Spot on July 2, in which two car phone manufacturers, Philips SA and Siemens, criticised the ASA for blocking a Philips advertisement despite the fact that neither company had complained.

Siebert said the ASA had not been able to comment at the time because the matter was still under discussion.

"We are now able to comment, and can only say the statements appear to arise from a certain amount of misunderstanding and lack of knowledge of the role and functions of the ASA, so an explanation is possibly called for," he said.

"The ASA was established as a self-regulatory body by the advertising industry more than 22 years ago, to maintain standards in the industry. Its membership consists of 21 organisations representing all the major sectors — media, advertisers and advertising agencies — and its Code of Advertising Practise, which all its members are committed to support and adhere to, was drawn up, and is continuously updated and amended as the need arises, by the industry."

The application of the code was handled by a fulltime secretariat under supervision of various ASA committees.

"In the case at issue it is quite correct that there was no complaint, as the advertising in question was submitted to the ASA for comment by the advertising agency before publication. The secretariat was concerned about certain aspects of the advertising and, with the consent of the agency, submitted it to the ASA copy committee for a ruling.

"The committee ruled the advertisement to be in contravention of the code and the agency was informed. Minor changes were made and without further recourse to the ASA, the advertisement was published.

"When it appeared the ASA secretariat immediately informed the agency that, in its view, the advertisement was still in contravention of the code, and with their knowledge the revised advertisement was again referred to the copy committee. It was again ruled to contravene the code.

"Having sought the advice of the ASA in the first instance and having been given a ruling by their peers in the industry, it does seem strange that the parties concerned have now seen fit to complain about ASA regulation to the Press.

"It is almost inevitable that there will be people who disagree with rules laid down by majority decision but it would make a mockery of self-regulation if advertisers, by mutual consent, could agree to waive the rules. As long as the provisions of the code exist they must be applied to all advertising equally and, if the majority of the people involved in advertising consider that certain rules are no longer relevant, the rules should be changed. The channels to do so exist.

"Finally, a number of erroneous statements in the article need to be corrected. The trade Press and direct mail, through their representative bodies, the Specialist Press Association and the SA Direct Marketing Association, are both constituent members of the ASA and advertising in these media is subject to the code.

"The claim that it is 'all right to say that nobody is better than us' but unacceptable to say 'we are better than anyone else' is also incorrect. In terms of the code, the latter statement can also be made provided the advertiser can substantiate the claim."

Siebert added that the issue of comparative advertising had repeatedly been debated and proposals to allow it had been defeated by large majorities, because it was not considered to be in the interest of good advertising or of the consumer.

'Encouraging' 30% hike in ad spending bucks trend

Bloay 23/7/91

MARCIA KLEIN

A MARKED rise in advertising expenditure in May saw media investment increase by 30,5% to R193,7m compared with May 1990, the latest Adindex figures show.

The increase bucks the trend of average growth rates of just over 20% from January to April this year, and The Media Shop MD Dick Reed said yesterday recent figures were "encouraging".

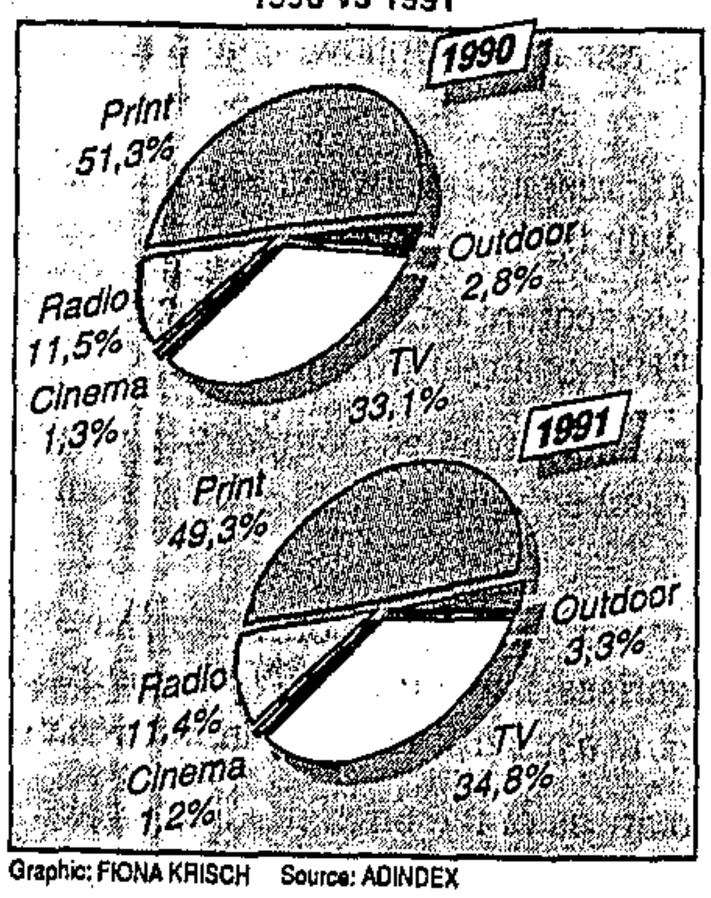
The strongest growth categories were cinema and TV, with a 44% and 46,8% rise respectively. Print and radio followed at a growth of about 22% each.

Reed said M-Net was "star performer", recording a 166,6% growth in adspend. It was followed by the SABC's Nguni/Sotho radio services at 48,9%. SABC TV stations 1,2 and 3/4 all showed growth of over 25%.

Other media types which showed growth of over 20% were English and Afrikaans dailies and consumer magazines, magazines directed at black, coloured and Asian readers, trade and technical magazines and financial journals.

Adspend declined in the Afrikaans weekend Press and SABC's regional radio stations, while black, coloured and Asian orientated newspapers and English weekend papers showed only 3% and 9,6% growth respectively. Radio 702 showed a 29% increase and Radio 5 growth of 8,3%.

Reed said outdoor advertising grew 39,5% for the period from January to May, "although it is understood to be off a different base".



Graphic: FIONA KRISCH Source: ADINDEX

TV continued its strong growth with a 35,8% increase over the five-month period, but Reed said "the new discount systems are likely to cause this to be an over-reading of actual money invested".

Print's share of the adspend cake is running at 49,3% for the year to date compared with 51,3% in 1990. TV's share is 34,8% (33,1%), radio's is 11,4% (11,5%), outdoor accounts for 3,3% (2,8%) and cinema for 1,2% (1,3%).

Phillips 'housekeeping' at Grey

B/pay 30/7/91 286

MARCIA KLEIN

DARRYL Phillips, who recently returned to SA after resigning as chairman of London-based Acsis, will be "housekeeping" at Grey Advertising for the next few months.

Phillips, Grey Holdings chairman, said in an interview he would devote as much time as necessary to clearing things up at Grey.

Phillips resigned from Acsis, a recruitment and marketing services group, in May this year, shortly after tying up details of the financial package needed to save it from closure. Philips had headed Acsis for some years. Although he retains his personal stake of 6,5-million shares, his executive involvement has terminated.

Eroded

Phillips, who has travelled extensively this year, said he hoped to restore Grey to its previous high standing.

He implicitly criticised Grey's former management, saying the advertising agency's business ethos had been eroded since he moved to London, and that the agency had lost its focus.

This, he said, had started before Ivor Abelheim, who resigned abruptly recently as Grey Advertising's chairman and MD, took over.

The changes would not involve a large amount of restructuring or rationalisation, Phillips said.

Employees say many creative jobs are on the line and that some executives arrive at work each morning wondering if the axe will fall that day. At present, some company insiders reckon, about half of Grey Advertising's billings and about two-thirds of its profits are derived from the OK Bazaars account, and that an effort has to be made to broaden the client base further.

Although it was "early days", Phillips said, Ian Shepherd and Denise Stamm worked well together managing the group, and it was now just a matter of running the business smoothly and working on the creative side of the agency.

Phillips declined to comment on the circumstances of Abelheim's departure.

Sources close to the agency had said Abelheim had come to work to find the locks on his office had been changed. His departure from Grey is now the subject of a legal dispute.

Phillips said one of the problems with the advertising industry in SA was that agencies were using large budgets on the production side at the expense of creativity. They would have to change their strategies, and adjust to the economic and political changes in the country.

Regarding his own future, Phillips said he had been made a number of offers for investments both in SA and overseas. These offers were wide ranging, from chocolate factories to other investments in advertising or related industries. However, his first priority was to put Grey in order. When he did make a decision, he would want to be involved with the management of the company he invested in.

Referring to the troubled Acsis, Phillips said he resigned against the wishes of the board, as he felt he would not be making a meaningful contribution to Acsis in the future.

Blamed

Problems at Acsis resulted mainly from its debt situation, he said. Acsis, which had been debt free, had decided to make some acquisitions which would be funded through a subsequent rights issue. However, he blamed the Gulf war for being largely responsible for the company's eventual inability to raise cash through a rights issue.

It was possible to turn Acsis around, he said, but it would take some years before the marketing industry in Britain was back on its feet. He believed Acsis's future lay in its recruitment division.



● PHILLIPS . . . back in town. Picture:CATHERINE ROSS

VAT 'will help advertisers beat the inflation spiral'

B\Day 30/7/91

286

VAT is good for advertisers, agencies and media owners as far as budgets are concerned, says The Media Directors' Circle treasurer John Barham.

The benefits to the industry were clear, despite the fact that the full implications would not be known until VAT's implementation on September 30.

Unlike GST, he said, VAT should not be included in advertising budgets as it was an input tax, and therefore recoverable.

The effects of VAT would be to increase the effective "spend" in media by 13%, which would mean a bonus for:

- ☐ The advertiser, who would get more for his money;
- ☐ The agency, which would get commission on the increased spend; and
- ☐ The media owner, who would benefit from increased revenues.

The introduction of VAT would give advertisers the opportunity, for once, to get ahead of media inflation, he said.

With the introduction of GST, budgets were not increased in line with the GST percentage, so adspend did not keep pace with inflation.

Barham said that if advertisers increased budgets in 1992 in line with inflation and put the 13% savings on VAT back into media, the industry could be looking at a minimum 25% increase in media spend in 1992.

This compared with a 19,1% increase in total adspend for 1990, reflecting no real growth as the average inflation rate for all media over the period was 19% to 20%.

Budget

Adspend for the first quarter of 1991 was 21,8% up on the same quarter in 1990.

Barham gave the example of an advertiser with R100 000 to spend. Currently, the budget was split into roughly R88 500 media spend and R11 500 GST which was non-recoverable.

However, from October 1, 100% of the R100 000 budget would be media spend and the additional R12 000 VAT would be recoverable, resulting in an effective 13% increase in media spend.

SA 'seen as the way into Africa'

B/Days 30/7/91

286

THE lifting of sanctions and SA's readmission to international sporting events could open up exciting new avenues for SA advertisers in other countries.

Reports by
MARCIA KLEIN

International Media Representatives (IMR) director Robin Hammond said in an interview that SA agencies were looking to Africa as an area of development, while the rest of the world saw SA as a route into the growing markets in Africa.

Hammond said some international companies might have already burnt their fingers by trying to go into Africa direct. SA was "a natural home base".

A recent spate of visits to SA by directors of international advertising agencies with SA subsidiaries showed a renewed interest in SA and Africa.

SA agencies which had affiliations with international firms were often expected to do the development in Africa on behalf of the international parent company. Countries including Zambia, Zimbabwe, Namibia and Malawi were now open to development from this region. He felt development coming from within Africa would be best.

There had been many indications over the last few months that opportunities worldwide did not look as rosy as those in Africa, Hammond said, and his company had seen a large increase in inquiries for media in Africa.

IMR officially represents about 250 foreign publications mainly for advertising, giving SA companies an opportunity to communicate abroad. It also acts as a clearing house of information about communications opportunities in foreign countries, keeps statistical marketing information and does its own research.

Hammond said much of the development in Africa would be in product advertising and tourism, with some recruitment and financial advertising.

While there were some problems in Africa with the frequency of media and quality of production, SA manufacturers in particular were awakening to opportunities to export and for two-way trade.

Many SA companies were "sitting on the fence", but growth in adspend — currently about R5m for companies which did not have their own agents for advertising overseas — was expected to be significant from next year.

Informal media demanding attention

THE established media is being joined by informal media types, says Hunt Lascaris TBWA media director Lyndall Campher. B|Days 30/7/91

She says: "Media planners may soon find they have to create schedules and campaigns that blend formal and informal media, which will be a highly creative exercise."

Informal media types include pamphleteers stuffing handbills into cars at traffic lights, taxi tapes, rural TV or videos screened at trading stores, sponsors' roadshows, campus radio, store-based radio and advertising space on record sleeves. 286

Media planning will become an art in itself and Campher believes agencies will extend the creative profile to cover informal media.

She says there are no research figures for planners to hide behind if things go wrong.



AGENCIES

McCann of the best

(286) FM 2/8/91.

McCann SA suffered more than most ad agencies from the sanctions years. International alignments are strong within the worldwide network, so the local agency was hard hit by the disinvestment wave. Half a dozen of its biggest clients pulled out of SA and the local franchisees taking their places switched to new agencies in a symbolic clearing of shelves.

As a result 1990 was a miserable year for the agency. Billings fell by 17%, from the previous year's R102m, and more than a quarter of the staff were laid off or allowed to leave.

But it is a quietly confident Tim Bester who occupies the chairman's seat now. After some fairly brutal rationalisation of staff and clients, the agency is leaner and more profitable. Since December it has won nine new accounts billing, close to R9m in total, and put up a creditable showing at the Loeries. "We've turned the corner," says Bester. "The agency is in good shape."

The timing of the recovery is pretty good. Next week the agency hosts a caravan of international McCann-Erickson senior executives on a flag-waving safari.

Rationalisation began with a shedding of subsidiary operations. "When you are facing a crisis there is no point in just cutting costs," says Bester. "You have to downsize. We sold Visual Solutions (a below-the-line shop) back to the operators. We closed subsidiary agency BMRS and absorbed it into the main agency. We closed our direct response division and fired 22 clients."

The total annual billing of those clients was a mere R2m. "We told them we could not provide a proper level of professional service for the commission on such small billings. They were absorbing too much executive time. We said we could continue handling their business only if they paid us a fee equivalent to what we would earn on R750 000 of annual billing.

"That was the turning point. Internally it created such a sense of confidence in the company when we were facing a billings crunch. Now all our clients are blue chip."

Creatively, the agency is also pretty upbeat. Not previously renowned for its creative achievements, McCann picked up six awards at this year's Loeries — an achievement exceeded by only a handful of others. It has won internationally at the London Festival and the Clios, and locally at the Sales Promotion and Design Awards.

At internal awards handed out in June, McCann SA was ranked the third most creative agency within the worldwide network. This is an evaluation carried out by chief creative officer Marcio Moreira and other executives on the basis of agency showreels.

McCann-Erickson is the most international of the major agency networks, represented in more countries (73) than any other. About 70% of its business comes from international accounts such as Coca-Cola, Nestlé and General Motors, and an equal share is derived outside the US.

McCann SA, having suffered disinvestment attrition, gets only 30% of its income from international accounts. Though this is seen within the group as a strength, Bester is keen to win back at least some of the international business.

One area of opportunity lies in the continent of Africa. McCann-Erickson has 15 agencies in Africa and the Middle East. Political developments here make SA an odds-on bet ultimately to become the regional headquarters.

Bester is keen to set up an African youth exchange programme. "We have formed a youth council (of people under 25) in the agency. The elected chairman will automatically have a seat on the management committee of the agency. Behind it is the world-



Bester ... *we've turned the corner*

wide McCann bursary scheme, which allows young people to be transferred to any country for six months. A lot of friendships around the world started this way.

"I am absolutely intent on using that system in Africa. Rather than trying to bring out a Nigerian client services director, let's start at grass roots. In 10 years' time we will have a bundle of such people." ■

McCann-Erickson looks to Africa

BDay 8/8/91

MARCIA KLEIN

INTERNATIONAL advertising giant McCann-Erickson Worldwide is expecting its SA subsidiary to play a crucial role in Africa.

Malcolm Miles, chairman of McCann-Erickson UK and area director Africa and the Middle East, is in SA to visit the SA agency, McCann, following a decision by McCann-Erickson to increase its interests in SA and the continent.

Miles said in an interview yesterday the group — which had billings of $4,5bn and 160 agencies in 72 countries in 1990 — had decided 18 months ago "to take the African continent seriously".

The African region has branches in Johannesburg, Durban, Cape Town, Mauritius, Nairobi, Douala, Lagos, Abidjan, Dakar and Casablanca.

Miles said although GDP in Africa was small and short-term growth opportunities were limited, the continent represented a huge market for some of the group's clients.

Worldwide accounts included Coca Cola, Agfa, Gillette, Johnson & Johnson, Camel (R J Reynolds), L'Oreal, Martin & Rossi and Vandenbergh Foods.

The interest in Africa was "not an act of faith, but an intelligent investment in the future", said Miles. Africa had 600-million people and a "consistent presence of the majority of the world's top companies".

Eastern Europe had distracted investment and management time from Africa in the short term. However, with some of the attention wearing off, Africa would become the focus, he said.

McCanns MD Tim Bester said apartheid and sanctions had "fuelled the lack of a global outlook in SA".

He said the pace of SA's re-entry would be slow and it would be via Africa. "Africa has the need, and SA the locality, expertise and desire to engage the rest of Africa".

Rise seen in complaints about accountants' fees

GILLIAN HAYNE

ALLEGATIONS of excessive fees being charged by accountants had shown a sharp increase, sources within the profession said yesterday.

Institute of Chartered Accountants legal and ethical director Len Norval said that as the recession deepened, many clients were beginning to query fee accounts.

"Even those with long-standing relationships with their accountants are negotiating fees in advance and, in many cases, calling for proposals from other practising firms," he said.

Norval said many fee disputes had been solved by the Institute's advisory panel carrying out informal investigations.

He recommended that accountants pay greater attention to their billing methods to avert confrontational situations and warned accounting firms against cutting corners and dropping standards in reaction to lower fees.

An editorial in the latest edition of Accountancy SA said that for more serious disputes arbitrators would be appointed by the institute and the cost would be borne by both the client and accounting firm.

Steps which could be taken included setting out the fee calculation in the initial engagement letter, interim billing, more efficient planning, and charging special rates for work requiring specific expertise.

Boost for SA accountants

Education Reporter

Prospective accountants will benefit from a R1 million-a-year sponsorship announced by the Chartered Institute of Management Accountants (Cima) in Johannesburg yesterday.

The sponsorship will pay for academic support programmes for accountancy students, bursaries and the subsidisation of accounting teachers' salaries.

The financial pledge was made at the launch of the Denise Jenkin Education Trust, named after a late president of Cima.

The bursary scheme will be administered by Cima.

MEDIA SPOT

GRM expects rise in billings

b pay (286)

Reports by
MARCIA KLEIN

DIRECT response agency Grey Response Marketing (GRM) is confident of keeping up its track record of a 25% increase in billings which it has achieved in the last few years.

MD Clive MacLean said in an interview that since GRM's 400% increase in billings in 1989, the agency had shown a consistent 25% increase in billings per year on its much larger base. This would be achieved in 1991 despite the tough economy and various changes at its sister agency Grey Advertising.

However, he said the agency was doing substantially more work to get the same billings increase as in previous years. "We need to show clients we are effective", he said, as budgets were tight.

One reason why direct response was gaining ground was that clients were being forced by the economy to look towards direct. However, it was disadvantageous as it made it difficult for direct agencies to plan their business.

MacLean said he was particularly happy at the amount of creative awards that his agency had won. GRM won the overall trophy for direct communications in last year's Buscas, was the only direct agency to win a Leorie, won six Spadas, and was a finalist in the Echo awards.

GRM was also involved in three new business pitches for large accounts.

MacLean said there had been a healthy growth in TV direct advertising in the last eight to 12 months. Radio had also grown.

The economic climate had seen only two large direct response agencies remain, but MacLean said the future looked towards integrated agency groups, offering both above and below the line advertising.

MARCIA KLEIN

Accountants to open office in Maputo

SA accounting firm Ernst & Young will officially open its office in Maputo towards the end of September.

The firm will join forces with the Maputo office of Portuguese international accounting group Norma to form Ernst & Young — Norma.

Norma is Portugal's largest consultancy group. It has operations worldwide and a large presence in Africa.

The Maputo branch will be managed by former Mozambique finance ministry national director of taxes and auditing Ibraimo Ibraimo.

Ibraimo was actively involved in the country's fiscal deregulation legislation and its economic rehabilitation programme.

Ibraimo said additional opportunities in audit, tax, financial and management consultancy services had been created by recent changes in Mozambique.

These included a free market economy, privatisation of some nationalised companies and greater promotion of foreign investments.

Tax will push up cost of dying

South

22/8 – 28/2/91.

By Henry Ludski

VAT has turned funerals into a grave matter.

It was confirmed by the Western Cape Regional Services Council this week that tariffs relating to cemeteries and crematoriums would be subject to Value Added Tax.

A spokesperson for one of Cape Town undertakers said the new tax ruling on crematory and crematorium services would add about R150 to the cost of their cheapest funeral.

Said Mrs Gwen Venter of one of Cape Town's largest undertakers: "Funerals are already costing people an arm and a leg and VAT will only make it much worse."

Mrs Pam Belelie, of another firm, said the cost VAT would add to funerals would be a "real killer".

Escalating funeral costs has pushed the price of a basic funeral to about R1500 but this could increase to R5000 for more expensive funerals.

The RSC caters for about 12 000 burials and cremations and subjecting these services to VAT will boost government coffers by R1-million a year.

In July the RSC, which runs the largest cemetery and cremation service in the country, increased the cost of a public grave from R470 to R560. Making this subject to VAT would push the cost to about R600.

The RSC said that the matter had been referred to the Department of Inland Revenue for a ruling.

PROFESSIONAL CONDUCT

On review

A recent hearing of the disciplinary committee of the SA Institute of Chartered Accountants (Saica) failed to reach the same conclusion about two charges of unprofessional conduct, laid against a member, as the Public Accountants & Auditors Board.

The board, the statutory body regulating the practising arm of the profession, found Archie Nankin guilty on both charges, in March 1990. It cautioned him on the first

Continue →

and, on the second, removed his name from the register of accountants and auditors and permanently disqualified him from registration. This precludes him from carrying on the practice of a public accountant and auditor.

A further hearing, on charges relating to the same conduct, was held by the Institute, a professional association to which all chartered accountants must belong whether in practice or not.

The first charge was found to be "too trifling a matter to consider any further." And, on the second, the disciplinary committee told Nankin: "We are not satisfied that the case against you has been proved satisfactorily. And, for that reason, we are unable to find you guilty."

Nankin intends instituting proceedings in the Supreme Court to bring the board's decision under review. ■



ADVERTISING EXPENDITURE

286

FM 23/8/91.

The sun'll come up — tomorrow

A number of positive factors are at work on the marketing economy, leading to hopes that 1992 will see strong growth in advertising expenditure. But there are still some imponderables holding things back:

☐ The economy. Though the strength of the upturn is still unpredictable, technical factors almost guarantee some kind of resurgence early next year. Or even, given seasonal factors, in the last quarter of 1991.

Thanks to the high gearing between adspend and consumer spending, a relatively small uptick in the general economy translates into a much larger surge in advertising.

"Yes, 1992 is looking a lot better," says Ogilvy & Mather chairman Bob Rightford. "Already we are seeing much more positive attitudes towards adspend for the balance of this year. Many clients hold back advertising money already committed because they don't feel too secure about it.

"We feared in the final quarter they would hit us when we don't have time to take corrective action. Now that budgeted but uncommitted money is coming back into budgets. It is not dramatic but it's positive and it's moving in a pretty wide area.";

☐ VAT. The replacement of GST with VAT could be a huge bonus for advertisers, who will now be able to claim back the tax levied on advertising as an input credit. If they re-invest all this money into advertising, it could inject something like R260m into ad budgets next year.

Indications are strong that most advertisers will do just that. The Association of Marketers reports that more than 80% of its members intend to reinvest their tax savings in advertising. The imponderable here, however, is whether VAT will be delayed or altered in response to the growing tax revolt.

☐ The return of multinational business. This is still on a small scale, but already ad agencies have benefited from the resumption of foreign airline services to SA. Investment capital is starting to flow in, disinvested companies are considering coming back and brands long denied us may be introduced.

This has caused a certain amount of pre-emptive marketing activity by entrenched market leaders. "The fear of additional and new competition is causing people to re-evaluate their advertising budgets," says SBBW MD Elliot Schwartz. "A lot of clients with local brands want to build brand values in anticipation of foreign companies coming back and buying brands. So there is defensive spending too."

McCann chairman Tim Bester agrees: "Any person who wants to enter SA has time against him. You can't do it overnight. Where we have clients already operating they take pre-emptive action.

☐ We can spend 20% more than last year before our opposition comes into the country. Our budgets for next year are looking substantially better just for that reason."; and

☐ The opening up of the African market. Exporters have been exhibiting their wares in Zambia and investigating opportunities in Kenya. Rightford sees "big opportunities for existing clients which will raise investment funds for export."

One of the best indicators of a future improvement is the number of TV commercial productions, says Bester. "Last year, our TV production department reduced from seven people to two. This year, there's been an amazing increase in the number of TV commercials costing over R100 000 a month. People don't make R300 000 commercials unless they're going to flight them."

Despite the ebullience, current conditions are still difficult, notes Young & Rubicam CE David McKinstry. "I think next year will be better than this one but I would not break open the champagne just yet. We have to go through a fairly tough trench first.

"You have to get the financial year-end out of the way and most of those are December or February. If people are going to cut, they will do so in the last quarter. That is when they start to deliver the budgets for next year. So the critical time for crystal ball gazing is around September." ■

Taxing exercise

In a world where likeability has become an important criterion of an ad's success, taxation as a product starts off with several marks against it. Indeed, says Hunt Lascaris marketing director Paul Bannister, a campaign for something as universally unpopular as value-added tax looks like it belongs in an episode of *Mission Impossible.*

But is the advertising, as has been suggested in some quarters, a "waste of money"? A recent issue of the trade newspaper, *Marketplace*, commented: "Last year huge sums of the taxpayer's money were spent on an ad campaign which said nothing and did nothing. It is doubtful if anyone in business or a member of the public can recall any salient message from the initial VAT campaign.

"This year the VAT authorities are running a campaign which is even worse. The commercials must be the worst rubbish the public has heard in many years."

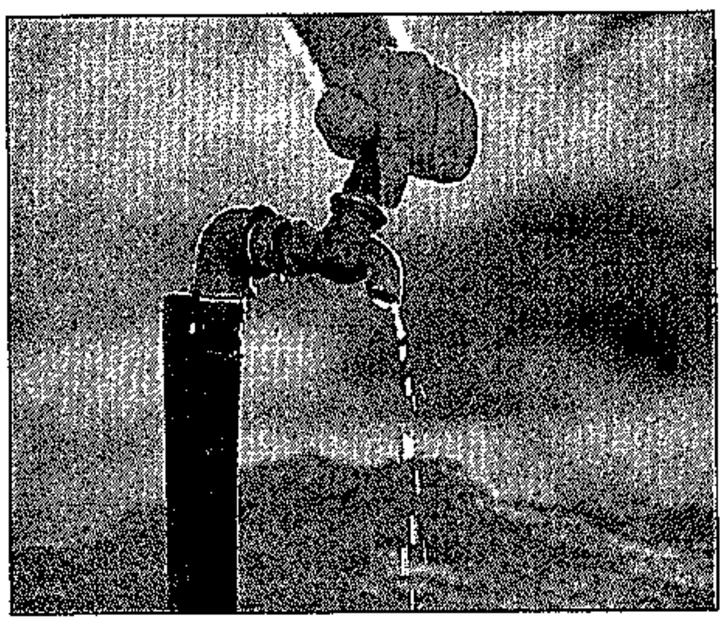
Last year's campaign was done by The Agency. This year's by Hunt Lascaris is sophisticated, but tested positively. The "dripping tap" TV commercial, for example, is a metaphor for the wasteful leakage of GST. A similar analogy is made with the run-down farm and its dilapidated windmill. In both cases VAT is portrayed as the hero: a "better tax for a better SA."

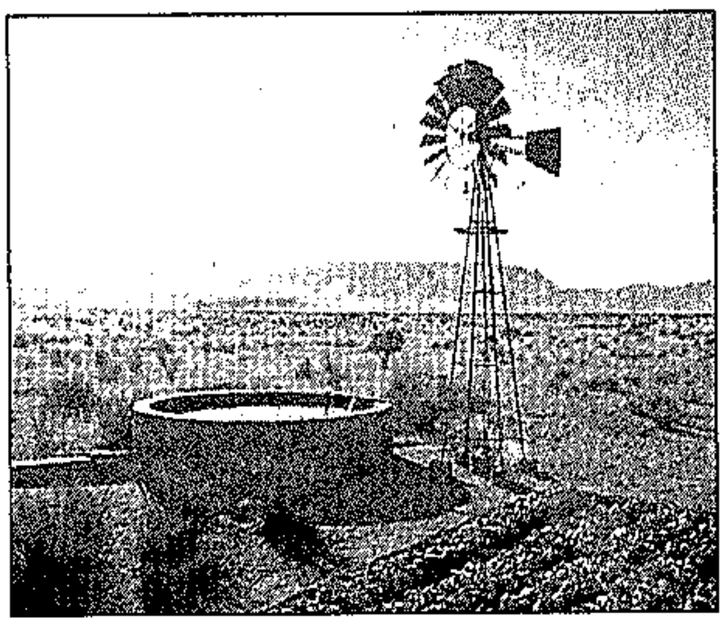
That may be true, but it seems not many people believe it. Part of the problem is that it is difficult to distinguish reactions to advertising from attitudes towards the product.

HSRC research, however, indicates that the VAT campaign has had an impact. It found that 85% of white respondents and 67% of black respondents had seen or heard the ads, and more than 50% of both groups found them believable. More than 60% of all respondents felt the campaign communicates and explains VAT — though 14% of whites describe it as irritating.

Unfortunately the research is not a true reflection of attitudes since it was conducted by telephone. Among whites this may be valid, but among blacks, hardly any of whom have telephones, it certainly isn't — even though telephone penetration is now reaching down into many less-affluent homes.

No matter what people thought, though, the advertising clearly hasn't been strong enough to overcome their fundamental dislike of the tax. Perhaps no advertising could have done that. Government seems to have been caught flat-footed by the delayed-action tax revolt, when it should have mounted a high-powered publicity and PR campaign across all communications fronts. Now it is almost certainly too late. *Tony Koenderman*





VAT advertising ... *too big a task*



ADVERTISING EXPENDITURE

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In a world where likeability has become an important criterion of an ad's success, taxation as a product starts off with several marks against it. Indeed, says Hunt Lascaris marketing director Paul Bannister, a campaign for something as universally unpopular as value-added tax looks like it belongs in an episode of *Mission Impossible*.

But is the advertising, as has been suggested in some quarters, a "waste of money"? A recent issue of the trade newspaper, *Marketplace*, commented: "Last year huge sums of the taxpayer's money were spent on an ad campaign which said nothing and did nothing. It is doubtful if anyone in business or a member of the public can recall any salient message from the initial VAT campaign.

"This year the VAT authorities are running a campaign which is even worse. The commercials must be the worst rubbish the public has heard in many years."

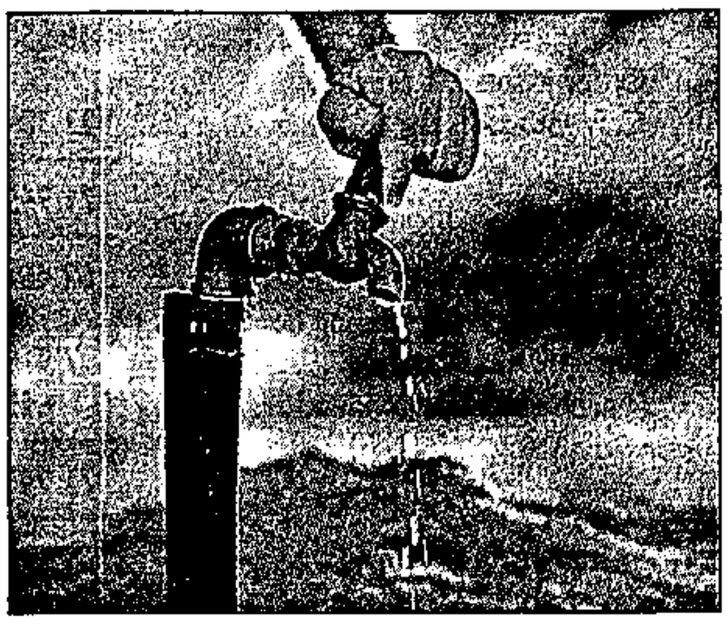
Last year's campaign was done by The Agency. This year's by Hunt Lascaris is sophisticated, but tested positively. The "dripping tap" TV commercial, for example, is a metaphor for the wasteful leakage of GST. A similar analogy is made with the run-down farm and its dilapidated windmill. In both cases VAT is portrayed as the hero: a "better tax for a better SA."

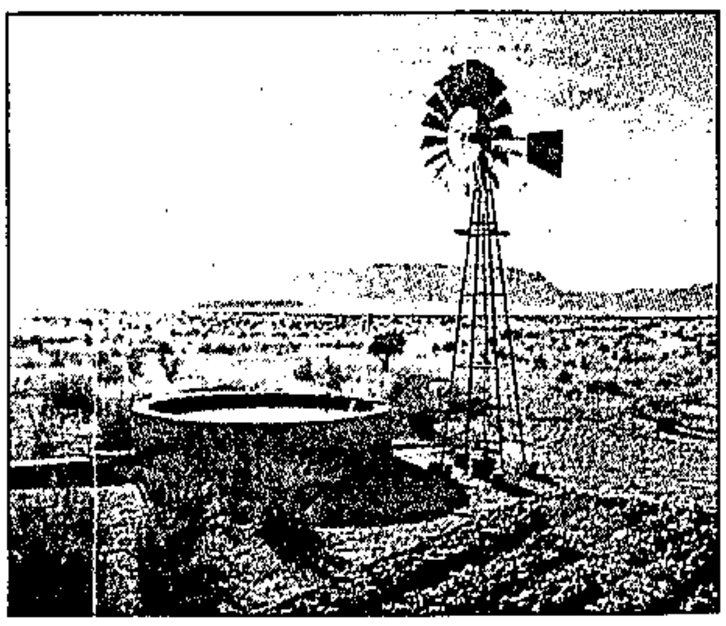
That may be true, but it seems not many people believe it. Part of the problem is that it is difficult to distinguish reactions to advertising from attitudes towards the product.

HSRC research, however, indicates that the VAT campaign has had an impact. It found that 85% of white respondents and 67% of black respondents had seen or heard the ads, and more than 50% of both groups found them believable. More than 60% of all respondents felt the campaign communicates and explains VAT — though 14% of whites describe it as irritating.

Unfortunately the research is not a true reflection of attitudes since it was conducted by telephone. Among whites this may be valid, but among blacks, hardly any of whom have telephones, it certainly isn't — even though telephone penetration is now reaching down into many less-affluent homes.

No matter what people thought, though, the advertising clearly hasn't been strong enough to overcome their fundamental dislike of the tax. Perhaps no advertising could have done that. Government seems to have been caught flat-footed by the delayed-action tax revolt, when it should have mounted a high-powered publicity and PR campaign across all communications fronts. Now it is almost certainly too late. *Tony Koenderman*





VAT advertising ... *too big a task*

Too few black accountants

By LULAMA LUTI

Cipher 25/8/91 (286)

FEW black students take accountancy and mathematics at school and this has led to a shortage of blacks in the management accountant profession in South Africa, says a leading accountants' organisation.

Of the more than 25 000 members of the seven various Accounting Institutes in the country, less than 200 are blacks.

And although the local branch of the internationally-based Chartered Institute of Management Accountants (Cima) has over 800 members and 2 000 students, only a few are blacks.

In a bid to even things out, a R1-million project has been established to serve students from the disadvantaged communities.

Known as the Denise Jenkins Education Trust, it will initially cater for 44 students each year and depending on the availability of funds, the number could increase.

The trust is named after the late Cima president Denise Jenkins.

According to Cima's Peter Wicht the project will help develop the potential among blacks which has been lying dormant because of lack of educational skills and commercial know-how.

"This was necessary because the accounting profession in the country has very few members from the disadvantaged communities.

"As South Africa moves to a non-racial democracy, most of the professional managers and accountants will of necessity have to come from the majority of the population," said Wicht.

Local group forges Mozambique link

SAATCHI & Saatchi Klerck & Barrett (SSK & B) has joined up with Mozambique agency Intermark in the first phase of its expansion programme into southern Africa.

SSK & B CE Jurie Snyman said Intermark was the first full service agency in Mozambique, with a head office in Maputo and a contact office in Beira and Quelimane. Its client list included BP, national airline LAM, People's Development Bank, state lottery Toto-Loto and Mabor Tyres.

Snyman said major opportunities had been presented for advertising agencies to extend their networks into Africa. The partnership was part of a plan for a network of agencies covering southern Africa.

Intermark MD Mario Ferro, former editor of Mozambique newspaper Noticias, said the country had progressed rapidly towards a free market economy in the past year. SSK & B in Johannesburg would give the agency the backup it needed in terms of infrastructure and strategic communications skills, he said.

Coming to terms with integrated marketing

B/Day 27/8/91

286

INTEGRATED marketing is the new buzzword in advertising, but few advertisers know how to implement it, says Ogilvy & Mather Direct Worldwide vice-chairman Drayton Bird.

Speaking at the SA Direct Marketers' Association symposium last week, he said one of the major problems was that marketers thought their marketing should be integrated, using above and below the line advertising, but very few were sure of how they should be doing it.

Advertising agencies were often structured in a way which prevented the integrated approach, and clients were not encouraged to experiment

Reports by
MARCIA KLEIN

in other areas like direct marketing.

Agencies believed clients wanted direct marketing, so many started a direct marketing arm or bought up direct marketing agencies which were doing well in various countries, but these were often mismanaged because agency people did not understand direct marketing.

Although it was a significant part of the agency's business, it was a different kind of business, with different priorities, ways of operating, and account paying.

While advertisers talked about how much to spend on a campaign, "the direct marketer says we will spend whatever we can afford to spend — that pays". The direct marketing campaign would run for as long as the adverts or the mailings were producing results.

Bird said this was not determined by budget, and advertising agencies often could not understand why direct marketing agencies found it so difficult to predict their income.

While advertising agencies were trying to influence the way people felt about a product, direct marketers were trying to change the way people behaved.

He said running direct marketing and advertising together would increase the effectiveness of both.

Comic book classics are back in the stores

B/Day 27/8/91

CLASSICS Illustrated, the comic book series which gained popularity in the '40s and '50s, is back in the bookstores, challenging recent electronic media blockbusters Teenage Mutant Ninja Turtles, the Simpsons and Nintendo games.

"Parents and teachers are anxiously awaiting the response of a TV-bred generation," says publisher, Americom MD Joanne Raphael.

"Ironically, while the series was slated by the academic community at the height of its popularity, it's now being applauded as the only means of getting children and young adults to read the classics," she said.

She felt the comics would revive interest in "the nearly forgotten classics and their authors".

Appeal

Classics Illustrated sold more than a billion copies in the '40s and '50s and were published in 2[illegible] languages and distributed in 30 countries. They were given to Allied troops during the Second World War.

Artwork and text have been reworked to appeal to the modern generation.

Of the 560 new titles, Hamlet, the Count of Monte Cristo, Rip van Winkle and the Adventures of Tom Sawyer are available. Wuthering Heights, Moby Dick, Great Expectations, the Jungle Book and Treasure Island are coming soon.

Raphael says it is important to make reading more attractive to youngsters in a country where illiteracy is high

Pink Party sales pitch a winner

KUPER Hands' radio advert for Aerolite involves the "Pink Party" interrupting normal radio programmes to air its views on "equal temperatures for all".

The Aerolite campaign for "think pink" ceiling insulation, which has won the Association of Advertising Agencies ad of the month radio campaign for July, features a series of spots using the Pink Party (PP) in a light-hearted spoof on SA politics.

A PP environmental spokesman speaks on the merits of the "pink-house effect", and a spokesman on energy affairs says SA must stop wasting its valuable energy resources. The PP calls on homeowners to vote for greater comfort in their own home.

Aerolite's AFI ceilings section head Wouter Dreyer says the campaign, accompanied by a direct response Press backup, has brought an excellent response.

Aerolite has shown a 25,9% increase in sales over the past year.

Dreyer says the campaign is brave, but with a product such as insulation which is not "actively experienced", it is essential to break the consumer's mindset.

Finance ads to win recognition

THE Business Day Financial Advertising Awards, to be made later this year, will reward creative financial advertising and improve standards.

Times Media Limited financial advertising executive Barry Tannenbaum says judges will be looking for clear communication from the adverts, and a style "which best underscores a company's culture and corporate image".

Creators of financial adverts have been asked to submit what they regard as their most visually pleasing advertising, irrespective of the financial results it reflects.

The awards will be given for financial ads which have appeared in Business Day between October 1 1990 and September 30 1991. Entries close on October 15.

There are three categories — interim statements, year-end statements and chairman's statements.

The judging panel will include an agency creative director, a merchant banker, a stockbroker, a TML financial editor and an accountant.

Apart from certificates, trophies and plaques, winning agencies and clients will receive editorial exposure, and the agency with the highest overall score will receive R20 000 worth of advertising space in Business Day.

Further information can be obtained from Barry Tannenbaum (011) 497-2465 or Barbara Dunn (011) 497-2132.

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Financial Advertising Awards

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B|Day 27|8|91

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DIRECT MARKETING (286) FM 30/8/91

The way to go

Most direct marketers are more than willing to concede that their discipline is only one of a panoply of skills required to provide an integrated approach to advertising. But the practice seems to be of rising importance in the marketing mix.

Internationally, direct marketing (DM) is growing much faster than general advertising, says Drayton Bird, vice-chairman of the world's largest DM agency, Ogilvy & Mather Direct Worldwide. "The reason is quite simply that the advertiser wants results," says Bird, who was in Johannesburg last week to address the annual symposium of the SA Direct Marketing Association (Sadma). "If the ad agencies won't do it, clients will find someone who will. While advertising is in recession in the US, Britain, Australia and New Zealand, direct marketing business continues to go up."

He finds the trend particularly strong in less developed countries and those in recession, "because people demand that they get something for their money." In New Zealand, O&M's direct marketing agency is bigger than its ad agency.

While underdeveloped countries are only just discovering the power of advertising, they are discovering direct marketing at a much earlier stage in their economic development. "So direct marketing is really taking off at a fantastic rate," notes Bird.

Which is why some 290 companies were prepared to spend up to R1 450 a head for 660 conference delegates to learn how to use databases, telemarketing, direct mail and other techniques of the discipline.

What makes the Sadma conference so successful is its ability to attract clients — the people who actually spend the money — as opposed to advertising specialists. The biggest delegation, not surprisingly, was the group of 37 from the *Reader's Digest*, but financial institutions from Old Mutual to Standard Bank accounted for a quarter of the paying guests.

Of the ad executives there, no more than 20 of them came from general advertising agencies, reflecting the fact that conventional image advertising practitioners tend to look down on this cinderella discipline.

If American expert James Rosenfield is right, however, they could be digging their own graves. One of the keynote speakers, Rosenfield argued that conventional marketing and advertising are totally obsolete because they are based on a social context that no longer exists.

Back in the Fifties, when pent-up consumer demand was unleashed after World War 2, all marketers had to do was "sell stuff and collect the money," he observed. And though 90% of companies still believe that is what marketing is all about, "it is no longer enough. The emphasis now is shifting away from customer acquisition and towards customer retention," which is precisely what direct marketing is so good at.

Conventional advertising is also obsolete because it broadcasts messages in one fixed form to a large number of people. "We talk, you listen. Sooner or later, if we talk enough you will buy," says Rosenfield. "That misses the fundamental points of marketing: adaptability, flexibility and responsiveness. If you carry on doing this you will survive for a few years, but not much longer."

Rosenfield dismisses the perceived brand-building strengths of conventional advertising. "In reality, for the most part it builds categories. This didn't matter when the market was growing because if the category was growing there was room for all brands to grow simultaneously. But it matters now." ■

Tobacco bar may cost ad industry R100m

B/Day 2/9/91.

MARCIA KLEIN

THE advertising industry stands to lose well over R100m in billings if government imposes a blanket ban on tobacco advertising.

Plans have been mooted to follow recent developments in Europe, where EC social affairs commissioner Vasso Papandreou has stirred up controversy in the industry by calling for a law banning all advertising of tobacco products.

Apart from the effect on local advertising agencies and the media, tobacco sponsorship of sport also stands to be severely affected by any legislation.

Adindex figures for the year to March show that tobacco and related advertising accounted for about R136,1m of total advertising expenditure.

The hardest hit will be cinema advertisements, where seven of the top 10 advertisers are tobacco brands, and billboards, where tobacco brands account for eight of the top 20 outdoor advertisers.

Adindex figures show that about R88,4m was spent on Press advertising, R28,9m on radio, and R19,6m on cinema, outdoor and television in the year to March.

Advertising agencies with large tobacco related accounts are Ogilvy & Mather RST & M, which handles the Utico account, and IMA, which handles most of the Rembrandt Group's advertising. However, many other agencies handle accounts for various brands.

Recent figures show that United Tobacco was SA's eighth largest advertiser, spending R16,7m in 1990. Rothmans spent R14,7m, and American Cigarettes spent R10,5m.

● See Page 2

SABC rejects cutting commercial revenue

B|Day 17/9/91

.TIM COHEN

REDUCING the SABC's advertising income was not feasible and new services should not be allowed in all broadcasting spheres, the SABC said in response to the Viljoen task group's recommendations.

The report, which has apparently infuriated senior SABC executives, recommends a greater number of broadcasters in SA, regulated by an independent broadcasting authority.

SABC CE Wynand Harmse said in a statement the SABC felt the industry "should stand on its own feet". SABC management therefore found it "regrettable" that the proposal calling for the corporation to be less reliant on advertising had not been spelt out and quantified.

The report recommends that the SABC should reduce its advertising income by about 25% to about 50% of its current operating expenses. This would entail a reduction of about R300m in income.

Harmse said television licence fees would have to be doubled to make up for this shortfall and added that this was "not desirable".

Either a burden would be placed on the Treasury or another source of income would have to be found, possibly increasing electricity fees.

The report, which emphasises the SABC's public service broadcasting role, said the dividing line between products offfered by the "so-called commercial services" and public service broadcasters was vague.

But the report did not closely define a public service broadcaster and did not recommend a narrow public service function for the SABC.

ANC spokesman Carl Niehaus said yesterday his organisation would oppose any fundamental changes to broadcasting policy prior to constitutional talks.

The ANC also had strong reservations about the composition of the task group, which was heavily weighted toward people involved in the existing dispensation.

He said the ANC shared the view of other extra-parliamentary groups that the issue of impartial broadcasting should be discussed at the all-party conference and has proposed setting up an interim broadcasting consultative committee to ensure impartiality during the transition period.

Advertising firms slam proposals

B|Day 17/9/91

286

MARCIA KLEIN

THE advertising industry is not happy about possible effects of the Viljoen task group's proposals on broadcasting, which include a suggestion that the SABC should reduce its reliance on advertising.

The task group's recommendations, made public at the weekend, suggest the SABC reduce its reliance on advertising by 25%, so that only 50% of its income derives from advertising.

While other TV stations, radio stations and the print media might well benefit from the reduction in adspend on SABC, advertising agencies were unhappy with the idea.

They said the recommendations would reduce choice in terms of placing media and would call for additional spending on the part of the public.

Industry players said advertising was an efficient way of generating income in a free market economy, and questioned why the task group wanted to take away an excellent source of revenue.

Bernstein Loxton Golding & Klein director Roger Garlick said that although he welcomed an independent board of control in principle, taking R300m out of the taxpayer's pocket was not a good strategy. It was impractical to ignore an industry prepared to spend hundreds of millions of rand, especially when it was feasible for advertising to fund the whole TV service.

He was disappointed that after the SABC had spent about six years becoming more commercial, it would now become a public service station. The SABC had lost out on an opportinity to do away with licences.

Garlick said the reduction of adspend on the SABC would cut down on advertising options, and there was a chance that this would lead to other stations and me types increasing rates.

Association of Advertising Agenc executive vice-president Peter de Kle said although the task group had called f non-reliance on advertising, no practic details were forthcoming quantifying ho this would happen.

The SA economy was market driven, a advertising acted as a lubricant. By cu ting out advertising, the SABC would stif growth. De Klerk said advertising was a excellent way of generating income, an "why lumber the public in another way'

Mandate

BSB Bates media director Chris Rain ford said the recommendations on decreas ing advertising was a pipedream. She could not see how this would work, espe cially in an era of great competitiveness, even within the SABC.

Young & Rubicam media director Henry van Rensburg said it seemed the task group had recommended that the SABC become purely a public service station. This would force it to be less reliant on advertising and would increase licence fees.

He said all broadcasters should carry a public service mandate and all should rely on advertising revenue. If the recommendations were adhered to, advertisers would be looking for other avenues, and other media types would pick up additional revenue. In terms of the recommendations, pirate viewing would merely increase, and one of the purposes of the task group had been to find a way licences could be abolished.

Indemnity process 'nears end'

PATRICK BULGER

GOVERNMENT and the ANC were in the "twilight" of the indemnity process for political prisoners and exiles, ANC national executive committee member Matthew Phosa said yesterday. B1Dcity 18/9/91

Phosa, who serves on the government-ANC working group on political prisoners, said there were two remaining categories of political prisoners — those who caused death and those convicted for mass-related activities.

He said government had been inconsistent in that it had already released prisoners who had caused death but was refusing to release prisoners such as McGoo's Bar bomber Robert McBride and five others.

In one particular case, an Umkhonto cadre who caused death was not being released because of a motor car theft he committed during the course of his military operation.

Phosa said the ANC had a list of 900 people serving time for mass-related activities in July. Since then many had been released but he had been battling for two months to get a list of those released.

He said the prisoner issue remained an obstacle to negotiations. However, the ANC wanted an interim government and would go ahead with attempts to secure such a government at an all party congress.

Phosa said he expected government to free both McBride and right-wing mass murderer Barend Strydom as it had consistently categorised them together and had moved them from Death Row at the same time.

He said hundreds of political prisoners had gone free and thousands of exiles had returned and that the process was now nearing completion.

Black hair venture

286 ANTHONY NDLOVU

LEADING cosmetic manufacturer Revlon is involved in a scheme to upgrade black hairdressing.

The company signed an agreement yesterday for a joint venture with the Afro-Hairdressing and Beauty Association of SA (Ahbasa), an affiliate of Fabcos. B1Dcity 18/9/91.

Revlon will sponsor the undertaking to the tune of R600 000 over two years. Some of the money will be spent on designing a home hairdressing unit for use by "backyard" salons.

Ahbasa marketing MD Xolani Khubeka said a substantial amount of the money would support an administration infrastructure.

"Abhasa believes the venture means backyard hair salons will soon have an opportunity to enjoy similar business opportunities to the mainstream beauty industry," he said.

He said his association would now be able to open offices nationwide.

ETAN BUSINESS

Going ahead with style

Sowetan 19/9/91

286

IF you are on the Reef and are planning to have a hairdo, don't be surprised to find most hair salons closed on Monday and Tuesday.

By ALI MPHAKI

It's not a stayaway or anything like that, it is simply that the growing Afro Hairdressing and Beauty Association of Southern Africa is holding its third annual general meeting.

While the venue for the two-day AGM is the auspicious Johannesburg Sun, this should not in any way suggest all has been smooth sailing for Ahbasa.

Its no secret that, after taxis, the hair industry has become the second most popular means of business in the townships.

As a result, a lot of fly-by-nights have emerged over the years and others, who thought that the industry was one of those ''get-rich-quick'' schemes, simply fell by the wayside.

And, adding insult to injury, hair product manufacturers - mostly in search of a quick buck - went all out to frustrate efforts of organising the vulnerable black hairdressers.

As Mr Xolani Qubeka, executive chairman of Ahbasa, puts it: ''It took us almost five years to lay the foundation for Ahbasa. Apart from some of these problems, most black hairdressers were not ready to be organised.

''We found that, when we organised an area and went back two months later, most of the people we had organised were no longer in the industry.''

However, the need to establish an organisation like Ahbasa spurred the likes of Qubeka, Reggie Hlongwane, Alex Molokoane, Stan ''Dr Fingertips'' Mkhabela and Sonto Khoba to press on.

''Our concern was that the black hair industry had grown in volume but diminished in value,'' Xolani said.

To this end, Ahbasa can pat itself on the back for being the first South African black hairdressers association to be chiefly concerned about the standard and quality of hairdressing and customer satisfaction.

The association is also catering for the backyard salons around the townships and has designed a home salon unit which is available to paid-up members only.



Mr Xolani Qubeka . . . executive chairman of Ahbasa.

Full details about this unit will be announced at the AGM.

Speakers at the conference will include Mr Douglas Ruhukwa, president of Zimbabwe Hairdressing Association, Mr Dennis Zimu, from the Development Bank Entrepreneurial Skills division and Mr Kehla Mthembu of Afsure.

Ahbasa is an affiliate of Fabcos and has 12 regions nationally. Its executive committee is composed of chairmen from all the regions. It is headed by Mr Reggie Hlongwane, who is president.

Diversification helps Adcorp beat recession

BI pau 23/9/91 (286)

MARCIA KLEIN

THE benefits of diversification as a hedge against the recession are clearly reflected in professional services company Adcorp's interim results to end-June, in which attributable profits rose by 19%.

A slowdown in the recruitment advertising market, of which Adcorp has "a considerable share", was countered by the group's diversification into communications and market research, chairman John Barry said.

Depressed conditions in recruitment advertising — which is known as a reliable economic barometer — are reflected in a 9,8% turnover increase to R22,4m (R20,4m). But at the operating level, profits were up by 22,8% to R1,5m (R1,2m).

Additional borrowings saw Adcorp pay R360 000 interest compared to R34 000 interest received in the previous period.

Barry said the interest bill related to the significant acquisition last year of 50% of Research Surveys. While a large proportion of the R3,1m was paid from the group's cashflow, Adcorp also had to borrow for the first time.

However, Barry said the interest-paying position would be reversed in the near future due to the cash generating nature of the service industry.

The effect of the interest bill was reflected in the 9,7% decline in pre-tax profits to R1,1m (R1,2m), but a reduction in taxation saw profits after tax up by 10,7% at R799 000 (R722 000).

The 19% rise in attributable profits to R681 000 (R573 000) was diluted at the earnings a share level on an enlarged issued share capital base due to final payment for the acquisition of TWS Communications. Earnings of 8,8c a share were marginally up on the 8,5c a share reported in June 1991.

Barry said the aim of the diversification programme was to divide the group into four areas — manpower, communications, research, and synergy between companies within the Adcorp stable.

He attributed good results to competent management and to restraint of trade agreements with all key executives and middle management.

Barry said the research division, including The Qualitative Consultancy and the group's holding in Research Surveys, had performed well.

The acquisition of new clients and increased business from existing clients helped to improve earnings of the communications division, which comprises TWS Communications, JSA Design International, Adplan and Triad Sports Marketing.

Manpower division companies Admark and ERA experienced pressure on volumes, but Admark Response Handling achieved steady growth in its niche market.

Since the interim stage, Adcorp has acquired Cape-based research house Pinpoint and recruitment advertising agency Altolevel. Also, Senbank has acquired 15% of Adcorp through a rights issue of convertible debentures undewritten by Senbank.

Adcorp buys ad agency Altolevel

MARCIA KLEIN

PROFESSIONAL services group Adcorp has acquired the country's second largest recruitment advertising agency, Altolevel, for an undisclosed sum.

Chairman John Barry announced on Friday that Adcorp, which already owns SA's largest recruitment advertising agency Admark, had acquired the company from its present owners.

He said they would stay and run the company under MD Paul Brand in terms of a three-year agreement.

While he would not be drawn on the cost of the acquisition, Barry said it was "very significant" to Adcorp, whose other interests include a number of research, communications and manpower advertising companies.

Barry said recruitment advertising had suffered terribly with the decline in the economy, and in 1991 it was running at about 32% of the volume level of 1988.

Although this was offset to a degree by increases in media rates, it was still a fraction of what it was some years ago, he said.

However, he said recruitment advertising would benefit "almost disproportionately" when the economy turned, as it was the first to be affected by both a downturn and an upturn.

He said Altolevel, which was the first recruitment advertising agency established in SA, would "further strengthen Adcorp's manpower division".

Adcorp has also acquired Cape-based qualitative research house Pinpoint, which has since become the Cape Town arm of subsidiary The Qualitative Consultancy.

● See Page 8

PRIVATE CEMETERIES (286)

One foot in the grave (FM)

FM 18|10|91

In a country where cemeteries are often dreary places run by government, privately owned Park Acres Memorial Parks certainly promised something different when it kicked off two years ago.

Would-be buyers of burial stands were wooed with pictures of rolling lawns, landscaped gardens, fountains and lakes, while investors were lured by eye-catching returns of at least 38% a year. "The Parks," extolled the ads, could be used for weddings and christenings and would stand as a symbol of the new SA — non-denominational, multiracial and privately owned.

But this week these plans were all but dead and buried as provisional judicial managers prepared to declare Plandev Memorial Parks Ltd — the unlisted public company offering stands in Lanseria and the Strand — insolvent. "Currently, there appears to be no source of finance available to the judicial managers and people are wary of investing because the company is under judicial management," says Barry McLoughlin, an accountant involved in the judicial management of the company.

People also may have got the creeps at the whole idea of picking out a stand and paying for it ahead of time, though it's the norm in other countries. There, private developers run newspaper ads and solicit business by pushing location, perpetual care and "peace of mind."

Park Acres' obituary — before anyone was buried — is bad news for a lot of people. Some 3 500 stands were sold — at R2 500 apiece — and the two sites are bonded for at least R3m with Volkskas and First National Bank. The project is also a footnote to the

CONTINUED



(FM) (286)

Masterbond fiasco. Masterbond was Park Acres' biggest wholesale purchaser, while the Pretoria Bank, also involved in the Masterbond affair, financed the sales of stands.

As with many businesses that go under, the project's epitaph should read, "Failed for lack of capital." Memorial Parks Marketing MD Mike Jennings, whose operation is independent of Plandev, says funds being generated by sales covered only the interest on acquisitions and not development. "Plandev MD Johannes van Wyk was undercapitalised to start with. We could promote only what was there physically. People want to see development." FM 18|10|91

But South Africans' hopes of being buried in style could yet be resurrected. This month, the Central Witwatersrand Regional Services Council started advertising for proposals on how to operate a new regional cemetery, to be located on 130 ha at Eikenhof, south of Johannesburg.

Says CE Len de Wet: "We envisage maintaining a measure of control, but the emphasis is on private-sector involvement in development, maintenance and operation."

Says Jennings, "Letting RSCs run cemeteries makes good business sense. It's difficult for individual municipal cemeteries to make a profit because the mortality rate just isn't high enough."

Can the dead produce profits? Jennings insists that private memorial parks, like those profitably run in the US, Australia and parts of Europe, are the answer. Experience also has shown that they are popular with financial institutions, who resell membership rights, and employers, who offer these rights to employees. ■

Sharks or guardian angels?

Star 5/11/91

(286)

Rocketing crime statistics ensure that security firms are doing big business. But what do they offer and how do members of the public discern the sharks from the guardian angels? PETER DAVIES reports.

WITH 15 pages of this year's Johannesburg Yellow Pages directory devoted to security firms and armed response services, it is clear that many Reef residents feel that shielding their homes with panic buttons, armed guards and razor wire is rapidly becoming a necessity and not a luxury.

Latest crime statistics show 36 000 cars stolen in the first six months of the year — one every seven minutes. Rape Crisis Centre estimates are a rape every 90 seconds — or 2 000 a day. And this, besides a daily dose of thefts, stabbings, assaults and train slayings.

People are nervous, so security is big business. Many fledgling operations have sprung up like toadstools overnight to cope with the demand. Some have good reputations while many do not.

A Randburg-based company which has over 9 000 clients and many glowing letters of recommendation framed in the reception of its plush Randburg offices lists a number of precautions that householders should take when choosing a security firm.

Company chairman David Randston believes the Rambo-esque image that some members of the public have of armed security comes from chancers operating from their garage with little more than a telephone.

"He's probably an ex-technician who fitted alarms for one security company or another. He has a mate in the police who is unhappy with his pay, so the two of them set up shop. They persuade a 'breeker' pal to do the response and they're in business.

"But to get a client base they have to undercut established companies, so they supply inferior equipment. Then service calls begin and soon there's no time for new installations. Neglected clients get irate, but these guys simply change names and leave old customers high and dry. I know of one individual who pulled that stunt seven times before being forced from the business."

So what precautions should the public take before signing up a security company?

"Most important, check if the company has its own control room. Many smaller companies use a communal control room which is a disaster in peak times.

"Let the company show you how the network system works by pressing a test button. See how long it takes before the information appears on the screen.

"Establish how many response vehicles are on the road and if all have direct radio contact with the control.

"Does the company own or lease its premises? If it owns them, that is generally an indication of stability.

"Does the company have adequate back-ups in case of power failure or equipment breakdown?"

The Randburg company's services range from a basic telephone response at R52,80 a month through to full alarm systems complete with portable panic buttons. Alarms can range from R1 500 through to the state-of-the-art system worth R55 000 with which one mansion was kitted out.

It is money well spent, said Mr Randston, who believes that what one spends on security one saves on reduced insurance premiums.

Another burgeoning, northern suburbs-based company — client base "in excess of 10 000" according to MD Barry Blyth — offers the services of trained paramedics in addition to armed security. R123 a month will buy a monitored alarm system, 24-hour control room, armed reaction, qualified paramedics, ambulance transportation and any medicines needed on the way to hospital.

This company has at least two officers in each vehicle, both clad in bullet-proof flack jackets.

Calls are monitored at the double doored, bulletproof control room. The security here is necessarily tight because the control room is the heart of the matter. Every piece of technical equipment is duplicated in case of breakdown or power failure, and a paramedic is always in the control room in case he can give lifesaving instructions over the phone. □



Quick reaction . . . security officer Andy Baker responds to yet another emergency call. Picture: Jacoob Rykliff

They are hair today, gone tomorrow

Star 16/11/91

KINGS used to take off their hats for them, an opera was composed about one and they've featured in endless movies. Now being a barber is a dying art. AL-AMEEN KAFAAR reports.

286

THE signs were already clear 15 years ago that the traditional barber was on his way out.

There are still a few left in Johannesburg and Fordsburg, the youngest undoubtedly in his 50s. Virtually all of them started their trade as boys, experimenting with their friends' hair after school.

Under the watchful eye of their father or an uncle, they would gradually master the art of trimming a "number two or a French cut".

Only if the instructor was completely satisfied would he be allowed to put on his white coat and cut an adult's hair — because to satisfy the customer is the pride of his trade.

Walking into the Majestic in Central Road, Fordsburg, you are met by an atmosphere of the living past. The air is smoky, and the smell of leather and shaving cream fills the air.

The barber's chair, and the chairs for waiting customers, are still solid after 50 years. The walls are covered with framed mirrors, and between the mirrors are pictures of movie and pop stars of the 1950s.

A youthful Brigitte Bardot winks at customers, while Gina Lollobrigida smiles coquettishly. Elvis Presley, Pat Boone and Tommy Steele feature on the other wall. Each of these gentlemen looked as if he had recently received a crew cut.

Ahmed Ebrahim and Parbhoo Monaram are the men behind the barber's chairs. Both started the trade in 1949 at the age of 15. Behind their chairs, on the floor, are two semi-circles — formed over 35 years of shuffling from one side to the other.

"Parbhoo and I are the perfect team — he's the listener while I do the talking," Mr Ebrahim said.

"Soon we are going to be something of the past. The youngsters prefer the new fancy salons. Fortunately our customers will be dying out with us," Mr Ebrahim remarked jovially.

"I will never go to one of these new salons," interrupted John Isaacs, a Bosmont customer, "I've been coming to this shop for the last 30 years and will continue to do so until it is no more."

Mr Ebrahim explained: "People don't come to a barber just for the haircut. Our customers are regulars. We've known each other for years. When one sits down in my chair, I know exactly which cut he is going to request. And to exclude someone in the shop from a conversation is virtually impossible.

"Barbershops are places for social gathering, especially on a Saturday. All the regulars, if they want to have a cut or not, normally pop in.

"Then we discuss the week's events, sports, politics, work, a new movie or anything. After more than 50 years, I'm still amazed at how I managed to get the job done."

But does it make him sad to know he is probably one of the last few barbers in Johannesburg?

"Yes. Nostalgia will always be with me but I've never regretted my decision. Of course I would like to see the trade continuing, but no one is interested. Besides, I don't think any of the youngsters would cope," he said with a smile.



FIFTIES CREWCUT: Ahmed Ebrahim of Majestic in Fordsburg gives Hanif Bhayat his regular cut. ● Photograph: JOHN HOGG

Shortage of accountants

ROBERT GENTLE

A SENIOR partner with a leading accountancy firm yesterday called for a "change of approach" to bring more blacks into the profession without debasing the qualification.

Managing partner of accountancy firm Arthur Andersen Sam Abrahams said: "Blacks with degrees are failing examinations on a regular basis. We cannot continue in the way we have for the past 20 years."

Abrahams said there were about 45 black accountants in the country out of a total accountant population of just over 13 000. SA needed about 200 to 300 new black accountants a year.

Hands off our burial societies, warns Motlana

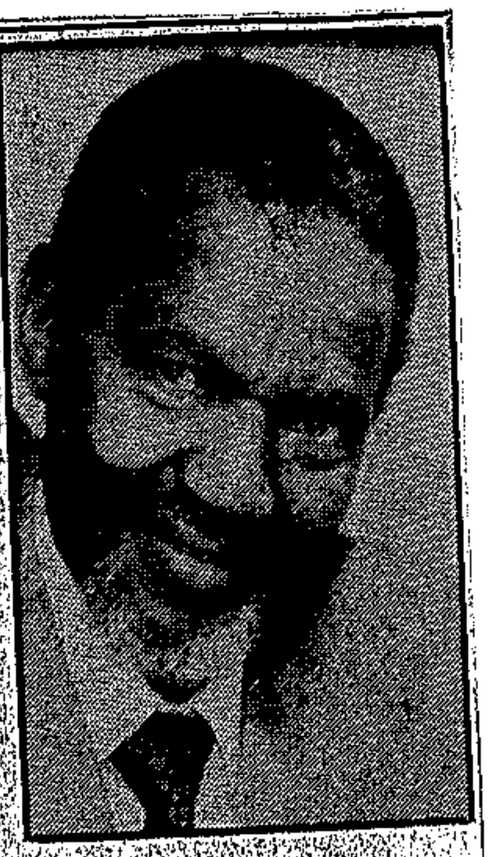
Cpress 24/11/91 (286)

By DERRICK LUTHAYI

BIG businesses and financial houses should end their infiltration of burial societies, women's and Mehodisano clubs, Dr Nthato Motlana warned this week.

Speaking in his capacity as chairman of the Centre for Black Economic Development (CCBED), Motlana said they should do this to avoid the dangers of their companies being nationalised when a new government came to power.

Motlana was speaking at a function in Sandton, where he received a R20 000 cheque from the SAB on behalf of his organisation.



Dr Nthato Motlana

CBED brought burial societies, womens' and Mehodisano clubs together, under the innovative ideas of its executive director Sam Moufhe.

The organisation believes that seminars and training programmes will be a starting point in the wealth creation process for the black community.

Moufhe said once potential investors in these societies and clubs developed confidence in private enterprise and started creating additional wealth and resources, it was envisaged they would make a positive impact on the economy.

Political comment and newsbills by K Sibiya, headlines and subediting by S James, both of 2 Herb Street, Johannesburg.

Black burial riles white neighbours

Sowetan 2/12/91

286

By DANIEL MAINE

WHITE residents of a Vereeniging suburb responded with panic to the "traditional funeral" of their black neighbour at the weekend and called in the police and firemen.

Mr Martin Mokatane, of Berkowitz Street, Vereeniging Extension, could not be buried at the local cemetery on Saturday. The caretaker would not let his family "bury a black in a white graveyard" although the family had obtained permission from the town council, a family source said.

On Friday night white neighbours called firemen when mourners lit an open fire before slaughtering an ox. They left after being told that nothing was on fire.

Later police arrived and told the family they could not slaughter the beast and should not hold a vigil because neighbours had complained. The beast was slaughtered in Sebokeng and meat was transferred to the suburb.

Witwatersrand police spokesman Captain Pieter van Deventer said slaughtering an animal was forbidden by municipal by-laws.

After the funeral mourners went back to the suburb for the meal. White neighbours could be seen peeping through windows and some getting in cars and leaving with their families.

IN BUSINESS



Mr Booby Makwetla, Mr Percy Mongolo, Mr Columbus Malebo and Mr Michael KoeKoe

It's time for action say burial societies

(286)

Sowetan 5/12/91.

By JOSHUA RABOROKO

BURIAL societies have decided to play a major role in the economic development of blacks.

The first step in this direction has been a pledge by the societies to support the Letsema Investment Corporation, which aims to manufacture coffins and buy funeral parlours.

This decision was taken at the first annual meeting of the National Association of Co-operative Societies of South Africa, held in Bronville near Welkom recently.

The conference's theme was: "Concretising black economic development through burial societies, women's and meholisano clubs."

It undertook to revamp the membership drive; improve the running of finances; make information available about Nacssa; devise development plus management strategies and implement a marketing scheme.

New office bearers are Mr Bobby Makwetla - president; Mr Percy Mongolo - treasurer; Mr Columbus Malebo - senior vice-president; and Mr Michael Koekoe - organiser.

Nacssa chairman Dr Nthato Motlana said burial societies and staff must develop themselves economically.

They must shift from being ordinary women, burial societies and meholisano to accelerate the process of economic development.

He said: "Political freedom should not mean that we receive preferential treatment from our government. Precedents of this kind of treatment are rife in Africa.

"Our problem today is how to keep the rand in our community. It leaks out in no time. It does not even circulate once.

"This is how it leaks out ... non-local ownership of business, absentee property ownership, imported business plus labour and professional skills, non-local goods plus services and local capital export."

Letsema had been created to block these leaks. Through it, the black's rand would circulate in the right areas, he added.

Mr Bobby Makwetla, who was re-elected Nacssa president, challenged members to play an important role in the mainstream economy when sanctions were eventually removed.

Nacssa should be a facilitator of economic development through the Centre for Black Economic Development and ultimately bring about independence, instead of forever depending on handouts.

He said the Nacssa funeral scheme had generated tremendous interest to the point where opportunists were "climbing into the competition arena by attempting to design policies which they hope will outsmart us".

Nacssa gets together

By NAT DISEKO

DELEGATES from grassroots organisations countrywide converged on Welkom this week to fight against poverty and unemployment in the black community.

Welkom was an unlikely venue as the city was recently torn apart by the bloody miners conflict at the President Steyn Mine. A white by-election won by the Conservative Party was also recently fought in neighbouring Virginia.

But there were no hitches at the first annual general meeting of the National Association of Co-operative Societies of South Africa (Nacssa).

Nacssa embraces organisations such as burial societies, women's clubs and mehodisano clubs (stokvels).

Speakers emphasised the importance of advancing black economic development through such organisations in view of existing political and economic conditions.

Nacssa executive director Sam Moufhe said the organisation should avoid being swallowed by big business. Societies had to liberate themselves and not end up as mere consumers.

"In the past, societies could not engage in risk business because of the fear of financial loss. The Nacssa Funeral Scheme 4 000 relieves contributors from having to save money for the sole purpose of burial. They can now use their surplus funds for business ventures because of the cover offered by Nacssa," said Moufhe.

He announced that Nacssa would publish its own monthly publication, *The Nacssa World*, from the end of next month.

SOWETAN BUSI

Black ad agency gets multi-million billings

286

Sowetan 12/12/91

By JOSHUA RABOROKO

HERDBUOYS, South Africa's first black full service advertising and marketing agency, may be about to net the National Peace Accord account according to informed sources

This will be in addition to three new accounts the agency has acquired in the last few weeks.

Figures have not been given, but we are now talking of millions of rands in billings.

The three new accounts are Future Bank, Tusk Music and Kenya Airways.

Herdbuoys would not comment on the National Peace Accord account.

However, informed sources have it that Herdbuoys and Hunt Lascons advertising and marketing agencies are earmarked to clinch the deal with the National Peace Accord.

A spokesman for the peace committee Mrs Lorraine Fourie said in Pretoria yesterday that a decision was to be made today on which agency would deal with their advertising and marketing.

It is expected that the deals will bring income of more than R12-million to the Herdbuoys.

Strategic Planning Director Mr Dimape Serenyane said they were to embark on an "aggressive business drive" to market the new Futurebank, a record company, Tusk Music, and Kenya Airways.

Earlier, the company was awarded the National Sorghum Breweries Ltd, account.

Herdbuoys was to embark on new projects which hopefully would be achieved in the new year, Serenyane said, adding, "we are a full service integrated communication company aim at the diverse black consumer markets in southern Africa on behalf of our clients."

The agency was founded on the premise that blacks were the dominant consumers in South Africa, as well as its major political players whose impact on this part of the continent was yet to be fully understood by marketers.

Govt tenders anger ad industry

MARCIA KLEIN

THE advertising industry has expressed concern about the handling of public interest organisations' account pitches.

Association of Advertising Agencies (AAA) executive vice-president Peter de Klerk said yesterday the R1,4m national peace committee account — awarded to Hunt Lascaris and HerdBuoys — was an example of the pitches which had not been handled properly and amounted to abuse of the ad industry. Others included the Reserve Bank account and the AIDS account, which was recently awarded to Hunt Lascaris.

De Klerk said he was "disenchanted with the way that public bodies were abusing the advertising agencies", and the AAA had approached the national peace committee chairman and "the highest possible authorities in government" about the issue.

He said the AAA had been using SA Communications Services (SACS) to act as a conduit between the agencies and government with regard to government pitches, and this had proved to be successful. However, SACS had no authority to act on pitches which were not purely government, and the recent pitches were happening outside of its authority.

Agency heads said yesterday that about eight disillusioned agencies had withdrawn from the national peace committee pitch.

They said these public body pitches were put out out to tender, which meant that dozens of agencies were spending up to R100 000 on a pitch against a host of other agencies.

They said there was no reason to ask every agency in the country to pitch, and a short list of four or five agencies could easily be chosen on credentials.

An agency head said public interest groups were in a difficult position as there was pressure on them to put an account open to tender as it had to appear to be fair. "This sets the stage for a set of circumstances which is not conducive to the relationship necessary for great advertising."

Technikons, universities warned of cutbacks

Political Staff

CAPE TOWN — Government yesterday warned it would be "impossible" to meet educational needs of technikons and universities next year.

National Education Minister Louis Pienaar said there would be a "considerable difference" between the needs of these institutions and the state's ability to fund them.

UCT deputy vice-chancellor Prof Dave Woods warned that continuing cutbacks in government funding had plunged SA research into crisis, jeopardising the country's ability to compete internationally.

Pienaar said education spending would amount to about 20% of the 1992 Budget.

Sapa reports Woods said engineering and science researchers had been told their government grants would be cut by between 4% and 8% from January. Funding of student bursaries would be cut by 75%.

Top tax official gets settlement

CAPE TOWN — The Department of Finance is to probe charges of corruption and maladministration against itself in terms of a Supreme Court settlement with a top tax official.

It will also pay the official, Trevor Norman Foster, R164 000 for his legal costs and an undisclosed settlement.

Foster, a deputy director and head of the special investigations team of the Department of Inland Revenue, brought two applications against his bosses, claiming that his promotion had twice been blocked after he had exposed corruption within the service.

Foster, who will resign on December 31, has undertaken to abandon irrevocably all claims and/or court actions against the department.

He also undertook to stop investigating corruption or maladministration because the director-general had undertaken and committed himself to have the allegations investigated.

The parties further undertook to regard the terms of the settlement as private and confidential.

The court heard that on November 8 last year he was evaluated and found to be an unsuitable "candidate for promotion". As a result he had lost a yearly professional allowance of R20 000.

Two judges subsequently set aside a decision by the director-general that he should not be rated for promotion. — Sapa.

HAMILTON RUSSELL

Learn how to pick ad agencies, govt told

MARCIA KLEIN

ASSOCIATION of Advertising Agencies (AAA) executive vice-president Peter de Klerk has urged government and other public service organisations to consult the AAA and the SA Communications Services (SACS) on established procedures for choosing an agency.

His pleas come soon after the award of the controversial national peace committee account, from which about eight agencies withdrew at presentation stage. It was a battle the advertising industry has been fighting for some time, De Klerk said.

He said public projects which were not undertaken by commercial institutions often fell foul of accepted practice.

Although agencies may have disagreed with the way these pitches were handled, De Klerk said they often could not withdraw as "in a highly competitive environment, they cannot be expected to turn away business". Projects offered by government and the public service were often important national issues.

Public organisations which did not handle account pitches properly did not do so with malice, but lacked understanding of the advertising industry. Some were bound by certain procedures such as having to invite tenders.

Despite these problems, agencies which had won accounts had won on merit.

De Klerk said ideally advertisers should understand what was happening in the market, devise a short list, visit agencies and talk to existing clients before choosing an agency.

Criteria

These criteria had been agreed upon by the SACS and the Association of Marketers.

If the organisation insisted on a tender, a decent period of time should be allocated to agencies to pitch and they should be properly briefed and paid.

From Page 1

Blacks useless — security firm

By MONWABISI NOMADOLO

"BLACKS are useless," a spokesman for Johannesburg's Red Heart Patrols told City Press this week when contacted for comment about an alleged racist attack on a black security guard.

The guard, Vusimuzi Khuzwayo, 40, told City Press how three white men allegedly beat him up after accusing him of being drunk at work.

Khuzwayo, originally from Empangeni, had been employed by the Longdale-based firm since October.

He denies that he was drunk and also claims the company refused to pay him his salary of R350.

When Legal Aid Bureau lawyer Brian Utian phoned the firm to find out about Khuzwayo's unpaid salary, he was told: "You get good kaffirs and bad kaffirs."

"I was never insulted like that before in my entire life," Utian told City Press, adding that when he told the spokesman he was being racist, the man, called Dannie, started swearing at him.

The same man answered the phone when City Press called. He confirmed that he had told Utian "to go to hell" and added that blacks were useless.

"You must come and see how useless these blacks working here are," Dannie said.

"They are useless, useless," he repeated.

When asked if his remark was not racist, he replied with a string of racist abuse.

Another spokesman for the company, Sakkie van Heerden, denied Khuzwayo was attacked without provocation and that he was not paid.

However, Dannie had told City Press that Khuzwayo should come "sign for" his money.

But Khuzwayo said he was too afraid to go.

Van Heerden said Khuzwayo had "assaulted a 65-year-old white man" working for the company.

"I was not there, but I was told that he assaulted the man," he said.

Khuzwayo denied this.

He said that on Friday, November 22, he was on patrol in Sandton with a white man called Jimmy.

"I was doing a six-to-six work shift that day.

"When we returned to our offices, Jimmy just pulled me out of the vehicle and punched me on the face, accusing me of being drunk," Khuzwayo said, adding he defended himself when Jimmy continued to attack.

"Then two other whites joined him while the fight continued. They held my hands while Jimmy hit me with a baton," he said.

"I was badly injured and swollen. I could hardly use my left arm and fingers," he said.

R15 a month on rates will pay for 1 000 men to patrol streets

Jo'burg private police plan

286
STAR 25/11/91.

By Louise Burgers
Municipal Reporter

A private security company's proposal to control the appalling crime rate in the suburbs at a cost of R15 a home is being considered by the Johannesburg City Council.

Management committee chairman Ian Davidson has set up a committee to investigate the proposal by Paramed Security and other initiatives and to report back by the end of January.

An important announcement on measures to improve security in the city can be expected in the next three months, but Mr Davidson yesterday assured ratepayers a referendum would be held to gauge residents' views. Security was a priority and all suggestions would be investigated.

Paramed managing director Mark Flemmer has proposed establishing a new company, to be called the Johannesburg Crime Prevention Service (JCPS), to put 1 000 men on the streets within 10 months in armed response units.

The units will not need extra powers and will act as a back-up to police. All JCPS personnel will be required to become police reservists according to his proposal.

"We have made it clear to all parties concerned that it is not our intention to raise a private army with a Rambo attitude," Mr Flemmer said.

"In fact, we require no special powers other than that of a private citizen.

Negotiated

"The police will still attend to serious crime and conduct investigations. Our job would be purely to deter crime and provide a fast, efficent service for routine day-to-day security matters. We will be the eyes and ears on the street for the SAP."

Mr Flemmer said direct communications between the JCPS and the SAP were being negotiated.



Back from hell . . . British businessman Ian Richter embraces his wife Shirley on his arrival at Heathrow Airport last night. He ha been held in an Iraqi jail for five years. Britain released R350 million in frozen Iraqi assets in exchange for his release. Picture:

Richter tells of grim days

LONDON — Ian Richter flew back to freedom last night to the wife he last saw from the indignity of his prison cell.

Within an hour of landing at Heathrow Airport, he was describing his prison regime: at six every morning he would do an hour's PT. Then, after breakfast, he would run 15 km or so, followed by studying for a postgraduate degree in finance and accounts, then writing at least one letter every day. "I decided I had to keep a fairly ordered regime."

Mr Richter (45) looked thin, but otherwise tanned and fit. He was keenest to concentrate now on the happy things, being reunited with his wife Shirley, his son Anton (16), his daughters Alex (19) and Jeanne (17).

They had been children when he last saw them and were now almost adults.

Only reluctantly did Mr Richter turn to less pleasant matters. It was put to him that Douglas Brand, also released from Iraq this year, had said he had been tortured. Had Mr Richter suffered the same fate? "I really want to look forward rather than back," he said, noncommittedly, repeating only that his early time in prison had been "pretty grim".

He described how conditions in prison had then improved as he came to know his prison uards and they came to know s likes and dislikes.

He was asked why he ought he had been charged ith bribery and imprisoned id he laughed, shrugged and aid: "You tell me."

hen, adopting a more seri-

● To Page 2

Eight die in mine violence

STAR 25/11/91

burg City Council.

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Mr Flemmer said direct communications between the JCPS and the SAP were being negotiated.

About R3 million a month was needed to run the service. Based on ratepayer figures supplied by the council, Paramed would require a levy of R15 a house or flat, and R30 for a small office or shop to finance the service.

Randburg management committee chairman Andre Jacobs said his council was also investigating using private security companies to police the streets.

"It is important that people realise we are paying taxes and for that the State should provide the service of security. It's very unfortunate, since it is not really council responsibility to do this, but we have to be realistic in terms of the times we live in."

But National Business Watch co-ordinator Gerald Heine said it was the responsibility of the police to maintain law and order, and they could do so provided manpower was used effectively.

● Crime busters — Page 15

A new breed of crime busters

STAR 25/11/91 (286)

A Johannesburg-based security company has come up with a proposal to put men on the streets to curb crime in the suburbs — at little cost to the ratepayer. Municipal Reporter LOUISE BURGERS investigates.

IN A GLOSSY, bound booklet, Paramed Security has proposed setting up a new company called the Johannesburg Crime Prevention Services (JCPS) to police the streets.

The proposal is one of several being investigated by the Johannesburg City Council's newly formed subcommittee on crime.

The objective of the new company would be to make the residential areas of Johannesburg safer, assist the police in crime prevention and create a bond between the public and all crime prevention authorities.

Paramed managing director Mark Flemmer said the JCPS's purpose would be to protect the streets. "The JCPS has no intention of being a private army for the privileged few."

To allay obvious fears by residents who envisage private armies of trigger-happy security guards running wild through suburbia, Mr Flemmer says each of his men would be required to become a police reservist and a trained paramedic as well as undergo intensive training in weapons handling and liaison with the public.

To operate the service, R3 million is needed monthly — R15 from each home and R30 from small businesses.

Paramed would manage and administer the new company and all security operations. The new company would not have the same modus operandi as Paramed or any other private security group.

Residents would get the following for their money:

Monthly cost breakdown of security service

Johannesburg Crime prevention Services	R2 600 000
VAT	R272 727
Administration Fee (City Council)	R127 272
TOTAL	R3 000 000

What the service would cost every month if implemented.

- In all suburbs (excluding industrial/commercial and CBD areas) there would be 1 000 personnel and 70 vehicles made up of 60 squads, each comprising 15 officers, one vehicle and two mountain bikes. There would be one supervisor per six squads.
- All personnel would carry radios and digital pagers linked to Paramed's central control.
- All residents would be given a telephone number to phone if they had a problem.
- Mobile and foot units would carry cameras to photograph any suspicious happenings.
- Vehicle, bicycle and foot patrols would be deployed in all suburbs to create a high visibility of security personnel. Mobile units would patrol residential areas and foot patrols would concentrate on shopping areas.

The security company would insist on several checks and balances if given the go-ahead:

- To make the operation financially viable, the initial contract between the council and Paramed would have to run for a minimum of three years, after which the company expects the contract to go out to tender.
- To ensure the correct allocation of council funds, Paramed insists that the council appoint auditors for the new company.
- The council would have a further option to appoint a non-executive director to the board of the new company. A senior member of the SAP would also be invited to join board meetings in an advisory capacity.
- Increases in the security service levy would be determined by the published consumer price index for the Witwatersrand after one year of operation.

The recruitment and training of personnel could take between 10 and 12 months.

"We envisage 100 trained officers being deployed per month," Mr Flemmer said.

Initial suburbs to be brought on line would be determined by liaison between the SAP and Paramed management.

"Once we have been given the approval by council to proceed, the first contingent of trained officers will be available within six weeks."

Liaison with the public was important, he said. "For this project to achieve optimum success it is important to get the public willingly active and working alongside their security personnel. To achieve this, organised security workshops for residents and staff will be instigated in every suburb.

"Discipline is the key to a well-trained force. This will be achieved by instilling pride in our officers, their company and the success and importance of the job they are doing. Should punishment have to be enforced, it would be by way of the withdrawal of privileges and performance bonuses," Mr Flemmer said. □



Bobbies-on-wheels . . . bicycle patrols are proposed as one way to deal with escalating crime in the suburbs

The human price of security

ARMED gangs have killed at least 18 guards in the cash transit industry over the past 20 months. That is how many burial claims have been submitted to the Motor Transport Workers' Union. The figure for lives lost could be higher — the South African Security Association, the industry employers association have been unavailable for comment.

Nine of those killed were employed by Fidelity Guards, which has the largest cash transit division in the country. "We are 10 times bigger than our nearest competitor and are therefore 10 times more likely to be hit," says Jeremy Frere, managing director of the company's cash-in-transit division. "Violent crime is prevalent and the weapons and tactics the gangs are using are overwhelming," he added.

According to Frere, attacks by gangs of seven or more armed with AK-47s are not unusual. "Last year our vehicles would only be attacked about once a month, but now we are being hit every 10 days." W\Mail 13\12 — 18\12\91

The company performs about 15 000 cash movements a day, which means the 30 vehicles attacked this year are a relatively small percentage of its operations. But the cost in human life has to be compensated in rands and cents.

Fidelity employees receive a basic salary of between R1 600 and R1 800 a month, depending on their training and length of service. This is slightly above the R1 653 to R1 730 recommended by the industrial council but well below the ideal of R3 000 set by the union. The union represents about 90 percent of the workers in the industry, nationally.

The company has a pension fund to which all of its employees belong. In case of death the fund will pay out the equivalent of two years' salary, between between R45 000 and R48 000.

Paul Stober

FOCUS ON SECURITY

Security industry deserves credit

(286)
STAR 12/12/91

The consumer, battered and confused by the soaring crime rate, often does not know which way to turn when giving thought to improved security, says Frans Lubbe from the Security Officers Board.

"Consumers need to become more aware of the existence of the Security Officers Board and the advent of the Security Officers Act which now regulates the security industry and which compels security companies and their employees to register," Mr Lubbe said.

Ongoing political violence demanded a great deal of attention from the South African Police. This left a vacuum that had to be filled by the security industry. STAR 12/12/91

Super Cops managing director Merville le Roux agreed that security companies had a major role to play in supplementing the work of the police.

"The SAP just does not have the resources to cope with the staggering increase in crime-related incidents we are presently experiencing and therefore security companies supply a vital service to the public.

"It is also imperative for security companies to establish good working relationships with the SAP, since the two entities are like two arms on the same body. We often have instances where we assist the SAP and vice versa."

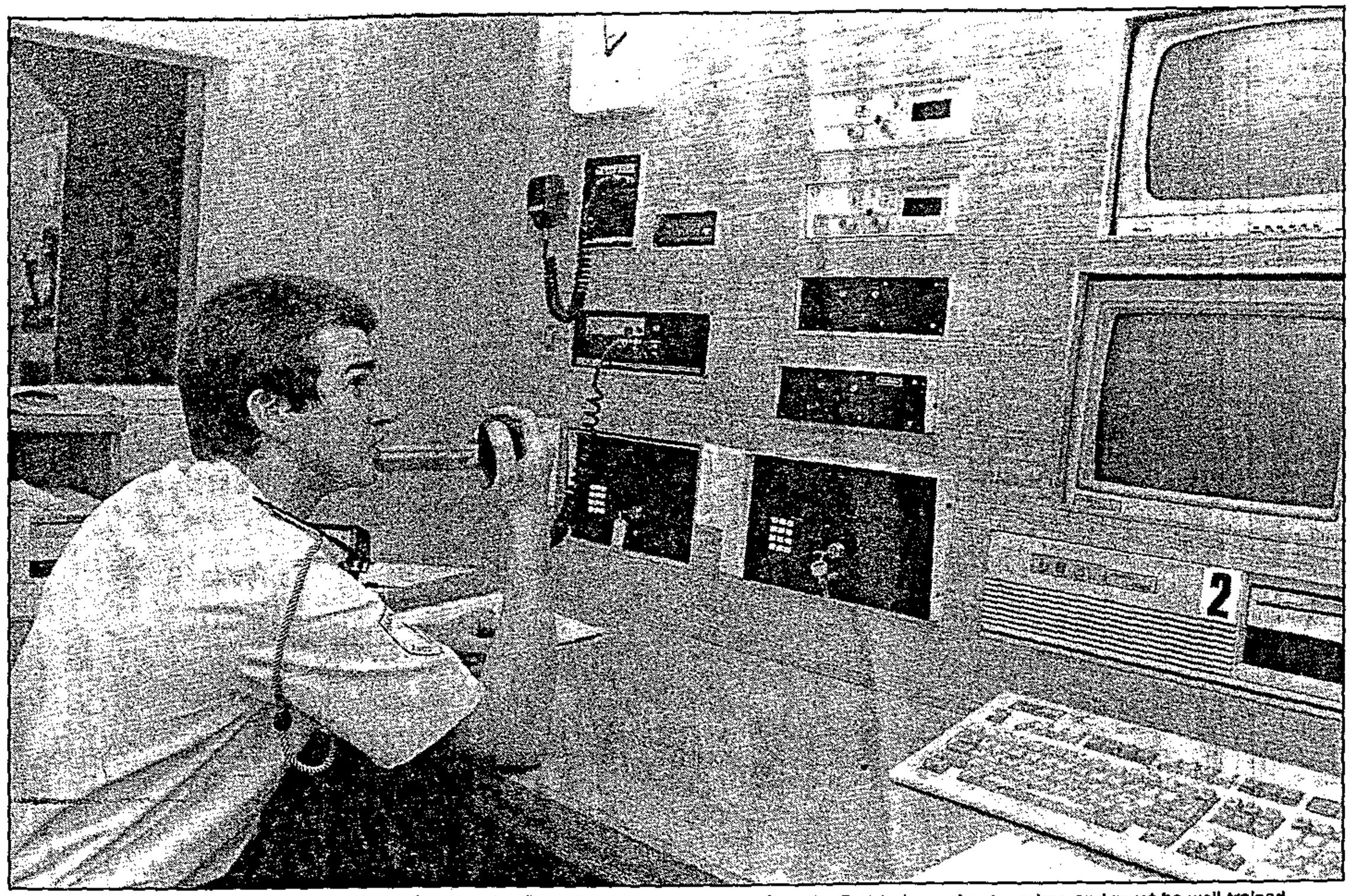
"I would like to urge the South African public to retain the services of reputable security companies to ensure their own safety," Mr le Roux said.

TARGETING

Mr Lubbe added: "At the sharp end, the criminal element is targeting the security guards because of their omnipresence while rendering a security service to the consumer.

"The employers of security guards have a moral obligation to their employees to ensure that they are equipped with the necessary knowledge and training that is essential for fulfillment of an often onerous and dangerous task.

"Never has there been more need to give credit to the security industry for the role they are now playing in protecting lives and property within a society that is experiencing an escalating, excessive crime rate," Mr Lubbe said.



Nerve centre . . . the control room of a security firm. Security guards are often the first to hear about a crime and must be well trained

In the fast-growing security industry in South Africa it is now recognised that the security practitioner belongs to a profession, governed by a code of conduct.

Breaches of the code of conduct would be investigated by the Board and those found in contravention would be prosecuted, he said.

In the case of serious breaches, registration could be withdrawn.

Mr Lubbe acknowledged that it was important that the security guard have the best training for his task.

It was with this in mind that minimum training standards are to be set in the future.

Such training would only be permitted at training establishments that had been inspected and accredited by the Board. Improved training and acknowledgement of proficiency would instil pride into the security guard who would execute his duties with improved efficiency, Mr Lubbe said.

Unfortunately, he said, the cost of training would in time be passed onto the consumer.

But it had to be accepted that when the quality of service improved, the cost of that service increased.

The days of "cheap security" had almost come to an end.

"The consumer, when employing the services of security concerns, must, before concluding contracts, request proof of registration, with references and particulars of training, enabling him to ascertain the track-record and bona-fides of the company offering him the service required," Mr Lubbe concluded.

● Inquiries can be directed to the Registrar, Security Officers Board, Private Bag X 817, Pretoria, 2001 or telephone (012) 320-3620. Fax: (012) 320-2180.

Six fired as wages used to pay bail

Sowetan 12/12/91

By MATHATHA TSEDU

SIX workers at Waterberg Security in Marble Hall were last week dismissed without pay after their salaries were allegedly used to bail out two white employees charged with murdering blacks.

The two white employees, Mr Fanie du Plessis (26) and Mr Johanns du Plessis (24), sons of the owner of the firm, Mr J du Plessis, allegedly murdered two blacks about two weeks ago.

They are charged with murder and abduction together with three other white men.

The six workers were dismissed last week following the first court appearance of the five men.

They said Du Plessis, the father, told them they were fired and he could not pay their November wages because he had used all his money to pay bail for his sons.

They then approached the National Workers Union of SA for assistance, said union spokesman Mr Hendrik Ngwenya.

An official at the Groblersdaal office of the Department of Manpower confirmed that the six men were being assisted by his office.

Soweto 5/12 - 11/12/91

Striking security guards arrested (286) in wage dispute

MORE than one hundred striking workers were arrested this week in a picket over deadlocked wage talks outside the Peninsula Security Guard offices.

The 155 workers were arrested on Monday.

A union spokesperson said the R50 bail for each worker amounted to R7 775. The money for bail was raised at the workers' hostel.

The workers have been striking since November 25.

The strike is the result of a deadlock in wage negotiations between Peninsula Security Guard and the Transport and General Workers Union.

The workers, who earn R116,75 a week, are demanding a basic wage of R150 a week. The company offered R125 for a 60-hour week.

The company declined to comment.

Suburbs patrol 'publicity stunt'

STAR 3/12/91

By Guy Jepson
Crime Staff

38 286

Security firms have dismissed a proposal by a private company to patrol the streets of the crime-plagued Johannesburg suburbs at a cost of R15 a month per household as unworkable and a "publicity stunt".

The plan, already under consideration by the Johannesburg City Council, involves putting 1 000 men on the streets within 10 months in armed response units to back-up the SA Police at a cost of R3 million a year.

Although all the officers in the proposed private force will be required to join the Police Reserve, they would not be acting as policemen and would require no additional powers.

Instead, they would be the "eyes and ears of the police", while carrying out security patrols in all Johannesburg's suburbs — on foot, in fast cars and on bicycles, carrying radios and pagers linked to a central control unit.

The initiative — proposed by Paramed Security — has drawn considerable flak from opposition security firms. The official reaction from the Witwatersrand police was a cautious "no comment".

David Randston, chairman of the Armed Response group, has described the scheme as an "incredibly good publicity stunt".

The South African Armed Reaction Association (SAARA), an umbrella body comprising seven Johannesburg response firms, has declared it "impossible" for a single company to provide effective security to 200 000 residents.

Paramed Security's proposal to establish and run the proposed suburban security force, to be called the Johannesburg Crime Prevention Service (JCPS), is being investigated by a council sub-committee on neighbourhood policing.



Koos Roets . . . committee looking at proposal.

The committee, under the chairmanship of Koos Roets, will report back to the Democratic Party-controlled management committee at the end of January.

In an interview with The Star, Mr Randston said his company and three other Johannesburg security firms had looked into such a scheme "quite some time ago" and found it unwork able.

He said the city council did not have the authority to enforce the proposed R15 additional monthly levy and would have to refer it to Parliament.

"If you're a betting man, which I am not, you won't get it through Parliament this year or the year after."

Mr Randston said he also expected opposition from the police to the scheme.

"There is also the question of liability — if someone gets shot, the municipality could be held liable."

To provide a "decent", financially viable service — staffed by properly trained personnel — the proposed R15 levy was unrealistic, said Mr Randston. A figure of between R40 and R50 per month would be needed.

It would also be "virtually impossible" for the proposed force to attract 1 000 quality security officers in 10 months, Mr Randston added.

SAARA chairman Peter Weber said the JCPS plan was misleading: because of shift work requirements only 300-odd security officers of the proposed 1 000 would be on patrol at any one time.

"And I doubt very much whether 300 men could cover the entire Johannesburg municipal area."

Mr Weber said although the association understood the fears of residents and the need for local authorities to act on crime, "no response company has the infrastructure to get a scheme like this off the ground in 10 or 12 months".

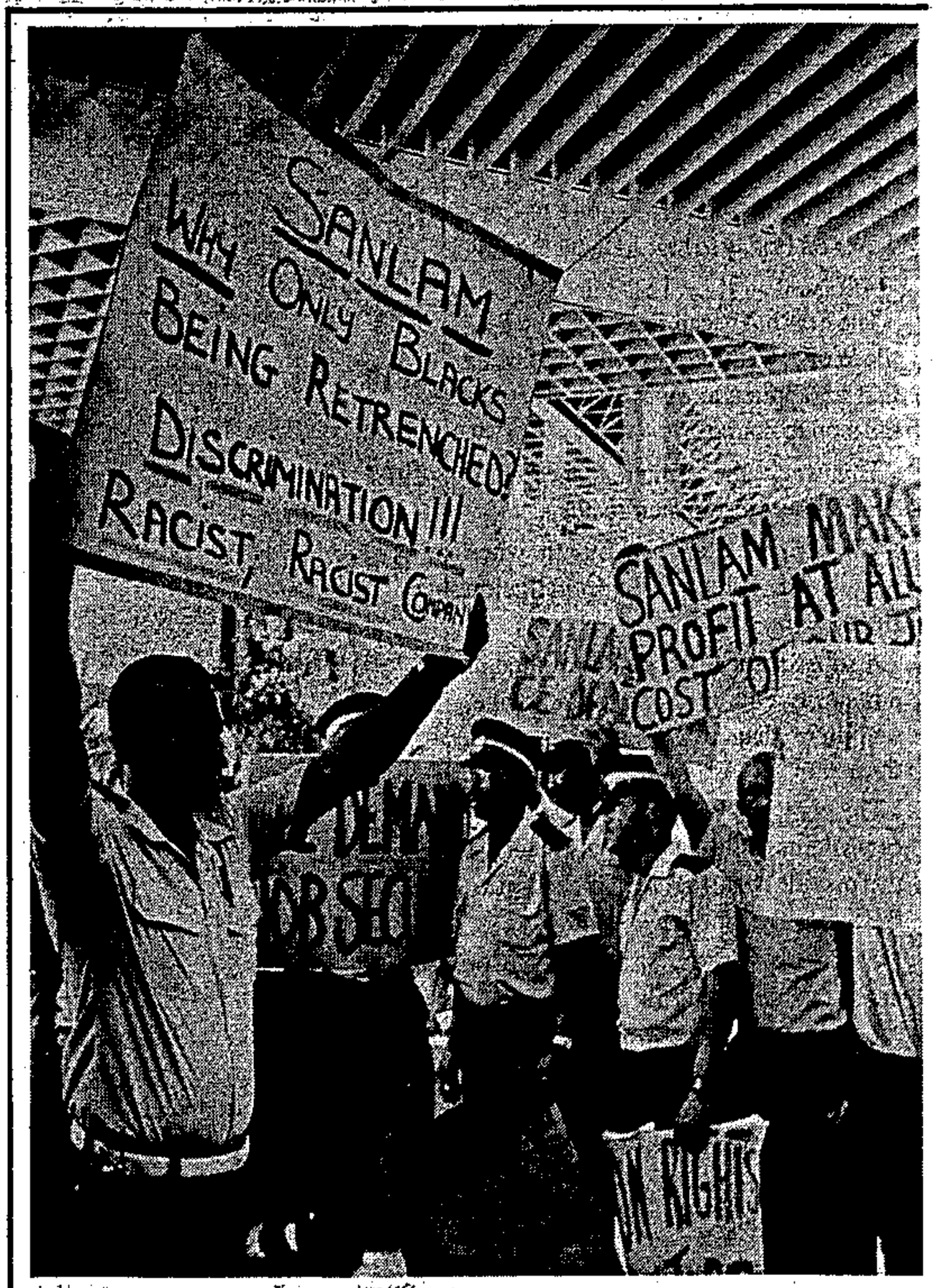
In reaction, Paramed Security managing director Mark Flemmer said his firm had done all the necessary homework and was convinced that the scheme was workable legally, financially and logistically.

He had been informed by Government officials that the administrator in the House of Assembly was empowered to grant additional powers to local authorities provided it was in the interests of ratepayers.

Mr Flemmer said Paramed Security was currently paying its security officers "three times" the average wage in the industry and would have no problems attracting staff for the project.

The firm also had the resource and capital base to float the intitiative; its finances would be monitored by a council-appointed auditor and a senior policeman would be invited to the JCPS's board meetings in an advisory role.

"We are not taking carte-blanche. We want checks and balances to be built in," said Mr Flemmer.



ANGRY: Security guards protest outside Sanlam's Golden Acre offices this week PIC: YUNUS MOHAMED

Guards 'sold out' by property giant

By Waghied Misbach

SECURITY workers employed at a giant corporation in Cape Town are up in arms because they claim the giant corporation, Sanlam Properties, to which they were contracted, has given over their contract to a private company which will pay them less. Sowt. 12-13/2/91

The angry security workers demonstrated outside the Sanlam offices in the Golden Acre in the centre of Cape Town on Wednesday.

Mr Syprian Mgwigwa, who has worked for the company for six years, said he would in future earn half his present salary. Mgwigwa said his current salary of R1 300 would drop by R550. 286

According to a Transport and General Workers Union spokesperson, Mr Basil Laattoe, some of the workers would earn as little as R447, while the starting wage at Sanlam was R650.

A management spokesperson said the company would meet the workers on Friday morning to discuss the situation. The company had met all the requirements of the law in terms of the workers' retrenchment.

Sanlam Properties did not know what the workers' wages would be at the private company, the spokesperson said.

Security guards in protest march

CAPE TIMES 6/3/91

Staff Reporter

ABOUT 450 uniformed security guards demanded the scrapping of the Security Officers Act when they marched from District Six to the city's main police station at Caledon Square yesterday.

The guards, who are represented by the Transport and General Workers' Union (TGWU), handed a memorandum to Law and Order liaison officer Captain Hendrik Opperman and demanded that Minister of Law and Order Mr Adriaan Vlok reply to a request for a meeting.

The guards claimed they had not been consulted about the terms of the Act and the formation of the Security Officers Board.

Other grievances are the payment of registration fees of R35, an annual fee of R75 and compulsory fingerprinting.

In their memorandum the security guards said "professionalisation" of the industry should begin with improvements in wages and conditions of employment.

Sapa reports that the protest was countrywide. In Pretoria union representatives met Deputy Minister of Law and Order Mr Johann Scheepers in an attempt to have the act repealed in its entirety and replaced with negotiation mechanisms.

About 10 000 guards have objected to being turned into a para-military force.

In Johannesburg, police fired teargas and rubber bullets to disperse a group of guards who allegedly refused to do do after submitting grievances to John Vorster Square police headquarters.

Similar protests have also been scheduled to take place in Durban, Port Elizabeth and Pietermaritzburg.

250 guards in protest march

ABOUT 250 security guards marched to Caledon Square police station yesterday to protest against dismissals which threatened to scuttle the March 24 agreement on the Security Officers Act.

A memorandum addressed to Law and Order Minister Mr Adriaan Vlok called on him to honour the April 8 moratorium on registration under the Act.

The legal march proceeded without incident.

— Sapa

Security industry to report to govt

17/6/91

Own Correspondent

JOHANNESBURG. — Security industry representatives are to deliver a comprehensive set of proposals to the government as the sector's contribution to ending rising and endemic crime.

Former SA Security Federation (SASF) president Mr Roy MacFarlane said at the weekend that the federation was waiting for the establishment of the standing commission of inquiry into violence before the proposals would be handed over.

The SASF is an umbrella body for all sectors of the industry, including locksmiths, alarm manufacturers, armed-patrol companies and guard dog companies.

Mr MacFarlane said the government had to deal with the endemic crime problem adding, however, that its prevention had to involve all sectors of the population.

"No police force in the world has ever been able to eradicate crime."

Although the police were recruiting new members, it took 18 months to train a policeman, so it would be some time before new trained men were on the beat.

COMPANIES

Recession hitting security industry

286

B/Day 4/7/91

MARC HASENFUSS

CONTRARY to popular belief, escalating unrest and crime has not benefited the security industry to the extent perceived, Chubb Holdings chairman Dirk Ackerman says in his annual review.

"Disposable incomes have been eroded and the industry has been subjected to the effects of recession like any other business," he said. Ackerman predicted a decline in sales for all Chubb's divisions during the first half, and that increased competition in all areas of Chubb's business activities would limit the opportunities for profit margin improvement.

"However, excluding the effects of a partial pension fund contribution holiday, he expected Chubb's earnings level to be maintained in the year ahead.

As a result the group's efforts were being directed at improving efficiencies and managing assets, Ackerman said.

In the year to March 1991 Chubb benefited from a pension fund contribution holiday which bolstered earnings a share to 137,9c (98,6c). Directors said had this not happened earnings a share would have been 117,7c.

In his divisional review, Ackerman said the export drive by Chubb Lock and Safe into Africa and Eastern Europe had been successful. "In the past six months the level of inquiries and orders closed has increased significantly, which bodes well for the future."

The slow start to government and institutional investment in black residential housing would not significantly increase demand for Josiah Parkes & Sons' lock products in the current year.

The rationalisation of Rennies Electronic security and Chubb Alarms had been completed and would provide a firm foundation for future growth, he said.

Chubb Systems and the Fire Security division would continue to face a severe decline in demands from the construction industry and government.

Ackerman said that in order to minimise the effects of the drop in business, Fire Security's staff levels were reduced and two nonperforming branches were closed.

Teljoy Rediffusion focuses on security

Bloay 15/7/91 286

MARCIA KLEIN

TELJOY Rediffusion intends making a large contribution to future growth in the Teljoy group by capitalising on the growing demand for security equipment.

Teljoy Rediffusion's turnover is expected to rise by 60%. Newly appointed MD Peter Verwer said in an interview last week that Teljoy Rediffusion, formed after Teljoy Business Services' acquisition of Telerama Rediffusion, would achieve a rise in turnover through organic growth.

Teljoy Rediffusion provides visual security systems and audio communication. Its systems include casino surveillance, nurse call, closed circuit television security, fire evacuation and smoke detection and conference systems.

Major growth opportunities are expected in surveillance systems, especially in terms of exports. Teljoy Rediffusion was recently awarded some major hotel and visual security contracts, including those at Sun International's Babalegi and Lost City projects.

Negotiations were taking place with chain stores for a visual surveillance systems package designed to control thefts.

Other growth areas were access control systems and satellite systems to hotels and large corporations. The company was also looking at expanding its specialised packages for sale in SA and internationally.

A company had been established in Botswana to serve the African market, and contracts had already been completed in Mauritius, Zimbabwe, Malawi and the Comores.

Verwer said the company was only three years old, and in that time it had developed good products.

Future focus would be on cashflow, professional management and "a lot of organic growth".



● VERWER

SECURITY INDUSTRY FM 19/7/91

BIG FEARS, BIG PROFITS

Conditions couldn't be better for the security industry. Armed robberies of banks and businesses are soaring while a wave of break-ins is convincing people to spend lavishly on protecting their property.

The larger security companies have barely noticed the recession. Good contributions from its electronic security division and "a strong performance from safes" helped Chubb Holdings to boost attributable earnings by 41% in its 1991 financial year (*FM* July 5). Rival Austen Safes also turned in good results. At Fidelity Guards, the biggest firm offering a guard service, profits exceeded its forecasts for fiscal 1991, its first year after a management buyout.

The industry has grown but there are no hard figures revealing by how much. Roy Macfarlane, president of the SA Security Federation, puts the size of the industry at R600m, a figure he derives from Chubb's R174m turnover, Fidelity Guards' expected R120m, and others like Coin, Springbok and Austen Safes, which are together expected to turn over R200m this year. In addition, there are an estimated 800 small guard companies employing between five and 10 guards each. It is impossible to estimate what they turn over because they are not all registered.

But not all security companies are unscathed by the recession. It is dampening demand for some products and services, which is one reason there have been failures among many smaller companies, particularly guard companies. Their demise, however, has only served to create additional opportunities for the bigger companies.

Says Chubb chairman Dirk Ackerman: "The guys at the bottom are getting out after trying to sell their operations to the bigger companies. We looked at many, but most weren't worth a second glance."

continued

FM 19/7/91 286

Ackerman believes that the armed-response sector has declined; fewer people can afford this service because of the recession. But Nigel Matthews, joint chairman of Austen Safes' parent company Klipton, disagrees. He believes that the domestic armed-response sector is growing and that the growth will soon spill over into the commercial armed-response business.

Exporting into a world in which SA is becoming more acceptable is boosting the manufacturers of security hardware, particularly safemakers such as market leaders Chubb and Austen Safes. "We established ourselves in the export market to make up for the fall-off in the local market," Ackerman says. Austen Safes has started low-level exports to other African countries, Europe and North America. "This sector of our business will grow," Matthews predicts.

The cash-carrying sector is losing out at the sophisticated end of the market. This is because the increase in the number of robberies is leading to more companies transferring wages electronically, says Macfarlane, who is also MD of Fidelity Guards. There will not, however, be a complete switch to electronic transfer because many workers still want hard cash or cheques.

Other factors have helped buoy the cash-carrying sector. Inflation has increased the cost of the average shopping basket, hence the cash that supermarkets need to bank. There has also been considerable retail growth in the townships, where most shoppers use cash rather than plastic.

Matthews says the security industry has been growing for the past 18 months and the outlook for continued growth is bright. "That's why we bought Sandton Sentry. Growth will be above average for the next three to four years. It would have been bigger had it not been for the recession.

"Virtually the only area where demand has dropped is in the architectural sector, where there has been a fall in demand for antiterrorist doors because fewer acts of terrorism are being committed." ■

Code of conduct soon for the security industry

DAVE LOURENS

A CODE of conduct to regulate the security industry was in its final stages, Security Officers' Board registrar Frans Lubbe said yesterday.

The code of conduct has been eagerly awaited by the industry, which is concerned that unscrupulous operators, who take consumers for a ride, are causing irreparable damage to its image.

Lubbe said some fly-by-nighters were inevitable in any industry.

"We are busy finalising the code of conduct at the moment, so in the very near future there won't be any place for them to hide."

He said all security officers, consultants and suppliers of contract security were compelled to register with the board by the provisions of the Security Officers Act.

If anyone was found to have acted unethically in terms of the code of conduct, he could be fined and his registration withdrawn.

He said the board's hands had been tied by the lack of a code of conduct, but now this had been drawn up and published for comment. Responses were being analysed and the final product would be used to regulate the industry.

Coin Security MD Yvonne Lottering said she was receiving "at least" three phone calls a week from consultants seeking kick-backs in return for recommending the company's services to clients.

She said unless the situation was addressed urgently, the public ran the risk of being duped and permanent harm would be done to "an industry already reeling from a distasteful reputation".

CP ready for talks on white homeland

THE Conservative Party yesterday said it was prepared to enter talks to secure a white homeland and warned that confrontations similar to the Ventersdorp clashes would recur until its demands were met.

In another development, CP Law and Order spokesman Moolman Mentz said policemen were unhappy about being identified with the National Party by having to guard their meetings.

CP secretary Andries Beyers said yesterday only a white homeland would prevent further clashes. He said his party would talk only to other parties that acknowledged whites' right to self-determination before talks began.

"We are prepared to negotiate the final borders of our fatherland," Beyers said. "We don't want to prescribe beforehand what the borders should be.

"The events of Ventersdorp will now convince people that there will be no peace without our right to be free and to govern ourselves being recognised."

Beyers said talks had already been held with the leaders of Transkei, Boputhatswana and KwaZulu but talks with the ANC would not take place as long as it insisted on governing the whole country.

CP leader Andries Treurnicht yesterday called for an inquiry into the killings. Such an inquiry should establish why blacks' vehicles were allowed into the area, what instructions police had received from the political leaders, what role the SA Defence Force had played and why permission for the protest action had been denied when the ANC had been given police protection in other incidents.

PATRICK BULGER

Mentz meanwhile said he had been approached by a number of policemen who had asked him to ensure that in future policemen should not be forced to protect political meetings and that volunteers should be used instead.

The SA Council of Churches yesterday condemned the actions of right-wingers in Ventersdorp on Friday night, but held the National Party responsible for encouraging racist attitudes over the past 43 years.

SACC general secretary the Rev Frank Chikane said the AWB and CP had the constitutional means to address their grievances "but they chose rather to create a climate which led to the violence".

DARIUS SANAI reports that a date will be set today for another NP meeting in the western Transvaal.

The AWB were "very keen" for another NP meeting to take place in Ventersdorp or in another western Transvaal town, a spokesman for the organisation said yesterday while government sources said the meeting would go ahead.

Du Plessis and Terre'Blanche agreed to hold the meeting in a debate on TV's Agenda programme on Sunday night, but only if the right-wingers met certain conditions set down by government.

AWB members would have to be unarmed and would have to allow speakers to address them without heckling, shouting or being violent. Terre'Blanche agreed to this.

The SA Communist Party alleged in a statement yesterday that President F de Klerk provoked violence in Ventersdorp in an effort to escape the Inkathagate funding scandal.

Opinion leaders 'opt for mixed econom

ALMOST

Cleaners on wage strike

More than 5 000 contract cleaners at Natal schools and universities are on a wage strike, according to the Transport and General Workers' Union.

The strike, affecting cleaners employed by Supercare, Sneller, Regent and Floor Line, have affected the Universities of Natal and Durban/Westville and schools in Verulam, Phoenix and Chatsworth falling under the House of Delegates.

At Durban/Westville, the administration had conceded a R178 increase to workers, the union said.

It added that had requested meetings both with the National Contract Cleaners Association and the regional director of manpower to discuss the workers' demands.

Rates 'tax' to provide better suburb security?

286 Star 22/10/91

By Bronwyn Wilkinson
Crime Staff

Private security companies could provide 24-hour total suburban security for R10 or R15 a month per household if municipalities would take over the administration of the payments.

"Several companies are prepared to get together and form a common company that would virtually take crime off the streets in the suburbs," Barry Blyth, group manager for one of the companies, said.

Mr Blyth said the conglomerate would provide trained, armed security officers in patrol cars, bicycles and on foot. A central control would co-ordinate what he described as "a mass of people on the streets 24 hours a day".

It would cost each household R10 to R15 a month.

"All the companies involved would lose money in the scheme, but it would be worth it to get rid of the incredibly violent crime in these areas," he added.

The proposed organisation would work in conjunction with the police, who had a bitter shortage of manpower on the streets. "We are not trying to get rid of the police," Mr Blyth said, "but they are so short of manpower. We are not law enforcement officers. We can only prevent crime. Once we make a citizen's arrest, the police take over from there."

All detective and judicial work would be left to the State.

Domestics

Security training for the public would be included in the R10 fee. Houseowners and their domestic staff would be trained in basic security awareness and first aid at regular seminars.

Mr Blyth said the Neighbourhood Watch system contributed to crime control, but what was really needed was a full-time high-visibility skilled force.

"What we are offering is a practical solution to the problem of crime that will do more than any number of stickers on walls could ever do," he said.

The security companies had been negotiating with residents associations in Johannesburg, Randburg and Sandton.

"But the logistical nightmare of getting people to pay the R10 would mean virtually an entire operation on its own," Mr Blyth said. Administration costs would raise the fee several thousand percent.

"But if we can get the municipalities to add the cost to the normal rates, we could start almost immediately," he said.

The three municipalities had been approached, and had felt the idea was a brilliant one, Mr Blyth said, "but they say they have to form a committee to discuss the matter.

"It is no good forming committees. Six months down the line they will still be voting for a chairman and we will have even more brutal murders on our hands."

However security director for the Johannesburg municipality, Gerhard Vandermerwe, said it would be "virtually impossible" to add a security levy to rates.

"This would have to be negotiated with the ratepayers and people are very nomadic, so the ratepayers change all the time," he said.

Security firm in guns racket

w/mail 25/10 - 31/10/91.

(286)

Security firm Springbok Patrols is in the news again — with convictions on irregularities in obtaining firearms and complaints about its workers.

By PAUL STOBER

ONE of the largest security companies in South Africa, prevented from purchasing firearms by the South African Police, has set up a complicated network of front companies to buy guns.

In August last year the SAP's Firearms Registration Unit issued an order preventing Springbok Patrols from purchasing firearms after they discovered that Springbok could not account for a number of its firearms.

The attorney general was asked to investigate, and as a result Springbok was convicted on 451 charges of making fraudulent representations on firearm licence applications, five of failure to report the loss of firearms and one of bribery. Most of these charges were related to Springbok taking over other security companies.

In a statement made to the Black Sash, an employee of the company claimed director Abraham Bartmann provided the money for a front company, G Force, to hire guards and purchase firearms for Springbok.

National Risk was another company set up to acquire firearms for Springbok. This company was run with two other security firms, Executive Security Services and Nightriders, both of which had been bought by Springbok Patrols. National Risk received weapons from a fourth security company.

When approached for comment on the allegations, Springbok Patrols director Mick Bartmann (Abraham Bartmann's son) admitted that "G Force Security and National Risk in fact did supply and are still supplying firearms which are being used in view of the fact that up to the end of September, Springbok Patrols did not receive any licences from the SAP. Nightriders is, in fact, the business owned by myself. The same applies to Executive Security Services."

A range of legal aid organisations are concerned about Springbok's continued acquisition of firearms because of the barrage of complaints they have received from victims of shootings involving the company's employees.

The Legal Resources Centre is at present bringing four cases against Springbok Patrols or its employees.

In one of the worst incidents, the widow of Solly Morobani is suing the company for R70 000 in damages. Morobani, who was employed by Springbok Patrols, was shot and killed by a Springbok guard while on duty.

Legal Aid Bureau counsellor Brian Utian said: "Everyday we hear six or seven complaints about security companies. A lot of these cases concern Springbok Patrols."

A typical example is the case of Winnie Nomthandazo, who was shot by a Springbok guard in a shebeen while he was showing her his gun. The guard, Nelson Mshumi, was convicted in the Johannesburg Magistrate's Court of attempted murder and ordered to pay Nomthandazo damages in May this year.

Johan Scheepers used to work for Springbok as an armed guard but left after he was not paid. Commenting on the abuses of firearms, he said: "No one receives proper training. I was there for one day and they gave me a gun."

A woman who worked at Springbok Patrols for two days, before leaving because of the way she was treated by her supervisor *"soos n hond* (like a dog)", described how on the day she was employed about 130 men and 50 women applied for jobs.

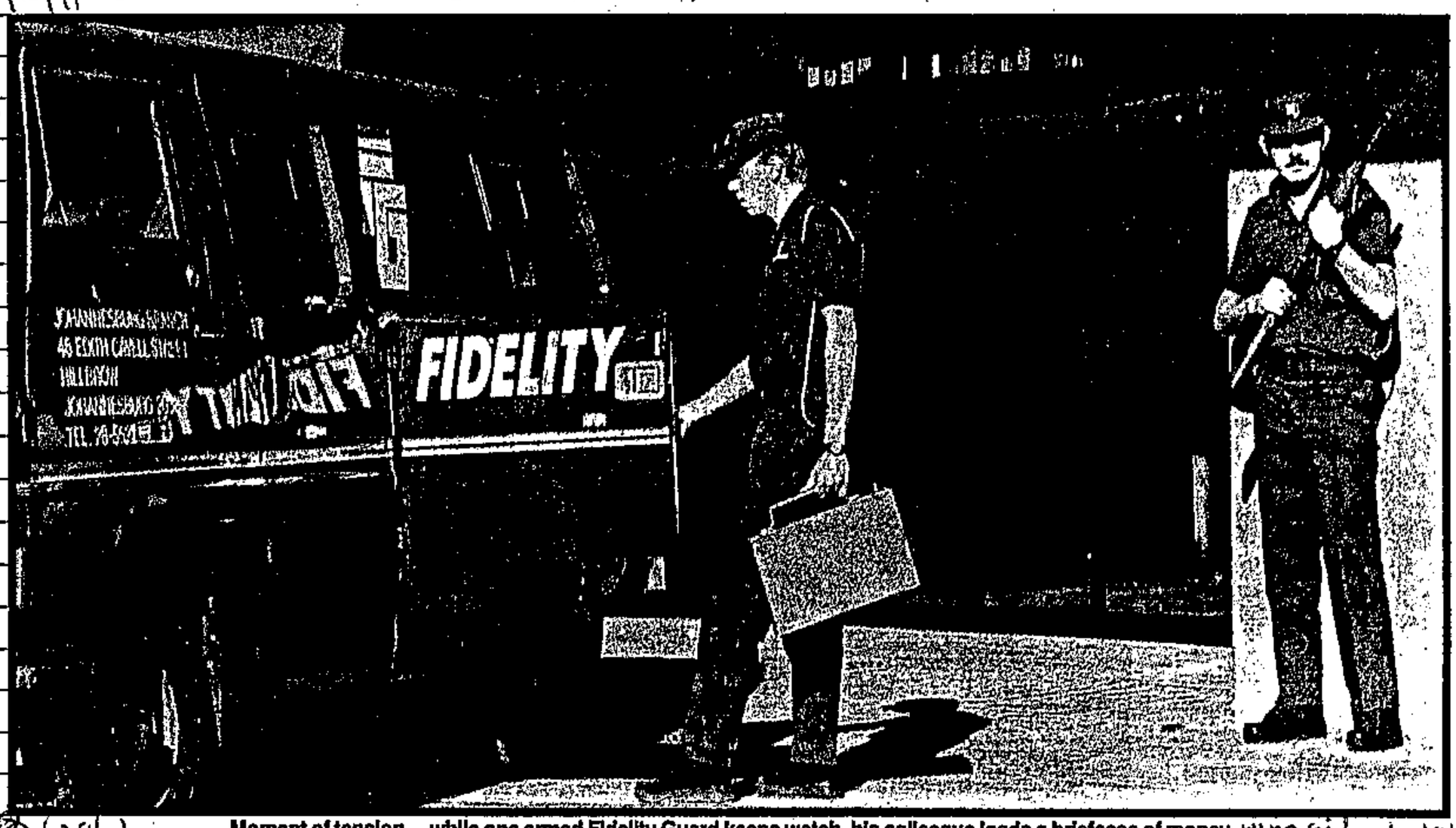
Springbok has rejected the allegations that untrained security officers are issued with firearms.

Riding shotgun for Christmas

w/Mail 13/12 - 18/12/91

Five security guards were delivering a payroll to a brickworks last week when an armed gang attacked. The brickworks lost R400 000. Two of the guards lost their lives. Security guards have always been hold-up targets, but in recent months their job has turned nastier: the new-style robber is willing to kill.

BEATHUR BAKER *talks to the men who risk their lives for other people's money*



Moment of tension ... while one armed Fidelity Guard keeps watch, his colleague loads a briefcase of money

(35) (286)

THE two men peering through the bottle-green tinted windows of their van hardly notice the Christmas decorations hanging overhead in Commissioner Street, hardly hear the carols chiming out from speakers on the decorated street poles.

Donovan Peters, the driver of Fidelity Guards vehicle Tango Nine, scans the road ahead, his eyes skinned for anything suspicious, and occasionally talks into his radio. Marius Kruger, his partner, is already putting together a mental picture of the place where they will drop off their next payroll.

For most people, Christmas time means fun and money to spend. But for security companies and the people who work for them, this is peak month — more and bigger payrolls, more money to move, more chance of getting shot. In the money-moving divisions of big security companies, guards face the possibility each day of leaving home for work and never coming back.

Just 48 hours before, five of their colleagues were on their way to make a routine delivery to a Nigel brickworks and were ambushed by seven men in a bakkie carrying AK-47s. The gunmen made off with more than R400 000 — all of the Fidelity Guards men were hit, two fatally.

This year, Fidelity Guards' cash-in-transit division has been hit by armed gunmen at least 30 times. But Kruger and Peters chat easily, no sign of tension except for the darting movement of their eyes. Neither of them is the bulky, security type. Both are slightly built; Peters (24) has an almost boyish grin.

Kruger says: "It's better if you don't go on to the road thinking you're going to be killed.

"You've just got to follow closely the procedures we've learnt in training, be alert and observant."

Neither of them has ever been in a shootout. "We wouldn't want to be in one," they say, almost in chorus. "It's not that we aren't prepared," says Peters, who followed his father into the business straight from school. "But robberies are not just hold-ups anymore, these guys shoot to kill. That's what so bad about it, hey, one could get killed for other people's money."

Says Kruger (23), a security guard for two years: "Some robberies have taken place when our trucks carried absolutely nothing and people lost their lives. But because we never know what we will be carrying or how much, there's no way you can tell a robber that. At other times when we carry a normal or even above normal load, like the one we just off-loaded, we never get hit. But it's our job, hey."

They talk about a guard they knew who was shot at close range by two men carrying AK-47s who grabbed the money containers from him and sped off in a car — both containers were empty at the time.

The day had begun at 7.45am, as Peters rolled the dark-green truck out of the cigarette-strewn parking lot at "base", and headed towards central Johannesburg. A normal shift usually runs from 7.30am to 4.30pm, but when deliveries have to be made further afield, the men start work at six.

Our first stopping point is a mid-city reserve bank, situated in a busy street opposite a bustling taxi pick-up point. As the vehicle stops in front of a heavy, metal roll-up door, Kruger jumps out and checks for danger, then gives Peters the OK. Both men are visibly more nervous now, but Kruger moves quickly and gets the two containers inside while Peters stands firm, rifle in hand. The delivery done, the van moves off; Peters calls in to the control office — "all clear, no hazards".

People in the street seem oblivious to the fact that a few hundred thousand rand has just been transferred, but Kruger says: "From now until just before Christmas will be the worst period to work in. The crowds make it difficult to spot robbers.

"TABs — horse racing betting depots — are one of the more dangerous points, hey. The huge crowds make it impossible for a man to watch his back, the money and shoot back if attacked. The risk of injuring a bystander is unavoidable. We lost three guys in the last two years at one of these TABs," says Kruger.

When the men notice something unusual, they report this to the control office. Twenty minutes later, on our way to collect money at a major bank's head office, we see a small orange car with the bonnet and the boot wide open, parked near the stopping point. A man is leaning over the front of the car.

We park close by and watch for a few minutes. "Now this could be suspicious, but the guy looks OK," says Peters, steering the van into an underground entrance. Metal doors roll shut behind us.

Back on the road, Kruger and Peters talk about the tactics robbers might use against them. "It's possible that about 80 percent of the robberies are inside jobs," says Peters. Kruger agrees. When money goes missing on a vehicle, crews assigned to the van and even ex-crew members are questioned and searched. Plans are often uncovered by the company's investigative branch — several well-orchestrated hits have been stopped in the nick of time, often after last minute tip-offs from anonymous callers.

Fidelity is the biggest security company in South Africa, with 394 cash-in-transit vehicles on the road serving 10 000 to 11 000 clients.

Says Jeremy Frere, managing director of the cash-in-transit division: "People are far more important to us than money. But if it were not for our service, people would not get paid. The movements of our vehicles are very unpredictable so when a man comes to work he doesn't know what his job is going to be. But we find that our people are generally loyal, long-serving staff."

Back at the base for a break, men from other crews talk about what keeps them in this dangerous job. Ian Werner (20) is a former salesman. "This job, for me has the money and that is what I'm interested in. If you worry you'll crack, so I try not to."

But tucked in a corner above his seat is a popular brand of painkillers. His colleague joins in: "There is no work for us, you walk for days and find no job. I have a wife and a kid and have to provide for them."

Back on the city streets, we tune in to the radio transmitter and listen to the conversations of other crews and their controllers. Martin Baillie can't compete with these guys, they're like all-day deejays," says Peters with a shake of his head.

"It is a risky job, but on slow days like this one you actually wish for some excitement," he says. "Not to get anyone killed, just to catch the bad guys."

A bus goes by with an advert for assertiveness training, with a promise of "gaining a positive attitude towards life". Both men laugh. "That's exactly what keeps you going in this business, being positive," says Peters. "But when your time comes, it comes."

Suburbs hire guards for 24-hour duty

Star 7/11/91

By Shirley Woodgate

The crime wave has led to residents of Killarney and Riviera in Johannesburg joining forces to employ a private security firm to guard their suburbs.

Several suburbs are considering such plans, but last night the Killarney/Riviera Residents' Association accepted a R30 000-a-month tender from a private security firm, believed to be the first time such a scheme is to be implemented by ratepayers.

A private security firm will mount 24-hour foot, bicycle and vehicle patrols, and install electronic "panic buttons" for householders.

The crime-busting plan will cost individual residents between R15 and R30 a month.

The amount of the contributions will depend entirely on the number of people who want to be included and the aim of the exercise is to cut down mainly on street crime, said residents' association vice-chairman Manny Unterslak.

Residents will be equipped with panic buttons which they will be able to activate not only in their homes but while walking in the streets.

Security guards will work in co-operation with police from neighbouring stations who have liaised closely with the residents' committee to establish the back-up security force operation, said Mr Unterslak.

Mr Unterslak said the security firm Paramed had been selected after offers had been scaled down from eight to three prime candidates. The tender was subject to electronic experts living in the area approving the firm's equipment.

Asked when the scheme will be introduced, Mr Unterslak said: "Yesterday is too late. We will have patrols as soon as all the details have been thrashed out."

Local authorities look to private firms to fight crime

STAR 12/12/91. (286)

As crime increases daily on the Reef, several security companies have proposed that they be contracted to patrol suburban streets at a small charge to the ratepayer.

The glossy presentations from the companies are at present being investigated by municipalities such as Johannesburg and Randburg — desperate to do something to curb serious crime.

Paramed is one such company which recently put forward a proposal to the Johannesburg City Council's newly formed anti-crime committee which is investigating various suggestions to police the city's streets.

Randburg management committee chairman Andre Jacobs said his council was also investigating using private security companies to patrol the streets.

Paramed proposes to control the crime rate in the suburbs at a cost of R15 per home by establishing a new company, to be called the Johannesburg Crime Prevention Service (JCPS).

Paramed says it would be able to put 1 000 men on the streets within 10 months in armed response units. The units would act as a back-up to police and all men would be required to become police reservists.

However, some ratepayers organisations are not waiting for their local authorities to come up with solutions and are approaching private security companies for discount security schemes

Paramed managing director Mark Flemmer said his company had received many inquiries from ratepayers associations.

His company has entered into an agreement with the Killarney Ratepayers Association to provide security for the entire suburb.

"We are busy signing up all the body corporates, which will collect the fees for us.

"But to get everyone signed up for R15 a month is usually difficult. It is easy to do it in Killarney with 3 000 residents in a high density area."

Mr Flemmer said there was a need for private security on a far wider scale.

SERVICES SECTOR — GENERAL

1992

Corpse labelled 'kaffir' - claim

Sowetan 23/11/92

286

A WHITE Johannesburg undertaker has been accused of racism after labelling the corpse of a black person "kaffir" at his mortuary.

By NKOPANE MAKOBANE

Mr Luki Tlholoe, a Kagiso undertaker, told *Sowetan* yesterday he was shocked when an employee of his, who fetched a body from Tom Knight Funeral Directors in Braamfontein West, told him that the label on the corpse said "Kafer Skhosana" instead of Johanna Skhosana.

"My employee could also not believe his eyes when he saw the word 'kafer' written on the plastic wrapping covering the body," Thholoe said.

He said he was told to remove the body from the white undertaker after he was approached by the deceased's burial society.

"Such behaviour is definitely racist. Whoever among his staff responsible for this has to be disciplined."

Mr Tom Knight, the director, said yesterday that the matter had been brought to his attention by Tlholoe. He said he could not deny nor confirm it, but would definitely investigate.

"My company does not practice racism as we believe in serving people equally. It is the first time that I have heard of such a thing in my company.

"I am certainly going to take action against whoever was responsible, if it is true. We shall not hesitate to apologise should we find it to be so," he said.

Security firms, workers hold talks today

CT 22/1/92

(286)

Own Correspondent

JOHANNESBURG. — Security industry employer and worker representatives will meet Deputy Law and Order Minister Mr Johan Scheepers in Cape Town today to discuss possible amendments to the Security Officers Act, according to a spokesman for the Transport and General Workers' Union (TGWU).

Participants in the talks include the Security Officers Board (SOB), the Consumer Council, the SA National Security Employers and the TGWU.

The meeting will seek consensus on the following amendments to the act:

● Extending representation on the SOB to organisations of employers and employees.

● Allowing finger-printing of security guards to be done by commissioners of oaths and not police.

● Negotiating a code of conduct between employers and workers.

● Scrapping the provision for the establishment of a fund to insure workers against claims by clients.

● Allowing certain laws, like treason, sedition and internal security act, to be excluded from the definition of a "criminal act" when it comes to the employment of security guards.

● Enabling an inspectorate under the SOB to monitor the act instead of the police.

Companies 'spying on unions'

DIRK HARTFORD

AN INTERNATIONAL security firm is being used by company managements to spy on unions, a labour affairs publication has alleged. Bday 7/2/92

The SA Labour Bulletin says in its latest issue it has documents proving that Lodge Security Services has passed on information on union activities to firms it is contracted to.

SA Commercial, Catering and Allied Workers Union (Saccawu) assistant general secretary Kaiser Thibedi yesterday said "severe action" would be taken against companies which used Lodge in this way — if the allegations are proved authentic.

He said "these underhand methods are likely to undermine the economic forum. We are already suspicious about the bosses intentions in such forums".

The bulletin claimed "a web of agents employed by Lodge Security Services collected information on union activities" in Natal in 1990. The Bulletin said its sources believed this was still going on.

The companies using Lodge services, as far as the bulletin was aware, were Pick 'n Pay, Dunlop and Cabana Beach Hotel.

Pick 'n Pay's Frans van der Walt said it could not "prescribe to agents what they should write about or not" and if an agent wrote there was a strike looming "it would be a warning sign for us and we would try and act on it". He said undercover agents were employed to prevent pilfering but it was possible an agent "could end up at a union general meeting". He added that the company would be very circumspect about how to use information.

Lodge Security Services MD Edel Ashman said they passed on whatever their agents reported to their clients. Ashman was "not aware" of any reports on union activities currently.

The bulletin quotes from a letter sent by the then investigations manager for Lodge in Durban, Warwick Freislich, which said the objective of an undercover investigation was "to bring to the attention of management.. .shop steward and union activities. This enables management to act quickly and make right decisions before negotiating with shop stewards and the unions". This letter was addressed to Tommy Smit at the Four Seasons Hotel.

The bulletin article is based on reports in its possession from agents operating at a range of Pick 'n Pay stores in Natal. The bulletin said "it's clear from the reports that some of the agents are shop stewards" as not only general union meetings, but shop steward and Cosatu regional executive meetings are reported on.

BYLAE

Die gedeelte van die strand aangrensend aan die regsgebied van die Plaaslike Raad van Buffelsbaai vanaf 'n punt waar die noordelike grens van Gedeelte 1 van die plaas Walker's Point die hoogwatermerk van die Indiese Oseaan ontmoet; daarvandaan in 'n suian ontmoet; daarvandaan in 'n suidelike rigting langs vermelde hoogwatermerk tot waar dit die westelike grens van Gedeelte 4 van die plaas Walker's Point ontmoet.

SCHEDULE

That portion of the sea-shore adjacent to the area of jurisdiction of the Local Council of Buffels Bay from a point where the northern boundary of Portion 1 of the farm Walker's Point and the high-water mark of the Indian Ocean meet; thence in a southerly direction along the said high-water mark to the point where it meets the western boundary of Portion 4 of the farm Walker's Point.

No. R. 521 **21 Februarie 1992**

STRANDWET, 1935
(WET No. 21 VAN 1935)

UITVOERING VAN REGULASIES DEUR DIE PLAASLIKE RAAD VAN BOGGOMSBAAI

Ek, Louis Alexander Pienaar, Minister van Omgewingsake, verleen hierby kragtens artikel 10 (3) (c) van die Strandwet, 1935 (Wet No. 21 van 1935), die magte en lê die pligte op aan die Plaaslike Raad van Boggomsbaai met betrekking tot die uitvoering van die regulasies betreffende die strand, afgekondig in *Staatskoerant* No. 9714 van 26 April 1985 ten opsigte van die gebied in die Bylae omskryf.

L. A. PIENAAR,
Minister van Omgewingsake.

BYLAE

Die gedeelte van die strand aangrensend aan die regsgebied van die Plaaslike Raad van Boggomsbaai vanaf 'n punt waar die noordelike grens van Plaas 266 die laagwatermerk van die Indiese Oseaan ontmoet; daarvandaan in 'n noordelike rigting al langs die laagwatermerk van die see tot waar die verlenging van die noordelike grens van die Plaas 250/31 die laagwatermerk van die see kruis.

No. R. 521 **21 February 1992**

SEA-SHORE ACT, 1935
(ACT No. 21 OF 1935)

ADMINISTRATION OF REGULATIONS BY THE LOCAL COUNCIL OF BOGGOMSBAAI

I, Louis Alexander Pienaar, Minister of Environment Affairs, hereby under section 10 (3) (c) of the Sea-Shore Act, 1935 (Act No. 21 of 1935), confer the powers and impose the duties in relation to the administration of the regulations regarding the sea-shore, published in *Government Gazette* No. 9714 dated 26 April 1985 to the Local Council of Boggomsbaai, with regard to the area defined in the Schedule.

L. A. PIENAAR,
Minister of Environment Affairs.

SCHEDULE

That portion of the sea-shore adjacent to the area of jurisdiction of the Local Council of Boggomsbaai from a point where the northern boundary of the Farm 266 meets the low-water mark of the Indian Ocean; thence in a northerly direction along the low-water mark of the sea to where the elongated northern boundary of the Farm 250/31 meets the low-water mark of the sea.

SUID-AFRIKAANSE POLISIE

No. R. 576 **21 Februarie 1992**

REGULASIES UITGEVAARDIG KRAGTENS DIE WET OP SEKURITEITSBEAMPTES, 1987 (WET No. 92 VAN 1987)

Die Adjunkminister van Wet en Orde, handelende namens en in opdrag van die Minister van Wet en Orde, het, na oorlegpleging met die Raad vir Sekuriteitsbeamptes, kragtens artikel 32 (1) van die Wet op Sekuriteitsbeamptes, 1987 (Wet No. 92 van 1987), die regulasies in die Bylae uitgevaardig.

BYLAE

REGULASIES OP ONDERSOEKE NA ONBEHOORLIKE GEDRAG, 1992

INHOUDSOPGAWE

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SOUTH AFRICAN POLICE

No. R. 576 (286) **21 February 1992**

REGULATIONS MADE UNDER THE SECURITY OFFICERS ACT, 1987 (ACT No. 92 OF 1987)

The Deputy Minister of Law and Order, acting on behalf of and on assignment by the Minister of Law of Order, has, after consultation with the Security Officers' Board, under section 32 (1) of the Security Officers Act, 1987 (Act No. 92 of 1987), made the regulations in the Schedule.

SCHEDULE

IMPROPER CONDUCT ENQUIRIES REGULATIONS, 1992

INDEX

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Woordbepaling

1. In hierdie regulasies het enige woord of uitdrukking waaraan 'n betekenis in die Wet geheg is, die betekenis aldus daaraan geheg, en, tensy uit die samehang anders blyk, beteken—

(i) **"aanklag"**, met betrekking tot 'n sekuriteitsbeampte, 'n bewering van onbehoorlike gedrag bedoel in artikel 20 (2) van die Wet;

(ii) **"beteken"**, met betrekking tot enige dokument wat ingevolge hierdie regulasies aan die een of ander persoon beteken moet word, 'n afskrif van die dokument persoonlik aan so 'n persoon oorhandig of aanbied om dit te oorhandig, of dit per aangetekende pos aan hom stuur na sy jongsbekende woon- of werksadres;

(iii) **"die Wet"** die Wet op Sekuriteitsbeamptes, 1987 (Wet No. 92 van 1987);

(iv) **"klaer"** iemand wat 'n aanklag aan die Raad voorgelê het;

(v) **"ondersoek"**, met betrekking tot 'n sekuriteitsbeampte, 'n ondersoek na aanleiding van 'n aanklag;

(vi) **"party"**, met betrekking tot 'n ondersoek, die *pro forma*-aanklaer of die respondent;

(vii) **"pro forma-aanklaer"** 'n persoon bedoel in regulasie 2 (2);

(viii) **"Raad"** ook 'n komitee van lede van die Raad of 'n persoon of persone deur die Raad kragtens artikel 20 (2) van die Wet aangewys om 'n aanklag te ondersoek;

(ix) **"respondent"** 'n sekuriteitsbeampte met betrekking tot wie 'n ondersoek gehou word.

Voorlegging van aanklagte en aanvangsprosedures

2. (1) Iemand wat 'n aanklag met betrekking tot 'n sekuriteitsbeampte aan die Raad wil voorlê, dien die aanklag by wyse van 'n beëdigde verklaring by die Registrateur van die Raad in, wat die aanklag onverwyld aan die Raad voorlê.

(2) Die Raad wys 'n bevoegde persoon as *pro forma*-aanklaer ten opsigte van die aanklag aan.

(3) 'n Beëdigde verklaring, in subregulasie (1) bedoel, moet die volgende besonderhede bevat:

(a) Die volledige naam, werks- en woonadres van die klaer en van die respondent; en

(b) volledige besonderhede van die beweerde onbehoorlike gedrag waaraan die respondent hom skuldig sou gemaak het, met vermelding van die betrokke datum, tyd en plek.

(4) Indien die Raad tevrede is dat die aanklag aan die vereistes van subregulasie (3) voldoen, gelas hy die *pro forma*-aanklaer om onverwyld—

(a) 'n afskrif van die aanklag en van hierdie regulasies aan die respondent te beteken;

(b) die respondent te verwittig dat die Raad voornemens is om 'n ondersoek na aanleiding van die aanklag te doen;

(c) die respondent aldus skriftelik te versoek om binne die tydperk in die versoek vermeld aan die Raad skriftelik kennis te gee of hy voornemens is om op die aanklag skuldig of onskuldig te pleit;

Definitions

1. In these regulations any word or expression to which a meaning has been assigned in the Act shall bear the meaning so assigned to it and, unless the context otherwise indicates—

(i) **"Board"** includes a committee of members of the Board or a person or persons designated by the Board under section 20 (2) of the Act to hold an enquiry;

(ii) **"charge"**, in relation to a security officer, means an allegation of improper conduct referred to in section 20 (2) of the Act;

(iii) **"complainant"** means a person who has submitted a charge to the Board;

(iv) **"enquiry"**, in relation to a security officer, means an enquiry as a result of a charge;

(v) **"party"**, in relation to an enquiry, means the *pro forma* prosecutor or the respondent;

(vi) **"pro forma prosecutor"** means a person referred to in regulation 2 (2);

(vii) **"respondent"** means a security officer in connection with whom an enquiry is held;

(viii) **"serve"**, in relation to any document required in terms of these regulations to be served on any person, means to deliver, or offer to deliver, a copy of the document personally to such person, or to send it to him by registered post to his most recently known residential or employment address;

(ix) **"the Act"** means the Security Officers Act, 1987 (Act No. 92 of 1987).

Submission of charges and commencing procedures

2. (1) A person who intends to submit a charge with reference to a security officer to the Board, shall deliver the charge by means of an affidavit to the Registrar of the Board, who shall immediately submit the charge to the Board.

(2) The Board shall designate a competent person as *pro forma* prosecutor in respect of the charge.

(3) An affidavit, referred to in subregulation (2), shall contain the following particulars:

(a) The full name, employment and residential address of the complainant and of the respondent; and

(b) full particulars of the alleged improper conduct of which the respondent is said to be guilty of, mentioning the relevant date, time and place.

(4) If the Board is satisfied that the charge complies with the provisions of subregulation (3), it shall direct the *pro forma* prosecutor to forthwith—

(a) serve a copy of the charge and of these regulations on the respondent;

(b) notify the respondent that the Board intends to institute an enquiry as a result of the charge;

(c) request the respondent in writing to give written notice to the Board within the period mentioned in the request of whether he intends to plead guilty or not guilty to the charge;

(d) die respondent aldus skriftelik te verwittig dat indien hy voornemens is om op die aanklag skuldig te pleit, hy 'n beëdigde verklaring te dien effekte binne bedoelde tydperk by die Registrateur van die Raad moet indien en aldus volledige betoë in verband met die straf wat hom opgelê kan word, mag voorlê;

(e) die respondent aldus skriftelik te verwittig van sy regte uit hoofde van die voorbehoudsbepaling by artikel 20 (2) van die Wet; en

(f) die respondent aldus skriftelik te versoek om binne die tydperk in die versoek vermeld aan die Raad skriftelik kennis te gee of hy voornemens is om by die ondersoek teenwoordig te wees, al dan nie.

3. (1) Waar 'n beëdigde verklaring bedoel in regulasie 2 (4) (d) by die Raad ingedien word, kan die Raad, indien dit blyk dat die respondent nie die ondersoek sal bywoon nie, die respondent op die betrokke aanklag skuldig bevind.

(2) Die Raad kan, met volledige inagneming van enige betoë deur die respondent voorgelê (as daar is), hom 'n straf ooreenkomstig die bepalings van artikel 20 (3) tot en met (5) van die Wet oplê: Met dien verstande dat by die toepassing van die voorafgaande bepalings van hierdie subregulasie "Raad" nie uitgelê moet word om ook 'n komitee van lede van die Raad of 'n persoon of persone deur hom aangewys, in te sluit nie.

Dagvaardings en verhoor

4. (1) Die Raad moet 'n respondent bedoel in regulasie 2 (4), wat aan die Raad kennis gegee het dat hy voornemens is om onskuldig op die betrokke aanklag te pleit, of van wie die Raad geen antwoord op die kennisgewings van die *pro forma*-aanklaer binne die betrokke tydperk ontvang het nie, waar die Raad tevrede is dat die kennisgewings behoorlik op die respondent beteken is, onder die handtekening van die Registrateur van die Raad laat dagvaar om op 'n tyd en plek in die dagvaarding vermeld voor die Raad te verskyn vir die doeleindes van 'n ondersoek na aanleiding van die aanklag in die dagvaarding vermeld, en om enige aldus vermelde boek of stuk wat op die ondersoek betrekking het en wat in die besit, of vermoedelik in die besit, van die respondent is, voor te lê.

(2) 'n Dagvaarding bedoel in subregulasie (1) is in die vorm wat die Raad van tyd tot tyd bepaal.

5. (1) Die Raad kan iemand wat by 'n ondersoek aanwesig is, oproep om by die ondersoek getuienis af te lê.

(2) 'n Party wat iemand as getuie by 'n ondersoek wil roep, kan 'n getuiedagvaarding wat wesentlik in die vorm is wat die Raad van tyd tot tyd bepaal, op so 'n persoon beteken.

(3) Iemand wat ingevolge 'n bepaling van hierdie regulasies 'n dagvaarding of ander dokument aan iemand beteken, moet 'n relaas waarin die wyse en tyd van betekening uiteengesit word, opstel en die relaas onder sy handtekening sertifiseer.

6. (1) By die aanvang van 'n ondersoek stel die Raad die aanklag teen die respondent en versoek hom om op die aanklag te pleit.

(2) (a) Indien die respondent skuldig pleit en die Raad tevrede is dat die respondent ooreenkomstig die pleit skuldig is aan die aanklag, vind die Raad hom aldus skuldig.

(d) notify the respondent in writing that if he intends to plead guilty to the charge, he is required to submit an affidavit to that effect within the said period to the Registrar of the Board and may so submit full representations in connection with the penalty which may be imposed on him; 286

(e) inform the respondent in writing of his rights by virtue of the proviso to section 20 (2) of the Act; and

(f) request the respondent in writing to give written notice to the Board within the period mentioned in the request of whether he intends to be present at the enquiry, or not.

3. (1) Where an affidavit referred to in regulation 2 (4) (d) is submitted to the Board, the Board may, if it appears that the respondent will not attend the enquiry, find the respondent guilty of the charge in question.

(2) The Board may, taking fully into consideration any representations submitted by the respondent (if any), impose a penalty on him in accordance with the provisions of section 20 (3) to (5), inclusive, of the Act:

Provided that for the purposes of the aforegoing provisions of this subregulation "Board" shall not be construed as also including a committee of members of the Board or a person or persons designated by it.

Summonses and hearing

4. (1) The Board shall cause a respondent referred to in regulation 2 (4) who has given notice to the Board that he intends to plead not guilty to the charge in question, or from whom the Board has received no reply to the notices of the *pro forma* prosecutor within the relevant period, where the Board is satisfied that the notices have been properly served on the respondent, to be summoned under the signature of the Registrar of the Board to appear before the Board at a time and place mentioned in the summons for the purposes of an enquiry as a result of the charge referred to in the summons, and to produce any book or document so referred to which has a bearing on the enquiry and which is or is presumably in the possession of the respondent.

(2) A summons referred to in subregulation (1) is in the form which the Board from time to time determines.

5. (1) The Board may call any person present at an enquiry to give evidence at the enquiry.

(2) A party who wishes to call any person as a witness at an enquiry shall serve a subpoena, substantially in the form which the Board from time to time determines on such person.

(3) Any person who in terms of a provision of these regulations serves a summons or other document on any person, shall draft a return of service in which the manner and time of service is set out, and certify such return of service under his signature.

6. (1) At the commencement of an enquiry the Board shall put the charge to the respondent and request him to plead to the charge.

(2) (a) If the respondent pleads guilty and the Board is satisfied that the respondent is in accordance with his plea guilty of the charge, the Board shall so find him guilty.

(b) Waar die respondent enige ander pleit as 'n pleit van skuldig aanbied, teken die Raad aan dat die respondent onskuldig pleit en word die ondersoek ooreenkomstig hierdie regulasies voortgesit.

(c) 'n Respondent mag in enige stadium van die verrigtinge die aldus aangetekende pleit na 'n pleit van skuldig verander, waarop paragraaf (a) van hierdie subregulasie van toepassing word.

7. (1) By 'n ondersoek open, stel, bewys en sluit 'n party sy saak, behoudens die bepalings van die Wet en hierdie regulasies, *mutatis mutandis* ooreenkomstig die reëls wat ingevolge die reg by 'n strafverhoor in 'n landdroshof van toepassing is.

(2) 'n Respondent mag, nadat die *pro forma*-aanklaer sy saak gesluit het, by die Raad aansoek doen om ontslaan te word, en die Raad ontslaan die respondent indien die Raad bevind dat die *pro forma*-aanklaer nie getuienis aangebied het waarop 'n redelike persoon die respondent sou kon skuldig bevind nie.

Getuienis

8. (1) Getuienis word by 'n ondersoek, behoudens die bepalings van hierdie regulasies, mondeling onder eed of bevestiging, deur die Raad afgeneem, afgelê.

(2) 'n Party wat minstens 10 dae voor die aanvangsdatum van 'n ondersoek 'n afskrif van 'n beëdigde verklaring of enige ander dokument aan die ander party beteken het, mag daardie verklaring of dokument as getuienis by 'n ondersoek inhandig, maar die Raad mag by die ondersoek uit eie beweging of op aansoek van 'n party gelas dat die verklaring of dokument nie as getuienis aanvaar word nie.

9. (1) Die skuldigbevinding van 'n respondent aan enige misdryf word *prima facie*-bewys deur die blote oorlegging by die ondersoek van 'n afskrif van die rekord van die betrokke strafverrigtinge, gewaarmerk deur die klerk of registrateur van die betrokke oorkondehof.

(2) Die skuldigbevinding van 'n respondent op 'n aanklag van onbehoorlike gedrag ingevolge hierdie regulasies word by 'n ondersoek *prima facie*-bewys deur die blote oorlegging van 'n afskrif van die rekord van die betrokke verrigtinge, gewaarmerk deur die Registrateur van die Raad.

10. Die Raad laat, op die meganiese of ander wyse wat hy geskik ag, 'n volledige skriftelike oorkonde van die verrigtinge van 'n ondersoek hou.

11. 'n Beëdigde verklaring waarby 'n relaas van die betekening van 'n dokument ingevolge 'n bepaling van hierdie regulasies bevestig word, is by die toepassing van hierdie regulasies *prima facie*-bewys van die betekening van die dokument ooreenkomstig die bepalings van die relaas.

Verdagings van ondersoeke

12. Die Raad kan te eniger tyd na die aanvang van die verrigtinge van 'n ondersoek, op aansoek van 'n party, of waar 'n gegronde rede bestaan, op eie inisiatief, gelas dat die ondersoek na 'n tyd en plek in die lasgewing vermeld, verdaag word.

13. Waar 'n ondersoek gehou word deur 'n komitee van lede van die Raad of 'n persoon of persone deur die Raad aangewys kragtens artikel 20 (2) van die Wet, moet die ondersoek in 'n geval waar die respondent skuldig bevind is, aldus verdaag word ten einde geleentheid aan die Raad te bied om ooreenkomstig subartikel (5) van artikel 20 van die Wet te handel.

(b) Where the respondent tenders any plea other than a plea of guilty, the Board shall record that the respondent has pleaded not guilty and the enquiry shall in accordance with these regulations be proceeded with.

(c) A respondent may at any stage of the proceedings alter a plea so recorded to a plea of guilty, whereupon paragraph (a) of this subregulation shall apply.

7. (1) A party shall at an enquiry open, put, prove and close his case, subject to the provisions of the Act and of these regulations, *mutatis mutandis* in accordance with the rules which according to law applies to a criminal trial in a magistrate's court.

(2) A respondent may, after the *pro forma* prosecutor has closed his case, apply to the Board to be discharged, and the Board shall discharge the respondent if the Board finds that the *pro forma* prosecutor has not tendered evidence on which a reasonable person might find the respondent guilty.

Evidence

8. (1) Subject to the provisions of these regulations evidence shall at an enquiry be given orally under oath or affirmation, administered by the Board.

(2) A party who has at least 10 days before the commencing date of an enquiry served a copy of an affidavit or any other document on the other party, may at the enquiry tender that affidavit or document as evidence, but the Board may at the enquiry on its own initiative or on application by a party direct that the affidavit or document be not accepted as evidence.

9. (1) The conviction of a respondent of any offence shall be *prima facie* proved by the mere production at an enquiry of a copy of the record of the criminal proceedings in question, authenticated by the clerk or registrar of the court of record concerned.

(2) The conviction of a respondent on a charge of improper conduct in terms of these regulations shall be *prima facie* proved at an enquiry by the mere production of a copy of the record of the relevant proceedings, authenticated by the Registrar of the Board.

10. The Board shall cause a full written record of the proceedings of an enquiry to be kept by such mechanical or other means deemed fit by it.

11. An affidavit whereby a return of the service of a document in terms of a provision of these regulations is affirmed, shall for the purposes of these regulations be *prima facie* proof of the serving of the document in accordance with the provisions of the return.

Adjournments of enquiries

12. The Board may at any time after the commencement of the proceedings of an enquiry, on request of a party or where a sound reason exists, on its own initiative, direct that the enquiry be adjourned to a time and place mentioned in the direction.

13. Where an enquiry is held by a committee of members of the Board or by a person or persons designated by the Board under section 20 (2) of the Act, the enquiry shall, in a case where the respondent has been found guilty, be so adjourned in order to give opportunity to the Board to act in accordance with subsection (5) of section 20 of the Act.

Strafoplegging

14. (1) Na die skuldigbevinding van 'n respondent ingevolge enige bepaling van hierdie regulasies word geen straf beoog in subartikel (3), saamgelees met subartikel (4), van artikel 20 van die Wet aan die respondent opgelê alvorens die respondent 'n billike geleentheid gegun is om mondelinge of skriftelike betoë in verband daarmee voor te lê nie.

(2) 'n Vorige skuldigbevinding van 'n respondent ingevolge hierdie regulasies aan onbehoorlike gedrag kan by die oplegging van 'n straf in ag geneem word.

15. 'n Respondent kan mondeling of by wyse van 'n skriftelike dokument deur die Registrateur van die Raad aan hom beteken, in kennis gestel word van die straf wat hom na 'n skuldigbevinding opgelê is.

Toepassing van regulasies

16. Die Raad kan in enige geval waar dit na sy oordeel redelik en billik is om dit te doen, met betrekking tot enige aangeleentheid in verband met prosedure of bewyslewering, met die instemming van die betrokke partye gelas dat van 'n bepaling van hierdie regulasies afgewyk word in die mate deur die Raad aangedui.

17. Die Raad kan in enige geval waar met betrekking tot 'n aangeleentheid van prosedure of bewyslewering geen uitdruklike reëling in hierdie regulasies voorkom nie, gelas dat die aangeleentheid *mutatis mutandis* gereël word ooreenkomstig 'n bepaling van die reg met betrekking tot prosedure en bewyslewering wat van toepassing is op strafverrigtinge in 'n landdroshof.

Strafbepalings

18. (1) Niemand mag—

(a) die Raad of enige ander persoon in enige stadium van die verrigtinge met betrekking tot 'n ondersoek opsetlik by die uitoefening van sy bevoegdhede of die uitvoering van sy pligte ingevolge 'n bepaling van hierdie regulasies hinder of belemmer nie;

(b) nadat 'n dagvaarding ingevolge 'n bepaling van hierdie regulasies aan hom beteken is, sonder gegronde rede weier of versuim om aan die bepalings van die dagvaarding te voldoen nie;

(c) nadat hy ingevolge 'n bepaling van hierdie regulasies opgeroep is om getuienis by 'n ondersoek af te lê of 'n getuiedagvaarding aldus aan hom beteken is, weier om beëdig te word of 'n bevestiging te doen, of om 'n boek, stuk of ander dokument oor te lê of, nadat hy beëdig is of 'n bevestiging van hom afgeneem is, weier om 'n wettige vraag wat aan hom gestel is, te beantwoord nie.

(2) Iemand wat 'n bepaling van subregulasie (1) oortree, is by skuldigbevinding strafbaar met 'n boete van hoogstens R1 000 of met gevangenisstraf vir 'n tydperk van hoogstens ses maande.

Getuiegelde

19. (1) Die Registrateur van die Raad kan, behoudens subregulasie (2), uit die fondse van die Raad aan iemand wat 'n ondersoek as getuie bygewoon het die gelde en toelaes betaal wat van tyd tot tyd met die goedkeuring van die Minister deur die Raad bepaal word.

Imposition of penalties

(286)

14. (1) After the conviction of a respondent in terms of any provision of these regulations, no penalty contemplated in subsection (3), read with subsection (4), of section 20 of the Act shall be imposed on the respondent before the respondent has been granted a fair opportunity to submit oral or written representations in connection therewith.

(2) A previous conviction of a respondent of improper conduct in terms of these regulations may be taken into consideration in the imposition of a penalty.

15. A resondent may be notified orally or by means of a written document served by the Registrar of the Board on him, of a penalty imposed on him after conviction.

Application of Regulations

16. The Board may in any case where in its opinion it is reasonable and just so to do, direct, with reference to any matter in connection with procedure or evidence, with the concurrence of the parties concerned, that a provision of these regulations may be deviated from to the extent indicated by the Board.

17. The Board may in any case where with reference to a matter of procedure or evidence no express ruling is contained in these regulations, direct that the matter be regulated *mutatis mutandis* in accordance with a provision of the law relating to procedure and evidence applying to criminal proceedings in a magistrate's court.

Penal provisions

18. (1) No person shall—

(a) wilfully hinder or impede the Board or any other person, at any stage of the proceedings in connection with an enquiry, in the exercise of its or his powers or the carrying out of its or his duties in terms of a provision of these regulations;

(b) after a summons has been served on him in terms of a provision of these regulations, without good cause refuse or fail to comply with the provisions of the summons;

(c) after he has in terms of a provision of these regulations been called upon to give evidence at an enquiry, or a subpoena has been so served on him, refuse to be sworn as a witness or to make an affirmation, or to produce a book or other document or, after he has been put under oath or affirmation refuse to answer a lawful question put to him.

(2) Any person who contravenes a provision of subregulation (1) shall on conviction be liable to a fine not exceeding R1 000 or to imprisonment for a period not exceeding six months.

Witness fees

19. (1) Subject to subregulation (2), the Registrar of the Board may out of the funds of the Board pay to any person who attended an enquiry as a witness such fees as and allowances as may from time to time be determined by the Board with the prior approval of the Minister.

(2) Die Registrateur betaal nie aan iemand enige sodanige geld of toelae nie, tensy die Raad skriftelik gesertifiseer het dat die betrokke persoon behoorlik en bevredigend as 'n getuie opgetree het of, waar die persoon nie opgeroep is om werklik getuienis af te lê nie, dat hy hom te alle tersaaklike tye daarvoor beskikbaar gehou het of, waar sy onvermoë om getuienis af te lê die gevolg was van omstandighede buite sy beheer, dat sodanige omstandighede hom aldus verhinder het.

(3) Verskillende gelde of toelaes kan kragtens subregulasie (1) bepaal word ten opsigte van verskillende kategorieë getuies of verskillende omstandighede of verskillende kategorieë ondersoeke.

Kort titel

20. Hierdie regulasies heet die **Regulasies op Ondersoeke na Onbehoorlike Gedrag, 1992.**

(2) The Registrar shall not so pay any person any such fee or allowance, unless the Board has in writing certified that the person concerned has conducted himself properly and satisfactorily as a witness or that, where the person was not called upon to actually give evidence, he at all relevant times held himself available for that purpose or, where his inability to give evidence was due to circumstances beyond his control, that such circumstances so prevented him. (286)

(3) Different fees or allowances in respect of different classes of witnesses or different circumstances or different classes of enquiries may be determined under subregulation (1).

Short title

20. These regulations shall be called the **Improper Conduct Enquiries Regulations, 1992.**

PHYTOPHYLACTICA

Hierdie publikasie bevat artikels oor plantpatologie, mikologie, mikrobiologie, entomologie, nematologie en ander dierkundige plantplae. Vier dele van die tydskrif word per jaar gepubliseer.

Verdienstelike landboukundige bydraes van oorspronklike wetenskaplike navorsing word vir plasing in hierdie tydskrif verwelkom. Voorskrifte vir die opstel van sulke bydraes is verkrygbaar van die Direkteur, Landbou-inligting, Privaatsak X144, Pretoria, aan wie ook alle navrae in verband met die tydskrif gerig moet word.

Die tydskrif is verkrygbaar van bogenoemde adres teen R12,50 (BTW ingesluit) per eksemplaar of R50 per jaar, posvry (Buitelands R15 per eksemplaar of R60 per jaar).

PHYTOPHYLACTICA

This publication deals with plant pathology, mycology, microbiology, entomology, nematology, and other zoological plant pests. Four parts of the journal are published annually.

Contributions of scientific merit on agricultural research are invited for publication in this journal. Directions for the preparation of such contributions are obtainable from the Director, Agricultural Information, Private Bag X144, Pretoria, to whom all communications in connection with the journal should be addressed.

The journal is obtainable from the above-mentioned address at R12,50 (VAT included) per copy or R50 per annum, post free (Other countries R15 per copy or R60 per annum).

2. Dat sodra die opgaring van water in die Njelele-dam daal tot 1,8% van die volvoorraadinhoud, die aanwending van openbare water in die Staatswaterbeheergebied onderhewig sal wees aan 'n voorkeur ten gunste van huishoudelike doeleindes en veesuiping.

3. Kragtens die bevoegdheid my verleen by artikel 165 van genoemde Wet, plaas ek die 1,8% oorblywende water van die volvoorraadinhoud van die dam onder die beheer van die Departement se Streekdirekteur; Transvaal om dit in die beste openbare belang beskikbaar te stel binne die beheergebied met voorkeur aan gebruik vir huishoudelike doeleindes en veesuiping: Met dien verstande dat indien die waterlewe in die dam dit toelaat, die Streekdirekteur in sy diskresie verdere water vir besproeiing beskikbaar kan stel. Ingevolge genoemde artikel magtig ek die Streekdirekteur: Transvaal verder om met inagneming van 'n verbetering in die beskikbaarheid van water in die betrokke gebied en 'n daaropvolgende verswakking in die beskikbaarheid van water, na goeddunke by kennisgewing in die *Staatskoerant* die maatreëls in hierdie kennisgewing uiteengesit te verslap of uit te brei of onbepaald op te hef, en in laasgenoemde geval word hierdie kennisgewing geag deur my ingetrek te wees.

M. A. DE M. MALAN,
Minister van Waterwese en Bosbou.

2. That as soon as storage of water in the Njelele Dam decreases to 1,8% of the full supply level of the dam, preference must be given to the use of public water within the Government Control Area for domestic purposes and watering of stock.

3. By virtue of the powers vested in me by section 165 of the said Act, I hereby place the 1,8% remaining water of the full supply level of the dam under the control of the Department's Regional Director; Transvaal to supply water within the control area in the best public interest with preference to the use for domestic purposes and watering of stock: Provided that the Regional Director may in his discretion supply further water for irrigation, if permitted thereto by the waterlife in the dam. In terms of the said section, I hereby further authorise the Regional Director: Transvaal in considering an improvement in the availability of water, by notice in the *Government Gazette* to relax, extent or abrogate for an indefinite period the measures set out in this notice, and in the case of abrogation, this Notice shall be deemed to have been repealed by me.

M. A. DE M. MALAN,
Minister of Water Affairs and Forestry.

MINISTERIE VAN WET EN ORDE

No. 578 **21 Februarie 1992**

WET OP SEKURITEITSBEAMPTES, 1987 (WET No. 92 VAN 1987)

VRYSTELLING INGEVOLGE ARTIKEL 10 (5) (a) VAN DIE WET

Kragtens die bevoegdheid verleen aan die Minister van Wet en Orde by artikel 10 (5) (a) van die Wet op Sekuriteitsbeamptes, 1987 (Wet No. 92 van 1987), welke bevoegdheid ingevolge artikel 36 van die Wet aan my gedelegeer is, bepaal ek, Christiaan Mauritz van Niekerk, Bevelvoerende Offisier, Administrasiedienste van die Suid-Afrikaanse Polisie, hierby dat die ondervermelde sekuriteitsbeamptes hierby vrygestel word van die bepalings van die Wet soos teenoor hulle name aangedui:

MINISTRY OF LAW AND ORDER

No. 578 (286) **21 February 1992**

SECURITY OFFICERS ACT, 1987 (ACT No. 92 OF 1987)

EXEMPTION IN TERMS OF SECTION 10 (5) (a) OF THE ACT

By virtue of the power vested in the Minister of Law and Order by section 10 (5) (a) of the Security Officers Act, 1987 (Act No. 92 of 1987), which power has been delegated to me in terms of section 36 of the Act, I, Christiaan Mauritz van Niekerk, Commanding Officer, Administration Services of the South African Police, hereby determine that the security officers listed below are hereby exempted from the provisions of the Act as indicated with respect to their names:

Sekuriteitsbeampte	***Bepalings van die Wet***
Upton, R. A. (Id. No. 3503205025000) (Intercompany)	Al die bepalings.
Diedericks, D. R. (Id. No. 4504045092019) (Intercompany)	Al die bepalings.
Brooke, D. J. (Id. No. 6005035046005) (Intercompany)	Al die bepalings.

Security Officer	***Provisions of the Act***
Upton, R. A. (Id. No. 3503205025000) (Intercompany)	All of the provisions.
Diedericks, D. R. (Id. No. 4504045092019) (Intercompany)	All of the provisions.
Brooke, D. J. (Id. No. 6005035046005) (Intercompany)	All of the provisions.

Aldus geteken te Pretoria op hierdie 7de dag van Januarie 1992.

C. M. VAN NIEKERK,
Bevelvoerende Offisier: Administrasiedienste:
Suid-Afrikaanse Polisie.

Signed at Pretoria on this 7th day of January 1992.

C. M. VAN NIEKERK,
Commanding Officer: Administration Services:
South African Police.

MINISTERIE VAN WET EN ORDE

No. 579 **21 Februarie 1992**

WET OP SEKURITEITSBEAMPTES, 1987
(WET No. 92 VAN 1987)

VRYSTELLING INGEVOLGE ARTIKEL 10 (5) (a) VAN DIE WET

Kragtens die bevoegdheid verleen aan die Minister van Wet en Orde by artikel 10 (5) (a) van die Wet op Sekuriteitsbeamptes, 1987 (Wet No. 92 van 1987), welke bevoegdheid ingevolge artikel 36 van die Wet aan my gedelegeer is, bepaal ek, Christiaan Mauritz van Niekerk, Bevelvoerende Offisier, Administrasiedienste van die Suid-Afrikaanse Polisie, hierby dat die ondervermelde sekuriteitsbeamptes hierby vrygestel word van die bepalings van die Wet soos teenoor hulle name aangedui:

Sekuriteitsbeampte	*Bepalings van die Wet*
Lodge, J. S. (Paspoort No. 732590D) (Lodge Service)	Artikel 18 (1).
Lodge, P. B. (Paspoort No. 732591D) (Lodge Service)	Artikel 18 (1).

Aldus geteken te Pretoria op hierdie 7de dag van Februarie 1992.

C. M. VAN NIEKERK,
Bevelvoerende Offisier: Administrasiedienste:
Suid-Afrikaanse Polisie.

MINISTRY OF LAW AND ORDER

No. 579 **21 February 1992**

SECURITY OFFICERS ACT, 1987
(ACT No. 92 OF 1987)

EXEMPTION IN TERMS OF SECTION 10 (5) (a) OF THE ACT

By virtue of the power vested in the Minister of Law and Order by section 10 (5) (a) of the Security Officers Act, 1987 (Act No. 92 of 1987), which power has been delegated to me in terms of section 36 of the Act, I, Christiaan Mauritz van Niekerk, Commanding Officer, Administration Services of the South African Police, hereby determine that the security officers listed below are hereby exempted from the provisions of the Act as indicated with respect to their names:

Security Officer	*Provisions of the Act*
Lodge, J. S. (Passport No. 732590D) (Lodge Service)	Section 18 (1).
Lodge, P. B. (Passport No. 732591D) (Lodge Service)	Section 18 (1).

Signed at Pretoria on this 7th day of February 1992.

C. M. VAN NIEKERK,
Commanding Officer: Administration Services:
South African Police.

ALGEMENE KENNISGEWINGS

KENNISGEWING 141 VAN 1992

DIE SUID-AFRIKAANSE VETERINÊRE RAAD

NOMINASIE VAN KANDIDATE VIR DIE VERKIESING VAN LEDE VAN DIE RAAD

Kennis word hiermee gegee ingevolge regulasie 3 van die regulasies betreffence veterinêre en para-veterinêre beroepe vervat in Goewermentskennisgewing No. R. 2085 in *Staatskoerant* 8402 van 1 Oktober 1982, dat ek nominasies inwag van kandidate vir die verkiesing van 'n persoon geregistreer om die para-veterinêre beroep van veterinêre tegnoloog te beoefen tot die Suid-Afrikaanse Veterinêre Raad, ingevolge artikel 5 (1) (e) van die Wet op Veterinêre en Para-Veterinêre Beroepe, No. 19 van 1982, soos gewysig by die Wysigingswet op Veterinêre en Para-Veterinêre Beroepe, No. 19 van 1989.

Die verkieseing ontstaan deur die werking van artikel 5 (1) (e) ingevolge waarvan een verteenwoordiger van elke para-veterinêre beroep, welke verteenwoordiger op die voorgeskrewe wyse verkies word deur persone wat ingevolge die Wet geregistreer is of geag word geregistreer te wees om die para-veterinêre beroep te beoefen, verkies sal word, gelees met regulasie 5.5, aangesien geen nominasies vir 'n veterinêre tegnoloog ontvang is toe nominasies op 27 Desember 1991 aangevra is nie.

GENERAL NOTICES

NOTICE 141 OF 1992

THE SOUTH AFRICAN VETERINARY COUNCIL

NOMINATION OF CANDIDATES FOR THE ELECTION OF MEMBERS OF THE COUNCIL

Notice is hereby given in terms of regulation 3 of the regulations relating to veterinary and para-veterinary professions published under Government Notice No. R. 2085 in *Government Gazette* 8402 on 1 October 1982, that I await nominations of candidates for the election of a person registered to practise the para-veterinary profession of veterinary technologist, to the South African Veterinary Council in terms of section 5 (1) (e) of the Veterinary and Para-Veterinary Professions Act, No. 19 of 1982, as amended by the Veterinary and Para-Veterinary Professions Amendment Act, No. 19 of 1989.

The election arises from the operation of section 5 (1) (e) in terms of which one representative of each para-veterinary profession, which representative shall be elected in the prescribed manner by persons registered or deemed to be registered in terms of the Act to practise the para-veterinary profession concerned, shall be elected, read with regulation 5.5 as no nominations for a veterinary technologist were received when nominations were requested on 27 December 1991.

RAADSKENNISGEWING 11 VAN 1992

WYSIGING VAN INDELING VAN PLAASLIKE OWERHEDE VOLGENS GRADE INGEVOLGE DIE WET OP DIE BESOLDIGING VAN STADSKLERKE, 1984

Ek, Jacobus Venter, Waarnemende Sekretaris van die Raad op die Besoldiging en Diensvoordele van Stadsklerke handelende kragtens magtiging deur die gemelde Raad aan my verleen ingevolge artikel 8 (2) van die Wet op die Besoldiging van Stadsklerke, 1984 (Wet 115 van 1984), wysig hierby Bylae C by Goewermentskennisgewing No. R. 1153 van 29 Mei 1987 soos volg:

(i) Met ingang van 1 Julie 1991:

1. Deur—
   (a) die woorde "Phomolong Hennenman" waar dit onder Graad 4 voorkom, te skrap; en
   (b) die woorde "Phomolong Hennenman" na die woorde "Ratanda Heidelberg (Tvl.)" onder Graad 5 in te voeg.

J. VENTER,
Waarnemende Sekretaris.

(21 Februarie 1992)

BOARD NOTICE 11 OF 1992

AMENDMENT OF CLASSIFICATION OF LOCAL AUTHORITIES ACCORDING TO GRADES IN TERMS OF THE REMUNERATION OF TOWN CLERKS ACT, 1984

I, Jacobus Venter, Acting Secretary to the Board on Remuneration and Service Benefits of Town Clerks acting herein by virtue of authority granted to me by the said Board in terms of section 8 (2) of the Remuneration of Town Clerks Act, 1984 (Act 115 of 1984), hereby amend Annexure C to Government Notice No. R. 1153 of 29 May 1987 as follows:

(i) Effective from 1 July 1991:

1. By—
   (a) the deletion of the words "Phomolong Hennenman" where they appear under Grade 4; and
   (b) the insertion of the words "Phomolong Henneman" after the words "Ratanda Heidelberg (Tvl.)" under Grade 5.

J. VENTER,
Acting Secretary.

(21 February 1992)

RAADSKENNISGEWING 12 VAN 1992

RAAD VIR SEKURITEITSBEAMPTES

Die Raad vir Sekuriteitsbeamptes, handelende kragtens artikel 19 (1) van die Wet op Sekuriteitsbeamptes, 1987 (Wet No. 92 van 1987), het 'n Gedragskode vir Sekuriteitsbeamptes opgestel ten einde die beroep van sekuriteitsbeampte te reguleer en—

(a) publiseer hierby sodanige Gedragskode in die Bylae hierby; en
(b) herroep hierby Raadskennisgewing 50 van 1991.

F. K. LUBBE,
Registrateur: Raad vir Sekuriteitsbeamptes.

BYLAE

GEDRAGSKODE VIR SEKURITEITSBEAMPTES

Voorrede

Die gehalte van professionele sekuriteitsaktiwiteite hang daarvan af dat sekuriteitsbeamptes sekere besondere standaarde van gedrag onderhou en goeie trou in professionele verhoudinge manifesteer. Die Raad vir Sekuriteitsbeamptes het die volgende gedragskode opgestel met die doel om vir sekuriteitsbeamptes 'n riglyn daar te stel waaraan hulle moet voldoen.

Alle manlike voornaamwoorde sluit die vroulike in.

Artikel 1:

'n Sekuriteitsbeampte moet sy pligte in ooreenstemming met die reg uitvoer.

1.1 Waar so 'n sekuriteitsbeampte 'n sekuriteitsdiens lewer, is hy daarvoor verantwoordelik om aan alle wetgewende of ooreengekome voorwaardes van indiensneming te voldoen en toe te pas.

BOARD NOTICE 12 OF 1992

THE SECURITY OFFICERS' BOARD

The Security Officers' Board, acting under section 19 (1) of the Security Officers Act, 1987 (Act No. 92 of 1987), has drawn up a Code of Conduct for Security Officers in order to regulate the occupation of security officer and hereby—

(a) publishes such Code of Conduct in the Schedule hereto; and
(b) repeals Board Notice 50 of 1991.

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F. K. LUBBE,
Registrar: Security Officers' Board.

SCHEDULE

CODE OF CONDUCT FOR SECURITY OFFICERS

Preamble

The quality of professional security activities depends upon security officers observing special standards of conduct and in manifesting good faith in professional relationships. The Security Officers' Board has adopted the following Code of Conduct for the guidance of and compliance with by security officers.

All masculine pronouns shall be deemed to include the feminine.

Section 1:

A security officer shall perform his duties in accordance with the law.

1.1 Where such security officer provides a security service, he shall be responsible for ensuring that all legislated or agreed conditions of employment are fully and fairly complied with and administered.

Artikel 2:

'n Sekuriteitsbeampte moet te alle tye eerlikheid en integriteit by die uitvoering van sy pligte openbaar.

Waar so 'n sekuriteitsbeampte 'n sekuriteitsdiens lewer, moet hy—

2.1 nie in konfliksituasies met betrekking tot belange optree, sonder behoorlike openbaarmaking en goedkeuring nie;

2.2 korrekte besonderhede gee van die diens wat hy kan lewer;

2.3 homself nie beskikbaar stel vir 'n diens wat buite die bevoegdheid van sy organisasie val nie; en

2.4 nie aanspraak maak op 'n bevoegdheid wat nie binne sy organisasie bestaan nie.

Artikel 3:

'n Sekuriteitsbeampte moet sy dienste lewer en verantwoordelikhede aanvaar in ooreenstemming met die instruksies wat sy werkgewer aan hom uitreik.

3.1 Hy moet, sover moontlik, poog om in die loop van die lewering van 'n sekuriteitsdiens, soos omskryf in die Wet op Sekuriteitsbeamptes, 1987, lewens en eiendom te beskerm en misdaad te voorkom.

Artikel 4:

'n Sekuriteitsbeampte moet nie 'n ondergeskikte pligte laat uitvoer wat nie binne sy bevoegdheid val nie.

4.1 Hy moet verseker dat sy sekuriteitsbeamptes opgelei is tot by die vereiste standaard en dat daardie standaard gehandhaaf word.

Artikel 5:

'n Sekuriteitsbeampte moet inligting wat aan hom toevertrou is, beveilig.

5.1 'n Sekuriteitsbeampte mag nie inligting wat van iemand afkomstig is openbaar maak sonder die geskrewe toestemming van die persoon nie.

Artikel 6:

'n Sekuriteitsbeampte mag nie die reputasie van kollegas, klante of werknemers opsetlik aantas nie.

6.1 'n Sekuriteitsbeampte moet te alle tye die reputasie en praktyke van ander persone in die sekuriteitsgemeenskap, respekteer.

(21 Februarie 1992)

RAADSKENNISGEWING 13 VAN 1992

DIE SUID-AFRIKAANSE GENEESKUNDIGE EN TANDHEELKUNDIGE RAAD

VERBETERINGSKENNISGEWING

VERKIESINGSKENNISGEWING

VERKIESING VAN LEDE VAN DIE BEROEPSRAAD VIR NOODSORGPERSONEEL

Raadskennisgewing 9 van 1992 soos gepubliseer in *Staatskoerant* No. 13765 van 14 Februarie 1992, word hierby verbeter deur—

(a) die uitdrukking "13 Maat 1993 om 12:00" op bladsy 69 in die Afrikaanse teks te vervang met die uitdrukking "13 Maart 1992 om 12:00";

(b) die uitdrukking "13 March 1993 at 12:00" op bladsy 69 in die Engelse teks te vervang met die uitdrukking "13 March 1992 at 12:00".

(21 Februarie 1992)

Section 2:

A security officer shall at all times display honesty and integrity in the performance of his duties.

Where such security officer provides a security service—

2.1 he shall not act in matters involving conflicts of interests without appropriate disclosure and approval.

2.2 he shall truthfully give details of the service he can render.

2.3 he shall not tender for a service beyond the competence of his organization.

2.4 he shall not claim competence which does not exist in his organization.

Section 3:

A security officer shall perform his duties and accept the responsibilities entrusted to him in accordance with the instructions issued to him by his employer.

3.1 He shall, as far as possible, in the course of the rendering of a security service, as defined in the Security Officers Act, 1987, endeavour to protect life and property and prevent crime.

Section 4:

A security officer shall not cause any subordinate to perform duties beyond the level of that subordinate's competence.

4.1 He shall ensure that his security officers are trained up to the relevant standard and that that standard is maintained.

Section 5:

A security officer shall safeguard information entrusted to him.

5.1 A security officer shall not disclose any information originating from a person without written authority of that person.

Section 6:

A security officer shall not maliciously injure the reputation of his colleagues, clients or employees.

6.1 A security officer shall respect the reputation and practice of others in the security community.

(21 February 1992)

BOARD NOTICE 13 OF 1992

THE SOUTH AFRICAN MEDICAL AND DENTAL COUNCIL

CORRECTION NOTICE

NOTICE OF ELECTION

ELECTION OF MEMBERS OF THE PROFESSIONAL BOARD FOR EMERGENCY CARE PERSONNEL

Board Notice 9 of 1992 as published in *Government Gazette* No. 13765 of 14 February 1992, is hereby corrected by—

(a) the substitution of the expression "13 March 1992 at 12:00" for the expression "13 March 1993 at 12:00" on page 69 of the English version;

(b) the substitution of the expression "13 Maart 1992 om 12:00" for the expression "13 Maat 1993 om 12:00" on page 69 of the Afrikaans version.

(21 February 1992)

Wrong body funeral drama

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Cape Times 8/3/92

By MARTIN NTSOELENGOE

A HEARSE driver feared for his life yesterday when more than 600 angry Inkatha members threatened to burn his hearse after he had twice delivered the wrong corpse to a funeral.

The funeral of murder victim and IFP member, Thokozani Xaba was indefinitely postponed after his body could still not be found.

The drama started at about 10am when a body was brought to the 2nd Avenue, Alexandra, shack. But after checking the coffin and finding a complete stranger, friends and family told the hearse driver to take it back to the funeral parlour and return with the correct body.

From there the armed IFP crowd went to Alexandra Stadium, toy-toying and singing freedom songs.

After two hours the hearse arrived at the stadium, but once again the body of a stranger lay in the coffin.

This time, the crowd was not so understanding and threatened to burn the hearse.

Fortunately for the hearse driver, an ugly situation was averted after IFP official Simon Nxumalo intervened and asked the more than 600 angry IFP members to disperse. The funeral was then indefinitely postponed.

Undertakers slam stokvels

Sowetan 2/3/92 (286)

BLACK funeral undertakers have slammed stokvels for preparing to enter into a funeral service scheme with a white-owned undertaker who would then enter the black market.

The National Stokvel Association of South Africa announced last week it was getting into this venture for the benefit of both parties.

Nasasa's managing director, Mr Jabu Mabaso, said the partnership was viewed as another means by big business to help black business.

It will get funding for its infrastructural developments, and negotiations are continuing.

The move comes after Nasasa, an affiliate of Fabcos, severed relations with the black-owned Afsure Insurance Brokers' funeral scheme earlier.

Afsure chief executive Mr Kehla Mthembu confirmed that Nasasa had severed relations with his company, but declined to comment further on the issue.

A senior executive member of the National Funeral Undertakers Association, Mr David Kupane, said the decision by Nasasa was "shocking" at the time when black economic empowerment was the buzzword in business circles.

He said: "The move is not going to enable the black rand to circulate among the black people."

Mr Tony Guiness, of City Funerals which services most blacks, said he was shocked by the move.

"Black economic advancement will remain a dream if we still support people who have oppressed us for a long time. We need to support each other if we are to prosper in the future."



Springbok Patrol's new recruits go through their paces at the De Deur training camp

Photo: KEVIN CARTER

Inkatha-linked firm to guard stations

Controversial security company Springbok Patrols, which has links with Inkatha, has been given a Spoornet contract to guard railway stations.

GAVIN EVANS *reports*

THE private security company — Springbok Patrols — hired by Spoornet to guard troubled PWV and Natal stations has had close links with Inkatha.

The company is alleged to have trained Inkatha men implicated in anti-African National Congress violence in Alexandra.

Spoornet spokesman Jacques Pienaar confirmed this week that Springbok Patrols is used to bolster the Spoornet security department in the PWV and Natal.

Where there have been arrests following train attacks, suspects have been Inkatha members.

According to a former senior Inkatha official, who asked not to be named, in January 1991 Springbok recruited about 100 young men from the Emandleni Youth Camp in Ulundi.

"I know this happened because I dealt directly with senior Springbok officials at the time, and was lecturing in politics at the youth camp," said the former Inkatha leader.

"The youths were also provided with paramilitary training at the camp. The man who was then the Springbok operations director, Gavin Answerth, insisted on getting people who were strongly pro-Inkatha, and we gave him the people he wanted.

"These men were then transported to Johannesburg, and trained by Springbok, at their expense. They were then assigned as Springbok armed guards and used to patrol stations. I know that these chaps killed a number of people in the Durban area," he said.

According to three Springbok Patrol guards previously interviewed by *The Weekly Mail*, the course involved training in the use of a pump action shotgun, a rifle and a 138 revolver, unarmed and armed combat.

The Inkatha source said there was a very close relation between Springbok and Inkatha.

"I got to know Wahl Baartmann when he was in Natal, and worked closely with his brother Francois, who was managing director in Durban, and with Answerth, who is now a very enthusiastic Inkatha member.

"On one occasion Francois asked me to take him to Buthelezi, in order to kill an ox in appreciation of the close relation with Inkatha, but in the end this fell through. In his office there is a big picture of Buthelezi and another of King Goodwill," he said.

Francois Baartmann did not return *The Weekly Mail's* calls, but fellow director and former Springbok rugby player Wahl Baartmann said the allegations about the company were not true, and insisted there was no political bias in the company.

"When we recruit we don't worry about a guy's politics. If he is qualified for the job then he can join us. If a man is Inkatha it is not my problem, but we have no particular relation with Inkatha. I also recruit from Nelspruit, Rustenburg, Cape Town, all over, and I'm not interested in politics."

He acknowledged, however, that Answerth was an enthusiastic Inkatha supporter, but said he had resigned from the company eight months ago, and now had his own company, Coastwatch Security.

"Maybe he could have favoured some people but he is no longer in our employ."

Answerth confirmed that he was a member of Inkatha but said he would not comment on whether 100 Inkatha youths were recruited from Emandleni camp, "because I no longer work for Springbok and I don't want the Baartmanns on my back".

Last year, however, father Abraham Baartman, who is the company managing director, confirmed to *The Weekly Mail* that a group of 60 Zulus, whom he assumed were from Inkatha, had been sent to Springbok's De Deur training centre from Natal.

Asked whether they were recruiting Inkatha members from the province, he said: "This is quite correct," adding that he believed that "all Zulus are Inkatha".

At the time *The Weekly Mail* interviewed three Springbok security guards who said that some of the Inkatha trainees had taken part in battles with African National Congress supporters in Alexandra.

The Inkatha members were described as an "elite" group who were "arrogant and aggressive", and remained apart from their fellow trainees.

They also said that the SADF and the police had visited the De Deur base to recruit the Springbok trainees. Abraham Baartman confirmed these visits but said they were trying to "poach" his instructors, and not his trainees.

Last year Abraham Baartmann and Springbok Patrols were convicted in the Johannesburg Regional Court of 707 charges of unlawful possession of firearms.

Springbok Patrols has been one of the country's most controversial private security companies. Each of the guards interviewed by *The Weekly Mail* cited cases of their colleagues being prevented from leaving after having been recruited, being assaulted by their superiors and fired if they complained.

Questions standing over from Wednesday, 11 March 1992:

Hospitals/clinics: theft of medicines

*1. Mr M J ELLIS asked the Minister of Health Services and Welfare:

(1) Whether any instances of theft of medicines from hospitals and clinics under the control of her Department occurred during the course of 1991; if so, (a) from which hospitals and clinics and (b) what is the value of the medicines stolen;

(2) whether her Department is investigating these thefts; if not, why not; if so, with what result;

(3) whether she will make a statement on the matter? B314E

The MINISTER OF HEALTH SERVICES AND WELFARE:

(1) Yes.

(a) Parowmed Pharmacy in Parow Day Hospital.

(b) R1 680,00.

(2) Yes, the theft was reported to the South African Police on 24 July 1991, reference number MR331/07/1991. No arrest has been made yet and no stock has been recovered.

(3) No.

Business interrupted in accordance with Rule 180C (3) of the Standing Rule of Parliament.

New Question:

*1. Mr R M BURROWS—Health Services and Welfare. [Question standing over.]

For written reply:

General Affairs:

Certain security firm

106. Mr M J ELLIS asked the Minister of Law and Order:

(1) Whether a certain security firm, the name of which has been furnished to the South African Police for the purpose of the Minister's reply, has at any stage been under investigation by the Police; if so, for what reasons;

(2) whether this firm has at any stage been reported to the South African Police; if so, (a) by whom and (b) for what reasons;

(3) whether the managing director of this firm, whose name has also been furnished to the South African Police, has a criminal record; if so, what are the details;

(4) whether the said managing director (a) has any criminal case pending, and/or (b) has had any restraining orders issued, against him; if so, what are the details in each case;

(5) whether he will disclose the name of the (a) security firm and (b) managing director in question; if not, why not; if so, what are their names? B266E

The MINISTER OF LAW AND ORDER:

(1) Yes, information was received that the firm was in possession of unlicensed firearms.

(2) Yes.

(a) A previous employee of the firm.

(b) Because the firm was in possession of unlicensed firearms.

(3) No.

(4) (a) Yes.

(b) No.

(5) No, the decision of the Senior State Prosecutor is not yet known.

Crime prevention unit: Sandton

113. Mr D J DALLING asked the Minister of Law and Order:

How many arrests in respect of each specified offence were effected in 1991 by the special crime prevention unit stationed in Sandton? B277E

The MINISTER OF LAW AND ORDER:

Crime		*Arrests*
Murder	—	4
Armed robbery	—	70
Attempted armed robbery	—	3
Housebreaking with intent to steal and theft	—	494

Crime		*Arrests*
Attempted housebreaking	—	33
Possession of suspected stolen property	—	70
Possession of housebreaking implements	—	11
Theft	—	2
Robbery of vehicles	—	62
Theft of vehicles	—	31
Possession of unlicensed firearms	—	3

Norwood police station: establishment

116. Mr A J LEON asked the Minister of Law and Order:

(1) Whether he will furnish the (a) total allocated and (b) actual strength of each rank in the current establishment of the Norwood police station situate in the Johannesburg North police district; if not, why not; if so, (i) what are the relevant details, (ii) how many temporary members are there on the current establishment of this police station and (iii) in respect of what date is this information furnished;

(2) whether any steps have been and/or are to be taken specifically to increase the strength of this police station; if not, why not; if so, (a) what steps and (b) when? B280E

The MINISTER OF LAW AND ORDER:

(1) (a) and (b)

No, it is not in the interest of the members at the relevant police station, and policing in general, to furnish information of this nature. I am, however, prepared to inform the honourable member personally and confidentially in this regard.

(2) (a) and (b)

An additional 15 members have been appointed at Norwood since 15 May 1991. The expansion of the establishment of the South African Police, which has already been announced, will be utilized in order to expand the establishment of Norwood during the next placement from the training colleges.

Hillbrow police station

130. Mr L FUCHS asked the Minister of Law and Order:

(1) What is the estimated population served by the Hillbrow police station over the latest specified period of five years for which information is available;

(2) whether he will furnish details on the staff and vehicle complement at the Hillbrow police station; if not, why not; if so, (a) what was the (i) staff and (ii) vehicle complement at this police station as at the latest specified date for which information is available, (b) (i) how many of these policemen were (aa) White, (bb) Coloured, (cc) Indian and (dd) Black and (ii) what were their ranks in each case and (c) how many policemen are on foot patrol in Hillbrow (i) by day and (ii) at night;

(3) whether it is envisaged to increase the complement of policemen at the Hillbrow police station in 1992; if so, what percentage increase is envisaged? B331E

The MINISTER OF LAW AND ORDER:

(1)

Dec '87	*Dec '88*	*Dec '89*	*Dec '90*	*Dec '91*
136 974	138 482	140 026	141 608	143 227

Statistics are kept only in respect of the month of December.

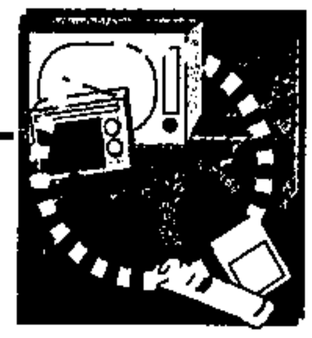
(2) (a), (b) and (c)

No, it is not in the interest of the Force in general and the members at the relevant police station, to furnish information of this nature. I am, however, prepared to inform the honourable member personally and confidentially in this regard.

(3) An increase of personnel at police stations is subject to investigations by the Division: Efficiency Services of the South African Police. Such investigations are at present in an advanced stage, but figures and percentages are not yet available. The recently announced expansion of the Force will not only supplement Hillbrow's strength, but will also ensure greater visible policing in the entire Witwatersrand area.

Murder: 16 persons

131. Mr P G SOAL asked the Minister of Law and Order:



RETAIL ADVERTISING

Check-a-Checkers, about turn

Checkers was one of the first big advertisers to take its advertising in-house a decade ago. Now it is moving out again.

About R30m of spending on print advertising handled by the Checkers marketing services department under Brian Cutler will go to Cape Town agency De Novo. Cutler will join the agency as general services director and will be joined by many of his Checkers staff.

This is probably the largest move of a Johannesburg ad account to Cape Town.

De Novo is the agency for the Shoprite chain, part of the giant Pep retailing group which recently acquired a controlling interest in Checkers. De Novo is owned by a trust and does not have a formal MD.

One of the country's three biggest advertisers, Checkers spends around R50m a year, according to MD Serge Martinengo. The in-house unit handled print advertising and the less-than-R20m spent each year on radio and television is handled by Meridian, an agency in the Ogilvy & Mather group.

The figures include production costs, which are higher in retail advertising than in most forms of branded advertising because new ads are produced daily. Media billing is somewhat less, calculated by Adindex as R35m in 1990. Last year's figure was probably about R42m.

The injection of Checkers business will more than treble the annual billings of De Novo, which last year had about R17m in business from Cape advertisers.

Martinengo, who became MD two years ago, says he has been less than enthusiastic about the in-house route which Checkers first embarked on in the early Eighties. The takeover by the Pep group, which had a similar philosophy, proved the catalyst for change.

"We prefer to deal with a third party for our advertising," says Martinengo.

The move leaves Meridian's future in some doubt, though Martinengo says the future relationship has not yet been finalised. "But I don't think we will move all of our electronic advertising into the new agency."

It is believed that the electronic media account is up for pitch.

Meridian MD Greg Garden is braced for a change. "They have indicated that from the beginning of their new financial year, they would have to re-examine how they work with us. Our contract will effectively fall away from the beginning of March."

The loss of Checkers would be a big but not crippling blow to Meridian, says Garden. "We have 15 clients other than Checkers, including Sterns jewellers, Henkel, Ciba Geigy and RCI." He puts the agency's 1991 billing at about R17,5m.

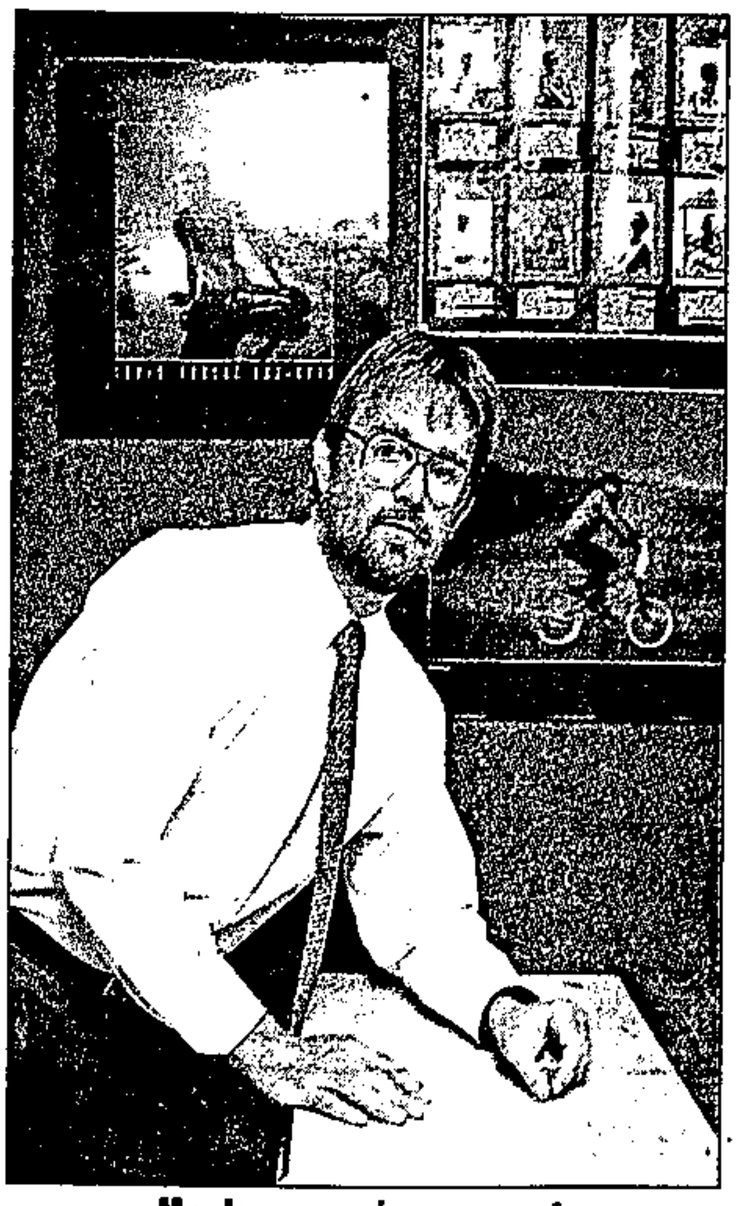
The move by Checkers is the first major reversal of a trend which appeared to be building momentum. Many advertisers, particularly retailers, have taken this route in recent years. Among the most successful has been Edgars and the most recent was OK Bazaars (a step which had severe implications for its agency, Grey Advertising).

Edgars has produced elegant and effective advertising since it led the way down the in-house route in 1979. Its particular strength, however, is its huge account base, which gives it a big and receptive mailing platform.

Though the in-house option may be suitable for the less creative kind of advertising, notably routine retail price-list advertising, it has proved controversial among agency people because the advertising mostly seems to be unimaginative and dull. Clients usually do it to save money. ■

D'Arcy makes a gain

Grey Response Marketing, one of the two major specialist agencies in direct marketing left in SA, has moved out of the Grey Group and into the D'Arcy Masius Benton & Bowles fold. D'Arcy has bought the 45% owned by the Grey Group and the 55% stake held by Grey management.



Maclean ... *best year for creativity*

The move will make a significant difference to the size of the two groups. Though a direct marketing agency cannot be compared with a normal above-the-line agency, Grey Response's income makes it equivalent to an agency billing R18m-R20m a year. The extra income could be enough to lift the D'Arcy group from about eighth in the agency rankings to perhaps sixth.

Grey Response is still on a high achieved during 1991, when it won two Gold Echoes (probably the top international awards for direct response advertising), along with a number of other international achievements. Locally, it won six Sales Promotion and Design Association awards and a Loerie. "Last year was our best-ever in terms of profitability and creativity," says MD Clive Maclean.

Grey Group MD Ian Shepherd says the group had the option to increase its stake in Grey Response but chose instead to concentrate on the resources of its core business.

Zimbabwe-born Maclean (32) started in direct marketing in 1982 with Commercial Union. After a spell with Standard Bank he started his agency, Response Marketing, in 1987. It was taken into the Grey Group in 1988.

He believes firmly in the benefits of being part of an international group, both because of the access to information and because of the increased credibility it lends the agency. Moreover, he adds: "The agency of the Nineties will be able to offer its clients the full spectrum of advertising services."

D'Arcy chairman Willie Sonnenberg, who in the past has made a couple of attempts to establish a direct marketing unit, goes along with this. "We have always subscribed to the concept of seamless advertising, in which various communications disciplines blend smoothly to convey a single message," he says. ■

Musical chairs

Len van Zyl, for many years the doyen of SA advertising, has stepped down as chairman of the holdings board of Lindsay Smithers FCB, the country's second biggest ad agency group. Into his shoes steps MD John Sinclair, who was named last year as Advertising Achiever of the Year by the *FM*.

Van Zyl is currently based in Philadelphia, where he is CE of FCB Philadelphia. For the last two-and-a-half years since he took up his US appointment, he has been returning to SA regularly to attend meetings of the local board. FCB is the international agency associated with Lindsay Smithers.

Former deputy chairman John Thorne has also resigned, though both he and Van Zyl will continue as ordinary members of the board. Gaby Bush, executive creative director of the Sandton agency, also joins the holdings board.

Tony Koenderman

It's work for whites only at pumps

S1 Times 29/3/92

286

By DAWN BARKHUIZEN

PIETERSBURG Conservative Party chairman Koos Kemp is doing a roaring trade in the town with a petrol station staffed only by white attendants.

Mr Kemp, who opened the garage a week ago, decided to employ only whites for "moral reasons". He believes his black and white customers get better service as a result.

The 12 petrol attendants, aged between 17 and 47, earn the same as their black counterparts — R750 a month with a possible R300 bonus incentive, said Mr Kemp.

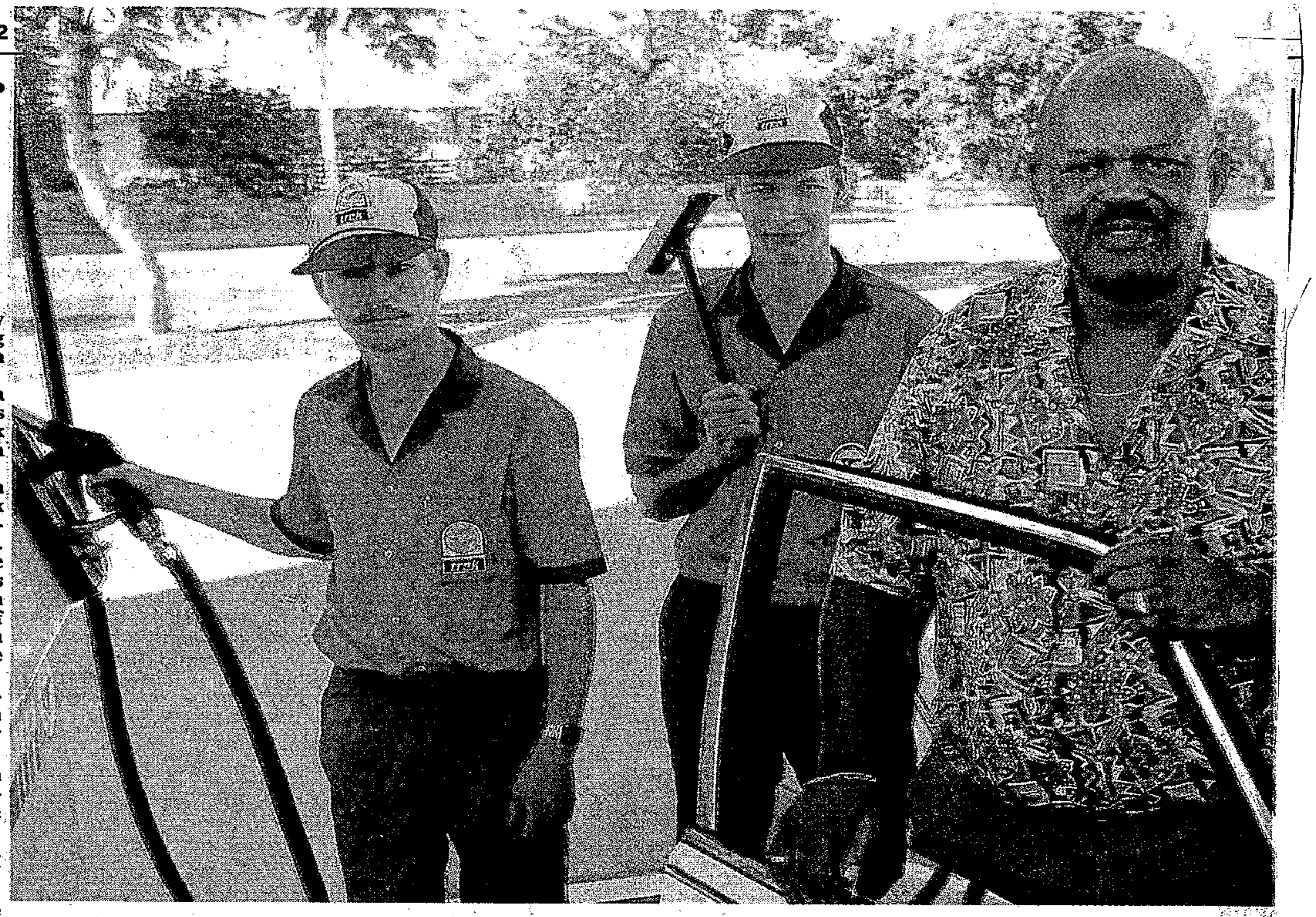
"I decided that I would help the white community — there are plenty of jobless whites in this town. Some of these men have not had jobs for three years. One of them has a matric and still cannot find a job. Two or three of the other chaps are from special schools," he said.

Mr Kemp, a former lecturer of languages at Unisa, said 30 more white men had put their names on a waiting list for jobs.

Said 24-year-old petrol attendent Willem Petzer: "We have fun here. It was wonderful to find a job. I'd travel miles to find a job."

Motorist Preddy Ramphele, filling up, said he used the petrol station regularly because the service was good.

"The colour of the person who serves me is irrelevant, as long as I get good service," he said.



FILL HER UP . . . Piet Waggel and Willem Petzer attend to motorist Preddy Ramphele Pictures: COBUS BODENSTEIN

Two unions in SABC fight

286

By FERIAL HAFFAJEE

PROTESTS against the dismissal of 11 security guards at the South African Broadcasting Corporation's Pretoria branch also highlight the conflict between two trade unions in the media sector. W1Mail 7/2 - 13/2/92

The guards, who are members of the Media and Allied Workers' Union (Mawu) were dismissed when the SABC decided to employ Coin Security to provide services. Last week, workers at SABC in Pretoria staged a picket and also declared a dispute with management.

According to SABC group personnel manager Fred Coop, "it was agreed to refer the process of retrenchment to arbitration". Meanwhile, the SABC is also negotiating a reognition agreement with Mawu. But Medis Workers' Association of South Africa's (Mwasa) assistant general secretary Themba Hlatswayo says: "We don't think they are a fully fledged union."

Mwasa adds that there is no clarity about Mawu's membership or its recognition. He also alleges that the union only has support in the Northern Transvaal.

Mawu acting president Mandla Masanabo acknowledges that his is still a fledgling union and that its power base is restricted to the Northern Transvaal. But he says that many Mwasa members are disillusioned with Mwasa and that Mawu "intends to expand nationally rapidly".

The dispute which sparked the expulsion of members of Mwasa who formed Mawu, relates to an interim agreement signed with the SABC last year. According to a Mawu representative, "Mwasa signed away workers rights" in the agreement.

Among this agreement's more contentious clauses were that "Mwasa waives its right to negotiate substantive issues" and "the Association gives the corporation the right to unilaterally implement the 1991 salary increases".

But, according to Mwasa, "it was a tactic not a strategy" and the agreement no longer stands because the union has signed a national recognition agreement with the SABC.

Trimmed ad industry optimistic

BIDAY 6/11/92

THE advertising industry is confident of better billings and profit growth in 1992, despite the massive rationalisation experienced during 1991. (286)

An industry spokesman said many agencies had trimmed down, "if not hacked", during 1991. The year saw the demise of U5 Partners in Advertising, Headlines and the Ad Company, and substantial cutbacks at Grey Advertising.

Many agencies have been retrenching and rationalising and agency heads said they faced 1992 running tighter ships.

Also, many clients had realised they had to start reinvesting in advertising as cutbacks were beginning to affect their brands, an industry spokesman said.

Young & Rubicam (Transvaal) MD Johnny Johnson said one indicator of pressure on the industry was the number of agencies "chasing every piece of new business", especially government or public service pitches.

NINA SHAND and MARCIA KLEIN

Apart from the recently awarded VAT, AIDS and national peace committee accounts, the population development account was out for tender, and about 14 agencies had pitched.

BSB/Bates MD Dave Kelly said that 1992, and most of the '90s, would see an escalation in social advertising. This trend towards social services campaigns meant

☐ To Page 2

Advertising

BIDAY 6/11/92 (286) (289)

☐ From Page 1

new advertising markets would grow.

Kelly said that prior to the '80s, fast moving consumer goods were the engine behind advertising expenditure. During the '80s the trend changed towards durables and financial services.

Although retail remained important, agencies would need to change their approach during the '90s in order to deal with public service organisations as opposed to corporate clients.

Hunt Lascaris TBWA MD John Hunt said although there would not be "a sudden change from famine to feast" over 1992, there would be a slow improvement and agency heads hoped they were well positioned for the economic upturn.

Bernstein Loxton Golding & Klein client service director Martin King said many clients were looking for more immediate returns on their investments. The overall trend was away from conventional to more direct advertising, but agencies still needed to balance brand building with short-term returns.

This was echoed by Lindsay Smithers chairman John Sinclair who said clients were spending more on short-term tactical marketing.

Clients did not reduce budgets in rand terms, but adspend was not enough to cover media inflation, and real growth would be marginal.

Lintas creative director Barry Fox said there was a move towards using a wider spectrum of communication, including above- and below-the-line advertising.

Johnson said agencies — both above- and below-the-line — had to become involved in below-the-line to provide clients with a fully integrated campaign.

Industry spokesmen said that 1992 would still see a pressure on existing budgets, and growth had to come from new business or a consolidation of existing accounts.

Black, beautiful is just a myth

Sowetan 9/4/92. 286

LETTERS to the EDITOR

Short letters are preferred and none is considered unless it is signed, with the writer's full address. Pseudonyms may be used but are not encouraged. Write to: The Editor, Sowetan, PO Box 6663 Johannesburg 2000.

AS a registered member of the National Stokvels Association I was perturbed by your report on the deal between Nasasa and Avbob, the white funeral undertaker.

What I wish to bring home first before entering into the debate on whether the deal is good or not, I wish to address the premise of your and Thami Mazwai's argument.

This criticism was based on the mythical and borrowed concept of Black and Beautiful. I wish to argue that black although beautiful is in some instances, is not necessarily beautiful all the time.

We as members of the stokvel movement are interested in the benefits our organisation negotiates for us. This deal we support not only because we are NASASA members but because black funeral undertaking companies that deliver a decent, dignified funeral service are yet to be seen.

The Black Funeral Undertaking Association (BFUA) you talked about is yet to convince us that as a solely black organisation not prepared to plug in professional skills of other business concerns, be they white or otherwise, can deliver professional services.

You see, if BFUA and others not affiliated to if were not motivated by greed and unwillingness to open themselves up to sharing, they would have as an association joined organisations such as Fabcos as an organisation that would occupy a particular market segment.

It is from this that they would have been afforded an opportunity to be exposed to joint-venture partnership that organisations like Fabcos have developed, to help improve black business.

This is what I guess Jabu Mabuza was referring to when he said the deal will level the economic playing field. The BFUA's of this world won't smell improvement in their services and thus clientele if they don't become realistic about their situation.

Let me just sketch the picture which most probably Messrs Editor and Mazwai "are not" conversant with. I have gone to funerals where services of black undertaking companies were solicited. Guess what, on three occasion a hearse got stucked in the procession. We all know what this means to us black families.

This will be interpreted as the denial of the ancestors to accept the deceased or that the hearse was bewitched by jealous people or any other related trash.

The truth is that these cars are made to attend four to six funeral services per day. They don't service their vehicles and don't plan and manage their business properly.

Excuse the term business because members of BFUA don't call it business but service. They forget to merge the two which will equal professionalism.

In fact, we as stokvel members through our association are looking for services regardless of who they are negotiated with (black, white, yellow, brown etc). We don't care about the colour of the cat, all we are interested in is whether it catches the mice, finish and *klaar*.

PHILEMON KHUZWAYO
VOSLOORUS

Auditors warned on low standards

BIDay 13/4/92 (286)

DARIUS SANAI

STANDARDS of auditing are on the decline in major industrialised nations as accounting firms sacrifice quality for size — and the malaise is set to spread to SA, says Arthur Andersen & Co (SA) CE Sam Abrahams.

Abrahams said in an interview at the weekend leading accountancy firms were concentrating on a "bigger is better" philosophy while paying less regard to standards of practice.

Arthur Andersen, the smallest of the Big Six accountancy firms worldwide, has the highest fee income growth rate and dominates some markets.

Main auditing houses have come under criticism abroad for failing to spot firms on the brink of bankruptcy.

The February 1992 edition of The Accountant, a London-based accountancy magazine, catalogues a trail of malpractice and incompetence by some international accountancy firms.

Abrahams said a similar situation could be brewing in SA.

However, sources in other big accountancy firms disagree.

Martin Shaw, senior partner at Deloitte Pim Goldby, said fraud was increasing in the business community worldwide as a result of the recession. But SA accountancy firms were not affected by fraud.

"In any case it is not the responsibility of an auditor to uncover fraud in a company being audited," he added.

KPMG deputy Aiken & Peat CE Stuart said: "Suggesting that greater size leads to lower standards disregards the strategic objectives of size. A firm needs to have adequate resources to match services offered."

Fidelity Guards fires more than 100 strikers

MORE than 100 striking Fidelity Guards' employees in Durban were sacked by the national security firm yesterday.

Managing director Mr Roy McFarlane said in Johannesburg yesterday that the workers, who had been on strike since last Thursday, had been given an ultimatum to return to work.

He said the time limit for them to return to work yesterday morning had passed, which meant their employment with the company had ended.

McFarlane said initially 40 workers - many of whom were facing disciplinary hearings - had gone on a strike to demand the dismissal of the assistant manager and the operations manager, who they claimed were "racist Afrikaners".

He said the allegations were untrue. Furthermore, the assistant manager did not speak Afrikaans and the operations manager was Asian.

"Frankly, I don't think they know themselves why they went on strike," he said.

McFarlane alleged the strikers had gone to various clients' premises and intimidated workers to go on strike. This had swelled their ranks to between 100 and 150 men.

He said clients had not been inconvenienced. Alternative guards had been employed and installed. - *Sapa.*

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Bank aims to train its own management

STAR 23/4/92

Although it is a black-owned bank, all the top positions at Future Bank are held by whites.

Managing director Neville Watchurst explains: "There are a number of reasons, and most important is the fact that there is little banking experience in the black community.

"Few black people have managed to achieve senior status in conventional banks."

A management agreement exists between Future Bank and First National whereby the bank will be managed for a period of 12 years.

Of the bank's 57 employees, the top 16 have been seconded from First National subsidiary Wesbank.

"We have two objectives: to find the right people and train them to be skilled bankers who will be able to take over the top management positions, including mine.

"One of these days we will not only have a black-owned but a black-managed bank as well," Mr Watchurst says.

The bank's other 41 employees in Johannesburg, Pretoria and Bloemfontein are mostly black.

"They were recruited from all walks of life. Some had banking experience, but most had zero banking experience.

"We did not restrict ourselves to people with formal banking experience. Instead we chose people we thought had the potential and could be trained."

"It is difficult to find the kind of person we are looking for because it will take a certain kind of person to succeed here.

"The big banks have large client bases and established procedures. The environment in the big banks is very comfortable and the people will behave accordingly.

"We need exciting people who will go out and market our products."

Nobody at the bank will be talking about equal opportunities. Mr Watchurst says: "To me it is an old, somewhat trite phrase.

"It also smacks of tokenism. If it is fashionable to have a lady, you go and get one, and the same if it is fashionable to have a black person.

"What we are saying is that no matter whether you are black, white, male or female, the opportunities for advancement will be exactly the same.

"We are a brand new company and everyone has started at the same time. It is up to the staff to prove themselves."

New agency clinches account

286

STAR 23/4/92

Seven advertising agencies were allowed to pitch for the Future Bank account, and it was newly established all-black agency Herdbuoys' approach that impressed the most.

"We did not just choose them because they were black. They truly understood the bank's mission more clearly than the other competitors," general manager, marketing, Phillip van der Heever says.

The modest advertising budget will restrict to some extent the ability to go over the top in terms of TV advertising.

The strategy is to concentrate on Radio and print. Slots have already been flighted on Radio Metro, Bop and 702 and the intention is to attract "the influentials" in the hope that benefits will cascade down to the broader public.

Herdbuoys MD Peter Vundla believes his company clinched the account because of the creative work they gave the bank.

"In addition our strategic positioning of the bank came from a deep and clear understanding of the bank's main markets."

"We understood the frustrations black people encounter at the major banks and our research backed our views, hence the decision on the slogan: 'The bank with a new attitude.'"

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Burial price up

286

Residents who wish to bury their loved ones in Randburg cemeteries will have to pay an extra 15 percent on existing tariffs from July 1. For an adult the cost will increase from R130 to R150, while non-residents will find the cost leaping from R762 to R877.

Star 1/5/92

REPORTS: Political Staff, Sapa, Own Correspondent.

B1Dam 15/5/92.

dated in August had been received by beneficiaries only in March.

Grobler said the "administrative

It said its clients were "facing starvation as a result of the TPA 'review' procedure".

Auditors seek indemnity against claims

B1Dam 15/5/92

MICK ELLINGHAM

THE increase in white collar crime is forcing many auditing firms to seek out professional indemnity to protect themselves against punitive claims.

Speaking at the Deneys Reitz seminar on accountants' liability held in Johannesburg yesterday, Absa chairman Herc Hefer blamed the high incidence of white collar crime in SA on "high inflation, high tax rates and political uncertainty".

Attempts at retribution were often directed at the auditors responsible for the financial statements of companies involved in litigation, said Hefer, requiring auditing firms to take out indemnity insurance.

Deneys Reitz partner Michael Hart said the scale of litigation against accountants had led to the arrival of "forensic accounting" as a business development in SA.

"Until the second half of the '80s, expert accounting testimony was the domain of a selected number of senior practitioners," said Hart. However, in the past few years younger practitioners had set about developing their skills in this area.

Hart said accounting experts were required in two general areas:

☐ Technical accounting evidence which applies to issues such as share valuations and interpretations of financial records which fall outside a court's own expertise; and

☐ Liability evidence which essentially entails giving evidence in cases where the professional conduct of colleagues is being questioned.

Wim Trengrove SC said accountants' liability legislation ought to be such that "professional men of integrity are able to identify, assess and avoid the risks of liablity to which the law exposes them".

UK-based indemnity lawyer David Arthur said it was unlikely that moves to limit auditors' exposure would occur until "there have been major accounting firms collapsing under the weight of litigation, investigation and disciplinary procedures".

Arthur said "large firms of accountants are becoming increasingly difficult to insure and are generally only insured at levels which might be considered as catastrophe cover for most other businesses". If this continued, the auditing profession would become an endangered species.

Security guards face suspension

B/pay 18/2/92

DIRK HARTFORD

MORE than 45 000 security guards face immediate suspension from the industry and dismissal in three months time for refusing to pay the annual registration fee of R48 required in terms of the Security Officers Act, the Transport and General Workers' Union (TGWU) says.

In terms of the Act, all guards were required to pay the fee by the end of last year. But only a quarter of the 62 000 registered guards have paid the fee so far.

TGWU, which has 15 000 members in the security industry, has demanded the fee be waived until a new Security Officers' Board is set up with worker representation. This is likely to happen only when Parliament passes agreed amendments to the Act.

A meeting last month between the board and TGWU failed to reach agreement on the fee. The board is insisting the fee be paid, as it is under pressure to pay back to government a R1m loan.

The union believes suspensions are imminent. It is holding a national meeting of shop stewards this week to plan action against any suspensions.

Last year tens of thousands of security guards held mass marches and protests against the introduction of the fee.

people, the Employment Department said in London yesterday.

REPORTS: Political Staff, Sapa, Own Correspondent.

B1Dec 15/5/92

warning of upcoming reviews and dated in August had been received by beneficiaries only in March.

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stated by May 18.

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B1Dec 15/5/92

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Auditors' accountability

286

FM 22/5/92

Explosive growth in successful professional negligence actions against auditors has made the point: auditors are accountable. So delegates at the Deneys Reitz seminar on auditors' liability in Johannesburg last week were pleased to hear about a recent UK case which seemed to afford them a defence to liability claims from third parties or non-clients.

According to Wim Trengove SC, who addressed the seminar, the Caparo case — as it is known — is likely to have "considerable persuasive weight in an SA court."

Caparo Industries Plc purchased shares in a company on the strength of preliminary results issued by its directors and continued to purchase shares after the final audited figures were published. Later, Caparo made a successful takeover bid for the company.

After the takeover, however, Caparo brought an action against the auditors, charging that they were in breach of the duty of care owed to Caparo. They alleged that the auditors had negligently certified accounts that indicated a pre-tax profit of £1,3m when, in fact, there had been a loss of £400 000. The court had to decide whether a company's auditors owe a duty of care to prospective investors merely because it is reasonably foreseeable that they might rely on audited accounts.

The House of Lords, on appeal, found that no such duty of care exists; moreover, that duty does not arise even in relation to existing shareholders — because the statutory-audit requirement was not imposed to provide information for the assistance of purchasers of shares.

Trengove pointed out that, unlike their UK counterparts, SA courts recognise an extension of the duty of care — though only if there are positive policy considerations.

Despite the UK decision, auditors cannot afford to be complacent: the position would be different if the investor were to consult the auditor — as is often the case — while making an investment decision. Here, the investor's reliance is apparent and the auditor effectively vouches for his report — if not expressly, then tacitly by not disavowing it. Our courts would probably hold an auditor liable for negligence, the legal basis being that a reasonable auditor should know the investor would decide using the report.

As for an auditing firm's liability to its client, the duty of care arises directly out of the contract between them, or is prescribed by statute. Relatively little ambiguity surrounds the question of an auditor's duty when he is engaged to do a conventional audit but Trengove cautioned auditors who are involved in less common assignments.

He gave the example of the accounting officer of a close corporation (most often, a practising accountant and auditor), whose "normal" statutory duties are to determine whether the corporation's financial statements were prepared in accordance with its books and records and to review the appropriateness of the accounting policies said to have been applied.

The Close Corporations Act prescribes "special" duties. The accounting officer must report any contravention of the Act in his report and, in the event of the corporation's liabilities exceeding its assets, notify the Registrar of Companies. These duties create considerable potential for liability to the corporation and its members.

Similarly, in assignments not regulated by statute, the agreement between the parties will determine the extent of an auditor's negligence. This was at the core of a recent Cape case in which the auditors were ordered to pay nearly R2m in damages to their client, a partnership. The case is to go to appeal.

Meanwhile, professional indemnity insurance is increasingly becoming harder and more expensive to obtain. David Arthur, a UK-based indemnity lawyer who represents accountants and underwriters worldwide, said large firms of accountants are insured at levels that might be considered catastrophe cover for most other businesses.

His outlook for the auditing profession is pessimistic: "Until there have been major accounting firms collapsing under the weight of litigation, investigations and disciplinary procedures, it is unlikely that the political inclination to limit the exposure of auditors will arise."

The *Financial Times* reports that the UK Auditing Practices Board proposes that, from early next year, all annual company reports should contain a substantially enlarged audit report giving an unambiguous opinion on the financial statements. The auditors will be required to comment on whether a company can survive for at least one year after its financial statements are approved.

Of course, the UK board has no jurisdiction in SA. One delegate, lawyer Michael Judin, commented at the end of the seminar: "It's not all that ominous: the public, alerted to the fact of claims, is now doing no more than holding professionals to the degree of skill and care they always expected of us."

That cannot be a bad thing.

RAADSKENNISGEWING 114 VAN 1992

SUID-AFRIKAANSE RAAD VIR MAATSKAPLIKE WERKE

VERKIESING VAN AGT LEDE VAN DIE VYFDE RAAD VIR MAATSKAPLIKE WERK INGEVOLGE DIE WET OP MAATSKAPLIKE WERK, 1978

Kragtens die bepalings van regulasie 11 van die Regulasies betreffende die verkiesing van lede van die Raad, soos gewysig, word hierby kennis gegee dat die verkiesing van agt lede vir genoemde Raad van 27 Julie 1992 tot die stemdag op 25 Augustus 1992 sal plaasvind en by wyse van gesiote stembrief sal geskied.

Die volgende persone is behoorlik genomineer as kandidate vir verkiesing ingevolge Raadskennisgewing 61 van 1992 van 10 April 1992 en hulle nominasies is aanvaar:

10–09205: BATLEY, Michael Basil Charles.
10–00451: BOTHA, Daniël.
10–00109: BOTHA, Narisscia Johanna.
10–01114: DE BRUYN, Maria.
10–01322: DE LEEUW, Maria Elizabeth.
10–04166: DOOLEY, Elizabeth Margaret.
10–01160: HAYLETT, Gerda Jacoba.
10–00139: HUGO, Etienne Anton Klopper.
10–01511: HURFORD, Shelagh Mavourneen.
10–08681: JORDAAN, Cornelius Tobias.
10–02031: KEMP, Rachel Jacoba.
10–00590: MAHARAJ, Esther Elizabeth.
10–01060: MARKS, Cecilie Norma.
10–09792: MARTIN, Mildred Margaret.
10–01486: MICHAEL, Jacqueline Cecilia.
10–05264: PETZER, Jacobus.
10–00608: RAMASAR, Pramda.
10–04040: THOMAS, Adèle.

Stembriewe sal deur die pos na die geregistreerde posadres van elke kieser gestuur word, nie later nie as 17 Julie 1992 en moet, na voltooiing, aan die Verkiesingsbeampte teruggestuur word om hom voor of op 25 Augustus 1992 om 16:00 by onderstaande adres te bereik:

J. LOMBARD,
Verkiesingsbeampte.

SA Raad vir Maatskaplike Werk
Privaatsak X55877
ARCADIA
0007.
Telefoon (012) 343-9840/1/2.

(29 Mei 1992)

BOARD NOTICE 114 OF 1992

SOUTH AFRICAN COUNCIL FOR SOCIAL WORK

ELECTION OF EIGHT MEMBERS TO THE FIFTH COUNCIL FOR SOCIAL WORK IN TERMS OF THE SOCIAL WORK ACT, 1978

Under provisions of regulation 11 of the Regulations relating to the election of members of the Council, as amended, notice is hereby given that the election of eight members of the afore-mentioned Council will be held from 27 July 1992 until the polling day on 25 August 1992 and shall take place by secret ballot.

The following persons have been duly nominated as candidates for election in terms of Board Notice 61 of 10 April 1992 and their nominations have been accepted:

10–09205: BATLEY, Michael Basil Charles.
10–00451: BOTHA, Daniël.
10–00109: BOTHA, Narisscia Johanna.
10–01114: DE BRUYN, Maria.
10–01322: DE LEEUW, Maria Elizabeth.
10–04166: DOOLEY, Elizabeth Margaret.
10–01160: HAYLETT, Gerda Jacoba.
10–00139: HUGO, Etienne Anton Klopper.
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10–01486: MICHAEL, Jacqueline Cecilia.
10–05264: PETZER, Jacobus.
10–00608: RAMASAR, Pramda.
10–04040: THOMAS, Adèle.

Ballot papers will be sent by post to the registered postal address of each voter not later than 17 July 1992 and must be returned to the Returning Officer after completion to reach him at the address below before or on 25 August 1992 at 16:00.

J. LOMBARD,
Returning Officer.

SA Council for Social Work
Privat Bag X55877
ARCADIA
0007.

Telephone (012) 343-9840/1/2.

(29 Mei 1992)

RAADSKENNISGEWING 115 VAN 1992

RAAD VIR SEKURITEITSBEAMPTES

Die Raad vir Sekuriteitsbeamptes, handelende kragtens artikel 19 (1) van die Wet op Sekuriteitsbeamptes, 1987 (Wet No. 92 van 1987), het 'n Gedragskode vir Sekuriteitsbeamptes opgestel ten einde die beroep van sekuriteitsbeampte te reguleer en—

(a) publiseer hierby sodanige Gedragskode in die Bylae hierby; en

(b) herroep hierby Raadskennisgewing No. 12 van 1992.

F. K. LUBBE,
Registrateur: Raad vir Sekuriteitsbeamptes.

BOARD NOTICE 115 OF 1992

THE SECURITY OFFICERS' BOARD

The Security Officers' Board, acting under section 19 (1) of the Security Officers Act, 1987 (Act No. 92 of 1987), has drawn up a Code of Conduct for Security Officers in order to regulate the occupation of security officer and hereby—

(a) publishes such Code of Conduct in the Schedule hereto; and

(b) repeals Board Notice No. 12 of 1992.

F. K. LUBBE,
Registrar: Security Officers' Board.

BYLAE

GEDRAGSKODE VIR SEKURITEITSBEAMPTES

Voorrede

Die gehalte van professionele sekuriteitsaktiwiteite hang daarvan af dat sekuriteitsbeamptes sekere besondere standaarde van gedrag onderhou en goeie trou in professionele verhoudinge manifesteer. Die Raad vir Sekuriteitsbeamptes het die volgende gedragskode opgestel met die doel om vir sekuriteitsbeamptes 'n riglyn daar te stel waaraan hulle moet voldoen.

Alle manlike voornaamwoorde sluit die vroulike in.

Artikel 1:

'n Sekuriteitsbeampte moet sy pligte in ooreenstemming met die reg uitvoer.

1.1 Waar so 'n sekuriteitsbeampte 'n sekuriteitsdiens lewer, is hy daarvoor verantwoordelik om aan alle wetgewende of ooreengekome voorwaardes van indiensneming te voldoen en toe te pas.

Artikel 2:

'n Sekuriteitsbeampte moet te alle tye eerlikheid en integriteit by die uitvoering van sy pligte openbaar.

Waar so 'n sekuriteitsbeampte 'n sekuriteitsdiens lewer, moet hy—

2.1 nie in konfliksituasies met betrekking tot belange optree, sonder behoorlike openbaarmaking en goedkeuring nie;

2.2 korrekte besonderhede gee van die diens wat hy kan lewer;

2.3 homself nie beskikbaar stel vir 'n diens wat buite die bevoegdheid van sy organisasie val nie; en

2.4 nie aanspraak maak op 'n bevoegdheid wat nie binne sy organisasie bestaan nie.

Artikel 3:

'n Sekuriteitsbeampte moet sy dienste lewer en verantwoordelikhede aanvaar in ooreenstemming met die instruksies wat sy werkgewer aan hom uitreik, wat wettig moet wees.

3.1 Hy moet, sover moontlik, poog om in die loop van die lewering van 'n sekuriteitsdiens, soos omskryf in die Wet op Sekuriteitsbeamptes, 1987, lewens en eiendom te beskerm en misdaad te voorkom, met die minimum gebruik van geweld.

Artikel 4:

'n Sekuriteitsbeampte moet nie 'n ondergeskikte pligte laat uitvoer wat nie binne sy bevoegdheid val nie.

4.1 Hy moet verseker dat sy sekuriteitsbeamptes opgelei is tot by die vereiste standaard en dat daardie standaard gehandhaaf word.

Artikel 5:

'n Sekuriteitsbeampte moet inligting wat aan hom toevertrou is, beveilig.

5.1 'n Sekuriteitsbeampte mag nie inligting wat van iemand afkomstig is openbaar maak sonder die geskrewe toestemming van die persoon nie.

Artikel 6:

'n Sekuriteitsbeampte mag nie die reputaise van kollegas, klante of werknemers opsetlik aantas nie.

6.1 'n Sekuriteitsbeampte moet te alle tye die reputasie en praktyke van ander persone in die sekuriteitsgemeenskap, respekteer.

(29 Mei 1992)

SCHEDULE

CODE OF CONDUCT FOR SECURITY OFFICERS

Preamble

The quality of professional security activities depends upon security officers observing special standards of conduct and in manifesting good faith in professional relationships. The Security Officers' Board has adopted the following Code of Conduct for the guidance of and compliance with by security officers.

All masculine pronouns shall be deemed to include the feminine.

Section 1:

A security officer shall perform his duties in accordance with the law.

1.1 Where such security officer provides a security service, he shall be responsible for ensuring that all legislated or agreed conditions of employment are fully and fairly complied with and administered.

Section 2:

A security officer shall at all times display honesty and integrity in the performance of his duties.

Where such security officer provides a security service—

2.1 he shall not act in matters involving conflicts of interests without appropriate disclosure and approval;

2.2 he shall truthfully give details of the service he can render.

2.3 he shall not tender for a service beyond the competence of his organization.

2.4 he shall not claim competence which does not exist in his organization.

Section 3:

A security officer shall perform his duties and accept the responsibilities entrusted to him in accordance with the instructions issued to him by his employer, which must be lawful.

3.1 He shall, as far as possible, in the course of the rendering of a security service, as defined in the Security Officers Act, 1987, endeavour to protect life and property and prevent crime, with the minimum use of force.

Section 4:

A security offcer shall not cause any subordinate to perform duties beyond the level of that subordinante's competence.

4.1 He shall ensure that his security officers are trained up to the relevant standard and that that standard is maintained.

Section 5:

A security officer shall safeguard information entrusted to him.

5.1 A security officer shall not disclose any information originating from a person without written authority of that person.

Section 6:

A security officer shall not maliciously injure the reputation of his colleagues, clients or employees.

6.1 A security officer shall respect the reputation and practice of others in the security community.

(29 May 1992)

Now an easy way to a CA

THE University of Cape Town is offering a way for graduates to become chartered accountants in four years instead of the normal six or seven years.

The accountants conversion course has been developed to enable graduates in other disciplines to switch to a chartered accountancy career.

"For those who are already working, it is possible to achieve this career change in as little as one year of full-time study," says Josephine Taylor, course convenor at UCT.

"This is then followed by a three-year training contract with a firm of chartered accountants and one year part-time study."

Deloitte Pim Goldby are offering a bursary to a deserving applicant.

For further course details write to: Convenor, Conversion Course, Department of Accounting, University of Cape Town, Private Bag 7700, or ☎ (021) 650 2269.

KPMG a world leader report

ACCOUNTING firm KPMG is the world's largest network of accounting and consulting firms with nearly one-fifth of the world market, the first International Accounting Databook shows. Bloay 251592

Lafferty Publications' Accounting Databook ranks the world's top 20 accounting markets and surveys the development of the accounting profession country by country. It predicts the growth potential for accountants' fees in all major markets and reviews growth rate profiles by country or region for each network firm.

The databook shows growth of fee income in SA averaged 18% in 1991. Investment was expected to sustain or improve these rates throughout the decade.

SA's top three accounting and auditing

286

SHERIDAN CONNOLLY

firms in terms of fee income were Deloitte Pim Goldby, Coopers Theron du Toit, and Ernst & Young. In 1991, Coopers Theron du Toit had the highest number of offices throughout the country (30), closely followed by Deloitte Pim Goldby and KPMG Aiken & Peat (28).

The databook notes the surprisingly small emphasis placed on tax work among SA firms, considering the complexity of SA's personal tax system. Also noted is the emerging "non-white" middle-class sector which is fast establishing new businesses.

It said the SA Institute of Chartered Accountants estimated an additional 7 500

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KPMG Bloay 251592

☐ From Page 1

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accountants would be needed by 2000. In 1991, only 0,075% of a total 17,4-million adults were accountants, compared to the 0,3% average in Anglo-Saxon countries.

An executive summary shows KPMG, Ernst & Young, and Arthur Andersen are the three largest networks in the world. KPMG is the largest network in Europe, Canada and Germany while Arthur Andersen has the largest foothold in the US.

The databook's surveys portray an accounting world in which North America and Europe share the spoils, with Europe contributing 42% of fees and North America accounting for 43% of revenue for the large networks. But with European fees growing much faster than those in North America, international accounting is increasingly becoming European dominated.

The report is available at £545 from Lafferty Publications, Diana House, Fourth floor, 33/34 Chiswell Street, London EC1Y 4SE, or from 1422 Peachtree Street, Suite 800, Atlanta, Georgia 30309, USA.

Accountants' fees to rise

B Day 1/6/92. (286)

SHERIDAN CONNOLLY

ACCOUNTING firms can look forward to higher growth rates in fee income as a result of growing foreign investment.

In a review on the accounting profession in SA, the Lafferty International Accounting Databook said increased investment was expected to sustain or improve the average 18% increase in fee income for SA accounting firms in 1991.

In terms of fee income, Deloitte Pim Goldby were ranked at the top of the list, followed by Coopers Theron du Toit and Ernst & Young. SA companies who recorded the highest growth rates were Greenwoods, Goldberg Jaffe/Baker Musikanth, BDO Spencer Steward, Ernst & Young and Kessel Feinstein.

The review said the country's double-digit inflation of 13,5% in 1991 made growth of any significance more difficult, and more notable when it was achieved.

Eight firms increased their partner levels in 1991. The increases ranged from 5,2% at Fisher Hoffman Stride to a massive 85,7% at Arthur Andersen. Arthur Andersen increased its staff numbers overall by 36,7%.

Coopers Theron du Toit employed the highest total number of staff. Other large employers were Ernst & Young and Price Waterhouse Meyernel.

"Merger mania hit SA hard in 1990-1991, particularly among the Afrikaans firms, which were looking for international representation," the review said. Coopers Theron du Toit was an example of the phenomenon.

In 1991, KPMG Aiken & Peat concluded a merger with Tsanwani & Co, a firm of black chartered accountants. In July last year, Price Waterhouse merged with Afrikaans firm Wiehahn Meyernel.

Internationally, SA was ranked fifth in terms of average increases in fee income earned in 1991. At the top were Sweden (31%), Spain (27%), Japan (19,8%), and Germany (19,1%).

Commenting on an estimate by the SA Institute of Chartered Accountants that SA would need an additional 8 000 accountants by the year 2000, Coopers Theron du Toit partner Richard Cottrell said an upswing in the SA economy would result in a shortage of accountants at some stage, depending on the degree and duration of the boom.

□ The report is available from Lafferty Publications, Diana House, Fourth floor, 33/34 Chiswell Street, London EC1Y 4SE, or from 1422 Peachtree Street, Suite 800, Atlanta, Georgia 30309, US.

Management spy rings rife in unions

South 20/2 - 26/2/92

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Last year former president of the National Union of Metalworkers, Mr Maxwell Xulu, was accused of spying for the security police. The Labour Bulletin has uncovered evidence of widespread spying on trade unions during 1990. THORAYA PANDY reports:

AGENTS employed by Lodge Security Services were instructed to collect information on trade union activities, the latest edition of Labour Bulletin alleges.

The journal possesses original transcripts of reports written by agents to their employers, Lodge.

Although the documents all date from 1990, sources believe spying is continuing.

Lodge operates by offering its services to companies by letter. One such letter in the Labour Bulletin's possession was written by Mr Warwich Freislich, then investigations manager for Lodge in Durban, to Mr Tommy Smit at the Four Seasons Hotel. (Freislich now runs his own debt-collecting agency, Shamricks, in Durban).

Freislich writes: "The objective of an undercover investigation is to bring to the attention of the management feelings about various management decisions, shop steward and union activities.

"This enables management to act quickly and make right decisions before negotiating with shop stewards and the unions."

Another letter, dated May 4, 1990, was addressed to Mr Brian Spurr of Natal Newspapers.

The letter refers to a discussion the day before about the theft of motor vehicles and makes recommendations for its prevention.

The letter goes on to point out that "in addition to information pertinent to this investigation, the undercover agent also gathers a vast amount of information concerning trade union activities, labour relations and attitudes concerning staff and management.

"We have found an ever-increasing demand for information on labour relations and, to this end, many of our investigators are committed full-time to industrial relations investigations and in this field we can provide a comprehensive management service informing management of staff and union activities and attitudes, thus ensuring that management is kept up to date at all times with worker attitudes to disputes, wage demands and other labour relations issues."



TRUST BETRAYED? Numsa president Maxwell Xulu, a trusted trade unionist, was accused of spying for the police

This letter was written by Mr John van Stan, then Natal regional manager of Lodge Security Services.

This was the same Van Stan who told a Johannesburg alternative weekly newspaper that agents were not involved in surveillance of union activities, only in monitoring pilferage.

Once a firm accepts Lodge's services, Lodge infiltrates agents into the workforce the Labour Bulletin alleges. The agent then reports to the security firm. The report is sifted through by Lodge management who prepare a memorandum for the firm.

One report, dated May 17, 1990, was written by an agent at Pick 'n Pay in Berea. It details the report-back of a regional meeting on May 15.

An extract from the report reads: "Minnie said the points they had on the agenda were answered by Mr Gordon Hoult, about the back pay. Then Minnie said the comrades told Hoult they wanted their back pay of March 21 and if he does not want to give (it to) them he will see what will happen."

Labour Bulletin has in its possession reports from agents at seven Pick 'n Pay branches.

Some reports are simply entitled "Pick 'n Pay general meetings". One, dated April 8, 1990, details the problems faced by the union over negotiations conducted at the time. The report details the positions of the regions and Cosatu's opposition to casual labour. It also discusses plans for a stayaway on Monday, April 9.

The investigation reveals that some of the agents are shopstewards.

An original transcript of a Pick 'n Pay shopstewards meeting dated April 30 is also in the possession of Labour Bulletin.

The agent was present as she/he was able to describe the agenda adopted and present discussions in detail. The sensitivity of the meeting is obvious from some of the items on the agenda.

Reports written by Lodge to various managements, such as a Mr Middlebrook at Dunlop Tyres, outline the crucial issues uncovered by the agents.

These reports were prepared by Freislich.

A May 9 report details a work stoppage on Monday, April 23. The work stoppage was over the dismissal of a worker and the staff were also unhappy about the company doctor. The report reveals there was a direct link between the agent and someone at Dunlop management.

There is a trend for a number of ex-SAP members to join private security companies (Freislich is a former member of the SAP).

With the reduction of the state's security apparatus, SAP members have had to find new employment.

They have knowledge and probably access to the latest surveillance techniques. They also have a particular "mind-set", committed to the undermining of unions rather than the creation of an environment conducive to collective bargaining, Labour Bulletin says.

During the eighties it was the government's security apparatus that monitored activities of the union movement and passed it on to employers.

With the coming of majority rule and the even closer possibility of an interim government, employers will not be able to rely on the state to monitor union activities.

"Some employers seem to be preparing for this by turning to private security companies, the publication argues.

"Already some security companies like Lodge have assembled a network of agents in the Natal region. It is important that unions confront employers involved with security companies and force a withdrawal of agents.

"Beyond this, unions need to add a clause into their recognition agreement prohibiting spying and infiltration.

"Failure to end the infiltration of spies dressed up as shopstewards will seriously undermine trade union negotiating strength."

Lodge Security Services managing director, Mr Edel Ashman, said: "We are an international company specialising in controlling loss and theft within the retail trade and are not interested in labour relations."

When some of the reports and letters were read to him, he conceded some clients wanted to know why staff are unhappy.

"We don't encourage staff to phone us and tell us their problems. Some are, however, not willing to speak to us."

He said agents give verbatim daily reports and these are handed to the client who can do what he wants with them. "We never tried to bring unions down."

Mr Frans van der Walt, general manager for group industrial relations at Pick 'n Pay, categorically denies the franchise has ever requested or used information on trade unions gained through spying.

"We used Lodge undercover services to investigate pilfering."

Security men agree on levy

SHOP stewards in the contract security industry decided at a national meeting to recommend to security guards that they pay the R48 annual registration levy for 1992, the Transport and General Workers' Union said yesterday.

A TGWU statement said the recommendation was subject to a thorough review of levies within the Security Officers Board once it was restructured in accordance with the proposed amendments to the Security Officers Act.

"The union members will reserve their right to withhold the next round of levies should they find the existence and operations of the board to be contrary to their interests as security officers."

The recommendation to pay the levy was linked by the union to a decision to step up its campaign for the establishment of an industrial council for the security industry.

"TGWU sees the establishment of an industrial council as the only solution to the shocking wages and working conditions in the industry where the minimum wage in some areas is less than R400 per month."

The meeting further agreed that TGWU should urgently meet the Security Officers Board in order to discuss the contents of a code of conduct for security officers which has been proposed by the board.

The union would propose that security officers be prohibited by the code from engaging in unauthorised or illegal surveillance activities and that they would not participate in destabilising violent activities.

The proposals stemmed from media exposure of allegations of spying by members of Lodge Security on Saccawu members and also of possible links between Springbok Patrol's training programme and suspected activities by a "third force".

"There are strong suspicions on the part of the union that numerous security companies may be involved in clandestine violent activities."

The recommendations were to be reported back to TGWU's 15 000 security guard membership in its seven branches. — Sapa.

Move will bring prices down

Nacssa launches coffin company

Sowetan 18/6/92. 286

The National Association of Co-operative Societies of South Africa (Nacssa), representing burial societies, *women's and meholisano clubs*, is to launch its first coffin manufacturing company in Ekangala, in KwaNdebele on July 23.

By JOSHUA RABOROKO

Nacssa's chief executive, Mr Sam Muofhe, said that the move was towards black economic advancement in that their members would be able to get coffins at reasonable prices.

He said that they had consulted black organisations, including the National African Funeral Undertakers Association (Nafua).

The idea is the brainchild of the association's business sector, Letsema Investment Corporation (LIC), which aims to empower black business.

The chairman of LIC, Dr Nthato Motlana, said the project would be a milestone in that there were no black-owned manufacturing companies in South Africa.

"We must make the black rand circulate at least more than once among black people before it goes to big coffin manufacturing companies," Motlana said.

"A lack of community confidence in business will frustrate black business. Detractors have traditionally justified this lack confidence by claiming that black business is never stable and people get ripped off," he said.

Muofhe said that the company would relieve the black communities of the hardships they encountered in obtaining expensive coffins from big corporations.

"We want to bury our people in great style. Death is not a subject anyone wants to think about at all times, but it comes to all.

"By caring about it now anyone can make sure that unexpected funeral expenses are met. Black people respect funerals and want to bury their dead with dignity," Muofhe said.

The association has formed its funeral scheme - the Nacssa 4000 Funeral Scheme - which had since inception paid more than R60 000 to members.

By consulting with black funeral undertakers the association was willing to make it easy for them to get coffins at reasonable prices, he added.

"Black economic empowerment has been a buzzword in many business circles and it has often benefited whites who have penetrated the black market.

"We must empower black people economically and the factory will be one of those steps towards this idea," he said.

Black businessmen should get out of the dependency syndrome and should learn to do things for themselves, he said, adding, "we must stop being beggars who are prepared to receive hand-out from our masters."

The association had made contributions to community projects, he said; for example, when the SABC workers went on strike "we were the first to donate to the relief fund for the workers."

"We need the support of every black in this course," Muofhe added.

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Corobrik, which mothballed three of its 10 factories.

About 50 brick factories had been closed over the past five years due to ment emphasis in this sector from brick and mortar homes to serviced sites using other materials.

Vujovic said that on a regional ba- the national housing shortage existed, homeland government agencies were showing much interest in purchasing bricks, Vujovic said.

Bank examines incentives

THE World Bank has produced a report which cites unrestricted entry for private investors as an important tool for attracting outside capital, the latest edition of African Business reports. BIDay 22/6/92

The Foreign Investment Advisory Service, a subsidiary of the bank, says countries should reduce the number of areas in which investment was subject to screening.

In a recent economic study the ANC said it intended to introduce measures which ensured foreign private investment fitted in with the national development strategy.

Report co-author Guy Pfeffermann said countries should have a short negative list rather than a longer positive list.

GAVIN DU VENAGE

The negatives could relate to highly sensitive industries such as defence. The list should avoid vague and open-ended criteria like activites of strategic importance or small businesses.

All industries not on the list should be open for investment without being subject to approval.

Pfeffermann suggested countries defined clearly what investment incentives were available and granted these automatically, as incentives lost their attractiveness if investors had to bargain for them.

Haggling for incentives wasted time, eroded confidence and led to corruption, he said.

Black accountants

GAVIN DU VENAGE

COMPANIES remained reluctant to employ black accountants, Black Accountants of Southern Africa (Basa) president Juneas Lekgetha said last week. BIDay 22/6/92

He called on the private sector and professional bodies to facilitate the training of more black accountants, 52 of whom had qualified this year.

Reluctance to take on blacks had resulted in many candidates not writing their final exams as they had not had the opportunity to complete their articles. Of the 52 who passed the Public Accountants Auditors' Board exams, 12 were African and the rest Indian and coloured, bringing the total number of African accountants to 54 from 42 last year.

Security now a top priority among whites

ONE in five whites in SA metropolitan areas took security measures last year, a Markinor poll shows. Big ay 28/2/92.

In the Durban-Maritzburg area, nearly one in three installed some form of security measure. Port Elizabeth and East London residents followed with 22% installing systems. Next was Cape Town at 18%, followed by the PWV area at 17% and Bloemfontein at 3%.

"The results reflect white South Africans' response to escalating burglaries and violent crime," Markinor director Peter Scott-Wilson said yesterday. (286)

"One in 10 people plan to install security items in the current year. Over the past two years, one third of the white population has either installed or has planned to install some form of security." — Sapa.



Killers to die

VIRGINIA — Two men were sentenced to death yesterday for the murders of four people in the Mshenguville squatter camp in 1990.

Philip Mathela, 25, and Phami Hlobo, 26, were sentenced in the Circuit Court in Virginia in the Free State, for killing four Odendaalsrus residents, Anthony Marc Casey, Johannes Petrus van Niekerk, Michael Frederick Belelie and Shelly Erika Basson. 6/ay

Three other men, Mnandla Kapele Dlamini, 28, Jeremia Moikabi, 26, and Justus Segopa, 26, were each sentenced to 25 years in jail on the same charges.

Three youths were sentenced to five years, suspended for five years.

In sentencing, Mr Justice D J Lombard said the murders had been brutal, bloodthirsty and inhuman.

Their participation in crime, despite warnings to stop, and lack of remorse, had served as aggravating evidence. — Sapa. 28/2/92



Keeping the lolly at home

286

Soweto 25/6/92

AFTER months of negotiations, black-owned Letsema Investments has acquired a coffin manufacturing company.

This acquisition is black economic empowerment for we are further up the production line instead of being at the end. Moreso, it is blacks using their own resources.

The much-talked about spaza shops are not economic empowerment but survival economics.

Government and some people in the corporate sector wax lyrical about these spaza shops simply because they still see us as little pedlars here and there while they hog the big lolly.

Well, Nthato Motlana, Bobby Makwetla and Sam Muofhe, who control Letsema, won't have any of that.

Incidentally, if we talk of spaza shops and hawkers as economic empowerment, it means I was also involved in economic empowerment while at Orlando High.

I used to sell peanuts, especially when the school went out on sports trips. Mr Cyprian Mahlaba, the Cyprian Mahlaba you know, was sports master.

I used to pass him a packet of peanuts now and again and he would look the other way when I sneaked into the bus when the school went on a sports trip.

However, the amount we are talking about between Meneer and myself is only a tickey, two and half cents in today's currency. I must specify this in case someone wants to equate our little scheme with what happens in Government.

Government officials do not go for anything less than a million, it is below their dignity.

Continuing with my Orlando High story, as soon as I got into the bus I sold my peanuts and the profits were good - in student terms.

On one occasion there was a slight hiccup when the late Mr Arthur Tseleng, then deputy principal, saw me in the bus and ordered me to get off. However, when the students pleaded with "papa" (as he was known) he relented. Meanwhile, accounting teacher Mr Ntshalintshali was speechless for he had checked those getting into the bus and should have stopped me.

He was speechless when I told him that I had got in through the window, all he said was: "You mean that ffet Mazwai, lesa Sdudla, Umabumbum, got in through this smolanyana window?"

He was pointing at the window at the time, incredulity written all over his face. He shook his head and, gesticulating wildly with hands, said: "Well, I am beaten. This Mazwai needs o doctor abakhulu, ba overseas."

Sojourn

This was my sojourn into black, rather student economic empowerment.

Coming back to the business of the day, Letsema will employ our young artisans from the technikons and technical schools.

It is thus going to play a prominent role in the development of black skills. When artisans get a block of wood and mould it into a usable product, a coffin in this case, they are adding value.

This is what wealth creation is about. Letsema has joined the glorious company of skills developers and job providers.

How did they do it? Dues paid into the "stokvel" and burial society they run were used to buy the coffin company.

When death strikes at the home of a stokvel or burial society member, the funeral undertaker will buy the coffin from the Letsema outfit.

This is keeping the money at home. Letsema must join hands with black livestock farmers and National Sorghum Breweries who now produce indigenous foods.

In this way the funeral industry in the townships will be in black hands from A to Z. Circulating the rand in our townships is the way to go.

Business Day SURVEY

The Institute of Accounting Technicians, the second largest accounting body in SA, is 10 years old and has changed its name to the Institute of Commercial and Financial Accountants of Southern Africa (CFA). It has proved to be a significant force in the small and medium-sized business sectors in which many members practise. ***MELANIE SERGEANT*** *reports.*



Graeme Jay explains management principles to students at Boston City Campus, Orange Grove, Johannesburg.

Ties with other institutions on the cards

INCREASING involvement with other institutions and related industry bodies is on the cards for the CFA.

For example, the association has applied for representation on the Accounting Practices Board (APB).

The outcome should be known in September.

There is good reason for seeking representation on bodies such as the APB, because issues which are discussed are as pertinent to CFA members as they are to members of other accounting bodies.

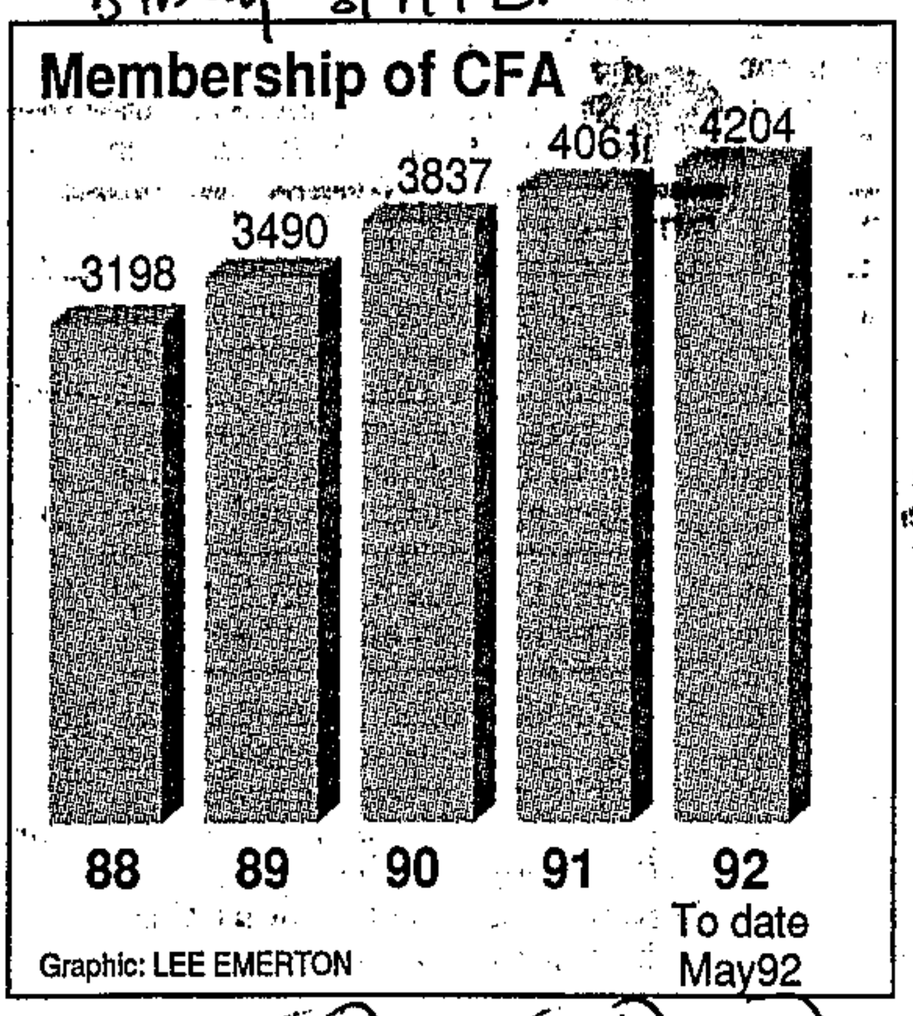
Liaise

Already, says technical manager Linda Jarvis, the CFA has several committees which liaise with government and other bodies.

"However, there is often duplicated work being done by other bodies, and this is seen as wasted effort," she says.

"It would make more sense for us to work together," says Jarvis.

"Then the CFA could concentrate on filling in any gaps that may exist and which are pertinent to its own members."



Since the beginning of this year, the CFA has started five committees:

- Accounting standards and practices;
- Tax and trusts;
- Membership services;
- Continuing education; and
- Promotion.

Jarvis says there was initially one committee for practising members which tried to handle all aspects.

But this became difficult because there were no terms of reference, it was difficult to pinpoint the exact cut-off level for its authority and too few CFA members were involved.

This committee has now been dissolved and the new ones tailored to deal with and resolve problems.

The new committees include both practising and ordinary members so that the needs of all CFA's can be served.

"In essence, the committees are mainly advisory.

They make recommendations to the council, which then makes final decisions.

Proactive

"At the moment, the technical committees are reactive, but in the future they intend to become proactive so that they can give comments, for example, on proposed legislation.

"It is hoped that the committees will spearhead the CFA's drive for representation on other bodies in the future."

The institute is also involved in the Sunnyside Group, which is a coalition of interested parties who support appropriate regulation for the accounting profession.

This focus team is looking at the informal business sector, which is keen to formalise operations in some ways but does not always see the need for accounting procedures and tax obligations.

There is a need for changes in legislation so that the profession can be opened up to others.

Much of the current legislation recognises CAs as the only ones qualified to perform certain functions.

This is because they are the only members of the accounting profession who can register with the Public Accountants and Auditors Board.

There is also a need for changes within the profession, for example its structuring and the examination of reporting requirements for various entities.

If change is brought about, it will be necessary for the professional institutes to decide on what qualifications are needed for people to perform specific jobs.

"At the end of the day, however, the emphasis is on maintaining standards so the industry can provide clients with services at the necessary levels — and at the right price," she says.

Costly last six feet of life's journey

STAR 2117192 (286)

DYING COSTS
Funeral schemes need constant revision and updating if inflation and the rising cost of dying are to be held at bay, reports **ZINGISA MKHUMA.**

IF YOU think the cost of living is high these days — try dying.

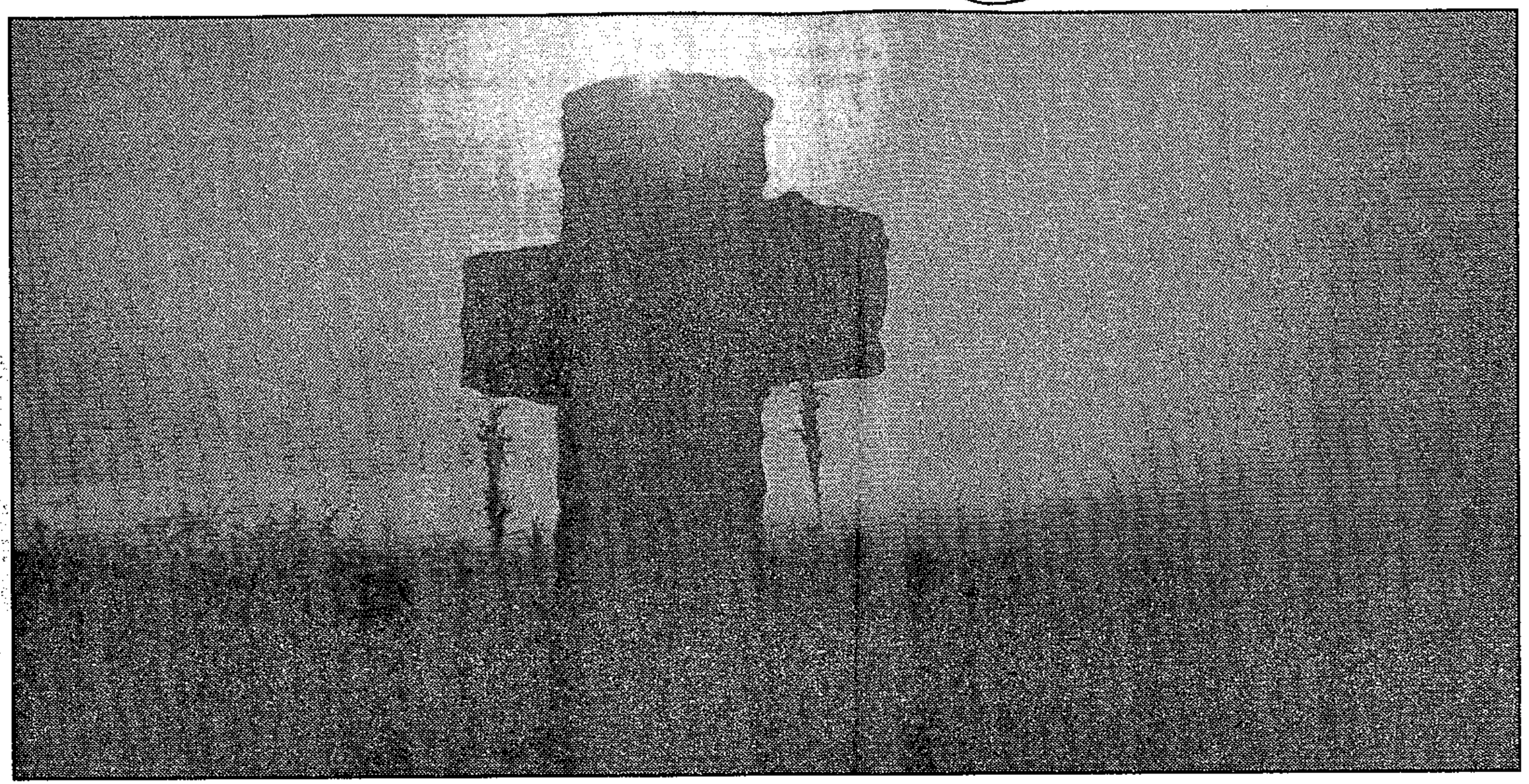
Some people think they are being considerate to their families when they take out funeral policies or pay into a "burial society" to cover the costs of a decent burial for themselves. They don't realise that inflation will take a big chunk out of their "investment".

A 74-year-old Johannesburg domestic worker was one such a person. She began paying a small amount (R3 then R5 and more recently R10 a month) into a burial society in 1959. When she died last week, her bereaved family were told that her "policy" would pay out a mere R1 600; this barely covered the cost of a coffin and transportation to Lesotho.

Her family and caring employers had to dig deep into their pockets to pay for food for the funeral, and a myriad other expenses associated with leaving this "mortal coil".

Depending on personal and religious preferences, a person can expect to pay between R2 000 and R5 000 for a funeral these days, say experts.

And for those who are concerned to reduce posthumous debt, various burial schemes are available: from conventional insurance burial policies, to "stockvel-type burial arrangements" in which a group of people get together and pay in an amount each month into a "kitty", and family policies where insurance payouts are used towards burial costs.



Last resting place . . . the cost of getting there could be a shock to the family, even if the deceased was insured.

The "stockvels" popular in black communities sometimes battle to bury their members because the people running them are unprofessional and often do not keep proper books.

The National Association of Corporate Societies of South Africa (Naccsa) recently launched a funeral insurance scheme that is aimed at women's clubs and "stockvels".

Naccsa executive chairman Sam Muofhe says their aim is to teach their members skills on how to run these burial schemes effectively and how to buy into a proper funeral scheme.

Mr Muofhe says most burial societies put away money into a savings account and set down around R2 000 for a burial.

The societies are also not geared for these turbulent times in the country, where more than three members can die at a time, and the money saved is not enough to bury everybody, says Mr Muofhe.

"In our case people pay R12,50 every month and in the event of death we pay R5 800. We consider the effects of inflation, so that in 30 years we will be paying enough to meet the costs of a decent funeral."

National Black Consumer Union (NBCU) president Nonia Ramphomane says the problem is widespread in the black community and elderly people appear to be the victims.

Mrs Ramphomane says people are not told the full story or even warned about the effects of inflation when they are sold these "policies".

The national sales manager of one of the biggest insurance companies adds that the problem is not confined to blacks only, and affects low-income earners from all population groups.

Chris Myburgh says holders of these policies should not despair, and think they have reached a "dead end" (in a manner of speaking).

Some companies have tried to alleviate the situation by declaring special bonuses on the old funeral policies.

The only problem is that the companies are having difficulties tracing old policy holders to try and resell improved policies to them. Mr Myburgh warns that sometimes even the bonuses are not enough to meet with the funeral costs. He advises people to think about the cost of the actual service from a salary point of view.

"Dig out your old policies. Find out how much they are worth today. Then contact funeral parlours and find out how much the burial costs are."

Morbid though it might sound, people should discuss the aftermath of their death with family members.

● For more information telephone the National Black Consumers' Union at (011) 982-2585.

Grace period for security workers

286

DIRK HARTFORD

A POTENTIAL crisis in the security industry was temporarily averted this week when an industry working group and Deputy Law and Order Minister Johan Scheepers agreed to postpone dismissing workers who had refused to pay their levy as demanded by government, said a spokesman for security workers.

Security employer representative Jan Baartman confirmed the meeting agreed on a "three-month grace period" before action would be taken against security workers refusing to comply with the levy.

The controversial decision last year to get security workers to pay a registration fee of R35 and an annual levy of R70 sparked mass protests by thousands of workers in the 120 000-strong industry. The levy has been reduced to R48, but the Transport and General Workers' Union (TGWU) wants it suspended.

Participants in the talks with Scheepers on amendments to the Security Officers' Act included the Security Officers' Board, the TGWU and the Consumer Council.

The meeting agreed the following amendments to the Act were desirable:

- ☐ Extending representation on the board to include employee representatives as well as employer and employee organisations;
- ☐ Getting finger printing done by the Commissioner of Oaths and not police;
- ☐ Provisions for a conduct code;
- ☐ Scrapping the provision for the establishment of a fund to insure workers against claims by clients;
- ☐ Excluding certain laws, such as those dealing with treason, to be excluded from the definition of a "criminal act" when it comes to employing security guards; and
- ☐ Enabling an inspectorate under the board to monitor the act instead of the police.

UNIVERSITY OF CAPE TOWN

12 AUG 1992

REPUBLIEK VAN SUID-AFRIKA

REPUBLIC OF SOUTH AFRICA

Staatskoerant
Government Gazette

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Vol. 326 PRETORIA, 1 AUGUSTUS / AUGUST 1992 No. 14202

PROKLAMASIE

van die

Staatspresident

van die Republiek van Suid-Afrika

No. 82, 1992

WYSIGINGSWET OP SEKURITEITSBEAMPTES, 1992 (WET No. 119 VAN 1992)

INWERKINGTREDING

Kragtens artikel 21 van die Wysigingswet op Sekuriteitsbeamptes, 1992 (Wet No. 119 van 1992), bepaal ek **1 Augustus 1992** as die datum waarop al die bepalings van genoemde Wet, uitgesonderd artikel 14 daarvan, in werking tree.

Gegee onder my Hand en die Seël van die Republiek van Suid-Afrika te Pretoria, op hede die Sewe-en-twintigste dag van Julie Eenduisend Negehonderd Twee-en-negentig.

F. W. DE KLERK,
Staatspresident.

Op las van die Staatspresident-in-Kabinet:

H. J. KRIEL,
Minister van die Kabinet.

PROCLAMATION

by the

State President

of the Republic of South Africa

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No. 82, 1992

SECURITY OFFICERS AMENDMENT ACT, 1992 (ACT No. 119 OF 1992)

COMMENCEMENT

Under section 21 of the Security Officers Amendment Act, 1992 (Act No. 119 of 1992), I hereby determine **1 August 1992** as the date on which all the provisions of the said Act, excluding section 14 thereof, shall come into operation.

Given under my Hand and the Seal of the Republic of South Africa at Pretoria on this Twenty-seventh day of July, One Thousand Nine Hundred and Ninety-two.

F. W. DE KLERK,
State President.

By Order of the State President-in-Cabinet:

H. J. KRIEL,
Minister of the Cabinet.

GOEWERMENTSKENNISGEWING

SUID-AFRIKAANSE POLISIE

No. 2214 **1 Augustus 1992**

WET OP SEKURITEITSBEAMPTES, 1987
(WET No. 92 VAN 1987)

AANSTELLING VAN LEDE IN DIE RAAD VIR SEKURITEITSBEAMPTES

Kragtens die bevoegdheid my verleen by artikel 4 (4) (a) van die Wet op Sekuriteitsbeamptes, 1987 (Wet No. 92 van 1987), nooi ek, Hermanus Jacobus Kriel,

GOVERNMENT NOTICE

SOUTH AFRICAN POLICE

No. 2214 **1 August 1992**

SECURITY OFFICERS ACT, 1987
(ACT No. 92 OF 1987)

APPOINTMENT OF MEMBERS TO THE SECURITY OFFICERS' BOARD

Under the powers vested in me by section 4 (4) (a) of the Security Officers Act, 1987 (Act No. 92 of 1987), I, Hermanus Jacobus Kriel, Minister of Law and Order,

Minister van Wet en Orde, hierby persone wat sekuriteitsdienste lewer en verenigings en organisasies van sekuriteitsbeamptes uit, met die oog op die aanstelling van persone bedoel in artikel 4 (1) (a) van genoemde Wet as lede van die Raad vir Sekuriteitsbeamptes, om gedurende die tydperk vanaf 1 Augustus 1992 tot 31 Augustus 1992 ooreenkomstig die wyse soos in die Bylae hierby uiteengesit (regstreeks of deur bemiddeling van 'n federasie van sodanige verenigings of organisasies) name van persone wat minstens vyf jaar lank die beroep van sekuriteitsbeampte uitoefen en wat bevoeg en geskik is om as lede van die Raad beoog in artikel 4 (1) (a) aangestel te word, aan my voor te lê.

H. J. KRIEL,
Minister van Wet en Orde.

BYLAE

Voorstelle moet skriftelik gerig word aan die Minister van Wet en Orde, Privaatsak X94, Pretoria, en moet vergesel gaan van dokumentasie wat die volgende besonderhede bevat, naamlik:

(1) 'n *Curriculum vitae* van die genomineerde persoon wat volledige besonderhede beliggaam ten opsigte van alle opvoedkundige kwalifikasies, in die besonder kwalifikasies wat betrekking het op die sekuriteitsbedryf.

(2) Besonderhede ten opsigte van ondervinding in die sekuriteitsbedryf. Meld asseblief datums met betrekking tot dienstydperke asook beroepsverantwoordelikhede beklee.

(3) Besonderhede ten opsigte van ondervinding op die gebied van werkgewer en/of werknemer in die sekuriteitsbedryf (indien enige).

(4) Besonderhede ten opsigte van enige verenigings en organisasies van sekuriteitsbeamptes of federasie van sodanige verenigings of organisasies waaraan die genomineerde persoon as sekuriteitsbeampte verbonde is of sal wees.

(5) Besonderhede ten opsigte van registrasie as 'n sekuriteitsbeampte (indien enige).

(6) 'n Duidelike en volledige stel vingerafdrukke van die genomineerde persoon.

(7) 'n Beëdigde/bevestigde verklaring van die genomineerde persoon wat soos volg lui:

"Ek, die ondergetekende (volle voorname en van)

.....

.....

.....

Identiteitsnommer .....

Geboortedatum.....

Telefoonnommer.....

van (adres).....

.....

.....

verklaar hierby dat—

1.

Ek vertroud met die bepalings van die Wet op Sekuriteitsbeamptes, 1987 (Wet No. 92 van 1987), is.

hereby invite persons rendering security services and associations and organizations of secuirty officers, for the purpose of appointing persons referred to in section 4 (1) (a) of the said Act as members of the Security Officers' Board, to submit to me during the period commencing on 1 August 1992 to 31 August 1992 in accordance with the format in the accompanying Schedule (directly or through any federation of such associations or organizations) names of persons who have pursued the occupation of security officer for at least five years and who are competent and fit and proper, to be appointed as members of the Board contemplated in section 4 (1) (a).

H. J. KRIEL,
Minister of Law and Order.

SCHEDULE

Proposals should be forwarded in writing to the Minister of Law and Order, Private Bag X94, Pretoria, and be accompanied by documentation incorporating the following particulars, namely:

(1) A *curriculum vitae* of the nominee giving full particulars, of all educational qualifications, particularly those pertinent to the security industry.

(2) Particulars of experience in the security industry showing dates of commencement/termination of service and job responsibility.

(3) Particulars of experience in the field of being an employer and/or employee in the security industry (if any).

(4) Particulars of any associations and organizations of security officers or federation of such associations or organizations with which the nominee is or will be associated as a security officer.

(5) Particulars of registration as a security officer (if any).

(6) A clear and complete set of fingerprints of the nominee.

(7) A sworned/affirmed declaration of the nominee which should read as follows:

"I, the undersigned (full names and surname)

.....

.....

.....

Identity number .....

Date of birth.....

Telephone number .....

of (adress).....

.....

.....

hereby declare that—

1.

I am acquainted with the provisions of the Security Officers Act, 1987 (Act No. 92 of 1987).

2.

* Ek 'n werknemer indiens van .... in die sekuriteitsbedryf is.

OF

* Ek 'n werkgewer van sekuriteitsbeamptes in die sekuriteitsbedryf is.

* **Welke van toepassing**

3.

Ek gewillig is om ingevolge artikel 4 (1) (a) saamgelees met artikel 4 (2) op die Raad vir Sekuriteitsbeamptes aangestel te word.

4.

Ek nooit skuldig bevind is aan 'n misdryf vermeld in die Bylae by die Wet nie.

5.

Ek nie in my geestesvermoë gekrenk is nie en nie deur 'n bevoegde hof aldus verklaar is nie.

6.

Ek minstens vyf jaar lank die beroep van sekuriteitsbeampte beoefen het.

7.

Die besonderhede beliggaam in my *curriculum vitae* na my beste wete en oortuiging waar is.

8.

Ek 'n burger van die Republiek of van 'n staat waarvan die grondgebied voorheen deel van die Republiek uitgemaak het is en permanent in die Republiek of enigeen van sodanige state woonagtig is.

.....
Handtekening

Beëdig/bevestig voor my te.....
op hede die.....dag van.....
19.....

.....
Handtekening
Vrederegter of kommissaris
van ede .....
Distrik.....

2.

* I am an employee in the service of .... in the security industry.

OR

* I am an employer of security officers in the security industry.

* **Whichever is applicable.**

3.

I am prepared to be appointed as a member of the Security Officers' Board in terms of section 4 (1) (a) read together with section 4 (2) of the Act.

4.

I have never been found guilty of an offence specified in the Schedule to the Act.

5.

I am not of unsound mind and have not been declared as such by a comptetent court.

6.

I have pursued the occupation of security officer for at least five years.

7.

To the best of my knowledge and belief the particulars incorporated in my *curriculum vitae* are true.

8.

I am a citizen of the Republic or of a state the territory of which formerly formed part of the Republic and is permanently resident in the Republic or any of such states.

.....
Signature

Sworn to/affirmed before me at.....
this ..... day of.....
19.....

.....
Signature
Justice of the peace or commissioner
of oaths .....
District of

Werk mooi daarmee.

Ons leef daarvan.

water is kosbaar

Use it.

Don't abuse it.

water is for everybody

INHOUD

No.		Bladsy No.	Koerant No.
	PROKLAMASIE		
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14202—1

Besware teen of vertoë moet by die Registrateur van die Raad vir Sekuriteitsbeamptes, Privaatsak X817, Pretoria, 0001, ingedien word. Dit word verkies dat belanghebbendes voorstelle doen oor die bewoording van die regulasies wat aanbeveel word.

F. K. LUBBE,

Registrateur: Raad vir Sekuriteitsbeamptes.

BYLAE

REGULASIES OP PLIGTE EN BEVOEGDHEDE VAN INSPEKTEURS, 1992

Woordbepaling

1. In hierdie regulasies het enige woord of uitdrukking waaraan 'n betekenis in die Wet geheg is, die betekenis aldus daaraan geheg, en tensy uit die samehang anders blyk, beteken—

(i) **"die Wet"** die Wet op Sekuriteitsbeamptes, 1987 (Wet No. 92 van 1987), die Regulasies, asook die Gedragskode vir Sekuriteitsbeamptes;

(ii) **"Inspekteur"** 'n persoon of persone deur die Raad kragtens artikel 3 (d) van die Wet op Sekuriteitsbeamptes, 1987 (Wet No. 92 van 1987), aangestel.

Pligte van inspekteurs

2. (1) Die Raad wys 'n bevoegde persoon of persone in terme van artikel 3 (d) van die Wet, as inspekteur vir doeleindes van die Wet aan.

(2) Die inspekteur moet, onderworpe aan die beheer en voorskrifte van die Registrateur, die werksaamhede by die Wet aan hom opgedra, verrig;

(3) (a) elke inspekteur kragtens regulasie 2 (1) aangewys moet van 'n sertifikaat voorsien word wat deur die Registrateur onderteken is en waarin verklaar word dat hy as 'n inspekteur aangewys is: Met dien verstande dat indien sy aanwysing as inspekteur tot 'n bepaalde werksaamheid of werksaamhede beperk is, sy sertifikaat daardie beperking moet vermeld.

(b) Wanneer 'n inspekteur kragtens regulasie 2 (1) aangewys 'n werksaamheid kragtens die Wet verrig in die teenwoordigheid van iemand wat daardeur geraak word, moet die inspekteur op versoek van so iemand die sertifikaat in subregulasie (3) (a) bedoel aan hom toon.

Bevoegdhede van inspekteurs

3. (1) 'n Inspekteur kan te alle redelike tye en sonder voorafgaande kennisgewing—

(a) 'n perseel of ander plek betree of binnegaan waar 'n sekuriteitsdiens gelewer word, of wat, na hy vermoed, 'n perseel of 'n plek is waar 'n sekuriteitsdiens gelewer word indien hy rede het om te vermoed dat 'n misdryf ingevolge die Wet gepleeg word deur 'n persoon wat 'n werksaamheid as 'n sekuriteitsbeampte op so 'n perseel of by so 'n plek verrig;

Any comments or representations by interested parties should be submitted in writing to the Registrar of the Security Officers' Board, Private Bag X817, Pretoria, 0001. It is preferable that interested parties should make proposals on the wording of the regulations as recommended.

F. K. LUBBE,

Registrar: Security Officers' Board.

SCHEDULE

REGULATIONS ON DUTIES AND POWERS OF INSPECTORS, 1992

Definitions

1. In these regulations any word or expression to which a meaning has been assigned in the Act shall bear the meaning so assigned to it and, unless the context otherwise indicates—

(i) **"inspector"** means of person or persons appointed by the Board in terms of section 3 (d) of Security Officers Act, 1987 (Act No. 92 of 1987);

(ii) **"the Act"** means the Security Officers' Act, 1987 (Act No. 92 of 1987), the regulations and also the Code of Conduct.

Duties of inspectors

2. (1) The Board designates a competent person or persons in terms of section 3 (d) of the Act as inspector for the purposes of the Act.

(2) The inspector shall subject to the control and directions of the Registrar, perform the functions assigned to him by the Act.

(3) (a) each inspector designated under regulation 2 (1) shall be furnished with a certificate signed by the Registrar and stating that he has been designated as an inspector: Provided that if his designation as inspector is limited to any particular function or functions his certificate shall state such limitation.

(b) Whenever an inspector designated under regulation 2 (1) performs a function under the Act in the presence of any person affected thereby the inspector shall on request produce to him the certificate referred to in subregulation (3) (a).

Powers of inspectors

3. (1) An inspector may at all reasonable times and without giving prior notice—

(a) enter any premises or other place where a security service is rendered, or which he suspects to be premises or other place where a security service is being rendered if he has reason to suspect that an offence under the Act is being committed by a person performing a function as a security officer on such premises or at such place;

(b) 'n perseel of ander plek betree of binnegaan met die doel om 'n inspeksie in terme van die Wet uit te voer;

(c) 'n sekuriteitsbeampte gelas om homself te identifiseer en bewys te lewer van sy registrasie as sekuriteitsbeampte;

(d) 'n sekuriteitsbeampte wat op of in so perseel is of was, òf alleen òf in die teenwoordigheid van iemand anders betreffende 'n aangeleentheid waarop die Wet betrekking het, ondervra;

(e) van 'n sekuriteitsbeampte wat beheer of toesig het oor 'n boek, geskrif of ander stuk wat op of in daardie perseel gehou of vertoon word of gehou of vertoon moet word, vereis dat so 'n boek, geskrif of ander stuk dadelik of op 'n tyd en plek wat hy bepaal, voorgelê word;

(f) so 'n boek, geskrif of ander stuk ondersoek of 'n afskrif daarvan of 'n uittreksel daaruit maak;

(g) van so iemand 'n verduideliking van 'n inskrywing in so 'n boek, geskrif of ander stuk vereis;

(h) enige gebou of voertuig op daardie perseel of enige artikel wat op of in die perseel is of was of enige toestand wat op of in daardie perseel heers, inspekteer of so 'n artikel of 'n deel daarvan vir ondersoek verwyder;

(i) beslag lê op enige boek, geskrif of ander stuk of op so 'n artikel, of deel wat na sy oordeel as bewys kan dien by die verhoor van 'n sekuriteitsbeampte op aanklag weens 'n misdryf kragtens die Wet;

(j) 'n sekuriteitsbeampte (met inbegrip van 'n voormalige sekuriteitsbeampte) gelas om op 'n tyd en plek wat hy bepaal, voor hom te verskyn en so 'n sekuriteitsbeampte, óf alleen óf in die teenwoordigheid van iemand anders betreffende 'n aangeleentheid waarop die Wet betrekking het, ondervra.

(2) 'n Inspekteur kan enige persoon wat gekleed is in 'n uniform of 'n kenteken dra wat te kenne gee dat hy 'n sekuriteitsbeampte is, of wat op enige ander wyse deur woord of daad te kenne gee dat hy 'n sekuriteitsbeampte is, gelas om homself te identifiseer en bewys te lewer van sy registrasie as sekuriteitsbeampte.

(3) (a) 'n Tolk, 'n lid van die Suid-Afrikaanse Polisie of enige ander assistent wat 'n inspekteur nodig ag, kan 'n inspekteur by die verrigting van sy werksaamhede kragtens die Wet vergesel.

(b) By die toepassing van die Wet word 'n inspekteur se assistent terwyl hy optree kragtens die opdragte van 'n inspekteur geag 'n inspekteur te wees.

(b) enter any premises or other place for the purpose of conducting an inspection in terms of the Act;

(c) require a security officer to identify himself and to give proof of his registration as a security officer;

(d) question any security officer who is or was on or in such premises, either alone or in the presence of any other person on any matter to which the Act relates;

(e) require from a security officer who has control over or custody of a book, writing or other document kept or displayed or required to be kept or displayed on or in those premises, to produce to him forthwith, or at such time and place as may be determined by him, such book, writing or other document;

(f) examine any such book, writing or other document or make a copy thereof or an extract therefrom;

(g) require from such person an explanation of an entry in such book, writing or other document;

(h) inspect any building or vehicle on those premises or any article, part or which in his, opinion may serve as evidence at the trial of any person charged with an offence under the Act;

(i) seize any such book, writing or other document or any such article or part which in his opinion may serve as evidence at the trial of any person charged with an offence under the Act;

(j) direct any security officer (including any former security officer) to appear before him at such time and place as may be determined by him and question such security officer either alone or in the presence of any other person on any matter to which the Act relates.

(2) An inspector may require any person wearing a uniform or insignia which indicates that he is a security officer, or who in any other manner by word or conduct indicates that he is a security officer, to identify himself and to give proof of his registration as a security officer.

(3) (a) An interpreter, a member of the South African Police or any other assistant required by an inspector may accompany an inspector when he performs his functions under the Act.

(b) For the purpose of the Act an inspector's assistant shall, while he acts under the instructions of an inspector, be determined to be an inspector.

(4) Wanneer 'n inspekteur 'n perseel kragtens subregulasie (1) betree, moet die sekuriteitsbeampte wat daardie perseel okkupeer of gebruik en elke sekuriteitsbeampte wat daarop of daarin werk verrig, te alle tye die fasiliteite verskaf wat redelikerwyse deur die inspekteur vereis word ten einde hom in staat te stel om sy of hul werksaamhede kragtens die Wet effektief te verrig.

Strafbepalings

4. 'n Persoon wat—

(1) weier of versuim om na sy beste vermoë aan 'n lasgewing van 'n inspekteur by die verrigting van 'n werksaamheid kragtens hierdie Regulasies te voldoen;

(2) 'n inspekteur by die verrigting van 'n werksaamheid kragtens hierdie regulasies hinder of belemmer,

is aan 'n misdryf skuldig en by skuldigbevinding strafbaar met 'n boete van hoogstens R3 000 of met gevangenisstraf vir 'n tydperk van hoogstens ses maande of met sowel daardie boete as daardie gevangenisstraf.

(11 September 1992)

RAADSKENNISGEWING 296 VAN 1992

BLYTHEDALESTRAND GESONDHEIDSKOMITEE

REGULASIES INGEVOLGE ARTIKEL 10 VAN DIE STRANDWET, 1935 (WET No. 21 VAN 1935)

Die Administrateur van die provinsie Natal het kragtens artikel 10 (1) van die Strandwet, 1935 (Wet No. 21 van 1935), die regulasies in die Bylae, soos aangeneem deur die Blythedalestrand Gesondheidskomitee, goedgekeur.

BYLAE

1. In hierdie regulasies het enige woord of uitdrukking waaraan 'n betekenis in die Wet toegewys word, daardie betekenis en tensy die samehang anders aandui, beteken—

"die Wet" die Strandwet, 1935 (Wet No. 21 van 1935);

"Komitee" die Blythedalestrand Gesondheidskomitee;

"regsgebied" die gebied wat deur die Administrateur omskryf word by proklamasie in die *Offisiële Koerant* van die provinsie Natal as die gebied waaroor die Blythedalestrand Gesondheidskomitee regsbevoegdheid het en sluit die strand wat binne sodanige regsgebied geleë is in; en

"voertuig" dit wat in artikel 1 van die Padverkeerswet, 1989 (Wet No. 29 van 1989), daaraan toegewys word.

2. (1) Niemand mag, behalwe kragtens die magtiging van 'n permit in subregulasie (2) bedoel, 'n voertuig op daardie gedeelte van die strand gebruik wat binne die regsgebied van die Komitee geleë is nie.

(4) When an inspector enters any premises under subreglation (1) the security officer occupying or using those premises and each security officer performing any work thereon or therein shall at all times provide such facilities as are reasonably required by the inspector to enable him to perform effectively his functions under the Act.

Penalties

4. Any person who—

(1) refuses or fails to comply to the best of his ability with any requirement made by an inspector in the performance of a function under these regulations;

(2) hinders or obstructs an inspector in the performance of a function under these regulations,

shall be guilty of an offence and on conviction liable to a fine not exceeding R3 000 or to imprisonment for a period not exceeding six months or to both such a fine and such imprisonment.

(11 September 1992)

BOARD NOTICE 296 OF 1992

BLYTHEDALE BEACH HEALTH COMMITTEE

REGULATIONS IN TERMS OF SECTION 10 OF THE SEA-SHORE ACT, 1935 (ACT No. 21 OF 1935)

The Administrator of the Province of Natal, has under section 10 (1) of the Sea-Shore Act, 1935 (Act No. 21 of 1935), approved the regulations contained in the Schedule, made by the Blythedale Beach Health Committee.

SCHEDULE

1. In these regulations any word or expression to which a meaning has been assigned in the Act shall bear that meaning, and unless the context otherwise indicates—

"area of jurisdiction" means the area defined by the Administrator by proclamation in the *Official Gazette* of the Province of Natal as the area in which the Blythedale Beach Health Committee has jurisdiction and includes the sea-shore situate within such area of jurisdiction;

"Committee" means the Blythedale Beach Health Committee;

"the Act" means the Sea-Shore Act, 1935 (Act No. 21 of 1935); and

"vehicle" has the meaning assigned to it in section 1 of the Road Traffic Act, 1989 (Act No. 29 of 1989).

2. (1) No person shall, except on the authority of a permit referred to in subregulation (2) use any vehicle on that portion of the sea-shore that is situated within the area of jurisdiction of the Committee.

Black hair care lift

Soweto

8/10/92

286

■ Hairdressers can get a R15 000 start-up kit:

By Joshua Raboroko

PROSPECTIVE black hair-salon owners can receive about R15 000 to start business in the townships.

The scheme is a joint venture by Fabcos affiliate Afro-Hairdressing and Beauty Association of South Africa's Foundation Fund (Abhasa) and Unibank in their attempt to develop entrepreneurship.

Already more than 40 salons have been started through the scheme which has been hailed as an important milestone on the road of black advancement.

According to a successful candidate, Mr Mphumi Sejaji who owns Shadows Hair Salon in Soweto, the business is booming. He was able to attract more customers, than in his backyard in Pimville.

Financial package

Abhasa chairman Mr Xolani Qhubeka said they had started a financial package to assist members in funding the upgrading of existing salons, both backyard and formal structures.

"The unit comes with a range of hair products at a maximum cost of R15 000, depending on the needs of each member or applicant."

Unibank's general manager Mr Alan Crowford said they were proud to be associated with it because "we want to advance the small businesses in the townships".

He was optimistic that the scheme would help create job opportunities for many. For more advice applicants could approach Abhasa at (012) 327-1940.

Security firms may be enlisted to aid SAP

JONATHON REES

PRETORIA — In what could be a major boost for the SA security industry, private firms might soon be contracted by the SAP to perform non-crime prevention functions, so freeing trained policemen to counter the national crime wave.

Security industry sources said SA Police Commissioner Gen Johan van der Merwe was considering a blueprint which recommends increased private sector and SAP co-operation to counter crime.

The blueprint was jointly drawn up by the private sector and the SAP's crime combating and intelligence units.

The plan, handed to Van der Merwe last month, recommends a permanent joint secretariat.

A recent series of negotiations between the SAP uniformed branch, financial institutions and the security industry were concluded with recommendations that private security firms use their resources, especially trained former policemen, to aid the SAP.

Van der Merwe is expected to merge the proposals. This could form part of Law and Order Minister Hernus Kriel's national strategy to counter endemic crime.

Kriel is expected to announce drastic measures, including the use of private security firms and renewed recruitment of kitskonstabels, when he unveils the strategy in Parliament next month.

Meanwhile, urgent measures to save Johannesburg's investment and tourist potential came into effect at the weekend.

Kriel promised to urgently look into increasing Johannesburg's police manpower, and to establish a special crime prevention unit.

'Illegal hours' burning issue for firefighters

28b

TRG 29/10/92

CLIVE SAWYER
Municipal Reporter

MILNERTON firefighters have claimed to the Manpower Commission that they are working illegal hours, because an agreed exemption to the Basic Conditions of Employment Act has not been renewed.

A fireman, who asked not to be named, said exemptions valid for two years at a time had been negotiated between the town council and firefighters since 1983.

It had been agreed firefighters would be exempted from clauses limiting weekly working hours to 46 and do 72 hours a week duty.

In return, the town council gave firefighters a five percent pay increase.

"In January, the exemption expired and we were not approached to renew it. When we moaned, a committee was appointed," the fireman said.

Firefighters demanded to work the same hours as the neighbouring Goodwood brigade.

He claimed the town council said this was not possible because the Milnerton brigade was needed as reserves to fight fires at the oil refinery.

"That is nonsense because the refinery has its own brigade and we are not allowed to go in there," the fireman said.

At a recent parade, firefighters voted to take the matter to the Manpower Commission.

The fireman said all that was wanted was a fair deal.

"We work 24 hours at a time when it is called for, put our lives on the line, deliver babies, pull children out of swimming pools, put out shack fires in the squatter camps — we want proper working hours, and to be with our families more," he said.

He said an offer of a 10 percent increase, backdated to July, was to be put to the town council for approval on November 5 but did not have the approval of the firefighters.

"We want a three-platoon system working on a 56-hour week, not the present seven-platoon system," he said.

Other grievances included:

- Employees had not been given up-to-date copies of the conditions of service.
- Firefighters were given allegedly illegal extra duties as punishment and were fined for transgressions by "kangaroo courts" held at the station.
- The tone was unduly militaristic and went far beyond the requirements of the discipline that could be reasonably expected of professional firefighters.

"If we were properly treated, treated as professionals, there would be no reason to go to the media. I could lose my job talking to you," the fireman said.

Town administrator Mr Trevor Hollis-Turner said "certain of the information conveyed to you is in fact incorrect, calculated to mislead, and without foundation.

"The matter of the shift system has been receiving attention on an ongoing basis in conjunction with representatives of the fire department and is at a point where, with a fair and reasonable approach by all concerned, agreement may soon be reached," he said.

Government gives ground on guards

By DREW FORREST

THE government has given significant ground on the controversial Security Officers Act as a result of sustained trade union pressure — and further concessions may be on the cards.

The Act, and particularly the requirement that low-wage security guards pay a registration fee and annual levy to the Security Officers Board (SOB), was the spark for mass protests last year by members of the Transport and General Workers' Union.

This week the TGWU's Jane Barrett revealed that major changes to the Act had been agreed in a tripartite "working group" set up in the wake of the protests. These were embodied in a draft amendment Bill published late last year.

The working group, which includes the TGWU, the South African National Security Employers' Association, representatives of the Law and Order Ministry and the Consumer Council, was to meet again this week to consider other possible changes.

Barret said consensus had been reached on including worker representatives on the SOB; changing the schedule of crimes disqualifying workers from the industry; negotiating the code of conduct; and the police's role in monitoring the industry.

Barrett said that at this week's meeting, the union would press for further changes, including provision for representation for trade unions and employer bodies on the SOB.

Guards 'should pay levy' (Mail 7/2-13/2/92

THE Transport and General Workers' Union is likely to recommend payment of a levy for security guards. (286)

The levy was the most problematic clause of the Security Officers Act. But 25 percent of all registered guards have already paid the levy.

And the Security Officers Board says it will not be able to function without the R48 annual levy, according to the union's Jane Barrett.

Some of the projects the board hopes to establish with the funds are a board to hear complaints laid in terms of the sector's code of conduct, to set minimum training standards and to establish an inspectorate to uphold standards.

Reports by Weekly Mail staff

Security firms step up training to fight crime

B IDay 14/11/92

(54) (286)

ROBERT WICKS

THE growing incidence of violent crime has prompted security firms to recruit more guards, improve training and campaign for greater firepower in an attempt to combat losses and provide better customer service.

But Security Officers Board registrar Frans Lubbe said he did not envisage any change in gun legislation, adding that the maintenance of law and order remained a police function.

The Security Officers Board, a statutory body established under the Security Officers Act, was formed to establish a degree of regulation and adequate training standards, and to set up a general "watchdog" over the security industry.

Some 60 000 individuals and 850 firms are registered with the board, but Lubbe estimated there were still about 650 companies which had to register in terms of the Act.

Fidelity Guards marketing director Johan Schoeman said a great deal of money was being spent on improved standards of training as the best method of "combating the escalating crime rate." Vehicles were being heavily armed and staffed, with escort vehicles accompanying cash trucks.

The Fidelity group recently opened a new training centre to supplement its in-house training programme.

Paramed Security MD Mark Flemmer said the worsening crime situation was forcing his company to "double up" on staff and to implement improved weapons training.

He said a number of residents' associations had approached him regarding Paramed's recently announced plans to create a suburban security force, the Johannesburg Crime Prevention Service (JCPS).

"Residents are willing to band together to generate funds for the protection of their neighbourhoods as they no longer have faith in the police," Flemmer said.

He said the board had taken a long time to get going, and criticised it for not taking sufficient action to prosecute "illegal" security companies and for not instituting minimum standards.

SA National Security Employees' Association national vice chairman John Hammill said the board was making a valuable contribution to the "professionalisation" of the industry.

He emphasised the need for improved training, but criticised firms advocating the need for greater firepower.

Coin Security group director John Beard said the increase in crime had prompted the group to recruit many new trainees.

"The law prevents our guards from carrying automatic weapons, and with well-armed criminals out there, we are always on the receiving end," Beard said.

He said he admired the board's work, but admitted it was a small body trying to regulate a very large industry.

The board is soon to implement a code of conduct to serve as a vehicle for the investigation of malpractice in the industry.

BUSINESS Selling idea of burial societies abroad

Nacssa looks abroad

Sowetan 19/11/92 (286)

By Joshua Raboroko

■ Stokvel CEO looking for a French connection to expand business:

CHIEF executive of National Cooperative Societies of South Africa Mr Sam Muofhe yesterday left for France where he will try to sell the idea of burial societies overseas.

Nacssa, a brainchild of the Centre for Black Economic Development representing burial societies and women's and mehodisano clubs, is gearing itself to participating in serious formal business.

Explaining the purpose of the trip, Muofhe said the acquisition of a coffin manufacturing plant in KwaNdebele and the launching of Nacssa Catering Services meant that interaction and networking with external business would play a major role in helping the association to perfect its projects.

"It is on this trip that contacts in similar businesses to ours - coffin manufacturing, funeral undertaking services and catering - will be established," he said.

"It is our intention to look at the service we are in globally. A mix of services will help to encourage our members to participate in business either on their own or through Nacssa's investment corporation called Letsema."

He said most of their members no longer experienced financial headaches when their relatives died since the funeral scheme was started two years ago.

He was optimistic that they would have completed many projects within three to five years.



Sam Muofhe

NACSSA FEATURE *Involved in burial societies, women's organisations and meholisano clubs*

R100 000 paid to bereaved families

By Joshua Raboroko

■ Living up to its name by helping people in good faith:

Sowetan 11/12/92 286

NACSSA 4000 Funeral Scheme has paid more than R100 000 to bereaved families of burial societies, women's and meholisano clubs in the wake of growing violence in the past 12 months.

Most incidents involved members of societies and clubs who were attacked by unknown assailants and robbed in the trouble-torn black townships.

The payouts, which ranged from R1 000 to R4 000, formed part of the benefits which members refer to as Ubuntu-Thusano 4000 Funeral Plan (Help each other, in good faith).

One of the latest payments made this week was to the mother of the late Mr Douglas Ngcobo, who died in July this year.

Nacssa's chief executive Mr Sam Muofhe said death struck twice in the family within five months. The association paid R1 000 freely, despite the fact that no further premiums were made after his death.

"We are showing our deepest sympathy to our member whose destitute family is still mourning," Muofhe said.

He added that this example was one of the many that the funeral scheme was rendering to thousands of its members when death strikes.

Dignity and respect

"By caring about our dead we are making sure that unexpected funeral expenses are met. Your family will enjoy the dignity and respect they deserve in terms of our scheme," he said.

Nacssa funeral scheme benefits are:

● Low premiums (Plan A) R20 a month for your family, including parents-in-law or (Plan B) R12,50 a month for your spouse and children without parents or parents-in-law.

● Huge benefits - member R4 000; spouse R4 000; children (14 to 21 years) R4 000;(6 to 13) R1 250; (0-5 years) R750; and parents-in-law R1 000.

● Life-long membership. If the member dies, is totally disabled and cannot work again or reaches the age of 65 years then payments stop but the family is still protected.

● Family care payment. If the member dies the family receives R150 a month for a year to help them over this difficult time;

● Education Trust. When a member dies R200 is paid to the Nacssa Educational Trust to provide scholarships for the children of members.

Muofhe explained that the funeral scheme made provision for a man's second wife, who would get the same benefits as the first wife.

For more information on the scheme and Centre for Black Economic Development contact Muofhe at (011) 331-8326 or visit 8th Floor, McCarthy Centre, 32-34 Eloff Street, off Albert Street, Johannesburg.

Burial societies to talk about killings

Sowetan 11/12/92

By Joshua Raboroko

STOP CARNAGE Violence and unemployment are on the agenda:

THE 120 000-strong National African Co-operative Societies of South Africa (Nacssa), representing burial societies, women's and meholisano clubs, is to hold its second annual conference at Funda Centre in Soweto on December 13 starting at 9 am.

The theme of the conference is *Peace and Stability - Effects of Violence on Burial Societies.*

Issues such as unemployment, drought and the recession will be addressed.

The association has chosen this theme in response to the large-scale violence which has also seen some of its members being killed.

"We want peace and stability among our people," said Naccsa chief executive Mr Sam Muofhe, explaining why they decided on the theme.

"Stop this carnage," Muofhe appealed. "This violence has caused misery to many black families."

Members of the association had died in acts of violence at an average of two a week since last November and unless something was done very urgently "the toll will increase," he said.

Most of the victims were in the Transvaal. The association was now also operating in Natal.

Nacssa had paid out more than R100 000 to bereaved families through its burial scheme between December last year and November this year,

"Apartheid has devastated not only South Africa but southern Africa and we are all paying the price," Muofhe said.

"We are concerned at this bloodbath that is at the doorstep of every family.

"It is important that peace and stability be restored in our country. We must talk peace and discipline to our children, spouses and relatives.

"We must explain how painful it is to die in trains, buses, taxis and even in our homes.

"If we are to achieve peace, it is essential that every household be inculcated with the spirit of unity among our people," Muofhe said.

He believed it was not the job of political leaders alone to stop the violence but the responsibility of every citizen.

The conference would also look at the problem of unemployment that has left thousands in abject poverty, especially in the rural areas.

According to statistics compiled by the Urban Foundation, there are between four to six million people who are unemployed in South Africa, the majority of them blacks.

Muofhe said membership of the societies was declining because many people could not afford to pay their monthly subscriptions.

Most parts of southern Africa were ravaged by the worst drought which has brought misery to many.

"Cattle have died in their hundreds because of the lack of grazing. Only a massive relief effort can prevent millions of people from starving" Muofhe said.

One of the highlights of the conference will be the appearance of the Reverend Joe Tshawane and the Discover Develop and Expose Singers, who will sing to remind all about the people who died in the senseless killings in the black community.

Burial society helping its members

Sowetan 11/12/92

By Joshua Raboroko

■ Insurance scheme will see people through hard times:

THE National Co-operatives Societies of South Africa is to launch an insurance scheme which will enable members to enjoy club facilities even if unemployed.

These include the continuation of payment of contributions to the individual society or club.

It comes at a time when hundreds of thousands of burial society and club members have been retrenched as a result of the recession.

Different economists and experts estimate that unemployment in South Africa is between four to six million people and soaring at an alarming rate. Jobless and homelessness are commonplace despite protracted efforts by the formal and informal sectors to solve the economic problem.

Nacssa's chief executive Mr Sam Moufhe said that each member would be expected to invest a portion of his premiums into the insurance scheme.

"If a member, for example, fails to pay dues for a burial society or club, either as a result of death or unemployment, then the insurance will cover him.

In the case of long periods of unemployment, the insurance would continue to pay for the member until he gets a job.

The burial societies and clubs movement of Nacssa has 120 000 groups. Each consists of 50 to 100 members, mostly women and men in the higher income bracket.

Meetings vary from one society to the other. Two thirds meet once a month, while others meet on a weekly basis.

The average monthly amount contributed by a member is R50 in burial societies and about R120 in clubs.

Fighting to bury the dead

Sowetan 11/12/92

■ GRASPING GREED

Undertakers fight and bribe to get hold of bodies:

By Joshua Raboroko

BLACK people always attach great respect and importance to funerals, especially in the wake of the surging violence gripping our townships.

Death is not an easy subject to discuss or think about but it comes to all - rich and poor alike.

Funerals have thus become big business. As most deaths come unexpectedly, families find themselves unprepared for the expenses.

But, what a shame on undertakers who are supposed to bury our dead with dignity and pride.

The undertakers seem to be fighting for corpses at hospitals and Government mortuaries, according to a comment in the latest issue of *Nacssa World*.

The article says the motive for these fights is to make millions of rands from the bereaved families.

When people die undertakers see one thing in the tears of mourners - money.

Reports alleging that undertakers have been bribing Baragwanath Hospital clerks to induce bereaved families to favour certain undertakers should serve as a clear signal that burial societies need to look after themselves.

When Nacssa was formed in 1990, undertakers suffered severe headaches, because they could not understand their existence nor their objectives.

"We wanted burial societies to have a stake in the business of burying their members. This simply puzzled our undertakers."

This was despite Nacssa's efforts to brief them with a view to streamlining undertaking services for the benefit of all.

The report says meeting after meeting was arranged with undertakers associations, for example with the National African Funeral Undertakers Association, which caters for black operators.

Concerted efforts were also made to meet unaffiliated independent undertakers - this showed Nacssa's concern indeed.

"We could make neither head nor tail of what some undertakers were on about, for example those who kept trying to prove that their services were the best."

It is noteworthy that the burial societies wanted a piece of the cake in the burial industry which is bringing millions of rands into the coffers of undertakers.

Yet when Nacssa asked for it they were even threatened that black workers would be dismissed by some associations of undertakers - what a shame.

NOTICE 1149 OF 1992

DEPARTMENT OF MANPOWER

LABOUR RELATIONS ACT, 1956

CANCELLATION OF REGISTRATION OF AN EMPLOYERS' ORGANIZATION

I, Gerhardus Coenraad Papenfus, Assistant Industrial Registrar, hereby notify, in terms of section 14 (2) of the Labour Relations Act, 1956, that I have cancelled the registration of the Midland and Border Aggregate Producers' Association with effect from 8 December 1992.

G. C. PAPENFUS,
Assistant Industrial Registrar.
(18 December 1992)

KENNISGEWING 1149 VAN 1992

DEPARTEMENT VAN MANNEKRAG

WET OP ARBEIDSVERHOUDINGE, 1956

INTREKKING VAN REGISTRASIE VAN 'N WERKGEWERSORGANISASIE

Ek, Gerhardus Coenraad Papenfus, Assistentnywerheidsregistrateur, maak hiermee kragtens artikel 14 (2) van die Wet op Arbeidsverhoudinge, 1956, bekend dat ek die registrasie van die Midland and Border Aggregate Producers' Association met ingang van 8 Desember 1992 ingetrek het.

G. C. PAPENFUS,
Assistentnywerheidsregistrateur.
(18 Desember 1992)

BOARD NOTICES

BOARD NOTICE 346 OF 1992

SECURITY OFFICERS' BOARD

The Security Officers' Board, under section 32 (4) of the Security Officers Act, 1987 (Act No. 92 of 1987), hereby gives notice that the Board intends to issue regulations in the Schedule hereto and invites interested parties to submit in writing to the Board within four weeks from date of publication of this notice, any objections to or representations concerning the proposed regulations.

Any comments or representations by interested parties should be submitted in writing to the Registrar of the Security Officers' Board, Private Bag X817, Pretoria, 0001. It is preferable that interested parties should make proposals on the wording of the regulations as recommended.

F. K. LUBBE,
Registrar: Security Officer's Board.

SCHEDULE

REGULATIONS ON EMERGENCY SECURITY OFFICER

1. Definitions

In these regulations any word or expression to which a meaning has been assigned in the Act shall bear the meaning so assigned to it and, unless the context otherwise indicates—

(i) "Emergency Work" means—

(a) any work which owing to unforeseen circumstances such as fire, storm, accident, epidemic, act of violence, mass stay-away of employees, strike, theft or a threatened breakdown of buildings must be done without delay.

(b) any work which a security officer performs in substitution for any other such employee whose shift is interrupted or cannot be completed or who fails to report for duty or does not report on time: Provided that, an employees shall not be required or permitted to work longer than 16 hours on any day.

(ii) "the Act" means the Security Officers Act, 1987 (Act No. 92 of 1987), the regulations.

RAADSKENNISGEWINGS

RAADSKENISGEWING 346 VAN 1992

RAAD VIR SEKURITEITSBEAMPTES

Die Raad vir Sekuriteitsbeamptes, handelende kragtens artikel 32 (4) van die Wet op Sekuriteitsbeamptes, 1987 (Wet No. 92 van 1987), gee hiermee kennis dat die Raad van voorneme is om gewysigde regulasies in die Bylae hierby uit te vaardig en belanghebbendes word hierby uitgenooi om binne vier weke vanaf die datum van publikasie van hierdie kennisgewing, besware teen of vertoë aangaande die voorgestelde regulasies skriftelik by die Raad in te dien.

Besware teen of vertoë moet by die Registrateur van die Raad vir Sekuriteitsbeamptes, Privaatsak X817, Pretoria, 0001, ingedien word. Dit word verkies dat belanghebbendes voorstelle doen oor die bewoording van die regulasies wat aanbeveel word.

F. K. LUBBE,
Registrateur: Raad vir Sekuriteitsbeamptes.

BYLAE

REGULASIES OP NOOD SEKURITEITSBEAMPTES

1. Woordbepaling

In hierdie regulasies het enige woord of uitdrukking waaraan 'n betekenis in die Wet geheg is, die betekenis aldus daaraan geheg, en tensy uit die samehang anders blyk, beteken—

(i) "die Wet" die Wet op Sekuriteitsbeamptes 1987 (Wet No. 92 van 1987), die Regulasies.

(ii) "Noodwerk"—

(a) enige werk wat weens onvoorsiene omstandighede soos 'n massawegbly van werknemers, brand, storm, ongeluk, epidemie, gewelddaad, diefstal of 'n dreigende onklaarraking van geboue, sonder versuim gedoen moet word;

(b) enige werk wat 'n sekuriteitsbeampte moet verrig ter vervanging van enige ander sekuriteitsbeampte wie se skof onderbreek is of nie voltooi kan word nie of wat versuim om vir diens aan te meld of nie betyds aanmeld nie: Met dien verstande dat daar, nie van 'n werknemer verwag of hy verplig mag word om langer as 16 uur op 'n dag te werk nie.

2. Exemption

In terms of section 10 (5) (b) of the Act the Minister recognises the necessity for and the existence of the category of "Emergency Security Officer" and exempts this category from the provisions of the Security Officers, 1987 (Act No. 92 of 1987) on the following conditions:

(1) The emergency in terms of the definition shall be substantiated by means of documentary proof of such unforseen circumstances referred to in sub-regulation 1 (i) (a) above, officially reported stay-away or general strike.

(2) The maximum period that this category of employee may be employed, for any one event is for three consecutive days.

(3) In the event of the dispute, strike or stay-away lasting for longer than this period, application is made to the Security Officers' Board for an extention of a further three days.

(4) The circumstances referred to in sub-regulation 1 (i) (a) are to be reported to the Board within the three days period as follows:

(a) nature of emergency;

(b) names and Identity numbers of Emergency Security Officers;

(c) date and time of commencement of temporary employment of Emergency Security Officers;

(d) company name and Security Officers' Board registration number.

(5) Only registered security officers may be granted permission to employ Emergency Security Officers as defined.

3. Penalties:

Any security officer who is an employer who refuses or fails to comply with these regulations shall be guilty of an offence and on conviction liable to a fine not exceeding R1 000 or to imprisonment for a period not exceeding six months or to both such a fine and such imprisonment.

(18 December 1992)

2. Vrystelling

Ingevolge artikel 10 (5) (b) van die Wet erken die Minister die noodsaaklikheid vir die bestaan van die kategorie van "Nood Sekuriteitsbeampte" en stel daarmee hierdie kategorie vry van die bepalings van die Wet op Sekuriteitsbeampes, 1987 (Wet No. 92 van 1987), op die volgende voorwaardes:

(1) Die nood ingevolge die definisie moet bewys word deur dokumentêre bewys van sodanige onvoorsiene omstandighede waarna verwys word in sub-regulasie 1 (ii) (a) hierbo, amptelike berig van massawegbly of algemene staking.

(2) Die maksimum periode wat hierdie kategorie van werknemer geemplojeer mag word, is drie agter een volgende dae vir enige een gebeurtenis.

(3) In geval van die dispuut, staking of wegbly wat langer duur as genoemde periode, moet aansoek doen by die Raad vir Sekuriteitsbeamptes vir die verlenging van 'n verdere drie dae.

(4) Die omstandighede verwys na in sub-regulasie 1 (ii) (a) moet gerapporteer word aan die Raad binne die drie dae periode soos volg:

(a) aard van nood;

(b) name en identiteitsnommers van Nood Sekuriteitsbeamptes;

(c) datum en tyd van aanvang van tydelike diens deur Nood sekuriteitsbeamptes;

(d) maatskappy naam en Raad vir Sekuriteitsbeamptes registrasie nommer.

(5) Slegs geregistreerde sekuriteitsbeamptes mag toestemming verleen word om Nood Sekuriteitsbeamptes soos gedefinieer te emplojeer.

3. Strafbepalings

Enige sekuriteitsbeampte wat 'n werkgewer is en wat weier of versuim om aan die bepalings van hierdie Regulasie te voldoen is aan 'n misdryf skuldig en by skuldigbevinding strafbaar met 'n boete van hoogstens R1 000 of met gevangenisstraf van hoogstens ses maande of met sowel daardie boete as daardie gevangenisstraf.

(18 Desember 1992)

BOARD NOTICE 347 OF 1992

THE SOUTH AFRICAN PHARMACY COUNCIL

NOTICE IN TERMS OF SECTION 45 (2) OF THE PHARMACY ACT, 1974 (ACT No. 53 OF 1974)

Particulars of the following persons found guilty of improper or disgraceful conduct by the South African Pharmacy Council after due inquiry into their conduct, are published for general information:

RAADSKENNISGEWING 347 VAN 1992

DIE SUID-AFRIKAANSE APTEKERSRAAD

KENNISGEWING INGEVOLGE ARTIKEL 45 (2) VAN DIE WET OP APTEKERS, 1974 (WET No. 53 VAN 1974)

Besonderhede rakende onderstaande persone wat na behoorlike ondersoek na hul gedrag deur die Suid-Afrikaanse Aptekersraad aan onbetaamlike of skandelike gedrag skuldig bevind is, word hierby vir algemene inligting bekendgemaak:

Name of person	Nature of offence of which found guilty	Penalty imposed
Jacob Willem JANSE VAN RENSBURG	***Improper conduct:*** Failure to exercise proper and/or reasonable care in respect of and control over the dispensing, sale and/or supply of medicines, whereby a patient was endangered and/or inconvienced	Reprimanded and cautioned.

SA man to study burial business

THEO RAWANA

NATIONAL Association of Co-operative Societies of SA — an umbrella body for burial societies — is to study French coffin manufacture in a bid to grab a share of the R300m-a-year SA black burial business.

The association's CE Sam Muofhe said yesterday he would spend nine days in France from November 17 to examine coffin manufacturing, funeral undertaking services and catering.

Development company CBED — whose chairman is Soweto civic leader Nthato Motlana — directs the operations of the association, which has more than 1 000 funeral savings and women's clubs representing 300 000 members.

The idea behind the formation of the association was "to keep the black rand circulating among black hands", Muofhe said.

"Black funeral services are big business for other races, and our people pay out huge sums of money without any of it being ploughed back into the community."

The aim of forming the association in 1990 was to harness the R300m black burial industry, developing related businesses owned by members and thereby boosting black economic empowerment, Muofhe said.

He added: "To this end the association has acquired a R100 000 coffin-manufacturing plant in KwaNdebele and has recently launched its catering services division to cater for members."

These were just beginnings and the trip to France was to get ideas on running a professional service.

"Black funerals have become flashy, empty events with no thought given by operators to quality."

The association would emphasise quality with more affordable services.

Registration blow for new security watchdog

ROBERT WICKS

ATTEMPTS to launch an effective regulating body for the security industry by April 1 are in serious jeopardy, as about 10 000 security guards are refusing to register with the newly established statutory Security Officers Board (SOB).

April 1 was the date set in terms of the Security Officers Act for all the country's security officers and companies to register. A registration fee of R35 and a membership fee of R70 are required.

A third of the country's security guards, represented by the Transport and General Workers' Union, are refusing to comply with the Act, saying they do not want to be changed into "para-policemen".

In a letter to the Security Consumer Council, the guards state their objection to the fees, calling them "unaffordable", and objectthat they were not consulted about the Act or about the establishment of the SOB.

Broader consultation, involving trade unions, is also being called for.

Failure to register with the board carries a R1 000 fine or six months imprisonment.

The guards are also calling for the abolition of the Act, the establishment of a national industrial council to investigate employment conditions in the industry and a different control mechanism involving employers only.

Union general secretary Nathie Nhleko said yesterday the union would do "everything it could to oppose the Act". Protests had already begun last June, he said.

SOB registrar Col Frans Lubbe said 85 000 application forms had been sent out and there were an increasing number of returns coming in as the registration date drew near.

The board intended establishing a code of conduct which would become the main vehicle for regulation. A training committee, responsible for setting minimum standards on a national basis, had been set up.

The SOB was formed in order to establish a degree of regulation and adequate training standards, and to set up a general "watchdog" over the industry.

After April 1 no person may render a security service without being registered.

The 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 representatives chosen by the minister.

One-stop funerals 'the way to go'

THEO RAWANA

SA's R300m-a-year black funeral industry will be getting help and advice from a French company which has pioneered the concept of "funeral supermarkets", says a local businessman. B|DM 21/12/92

National Association of Co-operative Societies of SA (Nacssa) CE Sam Muofhe, who visited France recently, said the assistance would be provided by funeral directors Roc Eclerc, pioneers of the concept of one-stop shopping in the marketing of coffins, flowers, tombstones and mourning clothes.

Muofhe said he had visited France to examine coffin-making, funeral undertaking and catering and to consider business partnerships for his association, which has 1 000 funeral savings and women's clubs representing 300 000 members. The association's chairman is Soweto civic leader Nthato Motlana.

Muofhe said a meeting with Roc Eclerc director-general Michil Lichic had confirmed his association's vision of bringing funeral services "under one roof, like supermarkets where you go for one-stop shopping". 286

"Roc Eclerc committed themselves to assisting Nacssa in achieving the same goal," he said. "Lichic indicated that he would be willing to come to SA to share his skills and experience."

Muofhe said he had also met representatives of investment corporations and financial institutions in France and had told them about his association's Letsema Investment Corporation, which had recently acquired a R100 000 coffin manufacturing company in KwaNdebele.

Muofhe met Caisse d'Epargne Bank director Jean Yves Rouchy, who had written extensively about rotating credit clubs in Cameroon; and Guy Dupasquier, president of economic research organisation Epargne Sans Frontier.

La Table de Cana catering service executive director Franck Chaigneau had encouraged Nacssa to extend its funeral catering service to weddings and society and club meetings, Muofhe said.

LABOUR BRIEFS

286

Security board aligned to Peace Accord

24/4 - 29/4/92 Weekend Post

■THE Transport and General Workers' Union has succeeded in persuading the Security Officers Board — the statutory board governing the industry — to align itself to the National Peace Accord.

Any violation of the accord by a company will be investigated by the Security Board and could result in the deregistration of the company.

In a statement, the union said it saw the agreement as a "breakthrough in the light of recent allegations that certain companies have been involved in the training of 'third force' elements".

Spirited opposition haunts funeral plans

South 215 – 7/5/92 (286)



OVER MY DEAD BODY: Undertakers planning to build funeral parlours in the townships are meeting stiff opposition Photo: Yunus Mohamed

By Sabata Ngcai

PLANS to build funeral parlours in the African townships have met with opposition from residents who believe in ghosts and fear evil spirits.

Undertakers in the townships say residents in Guguletu, Langa, Nyanga and Khayelitsha are objecting to the opening of funeral parlours in these areas because of their cultural background.

Guguletu undertaker Mr Sam Gxoyiya said: "The residents and the Ikapa Town Council (ITC) do not approve of the building a funeral parlour in the township.

"ITC does not want to approve our request to build a parlour and the people say they cannot afford to stay close to a mortuary as their culture does not allow them to do so.

"As a group of five funeral undertakers, we have bought a piece of land between Crossroads and Khayelitsha, away from the residential areas, where we intend to build our funeral parlour," Gxoyiya said.

Langa undertaker Mr Sandile Sitsila said: "We applied recently to erect a parlour in Langa but residents protested against it and ITC refused to approve the application because residents were opposed to it.

Necessary

"I understand the cultural background, but funeral parlours are a necessary part of community life."

A Guguletu street committee member said the committee had been approached by undertakers. "We objected to the idea because it would be like seeing a corpse itself."

Another resident said: "The residents are not opposed to the building of a mortuary away from the residential areas.

"In our culture it is inconceivable that we can ever stay next to a mortuary because we believe in ghosts and evil spirits associated with them.

"We are not opposed to the building of mortuaries, because we need them. But it should depend on the residents where the buildings are erected," the resident said.

Undertaker Mr Daniel Ngo said the main obstacle to the building of mortuaries in the townships was the high level of competition between white and coloured undertakers.

The secretary of the Ikapa Town Council, Mr Deon Adriaanse, said the council faced a shortage of land for mortuaries.

Fake furore over ANC MPs

South 215-7/5/92

By Quentin Wilson

OUTRAGE expressed at the defection of the five rebel DP MPs to the ANC last week was in stark contrast to the response when MP's in previous years walked the floor.

The most recent mass defection was last year when more than 20 Labour Party MPs joined the Nationalist Party.

The reaction to the five's defection, and strong calls that Messrs Jan van Eck, Jannie Momberg, Rob Haswell, Dave Dalling and Pierre Cronje resign from parliament, come amid signs the ANC may ask them to remain in Parliament — at least for the time being.

DP leader Dr Zach de Beer kept a straight face when he and his national executive committee called on the five last week to resign from parliament.

De Beer and his committee argued it was "morally wrong" for the new ANC members to retain their seats considering they were elected in a DP capacity.

While the crusade for "political integrity" soldiers on, the ANC has asked the miffed liberals to remember the roots of their political representation.

"In fact, the very founding of the Progressive Party in 1959 was based on members of parliament leaving their old parties and forming a new political party. And that includes Dr De Beer and Mr Colin Eglin," ANC spokesman Mr Willie Hofmeyr said.

The Progressive Party later became the Progressive Federal Party in 1977 which in turn became the Democratic Party in 1989.

Hofmeyr also pointed out that "there have been numerous cases of people going to the DP who did not resign their seats."

The tradition in SA party politics has shown that MPs have not stepped down when changing their political allegiance. Over the past two years 32 MPs have left the Labour Party in the House of Representatives while retaining their seats. Of this batch, 28 have aligned themselves with the NP.

De Beer said the DP defections were "a more complex question". He argued the DP had not changed its policies since the five were elected, which made it wrong for "Van Eck and Co" to hold onto their seats in another capacity.

"If a party changes its policies, like the United Party did at its congress in 1959, then it is acceptable for MPs to leave and continue serving in parliament. We have not changed our policies at all," De Beer said.

The ANC has interpreted the "DP five outcry" in the mainstream media as "part of a big NP media onslaught on the ANC since the referendum.

"We find it ironic that it was the defections from the LP that gave the NP a majority in the House of Representatives — they didn't call for a by-election then," Hofmeyr said.

The ANC is having regional discussions to decide whether it wants its new MPs to continue working in a whites-only parliament. So far, the dominant argument is that they should stay to "monitor and expose the manoeuvres of the apartheid regime in its attempts to perpetrate white minority rule."

Already, the ANC's Natal Midlands region has asked Mr Rob Haswell and Mr Pierre Cronje to continue in parliament on this basis.

Hofmeyr said in a new constitution, the ANC would be pushing some form of "proportional representation where parties would be represented and not individuals. The problem, therefore, would not occur," he said.

Robbers face a crime that cannot pay

13 Day 7/5/92

STEPHANE BOTHMA

SECURITY firm Fidelity Guards has adopted a system which makes cash useless by staining it with dye in the event of a robbery.

A company spokesman said yesterday that once the system was adopted guards carrying large amounts of cash would be unarmed, instructed not to resist and to hand over the cash to robbers.

The system, imported from Europe, involved sealing notes in high-tech plastic security bags before they are put in a "cross pavement carrier" — a unit which contains a loud alarm and emits a cloud of red smoke and dye.

When activated, the plastic bags inside the unit melt and a dye and treacle-like substance discharged to stain the cash inside.

"The experience with this equipment in Europe has shown that the vast majority of robberies are aborted at this stage of the attack," said Richard Phillips, of Fidelity Guards' cash-in-transit division.

Notes marked by the dye were rendered void as legal tender, he said.

"As a result of the co-operation of the SA Reserve Bank, the stained notes can be exchanged by Fidelity Guards for new currency," he said.

He said Fidelity Guards, which carried more than R200bn annually, faced the prospect of becoming commercially unviable as a result of the dramatic increase in robberies.

Phillips said more than 90% of all attacks occurred on the pavement as cash was being taken off security vehicles for delivery.

The "pavement carrier" and allied equipment formed one leg of a three-part, R12,2m strategy by Fidelity Guards to combat armed attacks.

The second consisted of upgrading vehicle armour and design to resist attack and AK-47 assaults. The third part was upgrading security at Fidelity Guards branches to ensure they presented an unattractive option for attack.

Strike bid after death in custody

Fidelity Guards officials yesterday dissuaded employees of the security firm's Cleveland branch from striking in protest at the death of a Fidelity driver in police custody after his arrest on Friday.

Lekula Simon Seema was arrested in connection with robberies and cash losses suffered recently by Fidelity.

Chief executive Roy Macfarlane said police had told him that Mr Seema had died of heart failure. He was told later an independent post-mortem cited natural causes.

— Staff Reporter.

STAR 20/5/92

Unionist dies in custody

w\mail 22\5-28\5\92

By LINDA RULASHE

ECHOES of the old South Africa surround the inquest today of the former Motor Transport Union of South Africa president who died mysteriously last week while in police custody.

Dr Jonathan Gluckman — the independent pathologist involved in the Steve Biko case — has been called in to re-examine the body of Simon Seema.

The 34-year-old union leader was employed as a driver by security firm Fidelity Guards when he was last seen alive.

He was dragged out of his duty vehicle in Doornfontein last Friday by a Mr Spies — an employee of Fidelity Guards' security investigation department — and a police officer, known as a Sergeant Van Deventer.

According to Vaal Triangle police spokesman Captain Piet van Deventer, Seema was arrested for questioning in connection with armed robbery. "During questioning in the charge office, he fell on the floor, fainted and died. We called the paramedics to resuscitate him but they were not successful." Captain Van Deventer declined to say whether Seema was being interrogated at the time of his death.

Union official Fourie said the union phoned several police stations before finding out at Kliprivier police station that he had died. The police initially denied that Seema was being held there.

Seema's relatives were only allowed to see his body through a window when they went to identify it at the state mortuary in Vereeniging.

The incident does not seem to be isolated. Several Fidelity Guards employees have allegedly been wrongfully accused by the police for being involved in hold-ups on company vehicles.

Last Thursday, driver Stephen Modise was shot in an arm and the body during a hold up in which R500 000 was stolen.

At 5pm that day, while he was being operated on at the Garden City Clinic, police barged into the operating theatre and demanded to take him away for questioning.

The surgeon refused but Modise was later abducted at 2am and taken to Brixton Murder and Robbery Unit, where he was allegedly tortured for almost two hours by electrocution before being taken to Kliprivier police station for further questioning.

His wife, Juliet, was also allegedly tortured by police earlier that evening when they came to her house and demanded to know where her husband's brother, George, was.

"I told them I didn't know any George and they called me a bitch and said that I was lying," she said in a police statement.

She alleges that the men — whom she believed to be police — later took her to the veld, tortured her and threatened to throw her baby out of the moving car before they drove to Garden City Clinic and abducted her husband.

Police said they were unable to comment on the matter at such short notice.

Right-wing plan to take over security industry uncovered

B/Day 12/6/92

A RIGHT-WING plan to infiltrate SA's burgeoning security industry by replacing black guards with militant unemployed whites has been uncovered.

The plan was raised and approved at a World Congress of Right-wing Organisations hosted by the AWB in Klerksdorp two weeks ago. Right-wingers, who are already well represented in the security industry, envisage it playing an increasingly important role in protecting white communities.

AWB leader Eugene Terre'Blanche said last night security company owner Johan Dreyer had raised the possibility of using unemployed whites in a security role and as replacement labour during the forthcoming mass action campaign.

PATRICK BULGER

Terre'Blanche said that with police hampered by the changing political scene, greater reliance would have to be placed on the commercial security industry.

Business Day yesterday visited an abandoned country hotel at Eikenhof south of Johannesburg which a prominent Afrikaner businessman is buying for R2,4m.

One of the camp's officers said it was envisaged that the hotel would serve as a training centre for up to 30 000 white guards drawn from the ranks of right-wing political organisations.

The hotel and the grounds were being guarded by uniformed AWB members. The complex was being prepared for intensive paramilitary training which included building rescue, vehicle drill and self-defence. An open piece of land adjoining the hotel was being turned into a parade ground. Barracks to accommodate single white men were also being built.

AWB veldkornet Eddie Visagie, from De Aar, said Terre'Blanche had given the project his full support. Visagie said Dreyer already owned a security company, Strike Force, comprising 900 guards.

Visagie said there were between 30 000 and 50 000 black security guards but "the biggest thieves" were blacks. "We are trying to replace them with whites," he said. Training took place with unloaded firearms. He said unemployed whites from around SA would be housed at the camp.

The interview was cut short by "Commandant Gouws" who ordered Business Day off the premises and demanded that neither a story nor pictures be published.

Terre'Blanche, speaking at a security seminar earlier this week, said the police force had been emasculated by political reform and that it was the duty of security officers to perform the traditional role performed by the police.

☐ To Page 2

Security industry

286

☐ From Page 1

ANC security officials also present at the seminar expressed their surprise that the security fraternity was as intimate with the right wing as appeared from the applause Terre'Blanche received from security company executives. ANC security officials Mo Shaik and Joseph Kotane said the security industry still appeared wedded to defending the country against the total onslaught.

B/Day 12/6/92

A spokesman for the Security Officers' Board said SA's 76 000 security officers were compelled to register with the board. He said they were governed by a code of conduct which laid down that they did not break the law in pursuit of their duties. He said the initiative by the right wing would be investigated if there was any contravention of the code.

● Picture: Page 3

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ANC worried about plan

PRETORIA — The ANC is concerned that right-wing groups are attempting to infiltrate SA's security industry, a spokesman said.

A plan was discussed at a recent AWB-organised congress to have black security guards replaced by unemployed whites. An abandoned hotel south of Johannesburg was earmarked as a training camp for up to 30 000 white guards.

ANC spokesman Carl Niehaus called on police at the weekend to note the right-wing plans. He said the organisation hoped the necessary action would be taken to prevent right-wingers from making use of the security industry.

Right-wingers reportedly want striking black guards replaced by whites during the ANC's mass action and stayaway campaign this week. — Sapa.

BIDaily 15/6/92

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● Comment: Page 9

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BIDaily 15/6/92

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W/Mail 19/6-25/6/92

LABOUR BRIEFS

Retail workers' pickets

■SOUTH African Commercial Catering and Allied Workers' Union members have held lunchtime pickets nationally to highlight wage and other demands in the past fortnight.

On Thursday, a crucial meeting between employers and the union attempted to reach some agreement on the union demand for a centralised bargaining forum.

And in a related development, Saccawu will take a dispute with the beleaguered Checkers-Shoprite group to a conciliation board on June 24. The possibility of an agreement with the chain remains distant because the company has suggested a 10 percent wage cut.

Union relations with Checkers have been strained in the past year because of Checkers' intentions to close down a number of stores. The dispute has been taken to court on several occasions.

W/Mail 19/6-25/6/92

More pay for guards

■THE Transport and General Workers' Union this week clinched a healthy wage settlement with Fidelity Guards.

Traditional guards will get 20,3 percent and 21,3 percent increases, while key points guards will get 12,5 percent increases.

The agreement also provides transport allowances for guards, time off for shop stewards to attend to union business and improved training and promotion policies.

AWB guards quit hotel after death threats

BDay 22/6/92

PATRICK BULGER

AWB guards have left the Lido Hotel, south of Johannesburg, after a businessman who housed them there while buying the hotel was criticised and received death threats.

Businessman Johann Dreyer, who is buying the Lido for R2,4m, said he intended running the hotel as a business and that he had planned to have only 100 white security guards on the premises.

Dreyer raised the idea of recruiting unemployed whites through right-wing political groups at the World Congress of Right-wingers hosted by the AWB in Klerksdorp last month.

"The Lido Hotel will be used as a hotel and pleasure resort. All the people on the security side were going to be housed at the hotel," he said.

Dreyer said his security company Top Notch employed only white security guards. There were AWB members among them, but he said he did not involve himself in employees' political affairs.

When a reporter visited the hotel recently, a uniformed AWB member said the hotel and grounds would become a training ground for up to 30 000 right-wing, unemployed whites. Dreyer said the AWB member was not entitled to speak on activities at the hotel.

AWB leader Eugene Terre'Blanche confirmed Dreyer had told him he supported the principle of employing whites who had no jobs. Terre'Blanche said he did too.

Dreyer said he had received a number of threats after publication of a photograph in Business Day of an AWB veldkornet at the hotel. He said he recently met members of the ANC's security department to clear up "misunderstandings".

Fidelity Guards a proud name in security world

STAR 25/6/92 (287)

FIDELITY Guards is perhaps better known for its cash in transit services. However, the company also has a large guarding division.

The provision of guarding services grew out of the company's cash in transit business as customers, faced with rising crime, demanded greater protection for their premises.

Fidelity Guards general manager: marketing Johan Schoeman says: "Our guarding division has been in operation for 26 years. The trend that caused the need for the guards has continued and we now deploy about 4 000 guards.

"During this period the Government decided that it required certain key industries and other facilities to be guarded and it established a set of security, selection and training criteria for guards being use in these important areas.

"It was a real pat on the back for Fidelity Guards, when industry came to us, because at that stage we were the only company with the financial backing and expertise to operate the service. Today, we still hold the largest slice of this key-point business."

The company has recognised that each segment of the market has its own particular needs, challenges and skill requirements.

As a result, guarding is split into commercial and industrial divisions. The commercial sector is split again into highrise office and retail security.

"The emphasis in a highrise building is more on access and egress control. The guards must ensure people entering the building are correctly identified and that they do, in fact, leave the building. The retail store is more concerned about stock shrinkage and the prevention thereof."

The company is not in the business of throwing bodies at a problem. Instead it carries out a full risk survey of the client's premises to determine the problem areas and the best method of tackling them. In addition, Fidelity Guards is determined to add value to its services, as part of its attempt to provide a full cost justification for security.

"We would point out to the clients any other problems, such as fire equipment which has not been serviced and any other aspect which might compromise a client's interests.

"We take a systems approach to security," says Mr Schoeman.

Trained

He says security is a lot like insurance. In the same way as the client does not wish to over-insure, so he does not want to over-employ guards. It is expensive.

Fidelity does not simply send its personnel to a new client and expect them to hold the fort. The guards are trained to use all the equipment at the site.

Mr Schoeman believes shrinkage management is going to become a developing area.

"I think it is the largest area of criminal activity in the country. Everyone is on the attack and we have a major role to play in managing the problem. All too often the company accepts a percentage of sales as shrinkage, but this may not reflect the true loss picture.

"There is the outlay, interest and money, which must now be redeployed to replace the lost goods. The cost of remanufacture comes straight off the bottom line, and with inflation, the replacement cost is often higher than the original outlay.

"There is also the opportunity cost of not having the goods available to sell to a client and the resulting loss of cash flow."

He also points at many flaws in site security which often exacerbate the problem.

People are required to sign a register on the way into a site, but all too often no check is made to ensure they have left.

Mr Schoeman says every visitor should be accounted for and if there is no record of his leaving, the person being visited should be consulted.

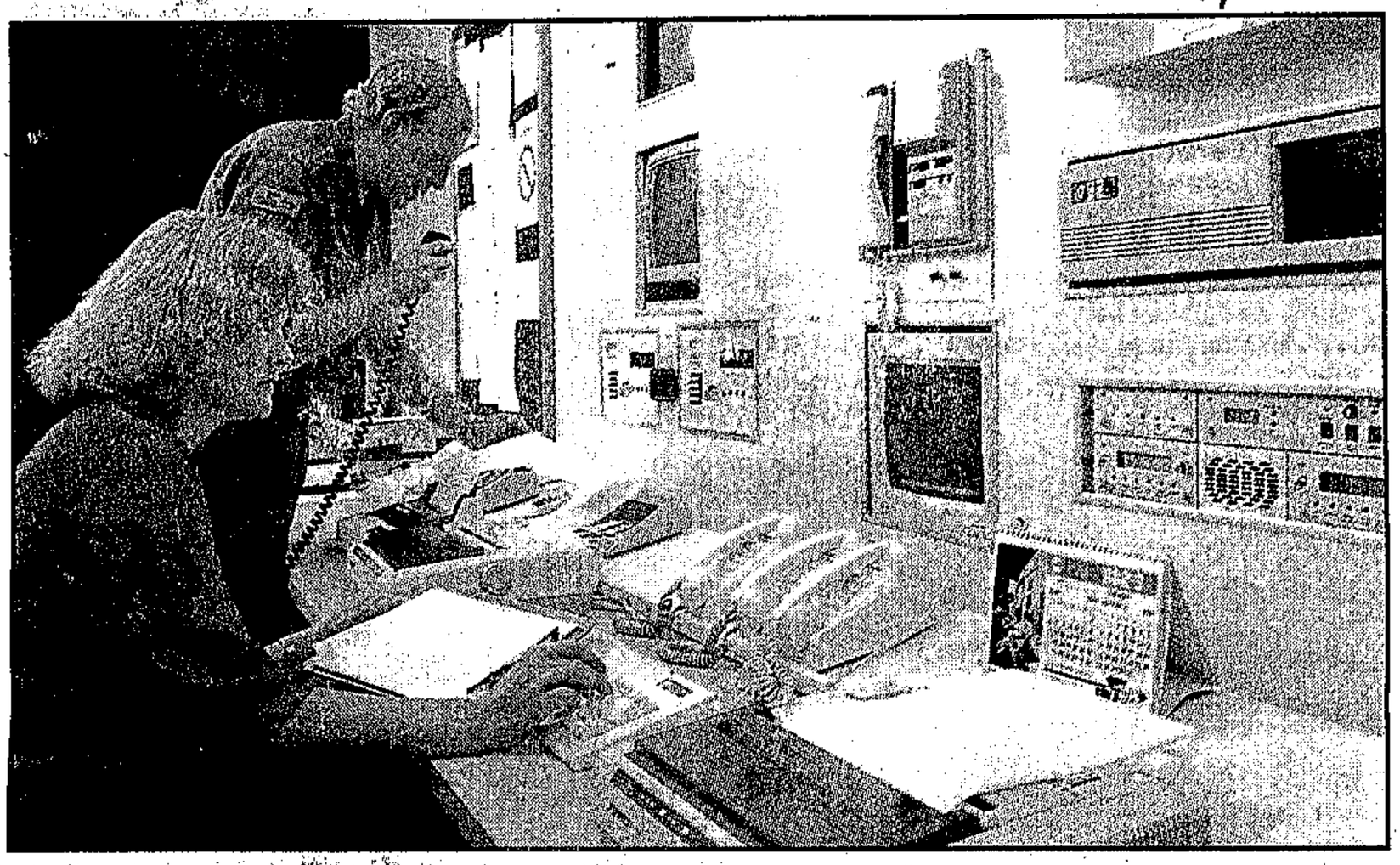
He says people can often access a building with little difficulty and even walk out with a computer.

There is also concern with regard to the lack of security of vital company information. All too often strategic information is thrown into the wastepaper basket, not even shredded.

● Tel (011) 643-7111

The caring security company

STAR 23/7/92 (286)



BBR Security . . . looking after the clients 24 hours a day.

BBR was established in 1961 and has since become synonymous with sound security.

From its humble beginning BBR has developed into a major security company providing user-friendly domestic systems as well as integrated security systems for some of the largest commercial and industrial companies in the country.

Part of the success of BBR is the result of a policy of continuously upgrading its facilities and training schedules to cope with the strenuous demands on a responsible and committed security company.

BBR established a solid infrastructure. All BBR activities are co-ordinated in its headquarters, in an impressive building owned by BBR.

The nerve centre of a security company is the Central Station, manned around the clock.

A sense of alertness prevails as the signals received are automatically decoded by the computerised system. Almost immediately a print-out provides the controller with all relevant information enabling them to take immediate steps.

The BBR Central Station is a protected area with bullet-resistant glass, a series of doors and closed-circuit TV cameras and monitors which provides security to personnel and equipment.

A network of computers in the Central Station facilitates the handling of the signals received when security systems are activated. The software program also provides management with critical information to measure the performance of its systems, controllers and the BBR Armed Reaction Force.

As the modern criminal cannot be apprehended by untrained persons, BBR established an Armed Reaction Force to assist clients in emergency situations.

When an emergency radio signal is received in its control room, the controllers alert the armed reaction units by means of a two-way radio system and a pager.

Impressive results have already been achieved by the armed reaction force which resulted in reducing or elimination of losses and possibly the saving of lives.

Of great importance to commercial and industrial concerns is the installation of Guard Monitoring Systems, to ensure that guards complete their rounds as prescribed. In addition it provides the guard with a means to summon help. The system is linked to the BBR Control Room and guards' performance is monitored around the clock.

War

BBR specialises in the installation of closed circuit TV systems.

Considerable development is taking place in this field and BBR has established sound relationships with specialist importers and developers of the latest systems.

Closed circuit TV plays a major part in the war against shoplifting and the monitoring of tellers.

When a closed circuit TV system is used to identify burglars it can be wired in such a manner that the camera comes into operation when a particular detector is activated.

The recording of events is a standard and accepted method of positive identification of criminals.

BBR is a major installer of access control systems, ranging from a simple boom to sophisticated on-line systems for large buildings.

BBR also installs and monitors electric fences. This is a popular method of perimeter protection in which a high-voltage, but not lethal, current is circulated through a specially constructed fencing system. If a person touches the fence it gives a very painful shock. When the fence is touched, climbed or cut, an alarm is activated and the control equipment will indicate at what point the fence has been touched.

Lethal fencing is not allowed in the normal business environment. However, government and keypoint installations often have a double fence. The first is the standard non-lethal electric fence but the inner fence could be lethal.

"A security system is a 24-hour watchdog" says Peter Bornman, the marketing manager of BBR.

Referring to domestic security systems, he said there was a tendency to believe security systems were very expensive.

A security system could be designed to suit the pocket of any family.

Generally, BBR would install control equipment with the capability of being extended when the client can afford it.

Most families are very concerned about the personal safety of the members of the family and initially install a panic system only. Panic switches are installed in strategic positions in the home such as the outside doors and in the main bedroom. When an emergency arises and a panic switch is activated a siren comes into operation to serve as a deterrent. In addition a coded signal would be received in the BBR control centre. The computerised equipment would immediately provide the controllers with all the relevant information enabling them to act immediately. The armed reaction units are contacted by means of a two-way radio system.

A portable panic switch is a very effective way of ensuring personal protection.

A small radio transmitter which can be worn around the neck or as a wristwatch enables the person in distress to activate the alarm in and around the house.

BBR provides families with a total security service consisting of alarm protection, panic buttons and also the facilities to alert the BBR control centre when a medical, fire or other emergency exists.

The sophisticated link between the home and the BBR station provides all the relevant information to the controllers for appropriate action.

In general terms electronic security systems can be divided into two categories, perimeter and space protection.

Perimeter protection consists of vibration switches and door contacts. Whilst this method has the advantage of detecting the intruder at an early stage, its use is limited due to false alarms etc.

Space protection is a method used extensively in the protection of both domestic and industrial premises and is usually accomplished by the installation of passive infra-red detectors.

Around the world, passive infra-red detectors are considered being the most effective and reliable way to detect intruders.

This device registers the movement of body heat in a protected area.

A feature of some of the high quality detectors is that the area of detection can be changed by using different lenses. A lens which would provide effective detection in a room would not be suitable for detection in a passage. A passive infra-red detector is a modern device which tends to reduce the effect of wind, vibration etc.

The installation of a security system in an industrial premises requires considerable experience in the selection and installation of the equipment as the detectors are often subjected to severe environmental conditions such as wind, rodents and variance in temperature.

"The most important consideration when deciding on a security system or service is to select a security company with the infrastructure, expertise and proven record in the field. To accept anything less is a security risk," says Mr Bornman.

The industry is plagued by fly-by night companies which install systems and, when the essential services are to be provided, they simply no longer exist. Mr Bornman warns buyers of security to thoroughly investigate any security company before accepting a quotation.

BBR is very proud to have as its clients some of the most prestigious companies in South Africa such as Anglo American, Genmin, Pick 'n Pay, Geen & Richards, Perm, Nedbank, Jet Stores, Pep Stores and many more. Some of the most prominent families in South Africa have also entrusted their security to BBR.

The managing director of BBR, Ronnie Collatz, was awarded an impressive trophy after being selected Businessman of the Year in 1988. This achievement reflects on his commitment which resulted in the prestigious position BBR Security holds in the security industry of South Africa.

Growth

Although BBR Security has experienced considerable growth every year it prides itself in the fact that a very personal relationship exists with its clients.

The atmosphere of stability and fair play which surround all BBR activities has inspired confidence in its customers.

Hence the fact that an overwhelming number of installations are done on the recommendation of existing clients.

BBR remain committed to providing security systems and services which comply to the highest standard applicable locally but also in the overseas markets.

"Should you decide to join the BBR family, we will care for you," says Mr Bornman, the marketing manager of BBR. He can be contacted at (011) 764-4720 or 768-4100 for further information.

Security guards must pass strict checks

RAY HARTLEY (286)

EVERY one of SA's more than 85 000 registered security guards had been fingerprinted and checked by police for past criminal activity, SA Intruder Detection Systems' Association administrator Frank Sims said yesterday.

He said fingerprinting had been in operation since the introduction of the Security Officers' Board — a government body which has regulated the industry since 1987. BTOAy 12/8/97

"If a company does not conform to these requirements, the board can stop it operating," Sims said.

He could not say how many security officers had been involved in theft, but described it as "a minuscule amount".

Armed Response MD Errol Feldman, whose firm recently helped the police arrest nine of its guards who had allegedly stolen from clients, said only one in 10 applicants made it past strict security checks.

Of about 700 guards who had worked for Armed Response since it was formed six years ago, only the nine who were arrested last month had been suspected of theft, Feldman said.

"We check references, speak to family, friends and previous employers. If they pass all these they are fingerprinted and checked for previous convictions," he said.

The applicants were subjected to lie-detector tests after a week of training, when they were questioned about themselves and others on the training course, he said.

Feldman said Armed Response internal investigators had alerted the police to the nine guards, five of whom allegedly had been involved in a theft from a supermarket.

"We tell our guys if they break the law, capture is certain," he said. Supervisors were often sent to photograph the scene of a crime and the guards at work to make any theft easily traceable.

Stuarts Security shows how it's done

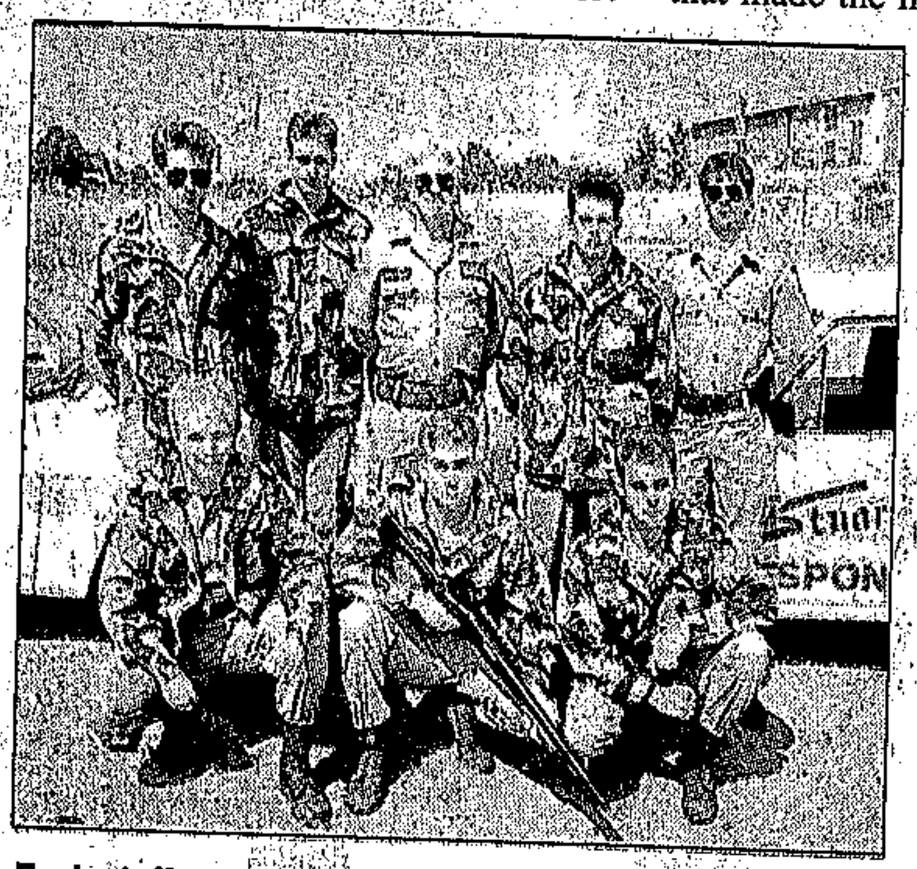
It's a truism that security is a growth industry in SA. But the image of the security industry itself is often not what it should be.

Nonetheless, standards are being raised through various responsible bodies and there are individual companies in the market place which stand out as true professionals.

One such is Stuarts Security, said to be the fastest-growing security group in the country, with an innovative approach that demands and delivers excellence in all facets of its operations.

Established by financier Steve Pellerade and engineer Paul Stuart, Stuarts Security shook the market with its hi-tech approach when it was launched.

__Excellence__ is the aim in every facet of business for Stuarts Security, said to be the fastest-growing security company in SA.



Each staff member in the Stuarts Security team is throughly screened.

The group has subsequently grown exponentially but it has not lost the hands-on managerial approach that gave the company its initial impetus and built its reputation.

Today the group has four components:

- Stuarts Alarms – supplying, installing and supporting domestic and commercial alarms, fire alarms and access control systems.
- Stuarts Response – the 24-hour armed response wing.
- Stuarts Guards.
- "The Control Room" is one of the largest independent monitoring centres in the PWV for the security industry.

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Star 29/9/92

The group's initial technical edge that made the market sit up and take notice has been retained.

For example, it was the first security firm in SA to have an effectively operating remote diagnostic facility for alarm systems.

The capability, which stunned a visiting American VIP supplier of security hardware, enables Stuarts' technicians to programme, repair and receive information from remote sources.

This offers immediate servicing (over weekends for instance), on-line information on access patterns and such niceties as the ability to exchange user access codes within minutes.

The system's power is astonishing says Mr Pellerade. "One of our commercial clients contacted us on a Monday morning to request a list of who entered the building and which areas they went to. We downloaded the information and provided him with the relevant details within 10 minutes." The group's high-tech orientation is further underlined by the "Asset Sensor" device which, when attached to high risk items activates the armed response radio alarm if tampered with.

Group sales manager Ian Puntis says: "The asset sensor provides protection 24 hours a day whether your alarm system is armed or not."

The asset sensor provides back-up for the basic alarm system but has the added advantage that it activates even when the client is unable to take action or does not wish to have the general alarm system armed.

But technology would be meaningless without the right calibre of people and Stuarts Security's structured approach, which emphasises "maximum security for minimum price".

Some idea of its people approach can be gained from the fact that its security wardens are all top-calibre individuals, well motivated and with a relish for the semi-military lines on which the organisation is run.

Each man is thoroughly screened before selection, pay is good and training exemplary.

Part of the selection process includes an 8km run to decide whether the man is fit and whether he has the motivation. That aggressive edge is maintained after selection by ongoing training, fitness tests, CPR training and competition shoot-outs with the police – which the Stuarts men often win hands down.

The company's approach to armed response is different. "We became disillusioned with the idea of men sitting in cars for 12 hours at a stretch in areas that they were not too familiar with," says Mr Pellerade.

"Our philosophy is to demarcate the area we are serving and set up physical bases in the area. The men are largely recruited from the same area."

Stuarts Security would welcome any inquiries about any aspect of its services. Direct them to (011) 624 1480 or fax (011) 614 7625.

Bid for equal say for guards, firms fails

Labour Reporter

The Transport and General Workers Union has failed to persuade the Government to alter the composition of the Security Officers' Board to equally represent guards and security firms, TGWU national organiser Jane Barett said at the weekend.

She said a delegation of security guards met Deputy Law and Order Minister Gert Myburgh on Tuesday. "TGWU members have expressed a deep lack of confidence in a board so heavily weighted in favour of employers," she said.

Employer bodies now have seven representatives on the board and employees only one.

The board governs the training and registration of guards and ensures that employers and employees comply with the industry code of conduct.

Before the meeting, the union suspended the participation of its only representative, Joseph Matshappa. The union has also threatened to advise security guards not to pay the compulsory R48 annual levy for 1993.

● A new industrial council, governing the wages and working conditions of about 7 000 contract cleaners in Natal, was finally registered last week by the Department of Manpower after protracted negotiations.

The parties to the council are the TGWU and the Contract Cleaners' Association.

The union said the parties had also concluded an agreement covering wages and working conditions in the industry.

The agreement is still to be promulgated. Its main features are minimum wage increases ranging from 18 to 28 percent, automatic stop-order facilities for trade union members, maternity leave and benefits, and shop stewards' rights.

General told CCB men to keep quiet, inquest told

BIDAY 20/10/92

THE former second-in-command of the SAP Special Branch Gen Krappies Engelbrecht had visited CCB members in jail and warned them not to say anything about their activities, the inquest into the murder of academic David Webster heard yesterday.

Giving evidence in the Rand Supreme Court inquest, the second-in-command of the CID at the time, Gen Jaap Joubert, said CCB operatives Ferdie Barnard, Abraham "Slang" van Zyl and Calla Botha had been visited by Engelbrecht and had been told "to keep their mouths shut".

He said Botha had been told to keep quiet for about "six or seven months".

Interviews with SADF Special Services head Gen Eddie Webb elicited a denial that there was a CCB "project" on Webster.

Counsel for the Webster family Eberhardt Bertelsmann asked if the emphasis was placed on the word project. Joubert replied that the denial seemed to a blanket one, covering the May 1 1989 shotgun shooting of Webster outside his Troyeville home.

Bertelsmann asked Joubert about investigations into the September 1989 death of Swapo executive committee member Anton Lubowski, conducted by Col Jumbo Smit, who passed on information to the Brixton Murder and Robbery Squad.

Judge M Stegmann said there might be information on the Webster inquest from the investigation of the Lubowski shooting later, but questions to Joubert were disallowed.

Later advocate Martin Luitingh, who represented the Webster family at the Harms commission of inquiry into politically-motivated violence in 1990, testified that his cousin Laffras Luitingh told him of an admission by CCB operative Ferdie Barnard that he had killed Webster.

Laffras Luitingh, who admitted to being Barnard's CCB handler, asked Barnard if the murder had anything to do with the CCB, and when told it did not, refused to hear any more about the incident.

Martin Luitingh said he had never met his cousin until he had to work on the Harms commission. He never knew his phone number or where he lived and worked.

The two Luitinghs met four times. The first meeting was spent mainly discussing the Official Secrets Act. At a later meeting Laffras Luitingh said Barnard contacted him on May 2.

Laffras Luitingh thought it was about payment and a meeting was arranged. It was at this meeting that Barnard admitted killing Webster.

Laffras Luitingh told Martin Luitingh he had mentioned this to CCB head Joe Verster, who had spoken of it to Military Intelligence head Gen Rudolph "Witkop" Badenhorst.

In his submission to the Harms commission Badenhorst had made no mention of the incident in connection with the CCB and had not been cross-examined, Martin Luitingh said.

Earlier Joubert said he was told by Barnard that "he would be framed for the Webster killing". He had no reason to disbelieve him, Joubert told the inquest.

The inquest continues today. — Sapa.

Judge orders probe of security firm

BIDAY 20/10/92.

A SUPREME Court judge has directed the Natal Attorney-General to investigate the activities of Norman Reeves and his Durban security company, Combat Force — which seemed to be "nothing less than an unlawful private army".

Judge Meskin ordered the investigation yesterday before sentencing a former company employee, 21-year-old John Rautenbach, to 12 years for murder.

The judge also described as "quite appalling" an instruction promising security guards at Combat Force a R100 bonus for every person killed.

Rautenbach told the court that at a parade held by Combat Force chief,

Own Correspondent

Reeves, before the killing on June 15, 1990, he had been told: 286

"I want bodies tonight ... shoot to kill ... I'll back you up."

Rautenbach fired four shots at Iponse Dlamini after the man appeared drunk at a Lamontville construction site.

He said he had been employed by the company for less than a month when the shooting took place, was given no training as a security guard and had no experience in the use of the gun issued to him.

After the shooting, evidence was heard that an attempt had been made by Combat Force members to cover up the incident.

Court told of shooting spree

Own Correspondent

MARITZBURG — Ladysmith murder accused Callie Delport broke down in the Natal Supreme Court yesterday.

Delport, facing nine murder counts and others of attempted murder on January 20, wept as he told the court of an argument with his father, Martiens, over the sale of cattle.

At the steps of the farmhouse "everything before me turned black". He shot a "dark figure" that rushed at

Guards charged with murder

Sowetan 27/10/92

■ Fidelity Guards in court over "killing" black colleague:

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THREE white former Fidelity Guard security officers appeared in the Springs Circuit Court yesterday charged with murdering their black colleague.

Mr Willem Oosthuizen (36), Mr Johan van Eyk (37) and Mr Hendrik Gerber (42) appeared before Mr Justice R Schutz on a charge of murdering Mr Samuel Kganakga (23), a security guard with the company at the time of his death in May last year.

According to the indictment, the three men took Kganakga to an old mining dump in Benoni on the East Rand on May 21 last year, questioned him at length and tortured him over the disappearance of about R60 000 from the firm's offices in Hillbrow, Johannesburg.

The three men later allegedly hanged Kganakga (apparently by his feet) on a tree and "made fire under his head".

They also covered his head with a bag and used a "so-called shock machine" in an attempt to extract information from him, the State alleges.

Kganakga's body was found near a mine dump three days later after a search instigated by his union officials following reports that he was missing. It was mutilated and without hands.

Snipers wanted — and the police don't care

W/Mail 6/11-12/11/92.

A security firm is advertising for snipers, upsetting the industry but not the police. By **CARMEL RICKARD**

ONLY in South Africa. An advertisement for "snipers with their own rifles" appears in the classified columns of the Durban daily press — and the police barely raise an eyebrow.

A South African Police spokesman said the police had no intention of investigating.

But the mysterious advertiser is being probed by the Security Officers Board and the employer body in the security industry, the South African National Security Employers' Association (Sansea). "They might as well say: 'Hitmen required to take out people," said Sansea's national secretary, Don Darkes.

The advert, which appeared in two Durban daily newspapers, read: "Snipers required. 12 hour duty. SAP or SADF personnel aged between 23 and 30. Own firearm or rifle required, but not essential. Drivers licence essential. Urgent. Phone 3095773 b/h."

Telephone calls to this number proved fruitless. The man on the line said the vacancies had been filled, but refused to give any other information. However, the number apparently belongs to "Rocket Security Force".

Sansea officials and the registrar of the Security Officers' Board, Frans Lubbe, could find no record of the company. All security firms are required by law to be registered: to operate a security company without registration is in itself a criminal offence and Lubbe said he would initiate an urgent investigation.

Darkes described the advert as "highly inflammatory", a contravention of the code of conduct by which all registered companies must abide and contrary to the national peace accord. "It sounds as if someone is hiring a private army," he said.

Darkes said such an advert would tend to bring the industry into disrepute. His organisation and the board would begin an urgent investigation.

However, the police appeared quite unconcerned about the advertisement. An SAP spokesman in Durban described it as "very strange", but added there was no law preventing a company from employing sharpshooters if it wished to do so.

Asked whether the police intended investigating, he said they had made no inquiries, and did not intend to do so. "You can investigate until you are blue. But there is no law against it."



Callguard chairman Dave Lyons with, from left, Joseph Nyamakazi and Moses Makhoane.

Callguard expensive but essential service

BIDAY 17/11/92. (286)

AT the bottom of Callguard Security Services' letterheads, the words "Top Non-Listed Company Finalist 1990/91" are proudly displayed.

This is the third consecutive year that the company has reached finalist status, and Callguard chairman Dave Lyons believes the award recognises the company's growth, financial strength and success "in becoming the largest corporate security company in just 10 years".

Callguard began operations in 1984, operating from two small offices in the Hillbrow area.

Although it has consolidated its position as a leading security company, Lyons intends "to make Callguard a generic word in the security industry".

Lyons said the recession had bitten deep, and clients were wanting more efficient service for their money.

Most of the company's clients are at the top end of the market, where it has a dominant position. But it has recently pursued business in the middle and lower sectors.

Apart from traditional security systems, Callguard has moved into providing additional services — like garbage removal, parking control and goods control — as a by-product of its core service.

Callguard services close to 500 major clients, including SA Breweries, the JSE, Barlows, most of the major banks and financial institutions, Nampak, Tiger Oats, Saficon group, Nissan, BMW, Toyota and numerous other major corporations ranging from retail to industrial and commercial companies as well as head offices and banks.

Lyons said Callguard was decentralised to the extent that it had four fully constituted branches in Johannesburg, two in Pretoria and another in Durban, and it was planning to open in Cape Town early next year.

All of the branches have their own identity and management structure, with each branch having about R500 000 turnover and about 30 clients. This totally modular development, which was a function of expansion, simplified the running of the business, he said.

Each branch has its own control room, radio system, dedicated vehicles and training centre and all managers are accessible around the clock. Each guard radios to his control room every hour.

This year Callguard's total turnover will be R45m. Lyons said: "In this business, all expenses must be paid up front, including wages, which are 65% of costs, rent and petrol. As about 75% of all expenses are paid up front, control and gearing are vital."

Callguard follows a conservative financial policy, which means no fancy trips or cars, and it does monthly profit and loss accounting. Management has a share in the profits.

Lyons said the company would not list, as it did not want "to be accountable and responsible, to the world at large".

"If you are public, you do not have the leeway you need, and cannot react quickly with entrepreneurial flair," he said.

Callguard's services are expensive, but Lyons believes that you cannot cut the very service that is protecting your assets.

There is limited legislation regulating starting up a security business, and there are many fly-by-night operators. But Lyons said security was something that required professional service.

Because of inflation, a large proportion of crime is also taking place internally in order to supplement income. Associate Callguard Investigation Services is involved with internal investigations, probes and systems analysis.

Callguard has a disproportionately large marketing team. Lyons said: "We take the fight to the client, we pressurise the market place to think and see Callguard."

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PLASTICS

AWB bullies command township security — claim

SOWETAN 28/11-2/12/92 215 287 286 344

By Sabata Ngcai

AFRICAN security officers employed by Ikapa Town Council (ITC) claim that their white commanders are members of the Afrikaner Weerstandsbeweging (AWB).

They also claim that the ITC gives firearms only to the white security officers and does not promote African officers.

The security officers say the alleged AWB members are employed to keep them in check.

The claims are made in a memorandum outlining the plight of African security officers. The memorandum was handed to the Cape Provincial Administration (CPA) in Goodwood this week.

The memorandum lists the following "evidence" for the claim that the white employees are members of the AWB:

- they wear rings on their fingers which are engraved with the letters "AWB";
- they shout slogans such as "Viva AWB, viva";
- the letters AWB are written prominently on their telephone directory;
- they often display their badges when they are angry and openly declare that they are AWB members.

An African security officer in Langa, who refused to be identified for fear of losing his job, said the white security officers recently asked a worker to make the AWB rings for them.

"Whenever we stick ANC notices or pamphlets on our notice board for other workers to see, the white security officers would tear them into pieces and chant "Viva AWB, viva," said one of the African security officers.

An African security officer in Nyanga said the white security officers boast that they are AWB members whenever there is a quarrel between white and African security officers.

"A quarrel broke out when he found me lighting a paraffin heater, he kicked it and confiscated it and told me he was an AWB member and took out a badge to show me."

"The white security officers force us to patrol without any firearms to protect ourselves," an African security officer complained.

Another claim is that the ITC does not promote African security officers to senior positions.

"Some of us have passed standard 10 and have been in junior posts for 9 years," said an officer.

ITC principal security officer Mr George Olivier refused to comment on the allegations.

CPA regional director Mr Fanie Naude acknowledged that he had received the memorandum but refused to comment before he had met with the African security officers.

ITC town secretary Mr Deon Adriaanse said the ITC does not keep a record of the political affiliation of its members.

He also denied that the ITC was giving posts to people on the basis of colour.

Adriaanse said the fact that there are people who have been in junior positions for ten years is not new and is "what is happening all over the world".

Handgun licence applications soar

STEPHANE BOTHMA

APPLICATIONS for gun licences have increased this month by almost 25% compared with December last year as South Africans attempt to secure their personal safety. Bloomy 31/12/92.

The bulk of applications, 16 237 from December 1 to 27, was for handguns to be used for self-protection, an SAP spokesman said yesterday. In December 1991 12 818 applications were received.

During the period October 1 to December 27 alone, almost 50 000 licence applications were received, he said.

Police could not comment on the number of licences issued, but gun dealers reported the number of applications rejected had dropped significantly over the past year.

"Two years ago an average of 20 applications a month were not granted to customers who had applied through our store. But in recent months the number has dropped to about five a month," one of Johannesburg's largest dealers said.

Although the amount of money spent on firearms had not increased, more of the cheaper firearms were bought, he said.

Smaller calibre handguns, bought to be carried on the person, were by far the most popular, but inquiries for shotguns were received regularly.

"The trend a few years ago of buying a large handgun to be kept in a safe has shifted to the purchase of pistols and revolvers which can be carried in holsters.

"People who in the past vowed never to carry a firearm now constitute the majority of our customers. They are all buying arms after falling victim to criminals," the dealer said.

Trade in other security equipment, such

☐ To Page 2

Handguns

Bloomy 31/12/92.

☐ From Page 1

as burglar and other alarms, security lights, self-defence sprays and even bullet-resistant clothing, was also steadily increasing, dealers said.

And retail stores in suburban shopping centres offer full riot gear, including helmet, gas mask, shield and batons. They report that business is good.

"Although it is rare for an individual to walk into our store and purchase riot gear, the interest in bullet-resistant clothing is high," a Bramley security equipment dealer said.

Full riot equipment was sold mainly to security companies and private security personnel. "But, we do not question anybody about the motive for the purchase and will supply anything that is within the law," she said.

The law prohibitedthe sale of automatic firearms and teargas, dealers said.

Although it was difficult to obtain a licence for semi-automatic weapons, these were available for sale, they said.

SERVICES SECTOR — GENERAL

1993

Dying has become a grave problem

Sowetan 8/1/93. (286)

By Ike Motsapi

■ TRASHY SERVICE *Some coffins are so bad that they are not fit for a dog:*

FUNERAL undertakers in Soweto and surrounding areas are fleecing bereaved families of thousands of rands by inflating funeral costs immediately after the signing of papers requesting their services.

A *Sowetan* investigation has revealed that most undertakers promise to charge about R800 to cover funeral costs but this figure "skyrockets" as soon as families of the dead have signed on the dotted line.

The catch is that undertakers promise families a coffin, two buses, a grave fee, tents, chairs, tables, a hearse and a family car.

However, our investigation has also revealed that it is impossible to bury a person for only R800.

For instance, to hire two buses one has to pay R340. The fee for a "general" grave is R130, while a family grave costs R210. Catering facilities add another R275.

So, with R800 families cannot even pay for the coffin and the hiring of a hearse and a family car.

Our investigation has shown that most undertakers in Soweto use this "Catch 22" to get business from the bereaved families who find themselves later having to pay up to R2 000.

Competition for business

The motivation for the "Catch 22" syndrome is competition for business among undertakers.

Mr David Jackson of B&R Poonee Funeral Homes said: "It is a pity that many undertakers are taking people for a ride.

"This is terrible because one needs at least R1 800 to get a decent funeral service.

"With this amount families of the dead can at least choose a decent coffin for their dead, get 40 chairs, two tables, two Putco buses, a tent and many other facilities.

"What is happening is that families are being lured into signing contracts with the promise of being charged about R800.

"Once they have signed, the contract becomes invalid.

"What is distressing is that coffins shown to the families are so bad that one cannot even bury a dog in them," Jackson added.

Mr Tony Guiness, public relations officer of City Funeral Directors, said his basic services normally cost around R795.

He said this amount changed according to the needs of the bereaved families.

Expensive coffins

He said: "Some families normally choose expensive coffins. This will make the cost rise." Families had the right to choose what they deemed best.

For instance, they might opt to bury their dead in expensive coffins and obviously that would mean that they have to dig deeper into their pockets.

Mr David Kupane, of Kupane Funeral Undertakers, said: "It is impossible to bury a person for R800.

"The cost of hiring two Putco buses, transporting the body to and from the mortuary and delivering it for burial plus the hiring of a hearse and a family car is R500.

"The cost of a coffin, grave and the preparation of the body is not included.

"It is sad to learn that our people have been abused like this. Some people are taking advantage of the ignorance of our people in times of need and distress.

"We at Kupane Funeral Undertakers offer a funeral package of R1 600, which includes a decent pine coffin and not the three-ply types offered by some undertakers.

"However, if families choose to bury their dead in expensive coffins the price will be higher than our quote for basic service."

He said he encouraged his clients to take out R20-a-month funeral policies which are available at Kupane Funeral Undertakers.

"This serves them better in times of need because they need not worry about not having money to bury their dead," he said.

Ms Sarah Motshweneng of JD Funeral Parlour accused some fellow businessmen of using "dirty tactics".

She said: "There is no way one can conduct a funeral for R500 or R800 because that is absolute trash.



Tony Guiness

"It is better for people to lay their cards on the table so that they can decide whether they need your service or not.

Tension and hatred

"To mislead them only creates unnecessary tension and hatred.

"It is good for undertakers to compete among themselves but it is bad if people are used as pawns because in the end they are the ones who have to pay up."

However, families are up in arms against undertakers over this practice.

Mrs Sebodu Mogagatlanyana, who lost her husband last year, said she was promised a full funeral service at a cost of R980 but she ended up paying R2 500.

"This is a rip-off," she said angrily.

Another family, who chose to remain anonymous, said they ended up paying R1 900 for the funeral costs of their dead after being told that they would be charged about R850.

Guiness on low prices

Sowetan 14/1/93

286

By Joshua Raboroko

■ Coffin plant helps undertaker lower funeral costs:

A PROMINENT funeral undertaker has defended the low prices he charges hundreds of bereaved families in townships, including Soweto, to bury their dead with dignity.

Managing director of City Funerals Mr Tony Guiness emphasised yesterday that it was possible to deliver a complete funeral service for R795.

He was responding to earlier claims by some undertakers that it was impossible to provide a funeral service for R795, a claim some referred to as "absolute trash".

The undertakers maintained that it was, for instance, impossible to hire two buses for less than R340. The fee for a "general" grave is R130, while a family grave costs R210. Catering adds another R275.

Guiness contended that the service included:

● A fully trimmed and highly polished coffin;

● Hiring of buses, a Cadillac hearse, a family car, one tent, 40 chairs, two tables, a coffin stand, a lowering device and grass mats at the cemetery;

● Removal of deceased from Johannesburg area;

● Delivery of deceased to night vigil area;

● Mortuary facilities, irrespective of period;

● Courtesy transport for funeral arrangements;

● Issuing of death certificates and telephone calls; and

● Professional consultancy for funeral arrangements.

These claims by undertakers came after reports that funeral undertakers in Soweto and surrounding areas are fleecing bereaved families of thousands of rands by inflating funeral costs after the signing of papers requesting their services.

An investigation revealed that most undertakers promise to charge R800 to cover costs but the figures "skyrockets" as soon as bereaved families have signed papers.

Justifying his low prices, Guiness said his coffin cost R390; tent, chairs and two tables R75 and two buses R330.

Nacssa dares funeral undertakers

286

Sowetan 20/11/93.

By Mzimkulu Malunga

FUNERAL undertakers may have their share of the market substantially reduced when burial societies officially launch a coffin manufacturing company.

This week's "invasion" of the market by the National Association of Co-operatives Societies of South Africa (Nacssa) is the latest in a series of strides aimed at establishing black control in an industry to which they are major contributors.

Encompassing burial societies, women and mehodisano clubs, the organisation says the birth of Nacssa Coffin Manufacturers (Pty) Ltd

■ Urged to co-operate with NCM:

(NCM) means people at grassroots level will be able to buy coffins cheaper.

NCM will also be looking at the export market. The first 50 coffins were sold to a customer in Botswana last weekend.

Coffin prices range from R150 to R1 000.

Undertakers in the townships charge over R1 000 for their cheapest coffins.

Nacssa says undertakers have a choice of buying from NCM or to watch while consumers purchase directly from the manufacturer.

According to NCM's managing director, Dup du Plessis, undertakers sometimes buy coffins from manufacturers for about R200 and sell them for R1 000 or more.

Nacssa bought the company for R250 000 from Du Plessis, who retains a 20 percent share and still manages NCM.

Nacssa's executive director, Sam Muofhe, says: "The launch of NCM is in line with our purpose to increase black economic empowerment."

NCM currently employs 15 workers and produces about 50 coffins a day.

The objective is to employ 60 more workers this year and to increase production to over 200 coffins a day. Nacssa's next stop is to start its own funeral undertaking business.

The South African

w/mail 22/1 - 28/1/93

(286)

One of the few industries doing a brisk trade despite the recession is the multi-million rand funeral industry.
By **PAT SIDLEY**

SOUTH AFRICAN law does not require the burial, cremation or disposal of a human body. As long as the body does not deteriorate in a way which would infringe local health and hygiene laws, it could effectively be embalmed and placed in its favourite armchair by the television.

The fact that most peoply are unaware of this option probably makes life — and death — much easier for the funeral industry.

It is a major business, linked to the insurance industry and, in some cases, owned by it. It is labour-intensive and the equipment, like large fridges for many bodies, is pricey.

Individual firms within the industry own crematoriums, coffin factories and some cemeteries, perform embalming, loan out people for the occasions, see to the bureaucratic niceties of death (certificates, registrations, notices in the paper, flowers, nice words, transport, etc) and sometimes deal with the grander issues of local politics. Undertakers have had a more prominent than usual role in political funerals — particularly where a massacre takes place and several bodies need to be dispatched in a seemly fashion.

The independent undertaker, Frank Thomason, who buried Helen Joseph earlier this month noted that her funeral was cheap, quite contrary to the impression on the day. The coffin had been donated, and there was not much else that had to be done, he said.

But most funerals are very different. A funeral with a relatively inexpensive "box" (coffin) and "the usual trimmings" will cost anywhere between R2 500 and R3 000, depending on where it is held. The costs for a consumer will break down roughly into a third for the coffin, a third for services (labour, cars, refrigeration, etc) and one third for disbursements like funeral notices and death certificates.

For HT Group (known on the Reef as Doves, in Cape Town as Goodall and William and by various other names in other centres) this means an annual turnover of about R70-million. With the added costs of the disbursements, which the undertaker lays out at the front end for consumers but recovers from them after the funeral, the revenue figure of the company is closer to R100-million.

HT Group, once part of an insurance company, accounts for about 65 percent of white funeral business. One of its five executive directors and owners, Dr Chris Molyneux, said it also accounts for about 15 percent of the black market and 25 percent of the coloured market.

"We do not do Jews and Muslims," another spokesman of his firm says — referring to the religious preference of the two communities to handle death among their own according to religious law.

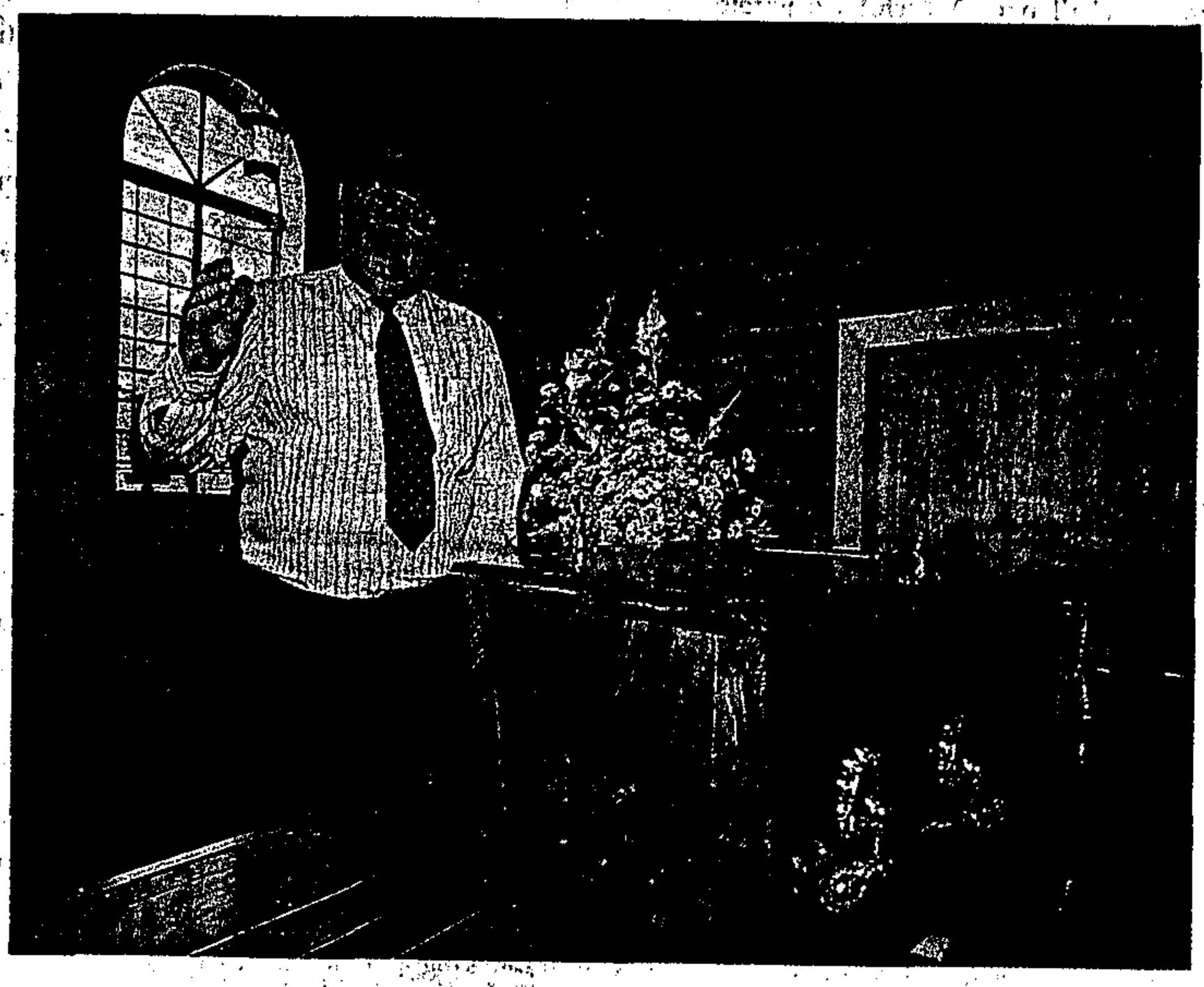
According to Molyneux, about 85 percent of South Africa's English-speaking whites prefer to be cremated and Afrikaans-speaking whites prefer to be buried. This, he says, is because the Dutch Reformed Church is not in favour of cremation.

In keeping with the rest of the world, he says, the more white collar the consumer, the more likely the funeral will be inexpensive, or end with a cremation. Conversely, the more blue collar, the more likely a great deal will be spent on the funeral with an expensive coffin (they can go up to R12 000 for an imported metal box) many cars and official mourners and lots of flowers.

HT Group is often accused of being a monopoly — "because I'm big", says Molyneux, whose doctorate from Stellenbosch

Life in the death business

What is is that makes ebullient undertaker Frank Tomason want to spend his days among corpses? It's a job, he tells **ALEX DODD**



Frank Thomason ... 'People do have the impression that undertakers are wierdos' Photo: GUY ADAMS

WHEN Charles Dickens created the sinister black-clad personage of Mr Sowerberry he initiated an icon which echoes through the narratives of popular culture. That image of the undertaker as an etiolated and sombre freak has indelibly marked the average consciousness.

Frank Thomason prefers to call himself a funeral director. "It's not like it is in those American TV programmes," he says. "Life's not like that." The presence of this ebullient character with his rosy cheeks, firm handshake and basic pin-striped shirt dispels decades of accumulated myth-making.

The only thing that's Victorian about him is the building in which his offices are located. Amid the industrial hubbub of Braamfontein West with signs advertising Joko tea, beer on special and scrap for cash is Thom. Kight and Co: funeral directors, monumental masons, funeral insurers and florists.

"We've grown from doing 60 funerals a year to 1 800," announces Thomason with businesslike assurance. "There's no weird magic secret to our trade. It's A: knowing how to do it and B: doing it." Thomason has worked for the big companies but, some years back, broke away from the industry's duopoly to form an independent funeral service (with his partner) which has grown from strength to strength

But what on earth inspires him to spend his life embalming corpses in morgues and organising funerals for the weeping and wailing? There are those chilling little tales that fill space on the back page of the Sunday papers (when the priests and duchesses are well-behaved) suggesting that only necrophiliacs get job satisfaction from undertaking.

Thomason chuckles dismissively at the thought. "I've read stories about it. But I've been in the industry for 35 years and I've never come across anyone like that. But sure ... I suppose there are a lot of real sickos out there."

And what about spirits and poltergeists? "Oh, I've been into so many places that are supposed to be haunted — with ministers who've been called out to exorcise the demons and all sorts, but I've never experienced anything. Maybe I'm unreceptive or something."

Thomason became an undertaker by chance: there were no family connections. "I wanted to be a sailor, but I couldn't be a deck officer because I wear glasses and I found out that I'd have to do two years' training before I could go out to sea."

So at the age of 17, he was working in an "emporium type store" in Britain when a job came up in a funeral service owned by the same company. "I was fed up with the job I was doing, so I thought I'd apply for something different."

Thomason admits to having got the heebie-jeebies when he first considered the prospect. "After my job interview we went to the chapel next door and there was a coffin at the other end of the aisle. When we got to it and the guy was about to open the lid, I said: 'Don't bother!' and I nearly ran a mile. But it's a fear you soon overcome. The dead really can't hurt you."

He studied anatomy, chemistry and the physical aspects of embalming — a certificate from the British Institute of Embalmers decorates the wall of his otherwise unremarkable office. He came to South Africa in 1965 when he saw a job advertised in the local funeral directors' magazine.

Thomason explains about arterial injections: "When someone's dead you can't see the veins, so you inject embalming fluid, replacing the blood so you can see the veins again. Colour returns to the nails which go blue when you die. It's not always that simple: sometimes the arteries are severed during post-mortem and we have to pick up here, there and everywhere ..."

But embalming is only a small part of what being a funeral director is all about. Thomason liaises between the medical and legal professions, the local cemetery and the local crematorium for his clients. "This is a high pressure job, especially in speedy gonzalez Johannesburg: if the funeral's at 2pm on Friday it's at 2pm on Friday — not 10 to and not 20 past. If you're not there — if everything's not absolutely perfect, you've blown it. It's not like buying a fridge, where if it's faulty you just take it back and the salesman gives you a new one. Funerals are a big thing and you can't afford to mess up."

Thomason is on call 24 hours a day. "People don't choose when they want to die. If someone dies at 2am on a Sunday we've got to organise for the body to be collected and brought back to the mortuary."

He speaks about his job as a process of ongoing discovery. "One of the things you have to learn in this business is about all sorts of religions and customs. If a Lebanese guy walks in here and needs to have his father buried, I've got to know all the details about Lebanese burial rites."

But he's still a proponent of the "good old Irish wake". "These days we've got all these books on grief syndromes — psychologists trying to pick our brains. You could just go to Uncle Pat's funeral where everybody gets stoned out of their brain. Some say he was an old sod — others say he was such a good chap. And the next morning you wake up with an awful hangover, but Uncle Pat's been laid to rest. We all get rid of the pain in our own different way: you might shout at the moon and I'd drink a bottle of whiskey."

He's never been snubbed, but people do treat him with initial scepticism. "People do have the impression that undertakers are weirdos." Thomason's heard every joke in the book about undertakers. "I always say to people that if I can't tell them the punchline before they get to it, I'll buy them a beer."

It's essential to maintain a sense of humour when you're dealing with traumatised people day in, day out. "We talk about Aunty Milly's kitten and Uncle Pat's favourite budgie and Maggie Thatcher here has often done the old trick." He picks up a little rubber bust of Thatcher with an over-pronounced nose, gives it a little tweak and Britain's ex-prime minister gives a ridiculous, high-pitched squeal.

"The bottom line is that when people leave my office, they're happy that mom or dad or whoever is going to be well looked after."

way of death

w/mail 22/1 - 28/1/93 (28b)

University is on how people chose between cremations and burials. He gives convincing statistics to show his group is not a monopoly. In Salt River alone, he says, there are some 79 funeral directors.

However, many independent undertakers buy their coffins from the group, or from the other major funeral group, Avbob, which is primarily an insurance business which owns a funeral division.

Molyneux says his group's coffin-making branch supplies about 40 000 coffins a year to its own group and about 45 000 more annually to the outside trade. "We're the biggest major supplier in the country."

The group owns several crematoriums around the country, including Durban's, although not Johannesburg's, which is owned by the city council.

No funeral undertakers are listed on the stock exchange in this country — and very few anywhere else in the world. One industry spokesman put forward the possibility that this may be because the public would be hesitant to buy shares in an industry dealing with death.

The industry worldwide works on fairly set figures of deaths in the population. Around 8,5 people in every 1 000 will die each year.

The coffin industry here does not quite cover this, but many rural Africans bury their dead in blankets or in animal skins, according to local custom.

The funeral industry tenders every two or three years (depending on the local authority or state's requirements) to supply coffins for paupers' burials or cremations.

A pauper, says Molyneux, is a statutory term referring to a body which has not been claimed or identified. It does not refer to an impecunious member of a poor family who dies at home.

Each province has differing ordinances relating to the disposal of paupers' bodies. In the Cape, for instance, where most are cremated, the cremation can only take place after the body has been identified. In the Transvaal, unclaimed bodies are photographed and fingerprinted and then cremated.

For private burials, it appears that the industry surrounding death, like any other in this country, reflects the South African condition.

Helen Joseph's funeral was the final irony in her very political life, and equally political burial rites.

In order for her to be buried in Avalon cemetary in Soweto by white undertakers not resident in the township, a levy of R180 had to be paid to the Soweto council.

It is, say undertakers, a racially discriminatory move intended to keep the black funeral business in black hands.

There is a largely white funeral directors' association, an entirely black one (which will not admit whites) and an independent and non-racial association for all those not included in the others. To the cynical, it may seem unnecessary to maintain these political and racial divisions in this particular industry — but in a country which segregates its cemeteries, this is par for the course.

Rituals that heal the loss

Differing religions use different rituals to the same end: honouring the dead and comforting the surviving.

By **ROSALEE TELELA**

FUNERALS respond to our fundamental questions — what happens when we die? How do we adjust to loss? says Jocelyn Hellig, a lecturer in religious studies at the University of the Witwatersrand. "It's the ritual that enables us to come to terms with the actual death."

The rituals embody themes common to all religions and cultures: honouring the dead; preparing the dead for a journey into an after-life; purifying the living of contact with the corpse; a patterned and communal expression of grief; and gathering — often feasting — in the wake of the funeral.

In Judaism, says Hellig, "before a person dies there is confession — the *shema* — and after death the deceased has to be much honoured. Someone must watch over the body until it is buried." The body is washed by members of the same sex and after purification it is wrapped in a white shroud.

"The coffin and the shroud must be simple. This denotes equality," she says. All are equal in death, equal in the eyes of God: all are buried in a wooden coffin with rope handles. Mourners tear their clothing to "affirm God's right to judge". After the coffin is lowered, each mourner puts into the grave three shovelfuls of soil.

Jewish people adhere to a stringent mourning period. "For a full week you do not go out or go to work, the community comes to you," she says. The period can extend to 30 days.

Jews are buried, not cremated, because "when the Messiah comes everyone will be resurrected".

Islam also has systematised burial rites. Faizel Hoosein, a Muslim from Lenasia, says "we bury our dead as quickly as possible, mostly within 12 hours after death".

The body is laid out on a "tray", given a *gusal* — bath — at home or in the burial parlour, administered by members of the same sex as the deceased. The body is dressed in white calico material.

Muslims carry the body not below the shoulder, as Christians do, but above it. No woman is allowed to attend the burial. A prayer — *janaaza namaaz* — is said before the body is lowered into the grave and the men stand in congregation to perform it. Afterwards, members of the immediate family go down the grave and receive the body as it is lowered into their hands and placed on the ground, says Hoosein.

The body is placed in the sand and covered with wood. More sand is thrown in as the Moolana recites a prayer, the *fathia*. Then people pay their respects by looking towards the grave. Supper is served afterwards at the residence of the deceased.

Mourning takes 40 days. For Muslims, although the body fades into nothingness, the soul remains intact.

Black South Africans, caught between a pre-Christian past and the culture of European colonisers, struggle to find a middle ground in their burial rituals.

Mabel Masetlane from Soweto recalls: "Our mothers told us that when someone died in the old days, a cow was slaughtered and the person wrapped in its hide and placed in a sitting position in a grave or cave."

When a king or chief died, a person would be sacrificed to accompany him. "Today people bury their dead in coffins and nail them shut. It is not right," she says.

Another Sowetan, Portia Nkosi, says modern African burial rituals fuse elements from Zulu customs, Christian rites and urban life.

The day the body is due to be brought home, elderly women go to the mortuary to wash and dress it. "A blanket, broom or mat is placed on top of the coffin for the deceased to use on the journey to next world."

"The body is brought home in the afternoon and elders and relatives sit in the room the person used to sleep in. They have to cover their head and shoulders as a sign of respect," she says. Only women perform this ritual.

An all-night vigil is held in preparation for the funeral the next day: a beast is slaughtered and vegetables peeled in preparation for the feeding of the mourners after the funeral. During the vigil "those who want to pay their respects sing hymns and there is also a priest who comes in to comfort the family, even though the family or the deceased may not be religious".

After the funeral, mourners wash their hands in basins of water containing the plant *intelezi*, which is supposed to take away the bad luck which may come with accompanying the body to the graveyard.

Within 10 days of the burial, spades used to cover the grave are washed with the *intelezi* infusion. Later, there are cleansing rituals for close relatives of the deceased, using water infused with *intelezi* and the internal organs of the animal slaughtered for the funeral feast. The dead person's blankets and clothes are also washed.

Unlike Judaism and Islam, Hinduism allows for its followers either to bury their dead or to cremate them. After the body is cremated, the ashes are collected the next day and disposed of in running water in a clay pot. Whatever the manner of disposal, however, women are not allowed to attend cremations or burials.

White — the colour of purification — is the colour of mourning.

Hinduism is based on astronomy, says Gwen Pillay, a Hindu from Lenasia. "Certain hours are good and others bad for a burial. A Brahmin consults charts for the right time."

In keeping with Hindu rules of mourning, there are ceremonies on the third, 10th and 15th days, and a month after the funeral. Eleven months later there is a memorial service, when the soul is set free.



Tree of souls ... Memorial plaques displayed on a tree trunk at the Hindu crematorium in Brixton Photo: GUY ADAMS

The right words for eternity

By BAFANA KHUMALO

DYING is a very serious business in this country, says Joy Fenske. She should know — she has been in the trade of making and selling gravestones for 12 years.

"I got into the industry quite by accident," says Fenske. Her children had grown up and she decided to go back to study commerce at university. A friend got her a part-time, clerical job in an undertakers' office "so that I could make ends meet as well as have enough time to study". This short stint led to a full-time career. She now has her own tiny shop, flanked by a hardware store and bank offices, in downtown Johannesburg.

Her clientele is 90 percent black and the rest is made up of white, coloured and Indian, mainly Christian, people. Her dealings with the bereaved have developed in her an acute understanding of the different ways in which people of different cultures deal with death. "Black people, for instance, accept death more easily than white people do," says Fenske of her customers.

The different groups she serves also have different ways of paying their respects to dead loved ones. "Black people believe that the more respect they have for a person, the more they have to spend on them when they are dead.

"People will come and say, 'My mother worked for a very long time as a domestic worker so that she could give a me a good education. There is every reason in the world for me to spend more money on her'."

Fenske believes that white people buy tombstones when they are feeling guilty about their relationship with the dead person and do not spend a lot of money on it. "White people do it because of conscience," she says. "The person might have been left quite a lot of money and they come in to buy a token tombstone so that they can feel better about themselves.

"It's also very much a cultural thing. Greeks and Catholics spend more on their tombstones than your average Protestant."

In her job, she has to advise people on what inscriptions they can put on their gravestones. "People don't really know what to put on but mostly prefer a simple message." All of her black clientele prefer to have the words "Rest in Peace" inscribed on the stone. This is done in Zulu, Sotho and English.

In other countries, there might be a tradition of humorous epitaphs on gravestones, but not so in South Africa: "South Africans tend to be more serious."

However, "there are a number of interestingly shaped tombstones", she says, taking out a photo album of pictures taken throughout the country. They range from fireman's hats to motor bikes, with legends like: "Salute to our rider in the sky. You raced your bike. You sailed your boat. You raced your last race. Sail on to the promised land."

"People like an identity on the tombstone to link the dead person to what he was doing before he died." For Fenske, some of the tombstones are poignantly significant, like those that have a tree stump. This, she says, "signifies a life that ended too soon, usually a young person".

For her, having to deal with bereaved people is not usually traumatic because by the time people come to buy a tombstone, they have accepted the death of a relative or friend. However, one day a man came to her shop to buy an urn and a commemorative plaque for his wife who had committed suicide.

"He asked me to make one for him too and keep it until he died," says Fenske. At first she refused, because she did not have storage facilities, but the man said that his father would come and collect the urn the following morning. "When his father came, he told me that his son had shot himself the previous night," says Fenske, sadly.

Dirty tricks in the violence business

By PHILIPPA GARSON and SARA BLECHER

WITH more private security companies entering the market daily, the violence industry is expanding at an alarming rate, with security guards performing many of the functions of an ever-strained police force.

Many of the 11 policemen who leave the force every day are taking up more lucrative jobs in the private security sector. Comments Coastwatch head Tom Connolly: "The fact is, if you're a warrant officer earning R3 000 a month, you can start a company, get 20 guards and your salary will be doubled. That's why many ex-police are opening companies or joining them. There's never been a demand for firearmed guards like we're having now, simply because there aren't enough police."

With new companies constantly entering the fray, competition is fierce. Some are no more than "fly by night" operations which last little more than a few months and are staffed by only a few individuals. Many stoop to "dirty tricks" operations to take business from competitors. Sabotaging other companies' sites by diverting security guards and staging break-ins is not uncommon. Security companies have been known to threaten clients who want to terminate contracts. Says one security company director: "It runs like a gang. If I can get anything on you, I'll take over your site."

Security Officers Board (SOB) registrar Frans Lubbe confirmed that "dirty tricks" were a major problem in the industry.

Another problem is the exploitation of security guards who must perform dangerous work with inadequate training, and who receive poor wages. Commented one guard: "Our boss is gaining a lot from us ... Our people are dying and when they die they don't give us anything — just the pay packet. And that's it. We have no insurance." He claims his salary is R450 per month. The minimum wage set by the SOB is R690 per month for a 60 hour week. According to Lubbe, underpayment of guards is "quite a common problem". Company owners often employ casual guards, paying them paltry wages for three months. This way they also evade having to register them with the board, which requires that companies comply with wage standards.

Rotating from one site to the next, a section of the industry exists as a nomadic labour force, living in single-sex barracks. It is sometimes company policy to send guards away from their homes to sites in other provinces, says Jane Barrett of the Transport and General Workers' Union (TGWU), citing Coin Security as an example. The TGWU, which fought for a year for worker representation on the SOB, has boycotted its seat on the 10-member committee because it believes the representation of worker interests is "mere tokenism".

The SOB is attempting to upgrade the status of security employees and set training standards by means of accrediting approved training centres and issuing training certificates through the board.

Security industry booms in Natal

W|Mail 5|2-11|2|93. (286)

Private security firms are having a field day in kwaZulu, where they are unregulated and the line between political and criminal violence is blurred. By **PHILIPPA GARSON** *and* **SARA BLECHER**

PRIVATE security companies are becoming embroiled in Natal's war zones, where the line between political and criminal violence is increasingly blurred.

At least two companies and scores of individual security guards have been implicated in the political conflict between the African National Congress and the Inkatha Freedom Party. Exacerbating the situation is a lack of adequate controls and the fact that the companies are often staffed by former security force members and rightwingers.

Security companies and guards operating in kwaZulu are not subject to the restrictions imposed by the Security Officers Board, which stipulates that all companies and their employees be registered and that all employees have clean records. In effect, a convicted mass murderer may work as a security guard in kwaZulu.

Employees of Reaction Against Theft (Rat) have allegedly participated in attacks in Umlazi township. According to Umlazi residents, the Rat guards were approached by Inkatha-aligned councillors to help in an attack on ANC supporters last year. They said the Rat guards wore brown camouflage uniforms and that white men in identical garb were spotted at the scene of the conflict.

Shane Lockston, who heads Rat, allegedly sells rounds of ammunition to IFP supporters. He denied this, saying: "I can't afford to sell ammunition to Inkatha. I would lose my licence for weapons and have to close down."

Lockston also denied that his guards had participated in any violence, though he added that he had heard rumours to this effect. "I'm not at the site, I don't know what the guys are doing in the day. You don't know who you're employing these days. I employ 90 percent whites, and half of them are Afrikaner Weerstandsbeweging members. The AWB is Inkatha-orientated."

A source in the industry said many security company bosses had joined the IFP, which gives them easy access to gun licences in kwaZulu. Last year kwaZulu leader Mangosuthu Buthelezi issued a statement saying gun licences must be given on demand to IFP members, to protect their communities.

Gavin Ainsworth, a manager at Springbok Patrols, denied that he is an IFP member, though he was photographed as a delegate at the IFP's annual conference last year, wearing IFP garb.

According to security guards, their bosses prefer to recruit IFP members. Two employees from CRG in Empangeni said they had been told they would be fired if they refused to become "informers" for their boss. Their company refused to employ ANC supporters, they said.

The industry source said: "Because of the good relations between Inkatha and the AWB, we employ mostly Inkatha members. When a person applies, he is asked about his political affiliation. But there's no trust of Inkatha people either. So those who do the dirty work are mostly whites.

"Most of the white members in the security companies are AWB members or sympathisers. Most companies take former army or South African Police guys because it's cheaper. They don't have to be trained."

The source described security companies as "the best front you can use. You can work in the townships and no one's going to ask you what's going on.

"People in companies do get up to things that are not necessarily company policy. There's no control over them, like in the police force. They work as individuals. The owner isn't in the field, he sits in his office. The guys in the field can do what they like."

Many guards, he added, move from one company to another to avoid detection. "A guy will pull off a job, maybe there'll be an unnecessary killing, then he'll move off to the next company."

Security Officers Board registrar Frans Lubbe confirmed that some companies were moving their offices to kwaZulu, where they do not fall under the ambit of the Security Officers Act.



Gavin Ainsworth, a manager at Springbok Patrols, photographed at the IFP's annual conference last year, wearing IFP garb

"They are not compelled to register there," Lubbe said. "But that's kwaZulu's problem. They should say they would like to have them registered in terms of our Act. They don't fall under our control, but there's nothing we can do about it."

Even if a company is registered in South Africa, it may use unregistered guards in kwaZulu. Many Natal townships, like Umlazi and kwaMashu, which are a mere stone's throw from Durban, also fall under kwaZulu's jurisdiction.

Since the board was established in September 1989, it has registered 100 000 security personnel, who are subjected to extensive screening. According to Lubbe, "terrible stuff" has been weeded out in the screening process. "Some of the potential security officers we've eliminated are habitual criminals," he said.

The board has lodged an application in the Durban Supreme Court to shut down the business of controversial Combat Force director Norman Reeves. In the murder trial last October of a Combat Force employee, it emerged that Reeves had issued "shoot to kill" instructions to his guards and offered R100 "bonuses" for every "black head".

During the trial, Mr Justice P Meskin referred to Combat Force as "nothing less than an unlawful private army". The trial led to an investigation of Reeves and his company by Natal attorney general Karl Koenig, which is still under way.

Reeves employs ex-32 Battalion and Selous Scouts members, and also uses *kitskonstabels* and police ammunition for his security operations. He was fined last year for possessing a number of unlicensed firearms, some belonging to the SAP.

Last week, the controversial director and his guards were at the centre of conflict between taxi drivers and a kwaZulu-owned bus company, Eagle Liner Intercity Coach Services, in Durban. Employed by the bus company to protect passengers and the driver, Reeves and his armed guards provoked angry responses from a crowd after arresting a man.

In Port Shepstone on New Year's Eve, a white security guard shot several people, injuring four, at a taxi rank. The incident occured during a skirmish between residents and off-duty police, who arrived at the rank in a bakkie with covered number plates. A security guard from Balarm Security also arrived and opened fire. Witnesses said the guard had arrived together with the off-duty police, but the police denied this. Peace monitors now fear that the carefully negotiated peace pact in the area is in jeopardy.

Evidence of the involvement of private security companies in political violence is not restricted to Natal.

In the Ciskei, Peaceforce, which aims to hire 2 000 people — the size of the Ciskei Defence Force — was involved in an incident in November during which schoolchildren were shot.

The Goldstone Commission is also investigating an incident where guards from Springbok Patrols were allegedly involved in an attack on train commuters in Soweto in November last year.

Lubbe said he had never received any information implicating security companies in violence: "Maybe there are certain security officers with political preferences, but they have specific duties prescribed by their employers."

No employers, Lubbe added, would admit to having political agendas.

NEWS Eleven people now in detention over illegal arms

Security company denies allegations

Sowetan 12/2/93 (286)

By Joe Mdhlela

■ Chief says he did not swindle his students:

THE managing director of Project-Sphere Security Training yesterday denied that his company had swindled aspiring security guards of R100 each.

Reacting to a report which appeared in *Sowetan* on Wednesday, Mr Abel Phungwayo said the allegations made against his company were not true.

"All what was written about me was false. I think the whole thing is aimed at discrediting my company. They are out to smear my name," he said.

He said a suggestion by Mr Danie Engelbrecht of Springbok Patrols that the people he (Phungwayo) had trained were ill-equipped was false.

"I give the best instruction, approved by the Security Officers Board. Even if I have a small company I have a good reputation. All my students can back me up. They have been thoroughly trained in all aspects of security," he said.

The person reported to have been the spokesman for the students at Project-Sphere Security Training, Mr Albert Mazingi, also denied comments attributed to him in the report.

"I have never made newspaper comments about Mr Phungwayo's company and I was surprised to see my name in print," said Mazingi.

He said suggestions that they were "blank", as claimed by Engelbrecht of Springbok Patrols, was not true.

"To show how good the training was, I received a 100 percent pass in First Aid, fire fighting, bomb dispolsal training, phonetics-alphabets, general patrolling and drilling," he said.

Conviction of guards urged

STAR 16/2/93

By Anna Louw
East Rand Bureau

The State yesterday called for a murder conviction in the Delmas Circuit Court trial of three former Fidelity guards who allegedly hanged colleague Samuel Kganakga upside down from a tree, shocked his genitals with an electric machine, lit a fire under his head and shot him twice.

Elbie Leonard was presenting argument at the trial of Willem Oosthuizen (26), Johan van Eyk (37) and Hendrik Gerber (43) who allegedly murdered Kganakga on May 21 1991 while they were members of a Fidelity Guards investigation unit. They had questioned Kganakga about the theft of R60 000 from the company.

The State said it was common cause that Kganakga's body was burnt and found days later with a hand chopped off.

Leonard said the court had to determine who had slain the guard. She said Gerber was not as innocent as he would like everyone to believe, and that Oosthuizen's version of what happened was not credible.

The court was told that Gerber was clearly the leader of the group and had initiated the interrogation. Leonard said Van Eyk took part in the torturing and did not try to stop anyone else. "He is also the one who got rid of the body."

The defence called for a conviction as accessory after the fact for Oosthuizen and assault in the case of Van Eyk, adding that Gerber had at no time intended to kill Kganakga.

The hearing continues.

Importance of future education initiative underlined

BIDAY 16/2/93

THE introduction of the ACCA qualification in SA serves to emphasise the importance of the Public Accountants' & Auditors' Board (PAAB) initiative in setting up its Future of Accounting Education in SA (Faesa), says Rhodes University accounting professor Jeff Rowlands.

The ACCA is a participating organisation in Faesa.

"The Faesa project was established in 1991 under the chairmanship of Prof P de V Booysen, retired vice-chancellor of the University of Natal.

"Its brief is, firstly, to analyse the future need for accounting information and accounting services, secondly, to identify and define the type of accounting expertise necessary to meet information and services needs and, thirdly, to make recommendations regarding structure, content and scope of education and training of accountants," says Rowlands.

Rowlands says the brief given to Faesa includes the full range of accounting services, qualifications and expertise. The introduction of the ACCA is therefore of direct interest to Faesa. The ACCA has been represented on the Faesa Consultative Council from the inception of the Faesa project.

"The Central Working Group (CWG) of Faesa is conducting a number of research projects aimed at gathering data upon which to base its recommendations. A survey is being conducted, with the assistance of the Human Sciences Research Council, of all educational institutions and of certifying bodies.

"A second project also analyses the information and personnel needs of the private sector. A third project is gathering data about accounting requirements in non-government organisations, while a fourth will analyse accounting requirements in the public sector."

Faesa is concerned about the under-representation of blacks in the profession and feels any initiatives in accounting education should address this.

The question of over-qualification at the professional level and the possibility of a structurally tiered profession are also being addressed by Faesa.

Faesa will publish an interim report by mid-1993 and a final report by the end of the year.

PAC calls for greater access to information

(L DAY 16/2/93

THE composition of the Public Accountants' and Auditors' Board should include representatives from the trade unions, the National Consumer Council, accountancy students, the private sector and the state sector, says PAC economics spokesman Sipho Shabalala.

He argues the democratisation of SA will increase the number of legitimate users of accounting information well beyond those currently represented on the board and served by the accounting profession.

He says workers, as well as managers, should have access to accounting information.

In addition to shareholders and providers of financial resources outside individual enterprises, consumer organisations and national trade unions should also have access.

Voters, state employees and consumers of state services should have access to state accounts. And accounting students, as the support base of the accounting profession, should also be accommodated.

Shabalala believes there is a need to develop accountants to serve the public sector on developmental projects and community-based organisations.

But for this to happen, the Theory of Accounting certificate should be made more practical and students preparing for it should be placed in accounting firms.

Professional accountants should also be trained to be effective "team players" with other specialists within business organisations, Shabalala says.

He believes additional subjects — like strategic management, organisational behaviour, money and capital markets, communication skills and macroeconomic accounting — should be included in the education of accountants.

(Str... 486

He says information systems and processes should be structured to provide information on the current and future social and economic needs of the different sections of society.

In addition, accounting for the redistribution of wealth — which Shabalala expects in a democratic SA — requires appropriate economic and social measurements of existing wealth so as to determine "the exact size of the cake".

Practices like confidentiality, objective economic measurement and conservativism in the measurement of economic events should not be used to conceal the size of accumulated wealth and resources, says Shabalala.

Jail for gruesome murder (286)

THREE white former Fidelity Guards employees were last Friday sentenced to prison terms of 10, 15 and 20 years respectively for the gruesome murder of a black colleague. Sowetan 23/2/93

Willem Oosthuizen (26), Johan van Eyk (37) and Hendrik Gerber (43) were found guilty of torturing and killing Mr Samuel Kganakga. Kganakga was shot, hung upside down from a tree and had his hand hacked off and his body set alight. (252)

The incident occurred on May 21 1991. – *Sapa.*

It's the quicker way to become an accountant

By TERRY BETTY

ANYBODY can become an accountant without necessarily first becoming an auditor. The London-based Chartered Association of Certified Accountants has set up office in SA and will start running courses from mid-year.

South African course co-ordinator Mashudu Ramano says the ACCA qualification allows people to do their articles or apprenticeship in a field in which they would like to become competent instead of in auditing.

For example, if a person wants his qualification in order to become a financial advisor, then he needs to spend three years working for one.

"Many people in the corporate environment have to work with figures and need experience in such.

"Few people studying to become accountants stay in auditing, so it is better to get experience in a relevant field."

A person with an ACCA qualification is capable of doing anything a chartered accountant can do, such as being an auditor, financial director or even liquidator.

The ACCA is considered to be of the highest international standard, placing few artificial barriers in front of those wanting the qualification.

Mr Ramano stresses that this is not a lower level professional qualification and is recognised under the UK Companies Act for the purpose of auditing.

It is the largest accountancy body recognised by statute in the UK, with more than 120 000 members and students. It has been in existence since 1904.

Mr Ramano says the ACCA used to operate in SA until it was incorporated into the chartered accounting profession in 1951 but has now been reintroduced as it gives more people access to the qualification.

"With the depressed economy, only half of the students can get articles with auditing firms. This way they can get a recognised qualification with experience elsewhere.

"The student can also get a better salary while doing an apprenticeship — auditing firms pay their clerks peanuts."

Mr Ramano says the course will be cheaper than its university equivalent, but he cannot quote the exact cost as lecturers and venues have not yet been finalised.

The ACCA also offers open learning packages for home studying. "The key element in this is learning through doing, so that the course is not just a passive absorption of facts but an active application of theory and techniques in real work situations."

A matriculant wanting to do the course would need 14 credits and it would take about four years. A person with a degree would get a credit and would need to study for only two years.

Security firm 'pays R100 bonus for dead blacks'

C/Press 28/2/93

BOUNTY HUN

Hunters

By S'BU MNGADI

THE boss of a para-military private security firm instructs his heavily armed employees to "shoot to kill" – and pays a R100 bonus for every body.

This is according to affidavits filed in the Durban Supreme Court this week in an application brought by the Council of Security Officers against Norman Reeves and the firm Combat Force in an attempt to deregister the company.

Reeves's employees, who allegedly included ex-32 Batallion and Selous Scouts members, obeyed his instructions to the letter. They brought in an undisclosed number of black bodies.

The boss himself was allegedly involved in the death of a pedestrian.

This week's application by Francois Lubbe, the registrar of the council, was prompted by a number of incidents in which Combat Force had been implicated.

Elias Ndwandwe, a former employee of Combat Force, said he had been Reeve's personal assistant.

Ndwandwe, 44, stated that he had personal knowledge of the "shoot-to-kill" orders and the R100 bonus for every body brought in.

On one occasion Reeves had congratulated a guard for "an excellent job in killing a kaffir", he said.

In about March 1991, Ndwandwe, Reeves, his girlfriend (Nanette Gouws) and brother (Colin Reeves) drove through a busy intersection in Milner Road, Durban. Reeves knocked down a pedestrian before speeding off.

The following day Reeves advised Ndwandwe to tell the police they had found the body on the side of the road, promising him R150 for a "good statement".

Ndwandwe made two statements to the police, one Reeves's version and the other the truth.

He added that he accompanied Reeves on many forced removals of squatters in Umlazi and KwaMashu, decribing how Reeves used his jeep's winch to pull over shacks without warning the occupants.

Ndwandwe said he had also seen Reeves physically disciplining his staff by handcuffing them before kicking them and hitting them with a rifle butt.

On July 16 last year Reeves and his company were found guilty in the Durban Regional Court of contravening the Arms and Ammunition Act.

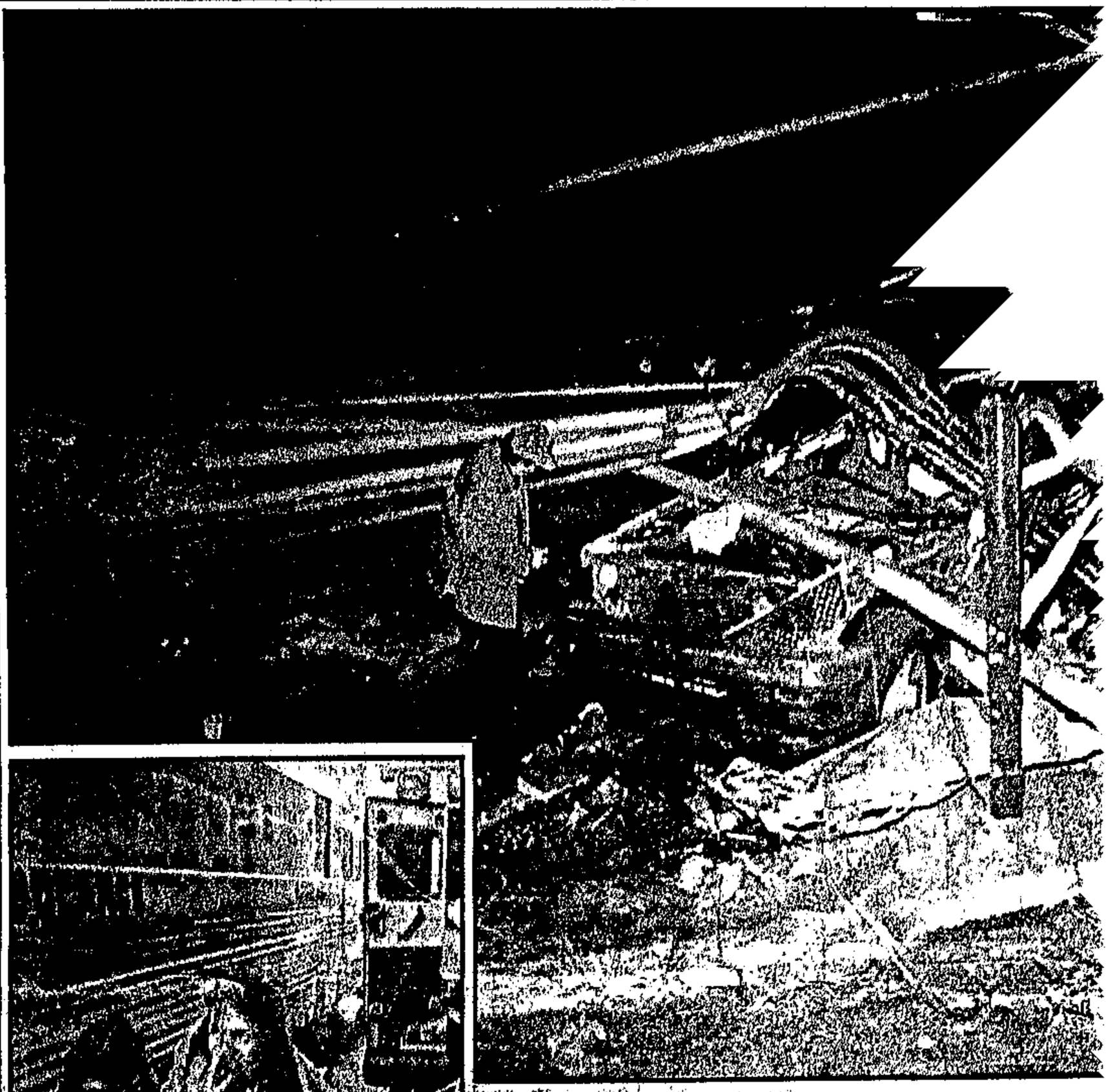
Then, on October 19 1992, Combat Force controller John Wayne Rautenbach was found guilty of murder and sentenced to 12 years' imprisonment.

Judge P Meskin said the instructions Reeves had given to Rautenbach that he was to "shoot to kill" and that he would get a R100 bonus for every body, were "quite shocking". He ordered the Natal Attorney-General to investigate Combat Force and Reeves.

From the Westville Prison this week, Rautenbach, 22, reiterated that Reeves paid him a R100 bonus.

Reeves has denied the allegation by Rautenbach,adding that his conviction in the Durban Regional Court had arisen from a "misunderstanding" of the provisions of the Arms and Ammunition Act.

The matter was adjourned to March 19.





After the NY blast

New York officials examine wreckage after the blast in the underground garage of the 110-story World Trade Centre on Friday. The explosion, caused by a car bomb in the world's second-largest building, killed at least five people, injured 600 and gouged a 60 m crater into the garage floor.City officials said at least nine groups claimed responsibility for the blast. Three of thousands who their way in the smo darkness from as high 105th storey receive me tention. A pregnant wom plucked off the roof of on two towers by a helico group claiming to repres tant Croats claimed resp ity before the blast. – AP

C/Press
28/2/93

BOUNTY HUNTERS

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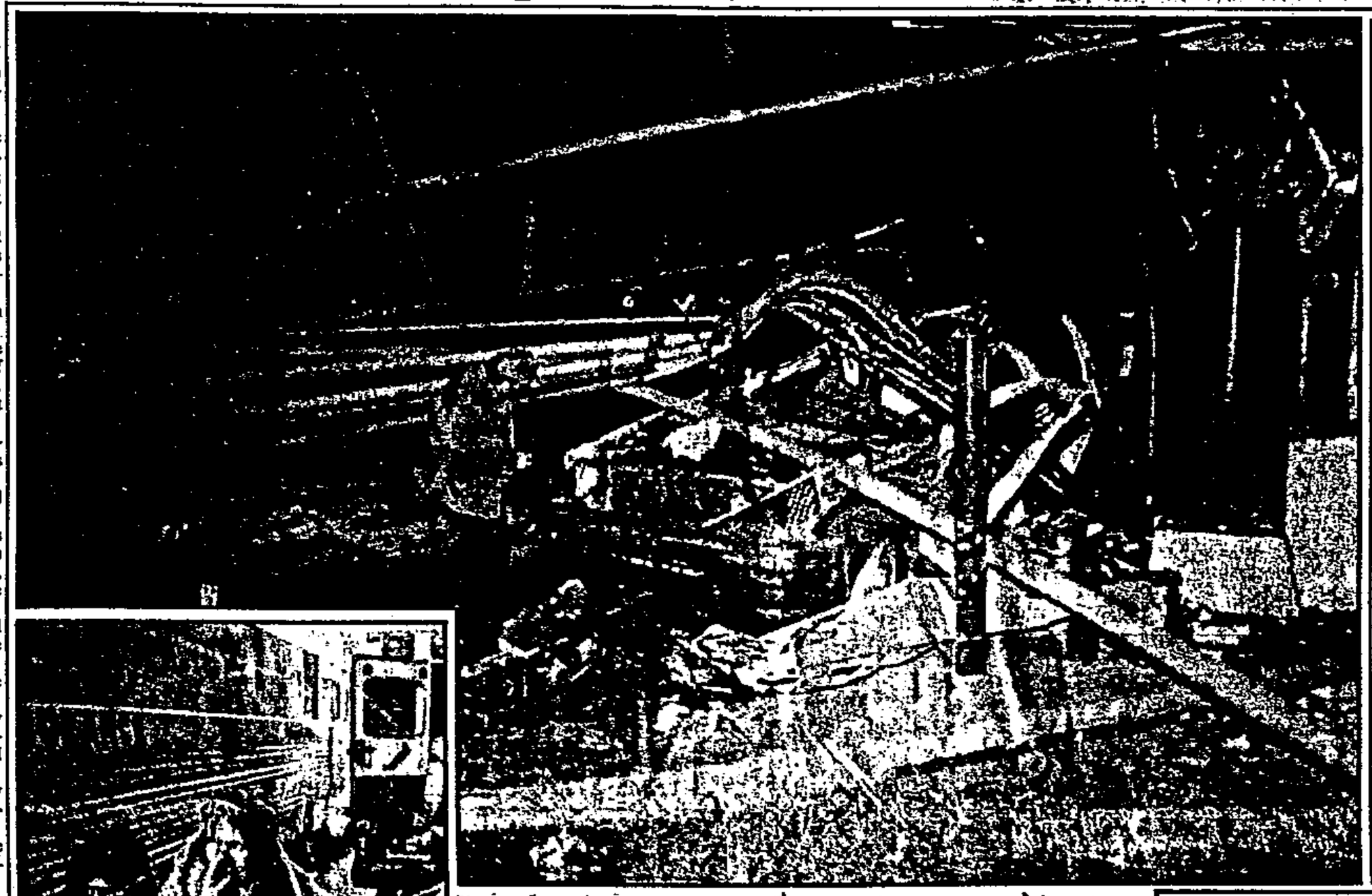

Lucky may not be lucky this time!

By BERENG MTIMKULU C/Press

PRISON could once again become home for Lucky Malaza! 28/2/93

To escape imprisonment he must prove he did not rob a bank in Bophuthatswana - of R798 000 on January 4 this year. (109)

Malaza, 33, of Zola North, and his 38-year-old co-accused Nhlanhla Mmoledi of Diepkloof Extension, were remanded in custody this week until March 12 after magistrate WR Mosito refused them bail.

Turning down Malaza and Mmoledi's bail applications, the magistrate said there is no guarantee they would not skip bail to avoid standing trial in Bophuthatswana.

Lucky Malaza had served only 36 months of a 16-year sentence for armed robbery when he was released together with political prisoners in September last year.



BRIAN



SPEAKS OUT Page 17



BLAST FROM THE PASS Page 13

After the NY blast

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sponsibility for the blast. INSET: Three of thousands who groped their way in the smoke-filled darkness from as high as the 105th storey receive medical attention. A pregnant woman was plucked off the roof of one of the two towers by a helicopter. A group claiming to represent militant Croats claimed responsibil-

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which the statement was signed, in which Aldworth said he was aware that he was admitting to theft.

Co-ops buy undertaker

(286) JOHN DLUDLU (89)

NATIONAL Association of Co-operative Societies of SA (Nacssa) yesterday acquired control of one of the largest funeral undertaking business in Soweto.

Nacssa CE Sam Muofhe said the acquisition of Kupane Funeral Directors (KFD) was part of Nacassa's drive for black economic empowerment.

He added that following the deal KFD would now spread its wings to other provinces. B|DAY 3/3/93

"This will make Nacssa funeral undertaking services accessible to the rural areas where the majority of poor people live."

While he refused to disclose the amount involved, Moufhe said "no less than R1,5m" had been invested in the venture.

KFD — which is a family business run by MD David Kupane and his wife Sophie — would retain its name and Kupane would also retain his title.

The acquisition comes a month after Nacssa bought a coffin manufacturing factory in KwaNdebele.

Nacssa represents 1 600 burial societies.

BUSINESS Major merger makes for lower-cost funerals and empowering of black business

Proud progress

Sowetan 4/3/93.

By Mzimkulu Malunga

■ JOINING FORCES Black economic empowerment takes a giant step forward:



Set to invade the market ... David Kupane, Sophie Kupane, Sam Muofhe and Dr Nthato Motlana at the official launch of the Nacssa-Kupane venture.

BURIAL societies have joined forces with one of the biggest black funeral parlours, Kupane Funerals.

Speaking at a ceremony to celebrate the merger in Soweto this week, the president of the National Association of Co-operatives Societies of South Africa, Dr Nthato Motlana, said the development was something every black would be proud of.

Time had come for black people to stop going overseas with begging bowls, hoping to collect whatever crumbs fell from the tables of sympathetic nations.

"We got used to the idea that someone out there would give us money, whereas we could do things for ourselves," said Motlana.

Though parties are tight-lipped regarding the amounts involved, the deal could not be less than R1,5 million, says Sam Muofhe, executive director of the Centre for Black Economic Development (CEBD) that engineered the formation of Nacssa.

Kupane Funerals has been charged with the responsibility of establishing a network of undertaking services for Nacssa members countrywide.

The organisation has 1 620 burial societies, women's and mehodisano clubs affiliated to it nationally.

Muofhe said the main aim of the venture was for the black community to reclaim its share of the market by rendering a better service.

"You have so many small black operators. Other communities actually pool their resources for the empowerment of their own people and we must do the same," he added.

In January Nacssa bought a coffin manufacturing plant situated in KwaNdebele for more than R250 000 as part of its overall objective to "create the black rand".

Coffins produced at the KwaNdebele factory will be sent to Kupane Funerals, who will then run funerals for Nacssa members, as well as other sectors of the community, at greatly reduced prices.

On average a full funeral costs around R1 500 but the Nacssa-Kupane venture has brought into play a scheme whereby people can contribute R20 a month to cover funeral costs.

These monthly contributions will go into in Nacssa's investment arm, Letsema Investment Corporation, which is charged with the responsibility of using funds generated by Nacssa members to buy companies for the purpose of black economic development.

"This is what we have been waiting for. With Nacssa on our side the sky is the limit," said David Kupane of Kupane Funerals. Kupane did not rule out the possibility of other black funeral undertakers joining the consortium at a later stage for the purpose of black economic empowerment.

Undertakers angry at grave situation

286 ARG 8/3/93

HENRI du PLESSIS
Staff Reporter

A SHARP rise in the price of graves in cemeteries under the control of the Ikapa Town Council has undertakers in an uproar.

Following the promulgation of a new provincial ordinance, tariffs for residents in Langa, Nyanga, Guguletu and New Crossroads have been increased from R3 an adult to R100 and R2 a child to R50.

Non-residents, who used to pay the same fees, now will have to fork out R200 an adult and R150 a child.

And, graves have to be booked a week in advance.

"This is grossly unfair — we want the people to know we are not the ones charging them so much," said funeral director Mr T Sitsila.

"The people of old Crossroads and Brown's Farm now are considered non-residents on top of it!

"How can you book a grave a week in advance? How am I to know Sitsila is going to die next week, better order the grave now?"

Mr Sitsila said the smaller parlours had to rent cold-storage space for bodies and the delay for booking would create extra costs.

"The large, well-known parlours have their own storage facilities, so they don't have to charge their clients extra. How are we smaller parlours going to survive? We already have to buy coffins from them at higher prices than they charge their clients directly.

"It is worse for stillborn babies. Now, you have to store a stillborn baby for a week, thereby prolonging the mother's agony."

However, according to Ikapa town secretary Mr Deon Adriaanse, there are some very practical reasons for the increases.

"We have not increased fees for many years, because we did not want to saddle poor and oppressed people with higher costs, but recently we have found that some parlours in other areas have been charging their clients the same fees as those for Woltemade cemetery and then burying them in our cemetery for R3.

"Obviously, they pocket the difference and we won't be able to take people into our cemetery after two years, because it is filling up.

"I also have to cover some of the costs, because I have to have the graves dug to specifications and maintain the place and keep it tidy."

Mr Adriaanse said the advance booking of one week was not a hard and fast rule, but a request.

"Obviously we can make special arrangements," he said.

I appreciate the sentiments of the hon member for Chatsworth Central. The hon the Leader of the Official Opposition, who is sitting here, did a tremendous amount of work in connection with the development at Croftdene. I want to assure the hon member that Croftdene is high on the list of priorities at the moment, and that project merely has to get off the ground. [Time expired.]

Mr M RAJAB: Mr Chairman, quite naturally I welcome the statement made by the hon the Minister and, also quite naturally, he has our full support in his endeavours. I must caution him, however. He must be realistic.

I want to tell him that he is being far too optimistic on two counts. Firstly, time has run out, not only for him, but also for this House. By the time that hon Minister can get his act together, this House will no longer be in existence. We have been sitting in this House and talking about things such as low-cost housing for several years now.

When the hon the Leader of the Official Opposition was the Minister of Housing in this House, he raised this. What has happened, however? I am told that the officials took over and did absolutely nothing. I am also told that nothing has changed, and nothing will change unless . . . [Time expired.]

Mr A RAJBANSI: Mr Chairman, the records indicate that the House of Delegates has approximately 25 000 unserviced and serviced sites. [Interjections.] There are 16 000 serviced sites. I want to suggest to the hon the Minister that if he were to use those sites, firstly, for the provision of low-cost housing and, secondly, for those who belong to the self-help group, he would be doing our community a great service.

I do not believe that housing will be taken out of the schedule of own affairs before the tricameral Parliament is dissolved and the constituent assembly takes its place. The hon the Minister therefore has one year. Once he sets the machinery in motion, successive governments and administrations will not only have a moral, but also a legal obligation to abide by the decisions the hon the Minister has taken. [Time expired.]

The MINISTER OF LOCAL GOVERNMENT, HOUSING AND AGRICULTURE: Mr Chairman, I respect the views of the hon member for Springfield and I do not blame him for expressing the need to be cautious. He also said we needed to be realistic.

I agree that there have been utterances in this House. We have made our problems abundantly clear. However, at the same time, as an individual I have not come here simply for the sake of being here. Under the circumstances we must do our utmost, even if we have only one hour left, because if we do not we will be doing our community a grave injustice.

The LEADER OF THE OFFICIAL OPPOSITION: Mr Chairman, may I ask the hon the Minister a question?

The CHAIRMAN OF THE HOUSE: Order! Is the hon the Minister prepared to answer a question?

The MINISTER: Yes, Mr Chairman.

The LEADER OF THE OFFICIAL OPPOSITION: Mr Chairman, I want to ask the hon the Minister whether his officials have accepted the recommendation made by the former Ministers' Council to reduce the cost of a plot in Croftdene to under R10 000? That is the factor that is delaying the commencement of that scheme. I want an answer to that question.

The MINISTER: Mr Chairman, a meeting is scheduled for Friday in Durban.

Mr A RAJBANSI: Don't have meetings. You have the power to decide!

The MINISTER: Meetings have to be held in order to take a decision.

I appreciate the sentiments of the hon member for Springfield, but I now wish to turn to the hon member for Arena Park. We do have serviced sites, but those sites cost us money. Those sites represent money that is buried in the ground at the moment. Unfortunately I cannot give hon members the details, because we do not have the time. However, I wish to say that in the past three weeks we have burned the midnight oil and considered projects. We have signed contracts to the value of R125 million as far as housing is concerned. I want to assure every hon member here . . .

The CHAIRMAN OF THE HOUSE: Order! Is the hon the Minister prepared to answer another question?

The MINISTER: Yes, Mr Chairman.

Mr D SAKALINGUM: Mr Chairman, we are

only hearing about sites in Durban. I want to know about the other places. We also need low-cost housing in the Cape and the Transvaal.

The CHAIRMAN OF THE HOUSE: Order! The hon member must look at the interpellation that is being discussed. The hon the Minister may proceed.

The MINISTER: Mr Chairman, the hon member is a member of the committee for the Transvaal and he is aware that we have just approved 300 houses in Extension 13. If I were to divulge the figures for the Transvaal there would be a war between the Transvaal and Natal. [Time expired.]

Debate concluded.

QUESTIONS

†Indicates translated version.

For oral reply:

Own Affairs:

Cleaning staff at schools: problems

*1. Mr A RAJBANSI asked the Minister of Education and Culture:

Whether any problems are being experienced in respect of cleaning staff at schools under the control of her Department; if so, (a) what problems and (b) what steps does she intend taking to resolve them? D55E

The MINISTER OF EDUCATION AND CULTURE:

(a) The cleaners are presently providing an effective service at schools. However, the Transport and General Workers' Union (TGWU) are not happy with the continued privatisation of the service and are threatening protest actions against privatisation. This matter was canvassed with the relevant State departments and it is Government's view that privatisation should be maintained. The problem is, therefore, a conflict between TGWU and Government policy. As a result of this conflict in policy a protest march had been planned by TGWU for 5 March 1993 but it did not take place.

(b) Meetings have been held with the Transport and General Workers' Union (TGWU), South African Democratic Teachers' Union (SADTU) and the Education Crisis Committee (EEC). Further meetings with these organisations are being planned in an effort to resolve this issue.

Mr A RAJBANSI: Mr Chairman, arising out of the hon the Minister's reply, is she prepared to make a choice between what the trade union regards as the welfare of the cleaners on the one hand and upholding NP policy on the other?

The MINISTER: Mr Chairman, I am not here to answer a question on NP policy. I was asked a question and I have answered it.

Mr P NAIDOO: Mr Chairman, further arising out of the hon the Minister's reply, does she intend going abroad as her predecessor did to study the intricacies and complexities of classroom cleaning?

The CHAIRMAN OF THE HOUSE: Order! Is the hon the Minister prepared to respond?

The MINISTER: No, Mr Chairman.

The LEADER OF THE OFFICIAL OPPOSITION: Mr Chairman, further arising out of the hon the Minister's reply, may I ask her whether she is aware of the fact that in the administrations of the House of Representatives and the House of Assembly, caretakers and cleaners employed by the respective education departments are permanent, full-time employees. They have the benefit of pension schemes, they belong to medical aid schemes and are paid wages in keeping with civilised norms. This is what these workers are asking for. Is it not fair that they be given sympathetic consideration? Furthermore, why is there an exception with regard to the House of Delegates?

The MINISTER: Mr Chairman, attempts were made by the Department to deprivatise cleaning services in terms of an undertaking by the former Minister, Mr Yunus Moolla, but the departments concerned were not prepared to cooperate. However, now there is an industrial council for workers and therefore the matter is now between the industrial council and the organisations concerned.

Mr N SINGH: Mr Chairman, further arising out of the hon the Minister's reply, could she tell us whether the present contract with the people who are providing the cleaning services

has expired and, if so, what arrangements have been made with regard to extending that contract?

The MINISTER: Mr Chairman, in order to ensure the smooth phasing-in of the new contract, the present contract has been extended to 30 April 1993.

Resettlement of displaced traders

*2. Mr A RAJBANSI asked the Minister of Local Government, Housing and Agriculture:

(1) Whether he has taken or intends taking steps to assist displaced traders who remain to be resettled; if not, why not; if so, (a) what steps and (b) when;

(2) whether he will make a statement on the matter? D56E

The MINISTER OF LOCAL GOVERNMENT, HOUSING AND AGRICULTURE:

(1) Yes. Steps have already been taken.

(a) An ad-hoc committee has been appointed to deal with applications for business sites by displaced traders.

(b) The Committee had its first meeting on 22 January 1993.

(2) No.

Sastri College: decision

*3. Mr M RAJAB asked the Minister of Education and Culture:

Whether a decision has been taken by her Department to ensure that Sastri College continues to exist as a co-educational institution; if not, why not; if so, what are the relevant details? D75E

The MINISTER OF EDUCATION AND CULTURE:

No.

The decision was influenced by persistent community pressure and upon the request of the Natal School Grantees' Association in a letter dated as early as 28 February 1986, "that Sastri College should revert to its original role as contemplated by the donors and that its historical role in the community will best be remembered if this is done by the authorities concerned as soon as possible", i.e as a monastic secondary school catering exclusively for boys.

However, it had been decided that girls and boys of the former Gandhi-Desai Secondary School be allowed to attend Sastri College until they complete their secondary school education. It must be noted that Sastri College has been re-opened in its pristine right and not as a replacement school for Gandhi-Desai Secondary School.

It should be mentioned that the Durban city-centre area is also served by a monastic girls' school, namely, Durban Girls' Secondary School and in order to ensure an equitable accommodation balance, a school catering exclusively for boys is also considered necessary.

Although this is the present admission policy of the Department, and this is in keeping with the request of the respected Sastri Alumni and its predecessors, Sastri Old Boys, Save Sastri Committee and Sastri Diamond Jubilee Committee, future policy will be determined by the School Management Council in the pending unitary education system.

Mr M RAJAB: Mr Chairman, arising out of the hon the Minister's reply, will she please give us an indication of when the co-educational status of this institution will cease to exist?

The MINISTER: Mr Chairman, it will continue until the new system is in place.

Mr M RAJAB: Suppose there is one girl left!

The MINISTER: Mr Chairman, we are actually phasing this out. At the moment we have 7 girls in Std 7, 28 in Std 8, 36 in Std 9 and 33 in Std 10. This means that next year there will not be a Std 7 class. In this way we shall phase it out.

Mr N SINGH: Mr Chairman, further arising out of the reply and in view of the draft Bill on discrimination against women which has recently been released, is the hon the Minister of Education and Culture still prepared to accede to the request that Sastri College be made an exclusive boys' school?

The MINISTER: Mr Chairman, I would rather reserve my opinion on that.

Mr P NAIDOO: Mr Chairman, further arising out of the hon the Minister's reply, what would her attitude be should a female student in Std 7 this year fail her examinations and be required to repeat Std 7 next year? Would she move such a student out of that school?

The MINISTER: Mr Chairman, that would be a difficult situation. I would imagine she would be retained, because the courses she would have taken are not being offered at other schools. That is why Gandhi-Desai girls were accepted into Sastri College.

For written reply:

General Affairs:

Prisons: warders on strike

3. Mr M RAJAB asked the Minister of Correctional Services:

(1) Whether any warders at prisons under the control of his Department are on strike at present; if so, in respect of each of the prisons concerned, (a) how many warders are involved, (b) for what (i) periods and (ii) reasons have they been on strike and (c) in respect of what date is this information furnished;

(2) whether he will make a statement on the matter? D29E

The MINISTER OF CORRECTIONAL SERVICES:

To begin I would like to draw the Honourable Member's attention to the fact that the Department of Correctional Services performs an essential service and consequently strikes by members are prohibited in terms of the Correctional Services Act, 1959 (Act 8 of 1959). It should be borne in mind that the Department has a responsibility to care for prisoners and should members be allowed to strike, prisoners could be denied their basic rights such as nutrition, medical care, personal safety, etc. Apart from this, the community would be unnecessarily exposed to possible mass escapes and the associated risks. As such a state of affairs cannot be permitted under any circumstances, the Correctional Services Act, 1959 (Act 8 of 1959) makes provision for the summary dismissal of a member of the Department of Correctional Services after he has been given the opportunity to be heard.

(1) (a) (b) (i) and (c)

As those persons who have already been dismissed still have the opportunity to address representations to me for the revocation of their dismissals, I would like to provide the following details as reported to me, but I do not wish to anticipate the further legal process by commenting on the merits thereof.

On 4 February 1993, 101 members at the Pietermaritzburg Prison refused to perform their normal duties and they were called upon several times to resume their duties. On request the members concerned put their grievances in writing and demanded that their grievances be resolved immediately. Notwithstanding the assurances of the Head of the Prison and the Commander that their grievances would be attended to, the members persisted with their behaviour. Although the consequences of their behaviour had been explained to them, they still refused to resume their duties and chose not to utilize the opportunity offered to them to be heard. Consequently on the same day the members were dismissed from the service of the Department. In terms of section 13B of the Correctional Services Act, 1959 (Act 8 of 1959), these members have the opportunity to address representations to me within 30 days after dismissal regarding the revocation of their dismissals.

During the night of 5 February 1993, a member who did not participate in the strike was cold-bloodedly shot dead at his home. Since then, and as a result of a wide-spread and serious intimidation more members of the Pietermaritzburg prison who mainly reside in Umbali, could not report for duty. This was also the case in Sevontein where a bus transporting members to work was hijacked by an armed person. Both these incidents are being investigated by the South African Police.

Apart from the 101 members who have already been dismissed, it consequently cannot be accepted that the other members who have not reported for duty are also participating in the strike. To the contrary, many members have already made arrangements with their commanders that their absence be covered by leave for they fear for their and their families' lives and the destruction of their possessions/property.

cont'd

Bogus security training firm preyed on jobless workseeker

(286) Sowetan 15/3/93

By Joe Mdhlela
Consumer Reporter

MR JOSEPH Modiba of Tembisa is not an angry man, even though what he went through would infuriate many others.

A security company calling itself Flag Security CC placed an advertisement in a daily newspaper in December offering to train security officers.

Being unemployed and desperate to get a job, Modiba replied and made an appointment to see a Mr Venter, whose company purportedly offered the training.

He saw Venter and "another black man" who claimed to be in partnership with Venter.

After a cursory interview and paying an enrolment fee of R50, he was "enrolled" as a trainee security officer. The course lasted for just under two weeks, he said.

■ Victim paid enrolment fee of R50 and then had to 'sell' course to others:

Modiba was offered a job as a "sales representative" instead. His task, he said, was to "sell" trained security officers to companies or factories for a fee.

Salaries for white security officers ranged from between R2 230 to R2 600 a month, while black security officers could earn between R1 330 to R1 750.

Service for dogs was fixed at R350 a month.

Modiba said he became suspicious when Venter and his partner reneged on the initial agreement. He said he told them he was not interested in a job as a sales representative.

"I told them they should either get me a job as a security officer or there was no deal. In the event of there being no deal, I told them, I would require a refund of the R50 I had paid them."

Modiba said Venter and his "partner" tried to convince him that a job as a representative was more attractive and had better prospects. That was the last time he heard from them.

"When I phoned the following week an angry voice on the other side of the line warned me that I was disturbing someone's peace. 'Could you please stop phoning this number as it is a private home'," an angry woman shouted and slammed down the phone.

Today Modiba has neither the job nor his money back. He says he is upset that he was such a fool to be conned into parting with a lot of money, especially as he was unemployed.

"My advice to black people who are unemployed is to be careful of people like Venter."

The assistant registrar of the Security Officers' Board, Mr Douglas Neilson, confirmed to *Sowetan* that Venter's company was definitely not authorised to offer training.

"People will have to be extra careful not to enrol in schools not registered by the board," Neilson said.

Security officers warned about fraudulent courses

■ Schools masquerade as genuine institutions:

By Joe Mdhlela
Consumer Reporter

ASPIRING security officers should be on the alert. Hundreds of unregistered training schools masquerade as genuine institutions and charge candidates exorbitant fees for courses in the security profession.

The fly-by-night schools often promise to help find work for the people they train, but often these schools simply disappear and leave a trail of unhappy clients. The schools often placed advertisements in newspaper columns, claiming that after a two-week training period, the candidates would, in addition to getting employment, get certificates recognising their achievements.

However what the candidates do not know is that the certificates offered by these schools are not worth the paper they are written on.

The warning was issued by the assistant registrar of the Security Officers' Board, Mr Douglas Neilson, in an interview with *Sowetan*.

Neilson made an impassioned plea to would-be security officers to be careful about these schools whose aim was mainly to enrich themselves more than having the welfare of the officers and profession at heart. Neilson said registered companies should still seek accreditation from the board.

"The board insists that for training schools to be recognised they have to be accredited by it. This ensures that the schools meet the minimum requirements stipulated by the board.

"In addition, it serves as protection to would-be security officers that the training they receive meets the board's requirements," he said.

Constituted by an Act of Parliament in 1987 and revised in 1992, the board is made up of three employers, three employees and representatives from consumer bodies. A union is also represented.

He said for the board to be acceptable to all, it should be inclusive of all stake holders in the industry represented.

Star 18/3/93

Private armies, security firms to be probed

By Bronwyn Wilkinson

The Goldstone Commission is to investigate the possible involvement of private security firms and private armies — including Umkhonto we Sizwe (MK) and the Boere-Republikeinse Leër — in public violence and intimidation, commission chairman Mr Justice Richard Goldstone announced yesterday.

Goldstone said the United Nations had adopted recommendations on curbing violence in South Africa made by UN Secretary-General Boutros Boutros-Ghali in August.

The recommendations included that the commission investigate the functioning and operations of several agencies, including the SADF, SAP, MK, the Azanian People's Liberation Army (Apla), the KwaZulu Police and private security firms.

Goldstone said violence could not be curbed until all public and private armies and security companies had been probed.

A committee investigating the activities of Apla — the PAC's military wing — had completed its preliminary inquiry and the findings would be made public soon.

The commission had been given access to information regarding intelligence functions of the SADF, and the commission was investigating allegations of the involvement in violence of the SAP and KwaZulu Police, Goldstone said.

He asked people with relevant information on public and private armies or security firms to furnish details to the commission. Information could be given anonymously by telephone on (012) 320-4640.

The commission would consider the submissions and decide what action was appropriate, the judge said.

Security industry in high growth period

JOHN DLUDLU

THE security industry was experiencing a period of unprecedented growth as a result of the economic recession accompanied by a soaring crime rate, industry sources said last week.

Springbok Patrols group MD Mick Bartmann said the industry had been growing at an annual rate of 20% to 40% in the past two years because of the increase in crime, especially in the metropolitan areas.

Political violence in places like Natal had resulted in insufficient policing of the metropolitan areas and informal settlements, he said.

Security Officers Board (SOB) chairman Col Frans Lubbe also ascribed the growth in the industry to insufficient policing.He denied security firms had replaced the police force in the providing security.

"I feel it's an individual's right to choose any person for his security needs. The two complement each other," Lubbe said.

The industry had become more efficient and professional since the formation of the SOB statutory body in 1991, he said. Training had been improved and a new grading system was introduced.

Lubbe said companies were using untrained people as security officers to minimise their overheads. "We regard this as sheer exploitation."

Security Enforcement Agency's Jiri Tichy felt the recession had resulted in a slump in the hiring of security personnel.

He said the recession – which was feeding the crime rate – had benefited manufacturers and retailers of electronic security equipment. "Installing a security device in your house increases its value."

A source said people were turning to private security firms because of the SAP's poor image.

Shurlok sales director Stefan Joss said car alarm sales increased to R90m in 1992, from R82m in 1991. "This figure is due to the high rate of car theft and the fact that insurance companies have been insisting that vehicle owners install security features in their cars."

This, however, did not reflect a boom in the security industry. "This was caused by high pricing due to inflation. Unit volumes did not increase that much," Joss said.

Buying security, peace of mind

STAR 24/3/93

286

So successfully *has the Reaction Force security formula worked that the company is now franchising and further growth is expected from this aspect.*

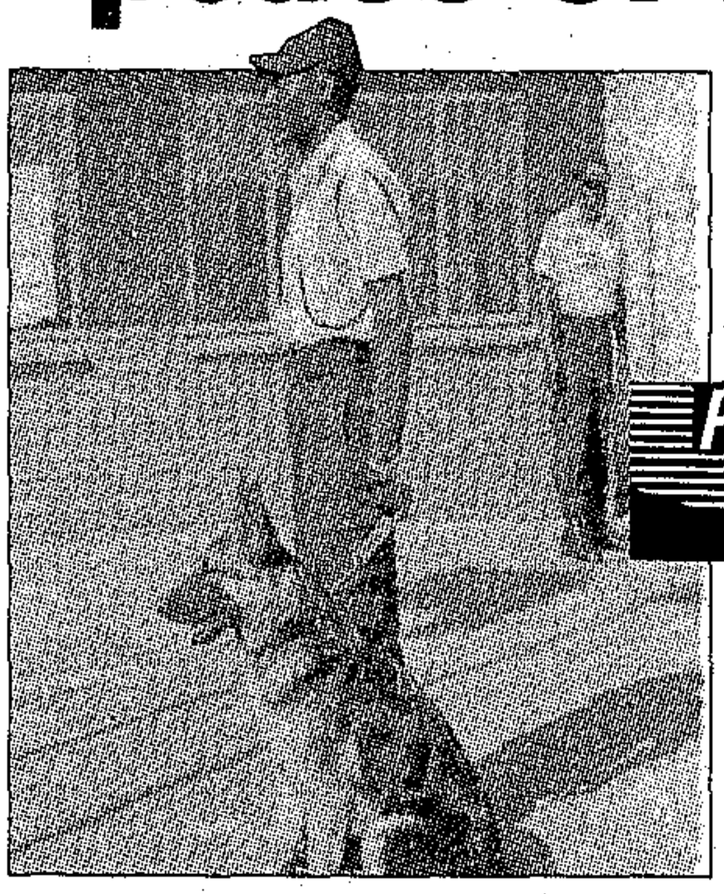
IT'S SAID that one of the few growth industries in SA is the security industry. Not surprisingly, therefore, some less than professional operators have entered what they perceive to be an easy market.

One group which carved an enviable reputation for itself as being totally professional, highly effective, and fairly priced is Reaction Force of Midrand.

Established five years ago by Herman Allison, a man with an extensive military and police background, Reaction Force has grown successfully and continues to do so although on a strictly orderly and controlled basis.

"We don't look for growth just for the sake of growth. We would rather be known for our professionalism than for our size," says Allison.

And it's precisely for its professionalism that Reaction Force has become known throughout Midrand where the company provides residential, commercial and industrial security.



AIN'T ANY OLD HOUND DOG ... they are fully trained to react to any situation and so are their handlers.

The company prides itself on its fast reaction time of four to six minutes anywhere in its service area.

This is achieved by a number of means, including the fact that the company operates its own radio control centre, unlike some companies which contract out.

The control centre is the heart of the operation and is manned 24 hours a day by experienced controllers.

The control centre in turn is linked by radio to patrol units each of which is assigned a specific area but can provide back-up in overlapping areas when needed.

"We place a ceiling on the number of clients each reaction unit has to serve.

"That means we remain effective irrespective of how large we grow," says Allison.

The quality of personnel is another major plus point for Reaction Force, all are ex-military men with a thorough background in weaponry and tactics.

All staff are finger printed, cleared and registered with the security officers board and there is a heavy emphasis on training.

All guard sites are on the company radio link and are supported and backed up by the armed reaction units.

Personnel are on a profit-sharing basis and staff turnover is low, thus enhancing the overall efficiency of the operation through dedication and continuity.

The company has a fully integrated operation in that it provides a comprehensive choice of alarms, intercom systems, electrified fencing and CCTV systems.

So successfully has the Reaction Force formula worked that the company is now franchising at very reasonable cost and further growth is expected from this aspect.

Allison differentiates Reaction Force on the grounds of:

- Quality of personnel — "they are my best asset".
- Owner hands-on business — "this is a 24-hour business, you have to get stuck in and you can't afford to get precious about who does what".
- Service orientation — "in the fullest sense of the phrase".

For further information telephone (011) 315-1513.

Only 17 centres are recognised

Sowetan 25/3/93.

Consumer Reporter

THE Security Officers Board recognises 17 training centres throughout the country, assistant registrar of the board Mr Douglas Neilson said this week.

In terms of the law, only accredited training schools are permitted to give instructions to security officers.

Neilson said would-be security officers should already be in employment when their training starts.

"Clearly this shows that companies who place advertisements in newspapers claiming that they will provide training and afterwards offer employment are contravening provisions of the law."

Accredited training schools providing training to security officers:

Fidelity Guards Training College (Wibsey); Fidelity Guards Training College (Mossel Bay); Goldfields Security Limited; South African Security Services Training and Development Centre; Gray Security Services — Transvaal; Coin Security Training Academy; Paramed Security (Pty) Limited; Shield Security; East Cape Training Centre; COST (Pty) Limited; The Security Academy (Pty) Limited; Gray Security Services (Natal) (Pty) Limited; Grahamstown Security Training Centre; Sekerheid 21 Security; Commando Security Academy; Security Consulting and Training Centre CC; Magnum Security Academy.

New Bill affects accountants

B 10Am 25/3/93

LEGISLATION was introduced in Parliament yesterday which will allow a firm of chartered accountants to use the designation "Chartered Accountant" or "Chartered Accountant (SA)" — a usage which is prohibited at present.

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Legal advice just a phone call away

SUSAN RUSSELL

A TELEPHONE service, offering subscribers a full range of advice on legal matters seven days a week, will come into operation on April 1.

Legal Line MD Abrie du Preez said the service would be operated by qualified and experienced legal advisers with at least a B Proc or LLB qualification.

Du Preez said the new service would greatly help to alleviate less serious problems, while cases requiring legal process would be referred to attorneys.

Many people, he said, were uncertain about their rights and obligations because they were reluctant to ask for advice or thought they could not afford to obtain legal advice.

"Legal Line will not represent clients, nor will it act on their behalf," said Du Preez. "That is the task of the attorneys and lawyers.

"However, we will help people by giving them professional legal advice so they know what their rights are and where they can get legal representation."

Du Preez said local and international research showed that on average eight out of 10 typical inquiries could be solved telephonically.

"Legal Line is not insurance against the cost of legal action.

"It is an affordable personal legal advice service informing you about your rights and options."

Typical inquiries ranged from problems with contracts with domestic servants, inadequate or incomplete craftsmanship, problems with bank charges, guarantees on goods bought, recovery of excess payments on insurance claims and even problems with neighbours' barking dogs.

Du Preez said the service was available to subscribers.

Prestasi Brokers has already subscribed on behalf of its 150 000 clients.

SOWETAN Thursday April 8 1993

NEWS Security guards get the sack after presenting memorandum to management

24 security guards 'fired'

Sowetan 8/4/93. (286)

CRUSADERS Disenchanted security workers complain of low salaries:

By Ike Motsapi

TWENTY-FOUR GUARDS employed by Crusaders Security Services in Johannesburg have allegedly been dismissed after presenting a memorandum about their working conditions to management.

The guards, who were living in accommodation provided by the company at a monthly rental of R70 each, were arrested last Friday and charged with trespassing.

Mr Hamilton Dlamini, a spokesman for the guards, said the problem with management of the security company based in Florida on the West Rand started last Tuesday.

He said the guards were not happy about a number of issues which include:

- Low salaries;
- The continuous monthly deduction of R60 for uniforms;
- Guards are forced to have their uniforms cleaned or washed by the company at a monthly rate of R35;
- Guards are forced to work overtime without pay and are not paid for working during weekends and public holidays; and
- A deduction of R20 a month for what is called Group Medical Scheme. This amount increased to R35 a month from April 1.

The amount, they say, is also sometimes reflected as Pay As You Earn.

Company spokesman Mr Aubrey Golden yesterday denied the allegations.

"I have not dismissed anybody," Golden said.

Dlamini said: "Management has been side-stepping our grievances for a long time now. We have tried our best to get the matter sorted out but in vain.

"What angers us most is that we have to pay R70 a month each for staying on the company's property. But the most agonising thing is that the company is charging us extra if we bring our wives and children to live with us.

"A married employee has to pay an extra R70 a month for his wife and an additional R70 for each child staying with them," Dlamini claimed.

Free funeral, but top publicity

STAR 21/4/93

By Julienne du Toit

One of the best-known undertakers in the world must be City Funerals, which undertook, without charge, the burial of slain Communist Party leader Chris Hani.

The name of the company was displayed beneath the imported steel coffin, on the yellow canopy overhead, on the podium, on the custom-made hearse, and screened on television around the world.

Owner Tony Guiness refused to say whether he had offered the free funeral to the ANC.

He also refused to disclose how much the funeral had cost the company, except to say it was very expensive.

"I don't want to put a monetary value on such a thing," he said.

● The Chamber of Mines and other large companies were approached by the ANC for help to cover the costs of the funeral. This money was put into a trust account. The amount is said to be hundreds of thousands of rands.

A Chamber of Mines spokesman said the donation "should not be construed as an indication of mining industry support for the views of the late Chris Hani or the policies of any of the organisations of which he was a member".

"The donation was made as a gesture to mark the tragic death of a political leader in violent circumstances which the members of the chamber abhor."

work of landscaped pedes- | ity of a development and | lake and embankment will be R30m. | many of the original offices in the buildinge have been | four courtrooms, including the original three, will be | The building will have to be completely rewired.

Garden city venture on cards for Rosslyn

BIDM 27/4/93

NISSAN SA and Murray & Roberts have agreed to be partners in what they believe could be a first for Pretoria and SA.

They have embarked on a joint venture to create Nissan/Rosslyn Garden City within easy access of Nissan's Rosslyn plant, northwest of Pretoria.

The project will aim to create a quality living environment for 3 000 to 4 000 Rosslyn employees. However, the idea is not to create a Nissan-only village, which would not result in bond support from the financial institutions, says BDA Worker Housing and Development Consultants spokesman J Dunstan.

But Nissan will be the front-runner to the community development, with low-cost, fully serviced homes surrounded by parks, child care facilities and other amenities.

The facilities will be built as the practical part of a job creation and training programme to be run by M & R Sunflower, which will hold small business training and literacy courses.

M & R Construction will be responsible for planning, community and worker liaison, training, costing and project management.

The housing units will be priced to suit the pocket of every grade of worker at Nissan. Houses are expected to cost about R28 000 each.

Planning

Nissan's involvement will be participation in the planning of the environment as a corporate social investment project. Its involvement is likely to cost about R50m.

Finance will be raised from the private sector and agencies like the IDT. An approach will be made to Nissan Japan.

Nissan and M & R have already purchased 140ha of land at what they describe as the "amazingly low price of R2 100 per hectare".

Zoo animals to live in 'natural' surroundings

BIDM 27/4/93

IN THE year 2000, all animals in the National Zoological Gardens will live in enclosures resembling their natural habitats as closely as possible.

This will be due to the Masterplan for the zoo, commissioned by the Public Works department and executed by Pretoria architectural firm Dry and Joubert at a cost of R250 000.

Expected to be implemented over just more than 10 years, it will cost more than R12m. With government subsidising R5m of that amount, the rest will be generated by the zoo itself and the public and private sectors will have to become actively involved to guarantee the plan's success.

Turnabout

The masterplan was designed to meet the major turnabout in philosophy towards total naturalism during the last 15 years, says Public Works director-general Theo van Robbroeck.

Zoo animals will be grouped according to the six continents. As the cause-effect relationship between climate and vegetation determines the type of animal found in an area, environmental aspects such as topography, slope, vegetation, soil and water at the zoo have been studied.

In the new zoo, natural barriers will separate visitors from animals and species from one another. Depending on the type of animal, separations will take the form of dry or water-filled moats, natural fences concealed by shrubbery or raised paths.

KPMG Aiken & Peat audits council, govt

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INTERNATIONAL auditing firm KPMG Aiken & Peat's involvement in Pretoria dates back to 1902 and since then the group has attracted major clients such as Telkom, Iscor, the SABC, Volkskas and the Pretoria City Council.

Aiken & Peat's Pretoria office is the second largest KPMG office in SA, comprising 13 partners, under the leadership of senior partner Dawie Jordaan, and 104 staff members.

A large division of the office specialises in the provision of internal audit services, mainly to municipalities and government entities — the primary client being the city council.

The public sector group specialises in the audit of, assistance to and consultancy of government and quasi-government clients, including the Wheat, Maize, Citrus, Egg and Tobacco boards.

The computer audit department is responsible for backup and support of computerised auditing functions, as well as carrying out internal control evaluations, systems evaluations and client support.

The performance audit group attends to "value for money" evaluations of primarily government and quasi-government organisations. BIDM

Training

27/4/93

Internal and external training courses, workshops, technical updates, publications, technical bulletins, seminars and research projects are handled on behalf of clients by the professional practice and training department.

Other services offered by KPMG Aiken & Peat include litigation support, fraud investigations, forensic accounts, executive search and staff support.

Zodwa strikes clean gold

■ ENTREPRENEUR OF THE YEAR Graduate sweeps up the opposition:

WHEN ZODWA TSHABALALA bought a sophisticated cleaning machine from a salesman after a demonstration, she did not realise that it was the first step towards starting her own business.

The machine cost R5 000 and she wanted it to pay for itself.

"I paid cash for it and I decided that it should pay me back my money.

"Then I started cleaning friends' apartments in my spare time," said Tshabalala, who was then a projects co-ordinator for the South Africa Students Internship Foundation.

Sasif is an organisation which equips black graduates with skills to market themselves better for jobs.

Sowetan 30/4/93.

Tshabalala's part-time cleaning business soon gained momentum.

"I found that there was a need for this type of service, to the extent that I was able to get someone else to help me."

Things started happening for Tshabalala. Six months later her company, the Brush and Broom Cleaning Services, secured a big contract.

She saw an advertisement in *Sowetan* in which the newspaper invited applications from black companies which could offer cleaning services for its offices. She promptly made an application.

After waiting for about four months,



Zodwa Tshabalala ... things are happening

Tshabalala secured the contract and employed three more people.

She presently employs four people - three men and a woman. The money she makes from her newly clinched contract with *Sowetan* now comprises 75 percent of her monthly income.

Tshabalala did not turn her back on her other customers. The company still provides cleaning services for places like Barnato Hall, a student residence at Wits University's West Campus.

Providing cleaning services for private homes contributes 25 percent of her monthly income of about R6 000.

The business that Tshabalala has decided to venture into is highly physical in nature and for a university graduate it appears an odd move - but she is not worried.

"I know this business is not going to make me rich overnight but, if handled properly, it is worthwhile," she said.

She feels much more in control of the situation at the moment and is negotiating additional contracts.

As experts say, an act of starting a business itself is a sign of entrepreneurship. Although technically, argue experts, everybody can be an entrepreneur, some people's entrepreneurial spirit is higher. Perhaps this applies to the Swaziland-educated Tshabalala.

Name	Nature of Offence	Penalty imposed
H. P. Potgieter (Reg. No. 023)	He failed to discharge his duties to his client in an efficient and professional manner	Suspension for one year to perform the work of a town and regional planner in the Republic of South Africa

F. C. GIUDICI (Mrs),
Registrar.
(7 May 1993)

BOARD NOTICE 46 OF 1993

SECURITY OFFICERS' BOARD

AMENDMENT OF REGULATIONS

The Security Officers' Board has, with the concurrence of the Deputy Minister of Law and Order, acting on behalf of and on assignment by the Minister of Law and Order, under section 32 of the Security Officers Act, 1987 (Act No. 92 of 1987), made the regulations in the Schedule.

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F. K. LUBBE,
Registrar: Security Officers' Board.

SCHEDULE

Definition

1. In these Regulations "the Regulations" means the regulations in respect of the Security Officers' Board promulgated by Government Notice No. R. 797 of 2 April 1990.

Substitution of heading to Regulations

2. The Regulations are hereby amended by the substitution for the heading thereto of the following heading:

"SECURITY OFFICERS' BOARD

REGULATIONS REGARDING APPLICATION FOR REGISTRATION AS A SECURITY OFFICER, A REGISTER FOR SECURITY OFFICERS, CHANGE OF NAME AND REGISTRATION CERTIFICATES OF SECURITY OFFICERS, PROCEDURE REGARDING CHANGE OF INFORMATION SUBMITTED TO THE SECURITY OFFICERS' BOARD, PAYMENT OF ANNUAL FEES AND OTHER PRESCRIBED FEES, **[AS WELL AS]** THE MANNER OF APPEAL TO THE MINISTER OF LAW AND ORDER AGAINST DECISIONS OF THE BOARD, RECORDING OF REGISTRATION NUMBERS ON DOCUMENTS AND INSPECTORS".

Addition of regulations 11 and 12 to Regulations

3. The Regulations are hereby amended by the addition of the following regulations:

"Specifying of registration numbers on documents

11. (1) No company, close corporation or other person which or who is registered with the Board as security officer shall, after the

Naam	Aard van misdryf	Straf opgelê
H. P. Potgieter (Reg. No. 023)	Hy het versuim om sy verpligtinge teenoor sy kliënt op 'n bevoegde en professionele wyse na te kom	Geskors vir een jaar om die werk van 'n stads- en streekbeplanner te verrig in die Republiek van Suid-Afrika.

F. C. GIUDICI (Mev.),
Registrateur.
(7 Mei 1993)

RAADSKENNISGEWING 46 VAN 1993

RAAD VIR SEKURITEITSBEAMPTES

WYSIGING VAN REGULASIES

Die Raad vir Sekuriteitsbeamptes het, met die instemming van die Adjunkminister van Wet en Orde, handelende namens en in opdrag van die Minister van Wet en Orde, kragtens artikel 32 van die Wet op Sekuriteitsbeamptes, 1987 (Wet No. 92 van 1987), die regulasies in die Bylae uitgevaardig.

F. K. LUBBE,
Registrateur: Raad vir Sekuriteitsbeamptes.

BYLAE

Woordomskrywing

1. In hierdie Regulasies beteken "die Regulasies" die regulasies ten opsigte van die Raad vir Sekuriteitsbeamptes afgekondig by Goewermentskennisgewing No. R. 797 van 2 April 1990.

Vervanging van opskrif van Regulasies

2. Die Regulasies word hierby gewysig deur die opskrif daarvan deur die volgende opskrif te vervang:

"RAAD VIR SEKURITEITSBEAMPTES

REGULASIES BETREFFENDE AANSOEK OM REGISTRASIE AS 'N SEKURITEITSBEAMPTE, 'N REGISTER VIR SEKURITEITSBEAMPTES, NAAMSVERANDERING EN REGISTRASIESERTIFIKATE VAN SEKURITEITSBEAMPTES, PROSEDURE BETREFFENDE VERANDERING VAN INLIGTING AAN DIE RAAD VIR SEKURITEITSBEAMPTES VERSKAF, BETALING VAN JAARGELDE EN ANDER VOORGESKREWE GELDE **[ASOOK]** DIE WYSE VAN APPÈL NA DIE MINISTER VAN WET EN ORDE TEEN BESLUITE VAN DIE RAAD, VERMELDING VAN REGISTRASIENOMMERS OP DOKUMENTE EN INSPEKTEURS".

Byvoeging van regulasies 11 en 12 tot Regulasies

3. Die Regulasies word hierby gewysig deur die volgende regulasies by te voeg:

"Vermelding van registrasienommers op dokumente

11. (1) Geen maatskappy, beslote korporasie of ander persoon wat by die Raad as sekuriteitsbeampte geregistreer is, mag, na

expiration of a period of six weeks after the promulgation of this regulation, send or deliver any letter or other document in that capacity for official or business purposes to the Board or any other person, or cause or permit it to be so sent or delivered, unless the following words, according to the language choice of the sender, has in a clearly legible and reasonably permanent manner been typed, printed or otherwise effected on the first page of the letter or document: *"Raad vir Sekuriteitsbeamptes Registrasienommer . . ."* or "Security Officers' Board Registration Number . . .".

(2) The registration number referred to in subregulation (1) shall be the number, contemplated in regulation 3 (a), which has been allotted by the Board to the security officer, and shall be specified in full and accurately at the end of the prescribed words mentioned in subregulation (1).

(3) The Board may, if it is according to information at its disposal of the opinion that a security officer does not comply or has not complied in a satisfactory manner with the provisions of subregulation (1), read with subregulation (2), direct the security officer in the manner deemed fit by it to comply in the manner and within the period set out in the direction with the said provisions and furnish the Board with written proof of such compliance.

(4) A security officer who or which—

(a) refuses or fails to comply with a direction referred to in subregulation (3) or to furnish the proof contemplated therein in the relevant manner; or

(b) refuses or fails to comply with a provision of subregulation (1), read with subregulation (2),

shall be guilty of an offence and liable on conviction to a penalty not exceeding R1 000 or imprisonment for a period not exceeding six months.

Designation, and duties and powers of inspectors

12. (1) In this regulation, unless the context otherwise indicates—

"inspector" means a person who has been designated as inspector under subregulation (2);

"Registrar", in relation to any power or duty granted by or imposed upon the Registrar by this regulation, means the Registrar of the Board referred to in regulation 1, or any other person in the employ of the Board to whom the Registrar has in writing delegated any such power or has so entrusted any such duty;

verstryking van 'n tydperk van ses weke na die afkondiging van hierdie regulasie, in daardie hoedanigheid enige brief of ander dokument vir amptelike of besigheidsdoeleindes aan die Raad of enige ander persoon uitstuur of aflewer, of laat uitstuur of aflewer of toelaat dat dit uitgestuur of afgelewer word nie, tensy die volgende woorde na gelang die taalkeuse van die afsender, in duidelik leesbare en redelike permanente wyse op die eerste blad van die brief of dokumente getik, gedruk of andersins aangebring is: *"Raad vir Sekuriteitsbeamptes Registrasienommer . . ."* of "Security Officers' Board Registration Number . . .".

(2) Die registrasienommer bedoel in subregulasie (1), is die nommer, beoog in regulasie 3 (a), wat deur die Raad aan die sekuriteitsbeampte toegeken is, en moet volledig en akkuraat aan die einde van die voorgeskrewe woorde genoem in subregulasie (1) vermeld word.

(3) Die Raad kan, indien volgens inligting tot sy beskikking, hy van oordeel is dat 'n sekuriteitsbeampte nie op 'n bevredigende wyse aan die bepalings van subregulasie (1), saamgelees met subregulasie (2), voldoen of voldoen het nie, die sekuriteitsbeampte op die wyse wat hy geskik ag gelas om op die wyse en binne die tydperk in die lasgewing uiteengesit, aan bedoelde bepalings te voldoen en aan die Raad skriftelik bewyse van sodanige voldoening te verstrek.

(4) 'n Sekuriteitsbeampte wat—

(a) weier of versuim om aan 'n lasgewing bedoel in subregulasie (3) te voldoen of om die bewyse beoog op die betrokke wyse te verstrek; of

(b) weier of versuim om aan 'n bepaling van subregulasie (1), saamgelees met subregulasie (2), te voldoen,

is skuldig aan 'n misdryf en by skuldigbevinding strafbaar met 'n boete van hoogstens R1 000 of gevangenisstraf vir 'n tydperk van hoogstens ses maande.

Aanwysing, en pligte en bevoegdhede van inspekteurs

12. (1) In hierdie regulasie, tensy uit die samehang anders blyk, beteken—

"die Wet" ook, met betrekking tot 'n sekuriteitsbeampte, die gedragskode beoog in artikel 19 van die Wet wat ooreenkomstig daardie artikel gepubliseer is en ten opsigte van die betrokke sekuriteitsbeampte bindend verklaar is, vir sover dit aldus bindend verklaar is;

"**the Act**" includes, in relation to a security officer, the code of conduct contemplated in section 19 of the Act which has been published in accordance with that section and has been declared binding in respect of the security officer, to the extent that it has so been declared binding.

(2) (a) The Board may designate a person referred to in section 3 (d) of the Act and who in the opinion of the Board is a fit and proper person, as inspector to carry out the duties and exercise the powers granted to or imposed on him in terms of this regulation.

(b) An inspector shall be furnished with a certificate which has been signed by the Registrar, and wherein it is stated that he has under subregulation (1) of this regulation been designated as inspector: Provided that if the inspector has been designated only for limited purposes the certificate shall state the limitations concerned.

(c) An inspector shall on request of any interested person produce his certificate referred to in paragraph (b).

(3) (a) The Registrar may at any time instruct an inspector to inspect the affairs or any part of the affairs of a security officer, and may in particular cause such inspection to be carried out if the Registrar has reason for believing that—

(i) the security officer has contravened a provision of this Act or has failed to comply therewith;

(ii) the registration of the security officer is possibly subject to withdrawal under a provision of section 15 or 16 of this Act.

(b) The Registrar may likewise at any time so issue an instruction and cause an inspection to be carried out in relation to the affairs or any part of the affairs of any person rendering a security service, or who renders ser-

"**inspekteur**" 'n persoon wat kragtens subregulasie (2) as inspekteur aangewys is;

"**Registrateur**", met betrekking tot 'n bevoegdheid of plig wat by hierdie regulasie aan die Registrateur verleen of hom opgelê word, die Registrateur van die Raad bedoel in regulasie 1, of enige ander persoon in die diens van die Raad aan wie die Registrateur so 'n bevoegdheid skriftelik gedelegeer, of aldus so 'n plig opgedra het.

(2) (a) Die Raad kan 'n persoon bedoel in artikel 3 (d) van die Wet, en wat na die oordeel van die Raad 'n geskikte en gepaste persoon is, aanwys as inspekteur om die pligte uit te voer en die bevoegdhede uit te oefen wat ingevolge hierdie regulasie aan hom opgedra of verleen word.

(b) 'n Inspekteur word van 'n sertifikaat voorsien wat deur die Registrateur onderteken is, en waarin verklaar word dat hy kragtens subregulasie (1) van hierdie regulasie as inspekteur aangewys is: Met dien verstande dat indien die inspekteur slegs vir beperkte doeleindes aangewys is, die sertifikaat die betrokke beperkings moet vermeld.

(c) 'n Inspekteur moet op versoek van enige belanghebbende persoon sy sertifikaat bedoel in paragraaf (b) toon.

(3) (a) Die Registrateur kan te eniger tyd aan 'n inspekteur opdrag gee om die sake of enige deel van die sake van 'n sekuriteitsbeampte te inspekteer, en kan in die besonder so 'n inspeksie laat uitvoer indien die Registrateur rede het om te glo dat—

(i) die sekuriteitsbeampte 'n bepaling van die Wet oortree het of versuim het om daaraan te voldoen;

(ii) die registrasie van die sekuriteitsbeampte moontlik vatbaar is vir intrekking kragtens 'n bepaling van artikel 15 of 16 van die Wet.

(b) Die Registrateur kan ingelyks te eniger tyd aldus opdrag gee en 'n inspeksie laat voer met betrekking tot die sake of enige deel van die sake van enige persoon wat 'n sekuriteitsdiens lewer, of wat dienste

vices for the safeguarding or protection of persons or property, or whom the Registrar has reason to believe that he renders such services, including the affairs or any part of the affairs of an employer of any such person, in order to determine whether a provision of this Act applies to the person and, if it so applies, whether the person has contravened any such provision or has failed to comply therewith.

(c) When an inspector has completed his inspection, he shall compile a report thereon and submit it to the Registrar, and the Registrar shall send a copy of every such report to the security officer or other person concerned.

(4) An inspector shall carry out his duties and exercise his powers, subject to the provisions of the Act, under the control and directions of the Registrar.

(5) In order to carry out an inspection under subregulation (3), an inspector may after reasonable prior notice to and, in the case of a private dwelling, with the prior consent of, the owner, lessee, occupier or resident concerned, and after having audibly requested access and stated the purpose of his entry, during normal office hours enter any premises or place—

(a) where or from where a security service or a service for the safeguarding and protection of persons or property is rendered; or

(b) where or from where the inspector or the Registrar has reason for believing that any such service is rendered; or

(c) which is used in connection with any such service or in respect of which he or the Registrar has reason for believing that it is so used, and—

(i) demand the production to him of any or all the books, notes, accounts or documents relating to a service contemplated in paragraphs (a), (b) or (c) or presumably so related, from the owner, lessee, occupier or resident concerned, or demand such production by such person at a reasonable time and place determined by the inspector;

lewer vir die beveiliging of beskerming van persone of goed, of wat die Registrateur rede het om te glo dat hy enige sodanige dienste lewer, met inbegrip van die sake of enige deel van die sake van 'n werkgewer van enige sodanige persoon, ten einde te bepaal of 'n bepaling van die Wet op die persoon van toepassing is en, indien dit wel aldus van toepassing is, of die persoon so 'n bepaling oortree het of versuim het om daaraan te voldoen.

(c) Wanneer 'n inspekteur sy inspeksie voltooi het, moet hy 'n verslag daaroor opstel en aan die Registrateur voorlê, en die Registrateur moet 'n afskrif van elke sodanige verslag aan die betrokke sekuriteitsbeampte of ander persoon stuur.

(4) 'n Inspekteur voer sy pligte en oefen sy bevoegdhede uit, behoudens die bepalings van die Wet, onderworpe aan die beheer en voorskrifte van die Registrateur.

(5) Ten einde 'n inspeksie kragtens subregulasie (3) uit te voer, kan 'n inspekteur na redelike vooraf kennisgewing aan, en, in die geval van 'n private woning, met die vooraf toestemming van, die betrokke eienaar, huurder, okkupeerder of bewoner, en nadat hy hoorbaar toegang gevra het en die doel van sy betreding vermeld het, gedurende normale kantoorure enige perseel of ander plek—

(a) waar of vanwaar 'n sekuriteitsdiens of 'n diens vir die beveiliging of beskerming van persone of goed gelewer word; of

(b) waar of vanwaar die inspekteur of die Registrateur rede het om te glo dat enige sodanige diens gelewer word; of

(c) wat in verband met die lewering van enige sodanige diens gebruik word of ten opsigte waarvan hy of die Registrateur rede het om te glo dat dit aldus gebruik word, betree, en—

(i) die voorlegging aan hom van enige of al die boeke, aantekeninge, rekeninge of dokumente wat op 'n diens in paragrawe (a), (b) of (c) beoog, betrekking het of vermoedelik betrekking het, van die betrokke eienaar, huurder, okkupeerder of bewoner, of so 'n voorlegging deur so 'n persoon op 'n redelike tyd en plek wat die inspekteur bepaal, eis;

(ii) search the premises or place for any such document;

(iii) inspect any such document or other object found by him on or within the premises or place, and demand explanations of the contents or nature thereof; and

(iv) make copies of or extracts from any such document or, against the issue by him of a full receipt, remove the document or object temporarily from the premises or place if he has reason for believing that the document or object can serve as evidence at a trial or enquiry of any person on a charge of contravention or non-compliance with a provision of the Act.

(6) Any person from whose possession documents or objects contemplated in subregulation (5) has been removed, or who otherwise to the satisfaction of the Registrar or an inspector proves a right of ownership or possession in respect thereof, may during normal office hours be permitted by the Registrar or an inspector to investigate the document or object, or to make entries in or extracts from any such document.

(7) Any document or object contemplated in subregulation (5) which is in the possession of the Registrar or an inspector, shall, in any case where the document or object is not seized under and in accordance with a provision of the Criminal Procedure Act, 1977 (Act No. 51 of 1977), be returned as soon as possible after the inspection thereof by the Registrar or inspector to the person from whose possession or control it has been removed or, if the person concerned cannot be traced or found, to the relevant owner, lessee, occupier or resident of the premises or place whereon or wherein the document or object was found.

(8) An inspector may during an inspection examine any security officer, person or employer referred to in subregulation (3) in relation to any matter relating or presumably relating to the instruction, comtemplated in subregulation (3) to the inspector, and may during the examination keep a written record of the questions and answers (if any).

(ii) die perseel of plek vir enige sodanige stuk deursoek;

(iii) enige sodanige stuk of ander voorwerp deur hom op of binne die perseel of plek gevind, inspekteer en verduidelikings van die inhoud of aard daarvan vereis; en

(iv) afskrifte van of uittreksels uit so 'n stuk maak of, teen uitreiking deur hom van 'n volledige kwitansie, die stuk of voorwerp tydelik uit die perseel of plek verwyder indien hy rede het om te glo dat die stuk of voorwerp as bewys kan dien by 'n verhoor of ondersoek van iemand op 'n aanklag van oortreding of nienakoming van 'n bepaling van die Wet.

(6) Enige persoon uit wie se besit stukke of voorwerpe beoog in subregulasie (5) verwyder is, of wat andersins tot bevrediging van die Registrateur of 'n inspekteur 'n reg van eiendom of besit ten opsigte daarvan bewys, kan gedurende normale kantoorure deur die Registrateur of 'n inspekteur toegelaat word om die stuk of voorwerp te ondersoek, of inskrywings in of uittreksels uit so 'n stuk te maak.

(7) 'n Stuk of voorwerp beoog in subregulasie (5) wat in die besit van die Registrateur of 'n inspekteur is, moet, in enige geval waar daar nie kragtens en ooreenkomstig 'n bepaling van die Strafproseswet, 1977 (Wet No. 51 van 1977), op die stuk of voorwerp beslag gelê word nie, so gou doenlik na die inspeksie daarvan, deur die Registrateur of inspekteur terugbesorg word aan die persoon uit wie se besit of kontrole dit verwyder is of, indien die betrokke persoon nie opgespoor of gevind kan word nie, aan die betrokke eienaar, huurder, bewoner of okkupeerder van die perseel of plek waarop of waarbinne die stuk of voorwerp gevind is.

(8) 'n Inspekteur kan tydens 'n inspeksie enige sekuriteitsbeampte, persoon of werkgewer bedoel in subregulasie (3), ondervra met betrekking tot 'n aangeleentheid wat betrekking het of vermoedelik betrekking het op die opdrag, in subregulasie (3) beoog, van die inspekteur, en kan tydens die onderhoud skriftelik aantekening hou van die vrae en die antwoorde (as daar is).

(9) An inspector may at any time in any manner deemed fit and proper by the inspector or Registrar direct any person who to the knowledge of the inspector and the Registrar is not registered as a security officer, and who in the opinion of the inspector or the Registrar gives himself in any manner out as a registered security officer, to identify himself forthwith or at the reasonable place and within the reasonable period determined by the inspector, and so to furnish proof of his registration as security officer to the inspector or the Registrar.

(10) An inspector may during an inspection be assisted by an interpreter.

(11) Any person who—

(a) hinders or obstructs an inspector, the Registrar or a person assisting an inspector as an interpreter, in the carrying out of his duties or the exercise of his powers under this regulation;

(b) in any manner gives himself out as an inspector, or falsifies a certificate contemplated in subregulation (2) (b);

(c) deliberately and without sufficient cause refuses or fails to comply with a demand for a production contemplated in subregulation (5) (i), or to furnish in a satisfactory manner explanations contemplated in subregulation (5) (iii), or to comply with a direction contemplated in subregulation (9),

shall be guilty of an offence and be liable on conviction to a penalty not exceeding R1 000 or to imprisonment not exceeding six months".

(7 May 1993)

(9) 'n Inspekteur kan te eniger tyd enige persoon wat na die kennis van die inspekteur en die Registrateur nie as sekuriteitsbeampte geregistreer is nie, en wat na die oordeel van die inspekteur of die Registrateur hom op enige wyse voordoen as 'n geregistreerde sekuriteitsbeampte, op enige wyse wat die inspekteur of die Registrateur geskik en gepas ag, gelas om onverwyld, of op die redelike plek en binne die redelike tydperk deur die inspekteur bepaal, homself te identifiseer en aldus bewys van sy registrasie as sekuriteitsbeampte aan die inspekteur of die Registrateur te lewer.

(10) 'n Inspekteur mag tydens 'n inspeksie deur 'n tolk bygestaan word.

(11) Iemand wat—

(a) 'n inspekteur, die Registrateur of 'n persoon wat 'n inspekteur as tolk bystaan, by die uitvoering van sy pligte of uitoefening van sy bevoegdhede kragtens hierdie regulasie hinder of belemmer;

(b) hom op enige wyse as 'n inspekteur voordoen, of 'n sertifikaat beoog in subregulasie (2) (b) vervals;

(c) opsetlik en sonder gegronde rede weier of versuim om aan 'n eis om 'n voorlegging beoog in subregulasie (5) (i) te voldoen, of om op 'n bevredigende wyse verduidelikings beoog in subregulasie (5) (iii) te verstrek, of om aan 'n lasgewing beoog in subregulasie (9) te voldoen,

is aan 'n misdryf skuldig en by skuldigbevinding strafbaar met 'n boete van hoogstens R1 000 of met gevangenisstraf vir 'n tydperk van hoogstens ses maande".

(7 Mei 1993)

Star 11/5/93

Accountants bid to improve image

286

By Des Parker

DURBAN — Chartered accountants hope by next year to be able to raise standards of self-regulation to improve an image which has been tarnished in recent years by business failures and the activities of some crooked practitioners.

Neil Gerber, a former president of the Natal Society of CAs and a member of the executive committee of the Public Accountants and Auditors Board, says professional bodies of auditors and accountants worldwide are reacting to criticisms of poor work standards and business failures by jacking up the self-administered systems for policing the activities of members.

The World Bank has warned that failure by professional accountancy bodies in African countries to implement practice inspection and review procedures poses a threat to foreign investment.

SA's reaction takes the form of the Public Accountants' and Auditors' Amendment Bill, which last week went through its second reading debate in Parliament.

Gerber said the amendment allowed for reviews of practices by the PAAB or by peer groups.

"The thrust of the programme is to ensure that registered accountants and auditors adhere to the high standards set by the profession and for which they have become known.

"The system has not been designed to be of a punitive nature, although those who fail to achieve the required standards may face the risk of disciplinary action."

Security under scrutiny

SPEAKERS from the SA Police, ANC, the media, professional security firms and academics will discuss security matters at a conference at the University of Pretoria today.

The Security '93 Conference will be presented jointly by the university's Institute for Stategic Studies and the Security Association of South Africa. Among the speakers will be Mr Joe Nhlanhla, the ANC's head of security, and Lieutenant-General Andre Pruis, the divisional chief of Community Relations of the SAP.

Police take steps to protect farmers

13 BDM 13/5/93

STEPHANE BOTHMA and GERALD REILLY 251

THE SAP would take immediate steps to improve the security of people living on farms and smallholdings and, where possible, policemen would be placed on farms of vulnerable elderly people, police commissioner Gen Johan van der Merwe said yesterday.

The move followed several recent murders which apparently had political motive, he said.

But SA Agricultual Union (SAAU) president Boet Fourie warned that if the police security measures were not effective it would be difficult to stop retaliatory action on the part of farming communities.

The SAAU has called on President F W de Klerk urgently to reintroduce the death penalty and to use the full power of the state to combat murder and lawlessness, particularly on the platteland.

The appeal came after discussions yesterday between the SAAU's general council and Van der Merwe and other police generals.

Van der Merwe said the police had, for some time, been busy with comprehensive steps to improve the security of those living on farms who were regarded as being particularly vulnerable.

Manpower in the affected areas would be increased as soon as possible and, where the manpower position allowed it, policemen would be placed on the farms of the elderly people concerned, he said.

Patrols would be intensified and Van der Merwe appealed to all residents in affected areas to protect themselves.

Police spokesman Capt Nina Barkhuizen said "every member of the force that can be spared" would be used to protect people living in "sensitive areas".

She said police reservists would also be used in affected areas, which included the Free State/Transkei border where several attacks had taken place recently.

All trained police reservists in the eastern Transvaal had been called up for service following recent attacks on elderly people in the area, regional commissioner Maj-Gen Chris Smith announced.

Since the death of SACP leader Chris Hani on April 10 there have been nine attacks on old people in the region, and during 1992 there were 67 attacks.

Roadblocks, patrols and police visits to farms have been stepped up.

After the SAAU discussions with police top brass yesterday, Fourie said where necessary unrest areas would have to be proclaimed and curfews introduced.

On the controversial issue of labour legislation for the agricultural industry, Fourie said the SAAU had decided it would in future negotiate with government only on a basis of a single amended Act.

The SAAU, he said, rejected the possibility of extending the principles of the Wage Act to agriculture.

This view would be passed on urgently to Manpower Minister Leon Wessels.

Fourie said the general council reaffirmed that unity and co-operation within organised agriculture was imperative. It pledged itself to establishing an "unstoppable" united front in the interests of the farming community.

□ Sapa reports that Lettie Opperman, 62, was shot dead in her bed on her White River smallholding by two burglars early yesterday. Her husband was wounded.



Transvaal Rural Action Committ... new SABC board at a public h...

No insurance for mediators

B/DM 13/5/93

Political Staff 38

NO INSURANCE company had been willing to provide cover for members and staff of the 11 regional peace committees, the national peace accord reported yesterday.

The 78 staff members also did not receive fringe benefits, the internal peace institutions directorate said in its 1993 report, tabled in Parliament.

However, internal peace institutions executive director T D Rudman praised regional and local committees for their role in combating violence and intimidation at grassroots level.

"The object envisaged, which has in fact been achieved, was that the regional and local committees would, by negotiating with the parties involved, resolve disputes that cause or could cause public violence and intimidation, that they would consult with the authorities concerned, especially on planned public action of a contentious nature in order to prevent conflict and to monitor the implementation of agreements that may result."

The directorate was consulting donors and the insurance industry on launching a special fund for those who might become victims of violence.

Security firms invaluable, says ANC

B/DM 13/5/93

ADRIAN HADLAND 286

PRETORIA — Private security companies would be an invaluable resource for SA but the industry needed to be better regulated, ANC security head Joseph Nhlanhla said yesterday.

Speaking at a conference on security in SA at Pretoria University, Nhlanhla said the industry should consider introducing its own code of conduct to prevent intervention by the state.

In order for the private security companies, which currently employed 300 000 personnel, to "assume a positive role in the unfolding situation," adequate conditions of employment, training and compensation would have to be standardised.

It was also vital that the industry ensured its members were politically neutral, Nhlanhla said.

Brig Gert Jonker of the Correctional Services Department told the conference, organised by the Institute for Strategic Studies, that communities had to assume more responsibility for the rehabilitation of criminals.

13/5/93

Structures such as correctional boards and local parole boards should be used by the community to combat crime at a grassroots level, Jonker said.

Representatives from the SAP and the Namibian police also presented papers.

Each candidate must be nominated on a separate nomination form, but any person entitled to vote in the election may sign the nomination forms of any number of candidates not exceeding the number to be elected.

Each nomination form must state the first name and the surname of the candidate nominated and must be signed by two registered health inspectors. The person nominated must also sign the form, confirming that he consents to his nomination. The registered address of each one so signing must be appended to his signature. If the person nominated is unable to sign the nomination form he may inform the returning officer by letter or telegram that he consents to his nomination.

Every nomination form must reach the undersigned (from whom nomination forms may be obtained on application) at the address given below not later than 21 June 1993 at 12:00.

A deposit of R34,20 must accompany the nomination.

Every nomination form in respect of which any of these provisions has not been complied with, or which is not received by the aforesaid date at the address given below, will be invalid.

N. M. PRINSLOO,

Returning Officer.

P.O. Box 205
PRETORIA
0001;

or

553 Vermeulen Street
Arcadia
PRETORIA
0083.

(14 May 1993)

Elke kandidaat moet op 'n afsonderlike nominasievorm genomineer word maar elkeen wat by die verkiesing stemgeregtig is, kan die nominasievorms van enige aantal kandidate teken, dog nie meer as die getal wat verkies moet word nie.

Elke nominasievorm moet die voorname en die van, van die genomineerde kandidaat aangèe en moet geteken wees deur twee geregistreerde gesondheidsinspekteurs. Die genomineerde persoon moet ook die vorm onderteken ter bekragtiging van sy instemming tot sy nominasie. Die geregistreerde adres van elkeen wat aldus teken, moet by sy handtekening gevoeg wees. As die genomineerde persoon nie in staat is om die nominasievorm te teken nie, kan hy die kiesbeampte per brief of telegram meedeel dat hy tot sy nominasie instem.

Elke nominasievorm moet die ondergetekende (van wie nominasievorms op aanvraag verkry kan word) voor of op 21 Junie 1993 om 12:00 by onderstaande adres bereik.

'n Deposito van R34,20 moet die nominasie vergesel.

Elke nominasievorm ten opsigte waarvan een van hierdie bepalings nie nagekom is nie of wat nie teen voormelde datum by onderstaande adres ontvang is nie, is ongeldig.

N. M. PRINSLOO,

Kiesbeampte.

Posbus 205
PRETORIA
0001;

of

Vermeulenstraat 553
Arcadia
PRETORIA
0083.

(14 Mei 1993)

BOARD NOTICE 50 OF 1993

SECURITY OFFICERS' BOARD

In terms of section 10 (5) (b) of the Security Officers Act, 1987 (Act No. 92 of 1987) (as amended), the Security Officers' Board hereby gives notice that the Board intends to recommend to the Minister of Law and Order that the provisions of the Security Officers Act, 1987 (Act No. 92 of 1987) (as amended), shall apply to the categories of employees listed below who render a security service.

The Board invites interested parties to submit in writing to the Board within eight weeks from date of publication of this notice any objection to or representations concerning the inclusion of certain categories of practitioners who render a security service.

Comments or representations should be submitted in writing to the Registrar of the Security Officers' Board, Private Bag X817, Pretoria, 0001.

F. K. LUBBE,

Registrar: Security Officers' Board.

RAADSKENNISGEWING 50 VAN 1993

RAAD VIR SEKURITEITSBEAMPTES

Ingevolge artikel 10 (5) (b) van die Wet op Sekuriteitsbeamptes 1987 (Wet No. 92 van 1987) (soos gewysig), gee die Raad vir Sekuriteitsbeamptes hiermee kennis dat die Raad van voorneme is om aanbevelings by die Minister van Wet en Orde te doen dat die bepalings van die Wet op Sekuriteitsbeamptes, 1987 (Wet No. 92 van 1987) (soos gewysig), van toepassing sal wees op ondervermelde kategorieë van werknemers wat 'n sekuriteitsdiens lewer. Belanghebbendes word hierby uitgenooi om binne agt weke vanaf datum van publikasie van hierdie kennisgewing, besware teen of vertoë aangaande onderwerp skriftelik by die Raad in te dien.

Besware teen of vertoë moet by die Registrateur van die Raad vir Sekuriteitsbeamptes, Privaatsak X817, Pretoria, 0001, ingedien word.

F. K. LUBBE,

Registrateur: Raad vir Sekuriteitsbeamptes.

CATEGORIES OF EMPLOYEES WHO RENDER A SECURITY SERVICE

1. "In house" security officers (any employee who renders a service to an employer in the private sector for the safeguarding or protection of the employers property, or of persons or property on the employers' premises or under the employers' control).
2. Locksmiths and key cutters.
3. Manufacturers, suppliers, marketers and installers of any security equipment in respect of the protection or safeguarding of people or property in any manner whatsoever.
4. Private detectives and investigators.

(14 May 1993)

KATEGORIEË VAN WERKNEMERS WAT 'N SEKURITEITSDIENS LEWER

1. "In huise" sekuriteitsbeamptes (enige werknemer wat 'n diens lewer aan 'n werkgewer in die privaat sektor vir die beveiliging of beskerming van die werkgewer se goed, of van persone of goed op die werkgewer se perseel of onder die werkgewer se beheer).
2. Slotmakers en sleutelsnyers.
3. Vervaardigers, verskaffers, bemarkers en installeerders van enige sekuriteitstoerusting ten opsigte van die beskerming of beveiliging van persone of goed op watter wyse ook al.
4. Privaatspeurders en ondersoekers.

(14 Mei 1993)

BOARD NOTICE 51 OF 1993

THE SOUTH AFRICAN DENTAL TECHNICIANS COUNCIL

ELECTION OF MEMBERS OF THE SOUTH AFRICAN DENTAL TECHNICIANS COUNCIL

It is notified in terms of regulation 7 of the regulations made under section 50 (1) (a) of the Dental Technicians Act, 1979, (Act No. 19 of 1979), that the following persons have been validly nominated as candidates for election as a member of the South African Dental Technicians Council for the unexpired period ending on 30 September 1994:

ONE DENTIST FOR ELECTION BY DENTISTS

DR/0504..... MATHEWS: Lennox Laurentius:
from:
402 Lindeque Avenue
SILVERTON RIF
0184.

DR/2611..... TERBLANCHE: Dereyck Francois
from:
P.O. Box 619
SPRINGS
1560.

As the number of persons validly nominated exceeds the number of persons to be elected, Monday, 21 June 1993 at 16:00, has been determined by me as being the day on or before which every person entitled to vote at this election may sign and transmit to me a voting paper described in the regulations. A voting paper will be posted at least one month before the day determined, to the last registered address of each person entitled to vote at this election.

J. A. SWANEPOEL,
Returning Officer.
630 Robert Koch Building
345 Pretorius Street
PRETORIA
0002;
or
P.O. Box 995
PRETORIA
0001.

(14 May 1993)

RAADSKENNISGEWING 51 VAN 1993

DIE SUID-AFRIKAANSE RAAD VIR TANDTEGNICI

VERKIESING VAN 'N LID VAN DIE SUID-AFRIKAANSE RAAD VIR TANDTEGNICI

Dit word hierby bekendgemaak kragtens regulasie 7 van die regulasies uitgevaardig kragtens artikel 50 (1) (a) van die Wet op Tandtegnici, 1979 (Wet No. 19 van 1979), dat die volgende persone wettiglik genomineer is as kandidate vir verkiesing as lid van die Suid-Afrikaanse Raad vir Tandtegnici vir die onverstreke tydperk eindigende op 30 September 1994;

EEN TANDARTS VERKIESBAAR DEUR TANDARTSE

Reg. No.

DR/0504..... MATHEWS: Lennox Laurentius
van:
Lindequelaan 402
SILVERTON RIF
0184.

DR/2611..... TERBLANCHE: Dereyck Francois
van:
Posbus 619
SPRINGS
1560.

Aangesien die getal persone wettiglik genomineer, meer is dan die getal lede wat verkies moet word, word Maandag, 21 Junie 1993 om 16:00, deur my bepaal as die dag waarvoor of waarop enigeen wat geregtig is om by die verkiesing te stem, die stembrief soos in die regulasies omskryf kan onderteken en aan my stuur. 'n Stembrief sal aan die jongste geregistreerde adres van elke persoon wie geregtig is om te stem in hierdie verkiesing, gestuur word minstens een maand voor die datum hierbo bepaal.

J. A. SWANEPOEL,
Kiesbeampte.
Robert Kochgebou 630
Pretoriusstraat
PRETORIA
0002;
of
Posbus 995
PRETORIA
0001.

(14 Mei 1993)

Red military tries for sunny SA

SOUTH AFRICAN security companies have been flooded with job applications from people trained in top Russian military acadamies, including former KGB members.

Several Russians in of the Soviet security forces have applied to join the Cape Town branch of a national security company.

Mr Brian Retief, the regional manager of Pritchard Security and Cleaning Services, said he had been "innundated" with letters from mostly highly-qualified former Russian military personnel.

By CHIARA CARTER

ST Times 16/5/93

The applicants included a qualified helicopter pilot and an officer with a backgound in intelligence work.

He said he believed similar applications had been made to other local security companies.

Mr Retief said former KGB members were being employed in industrial espionage in the United States.

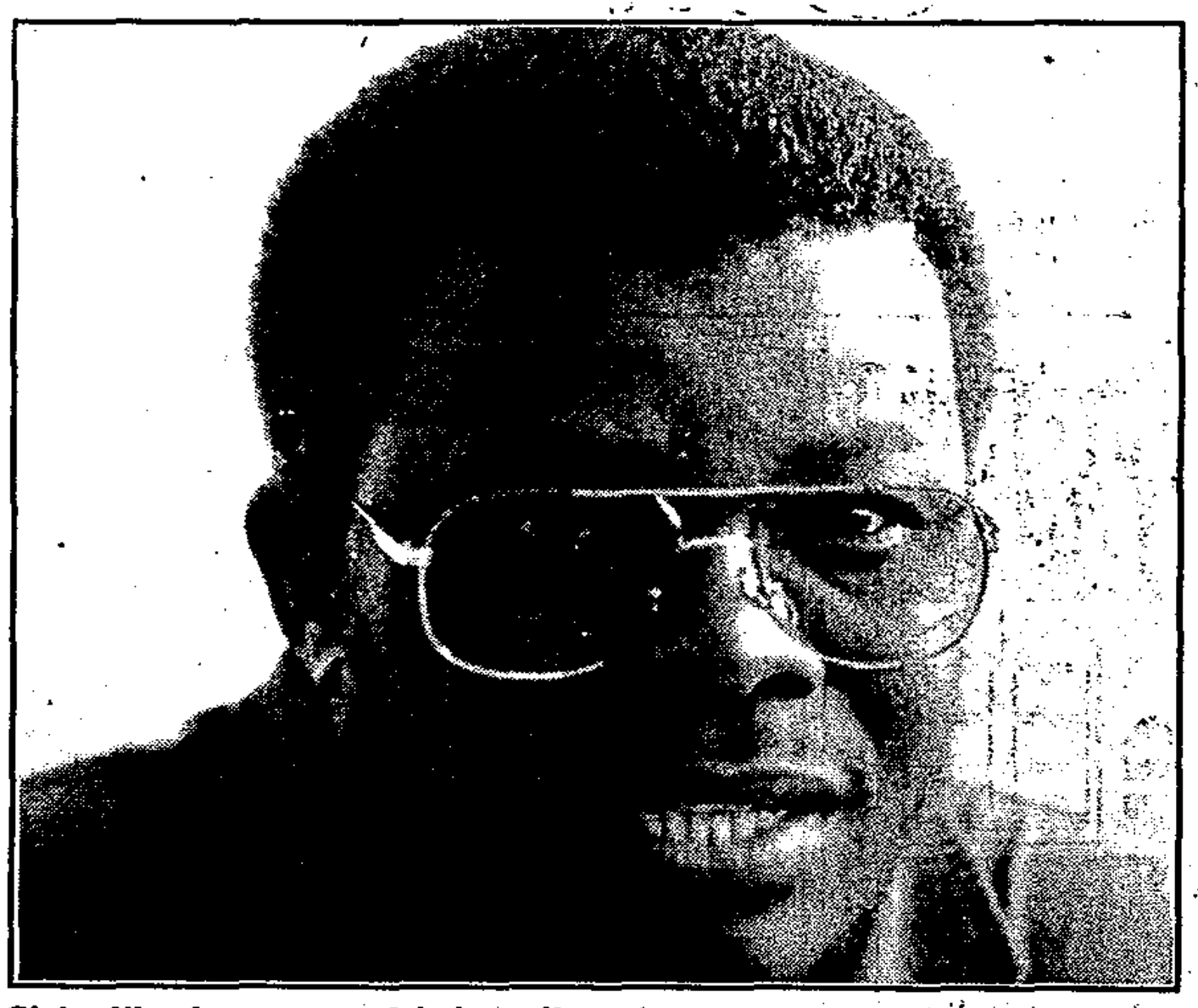
He was "mystified" as to how the Russians had heard about his company. Home Affairs spokesman Mr Niel du Bois said any applications would be subject to SA immigration policy.

Mr du Bois said there had been a "flood" of prospective immigrants from East Bloc countries, Russia and mainland China.

The department's key concern was the interests of South Africans and given the high rate of unemployment, immigrants would have to offer skills not available in the country.

BUSINESS Sipho Nkosi's 12-year-old dream of becoming independent pays off

Bright and shiny sign of success



Sipho Nkosi ... successful signwriter.

By Mzimkulu Malunga

IT TOOK 12 years of soul-searching for Sipho Nkosi to finally take the plunge and start his own business.

"During twelve years of working for a firm of signwriters, I used to ask myself if a similar business would work for me. And when I told my friends and colleagues, they advised me against it," he says.

Just when Nkosi was about to erase the thought from his mind, a man in Randfontein asked him to do a sign for him.

"When I told him where I was working he asked me if I could signwrite a board for him. I gave it a go and he was very happy with my work."

But he only began taking things seriously in 1983 when he was approached by representatives of the Release Mandela Campaign to design banners for them.

The money he made helped him hire a workshop in Orlando West Industrial Park and set up a company called City Signs.

Business increased steadily. But there was a major handicap: the stayaways and boycotts which brought many township businesses to a standstill from time to time.

Four years later City Signs found a new home in another Small Business Development Corporation hive, Pennyville. It was here that the business really began expanding. Today its client list reads almost like a who's who of the corporate world.

Ironically, most of City Signs' business comes from white companies.

REACHING GREAT HEIGHTS Small signwriting company thrives:

Sanlam

Nkosi says: "I have lost a lot of money in the townships. The main problem with many of our people is that they give you a deposit — but getting the outstanding amount from them is not easy."

City Signs employs 11 people, most of them skilled signwriters.

Sipho Nkosi qualifies for the Sanlam-*Sowetan* Entrepreneur of the Month competition. He will compete with other entrepreneurs of the month for the Sanlam-*Sowetan* Entrepreneur of the Year award. His business is situated at 73 Pennyville, SBDC Hive, tel (011) 474-9443.

Violence fears a fillip for security industry

KELVIN BROWN and TRACY SCHNEIDER

THE security and firearm industries have experienced unprecedented growth in the wake of violence following the assassination of SA CP leader Chris Hani, industry sources say.

Automatic gate, fencing and intercom system specialists said there had been a sharp rise in demand for security systems over the past two months.

Dark Area Securities MD Peter Gray said there had been a "massive upswing" of between 20% and 30% in demand for security systems. He linked this to escalating violence, saying trading in April and May, traditionally poor months, had been "very good".

Lockwell Security owner Johnny Amoils said he had seen "panic buying".

"Most people are wanting to upgrade on existing systems. The demand is astronomical and we are having to stretch to a six- to seven-week delivery period," Amoils added.

SA National Security Employers' Association (Sansea) Transvaal chairman Tony Botes said this reflected the general boom being experienced in every aspect of the security industry.

Sansea, which has a national membership of 200 guarding companies, had seen a "dramatic increase" in the demand for security guards by businesses and alarm installations by households.

Gun Shop owner Nicholas Yale had noticed a 40% rise in requests for guns and a similar rise in ammunition sales since the Hani murder.

This had resulted in stock shortages.

Sporting Arms MD Ricky Pascoe said it was taking longer for gun licences to be approved. He suspected this was because gun purchases had rocketed.

Enrolment in gun handling courses had also increased. Academy of Marksmanship MD Ian Chaplain said enrolment figures had increased by 30%.

Corporate spying on the rise in SA

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S/Times [C/metro] 23/5/93

SPYING and phone tapping, long the domain of the security forces, is shifting to corporate boardrooms as companies fight for a competitive edge.

By JUDITH MATLOFF

A painful recession has fuelled a rise in industrial espionage in Johannesburg as the desperate seek sometimes illicit methods to boost profits.

Security firms report a growing number of business clients in the market for private investigators and bugging devices to watch over their rivals and staff.

"People will do crazy things to make more money to feed their families," said Angela Henderson, who handles sales at Call Guard Service, which bills itself as a specialist in commercial and industrial investigations.

"They're more concerned than ever about small percentages in profits."

The company is one of several focusing on the business sector in the 15 pages of security firms advertising in the Cape Peninsula's Yellow Pages telephone directory.

She said demand was so great that the firm had widened its stable of agents, many of whom had had military training.

Business analysts and security sources say it is impossible to quantify how much eavesdropping is going on in the shadowy world of industrial espionage, as only a small percentage of incidents are reported.

But they agree the number of boardroom James Bonds is growing.

"Business is booming," said Dave Miller about his Spy Shop, where many companies go to shop for surveillance equipment.

Several cases of high-profile corporate spying have surfaced in the press, raising questions over how many more incidents have gone unnoticed.

Fired

In one particularly notorious case, private investigators discovered a bug attached to the telephone line of the chief executive of financially-troubled Motor Racing Enterprises, Dave McGregor.

Then there were claims by fired bank boss Bob Aldworth that a fellow executive had ordered the tapping of telephones in a messy business dispute.

Analysts say it is not just the weak economy which is encouraging illegal means to boost profits.

A lawyer who has represented businessmen involved in some of Johannesburg's more bitter industrial battles described a web of surveillance and counter-surveillance more befitting the security forces.

"More and more people are taking precautions and keeping records of what they — and others — say."

Miller said his shop used to serve mainly foreigners and security forces, but the client base was now widening to corporate circles. Business is so good, he has opened two new branches.

He said it was technically illegal to plant bugs on other people's telephones.

But Miller does not dig into what people plan to do with the equipment they buy at the shop, which offers a range of gadgets including bugs which can be fitted to flower pots, telephones or ashtrays.

"I don't ask questions," he said. - *Sapa-Reuter*

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months for which information is available and (b) what was the total pecuniary value of compensation so awarded during this period? B381E

The MINISTER OF JUSTICE:

Statistics of the kind requested by the hon member are not kept by the Department and accordingly the required information is not readily available. To obtain the information all court records in the country would have to be scrutinized which would be so time-consuming as to be not economically feasible.

Justices of the peace appointed in Randburg/Johannesburg

213. Mr D J DALLING asked the Minister of Justice:

(a) How many persons were appointed as justices of the peace in the magisterial districts of (i) Randburg and (ii) Johannesburg in 1991 and 1992, respectively, and (b) what are their names? B130E

The MINISTER OF JUSTICE:

(a) (i) 1991—1; 1992—4

(ii) 1991—5; 1992—19

(b) (i) *Randburg*

1991
Mr G R Dowling

1992
Mr A K Parker
Mr A G A du Toit
Mr G L Higgs
Mr B S Mzamo

(ii) *Johannesburg*

1991
Mr B P Geldenhuys
Mr W C J Johnson
Mr J C de Villiers
Mr S Stoltz
Mr H J J Orkin

1992
Mr B G S de Wet
Mr S M J van der Westhuizen
Mr N J Smit
Mr J A Vermeulen
Mr O F Mahomed
Mr A S Mohamed
Mr N M H Tisaker
Mr J C Lamprecht
Mr B A Sloman
Mr T Ramakhula
Mr L M Said
Mr N F C van Huyssteen
Mr C J Kaynie
Mr G A Robertson
Mr H H Masters
Mr L Naude
Mr S G Bloomberg (OMSS)
Mr H F Mahomed
Mr A M van der Westhuizen

Persons arrested/granted bail

226. Mr A J LEON asked the Minister of Justice:

(a) How many persons were (i) arrested and (ii) granted bail in 1992 and (b) how many persons so granted bail were unable to pay the amount set in respect of bail? B506E

The MINISTER OF JUSTICE:

Statistics of the kind requested by the hon member are not kept by the Department and accordingly the required information is not readily available. To obtain the information all court records in the country would have to be scrutinized which would be so time-consuming as to be not economically feasible.

SAP members: criminal conduct

229. Mr H J BESTER asked the Minister of Justice:

(1) Whether any dockets relating to complaints alleging criminal conduct on the part of members of the South African Police were received by the attorneys-general of the four provinces in 1987, 1988, 1989, 1990, 1991 and 1992, respectively; if so, how many were received by each attorney-general in each of these years;

(2) whether the attorneys-general concerned returned any of these dockets to the investigating officers for further investigation; if so, how many in each case;

(3) whether the Attorney-General of the Transvaal refused to prosecute any members of the Police in respect of any dockets referred to in paragraph (2) of this question; if so, in respect of how many such dockets? B521E

The MINISTER OF JUSTICE:

(1) All the required information is not readily available. In an effort to be of assistance to the hon member, the following information regarding dockets relating to complaints alleging criminal conduct on the part of members of the South African Police has been obtained from the attorneys-general and the South African Police:

Total number of dockets received by the attorneys-general country-wide:

1987	Information is not readily available.
1988	Information is not readily available.
1989	11 556
1990	15 124
1991	17 637
1992	20 163

Total number of cases country-wide where prosecutions were refused or verdicts of not guilty were reached:

1987	Information is not readily available.
1988	Information is not readily available.
1989	8 979
1990	13 070
1991	15 531
1992	19 101

Total number of cases country-wide where a verdict of guilty was reached:

1987	Information is not readily available.	
1988	Information is not readily available.	
1989	2 577	(22%)
1990	2 054	(13,6%)
1991	2 106	(11,9%)
1992	1 062	(5,2%)

(2) and (3) The required information is not readily available as statistics are not kept in this category. To obtain the information requested all the dockets relating to complaints alleging criminal conduct on the part of members of the South African Police during the six past years would have to be scrutinized. This will be very time consuming and accordingly not economically feasible.

Criminal case involving security firm/managing director

288. Mr M J ELLIS asked the Minister of Justice:

(1) Whether, with reference to the reply by the Minister of Law and Order to Question No 106 on 18 March 1992, a criminal case involving a certain security firm and/or the managing director of this firm, whose names have been furnished to the Minister's Department for the purpose of his reply, has been heard; if not, why not; if so, (a) when, (b) what was the outcome of the case and (c) what is the name of the (i) firm and (ii) managing director in question;

(2) whether there are any other cases pending against the said managing director; if so, what are the relevant details;

(3) whether he will make a statement on the matter? B671E

The MINISTER OF JUSTICE:

(1) Yes.

(a) The trial started on 27 February 1992 and lasted until 16 July 1992.

(b), (c) (i) and (ii) The security firm "Combat Force, Natal (Pty) Ltd" as accused No 1 and Mr Montague Kennith Norman Reeves, the managing director of the said firm as accused No 2, were convicted on 16 July 1992 on 34 counts of contraventing section 2 of the Arms and Ammunitions Act, 1969 (Act 75 of 1969) (possession of arms without a licence) and 1 count of contravening section 36 of the said Act (possession of ammunition without being in lawful possession of a weapon capable of firing that ammunition). The firm was sentenced to a fine of R10,00 on each count—in total R350,00. Mr Reeves was sentenced to a fine of R500,00 on each count, in total R17 500,00, or 35 months' imprisonment. The firearms and ammunition were declared forfeited to the State.

(2) As far as can be ascertained at this stage no criminal court cases are pending against Mr Reeves.

(3) A statement is not necessary.

FM 28/5/93.

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much professional liability cover does the brokerage need in case some advice is wrong?

Prestasi marketing director Arrie van der Linde says the service, introduced two months ago, has been "remarkably successful." All 150 000 policyholders have been enrolled free. In the past two months, Legal Line's panel of advisers have been receiving on average 200 calls a day from clients uncertain of their rights and obligations. Van der Linde says clients are often hesitant to seek formal legal advice, usually because they assume they cannot afford to do so.

He says the service is contracted out to a proprietary company and that Prestasi carries insurance against potential claims for professional liability. As it is a free service, he feels existing clients who act on Legal Line's advice might have a problem pursuing a liability claim. A client who says he was induced by the offer of the service to use Prestasi as a broker could have a stronger case.

Prestasi says the line is manned by experienced legal personnel, all with at least a B Proc or LLB. They advise on matters ranging from insurance to contracts with domestic servants, appliance guarantees and even neighbours' disputes about dogs.

Van der Linde says the service is aimed at resolving small problems. It does not act on behalf of clients. Where a case requires legal

SA LAW FM 28/5/93

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Arnie on the cheap?

Prestasi Insurance Brokers' introduction of a "legal line" as a free service to clients has interesting legal implications — such as how

Fm 28/5/93

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action, clients are advised to consult an attorney. But he adds: "Within two weeks of Prestasi's mass enrolment of policyholders, 2 400 calls were received." ■

Chubb secures strong figures

ANDY DUFFY

SECURITY group Chubb Holdings' earnings leapt nearly a third to 165,2c for the year to March 1993 as trading profit surged and costs fell back.

Although turnover for the UK-owned company was only slightly ahead at R176,4m (R167,8m), strong operating performance lifted trading profit nearly 20% to R16,2m.

Stringent cash control and asset management underpinned Chubb's performance.

Its interest burden dropped from R3,9m to R1,7m, with debt as a percentage of shareholders' funds cut back from 47,4% to almost 10%.

Its final dividend was 25% up on last year's at 20c, with cover falling marginally to 4,86 times.

Chubb's physical securities division reversed the dismal performance it turned in last year, hiking its trading profit by more than 300% to R5,7m.

Electronic security — which included crime monitoring and rapid response — rose from R9,8m to R11m.

The results were marred by those of the embattled fire security division, which incurred a R500 000 loss (R2,4m).

An increase in its prices coupled with rationalisation lifted Chubb's overall trading margin from 8,2% to 9,2%.

Despite the strong showing, chairman Dirk Ackerman warned that the group was expecting little growth in its main markets during the year ahead, "which is in line with the projected business trend".

The tax charge, which included secondary tax, rose 91,3% to R5,4m, taking attributable profit to R9,1m (R6,9m).

Legal rules on cards for financial reports

B1Day 15/6/93

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TRACY SCHNEIDER

FINANCIAL reporting in SA was set for a shakeup next year when legal backing for accounting standards would be established, the SA Institute of Chartered Accountants (SAICA) said yesterday. 258

SAICA technical director Monica Singer said auditors had not been required to follow accounting standards and risked bringing the auditing profession into disrepute.

To rectify this, the standing advisory committee on company law had agreed to amend the Companies Act to introduce standard accounting rules.

The law should be passed in 1994, after which a self-regulatory review panel, comprising high profile businessmen, would monitor it.

Arthur Andersen partner John Donnelly said the initiative would "enhance and maintain the level of local professional accounting and auditing standards".

"Unfortunately the panel will not have legal recognition as in the UK, nor money to take people to court. However, we believe Press exposure would be successful in exposing misleading accounting treatments or lack of disclosure in financial statements."

Singer said the opinions of a capable and high profile panel would make shareholders aware of what was not being disclosed.

Intense competition for clients forced auditing firms to be manipulated by directors and to accept financial statements that showed companies in the best possible light.

In instances of "opinion shopping", one auditing firm could be played off against another, with the threat of losing a client.

Further penalties for infringement of the amended Companies Act could include criminal liability or being flagged on the JSE board.

FOCUS ON SECURITY

Businesses combat theft and fraud

By FRED ROFFEY

SHRINKAGE is costing the South African retail industry more than R1 billion a year — much of it through fraud, employee theft, shoplifting, under-ringing at tills and staff/customer collusion, as well as damaged merchandise, spoilage and accounting errors.

To combat this, businesses are using organisations such as Lodge Service to provide operatives who work for the client as regular employees.

In this capacity they are able to gain the trust of dishonest personnel and learn of any conspiracy to defraud the management.

In addition they are able to:

- Report on false time records and unnecessary overtime.
- Spot sabotage attempts.
- Evaluate safety and security systems.

Many of their activities relate to the retail industry. However, they also operate in commerce and industry generally, where the growing incidence of white collar crime is costing billions of rands annually, according to a leading insurance broker.

"Statistics have shown that white collar crime has increased by an almost unbelievable 76 percent over the past six years, and no company can feel safe," says fidelity insurance specialist Brian Gillespie of PFV Insurance Brokers.

The Office for Serious Economic Offences (OSEO), instituted in March 1992, has investigated cases totalling a staggering R2,2 billion up to March this year.

Since final figures are not known for some cases still under investigation, the R2,2 billion is likely to be a conservative indication of the sums involved, according to the OSEO.

The SAP Commercial Branch reported white collar crime totalling R3,6 billion over the past year — more than one percent of South Africa's gross domestic product for the period.

"The main cause of this astrounding increase in white collar crime is the economic pinch affecting us all," says Mr Gillespie.

"In many cases, people have become used to a certain standard of living and endeavour to maintain it by any means — illegal or otherwise."

He emphasizes that from the risk management viewpoint the most important ground rule for companies is to screen prospective employees carefully.

"Reference checks are all-important, since they drastically reduce the chances of employing dishonest persons who either were discharged from their previous job or who moved because of suspected or proven dishonesty.

"Once an employee is found to have been dishonest, whether during his employment or earlier, there is no cover for future dishonest acts by that employee, unless specifically agreed by insurers.

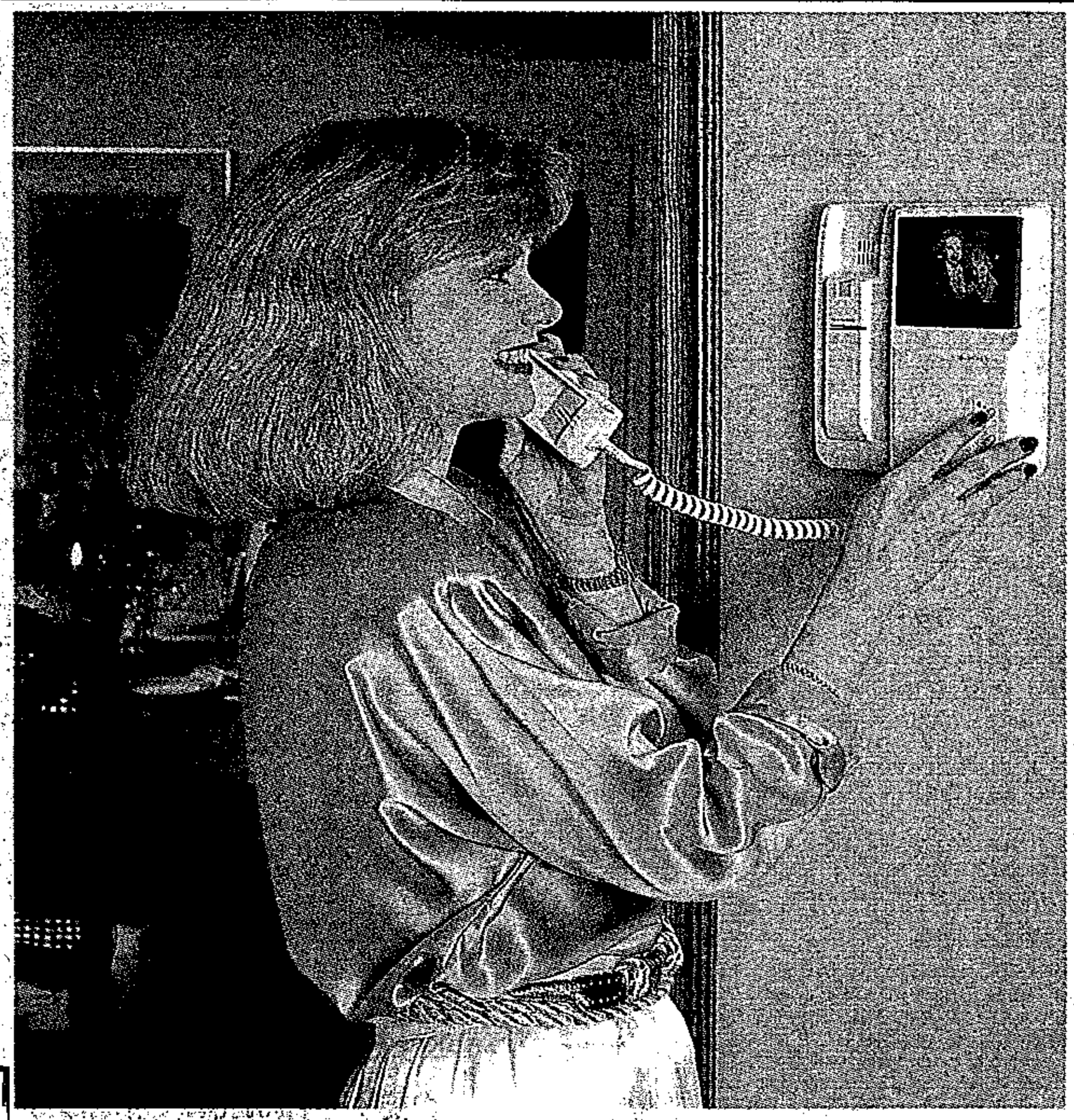
"Companies with cover should take a long hard look at their policy wordings and have them amended if they find inadequacies."

He points out that most policies also stipulate that personal financial gain must be proved in certain circumstances.

"Policies may not respond in cases where, for instance, a branch manager falsifies profit and loss statements merely to retain his job, or obtain an increase or a promotion."

Mr Gillespie adds that because of high risk exposures for computers, it is essential for companies to show adequate security for their computer systems before insurance cover is available.

"It is particularly important to cover third-party fraud — cases where outsiders log into the company's computer system."



SCREENING CALLERS . . . An intercom videophone lets you see who's at the door. Picture courtesy of Aiphone

ACCOUNTING FM 25/6/93

Practical board

Candidates who passed the Public Accountants' & Auditors' Board examination this year were the first under the new system. They now have to pass the accounting and auditing papers separately to qualify as CAs. In previous years candidates needed only an aggregate pass mark for the two papers.

The auditing paper is now geared towards practical issues. Chantyl Mulder, education director of the board, says it had long been felt that the old system was not a true test of professional competence. "Our intention is that the auditing paper should favour candidates who have at least a year's auditing experience behind them," she says.

The results seem to show this aim has been achieved. While 79,7% of candidates passed the more theoretical accounting part, only 53,5% passed the auditing paper. Those with practical experience fared better in the auditing paper than candidates had in the past.

Even so, most firms are still urging their articled clerks to attempt both papers as soon after graduating as possible. Says Clifford Amoils, human resources partner at Kessel Feinstein: "If a person does fail the auditing paper, then he only has to repeat that part the following year. Without the burden of rewriting both parts, as was required in previous years, the chances of passing are enhanced."

Johnny Symmonds of Deloitte & Touche, one of the big six accounting firms, agrees: "We prefer the candidate to do the exam as soon as possible. However, it means we will have to change the focus of our internal training programmes."

The new format has received a qualified thumbs up from the profession and academics. SA Institute of Chartered Accountants president Peter Wilmot says that, though "results were a little disappointing, the 54% pass rate for auditing is still within acceptable limits. The real test will come in the years ahead when everyone is more used to the system."

David Flynn, head of UCT's accounting department, says: "The new emphasis should bring the universities and the profession even closer when it comes to dealing with auditing issues."

Unisa's Botha van Rensburg says the new system is fairer to Unisa graduates who tend to be older and have more work experience. "The auditing pass rate for our graduates was 56%, which was higher than the national figure."

BOARD NOTICE 63 OF 1993

The Security Officers' Board has, with the concurrence of the Deputy Minister of Law and Order, acting on behalf of and on assignment by the Minister of Law and Order, under section 32 of the Security Officers Act, 1987 (Act No. 92 of 1987), made the regulations in the Schedule.

F. K. LUBBE,
Registrar: Security Officers' Board.

SCHEDULE

AMENDMENT OF TRAINING OF SECURITY OFFICERS REGULATIONS, 1992

Definition

1. In these regulations "the Regulations" means the Training of Security Officers Regulations, 1992, promulgated by Government Notice No. R. 2188 of 31 July 1992.

Addition of regulations 23A, 23B, 23C and 23D to Regulations

2. The following regulations are hereby added to the Regulations:

"Prohibition on certain misleading conduct

23A. No person—

(a) shall establish or manage any institution which are not an accredited training institution under any name or description, or in any other manner, which is calculated to pretend or whereby it is pretended that the institution is an accredited training institution or that the institution is otherwise established or managed with the support, approval or consent of the Board with a view to the training of security officers;

(b) who is not an accredited training instructor shall at any institution, whether an accredited training instution or not, or in any other manner, establish, manage or offer any course or program under any name or description, or with any contents, or in any other manner, which is calculated to pretend or whereby it is pretended that the course or program is directed to the training of security officers or of persons who intend to apply for registration as security officers in terms of the Act, or render for valuable consideration advice on such training, or make known in any manner that such a course or program has been established or is managed or offered, or that such advice is offered by him;

RAADSKENNISGEWING 63 VAN 1993

Die Raad op Sekuriteitsbeamptes het, met die instemming van die Adjunkminister van Wet en Orde, handelende namens en in opdrag van die Minister van Wet en Orde, kragtens artikel 32 van die Wet op Sekuriteitsbeamptes, 1987 (Wet No. 92 van 1987), die regulasies in die Bylae uitgevaardig.

F. K. LUBBE,
Registrateur: Raad vir Sekuriteitsbeamptes.

BYLAE

WYSIGING VAN REGULASIES OP DIE OPLEIDING VAN SEKURITEITSBEAMPTES, 1992

Woordomskrywing

1. In hierdie regulasie beteken "die Regulasies" die Regulasies op die Opleiding van Sekuriteitsbeamptes, 1992, afgekondig by Goewermentskennisgewing No. R. 2188 van 31 Julie 1993.

Byvoeging van regulasies 23A, 23B, 23C en 23D by Regulasies

2. Die volgende regulasies word hierby by die Regulasies gevoeg:

"Verbod op sekere misleidende handelinge

23A. Geen persoon—

(a) mag enige inrigting wat nie 'n geakkrediteerde opleidingsinrigting is nie, instel of bestuur onder 'n naam of beskrywing, of op enige ander wyse, wat bereken is om voor te gee of waardeur voorgegee word dat die inrigting 'n geakkrediteerde opleidingsinrigting is of dat die inrigting andersins met die ondersteuning, goedkeuring of toestemming van die Raad met die oog op die opleiding van sekuriteitsbeamptes ingestel of bestuur word;

(b) wat nie 'n geakkrediteerde opleidingsinstrukteur is nie, mag by enige inrigting, hetsy dit 'n geakkrediteerde opleidingsinrigting is al dan nie, of op enige ander wyse, enige kursus of program instel, bestuur of aanbied onder enige naam of beskrywing, of met enige inhoud, of op enige ander wyse, wat bereken is om voor te gee of waardeur op enige wyse voorgegee word dat die kursus of program gemik is op die opleiding van sekuriteitsbeamptes of van persone wat voornemens is om vir registrasie as sekuriteitsbeamptes ingevolge die Wet aansoek te doen, of teen vergoeding advies gee oor sodanige opleiding, of op enige wyse bekendmaak dat so 'n kursus of program ingestel is of bestuur of aangebied word, of dat sodanige advies deur hom verskaf word;

(c) excluding the Board or any person acting on authority of the Board, shall compile, distribute, sell or otherwise make available, or in any manner publish any book, pamphlet, brochure or other document which in any manner pretends to be an instructors' training manual or a procedures manual, referred to in these regulations, or a manual for the training of security officers, or similar manual, or which substantially constitutes a manual for any such training or procedure.

Prohibition on offering of non-prescribed training courses

23B. No accredited training institution or accredited training instructor shall with effect from 1 July 1993 offer any training course of which the contents do not substantially comply with the minimum criteria contemplated in regulations 3 (2) (b) or 6 (2).

Prohibition on rendering of security services by non-trained employees

23C. (1) Subject to subregulation (2), and with effect from 1 October 1993—

(a) no person who renders a security service shall require any of his employees who are security officers, or direct, order, or permit or cause to be directed, ordered or permitted any of them to render any security service, unless the employee is in possession of an applicable training certificate contemplated in regulation 8;

(b) no employee contemplated in paragraph (a) shall allow that he be used in the course of his employment for the rendering of any security service, unless he is in possession of any such applicable training certificate.

(2) The provisions of subregulation (1) shall not apply to any employee referred to therein who on 1 October 1993 is a person who was on or before 1 July 1993 registered in terms of the Act as a security officer and whose registration on 1 October 1993 is still in force.

Offences and penalties

23D. Any person who contravenes any provision of regulation 23A, 23B or 23C or fails to comply therewith shall be guilty of an offence and liable on conviction to a penalty of R1 000 or to imprisonment for a period not exceeding six months.".

Commencement

3. These regulations shall come into operation on 30 June 1993.

(25 June 1993)

(c) uitgesonderd die Raad of iemand wat op gesag van die Raad handel, mag enige boek, pamflet, brosjure of ander stuk opstel, versprei, verkoop of andersins beskikbaar stel, of op enige wyse publiseer, wat op enige wyse voorgee 'n opleidingshandleiding vir instrukteurs of 'n prosedurehandleiding, bedoel in hierdie regulasies, of 'n handleiding vir opleiding van sekuriteitsbeamptes, of soortgelyke handleiding, te wees, of wat wesentlik 'n handleiding ten opsigte van enige sodanige opleiding of prosedure is.

Verbod op aanbieding van nie-voorgeskrewe opleidingskursusse

23B. Geen geakkrediteerde opleidingsinrigting of geakkrediteerde opleidingsinstrukteur mag met ingang vanaf 1 Julie 1993 enige opleidingskursus aanbied waarvan die inhoud nie wesenlik voldoen aan die minimum maatstawwe beoog in regulasies (3) (2) (b) en 6 (2) nie.

Verbod op lewering van sekuriteitsdienste deur nie-opgeleide werknemers

23C. (1) Behoudens subregulasie (2), en met ingang van 1 Oktober 1993—

(a) mag geen persoon wat 'n sekuriteitsdiens lewer van enige van sy werknemers wat sekuriteitsbeamptes is, verlang, of enige van hulle gelas, beveel, of toelaat of laat gelas, beveel, of toelaat om 'n sekuriteitsdiens te lewer nie, tensy die werknemer in besit is van 'n toepaslike opleidingsertifikaat beoog in regulasie 8;

(b) mag geen werknemer beoog in paragraaf (a) toelaat dat hy in die loop van sy diensverrigting aangewend word vir die lewering van enige sekuriteitsdiens nie, tensy hy in besit is van so 'n toepaslike opleidingsertifikaat.

(2) Die bepalings van subregulasie (1) is nie van toepassing nie op enige werknemer daarin bedoel wat op 1 Oktober 1993 'n persoon is wat op of voor 1 Julie 1993 ingevolge die Wet as sekuriteitsbeampte geregistreer is en wie se registrasie op 1 Oktober 1993 nog van krag is.

Misdrywe en strawwe

23D. Iemand wat 'n bepaling van regulasie 23A, 23B of 23C oortree of versuim om daaraan te voldoen, is skuldig aan 'n misdryf en by skuldigbevinding strafbaar met 'n boete van R1 000 of met gevangenisstraf vir 'n tydperk van hoogstens ses maande.".

Inwerkingtreding

3. Hierdie regulasies tree in werking op 30 Junie 1993.

(25 Junie 1993)

Sechold acquires stake in Theta Securities

B Day 11/7/93

LINDA ENSOR

CAPE TOWN – JSE-listed financial services institution Sechold has taken a substantial stake in the newly established financial securities company, Theta Securities, formed by the former UAL project team.

Subject to the conditions precedent to the deal, Theta management would over time acquire the majority shareholding in the company, Theta MD Leon Kirkinis said yesterday.

Sechold group MD Arthur Kelly and director Pat Abrahams have joined Theta's board.

Kelly said he believed that the acquisition added value to Sechold's operation and that it added a new dimension to its involvement in the financial services sector.

Theta started trading on July 1 with an initial capital investment of R5m and intended to actively pursue projects aimed at the needs of the new SA, Kirkinis said.

a way of earning a good living.

Tony Vaughan of Rhino Fencing says some newcomers are putting together substandard equipment in backyard operations, then undercutting reputable dealers by 50% to get into the market. "An electrified fence is a living fence, but if it's not properly constructed and maintained it can become a living nightmare."

The trend also worries Welgemoed. "If someone gets killed it will affect the whole industry." Gallagher, he says, is a New Zealand company marketing its products in 110 countries. It has 75 dealers in SA, and they all subscribe to the parent company's strict installation and maintenance standards.

An electrified fence that meets stringent international standards poses no physical danger to man or animal, he adds, "even though it passes 7 000 to 8 000 volts of electrical impulse.

"That's because, unlike constantly energised household current, an electrified fence is like a ticking clock. It shoots out electrical pulses lasting 10 or 15 thousandths of a second. For the rest of that second, technically speaking, the fence is dead. Then it fires another pulse."

Anyone touching the fence would experience a momentary shock — enough to discourage a would-be intruder without causing physical harm.

The only law governing electrified fencing in SA is the Machine and Occupational Safety Act No 6 of 1986, says Welgemoed. But its parameters are too loose — and the Department of Manpower's inspectors too few — to provide effective protection against potentially lethal installations.

Because of rising concern over safety, an industry technical committee comprising representatives of the industry, the Department of Manpower and the SA Bureau of Standards (SABS) recently drew up "voluntary" standards for the electrical and electronic aspects of electrified fencing.

"When those specifications have been accepted the next step will be to see that the Act is amended to specify that any energiser installed on a fence in SA must comply with the SABS specifications," says Welgemoed. ■

By trial and error

■ Shopping mall steps up security after 'hit'

In the hi-tech security control room of the new Fourways Mall, outside Johannesburg, a duty officer sits silently watching a monitor screen. Behind him, covering almost an entire wall, is a display panel showing the layout of the up-market mall. Each of the 150 businesses in the sprawling, three-level centre is identified on the panel by a code number — and a little light-emitting diode.

A second security officer calmly scans the panel for the sudden appearance of a red light. This would indicate that someone in, say, store G173, had pushed a panic button.

It is 12.32 pm on June 1 and thousands of people are thronging this Sanlam Properties centre boasting almost 60 000 m² of lettable space. But in the control room all is quiet.

There is no hint that on the evening of Thursday, June 3 — just two days away — the mall will be attacked by a gang armed with AK-47s.

On this Tuesday the duty officer is Christopher Cornwall and, like his colleagues, he knows the alarm drill off pat. In the event of a "red alert" he would immediately radio the guard on patrol closest to the store that has called for help.

"Come in, Charlie 12," he'd say.

Over his radio a voice would respond. "Charlie 12 standing by. Send your message."

"Investigate panic alert from G173."

Patrolling guard: "On my way. Over."

Where an alert is of a minor nature, the guards — employees of Protec Security — will deal with it themselves. But in the event of an armed robbery, for instance, they will inform the control room so police can be summoned via the Sandton Crisis Centre.

At night the display panel in the control room is dotted with little green lights, indicating that the mall's sophisticated intruder detection system is at work in more than 150 closed business premises.

A yellow light at night means the alarm in a shop has been activated, and guards are radioed to investigate.

Strategically placed CCTV cameras keep watch over busy entrances, concourses and other key areas.

Incoming signals are logged on a computer and printed out, giving details of time, location and action to be taken. Subsequently the actual course of action is entered in an Occurrence Book.

Signals relate not only to criminal activity, but to important plant, such as the air-conditioning system, compressors and switchgear.

Fourways Mall also has hi-tech smoke and fire detection equipment, and its 18 fire zones are constantly monitored in the control room.

The heart of this integrated security system, installed by Loss Control, is an IBM-compatible computer running access control/situation monitoring software from Pretoria-based Softcon. The system monitors more than 1 500 "inputs" (such as shop alarms, panic buttons, fire alarm panels, and door open/door closed signals) and more than 500 "outputs" (including display panel lights, sirens, smoke vents and fire sprinkler valves).

A Guard Tour facility allows mall management to set up individual security guard routes, and to ring the changes at any time.

Two days later, June 3, 7.30 pm and all is still quiet in the control room. Suddenly 10 to 15 men wearing balaclavas burst into the far end of the mall brandishing AK-47s and head for two shops — Bennetons and Turkish Gallery.

A patrolling guard — unarmed in accordance with mall policy — activates a video camera to tape the scene and pushes his remote panic button to alert the distant control room.

The police are summoned, but before they can get there the gangsters have assaulted two guards, smashed several shop windows, fired random shots and escaped with more than R200 000 worth of goods. Witnesses also report seeing a man in the parking lot being abducted.

In the ensuing days, mall management, security personnel, police and commando units review the situation. Conclusion: the electronic systems are working well and have contributed to the arrest of several shoplifters. But in view of the nature and scale of the armed robbery, security arrangements have to be stepped up.

The number of guards are to be increased, inside and outside. Para Security Services, which specialises in armed guards with a variety of military experience, is called in to assess exterior requirements, particularly at vehicle entrances and in parking areas. Plans are made to bring in off-duty plainclothes policemen.

Inside the mall, it is decided, the video surveillance system will operate around the clock. Patrolling guards in the concourses will remain unarmed — a decision lauded by Roy Macfarlane, vice-chairman of the Security Officers' Board and chairman of the SA Institute of Security. "A shootout in a shopping centre is too frightening to contemplate," he says.

The last word comes from Ronnie Sevitz, a director of I Kuper and Co, holders of the mall's management contract. "We don't want a war, but an armed presence outside the complex will send a message that the Fourways Mall is not the place to attack." ■

A costly crime

■ As shoplifting escalates, millions of rands are lost

Shoplifting is rife in recession-hit SA and, reckon security consultants, it is knocking tens of millions of rands off bottom lines every year.

"It's up at least 50% on five years ago," says Errol Ashman, MD of Lodge Service,

Continued from page 45

For comparison purposes the computer must locate an individual's master set of fingerprints when he either enters a given personal identity number (PIN) or "swipes" a personal identity number into the system via a company ID card.

Verification takes two to three seconds, claims Rollo Venter, and one stand-alone unit can accommodate 848 users.

While a fingeprint scanner costs several times as much as a R3 000 card reader, he concedes, "once you've paid for the unit, that's it." With 4 000 employees on a transponder card-based system the outlay on cards alone, at R45 each, would be R180 000."

Even inexpensive barcode cards (R6 each) and Weigand cards (R20 each) would be appreciably more costly in high-volume access control situations.

Fingerprint technology has also been installed at eight Transvaal provincial hospitals to monitor time and attendance. The fingerprint system overcomes the stubborn problem of staff clocking in and out for one another, as is the case with cards.

"At a big hospital with thousands of employees, what sometimes happens is that unscrupulous staff form groups and take turns swiping in for one another. Millions have been paid out to people who simply were not on duty."

AMS is also negotiating with five companies interested in Automatic Cash Dispensing (ACD) equipment with fingerprint ID. "We have been developing our dual system for the past 18 months and believe it to be a world first."

Big employers, notably factories paying weekly wages, are faced with three unsatisfactory choices. Firstly, they can make up cash payrolls with a high risk of robbery and a high cost in armed protection. (Furthermore, workers are nervous about carrying large sums over weekends). Secondly, they can open accounts for employees — and have wages paid directly into these. And thirdly, they can pay by cheque.

The second and third options both have the disadvantage that staff clamour to go off early on Fridays, with considerable loss in working time, so that they can cash cheques or draw against automatic deposits.

"With an ACD machine on the premises, it takes about seven seconds to pay a worker whatever he feels his immediate needs are. The machine keeps full records of what each employee has been paid, and what is still outstanding," says Venter. ■

Out for quick kill

■ Alarm over 'rats and mice' in booming fencing industry

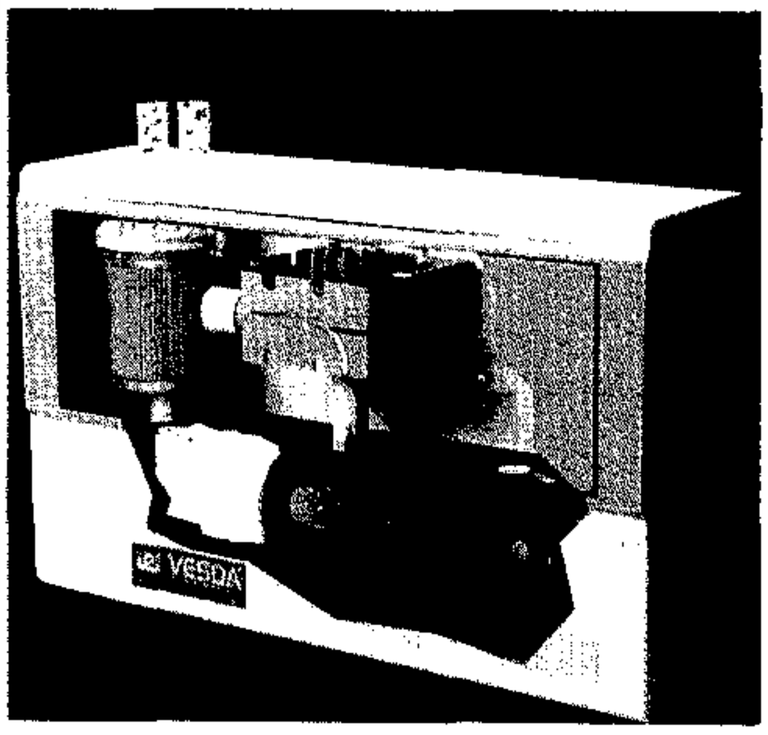
Hundreds of businessmen have plugged into the electrified fencing boom in an attempt to make a quick killing.

But, warn long-established suppliers and installers, it may be only a matter of time before the killing they make is an innocent person.

In a climate of crime and violence, businesses and householders are turning increasingly to electrification as the best way of protecting their property, says Alf Welgemoed, MD of Maritzburg-based Gallagher Power Fence SA. He estimates that sales volumes are growing at 20% to 25% a year.

"In the past year a lot of industrial sites have been protected with electrified fencing, which has an alarm system built into it," he says.

At the same time, hundreds of financially and technically ill-equipped "rats and mice" — many of them retrenched during the recession, have turned to electrified fencing as



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* ASPIRATING PIPES DESIGNED WITH ASPIRE PNEUMATIC DESIGN SOFTWARE

THE phasing out of Halon 1301 has left many facilities managers wondering how to protect their investments against fire hazards. High replacement costs and the prevalence of synthetic materials used in a wide range of furnishings and equipment in new buildings has resulted in a reduced time frame available for effective response to fires. This has necessitated a re-evaluation of established fire prevention policies and has placed greater demands on new technology. A strong need exists for a detection system that can effectively provide sufficient early warning of a fire to allow timely intervention. VESDA an optical air sampling smoke detection system, developed in Australia to protect telecommunication and computer installations against fire, may well provide the sought-after solutions to this problem.

VESDA is highly sensitive to the decomposition products given off by smouldering materials such as PVC and polyurethane. This translates into an earlier warning of fires initiated by electric or electronic failures at their incipient stage (before the smoke becomes visible) and is equally as effective with combustible materials such as paper, wood, cotton, wool, etc. These features make VESDA particullarly suited for protection of high risk areas such as process control cabinets clean rooms, conference venues, hospitals, laboratories and computer rooms which are protected by Halon or CO^2 extinguishing systems.

VESDA does not rely on air currents to bring smoke to the detector and functions effectively in both high air flows and still air. Each VESDA smoke detector consists of a fully programmable panel, a fast responding optical detector and an aspirator pump. This unit is connected to a network of sampling pipes, the aspirator pump, complete with filter, ensures that a continuous and reliable sample of air is monitored.

To sample the sampling pipes (PVC conduit) can either be drilled with small holes or thay can be fitted with capillary tubes that penetrate the ceiling. For sampling of individual cabinets an addressable VESDA unit can be utilised. The panel, which has three programmable alarm levels, allows the user to compensate for those periods during the day when more smoke is present. If smoke is present, it is registered on a bargraph display. In addition it is now possible to integrate any number of VESDA detectors into a single comprehensive computer based management system which incorporates both conventional and addressable detectors.

Early warning smoke detection systems now constitute an integral part of fire defence systems protecting the assets of many major corporations, government agencies, and public facilities.

The ability of early warning optical air sampling systems to detect the overheating of combustible materials well before ignition can provide sufficient early warning to initiate effective action, precluding the need for Halon or CO^2 suppression systems as a first line of defence.

The VESDA system is distributed in South Africa by TDM Pyrotronic Systems.

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T.D.M. PYROTRONIC SYSTEMS

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VOICEPRINTS NO LONGER JUST TALK

Security experts have long recognised that biometrics — the use of physical attributes for identification — has enormous potential in applications ranging from access control to computer security to pension payouts.

Nevertheless, biometrics has been held back by a variety of niggles. Upright citizens still associate fingerprinting with purple ink stains and criminality, even though hi-tech optical scanning is clean as a whistle.

Many people, suspicious of infrared light and fearful of eye infections, baulk at putting their heads down so that a scanner can "read" the unique patterns of blood vessels in the retina.

Another physiological technique, hand geometry, prompts no such hang-ups. But it has other drawbacks, say critics: the way the hand is splayed in front of the reader can vary considerably and hand characteristics may change with diet, age, temperature and even humidity.

Electronic verification of signatures is also being looked at. Problems include the fact that some peoples' signatures, even though recognisable to the human eye, can vary enough to confuse a hi-tech reader more often than is desirable. Furthermore, changes occur with age, requiring periodic updating of reference bases.

Signatures would also have limited applications in SA, where a large part of the population is poorly educated.

To many, voiceprints hold the greatest promise.

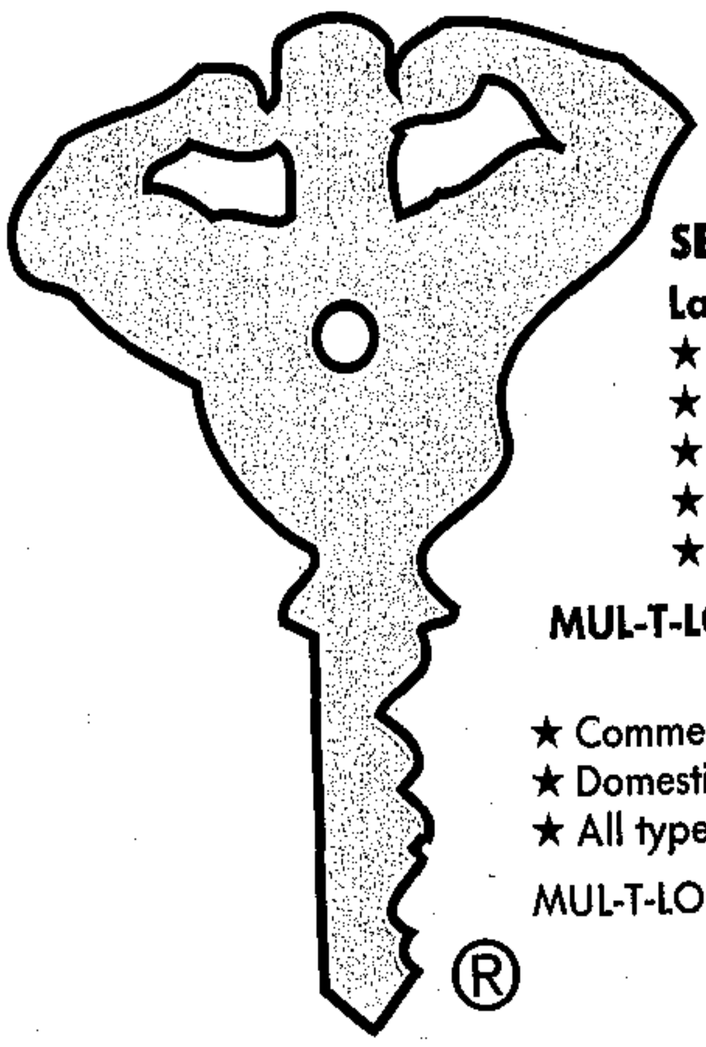
For one thing, they have no serious acceptability problem. For another, voice verification (sometimes in combination with codes) could simply and speedily secure functions like telephone, fax and computer transmissions and transactions.

Fears that voice verification systems will not eventually be able to cope with a multiplicity of accents are discounted by its advocates, though they concede this is a complex problem causing delays. Similarly, they are confident the technology will be able to deal with speech changes, such as the huskiness of a heavy cold or the hiss from a gap in the teeth.

The slurred mumblings of a drunk are another matter. The technology, it seems, has nothing to do with what happens in the mouth, but will pick up changes from the throat and neck when someone is unduly relaxed (as when under the influence) or unduly tense (as when a gun is being held to the head).

First National Bank has a pilot Voice Home Banking product that it believes will in time be an exciting advance on the touch-tone technology currently in vogue. Instead of responding on a key pad to a bank's computerised voice requests, the client will respond verbally.

Instead of keying in a string of digits, the caller may say, "My account number is 0946943PTSA. My password is Hey, Geronimo." The computer memory will "recognise" the voice and the words.



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286



Business Watch . . . making friends

been reduced by as much as 70% in some instances, says Gerald Heine, national Business Watch co-ordinator for the South African Chamber of Business (Sacob).

One of the secrets has been the close co-operation between shopkeepers and "their" police, who now have a much more visible presence. Every effort is made to keep policemen in an area long enough to become friendly with the traders and familiar with their premises, says Major Kobus Peche, under whose overall command Business Watch in central Johannesburg falls.

Usually two uniformed policemen cover a beat together, but where a definite crime pattern emerges in a specific area, "saturation patrols" are sent in for limited periods. Each Business Watch patrolman is linked by radio to a satellite police station (situated in Smal Street in the Johannesburg CBD).

When a call for help comes in, the satellite station gets on the radio to patrolmen in the vicinity of the store in trouble. "If they don't get there in two minutes," says Peche, "they have to explain why."

Since the inception of Business Watch in the CBD, deep inroads have been made in combating most types of street crime. Robberies were reduced "quite remarkably" from January to April this year, compared with the first four months of 1992.

"There's been a bit more mugging, but attacks on tourists are down. If a tourist contacts us, we will provide an escort from our special Tourist Assistance Unit," he says. This unit operates in both uniform and plain clothes.

Membership of Business Watch is free, says Peche. Any donations go towards routine expenses, such as radio equipment and phone bills.

Two recent developments are sure to strengthen Business Watch even further, says Heine. One is the formation, in Johannesburg, of the first Business Watch Association. For the first time the 3 000 founding member businesses have their own platform for discussing problems, and an elected management committee to liaise formally with the police.

He is confident the concept will soon spread to other centres as well.

The second development is a panic-button system allowing traders to alert their local Business Watch control centre immediately. "Police are able to get to a robbery scene in under two minutes — provided they are alerted. But very often our problem is that someone being held up, particularly a smaller business, has no means of contacting the police until after the event."

The panic-button system has been under development specifically for Business Watch for the past three years, he says. "We have selected what we think is the best of three designs and hope to make a start in the next three months."

Each panic-button unit, incorporating the latest chip technology, will be radio-linked to the Business Watch control centre and will retail at less than R1 000, he says. ■

Fingering biometrics

■ Electronic fingerprint ID a secure measure

Electronic fingerprint identification is the first of the advanced biometric security systems to make solid headway in SA.

It is being used to verify pension payouts in KwaZulu and Kangwane, and for access control at several leading companies.

After a successful pilot project initiated in August 1990, and involving 50 000 pensioners, Cash Paymaster Services (CPS) recently signed a contract requiring the use of fingerprint ID for all pension payments in KwaZulu.

The agreement requires the fingerprint characteristics of about 300 000 pensioners to be stored on computer. The fingerprint scanners, personal computer (PC) equipment and cash dispensers are installed in rugged, vibration-resistant vehicles — a mobile "package" supplied by Unidata.

On pay-day each month, the pensioners simply place a finger on a glass panel atop a small optical scanner.

"Provided there's a positive match, they get their pension," says Edmund Rudman, CPS senior manager, marketing and strategic planning.

Fingerprint scanning, with a magstripe card to initiate the process, supersedes a passbook ID system that was subject to widespread abuse. Payments were being claimed on behalf of dead and non-existent people, and by under-age persons. "Fingerprint scanning has largely eliminated these problems in a technical sense," says Rudman.

Now CPS, a 50:50 venture between First National Bank and Unidata parent Datakor, is trying to interest Transkei, Ciskei and various other states in the fingerprint technology.

The technology was developed by Identix in the US, and among its many customers are Du Pont, Bank of America, Union Bank of Switzerland and the US Secret Service.

Unidata sees uses for both fingerprint ID and hand geometry, a biometric technique for scanning a splayed hand and comparing various characteristics with computer-recorded data. "We have three hand geometry pilot projects on the go and are poised to sign our first contract," says sales manager Barry Cole.

He believes hand geometry is preferable where the need is for greater speed and higher volumes, though less meticulous cross-referencing.

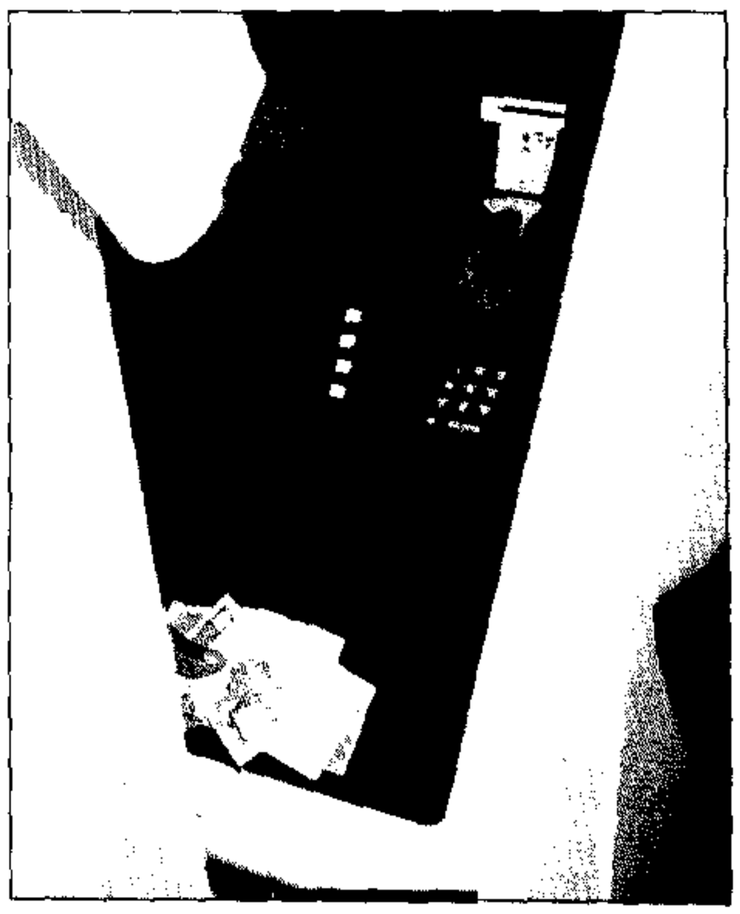
Both the fingerprint and hand geometry devices sell for around R10 000, he says.

Electronic fingerprint identification is now also being used for access control in SA, says Rollo Venter of Analysis Management & Systems (AMS), which also distributes the Identix technology.

Automated fingerprint ID is the best method of ensuring total security around the clock, he maintains, because there are no cards to be stolen, lost or passed on to someone else. EMSA switched to fingerprint scanning after various types of access control cards had proved inadequate, says the firm's loss control co-ordinator, Matt Venter.

The scanners record 128 points of a fingerprint, guaranteeing that false acceptance will occur no more than once in 10m times, says his AMS namesake. "We recommend that each person on the system should have two fingers recorded, in case one is subsequently bandaged or put in plaster."

Continued on page 49



Technology . . . paying off

called for the establishment of a "long overdue" official commission to find workable ways of dealing with the situation.

Computer systems are critical to the survival of a modern company. Yet, says Jose Masson, a specialist in information security and contingency planning at accounting firm Deloitte & Touche, protection of these vital assets in SA is "less than adequate." This is because there are often critical gaps in what many organisations believe are good security systems.

One of the dangers is that, because of computer advances, some of the critical corporate information has moved from so-called secure data centres out into open-plan offices.

Vital equipment and information are thus exposed to far greater risk of theft, damage and corruption.

Yet, in many instances, the people whose livelihood depends on that data have taken no additional steps to secure it.

Economic crimes, coupled with ignorant and careless use of computers, are causing far more damage to corporate health than most companies would care to admit, says Masson.

Some crimes are highly sophisticated and difficult to track down. Others, like these two examples, are straightforward yet can be extremely damaging:

☐ A trusted individual with too much control over a big payroll, and inadequate checks, can be tempted to create dummy employees. Several "dummies" getting R5 000 a month can reduce profits by perhaps R200 000 a year.

☐ Companies with big turnovers have suspense accounts where incoming payments cannot readily be allocated. Such accounts are difficult to control, and money is often drawn without effective records being kept.

"This sort of thing going on in a variety of ways doesn't cause any flags to be raised — but 4% of R1bn is R40m."

Three security steps are essential, says Masson.

Firstly, access to physical assets must be stringently controlled and regularly reviewed.

Secondly, access to information must be rigidly maintained through secure control of privileges and restrictions. And thirdly, all essential information must be backed up and stored remotely — ideally at least 10 km from the processing centre.

Then, if there's a strike, riot, fire or other disaster, data can be retrieved to keep vital functions going.

But one weak link in the chain can render a substantial security investment worthless. When someone signs a book and walks into a building with a "visitor" sticker on his lapel it doesn't mean he's secure. "In the Visitor's Name column of an entry book I've signed 'Donald Duck' and nobody questioned it," says Masson. ■

United front needed

■ Increasing economic crime cause for alarm

The State and the business community have been urged by a leading accountant to work together to find ways of dealing effectively with an alarming escalation in economic crime.

So serious has the situation become, says Deloitte & Touche partner Mark Pinington, who heads the firm's forensic services team, that it underlines the need for a "long overdue" official commission.

Such a commission would be able to recommend workable ways of dealing with economic crime and ensure that investigations and follow-ups were adequately funded.

"This action must be taken as a matter of urgency," he says, "in order to stop the rapid decline in moral values and prevent economic ruin for the new SA."

The move towards a new political order, he notes, has been accompanied by insecurity and uncertainty, which appear to have focused the economically active on a "get rich quick" strategy.

Pinington believes there is a general lack of appreciation of the extent to which economic crime has escalated in SA in the last few years. "The vast majority of economic crime is not reported, which makes the staggering values attached to reported crime statistics even more alarming.

"The total value under investigation by the commercial branch of the police in January 1993 was more than R3,6bn (comprising approximately 23 000 cases). At the same time, the value under investigation by the Office for Serious Economic Offences was over R1,8bn (comprising approximately 30 cases).



Pinington ... restore values

"Although the full picture is unknown, estimates have put the value of transactions associated with economic crime in excess of SA's gross domestic product (GDP)."

He warns that economic crimes such as fraud and bribery, including corruption at all levels within an organisation, can lead to the demise of the business, personal bankruptcy and even suicide. The victims of fraud are diverse and include individuals, partnerships, companies, financial institutions and public sector bodies.

He adds: "Poor physical security of computers and technology, and a disinclination to regard both personnel and individual transactions with professional scepticism, combine to create a culture within which economic crime can flourish."

The ultimate responsibility for developing, implementing and monitoring systems of internal control and security lies with management. These controls and security procedures are a crucial aspect of deterring, preventing and detecting economic crime. Such controls must work and must be seen as a deterrent.

"Sadly," he says, "leading executives, managers and auditors have often failed to detect instances of fraud. In addition, many identified cases are not prosecuted because a sufficiently cogent case cannot be put together."

Investigative manpower is at a premium and struggles to cope with a growing workload, making it clear the country faces "a very real problem." The tendency to react selectively rather than to address the weaknesses proactively must be reversed.

"A buoyant economic future requires an immediate reappraisal of the extent of economic or white-collar crime, and a structured approach to its prevention and prosecution."

In this regard, government and business sector co-operation and support — and the formation of an official commission — are critical if credibility is to be restored and the threat of economic ruin is to be removed. ■

Back on the street

■ Bobby-on-the-beat programme a big success

Business Watch, launched in the Johannesburg central business district (CBD) five years ago with police patrols keeping an eye on 180 businesses, has grown into a national movement protecting 25 000 businesses in every major centre.

So successful has this return to the bobby-on-the-beat approach proved that crime has

Services Sector - Gen.

SPECIAL REPORT **SECURITY**

286

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No time for SA to drop its guard

■ While violence has escalated, companies have downgraded on security systems

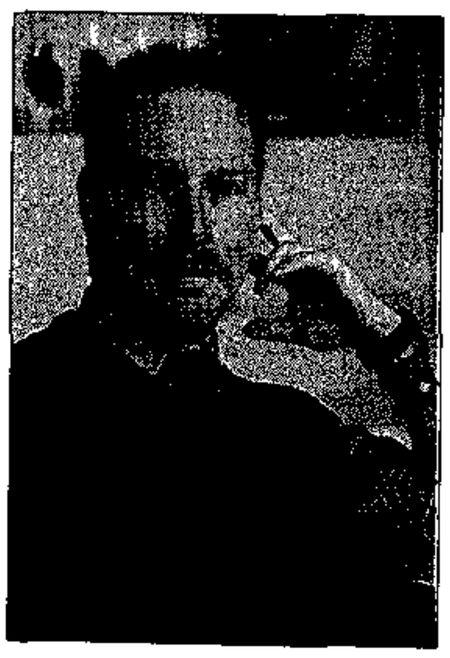
With violence and crime rife around the country, the multi-billion rand security industry could have expected the past few years to bring booming sales. It hasn't happened quite like that.

Along came the withdrawal symptoms of recession, just when old political antagonists were starting to talk transition and the threat of limpet-mine terrorism was receding.

Armed attacks notwithstanding, it seems, thousands of businesses have dropped their security guard. Roy Macfarlane, vice-chairman of the Security Officers' Board and the SA Security Association, and chairman of Fidelity Guards, says this is ironic as the industry has taken numerous steps to heighten its professionalism and keep out fly-by-nights. From July 1, all new entrants into the industry have to be trained by approximately 200 accredited instructors at 42 establishments accredited to the Security Officers' Board.

Yet, he says, many companies affected by the recession decided they could not afford the same level of protection. Firms with contract guards and in-house guards cut back.

"This has happened at a time when there is more of a threat from criminals than from politically motivated attacks," he says. (The countrywide trend to trim the number of guards was immediately reversed by management of the new Fourways Mall after a gang of 10 to 15 men armed with AK-47s raided the upmarket complex in Sandton early in June).



Levitas ... VIPs want protection



De Villiers ... cutback in systems



Lyons ... wants gradings

Dawn de Villiers, who heads the SA Intruder Detection Systems' Association and her own monitoring business. The Control Centre, also notes a cutback in guard monitoring systems as bigger firms pull in their belts. "The buzz at the moment is about panic buttons. With the spate of attacks, personal safety seems to be a greater concern than protection of premises and goods, which are in any event covered by insurance," she says.

The call for personal protection of VIPs is on the increase, confirms Alan Levitas, who heads the Status Security Group. This applies to local executives as well as high-profile visitors to SA who worry about being caught up in the violence.

"We help with things like risk analyses and protection at hotels, on the road and in areas of potential danger. Depending on circumstances, we might advise that they reach their destination by helicopter."

Such services demand men and women with finesse and diplomacy, he says, and where extra numbers or special skills are required they can be recruited through the VIP Protection Association.

Three of the biggest consumers of security products — the State, financial institutions and the retail sector — have all either cut budgets or, in some cases, rationalised business activities to meet political or economic demands, says Chubb Electronics director and GM Justin Williamson.

Many urban shopping complexes no longer have guards peering into handbags and hold-alls.

Instead, they rely on discreet hi-tech security systems that integrate the three main elements of protection — physical, human and electronic security.

This has brought about continued growth in closed-circuit TV monitoring, access control and armed response services.

Companies trying to save money by going in-house on security often do so without fully realising the implications, says Dave Lyons, chairman of Callguard Security, a Top 10 unlisted company for the past three years. "There are enormous costs in recruitment, training, equipment, monitoring, transportation and management, and in dealing with human and industrial relations issues," he says.

Lyons suggests that, to heighten awareness and standards in the industry still further, a grading system akin to that for hotels should be introduced. "A top company with proper training, manpower development, management infrastructure, training facilities, control rooms and so on, would qualify for, say, 10 stars. Lesser companies might qualify for three stars."

As with hotels, fees would depend on the services and rating of the security firm.

Long talked about in the industry, advanced biometric security systems are beginning to make their mark in SA. Electronic fingerprint ID is being used to verify pension payouts and to control access at several leading businesses. Hand geometry systems are also reportedly poised for a commercial breakthrough.

The domestic security market is buoyant, but intensely competitive and less profitable.

Sub-sectors of the security industry doing well, and reflecting heightened tensions in white communities and outlying industries, are electrified perimeter fencing and firearms training.

Some armed response services, building on a firm domestic base established over the past five or six years, are now also doing well in the commercial field — particularly as escorts to jumpy key-holders called out in the early hours of the morning to reset alarms activated in distant factories.

It is important, adds De Villiers, that alarms are known to have been set when businesses close for the day. An up-to-date control room can go into a client's security system and remotely switch on alarms or diagnose faults.

In this regard, says Williamson, insurance companies are getting tougher. Many are now insisting that clients not only have alarm and other protective measures, but that these are working at the time of a break-in.

In the retail environment, shrinkage and shoplifting are rife, says Errol Ashman, MD of Lodge Security Services. Collusion at the receiving door is rampant, in part because too many firms pay receiving clerks too little for the responsibilities they carry. Mistakes or thefts at the till are being picked up by his firm once in every 60 times purchases go through.

Economic crimes have reached staggering proportions, and accountant Mark Pinington has

which tends to specialise in the retail trade.

Ashman reveals that 95% of merchandise lost to shoplifters is taken by habituals who steal at least once a week.

Two thirds of them have no criminal record when caught. "Yet on average they have stolen 49 times."

Reluctance by stores to prosecute because of the cost in time and hassle, and other hiccups in the judicial process, allow such people to steal nearly 100 times before they are finally put on trial, he says.

Ashman has concluded, after examining results achieved by an American organisation called Shoplifters Anonymous, that the best way to reduce such statistics is through early shoplifter rehabilitation. Research in the US suggests that only 1% to 2% of first-time offenders are known to repeat the crime after going through a rehabilitation course, administered with court and police co-operation.

"In this country we work closely with the National Institute for Crime Prevention and Rehabilitation of Offenders (Nicro) to encourage the courts to put offenders through that sort of programme.

"Like drugs, shoplifting is a social problem, and it can be overcome," he believes. "A high percentage of our population, particularly children, have a totally inadequate knowledge of the law in general."

Group sessions and cassette tapes are used to convince American offenders that the consequences of theft outweigh the rewards. Shoplifters who successfully complete courses, at their own expense, are usually let off without a mark on their record.

The programmes have three objectives:

☐ To minimise the time store personnel and police have to spend in court;

☐ To give first offenders the chance of avoiding prosecution — in the knowledge that they will be dealt with harshly if they are caught repeating the offence; and

☐ To convert shoplifters into desirable consumers.

The courts benefit by offering a practical alternative to jail or probation, and through a lower rate of repeat shoplifting.

The police benefit by spending less time processing shoplifting cases, and by gaining time to respond effectively to more serious calls.

The honest consumer benefits by not having to pay for a store's losses through higher prices and can take comfort from the knowledge that shoplifters cannot get merchandise for nothing.

The community benefits through lower

STAFF TO THE RESCUE

Too many firms still regard shrinkage as a tiny slice out of the turnover pie — as an inevitability for which it must budget, says Jenni Chapman of Strategic Business Risks International. Such sloppy thinking is particularly prevalent in the middle and lower ranks of larger companies, and causes ripples of complacency to reach out to the furthest parts of the organisation.

What needs to be appreciated throughout the organisation, she says, is that shrinkage cuts into not only turnover but profit. This reduces the firm's ability to reward shareholders and employees alike. In severe cases it could well contribute to retrenchments and even business failure.

But even the most modern "Fort Knox" security systems, procedures and emergency plans cannot on their own curtail shrinkage. A culture of accountability has to be built up, preferably through the introduction of a performance management programme. In this way the responsibility and morale of staff will be raised and they will become co-defenders of the corporate good.

An organisation able to entrench such a culture will derive ongoing benefits far outweighing any direct investment in security systems and equipment, she says.

Ian Jeffrey of The Network makes the point that, by taking only the first step (setting up a basic level of protection and detection), a company is signalling its employees that it regards them all as being dishonest or potentially so. Yet there is evidence that only 10% to 15% are actually dishonest. An equal number are straight as a die, whereas the great majority — 70% to 80% — can be swayed either way.

A crucial second step for any firm is to make employees aware of the importance of loss prevention — and to secure their involvement. This must be done in a simple, ongoing campaign that builds trust, not suspicion.

He acknowledges that, viewed against a broad-canvas backdrop of socio-economic and political deprivation where crime is often condoned on the basis of dire need, winning over employees can be a real challenge.

"While doing research I lived in a Transvaal township for up to four weeks at a time, and was astounded at the volume of company property in use in homes.

"I was shocked to find that among the younger generation a certain amount of bravado or machismo was attached to acts of crime. The perpetrators saw themselves as 'men among men' in the township."

In the workplace, staff can be won over by getting across the message that dishonesty doesn't pay, and can, in fact, put corporate performance, wage increases and even jobs in jeopardy.

A loss prevention programme should heighten awareness of situations where losses can occur and enlist the help of staff on security issues. It should be communicated, understood and supported from the top down. Each participant should have clear responsibilities, and success should be recognised and rewarded. The approach should be appreciative ("Thank you for helping"), not confrontational ("Who did this?").



Chapman . . . shrinkage cuts into profits

Finally, since motivation can be fleeting, the programme should be continually reinforced.

When canvassed, employees often come up with novel and valuable suggestions for controlling pilferage and other losses. Awareness and participation can be encouraged by citing the best ideas at staff meetings, on bulletin boards and in newsletters.

A good way of spreading a culture of responsibility, says Jeffrey, is through a poster competition. The best proposals can then be featured in professionally produced posters.

Recognition can also take the form of ribbons, buttons and name badges. "These are visible symbols of achievement that send a strong message to all who see them.

"Fellow employees see them as a goal to strive for, management can immediately recognise and congratulate wearers, and customers realise they are dealing with a person, and a company, for whom service is important."

Employees who save the company money by preventing losses can also be given days off with pay or nights on the town. "This could work equally well for individual and group performance."

Properly sustained, such programmes will become self-perpetuating. In time, he believes, they can evolve into a business culture of integrity and honesty that will bring savings and benefits for everyone in the organisation.

law enforcement, court and probation service costs. A former shoplifting pro says 85% of professionals operate as a man and woman team.

Typically they work facing one another so they can see in both directions. When nobody is looking they stuff expensive items — including hangers — into the woman's bulky clothing. On the Witwatersrand, "pregnant" shoplifters hide empty boxes under their "maternity wear." The boxes have openings on both sides so that goods can be slipped into them through pockets in the voluminous dresses.

Shrinkage is also on the increase, says Ashman. It can be divided into categories — 10% to 20% of staff who pilfer regardless, 70% to 80% who pilfer if tempted by opportunity, and 10% who are unswervingly honest. His firm looks at various control measures, including "heavy test purchasing."

Errors or thefts at the till are being picked up on average once in every 60 times purchases go through. An allied problem on the rise is "sweethearting," where a cashier only partly registers or doesn't ring purchases at all.

Collusion at the receiving door is a major problem and it supplies a big market in stolen goods. "Many firms invite trouble by paying their receiving clerks R2 500 a month — and making them responsible for millions of rands worth of stock," says Ashman.

It would also pay to employ outside systems and detail checkers. "We sometimes go in before a consignment is due and count and mark every item in a product line. Then we repeat the process after the consignment has been delivered."



Errol Ashman

An Australian security paint is being used increasingly to mark stock. "With a ultraviolet (UV) torch it's easy to see which is new, unmarked stock — and to tell how much is missing."

He encourages retailers to tell staff up front that they are taking various security measures.

"Deterring shrinkage is far less costly than holding time-consuming hearings and re-hiring and re-training." ■

It can be risky

■ Doing business abroad poses real threats for the unwary

All kinds of security threats — relating to everything from kidnapping to extortion to product contamination — await even the most sophisticated corporations when they head into unknown territory abroad.

For the past 15 years the British-based Control Risks Group (CRG) has specialised in preparing such companies for just about any eventuality in almost 100 countries. "The biggest problem is the management of the threat or crisis," says CRG spokesman Charles Webb.

The group, which has several medium to large SA companies among its clients, believes that, like a Boy Scout, a company going into a foreign environment needs to be prepared.

So CRG has a range of information services that will assemble and analyse information on individuals and organisations, and provide forecasts of political and security developments.

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Wealth

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For each of more than 80 countries covered in depth by its security forecasts there is a background analysis, a risk rating for the month ahead, a two-month-long chronology of significant upcoming events, and a brief outlook for the next six months.

A travel guide highlights circumstances in specific countries, including airline and city security, and local cultural pitfalls.

International companies and their staff can quickly become victims of events outside their normal commercial experience, says Webb.

They can be caught up in political upheaval, economic collapse or criminal intrigue — "and the way they handle the problem in the first 24 hours can be crucial."

In parts of the Third World, corporate negotiators — highly experienced in their own commercial field — might come up against subtle political and criminal techniques for getting money out of their companies. Typical threats include having to deal with the mystifying detention of employees — or being asked to pay fees to secure or hasten official co-operation.

If a company has been properly advised and has a sound set of contingency plans, it can often quickly defuse the threat or minimise the damage. For that reason CRG seeks to give a client company all the ammunition it may need to deal with a crisis on its own, correctly and speedily. "But if necessary," he emphasises, "we will deploy our own people. We've had to do so about 500 times in the past 15 years."

At a more personal level, CRG will provide security advice and training for executives, families and employees, including security staff, bodyguards, chauffeurs and secretaries. "It's a simple point, but we find all too often that prominent executives have their names and full addresses listed in the local phone book."

In SA, personnel would be advised on how to guard against car hijackings.

Webb concedes that CRG rates may appear expensive — "but we think they're fairly low measured against the cost of getting it wrong." ■

DON'T GET CONNED

Before buying a security product or service, says the SA Security Federation (Sasfed), you should take steps to avoid being taken for a ride.

SA is now one of the few countries with legislation governing its security industry, says Sasfed, set up six years ago as the industry's umbrella body.

Every individual and company offering a security service must register with the Security Officers' Board. Registration will only be approved where the applicant conforms to the requirements of the Security Officers' Act. The Code of Conduct laid down by the Act sets standards and bars people with criminal records from practising in the security field.

Most complaints, says Sasfed administrator Frank Sims, relate to companies new to the industry and not members of a recognised association. He recommends that anyone looking for security protection should take eight essential steps:

☐ Ensure that the firm and individuals you are dealing with are registered with the Security Officers' Board — check their registration numbers;

☐ Ask if they are members of a representative association in the security industry — and if so, ask for the name and telephone number of the association (18 associations and employer bodies representing various security disciplines fall under Sasfed);

☐ Find out how long the firm has been in business;

☐ Ask what training it provides for guards, technicians and response personnel;

☐ Request the names of at least 10 references. (Specify that some should be "bad references." Every security firm has some bad experiences, he says, and you are looking for a company that can overcome the problems);

☐ Ask your insurance company if they can recommend a supplier;

☐ The lowest quote may not be the best way to go, so get alternatives. This will give a broader picture of the options available — and provide a better basis for making a choice;

☐ Take time to evaluate your needs. Security is too often purchased after a loss, in an emotional atmosphere that is not the best climate for making sound judgments.

Crime alert

■ Telkom considers joint venture with UK company

A crime alert system that is more efficient than the conventional radio transmitter — and more secure than telephone-based digital communications used in modern control rooms — may be introduced to SA before year-end.

Telkom is considering a joint venture with Racal Electronics of the UK to transmit radio signals through the Saponet X.25 data network.

Security experts have hailed the technology, called Paknet, as one of the most significant developments in the industry in years. They say it would transmit an alarm, and confirm it has been received, in three seconds. What's more, the message could be far more detailed than a standard radio transmitter signal bouncing off various repeater stations.

Another major advantage is that Paknet can send thousands of bits of information in its maximum configuration. Says Justin Williamson, director/general manager of Chubb Electronics: "This means where there are hundreds of offices or shops in a building or centre, each with a detector, it will be possible to rapidly identify the specific room where an alarm has been triggered."

The conventional radio method can send only one of seven sub-codes indicating that a burglary has taken place somewhere in the building. (Dawn de Villiers, chairman of the SA Intruder Detection Systems Association and MD of The Control Centre, notes, however, that digital communicators on modern control room panels can also automatically send highly detailed data — "and the system can pinpoint a break-in to the very door in the chief executive's office." Such communicators are subject to the limitations of the telephone system.)

Another advantage of Paknet, says Williamson, is that it offers continuous, virtually fail-safe two-way communication, allowing security personnel to confirm at any instant that their control room is still connected to the site.

Two other areas where the new technology would speed communication are in remote and mobile paging and in vehicle tracking.

The banking industry is also understood to be taking a keen interest in Paknet since it



Williamson ... new system ensures fail-safe communication

SPOTTING DUDS

The good guys have struck back at cunning counterfeiters. Several advanced forgery detectors have come on the market, making it easier for bank personnel, cashiers and others who deal with large numbers of banknotes and traveller's cheques to spot duds.

One device from Eagle Eye Products uses an image intensifier to determine whether a banknote watermark or metal strip is built in (genuine) or printed on (false).

From Britain comes word of an electronic super-sleuth called Counter-Fit. So accurate is this machine, say its designers, that they are prepared to pay out the face value of any forgeries that pass its scrutiny.

Brainchild of the British-based European Design Consortium (EDC), Counter-Fit is said to be completely foolproof. Apart from picking up fluorescent agents, it speedily checks for metal strips, watermarks and other characteristics of genuine "paper."

can also be used to authorise a credit card transaction in a mere four seconds.

A potential drawback is that, because of the need for repeater sites, Paknet could be limited, at least initially, to major urban areas. "What is being looked at," says Williamson, "is piggy-backing on repeater sites with the cellular phone network." ■

On their way out

Halon gases to be phased out of fire-fighting equipment

The manufacturing of ozone-depleting halon (CFC) gases currently used in fire-fighting equipment will be phased out worldwide by January 1 next year, in terms of the Montreal Protocol.

A sub-group of the Republic of SA Working Group in implementation of the protocol advises that halons will henceforth have to be managed as a limited resource. No new installations should be applied.

Fire departments are to be asked to discourage the use of halons and, says the sub-group, fire extinguishers containing halons should not be used in training.

The journal *Fire Protection* notes that some companies in the industry have advised clients to replace existing halon installations with carbon dioxide — and that halons can be discharged into the atmosphere. This, it says, is not true.

Under no circumstances should any release of halons occur during maintenance or training.

After December all halon fixed installations should remain in place. Guidance on their control will be given by the sub-group from time to time.

A spokesman for the Johannesburg Fire Department has warned businesses that they are contravening building regulations and risking a serious fire if they make unauthorised changes to their premises.

Sometimes, he says, firms bring in more people or more equipment than the premises can safely accept. Changes in internal layout can reduce the effectiveness of fire protection equipment and hinder fire-fighters. ■

This Special Report was written by MIKE HOLMES

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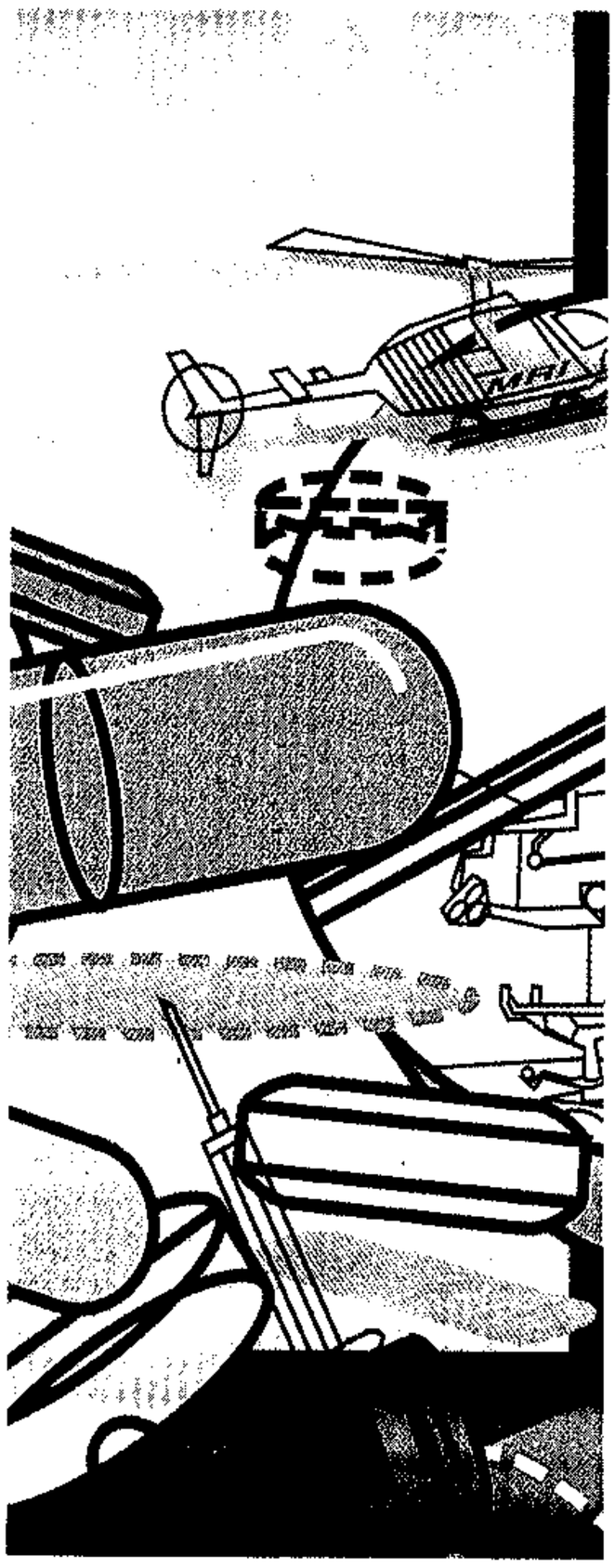

Security guards plan registration fee boycott

(286)

SHARON SOROUR, Labour Reporter ARG 13/7/93

SECURITY guards may refuse to pay annual registration fees to the Security Officers' Board after a major union accused the board, which governs the security industry, of not adequately serving the interests of workers.

The national organiser of the Transport and General Workers' Union, Ms Jane Barrett, said the union recently resolved to stop supporting and taking part in the board, as it was not operating to the advantage of workers.

The union was dissatisfied at the lack of progress by the board to control "the illegal practices of most security companies".

The controversial decision in 1991 to get security guards to pay a registration fee of R35 each and an annual levy of R70 sparked protests by thousands of workers in the 120 000-strong industry.

The levy was reduced to R48 but the union's bid to have it suspended failed.

Board registrar Mr Frans Lubbe said the union's stance was regretted and the move would not benefit guards.

SECURITY INDUSTRY (286)

Closed shop? FM 23/7/93

Security industry top dogs' efforts to increase regulation have been amply rewarded and have gained so much momentum that bureaucracy is burgeoning into protectionism.

The securocrats, who lobbied hard for legislation requiring the licensing of every security company and security guard as well as the payment of annual registration fees, were rewarded with the passing of the Security Officers' Act in 1987.

Proponents said the Bill was needed to avoid unqualified guards, ex-convicts, fly-by-nighters and anyone else you would not want protecting your life and property. Its opponents argued it would raise the cost of private security, do a job that the police should be doing anyway, conveniently eliminate competition from the leaner and cheaper firms, and generally add another layer of regulation in an already over-regulated society.

More bureaucracy

The Security Officers' Board was formed to implement the Act three years after parliament passed it.

Three years later, 118 000 people have been licensed, with about 2 500 new registrations coming in each month. Now the board, like many other government or statutory bodies, wants to widen its scope. It wants the licensing and registration powers of the Act to apply also to in-house security officers, private detectives, locksmiths, key cutters and manufacturers, suppliers, installers and marketers "of any security equipment in respect of the safeguarding of people or property in any manner whatsoever."

Perhaps thinking that approval was inevitable, only 13 individuals or companies objected during an eight-week public comment period on the proposal which ended this month.

The most spirited attack came from Jon Abbott, a former journalist and now a private investigator who will have to register with the board if parliament approves the amendment.

Abbott, who is registered with the SA Council of Civil Investigators, objects to the existence of the board and accuses it of empire-building. "While eastern Europe is getting rid of communism, the SA government is bringing in more communist-type controls," he wrote in his response.

"All that will happen under your board's control is that costs to the public will go up and the service is unlikely to improve."

But Archie Griffiths, doyen of the industry and chairman of Security Services Con-

(286) FM 23/7/93.

BUSINESS & TECHNOLOGY

sultants, is "1 000% behind the board if it needs more power to investigate malpractices and ensure that all practitioners are registered."

Andrey Grudko, immediate past president of the civil investigators' council, says he does not like regulatory interference in his business: "It's up to the SAP to ensure that the law is upheld and the market to decide whether I'm competent." He accepts the result of a poll which revealed that 70% of council members wanted regulation.

Board chairman Dirk Ackerman defends the board. "Its objectives, set by the private sector, are to control the industry and protect the consumer from practitioners who provide poor quality equipment or service."

Board registrar Frans Lubbe says the board's employees "are not civil servants; they're employed by the industry. And we're not bureaucratic like the Maize Board. Training is our main concern." Indeed, from October 1 only guards trained at accredited establishments may be hired out. ■

Personal safety a major concern

B1 Day 3/8/93

THUNDI BOOI

THE need for personal protection has overtaken concern for property and assets as the key motivation for inyesting in a security system, research by an armed response security firm has shown.

Escalating crime and ongoing violence were the major reasons people were now worried about their safety, Sandton Sentry MD Harold York said.

The survey, conducted in the northern suburbs of Johannesburg, showed 80% of respondents expected an increase in violent crime, especially "black-on-white" violence. Other companies contacted yesterday said the survey results bore out their own experience.

However, Chubb Electronics MD Andrew Williamson said political violence was not the main reason for the shift in people's fears.

"Political violence has no more serious impact than robbery," he said. Attacks of a political nature were targeted on areas with limited electronic security, he said.

Williamson said methods used in recent attacks differed from those used five years ago. "The robber who then used a screwdriver now uses sophisticated arms — leading to a greater concern for human life." Most companies agreed there was an increasing demand for panic buttons and efficient armed response. (286)

York said the majority of his clients had indicated a preference for a conventional alarm system that summoned an armed response team.

"There's no real reason why a full-service hotel has to charge more for a room than a limited service hotel."

Hotel & Restaurants International/February 1987

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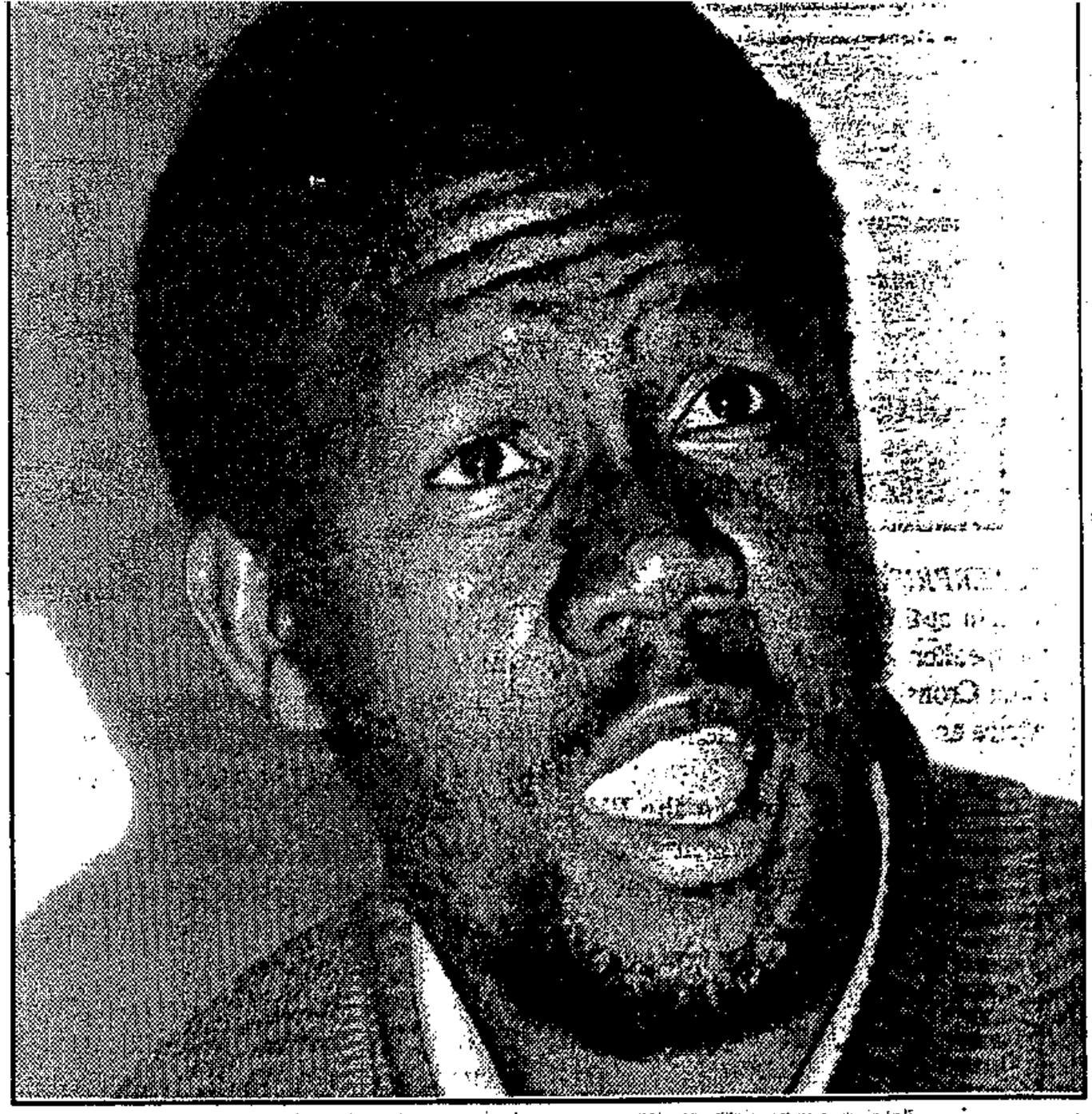


Ezekiel Rankoro ... adventurous businesman..

A lark led to huge success

Sowetan 12/8/93

■ JOB SEARCH Friendly hint resulted in the birth of a competitive business: 286

By Mzimkulu Malunga

ADVENTURE has been the key word in Ezekiel Rankoro's business life.

When he joined a signwriting company in 1988, little did he know he was taking the first step to starting his own business.

"Then I did not know anything about signwriting. I went there because a friend told me there was a vacancy," he says.

Two years later, Rankoro found himself in a partnership with his former boss in a signwriting firm, a move which facilitated the birth of his wholly owned company Lebo Signs.

It is now three years since the company came into being and the client list is getting longer. Big companies that give business to Lebo Signs range from food giant Premier Milling to Mig and HB Bentley in the construction industry. 154

Rankoro employs five people and puts emphasis on top class service in this highly competitive business.

However, Rankoro is convinced that his company will survive. "There is a demand for this type of service and also the quality of our products markets itself. Advertising plays a supplementary role."

Ezekiel Rankoro qualifies for the *Sowetan*-Sanlam Entrepreneur of the Month competition. The August winner will compete with other monthly winners at the end of the year. Four entrepreneurs of the month have already been chosen.

Security outfit to protect businesses

MK soldiers in anti-crime drive

Star 25/8/93

(286)

■ **BY ANNA COX**
SANDTON BUREAU

Soldiers from the ANC's Umkhonto we Sizwe, who recently returned from exile and now live in Alexandra, have set up a security company to protect industrialists in Marlboro, Wynberg and Kew from increasing crime and vandalism.

The 200 cadres will operate a R500 000 non-political security company to patrol the area — with the approval of the police.

Alexandra Returnees' Support Committee organising secretary Mandla Maseko (41) said it was in the interests of Alexandra residents that Marlboro and Wynberg businessmen remained in the area.

He said it was unacceptable that 50 companies alone this year had shut their doors because of increasing crime.

Maseko said his security group would use an already established group of informers to sift out and catch criminals in the township. Regular patrols would also be held in the business areas.

Marlboro Management Committee Forum spokesman Gill Herbe said businessmen in the area were pleased at the positive steps being taken to bring peace to the area but were waiting to see whether the project would work.

Police spokesman Brigadier Frans Malherbe said he fully endorsed the move.

He said: "It is the best thing that could have happened to Alexandra. It will be a community effort in which everyone, regardless of political affiliations, will participate."

Richard Mollentze, facilitator of the scheme, said negotiations between industrialists and the community of Alexandra had shown that this service was necessary. He said the idea of building a wall around Marlboro would not work as it was not a politically correct move.

Mollentze is helping the MK soldiers to raise funds to finance the company.

SERVICES SECTOR - GENERAL

1994- 1995

Strong sales performance boosts restructured Klipton

BD 16/12/94

MICK COLLINS

STRONGER sales at security and industrial products group Klipton saw turnover rise 5% to R66,2m for the six months to end-December from the R62,8m posted in the same period the previous year.

The trading margin was virtually unchanged at 4,5%.

Operating profit showed an 11% increase to R2,9m from R2,6m the previous year.

Lower interest rates and borrowing levels led to a reduction in normal interest paid to R1,4m.

Pre-tax profit was R1,5m from the previous year's R1m, while a slightly lower tax charge led to attributable earnings leaping 71% to R1,3m (1992: R779 000).

Earnings rose by 62% to 9c (5,5c) a share on a 6% increase in the number of shares in issue.

The company does not pay an interim dividend.

Joint chairman Rob Matthews said tight asset management and a successful R6m rights issue explained the fall in gearing to 55,8% (81,7%) and the 13% drop in the interest bill.

Continued improvements in working capital management and the benefits of the rights issue led to a reduction in borrowing levels to R15m compared with R20m the previous year. (28b)

He said Klipton was coming off a low base after an extremely difficult 1993, but added that its improved profits and stronger balance sheet augured well for the group.

"We are very satisfied with the results. The restructuring within the industrial products division is beginning to bear fruit and we should see a continuing improvement in the next few months."

Campbell Gardwel — the group's personal safety equipment company — had performed well and was expected to benefit from the introduction of stricter legislation.

The security division was boosted by the acquisition of two of Sandton Sentry's competitors, Stuarts Security and Security Centre.

"The three companies are in the process of being integrated into one well positioned and powerful alarm and response company."

CTPress

Hair salons unite to cut the costs

20/2/94

THE Afro-Hairdressing and Beauty Association of South Africa has come up with a novel way to empower black hair salon owners.

Co-ordinator Nkulukazi Ramong said there were 11 Ahbasa clubs throughout the country, and each member contributed R120 a month.

The total contribution is given to a different member every month and the money assists them with stock purchases and general running of the salon.

Ramong said this scheme promoted communication between salon owners and helped them overcome common problems. (286)

She added that the clubs also help provide management training.

A general Ahbasa meeting will be held at the Fabcos headquarters in Johannesburg on February 28.

Chubb unlocks its productivity

ROBYN CHALMERS

SECURITY group Chubb Holdings hiked attributable earnings 60% to R14,6m for the year to March after reining in costs and improving productivity.

The group's fire security, physical security and electronic security divisions all put in solid performances, lifting group turnover 7,7% to R190m. Trading profit rose 42,4% to R23,1m with the overall trading margin improving to 12,2% from 9,2%.

Directors said the improvement could be attributed to the strict attention given to margins, cost control and improved efficiencies.

The group received interest of R1,3m against paying a R1,7m interest bill during the previous year, which boosted pre-tax profit 67,7% to R24,4m. This was tempered by a sharply higher tax bill of R9,8m (R5,4m).

Earnings leapt to 264,4c (165,2c) a share and directors declared a final dividend of 28c, lifting the total dividend more than a third to 47c from 34c.

Directors said continuing attention to asset management and moderate levels of capital expenditure, combined with a strong positive cash flow, resulted in a marked improvement in the gearing ratio to 0,2% from 9,9%.

With a normalisation of the political arena, the overall improved state of the economy and expected growth in building activity during the current year, continued good results should be realised.

The company's counter has risen 850c or 58% this month to achieve a new year's high of R23 — more than triple last October's low of R7,25.

BUSINESS BLOOMS OVER 60 YEARS

BY COLIN APPOLIS

SELLING flowers on the streets of Cape Town has been a thriving business for the Williams family since the early 1930s.

At 70, Mrs Adiela Williams is continuing the tradition by selling flowers on exactly the same spot that her mother once did.

Mrs Williams was two when her mother started selling flowers to feed and clothe the growing family. She quickly followed in her mother's footsteps and can still be seen in Adderley Street.

Mrs Williams' son also helps with the business.

The family works together and every two or three weeks, they hire a truck for R300 to take them to a farm in Hermanus where they pay R80 for an unlimited amount of flowers. (286)

Proteas are their best sellers because of longer lifespan: up to three weeks. Cut flowers, including carnations and roses, are bought daily to ensure freshness.

Storage is at OK Bazaars at R100 a month.

However, lately business has been slow. People only buy flowers when they have money to spare, Mrs Williams said.

She complained about the lack of adequate facilities for the flower sellers in Adderley Street.

"Everything around us has changed since the early days. I can still remember when we had awnings to protect us against the wind and rain."

"Now we stand out in the open with almost no protection against the elements," said Mrs Williams.

Her two sisters are also in the business, but at the Maitland cemetery and in Retreat.



FLOWER POWER: Adiela Williams's family has been selling flowers in Adderley Street since the 1930s Photo: Roger Sedres

CHUBB Fin 19/8/94

Locking up profits

Four years ago, Chubb was R8m in debt, earnings were on the downside of a see-saw trend and the market showed little interest in the share. But as violence soared, and people became more safety (286)

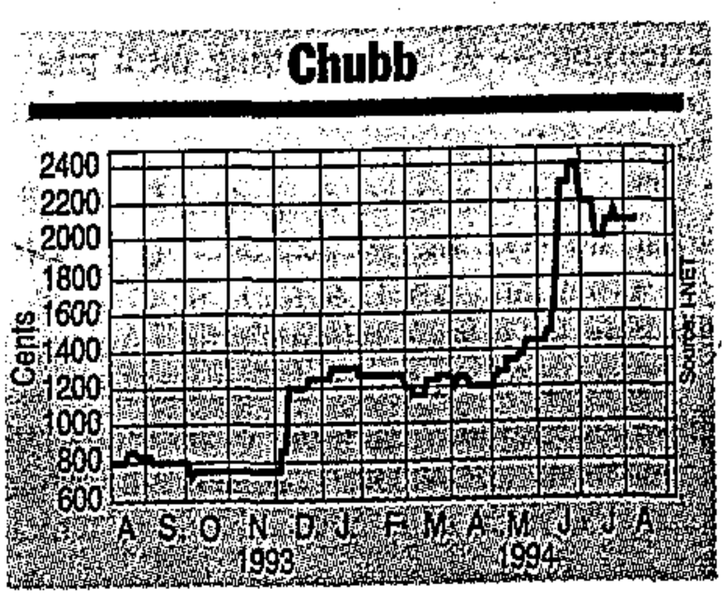
Activities: *Makes, distributes and services security products.*
Control: *Chubb Security Plc (UK) 67,8%.*
Chairman: *D E Ackerman.*
Capital structure: *5,5m ords. Market capitalisation: R115,5m.*
Share market: *Price: R21. Yields: 2,2% on dividend; 12,6% on earnings; p:e ratio, 7,9; cover, 5,6. 12-month high, R24; low, R7,25. Trading volume last quarter, 71 000 shares.*

Year to March 31	'91	'92	'93	'94
ST debt (Rm)	8,0	3,6	1,2	0,07
LT debt (Rm)	6,1	4,1	0,8	0,04
Debt:equity ratio	0,31	0,04	nil	nil
Shareholders' interest	0,42	0,46	0,60	0,65
Int & leasing cover	3,12	3,23	6,70	n/a
Return on cap (%)	19	16	20	25
Turnover (Rm)	173	167	176	190
Pre-int profit (Rm)	16,5	13,6	16,3	23,1
Pre-int margin (%)	9,6	8,2	9,2	12,2
Earnings (c)	137,9	124,9	165,2	264,4
Dividends (c)	28	25	34	47
Tangible NAV (c)	641	725	857	1 074

conscious, so cash began pouring in — and the market sat up and took notice.

Management did not just sit back and enjoy the profits, it made them work. Earnings rose last year by 60% on only a 7,7% increase in sales. Margins improved to 12,2%, three percentage points higher than last year. Chairman Dirk Ackerman says this was achieved through strict cost control, improved internal efficiencies, higher investment income and a lower company tax rate.

And if the term cost control appears overplayed in other companies, it is certainly not in Chubb — the proof is in the margins and other important ratios. The

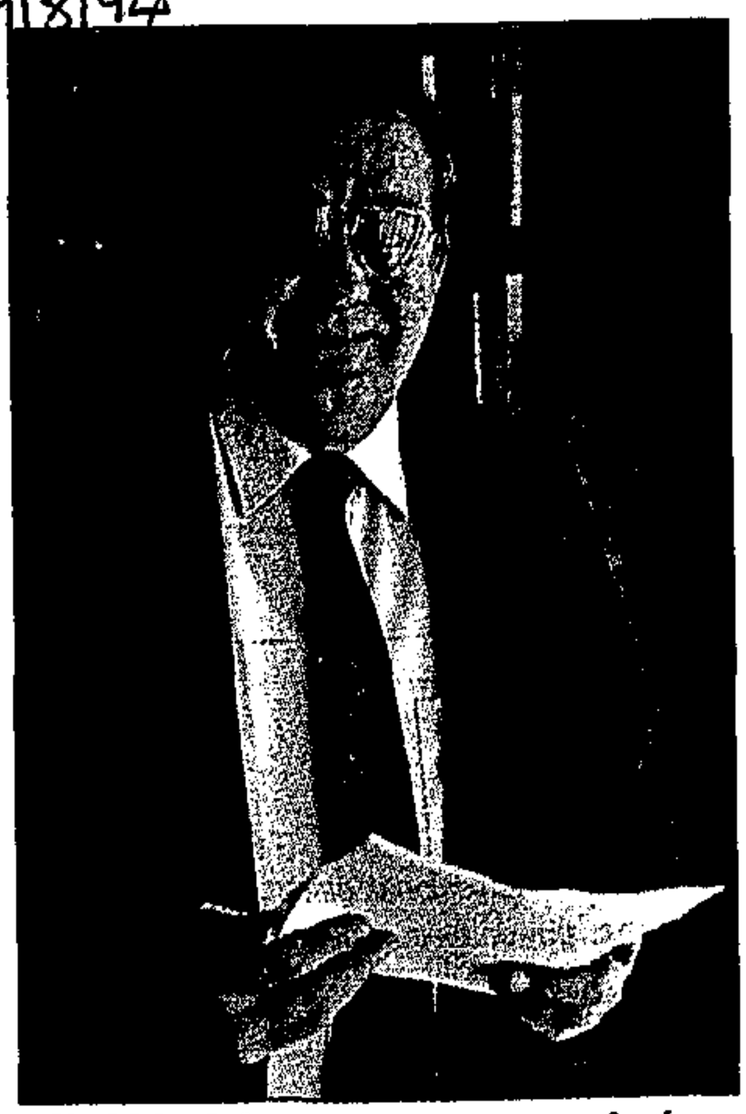


current ratio is a healthy 2,03 (1993: 1,75) and return on capital 25% (1993: 20%.) Debtors and creditors remained virtually unchanged last year but stock fell 5%.

Turnover and earnings per employee over five-years also make for interesting reading. In 1990, the average turnover per employee was R74 820 and earnings R2 819. At year-end March these had risen to R117 920 and R9 074 respectively — and the number of employees has shrunk by 16% over the period. (286)

Chubb operates three divisions: physical security, the lock safe manufacturer; electronic security, the rapid response operations; and fire security, fire protection equipment manufacturer and supplier. Each division improved margins last year. Notably, the fire security division recorded a

19/8/94



Chubb's Ackerman ... *expects further increase in demand*

sharp turnaround in trading profit, from a loss of R519 000 to a profit of R2,1m. This was thanks to new products and services as well as cost control.

Though the crime pattern appears to have returned to ordinary criminal activity, according to Ackerman, and earnings growth should therefore slow down, the group is expecting a further increase in demand for its products and services with an upturn in building industry activities. "A notable accent on response services to alarm systems is evident," says Ackerman. Also, the rapid response operations have been expanded.

All this makes the counter worth watching. And it seems some investors have indeed been keeping an eye on the price. In the eight days before publication of year-end results, 31 300 shares changed hands, triple the total trade in April and May. Though insignificant in terms of the 5,5m issued shares — 67,8% of which are held by Chubb Plc — the share gained R9 to R24 over the period. Interestingly, the day before the interims were published the share gained a rand to R8,50. These movements stretch the concept of foresight a little far. (286)

The share has fallen from its annual high and stands at R21. On a p:e of 7,9, it is worth accumulating.

Kate Rushton

Pauper stacked in communal graves by undertaker

By MPHO KOBUE

AN undertaker contracted to bury paupers has been dumping up to four bodies in graves intended for single coffins.

This is in direct contravention of health regulations.

A Sunday Times investigation this week found that funeral firm Avbob, contracted to bury paupers in Johannesburg, had been breaking regulations.

Now the Johannesburg city council's health department is considering ordering the exhumation of about 20 bodies buried in six graves at the West Park cemetery on Thursday morning.

Johannesburg acting director of health services John Barrison said the council had strict regulations governing the burial of paupers in the area and could not allow them to be buried in an undignified manner.

He said if the burials did not comply with conditions set out by the health department "then there is no other way but to make an urgent court application to get them exhumed".

"The standard rule on more than one body in a grave stands clear in our records," said Dr Barrison.

Where two people, such as a husband and wife, were buried together, the grave had to be 2,4m deep and had to allow for 1,8m between the top coffin and the ground surface.

This week's burials were of unknown people from the government mortuary in Johannesburg.

The Sunday Times investigation found that in more than three graves there was only 0,8m between the top coffin and the ground, less than half the stipulated distance.

During the burials, funeral workers broke a number of coffins as they removed them from the hearse.

In some cases, corpses were visible.

The coffins were unceremoniously lowered into the graves using thick ropes. But, in one instance, a child's coffin was taken from the hearse and thrown on top of three coffins in the grave.

Avbob managing director Flip Bezuidenhout said he would investigate the circumstances surrounding the paupers' burials.

He said if the coffins had been damaged and badly handled, he considered it "humiliating, terrible and disgraceful".

Mr Bezuidenhout said his organisation was paid about R250 to bury a pauper. He said he was not certain how many corpses were allowed in one grave and would seek clarification from the council on Tuesday.

He said, however, that his representative in Johannesburg informed him the company was allowed to bury three corpses in one grave.

Johannesburg council parks and recreation manager Marius Labuschagne, who is responsible for cemeteries in the city, could not be contacted for comment.

A police spokesman said bodies were kept for 14 days before they were given a paupers' burial.

He declined to discuss possible infringements of council health regulations, saying this was a matter between the council and the undertakers.



LAST RITES . . . a child's coffin, its lid ajar, on top of an adult's coffin **Picture: JOE SEFALE**

Job creator and a security maker

(286)
WM 13-19/1/95

Eric Naki in East London

A SECURITY firm recently launched by a former Umkhonto weSizwe cadre in crime-torn Mdantsane is believed to be the first registered black-owned security company in the country.

Sibuyile Security Services was started by Sam "Juba" Mkani (41), a former MK political commissar and chief political adviser at the ANC mission in East Africa. He studied international relations and diplomacy at the Centre for Foreign Relations in Dar Es Salaam and attended the Diplomatic Academy of London. In 1977 he went into exile and returned to South Africa in 1992. Mkani has since been active in South African National Civic Organisation (Sanco) activities in East London and was nominated by the organisation to sit on the greater East London Transitional Local Council.

Mkani employs 120 former MK members, former self-defence unit members and ANC marshals and is considering recruiting former Apla members. He said the MK members were those who had either been refused entry into the South African National Defence Force (SANDF) or who had been discharged from integration camps for going Awol.

"This is not a 'fly-by-night' company. We want to provide a service that is efficient and people-driven to ensure security," said Mkani. "We are one of the few armed security companies in this area. We are able to trace culprits to where they stay. That is our advantage of being based in the community.

"By starting this company we are contributing to the RDP. Despite the fact that this is black economic empowerment, we have also given jobs to youths who were unemployed and roaming the streets. At the same time we are fighting crime plaguing this township."

Sibuyile's current clients are shebeens, shopping centres, the Mdantsane Mall and various Ciskei factories. Mkani hopes to expand services to the East London central business districts and said the company had recently started operating in Johannesburg. He also plans to negotiate with taxi operators to provide security services at taxi ranks.

The company began operating in November last year in a disused factory building. Mkani said he decided to start the company when financial problems forced the closure of a Sanco-initiated project to guard clinics and hospitals.

He said guards in the Sanco project had not been trained in the use of arms, which made hospital and clinic staff insecure. Yet hundreds of ANC marshals in the Eastern Cape region were jobless, because the "freedom" after the elections had seen few political events which required their marshalling services. Some marshals had expected the ANC to provide them with work as police reservists or in the people's militia and the SANDF community reserves.

"It was then that I felt something needed to be done to train these marshals and certify them as fully-fledged security officers," Mkani said.

The youths receive two weeks' training in the handling of firearms, dispute resolution, court presentation, public relations and arrest. Former MK members with specialised skills are among the new security guards. — Ecna

Security jobs for troopies after service

JOHANNESBURG. — Private security companies will employ soldiers completing their two-year service at the end of March, Witwatersrand Army Command said.

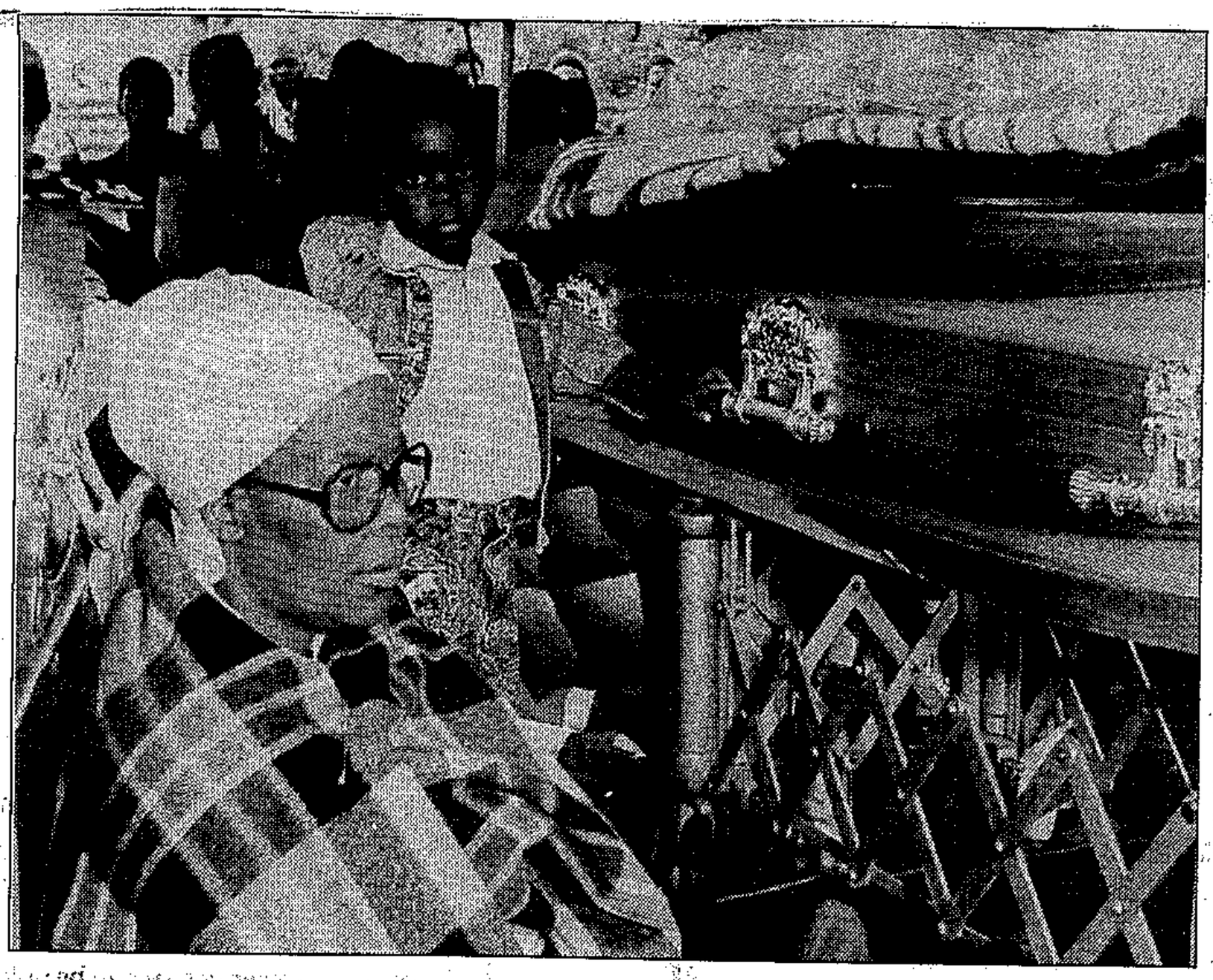
It said it had negotiated employment possibilities with security companies which had "shown a particular interest for trained personnel".

"Members interested will receive training to enable them to take up such employment immediately after expiry of contract (on March 31)," the command said in a statement.

Employment opportunities existed within the army, it said, adding that soldiers could apply for a limited number of specialist posts.

South African National Defence Force members also had the option of joining the Service Corps to develop occupational skills aimed at support for reconstruction and development programme projects.

The command said an assistance programme for members experiencing adaption problems would be offered. — Sapa.



Ultimate cost: Life assurance companies are fighting tooth and nail to get a slice of the lucrative funeral business

PHOTOGRAPH: AFRAPIX

Burials become big business

WM 24/2-2/3/95 (286)

Life assurers are honing their strategies in order to capture the multi-billion rand funeral business, reports **Jacques Magliolo**

HOW big is the funeral business? Big enough for the life assurers to fight tooth and nail for it. Financial Services Board long term insurance manager Oppie Opperman says: "In 1993 total premium received by the life assurers registered to conduct funeral business amounted to R327,5-billion." The 1994 figures are not available, but estimates range between a 25 to 35 percent increase.

While this business is obviously an extremely lucrative one, the "big boys" are only now realising that there has been a lack of understanding of the manner and the types of policies which they have marketed to the public, particularly to the black community.

The large assurers were reluctant to talk to us, citing that this area was "confidential and sensitive to competition". However, Fedlife's new venture with Thebe Investment Corporation, called Safricon, was willing to discuss the matter.

Fedsure and Safricon national sales manager Tony Diogo says: "The essence of the new venture is to target black funeral business. In 1994 we received R60-million in premium income and we expect to increase this by 60 percent this year."

He expects to achieve this through the company's connection with trade unions like the South African Workers Union, through Stokvels and undertakers.

"It is high risk, but we are developing new group schemes to cover residents of certain areas, rather than only employees," he says.

Another company which is targeting this market is retailer Wooltru, which has established a new Transvaal region inhouse insurance company, run by business development officer Dion Goldie.

He says: "Over the past 10 years life assurers have continually improved funeral policies, but it is only in the last few years that they have tried to accommodate the black population."

"Black people have specific needs which cannot be met by standard life cover," he says, indicating that new trends will concentrate on group schemes which "are cheaper and meet most of their needs".

These group schemes include:

■ *Receive cash immediately.* Instead of the assurer paying for the actual funeral, it would provide cash to the beneficiary. This enables payment for travel to the homelands where black people are often buried by the beneficiary. In addition, there are custom-related traditions which would not be paid for under normal life schemes.

■ *Extending cover to parents and to the husband's numerous wives.* The principle is that, if the husband dies, the first wife and all the children are covered. If any of the wives die before the husband, he would receive a payout.

■ *Better explanations (through marketing) on how to claim.* Beneficiaries usually supply a death certificate which has been provided by a doctor. This is not acceptable to life assurers, who insist on a certificate from Home Affairs.

■ *Policy keeps pace with inflation.* The old Funeral Book system tended to create the perception that assurers paid for the full expense of a funeral, but — after 10 years of premiums — these actually amounted to a fraction of funeral costs.

■ *Group schemes are controlled by the government and are tax free.* Despite assurers' attempts at improving funeral policies under group schemes, they are limited to government restrictions. Says Opperman: "Registered assurers may provide benefits of up to R2 000, but can apply to the registrar to extend that to R5 000 a policy."

Is this enough to pay for a funeral? Goldie believes it is. "It depends on where you are and what magisterial district you wish to have your burial or cremation, but for most black areas R5 000 is enough," he says.

"The life assurers have applied to the government to extend this amount to R10 000, which would be in line to meet most of their specific needs," he says.

So sad, but security is a big seller

ARG 29/4/95 (286)

■ When the economy is down, crime rises and the private security business booms. Right now private security force personnel in South Africa outnumber the police three to one.

Weekend Argus Reporter

SECURITY is a booming business in South Africa with uniformed security officers outnumbering the police force by about three to one.

There are about 2 700 private security companies in the guarding industry alone countrywide, 369 of them in the Western Cape.

These companies employ about 100 000 security officers, more than 9 300 of them in the Western Cape, according to Mark Shaw of the Centre for Policy Studies writing in Indicator South Africa, a University of Natal publication.

Not surprisingly, the provinces with the highest crime levels also have the most security companies. The largest is Gauteng with 1 326 companies employing 37 989 security officers. Second is KwaZulu/Natal with 495 companies and 13 845 men. The Western Cape is third.

Mr Shaw points out that the security business booms in poor economic conditions, showing record growth before last year's general election when most businesses stagnated.

While this has stabilised, the increase in crime is once again boosting security companies.

Quoting the security industry's in-house magazine Security Focus, Mr Shaw says the development of the local security industry is falling behind other countries.

The most important distinction between the local and overseas companies is growth in the reactive side in South Africa.

"In South Africa the combination of electronic and guarding functions has led to a marked growth in armed response activities. This indicates the degree to which the industry has usurped the state's role in maintaining law and order."

Mr Shaw says the nature of the South African security industry is closely related to developments in Africa. Military and police personnel and those already in private security who emigrated to South Africa after independence from Kenya, Zimbabwe and elsewhere, stimulated the local industry.

"In South Africa the type of people involved in private security has important consequences for the industry. The legacy of bush war, colonialism and apartheid has been the growth of a large group of mostly men whose only expertise lies in security, particularly counter insurgency training and low intensity conflict.

"This has markedly affected the structure, training and approach of local private security companies," Mr Shaw says.

Entrepreneurs are involved in the business, he says, but the vast majority in management have had military, intelligence or police training.

These links to ex-military or police officers may have other important implications. Many police officers are leaving the police and the military is being rationalised and these people may seek work in the private security industry.

One military commander suggested he was approaching the industry to find jobs for former soldiers from his unit.

"A new phenomenon is that of ex-MK guerillas establishing private security companies in townships to protect lives and property. Private companies such as these now operate on the East Rand and Alexandra near Johannesburg; undermining the claim that private security is a prerequisite for the rich."

Mr Shaw says the crime increase since 1990 has extended private security functions to policing public places, including protecting commuters at stations and on trains.

"Even panic buttons are installed in police stations, but are handled largely by private reactions units.

"In some suburbs, such as Llandudno, a private security company has installed panic alarms in all the houses and patrols the area 24 hours a day."

Mr Shaw says most security firms expect the role of private companies to grow as the police are engaged in a process of internal transition. This will mean an expansion of the market share and some argue that the security sector must gear itself to provide better levels of service to all communities.

A new force in the security industry

(286) WM(BM) 7-13/7/95

Mapula Sibanda and **Jonathan Ancer**
report on how ex-freedom fighters are using their military skills in security companies

WHEN the South African National Defence Force (SANDF) called on former freedom fighters to be integrated into a national army some members of the Alexandra Returnees Support Committee (Arsco) were not enchanted by the offer to reconcile with their former enemies.

Former Mkhonto we Sizwe (MK) and Azanian People's Liberation Army (Apla) cadres who felt they only had military skills to offer decided to establish security companies aimed at combating crime in the townships and industrial areas.

A year and a half later, security companies Sibuyile and Thuthuka Security are emerging as a force to be reckoned with in South Africa's security industry.

Formed by Arsco members, both companies have their headquarters in Wynberg, Sandton and employ former marshals, self-defence unit (SDU) members and self-protection unit (SPU) members. They offer guarding and armed escort services.

Sibuyile — meaning "we have returned" — is the larger company, with a staff of about 600 and offices in Gauteng, Natal, and the Eastern Cape. Its monthly turnover is R700 000 a month

"The idea to start Sibuyile came after we assessed the integration process and realised that a sizable number of ex-combatants would be left out of the new defence force. We also felt it was unjust for those without high school qualifications to be integrated into lower ranks in the new force," Sibuyile spokesperson Bob Mabaso explained.

Mabaso said a number of obstacles, such as the shortage of necessary expertise in industrial security services and access to financial resources, made Sibuyile team up with Springbok Patrols managing director Mick Bartmann.

Springbok Patrols offered financial and logistical support in exchange for 49 percent ownership of Sibuyile. A Small Business Development Corporation (SBDC) loan allowed Sibuyile to hold the remaining 51 percent share.

Springbok Patrols also formalised the training of the guards at one of their security training bases in De Deur near Vereeniging.

Sibuyile also installs electronic security systems and has 10 clients nationwide, including the African National Congress (ANC). Competing against top security firms, the company recently won a R5-million contract with Spoornet in Natal.

"Our major bargaining factor is that we are representatives of the community and even members of organised crime know about us because we are soldiers. Liaising with community structures encourages residents to work with us in reducing the crime rate and building up our reputation," Mabaso said.

Working hard to build their reputation, Thuthuka — which means "progress" — has a staff of 60 and operates in the Gauteng and Kwandebele areas. The story of its conception is similar to Sibuyile's, except that it is a joint venture with the Security Operations Group.

Thuthuka has four clients. Spokesperson Ndileleni Nhlapo explained the difficulties they face in trying to increase their clientele: "The reality is that most white-owned companies are sceptical of using us as there is still the perception that black companies cannot offer efficient service. We hope, in this stage of transition and political development, those fears will be allayed."

Former cadre finds job helping the community

SITTING on a crate in a far corner behind the shelves, a *Drum* magazine in his hand, Mabutho Dube looks like an ordinary doorman as he buzzed customers in and out of an emergency pharmacy in Rosettenville.

The twenty-one-year-old, former Mofolo, Soweto, SDU member is one of two Sibuyile security men hired after armed robbers stormed the chemist two months ago and escaped with cash and jewellery.

Wearing black corduroy trousers and a dark blue jersey, the slightly built youth says he relies on his civilian appearance to surprise potential robbers.

Dube was one of the first batch of community soldiers to be trained for guard duties by Sibuyile Security last June at a training base in De Deur, near Vereeniging.

"After the elections when the SPUs were disbanded, I discovered that the school system was worse than when I left it a few years before, and the escalating crime rate in our townships was depressing. So I started to search for a job that could help the community and my family of eight." He approached Sibuyile and was offered a job as a security guard.

Dube's gun is concealed in a hip-holster. He says he is used to carrying concealed weapons and recalls the times as an SDU member when he would hide an illegal AK-47 on his body. "I would not hesitate to shoot anyone who is a threat to this property," he says.

Dube sees his job as a way to continue to fight for the freedom of all people by helping to eradicate crime.

Besides the pharmacy, Dube guards a burger outlet, a video rental shop and a casino in the vicinity from 9am to 9pm.

"It is a great idea to have civilian-clad security around the area. We have had no problems since we have hired these guys," says pharmacy manager Cheryl Brockelbank.



Servgro calls on the government to spend more on its primary growth opportunity — tourism

ST(BR) 10/7/95 (286)

Servgro, South Africa's largest services-orientated group, is seeking alliances with foreign companies.

This is one of chairman Peet van der Walt's principal ambitions.

"But," he said, "it's going to be very difficult because up to now I've found that prospective foreign investors are interested only in certain parts of Servgro. We've been unable to find a group which incorporates most of our activities."

He nevertheless perseveres in the hope that one day he will find a foreign group interested in Servgro as a whole — a company to take a strategic interest in Servgro, preferably on the basis of an exchange of shares.

Servgro is a focused services group operating in four sectors — travel, tourism and hotels (Avis and Fedics), entertainment and leisure (Interleisure), financial services (Price Forbes), and communications and media (Naspers and Tefjoy).

Why services?

"It's the fastest-growing industry in the world — especially in the United States. It employs a lot of people and creates many job opportunities. It is therefore ideal for South Africa," said Van der Walt (55).

Yet to stay ahead of the game, technology must surely be an important priority. Isn't this in conflict with labour intensivity?

"Partly true," he said. "The moment you get a reasonable economy of scale and you want to expand, the service industry becomes very competitive. The delivery system to the customer must be at a low cost while maintaining high quality.

"You do that via sophisticated information and delivery systems based on technology. This both limits and creates employment opportunities, the latter because expansion is created by the former and you can never run services without people."

Van der Walt believes the industry to be an outstanding barometer of the economy, stressing that it is not as cyclical as certain other industries.

Growth opportunities

"Car rental is a particularly good barometer. It leads the economy by up to six months. We've found that people start travelling in advance of opportunities arising. In June last year, car rental picked up and it's continued to expand ever since."

Van der Walt has strong views on tourism. Since last year's elections, it has flourished and will continue to flourish if stability is maintained.

"The beauty of foreign tourism is that it can happen irrespective of what's happening in the economy. This makes tourism one of South Africa's most exciting growth opportunities.

"On that basis, government must allocate more resources to it. In addition, tourism earns foreign exchange and creates job opportunities. In South Africa, tourism accounts for 2 percent of GNP, about a quarter of the world average which is 8 percent. Clearly there's massive opportunity." One of Servgro's key areas of activity is tourism, with the benefits flowing mainly through Avis and Fedics. Which is why Van der Walt is so concerned that tourism be nurtured.

"Tourism is sensitive to any form of instability. Violence and crime could turn off the tap. The high crime rate is very expensive for the economy and bad for tourism."

He is nevertheless optimistic, pointing to the recent formation of the Tourism Business Caucus, a voluntary association put together by the industry's leading players. This body has compiled a paper which will be presented to the authorities.

"The proposal is that there should be a new emphasis on Satour, further funds allocated to tourism, incentives, and the strong recommendation that the government add more weight to the portfolio. Positive reaction to the proposal will create huge opportunities for the economy and employment.

"The government is sympathetic but the momentum is not as rapid as it should be. No-one denies the benefits, but at the same time there's been precious little action."

Being in the service business, people are Servgro's most important asset. It accordingly spends substantial sums on training and operates sophisticated incentive schemes.

Van der Walt is acutely aware that the service business is fast becoming internationalised.

"In the past, we had international partners. When sanctions came, we bought out their shares. But all our companies still have links. We have to stay abreast of world developments, especially since we are expecting many foreign entrants, particularly in catering, insurance broking and cellular."

Servgro has been active on the RDP front. It has created training colleges, sponsored training for local government, and contributed to housing and equal opportunity programmes. Further, it has entered into seven joint ventures with black groups.

Companies like Price Forbes and Avis would be welcome JSE listings. Is Servgro moving in this direction?

Cash flow

"Not for the time being," said Van der Walt. "They have sufficient cash flow and are able to expand with our assistance. The only reason for a listing would be to unlock further wealth for Servgro shareholders.

"We feel that is fully established in the top company."

With its service emphasis, Servgro is surely especially vulnerable to labour problems?

"We've been fortunate in having had very few incidents. We enjoy an extremely good relationship with our employees and have never experienced any major strike action. We try to be proactive and work with our employees."

At the same time, Van der Walt sees disputes in the labour arena as of great concern for South African business. "We simply have to solve the problem before the end of the year. South Africa must be competitive with the rest of the world. We have to be productive. Business is upgrading technology at the expense of labour. Labour's inability to grasp this trend can only create further unemployment."

How did Van der Walt develop his interest in the service industry?

"It coincidentally came my way. I was a financial executive, a chartered accountant with the old Federale Volksbeleggings, whose chairman asked me to develop its investments in the services industry.

"I grabbed that opportunity in 1974 and started off making taxed profits of R300 000. Today we are making R75 million after tax."

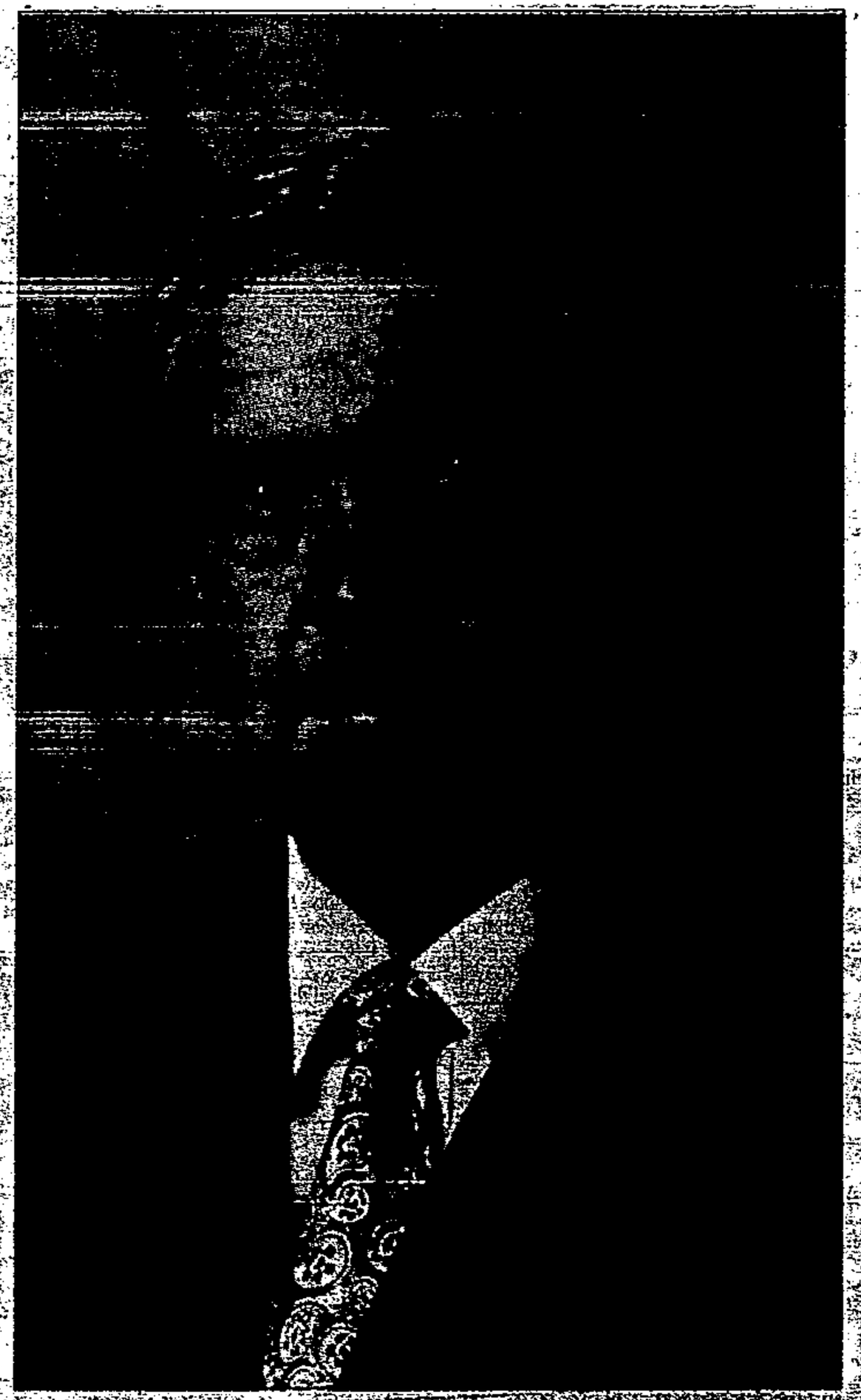
How does Van der Walt react to suggestions among certain analysts that Servgro shares are expensive?

"The nature of the group is not always fully appreciated. Take our investment in Naspers. Servgro receives a dividend of just over R2,3 million from Naspers. Yet the investment is worth R400 million.

"If I were to equity account it, on my 20 percent I would bring in R24 million. Only astute analysts understand that.

"Servgro's current price-earnings multiple of 19 only takes into account Naspers dividends. If Naspers is equity accounted, the multiple drops to 16. The sector in which we're listed commands a much higher multiple.

"We justify a high price-earnings multiple on those grounds, along with the fact that we're not cyclical. When other companies' earnings were declining, we showed growth."



SEEKING NEW HORIZONS *Peet van der Walt, the chairman of Servgro, is looking for an alliance with a foreign company for his services-orientated group*

Security industry race row brewing

Black-owned companies claim national board discriminates

(28b) BRG 16/8/95

ROGER FRIEDMAN
Staff Reporter

THE security industry is in for a major shake-up, with Safety and Security Minister Sydney Mufamadi being called in to mediate in a growing racial row.

There is conflict between the white-dominated national statutory body — the Security Officers' Board — and the Western Cape Security Association, representing black-owned companies.

The board's term of office ends this month, and the new board will be fundamentally different from the old, with trade unions and consumers set to be represented for the first time, said deputy-registrar Doug Nielson.

There were about 3 000 security companies operating nationally, employing about 110 000 people, he said.

According to the association, which represents 11 companies in Cape Town, fewer than 50 companies are black-owned.

In a letter to Mr Mufamadi this week, a lawyer for the association alleged the Security Officers Board discriminated against black companies and favoured granting licences to former policemen and SA Defence Force soldiers.

Board members were not democratically elected but were selected by Deputy-Minister of Safety and Security Joe Matthews, the association said.

Explaining their grievances, a spokesman for the association said it was no coincidence that the board's establishment had coincided with President Mandela's release from jail.

"The whole set-up of the board favours ex-SAP (police) and SADF members.

"It was set up in response to changes in the country. It was an attempt to create a new power base," the spokesman said.

Mr Nielson disagreed with the allegations and said the board was been established at the request of the industry with the purpose of regulating and upgrading it.

It was a statutory body, "totally independent" of government.

The election of board members was "very democratic".

The deputy-minister called for nominations and selected members from the nominations submitted.

The lawyer told Mr Mufamadi the association found the appointment of inspectors within the board had not changed "and the same persons who previously discriminated against my client are still enforcing the regulations unequally and unfairly in order to appease the advantaged competitors".

The association alleged that black would-be security officers were discriminated against on the grounds of previous criminal convictions, educational background and previous military, police or security background.

Black companies were further hindered by "the unequal provision of capital ... the unequal treatment handed out by the Tender Board ... and the uneven practice in the issuing of firearm licences".

Anyone was allowed to register with the board, provided he or she had not been convicted of serious (schedule one) offences.

Mr Mufamadi has agreed to meet the association next Wednesday.

COST Of DYING

Advertising: Andrienne Meyer

Sowetan 24/8/95

(286)

One corpse, many claims

Funeral parlours and insurance companies square up for showdown

A ROW IS BREWING BETWEEN the National African Funeral Directors Association (Nafda) and brokers and insurance companies.

"Endless trouble arises because there's a discrepancy between a birth date given to the broker or company and the date on an identity document," says Nafda chairman Mr Johannes Nkomo.

"Such discrepancies are common because often people are not certain about exact dates and the person writing a date down may have misheard or simply made a mistake."

Inconsistency

Sometimes the problem is inconsistency in the spelling of a name.

"Our argument is that for a long time payments are accepted in spite of the inconsistency, but when it comes to a claim, there's a problem."

On their side, insurance companies say fraud has become a growing problem, especially over the past two or three years. "

According to one source, a single corpse is sometimes the subject of several claims. He says it is common knowledge in the funeral industry that a "mafia" in KwaZulu-Natal included medical personnel who issued false death certificates.

Parlour networks

Safest against fraud are companies that issue insurance through their own funeral parlour networks. "This is because their subsidiaries receive the corpses themselves."

The difficulty of "policing" claims by individuals in many cases, is one reason why the largest issuer of funeral policies in the country, Metropolitan Life, withdrew from this business recently. It now handles only group schemes through companies, trade unions and other organisations. "Organisation officials are able to certify deaths".



It is becoming common in the black community for people to have policies that cover funeral expenses.

Be certain of funeral cover

FOR THOSE people who take out burial policies through brokers, the president of the National African Funeral Directors' Association, Johannes Nkomo, has some advice. It's this:

"Make sure you and the broker agree on who's covered under the policy. Too often these days there are problems because of misunderstandings.

"It comes to the funeral, and a broker says the dead person is not covered under the particular policy. It's a question of proving who's right."

His association wants to take the matter up with the authorities.

Nkomo says it's pretty well universal in the black community these days for people to have policies that cover funeral expenses. The expenses can range from R800 upwards.

"For that sum one of our member funeral parlours will provide a coffin, car and grave.

Additional requirements

"A well-to-do family with additional requirements, such as a more expensive coffin, could find that the bill rises as high as between R2 000 to R4 000. But that is the exception rather than the rule."

Population numbers mean that the burial business among blacks is far bigger than among whites.

The National African Funeral Directors' Association has several hundred member firms across the country whereas its white counterpart, the National Funeral Directors Association (NFDA) has only around 40.

Chairman of the NFDA Peter Berrange says its members conduct only a relatively small number of funerals for black people.

Africa's lawyers help the continent

Sowetan 24/8/95

300 delegates at the Law Society meeting in Johannesburg this week

WITH THE TREND towards a more open government in Africa, the continent's lawyers are being called upon to take an active role in the way their countries are shaping up. However, this has not been an easy task.

Many of the continent's lawyers are operating in countries ruled by military regimes, which usually curtail constitutionally entrenched provisions. But now they are not alone.

The African Society of International and Comparative Law – which is meeting in Johannesburg this week – has for the past few years been championing the cause of the continent's lawyers and law-makers.

"One of the interest areas of the Society," says its Ghanaian general secretary Mr Emile Yakpo, "is the examination of ways African lawyers could influence the law-making process during the democratisation process.

"While we do not believe that all lawyers have to become politically active, there is a contribution to be made by lawyers in the quest to protect basic civil liberties."

> **"While we do not believe all lawyers have to become politically active, there is a contribution to be made by lawyers in the quest to protect basic civil liberties"**

The Society, based in Banjul, Central African Republic, was founded in 1986 by Yakpo – who was living in London, England, at the time – as a charitable organisation promoting public education in law and related fields.

Among its aims, the Society has been working towards:

- setting up machinery for educating the public on civil liberties;
- providing in each African country a legal aid system and a legal advice service; and
- Promoting the African contribution to the development of international law as a basis for achieving international cooperation.

Publications play an important part in the society's activities. A lack of materials and properly-funded research centres force African researchers to make costly trips to Europe and North America to carry out studies. As a consequence, only a handful of academics and students are able to benefit from research work.

To help solve the problem, the society plans to establish the African Institute of International Law and Human Rights to house a research centre looking into legal developments in Africa and to publish the findings.

A recurring complaint of African lawyers is the lack of accurate and regular law reporting, says Yakpo, explaining that in most countries law reports are years behind.

This is where the Society's *African Journal of International and Comparative Law* comes in. First published in 1989 – in English and French – it has been providing a forum through which African jurists, scholars and others interested in law can exchange ideas regarding Africa's contributions to the development of international law.

The Society's annual conference has been the mainstay of the organisation. For the past seven years, it has been bringing together lawyers from various legal systems in Africa with a view to establishing ties and fostering understanding of each other's legal systems.

Telecommunications problems within Africa make it difficult for African lawyers to exchange views and experiences, laments Yakpo.

"Although the society publishes a bilingual journal, which provides one forum for such exchanges," he says, "personal contact on some basis is far more effective".

This year's conference has adopted the United Nations' contributions to world peace and economic development as its theme.

About 300 lawyers and law makers from Africa, Europe and North America are attending the conference, by far the largest-ever gathering of the society.

It is also one of the biggest meetings of an African non-governmental organisation to be held in the new South Africa. The conference acknowledges South Africa's return to the international community and recognises its role in the drafting of the UN's original charter in 1945. Three other African countries – Egypt, Ethiopia and Liberia – were also involved.



UN secretary-general Boutros Boutros-Ghali ... has been a member of the African Society of International and Comparative Law since 1991.

The Society has earned the praise of UN secretary-general Mr Boutros Boutros-Ghali, who has been a member of its governing body since he was Egypt's Foreign Minister in 1991.

Apart from the discussions, workshops are planned to provide assistance to lawyers on the issue of protecting civil liberties, bearing in mind, Yakpo says, that "the primacy of the state is vital to the effectiveness of law. A weak state is not in a position to protect civil liberties and human rights".

The society has indeed come a long way. When Yakpo mentioned his idea to some of his colleagues in 1984, they were sceptical. But this did not put him off.

In 1989, the breakthrough came. He received R25 000 from a Nordic sponsor to publish the law journal on a quarterly basis.

In the same year, the society held its first annual conference in Lusaka, Zambia. Since then, it has not looked back and has become one of the few African NGOs to have observer status at both the UN and the OAU.

It aims to raise R150 million over the next five years to run a trust fund established in memory of the society's first president, Nigeria's Judge TO Elias. – *Gemini News Service.*

ADVERTORIAL

Saambou, the friendship bank

AS the friendship bank for the individual, salary earner and pensioner, Saambou Bank is uniquely placed to assist its clients with personal loans in times of need.

"Nobody likes to have to borrow money, but there often comes a time when circumstances dictate that a little extra cash is needed to tide you over," says Mr Dawie Botha, an executive director of Saambou Bank.

"These circumstances could be an illness in the family not covered by medical aid, an amount required for the education of a child, repairs to one's home or car and other examples which, by their nature, need to be attended to.

Help with personal loans

"Because Saambou concentrates on the individual, we are in a unique position to assist our clients when they require personal loans. In fact, we will tailor the loan to suit each individual. Clients aren't just another number with us – we take a personal interest in each and every client.

"This means we will advise the client as to how long he or she should take to repay the loan, how much we are prepared to lend the client based on his or her requirements and what interest rate will apply to him or her personally.

Interest rates negotiable

"Yes, we will negotiate the interest rate the loan is repayable at with each individual client. This is proof indeed that we can call ourselves the Friendship Bank," says Dawie Botha.

He added there was another good reason for taking out a personal loan. "When times are tough as they have been, families and individuals often need the structure of a loan to consolidate the debt they might have accumulated.

"The benefit of doing this means that there is a fixed amount that needs to be repaid on a monthly basis which makes budgeting easier. Saambou's professional advisers will assist you to make the best decision in this regard," he says.



Saambou Bank is there to help with personal loans.

Fidelity Guards buys 40% of Elwierda

(284) ET (BR) 7/11/95

By Roy Cokayne

Pretoria — Fidelity Guards has acquired a 40 percent share holding in Elwierda, the well-known Pretoria-based passenger bus company.

Fidelity Guards financial director Colin Fourie said the overall acquisition value was more than R25 million.

Elwierda specialises in charter bus services and educational tours for schools, government departments, commercial, sporting and other associations.

Other shareholders are Standard Corporate and Merchant (SCMB) — the principal financiers — and Sinamandla — the investment arm of the South African National Civics Organisations (Sanco).

Invited

Fidelity Guards, which has been awarded a three-year management contract in addition to its equity participation, was identified by SCMB and Sanco as having extensive experience in the transport business and was invited to participate in the venture.

An important investment criteria for both SCMB and Fidelity Guards has been their commitment to the RDP and black economic empowerment.

Fourie said the management contract involved overseeing from a directors' viewpoint and liaising with the managing director.

He said Fidelity Guards had a fleet of 1 500 vehicles and was well versed in transport and recurring revenue matters.

'Outdated delivery systems costing country millions'

STAFF WRITER

Durban — The main product delivery system in this country is costing manufacturers and suppliers millions in unnecessary expenses, says Peter Baker, the general manager of Grindrod's express delivery company Fast Lane.

"The direct supplier delivery system is widely used in South Africa to provide close proximity product availability. But this only results in excessively expensive stockholdings and no flexibility," he said in a statement.

The system is based on assumption that customers around the country have to be served frequently, and in relatively small quantities from regional storage facilities. "This requires a company having premises around the country. The time factor involved in creating large numbers of small deliveries and the cost and potential error associated with creating lots of invoices is very wasteful in terms of man-hours and storage and transport costs. The world trend is now national or regional distribution from central storage hubs.

"This reduces manpower needs, equipment costs and the capital costs for buildings. Tied-in with a programme for just-in-time delivery of larger parcels of products, it also facilitates the employment of a third party distributor – like an express company – to service the national delivery network."

CT (BR) 29/11/95 (286)

SERVICES SECTOR - GTCN

1996.

Board 'will consider' security industry wages

BD 1/4/96

(286)

Renee Grawitzky

SECURITY workers were assured on Friday by Labour Minister Tito Mboweni that the newly elected Wage Board would give urgent consideration to proposed amendments to wage determination in the security industry.

Addressing more than 500 members of the Transport and General Workers' Union who marched on the labour department in Johannesburg on Friday, he said the board would give immediate consideration to approving amendments to wage determination in the security industry.

SA National Security Employers' Association chairman Don Masterson said yesterday that the chairman of the Wage Board had approved the application for the promulgation of the labour order in its totality. He said the order now awaited the signature of the minister.

Workers marched on the department to demand the immediate promulgation of an order amending the current determination, as well as wage increases and changes to employment conditions. One condition related to the deletion of an exemption clause for small and new employers.

Meanwhile, striking security workers in Durban are still demanding the immediate scrapping of the determination and refused to return to work, despite calls by the employer body for a meeting. It is understood a meeting has been planned between the union and employers.

Shake-up ahead for security firms

Wyndham Hartley

CAPE TOWN — An urgent shake-up of SA's mushrooming private security industry, which employs more than 200 000 people, is on the cards, with legislation in the final stages of preparation.

A briefing of the parliamentary safety and security committee by SAPS national commissioner George Fivaz yesterday showed the legislation would target security companies being used as fronts for mercenary activity, as well as those operating outside the law in the former homelands.

The Security Officers Amendment Bill, which is urgently needed to regulate the industry, will address also the registration procedures applied to private security officials and impose a mandatory level of training. Investigations are being conducted also into ways in which the industry can assist the police in crime prevention, the committe heard.

Safety and security ministry adviser Paul Kruger told the committee that an area of concern was the number of security companies operating in Johannesburg and Pretoria from bases in Bophuthatswana. The law governing security companies did not cover the former TBVC countries and jurisdiction over those areas had to be included in the new legislation as a matter of urgency.

Committee chairman Linda Mti said the industry was growing at an enormous rate and that it had to be ensured it operated within acceptable parameters. There should be a focus on the quality of training for security officers and harsher penalties for companies failing to observe training regulations.

ANC MP Jennifer Schreiner said negotiators drafting the new constitution were working on a clause which would outlaw para-military groups outside state security structures. Armed private security services would have to be strictly governed by legislation. The legislation should stop security companies being used as fronts for mercenaries.

NP MP Andre Fourie said it had to be accepted that the security industry was part of the private sector and that there should be as little "prescription" as possible. He accepted the need for controls in the interests of the public.

The legislation is to be published soon to allow public comment.

Call to boost undertakers

(2-86)

Nomavenda Mathiane

GOVERNMENT should boost small businesses such as township undertakers by allowing them to tender for pauper burials, Krugersdorp funeral director Luki Tlholoe said yesterday.

Addressing Funerex '96 — a funeral symposium and exhibition attended by local and international burial practitioners held at the Volkswagen exhibition centre in Midrand — Tlholoe spoke about the hazards of operating in black areas.

Lack of capital to start a funeral business coupled with problems of servicing a poor community led to monopolies, forcing undertakers to pay protection fees to residents who stopped burials taking place.

Tlholoe said although this practice was no longer rife, there were some areas in Gauteng where it still happened.

The undertakers enlisted the help of civic organisations to deal with people who were harassing undertakers.

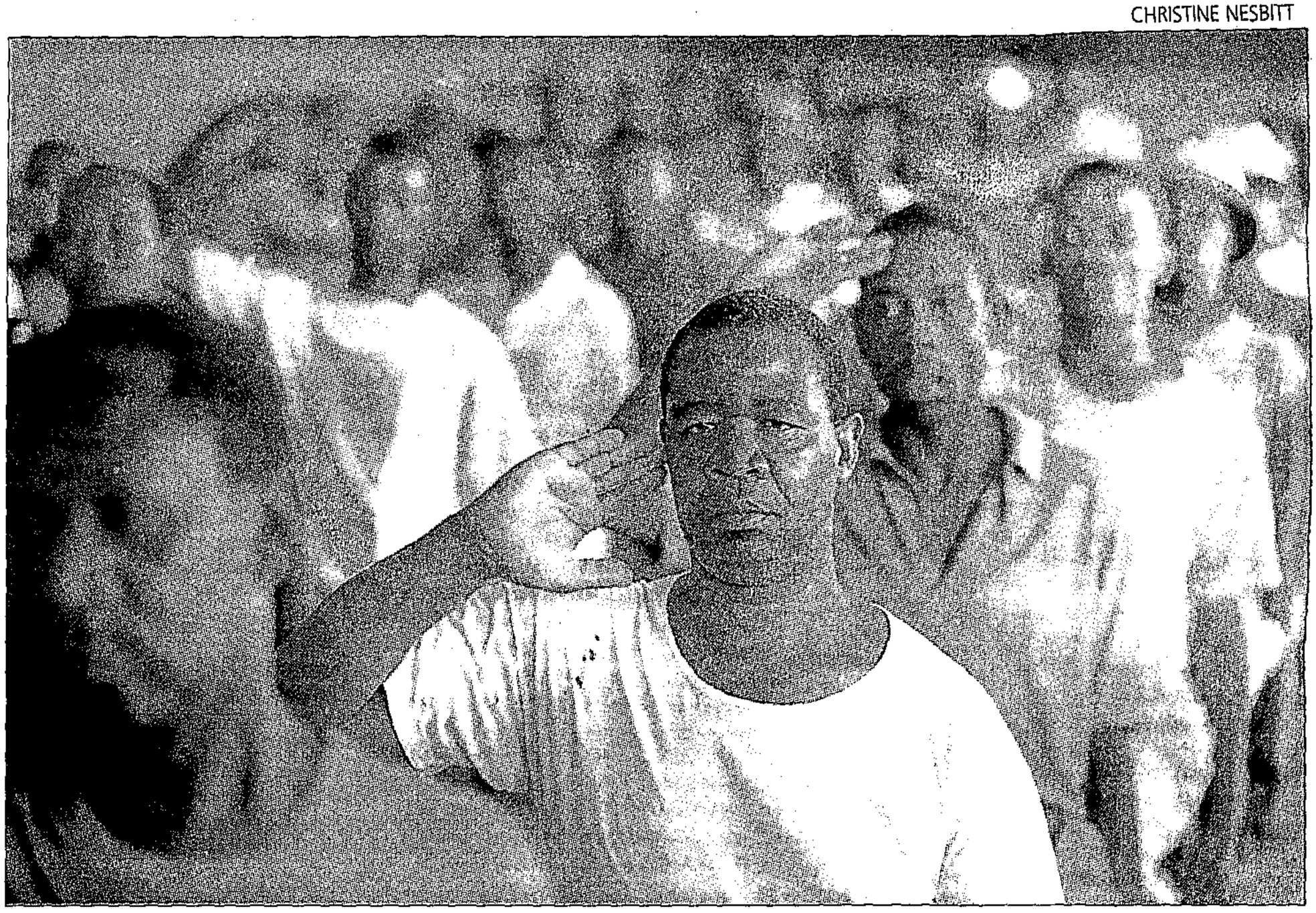
BD 17/4/96

Security training provides hope and pride

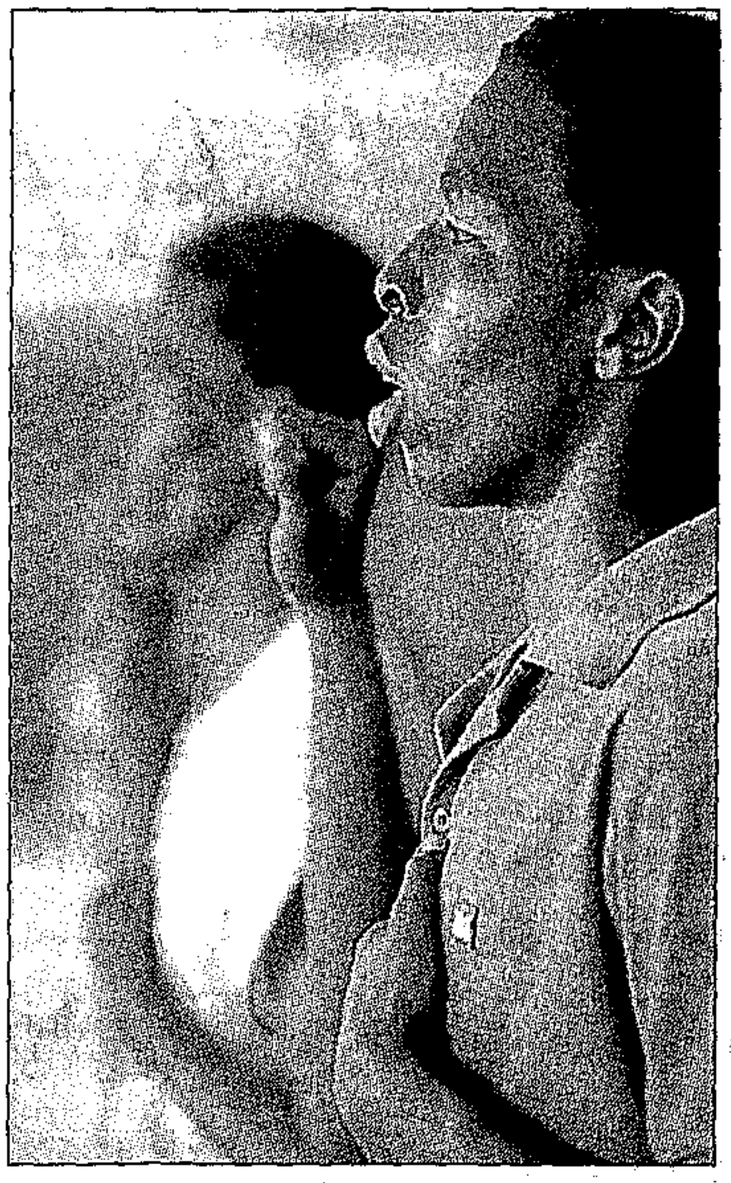
Star 2/2/96 (286)

Four Soweto entrepreneurs train recruits for their security service, offering opportunities to the jobless

CHRISTINE NESBITT



Drilling time ... these men are part of the 2 000 job- seekers learning the ropes in the basics of security guard work.



It comes from the heart ... learning and singing the national anthem is part of training.

By Abbey Makoe
Soweto Bureau

"Salute, to the righhhhht! 'tention! Slow march to the left. Haaaai, one!" shouts Falo Langa, a platoon commander at the Tladi, Soweto, training camp where thousands of unemployed people converge to drill each day. "Now, right about turn!" Langa shouts once more.

Enthusiastic trainees eager to impress and get jobs as security officers turn sharply to the right and scream back to Langa: "Yes, sir!"

Since October, a growing number of Sowetans, some of them ex-convicts and reformed thieves, have been removed from the streets and kept busy with rigorous training in preparation for employment as security officers.

The recruits have been brought here by four men, directors of Soweto Amalgamated Security Services. They are Jabu Dube, a former peace monitor, and Si Shibambo, Morgan Nkosi and Dankie Mokebe, all former security guards.

In August they were each operating their own security companies. In October, they came together and formed the SASS.

Their spokesman, Dube, explained: "We had a common aim – to create jobs for our people.

"Once our people get jobs, we are almost certain that crime will go down. The fact is that some of our recruits have been somehow involved in wrongdoing. By recruiting them we are saying 'stop it!' and providing them with alternatives," Dube said.

For now, no more than 800 stand to get jobs. SASS directors said their intake depended on the contracts they have received.

Dube explained why their criteria accommodated even those with a criminal record: "It's more a question of sending a thief to catch a thief," he said.

As time passes, Dube said, the recruits will be trained in the basics of firearms. He said the SASS will help Soweto in lowering the township's crime rate.

The SASS has been offering voluntary security services at various pay-points for pensioners.

The company also boasts of several arrests its members have carried out, among them being thieves caught stealing Eskom cables.

Dube said his company also acted as a backup to the Soweto-based SA Stop Child Abuse.

"When we hear that someone has molested a child, we don't wait for the police. If we can, we arrest the suspect and take him to the nearest police station," he said.

Even those with record are given a chance

Tseko Mosia (27) of Naledi said he has been trying to get a job for the past six years, but to no avail.

"I have two children to raise. The chances of being tempted into doing something very wrong have always been high, but I thank my resistance power. Even when we were going to bed on empty stomachs I have always placed my faith in God.

"I may not be employed yet, but at least I can see the light at the end of the tunnel," he said.

One of the female trainees is Lucky MoLiko (24). She passed matric in 1989 and later studied as a bookkeeper at a Krugersdorp college, but never found a job.

She hopes to play a meaningful role in rebuilding Soweto into a safe city where life will be respected and criminals weeded out of the community.

A self-confessed former car hijacker, who asked not to be named, said: "Sometimes we do these things out of desperation. I have decided to turn over a new leaf after a lot of soul-searching. I hope to find a stable job here and live a normal life like other people."

Gloves off in battle for security market

CT (BR) 28/2/96 (28b)

BY SHIRLEY JONES

Durban — Africa's largest security company, Springbok Patrols, which had a strategic restraint-of-trade agreement with competitor Fidelity Guards overturned last week, is aggressively pursuing a 50 percent share of the lucrative local cash-in-transit (CIT) market, valued at hundreds of millions of rands.

According to Springbok Patrols founder Mick Bartmann, (father of Springbok rugby player Wahl Bartmann, who runs the company's Gauteng office) Fidelity has until now enjoyed a 70 percent share and a virtual monopoly of this market, thanks to an agreement between the two companies in 1987.

The agreement prevented Springbok from entering the CIT business in KwaZulu Natal, confining it to government tenders and smaller regional contracts outside KwaZulu Natal — which is the second-largest CIT market in the country after Gauteng. Springbok was also excluded from national deals which included KwaZulu Natal.

The battle between the two companies over CIT in KwaZulu Natal began in 1993 with two unsuccessful interdicts, aimed at preventing Springbok from carrying out CIT operations in the area, from Fidelity Guards.

In anticipation of a positive outcome in the court case that followed, the Bartmanns invested tens of millions of rands in infrastructure, starting with the purchase of the Trust Bank cash vaults in Johannesburg for R4 million two years ago. Subsequent investment has been in building a cash vault in Durban and in vehicles and armaments.

Springbok's KwaZulu Natal head, Francois Bartmann, said that Springbok Patrols had set the target of a 50 percent share of the CIT market within three years.

Over the past three years this division has shown 30 percent year-on-year growth. At present, Springbok is transporting about R600 million a month for the KwaZulu Natal government alone. The company has not yet started marketing its CIT service to existing commercial customers in KwaZulu Natal, and once it does, revenue from CIT is expected to double.

The company is upgrading its CIT operation this month with the introduction of seven aircraft to carry cash. It also plans a helicopter pension payout service.



ON GUARD *Francois Bartmann of Springbok Patrols, left, and Clive Couzens of Lloyd's of London, inspect Springbok Patrols' new vault*

Food giant looks at JSE

(286) Sowetan 20/5/96

KKS is aiming at a zealous turnover of R1-bn at the turn of the century

By Mzimkulu Malunga

THE COUNTRY'S LARGEST catering company, Kagiso Khulani Supervision Food Services, says it is planning a "few" acquisitions in the food services industry before heading for the Johannesburg Stock Exchange.

Chief executive Nigel Dunlop says once the acquisitions have been consolidated, KKS could venture on to the stock markets to raise more cash.

Over the weekend, KKS reported increased earnings with turnover jumping 25 percent to R447 million in the financial year ended March 1996.

Dunlop says the past financial year has been a momentous one where the company made its presence felt, particularly in the tertiary education catering market.

One of the highlights for the year was when KKS edged out competitors and scooped a contract to supply meals at the University of Cape Town. It was the first time in more than two decades that the UCT had changed its caterers.

The contract at UCT was soon followed by another one at Stellenbosch University.

"Other new contracts include the universities in North West and KwaZulu-Natal.

"We are now bidding for contracts at the Universities of Durban Westville and Botswana," he says.

The company's links with Kagiso Trust, says Dunlop, have immensely assisted KKS to break into the tertiary education catering market.

His words are echoed by KKS' business development director Zuzi Buthelezi who says Kagiso Trust's support for tertiary education during the times of apartheid in South Africa has left a positive impact among institutions of higher learning in this country.

In addition to benefiting from being part of the Kagiso Trust family, KKS ploughs back some of the profits it has made back to the universities where it is catering, says Buthelezi.

The immediate aim, he says, is to dominate the tertiary education market, although the company is also catering in other sectors like mining, health and banking.

On the health front, KKS has won contracts worth R60,8 million in the Free State where it is preparing meals for five hospitals.

From the Free State, the food services giant also spread its wings and crossed the Caledon river into Lesotho where it won a further R4,5 million worth of contracts from that country's ministry of health.

"Not only have we been successful in acquiring government contracts, but a recent success was winning the catering contract which turns over about R5 million a year at Richard Bay Minerals," says Dunlop.

In the past year, KKS' client list jumped from 539 to 590 and Buthelezi attributes this growth to the fact that the enterprise is seen in the corporate world as the "company for a new South Africa".

Although it has its roots in a food services company which was started as a catering arm of Tongaat-Hullett in 1986, the present day KKS was born in 1994 when the investment division of Kagiso Trust and another black-controlled outfit called Khulani Holdings acquired a majority stake in the company.

When it was started by Tongaat-Hullett, the company's capitalisation was just about R1 million, employing only seven people.

As in many instances where black-led consortiums have taken controlling stake in existing white businesses, the 1994 deal acted as a catalyst for the company. Since then, KKS has raced to the number one spot in the catering industry.

Today, the KKS is not only a leader in the number of contracts it has won, but it is ahead of competitors when it comes to the volume of meals it prepares a day. The company now has 4 500 people on its payroll.

The medium-to-long-term objective, say Dunlop and Buthelezi, is not only to retain existing clients but to raise turnover to more than R1 billion by the turn of the century.

Rates increase shocks the market

ECONOMISTS and money-market dealers reacted with shock to Friday's announcement by major banks of a one percent increase in prime lending rates and home loan rates to 20,5 percent from today – the second increase in 10 days.

Sanlam chief economist Johan Louw said the rates increase had come at a very bad time for the South African economy.

He had been taken by surprise and said it was an unusual step in an economy that was slowing down.

The rates hike would dampen demand "and might make it difficult for South Africa to achieve a three percent growth rate this year."

A money market dealer said the market had been "flabbergasted" when Standard Bank – the first bank to raise rates – announced the increase as it had "come out of the blue".

Other banks to announce a rates increase were First National and the Nedbank group, including Permanent Bank and Peoples Bank as well as Boland Bank.

The dealer said reaction in the market had been one of shock and that "all hell will break loose" today once the implications have been analysed.

A Reserve Bank spokesman said that the bank will not necessarily follow the commercial banks' lead.

"It would not be the first time that it has happened that the prime rate has moved independently of the bank rate," he argued.

Motor Industries Federation executive director Vic Fourie said the rates rise was bad news for the motor industry, especially following the recent petrol price hike.

Sales of new and used vehicles were likely to be hit as money became more expensive to borrow.

Vehicles at the top end of the market were likely to be worst affected as people cut back on spending.

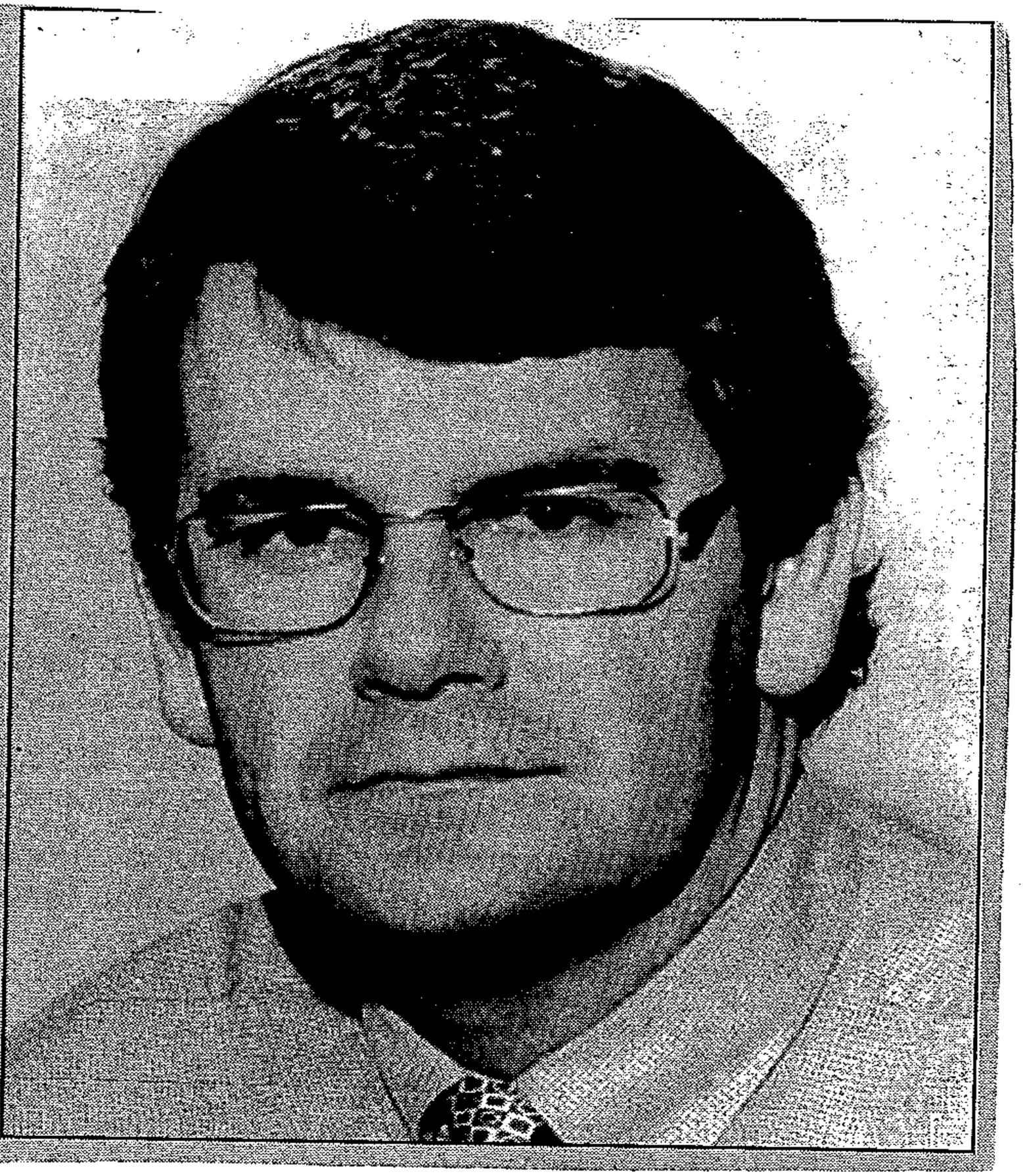
"It was an unfortunate decision. Whatever good reasons there may have been for increasing rates, it is going to impact negatively on inflation and the economy generally," he said.

South African Chamber of Business economic affairs director Dr Ben van Rensburg said the increase suggested that the ripple effects of the recent sharp depreciation of the rand were still being felt.

The effect of higher interest rates would be felt by many consumers and especially small businesses, he said. – *Sapa:*

586 Sowetan 20/5/96





Exploring expansion opportunities ... Zuzi Buthelezi (left) and Nigel Dunlop (right) seek to dominate the food services industry in the whole of Southern Africa.

Fast money draws Green Point sex workers

286 CT 22/5/96

DALE GRANGER

PROSTITUTION — specifically in the Green Point area — has emerged as a major election issue, with proposals for declaring the suburb a red-light district, legalisation, decriminalisation and alternative training programmes all being touted as solutions.

Estimates of the number of women, children and men plying the trade on the streets, in escort agencies and clubs in the cosmopolitan Atlantic seaboard suburb vary from hundreds to thousands, but no one is able to give an exact figure as accurate surveys have not been conducted.

Most earn tax-free salaries ranging from about R1 000 to R15 000 a month.

The Cape Times has been told of one Green Point prostitute, a qualified teacher, who boasts of earning R30 000 a month.

Some work full time, others freelance, holding down day jobs in the city.

Some are university students paying off study loans. Many become sex workers for a short while to make fast money, said Ms Ilse Pauw of the Sex Worker Education and Advocacy Task Force (Sweat), who has been working with street prostitutes for several years.

She does not see job-training programmes as a viable alternative to sex work as she says there are "so many attractions to keep people in the business".

Unless alternative training schemes offer the opportunity to earn the same salaries, "it's not going to work".

"Often it (prostitution) is a well-paid job, with cash in hand. Alternatives must not only match salaries, but also offer a job where they can work for themselves and be financially independent."

She said that when she first began working with sex workers a few years ago "it was very easy to come in from a feminist perspective feeling sorry for the women, seeing them as exploited and wanting to be rescued. I was forced to make a shift to realise that people see it as a job.

"I would like to see law reform — it is the best option for a safer working environment for women, to protect them against violence and abusive clients.

"It is also the best option in terms of health and safety... it is very difficult for health educators to operate underground," said Pauw.

Social workers were coming into contact with more street children working the streets in Sea Point and Green Point as well as teenagers who had either run away from home or were being sent out by their families to work as prostitutes, she said.

SECURITY INDUSTRY (286)

RED ALERT

FM 12/7/96

The security industry is soaring in tandem with the crime rate. Yet many companies face a profit squeeze and some may even have to close.

The dilemma brought about by the higher incidence of crime is that security firms are being forced to respond to more calls. To cope, many are opening new branches, putting extra men and vehicles on the street but are unable to raise monthly fees in what has become a highly competitive industry. Many firms are operating in the red.

Electronic Security Distributors' Association chairman Paul Wainstein says no-one knows the real size of the industry, which he believes employs 500 000 people. Security Officers' Board registrar Frans Lubbe says 110 000 guards (up from 100 000 last year) and 4 000 companies are registered with the board.

A Security Association of SA (Sasa) survey puts the industry's turnover at an estimated R2,5bn in 1995 — excluding the armed response sector. According to earlier surveys, it was R1,7bn in 1993, R1,2bn in 1990 and R610m in 1986.

Few accept these figures as accurate. Fidelity Guards MD Robert Dickerson puts the value of the guard industry alone, including in-house security, at R2,5bn last year and this year. He estimates the money transfer and transport market, a sector which his company and Coin Security leads, at R400m a year. Money transport, like armed response, isn't mentioned in the Sasa survey.

It says the surveys cannot be accurate. Too many small companies aren't members of a recognised employers' organisation and there are "conglomerates which have security allied to their general business."

Nonetheless, some aspects of the industry can be reported on with a degree of accuracy.

The market for electronic access control was worth about R260m in 1993 and R330m last year; for detection devices, such as burglar alarms, it was worth R200m in 1993 and R280m in 1995; for building protection, such as security glass, it increased from R220m to R290m; and for internal physical security, such as safes and fire protection equipment, it moved up from R85m to R120m.

Perimeter security, such as walls, fencing and closed-circuit television rose from R280m in 1993 to R340m in 1995. Physical access control measures, such as locks, bolts and security gates, increased from R230m to R300m in the same time frame.

But the picture for the armed response and paramedic sectors is not so rosy.

Paramed Security chairman Barry Blyth says: "Business is booming but we're also getting more calls."

Clients no longer tolerate the delays they would have accepted 10 years ago. This was when they employed armed response companies to protect assets — TVs, hi-fis and vehicles.

"Our role today is to protect people from murder, rape or assault. We could have handled our client base with eight branches three years ago. We need the 14 we have now to get as close as we can to our aim of having men on site within five minutes of a call," says Blyth.

"And we can't put up our charges to recover the increased cost. We have to accept our competitors aren't raising charges and the market won't take any more increases." ■

SECURITY INDUSTRY (286)

WATCHDOG

FM 26/7/96

A committee formed to monitor the security industry has begun to clamp down on malpractice. Incorporated a year ago by the Security Officers' Board, the Department of Labour and employers and employees representatives, the security industry illegal practices committee "has teeth and isn't afraid to use them," says Security Officers' Board registrar Frans Lubbe.

He claims that the committee is having the desired effect and helping to clean up the industry. "We don't use the courts. Those charged appear before an internal disciplinary committee chaired by a magistrate, a lawyer or an advocate who can impose fines of up to R1 000 a count on first-time offenders and bar anyone from working in the security industry if found guilty at subsequent appearances," says Lubbe.

The Security Officers' Board retains the fines collected. "We need them to defray expenses," says Lubbe.

So far, 25 people have been found guilty of a number of offences and fined heavily. Many others have been charged and are waiting to appear before the committee.

The names of those found guilty, including details of offences and fines, are published in the industry's magazine *Security Focus*.

The committee expects employers, employees and customers to report all suspected malpractices, which it investigates and, if it finds the claims valid, prosecutes the offenders. "We are practising community policing of the security industry," says Lubbe.

Chubb Holdings chairman Dirk Ackerman, a former Security Officers' Board chairman, says: "This arrangement with the Department of Labour is a positive step forward. It is a formal arrangement and will benefit employees. When I was chairman we had an informal relation with the department and reported matters we thought it should follow up."

Another advantage of the new system is that users' complaints are also investigated. The former system centred on employee-employer differences. In most cases, employees complained they were being paid less than the statutory wage. ■

City Funerals to establish 10 undertaking franchises

(286) Sowetan 7/8/96

By Shadrack Mashalaba

CITY Funerals – one of South Africa's largest undertakers – plans to take the franchise route.

The franchise programme, says the company, is to establish 10 funeral undertaking franchises within the next seven months.

City Funerals financial director Clive Guiness says in the last three years there has been a surge in the demand for funeral services in areas where the company is not currently operating, so this is one way of expanding to those areas.

"We realised a need by communities but because it would have been difficult to man operations in those areas which are spread across the country, we decided to open this type of a venture." says Guiness.

The franchise will cost R395 000, says Guiness.

"This covers all set-up costs then everything is left to us. All that a franchisee needs is a sound financial background."



City Funerals' Clive Guiness says franchising will enable the company to expand to other parts of the country.

PIC: CLEMENT LEKANYANE

Franchise package will include: full operation set-up; supply of all administration material; complete initial training which also covers staff and service knowledge; supply of all equipment; office promotion and advertising.

"Because of our image we want to offer our clients the highest standard of service. We will ensure that our business image is not misrepresented," Guiness says.

City Funerals is part of the Ramguiness Group of Companies which started its operations in 1977; it has grown over 20 fold and has handled thousands of funerals in the process.

"Initially, we were sceptical of the idea but because funeral business is sympathetic-oriented we felt it was pivotal to play a role in the economic and empowerment of our communities," he added.

Once operational each franchise will be able to employ 15 people. They will also, in the first five to six years of operation, be subjected to 12 and-a-half percent royalties and thereafter they will retain City's brand name operating as independent entities.

'Business as usual' at the docks

■ You can't keep one of the oldest professions in the world down: Prostitutes have found ways to defy a ban on entering the harbour. Chief Reporter **GLYNNIS UNDERHILL** investigated.

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ARG 10/8/96

PROSTITUTES are flocking into the docks to ply their trade, defying the ban which is designed to keep them off the visiting ships.

Many of the prostitutes allege they are paying bribes, scaling fences to reach the harbour or boarding ships in the dry docks, where they have easy access to the sailors.

Ian Rudman of the Table Bay harbour police confirmed it had been brought to his attention some policemen were receiving money from prostitutes.

"Case dockets have been opened and forwarded to the attorney-general.

"The merits of the cases are being looked at," he said.

Charges were pending against two policemen in connection with allegations of this nature, said Superintendent Rudman.

Prostitutes have been banned from plying their trade in the docks after the permits, which were issued by Portnet to up to 200 prostitutes, were cancelled in December 1994.

However, prostitutes said to by-pass the ban they frequently board the ships when they are under repair in the dry dock and remain on them until just before they sail.

"In some berths, there are more girls than crew members on board ships," confirmed Inspector Keith Blake of the Table Bay harbour police.

The prostitutes were willing to talk to SATURDAY Argus about their tenuous presence in the harbour, which they claim is causing immense hardship for them.



Pictures: BRENTON GEACH, Staff Photographer.

❐ **DEFYING THE BAN:** Kasiefa, 26, left, Feroza, 27, Amieda, 29, Fatima, 23 and Lydia, 27, claim they boarded the Taiwanese ship in the dry dock to avoid the security measures designed to keep them out of the harbour.

A 29-year-old woman said she had boarded a Taiwanese ship when it entered the dry dock.

"This is our business and we don't want to give it up.

"Many of us are married to sailors and we won't stay away," she said.

Most of the women speak fluent Taiwanese and were happy to translate for the sailors, who eagerly gave the thumbs up to the interview.

The message from the Taiwanese sailors was clear: We want the women on board our ships, they said, happily posing for photographs.

Another prostitute, who asked not to be identified, said the sailors were her line of business and she could not stay out of the docks.

"We have to do this because I have two children and I need food and clothing for them," she said.

The prostitutes said that when they boarded a boat at the dry dock, they supplied their own food and cooked on board the ship.

One of the prostitutes said she was outraged because her sister, also a prostitute, was married to a sailor, but had not been able to enter the docks.

"She is married to a sailor, but even still she cannot come into the harbour.

"They won't give her a permit," she said.

One prostitute said she had been in "the game" for more than two years.

"We are not doing this for fun – we are doing it for our families. Many of us have children with sailors – where are we going to find jobs?" she said.

A good-natured port captain John Woodend saw the irony after he told SATURDAY Argus people were not issued with permits "unless they have business in the harbour".

But Captain Woodend said there had been problems experienced in the harbour before the ban and his office had received many complaints from ships' agents, who wanted the prostitutes kept out of the harbour.

The ships' agents were concerned about safety on board their ships, particularly when prostitutes smoked on vessels carrying hazardous cargo.

The head of security for the area said he was not allowed to speak to the Press.

Inspector Blake keeps a close watch on the situation in the docks and is a well-liked figure in the area.

On an inspection around the docks with him to see where the prostitutes might be scaling fences to reach the sailors, it soon became obvious that if the women wanted to reach the boats, nothing would be able to stop them.

A taxi driver pointed out the area in the steel fence which had been forced wide open, to allow prostitutes entry to reach the ships.

He claimed he had seen two girls climb through the hole in the fence.

Women found behind the harbour fences had to pay fines, according to Inspector Blake.

"But you and I know these girls will do anything to get in," he added.



❐ **HOLE IN THE FENCE:** Inspector Keith Blake of the Ta Bay harbour police in front of a hole in a steel fence, thro which, it is claimed, prostitutes gain access to the harbou visit sailors on the boats.

SA companies 'still searching' for service ethic

(286)
BD 10/10/96

Own Correspondent

PORT ELIZABETH — SA companies will not provide excellent customer service unless they win the support and commitment of their staff first, says Port Elizabeth Technikon human resources management lecturer Helen Schultz.

"Many international companies are now equating staff development with customer satisfaction," Schultz told the recent Institute of Personnel Management's People Management '96 conference in Port Elizabeth. Schultz was one of four SA delegates at a world human resources congress in Hong Kong earlier this year.

One of the speakers at that conference was the head of DHL East Asia, who told delegates that "serving customers is the sole reason for being in business".

Schultz says that with the globalisation of world trade, SA companies have to compete against organisations with that kind of deep-rooted commitment to the customer.

"SA companies need to realign their thinking and practices if they are going to survive. Training and development of employees must be based on the needs of the employee, the company, and on the needs of the customer. Customer service is related directly to employee satisfaction. Staff loyalty and satisfaction are the foundation for customer service."

Speaking at the same conference, the professor of business management at the University of Cape Town's Graduate School of Business, Frank Horwitz, urged companies to review decisions to outsource certain functions in light of the need to offer world-class levels of customer service.

"It's a myth that you don't have to manage subcontractors. Workers working for subcontractors do not necessarily share the same loyalty and commitment to the company as employees. In the short term downsizing is attractive because it makes the bottom line look better, but if you do your sums carefully you find you do not necessarily enjoy increased productivity."

Downsizing will also have to be a lot more carefully considered and motivated after the promulgation of the new Labour Act on November 11.

One of the most worrying results to come out of recent research undertaken by the Graduate School of Business was that 53% of SA companies ignored the unions when it came to implementing changes to work practices. Horwitz says the new Act will change this dramatically on the shop floor.

NEWS

W Cape secretaries losing out on pay

(286)

Up to 40% less than Gauteng

ARG 10/10/96

ALIDE DASNOIS
BUSINESS EDITOR

Secretaries and administrative staff earn between 25 and 40 percent less in the Western Cape than in Gauteng.

According to a survey by employment agency Kelly Perms, the average salary in June for a Western Cape secretary with at least two years' experience was R3 007 a month, compared with R4 100 in northern Johannesburg. Executive secretaries earned an average R3 900 in the Western Cape and R5 095 in northern Johannesburg. The figures are based on starting salaries, excluding fringe benefits and bonuses, for full-time staff.

Salaries for office staff in central Gauteng are generally much higher than in the rest of the country, the survey found. Outside Gauteng, salary differences between regions are shrinking.

Lowest salaries for secretaries are in Mpumalanga where a secretary with two years' experience earned R2 850 a month.

Office administrators earned an average R2 309 in the Western Cape and R2 961 in northern Johannesburg. Western Cape receptionists earned an average R2 205 a month compared with R2 801 in northern Johannesburg.

Bookkeepers in the Western Cape earned less than their counterparts anywhere else in the country except the Eastern Cape, picking up pay cheques of R3 500 a month on average compared with R4 388 in northern Johannesburg, R3 750 in Pretoria and R4 100 in the Free State.

For the country as a whole, the survey found average salary increases for office staff beat inflation for the first six months of the year.

Kelly Perms managing director Andrew Mackay said salaries were pushed upwards by shortages of experienced and qualified office staff.



Worth her weight in gold: 1995 secretary of the year Karen Chapman. The lowest salaries for secretaries in SA are in Mpumalanga

New bid to control security industry

(286)
ARG 11/12/96

CLIVE SAWYER
POLITICAL CORRESPONDENT

The reshaping of South Africa's ever-growing private security industry will come a step closer when the Ministry of Safety and Security introduces interim legislation in Parliament early next year.

The Security Officers Amendment Bill will set up a transitional board on the industry as part of a consultation process on future legislation.

The present board dated from the previous dispensation and was controversial in the industry, a ministry official said.

The ministry also hopes to have piloted legislation through Parliament closing a loophole in gun licensing laws early next year.

The Arms and Ammunition Amendment Bill, approved by the Cabinet, will stop holders of firearm licences lending their guns to other people legally by giving written permission.

SERVICES SECTOR - GEN.

1997 .

Naught for comfort in high-risk security sector

Spokesmen say it is becoming increasingly difficult to maintain services as discount 'cowboys' enter the R3-bn industry

(286) Star 21/4/97

By Troye Lund

Major companies in the R3-billion security industry say they are being led to financial ruin by ever-increasing numbers of "cowboys" who offer the public cheap armed security and, in some cases, even employ criminals.

One of Johannesburg's top security officer trainers, and general manager at Chubb First Force security company, Paul O'Sullivan, said: "These cowboys are offering a full armed-reaction service and record response times for as little as R80 a month.

"Considering the costs involved, there is no hope of them meeting promises. But they are attracting clients.

"No way can reputable companies maintain an effective service and compete with R80 a month."

A spokesman for the Security Officers' Board said the public's fear of becoming a victim of crime – coupled with tight budgets – made the country a perfect breeding ground for fly-by-night security companies.

O'Sullivan said the cost of keeping one armed-reaction vehicle on the road 24 hours a day was R30 000 a month.

He added: "To be effective, each vehicle should service not more than 300 clients. Charging clients R100 a month would cover vehicle costs but not the huge overheads – including salaries that attract highly trained officers, pensions, uniforms and equipment."

Guards with less than a C-grading, who commanded at least R3 000 a month, should never be used as armed reaction officers because they were "more danger than use" when armed, he said.

Industry spokesmen said security officers often accepted wages that were below the statutory minimum – R1 100 for grade E, the lowest – or had to perform dangerous duties that they were not trained to do.

Untrained, dishonest men armed and put on the beat

The union representing security guards, the Transport and General Workers' Union, said lack of regulation in the industry made it possible for security companies to employ the lowest grade of guards, arm them and send them into the field.

According to O'Sullivan, "Companies offering an efficient, quality service can never afford to compete with this and are continuously trying to cut spending in order to become more competitive."

Because fingerprinting systems, which could check whether prospective employees have criminal records, are inadequate and overloaded, there is growing concern that being an armed-reaction officer is a dream job for gangsters and criminals.

There is also concern that there is no minimum education level needed to become a registered security officer.

Gauteng's largest security firms said they would not not employ staff with less than a C-grading and unless they agreed to take regular lie-detector tests.

The questions asked during lie-detector tests aim to elicit from guards whether they have stolen from clients' homes and if they know of any colleagues who have.

Lie-detector tests were introduced because it is easy for a guard, who may have been fired after being caught stealing from clients' homes, for instance, to find employment with another security firm.

Employers said they had trouble keeping up with the massive staff turnover rate, which is currently estimated at 100% a year throughout the industry, let alone having every employee they dismissed reported and struck off the board's register.

At least one company closes down every day

By Troye Lund

The security industry has become the fastest-growing and one of the most cut-throat industries in the country.

While it has doubled in size every year for the past three years, every year about 410 security companies – more than one a day – close down.

Of the 6 453 companies that have registered with the Security Officers' Board since it was formed in 1990, 2 464 have closed and deregistered or disappeared.

The board's latest figures also show that of the 300 000 security officers that have registered over the past six years, there are no records for 155 890.

The security officers for whom there are no records have either left the industry or are employed but not registered, according to the board.

There are 164 276 registered, traceable security guards currently working across the country.

Despite regular, random checks on the country's 2 966 security companies to see that their guards are registered and trained, it is hard to maintain standards in the industry, said board spokesman Doug Nielson.

"The biggest administrative difficulty we have is to get people to register. Administration is made more difficult by the fact that when security officers leave, they do not deregister."

Companies were also slack about deregistering employees who had been dismissed for stealing or after discovering the employee had a previous criminal conviction.

The high unemployment rate, coupled with no required minimum level of education before registration as a security officer, had also led to widespread exploitation.

Tough new law aims to regulate security firms

(286)

WILLIAM-MERVIN GUMEDE

POLITICAL STAFF

ARG 15/5/97

A Bill to regulate South Africa's chaotic private security industry is to be tabled in Parliament soon.

In a submission to the National Assembly's safety and security committee, the police have proposed minimum standards for the country's estimated 800 000 private security officers.

The draft proposals cover in-house security companies as well as the independent ones. Paul Kruger, legal representative of the Department of Safety and Security, said the proposals included freeing the Security Officers' Board, which manages the security industry, from police and security industry domination.

A code of conduct for security officers and an independent complaints directorate are also proposed. Tough laws to prevent security companies getting involved in political violence and mercenary activities are included.

DP safety and security spokesman Douglas Gibson said the existing Security Officers' Board had been a failure.

SECURITY INDUSTRY

3 (285)

Who will mind the minders?

PM 13/6/97

Tussle over who should hold the watchdog's leash

A wrangle has broken out between business and the politicians over control of SA's burgeoning private security services. There are currently 130 000 active security guards — nearly as many the total police complement — and about 4 000 companies registered with an existing Security Officers Board (SOB), an entity which many believe has failed and should become more representative.

It is how this should be done that pre- →

sents the problem.

In 1987, the Security Officers Act sought to regulate the industry through majority police representation on the board — which meant in practice that it was the Law & Order Minister's prerogative to make appointments and lay down a code of conduct and an appeals mechanism.

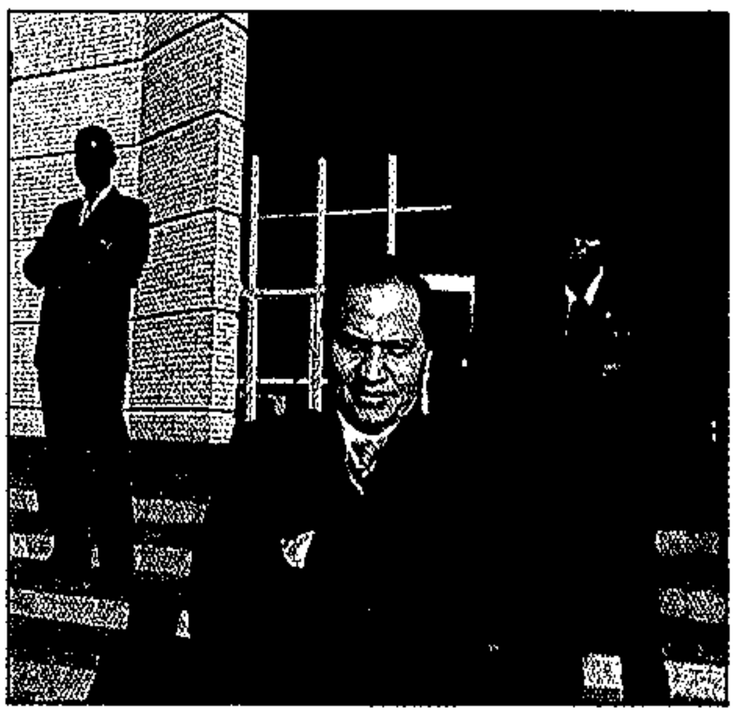
By 1992, the SOB was seen as an anachronism, particularly since it had no provision for employee representation. Trade union pressure counted for a great deal — and by 1994 a forum was established to review existing law and make recommendations to the Minister that would enable any controlling board to be both accountable and transparent.

A draft amendment Bill is now circulating in parliament, with the appropriate committee considering submissions and listening to debate on the issue of control. It is not having an easy passage — and its critics want it sent back to the drawing board.

A significant proposal — as with any number of transitional structures — is that an interim board replace the SOB, and that it have 20 members made up of six ministerial appointments, four owners of security companies, four employee representatives and six consumers.

The interim board would primarily advise the Minister on any lacunae and amendments to the draft Bill. It would also sort out its own functions and lifespan.

In a parliamentary committee hearing on the Bill, the Democratic Party's Douglas Gibson said the SOB had been the subject of "allegations of impropriety and corruption." It was "not a success" and needed transformation.



***Security services** . . . business buffer against crime*

However, the number proposed for the interim board was too large. Gibson asked how a big committee could produce a coherent report. He proposed that a task group be appointed with a "sunset clause" lest, after a few years, the interim body claimed it was "still busy." The exercise could then prove costly.

SA Chamber of Business legal affairs director Ken Warren argues that the Bill should be withdrawn entirely. The essential review of the SOB's activities could not be "satisfactorily fulfilled by an expanded board charged with the dual function of overseeing its operating functionality, while at the same time formulating revised draft legislative proposals."

Warren also points out that the security sector is "multi-faceted" — and there is heated debate about which kinds of business need regulation. The status of in-house security services, for example, has not been resolved. And what about locksmiths? There is also confusion about whether the revamped SOB should involve itself in fields like labour relations, where other bodies could be "more appropriate."

Like Gibson, Sacob would like to see a focused task group address the often murky issues surrounding the security business. At this stage it might be best if the parliamentary committee simply recommended that just such a team be appointed to seek clarity and advise the Minister appropriately.

Peter Wilhelm

implemented.

Kriel said the measurement had cash-flow the provincial government had admitted that

The investigation team would report back next week. — Sapa.

Official gives anti-tobacco sponsorship lobby a boost

CAPE TOWN — Moves to ban the tobacco industry's sponsorship of sport received a boost yesterday when a senior health department official came out strongly for stricter controls.

Director of health promotion, Dr Gonda Perez, said she was impressed by the pioneering tobacco control model that had been introduced in the Australian state of Victoria, which she visited last month.

A percentage of tobacco tax was given to a health promotion foundation to sponsor sporting and cultural events, such as basketball and ballet.

"There is no reliance on tobacco companies' sports sponsorship," said Perez. BD 7/11/97

The anti-smoking campaign was so successful that at a sporting event she attended, "not one" of a crowd of 15 000 people smoked.

She had been tremendously impressed and would advise Health Minister Dr Nkosazana Zuma on aspects that could be adapted to the SA situation, she said.

"Personally, I would like to see a scenario where tobacco sponsorship of sport is not allowed."

Australia has banned tobacco company sponsorship of all sports, except international-level events that would not come to the country without industry help.

Proposals that there should be a tax-funded foundation in SA have already received the support of the Cancer Association and the National Council Against Smoking.

The association says there are 11 countries that already fund health promotion through tobacco taxes, and others, including Britain, are considering the option.

Zuma's spokesman Vincent Hlongwane said a total ban on sponsorship was one of the options being considered for tobacco control legislation. This was due to come before Parliament early next year.

However, no decision had been taken and Perez's Australian visit was part of wide-ranging consultations on the issue.

The new legislation is expected to control smoking in the workplace. — Sapa.

Security industry 'vital' in SA

BD 7/11/97 (286) 287

Pule Molebeledi

THE death rate among SA's police officers was "unacceptably high" and measures were needed to protect them, deputy Safety and Security Minister Joe Mathews has said.

At a ceremony at the Security Officers' Board offices in Pretoria to honour 28 security officers for acts of bravery, Mathews said the security industry had a vital role in helping the safety and security department.

"Your role is becoming increasingly important as the crime wave persists and criminals become bolder by the day," he said.

He praised the recipients of the award and paid tribute to officers who had died on duty at the hands of criminals. The officers included three killed in the line of duty, whose medals were conferred on them posthumously.

They were honoured for acts of bravery ranging from arresting armed robbers to saving a child from a pitbull terrier attack. Thirteen security officers were awarded gold medals, 12 silver and three bronze.

Commenting on the "widely publicised" highway ambushes of security vans carrying cash, Mathews said it was clear that international crime syndicates with local surrogates had targeted all financial institutions.

He said the robberies had a devastating effect on the economy and were a threat to the newfound democracy.

Mathews assured the industry that proposed amendments to the Security Officers Bill and the revisiting of the Criminal Procedure Act — were procedures aimed at streamlining the industry and not inhibiting it.

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Fidelity Guards securing itself

BS 21/11/97 (286)

Stephané Bothma

PRETORIA — With cash-in-transit robberies increasing from fewer than 20 in 1991 to more than 400 last year, millions were being spent each year on researching new security technology, Fidelity Guards said yesterday.

Handling about R400bn in cash each year in more than 21 000 cash movements daily, Fidelity Guards annually invested about R17m to upgrade its armoured vehicles and to perfect its security systems, Fidelity Guards GM for cash in transit Bruce Stirton said.

In addition, about 10% of the company's annual budget was spent on researching and developing security technology.

One of the innovations introduced to SA by Fidelity Guards was the "smoke box" cross-pavement carriers. "When boxes containing money are snatched from the security guard, a mechanism which sprays orange dye on the cash is activated. In addition, the container emits smoke, attracting attention to the robbers."

He said state-of-the-art closed-circuit television systems, digital communication tracking and remote-control technology trials were also being conducted.

Stirton said 35 security personnel were killed during cash-in-transit robberies in SA last year, compared to only eight deaths in the UK since 1945.

The US had 58 robberies last year in which only five people were shot.

He said the composition of armed gangs had also changed significantly over the years. During 1990, a typical gang of robbers consisted of about four people carrying .38 calibre hand weapons.

"This year, we are seeing groups of up to 15 or 17 people brandishing AK-47 assault rifles and a few weeks ago, we even had a group of 30 people robbing one of our vehicles," he said.

Although Fidelity Guards was responsible for about 70% of the country's cash-in-transit market, the company had been the victim of only 187 of the 410 robberies which occurred last year.

In 38% of the robberies, the attacks were successfully defended and Fidelity Guards got the money back, he said.

Fidelity Guards' cash-in-transit division consists of 29 cash processing centres across SA, Lesotho and Namibia employing 2 400 people. The company operates a fleet of 480 armoured vehicles.

CAPE ARGUS, **THURSDAY**, APRIL 9, 1998

Association takes shady funeral directors to task

Undertakers ask province to step in

ARG 9/4/98

MANDLA MNYAKAMA
SPECIAL CORRESPONDENT

The poor standards of undertakers who enter the trade without proper authority or a licence have prompted the Western Cape Black Funeral Undertakers Association to ask the provincial government to intervene.

The association aims to regulate and advance the interests of black undertakers and to guard against intrusion by unqualified people, especially in Guguletu, Langa, Khayelitsha, Nyanga and Philippi.

The association has found that some undertakers in Cape Flats townships lack adequate facilities.

After petitions were sent to the provincial authorities at the end of last year to highlight the problem, the association has again asked for a speedy solution: it wants the provincial government to pass legislation for the trade.

Although the association acknowledges the constitution, which says that that every citizen had a right to freely choose their trade, occupation or profession, it became concerned when it discovered that some undertakers were operating without the necesary experience or equipment. Some use unroadworhy vehicles as hearses.

The association has also requested the province to grant it the right to remove corpses from the jurisdiction of the Western Cape to areas outside the province.

Taxi associations charge local undertakers a fee to transport corpses to other parts of the country for funerals.

MAIL & GUARDIAN
May 15 to 21 1998

Customer service is paramount

(1880) (286)
M+G 15-21/5/98

Saul Klein

A business exists to satisfy its customers. But South Africa's poor service attitude is an important factor in the country regularly being ranked near the bottom in terms of competitiveness.

One component of competitiveness that captures our poor performance has to do with the market orientation of local business. Market orientation means designing and managing organisations to satisfy customers better than one's competitors do.

South African business demonstrates a serious lack of understanding of what service quality means and how to ensure that it is delivered. Local businesses must fix this if they are to survive, let alone penetrate foreign markets with any success.

I recently took an international flight on South African Airways (SAA). On arrival, I discovered that three pieces of checked luggage had been opened and items stolen.

SAA said their liability in such cases is limited by international airline conventions, and offers reimbursement for only 15% of the loss incurred. While this may be legally acceptable, from a business perspective such an argument reflects a total lack of understanding of customer service.

SAA asserted that customers should know about this liability as it is printed on the ticket. Customers should, accordingly, declare excess valuation, and pay a premium for such, when they check in at the airport.

In fairness, SAA is not alone among international airlines in treating customers in this way, and sensible travellers will seek airlines that protect their rights better. But a service organisation that makes the customer feel it does not care stands in danger of fuelling customer opposition.

Poor service is generally not an accident but a direct consequence of poor management. The increasing competition facing SAA should be cause for management concern.

The cost of fully compensating a customer is generally very small relative to the potential lost business, yet this does not appear to figure in the airline's calculations. Neither does the loss to the reputation of the airline. Negative word of mouth inevitably follows from customer defection.

British Airways (BA) is a prime example of an airline that, since its privatisation in the 1980s, has become one of the world leaders in service quality.

BA realised that few customers complain; most simply go elsewhere. The airline revamped their customer-complaints operations, ensuring that every dissatisfied customer was heard from, and every complaint was acted upon.

Speed of response was also identified by BA as a key element in satisfying customers. They found that the quicker the response, the smaller the level of compensation that is required to keep a customer satisfied.

Customer satisfaction is not an option; it is an imperative. Trying to reduce costs in the short term can have major consequences in the long term. The sooner this is recognised, the better for all of us.

Saul Klein is the South African Breweries professor of international business at the Wits Business School

SA undertakers to clean up reputation



By Ali Mphaki
Business Editor

. . . and change name to line up with new image

CITY PRESS 14/6/98 (286)

BLACK funeral undertakers emerged from a three-day conference in Bloemfontein this week, determined to bury their past reputation of being unprofessional.

Close to 150 delegates attended the conference which was held under the auspices of the National Funeral Undertakers Association, which underwent a name change to the South African Funeral Practitioners Association, Safpa.

The conference also resolved that the name "undertakers" be declared a misnomer, to be replaced with the name "funeral practitioners".

Whereas most of the deliberations focused on what the members could do to improve their businesses, it was felt government needed to create a climate conducive to this industry thriving.

The conference noted a critical need for the government to regulate the industry "before there is chaos".

Luki Thloloe, the national treasurer, explains: "Everybody, anywhere and anytime can open an undertaker business. There are no regulations governing this business. If the situation is left unattended, it may result in chaos, with many undertakers chasing a few bodies."

Thloloe mentioned that the industry was plagued with lots of pirates who are joining up "with the aim of destroying the black funeral practitioner".

Another bone of contention at the conference was the issue of paupers, where delegates complained about the lack of transparency in the awarding of the government tenders to bury these people.

Currently the tender is held by white-owned funeral directors, Avbob.

Thloloe says they held several meetings with the State Tender Board over the matter, but to no avail.

"The tender application documents are a cumbersome thick volume which does not accommodate the black funeral director but the current tender holders.

"It is painful to see that the government is still empowering those who were empowered previously while ignoring those who were disadvantaged," Thloloe says.

Another executive member of Safpa, Phuthi Phukubye, who is also the public relations officer of the association, added that "they are working towards getting rid of those blacks who front for whites" and appealed to the community not to do business with such people.

He also lambasted what he termed as un-African the act of touts knocking on the bereaved families' doors and offering their particular undertaker specials.

"The bereaved should not allow these people to come to their homes.

"The bereaved should decide on their own which undertaker they want.

"They should not be coerced. It is up to them which undertaker they choose," Phukubye said.

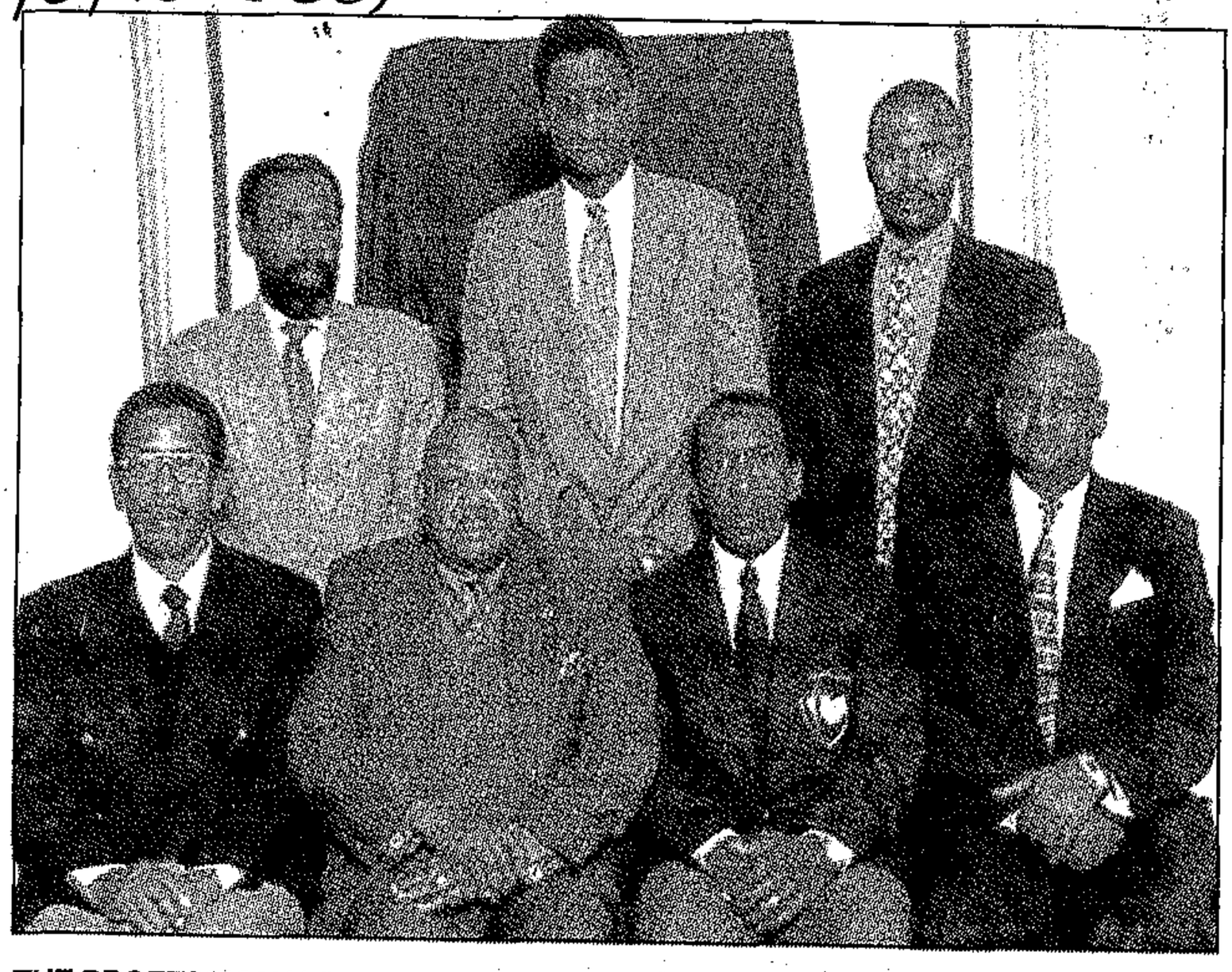
He mentioned that it was strange that black people usually supported people of other races in business, but still found the courage to come and ask for donations from the same black business people they shun.

"Let black people make up their minds. Together with black business, our communities can do wonders," he added.

In their quest to offer professional service, members of Safpa have been urged to display a photograph of their executive committee and a certificate of their membership of the organisation at the entrance of their businesses.

Phukubye said bereaved families who experience raw deals should promptly report such matters, for action to be taken.

The person to phone in case of a problem in Safpa's PRO, Phuthi Phukubye, at (015) 297-4813.



THE PROFESSIONALS . . . *The executive of the SA Funeral Practitioners Association. Seated from left to right are: Luki Thloloe (national treasurer), Motsuenyane Rancho (Free State chairperson and Chaplain), Esau Mafete, (N West and Safpa chairperson), Richmond Vantyi, (E Cape and vice chairperson). Standing from left to right are: Bayethe Zulu (vice secretary and KZN chairperson), Lulamile Xate, (W Cape chairperson and Safpa general secretary) and Safpa's PRO, Phuthi Phukubye.*

Security firm in court challenge to inspections

(250)

Taryn Lamberti

KRUGERSDORP security firm Probe Security has taken the Security Officers' Board to the Johannesburg High Court to prevent the board from carrying out inspections, which it says infringe the company's constitutional right to privacy.

Judgment was reserved on Friday by Judge Cathy Satchwell until next month when the court's midyear recess ends.

Advocate David Unterhalter, representing Probe Security owner Andre Vosloo, told the court last week that the board had failed to give Vosloo "reasonable prior notice" of the inspection as was required by the board's regulations. He said the inspection had been an invasion of Vosloo's right to privacy and the board's regulations could not "withstand constitutional scrutiny".

BD 24/6/98

It was argued that the inspectors who visited Probe Security in October last year had made no prior arrangement to inspect Vosloo's premises. In counter argument advocate Michael Hellens, SC, for the board, said there had been a fear that if prior notice had been given, Vosloo would have had an opportunity to remove, conceal or falsify the information required by the inspectors. Hellens said Vosloo's undertaking not to dispose of evidence in the circumstances was an "empty gesture".

Vosloo was previously accused by the board of contravening its code of conduct by employing unregistered and untrained security officers and of also underpaying them.

SERVICES SECTOR
- GENERAL -
1999

These guards have little to show for working long and risky hours

(287) Star 9/2/99

By PAUL EKSTEEN

For 12 hours a day, security guards risk life and limb to protect the homes and cars of many Kensington residents. With a panic button as their only weapon against the onslaught of car thieves and hijackers, the guards have excelled where the police could not by bringing about a 90% reduction in crime in the areas they patrol.

And all of this for the paltry sum of R32 a day.

Mike (not his real name), one of the nearly 100 guards patrolling Kensington, and his colleagues have drawn the short end of the stick.

Difficult job

"We don't get enough money. This is a very difficult job," he said, adding that the guards are not paid extra for double shifts.

Mike (22) knows what it's like to fight to keep one's head above water. After sinking the R900 he earns into paying for his rent and the basic necessities he needs for the month, there is little or nothing to spend on himself.

"I pay R300 rent a month. I try to buy everything I need with the rest, but it is very difficult," he said, shrugging his shoulders as if accepting defeat.

But Mike, who has to walk from Melville to his post in Kensington every day, has refused to lie down and has taken it upon himself to push his employers into offering better wages. For him, a strike is not out of the question.

According to Mike, he and the other guards held talks with Edward Bone, managing member of Law Enforcer Security, on December 20, threatening to strike, and were unimpressed by the allegedly blunt response of Bone: "He said we must join another company if we want better pay," said Mike.

However, Bone has since promised a wage increase for the guards this year but, according to Mike, it amounts to only an extra R3 a day.

Because the guards' pay is determined by the contributions of residents in the streets they patrol, Bone feels that his hands are tied with regard to wages for the moment.

"Guards are able to earn only what the residents can afford," Bone explained. He admits the guards do not earn a reasonable wage and says he is doing everything possible to improve the situation.

But, at the same time, he claims that sinister forces are at work to sabotage his business.

"The strike was orchestrated by a resident in Kensington. A letter was circulated which threatened every guard with injury or death if they came to work. I met with the guards in this office, and we discussed their problems and concerns.

"I explained what we are in the process of doing. At the moment we are looking to set up a pension or provident fund. The guards themselves are happy to work here and were satisfied with what we were doing. All of this was orchestrated by a white guy who is intent on taking over the business," he said.

Bone is also vice-chairperson of the Small Employers' Security Association.

Glynn Evans of the residents' association is quick and sincere in his praise of the job the Law Enforcer Security guards have done, and although he too is aware that the guards earn minimal wages, he also believes that other forces are at work to tarnish the success of the system.

"In the past we've had anything from hijacking to murder to rape. Since the installation of the guards, there has been nothing of note to mention. That is why to say that we have had a 90% reduction in crime is an understatement.

"The residents of Kensington have put their hands in their pockets to create jobs and pay the wages. It has taken us blood, sweat, and tears. But there are certain people trying to sabotage the situation. I'd say 99,5% of the people are happy."

Improvements

Evans said residents were keen to improve the working conditions of the guards. "We want to raise funds so that we can erect huts for the men to sit in when the weather is cold or it's raining. We would also like to set up a scheme to help them with meals and accommodation."

But for Mike, the increases and promised improvements, even if they come to pass, are scant reward for the outstanding job the men are doing in protecting others.



AWAKE SO WE CAN SLEEP: Guards such as this man face possible danger while watching over suburban streets, protecting our homes and possessions from criminals

Photograph: JOHN ROBINSON

Unions react to reduction in work hours

Renee Grawitzky

THE SECURITY industry could be rocked by industrial action if employers and the unions fail to resolve their differences over the reduction in working hours.

The unions are demanding that the reduction — in terms of the Basic Conditions of Employment Act which stipulates that the industry's working week should be reduced from 60 to 55 hours — should not be accompanied by a corresponding reduction in wages.

The unions are also demanding a 4,5% increase on actual wages once working hours are reduced to 55.

However, employers say this is unrealistic as it would amount to a potential wage increase of 23%.

Transport and General Workers' Union negotiator Jerry Ngcobo said the only issue dividing the parties was the reduction in working hours.

Employer negotiator Gavin Kirk said he hoped the matter would be resolved soon when the parties meet to discuss their differences.

When the parties began negotiating late last year, employers argued against a wage increase and said the new act would lead to a 5,5% increase in the wage bill.

The unions responded by declaring a dispute against employer organisations, the SA National Security Employers' Association and the Security Service Employers' Organisation. The matter was referred to the Commission for Conciliation, Mediation and Arbitration but, after protracted attempts at conciliation by the commission, the parties failed to settle their differences.

An agreement was finally reached providing for a 14% increase on the total package.

BD 5/2/99

Wage talks deadlock in CCMA

(287) Sowetan 9/2/99

By Mzwakhe Hlangani
Labour Reporter

CONCILIATION in the wage dispute involving management of the security industry and 70 000 security officers reached a deadlock in the Commission for Conciliation Mediation and Arbitration yesterday.

Transport and General Workers Union (TGWU) national coordinator Jerry Ngcobo, speaking on behalf of seven other representative trade unions, said talks were stalled again after the employer bodies maintained their call for a wage increase freeze for the next 24 months and further rejected demands for a reduction of working hours from 60 to 55 a week.

The TGWU, the National Security Workers Union, SA Security Workers Union, Security Officers Forum, National Security Guards and Allied Workers Union, Professional Transport Workers Union, SA Cleaning and Security Workers Unions and the SA National and Security Officers Civil Rights Union are demanding a 4,5 percent wage increase based on 55 hours, equivalent to R4,78 an hour increase a week.

Other demands include a R4 night shift allowance and six percent increase on provident fund; and that Sunday pay should be paid at one-and-a-half day shift.

The CCMA will make a last-minute attempt today to resolve the impasse in the security industry.

Spokesman for the SA National Security Employers Association and the Security Service Employers Organisations Mr Gavin Kirk was not available for comment. He pointed out earlier that there was hope for the disagreements to be resolved.

Ngcobo said the unions had asked Labour Minister Membathisi Mdladlana to intervene before a legal strike commenced, but his office could not confirm if he would intervene.

He spelt out areas of potential agreement on minimum standards for categories involving security officers in transporting cash and dangerous working conditions for security men attached to armed response.

Unions to strike if CCMA fails to break deadlock

BD 9/2/99 (287)

Themba Hlengani

EIGHT unions in the security sector threatened to plunge the industry into a "bloody" dispute yesterday if the Commission for Conciliation, Mediation and Arbitration (CCMA) failed today to resolve a deadlock with employers over a reduction in working hours.

The unions, led by the Transport and General Workers' Union (TGWU), will meet two employers' organisations under the auspices of the CCMA today. They have already applied for a strike certificate ahead of the possible failure of talks.

TGWU general secretary Randall Howard said yesterday the dispute could be similar to last year's strike, marked by clashes between striking workers and the police in the Johannesburg central business district. Nonstriking security guards were either assaulted or intimidated during the strike.

Howard said today's CCMA meeting could avert the possible strike only if employers showed "a commitment and political willingness to resolve the standoff". The unions represent more than 70 000 workers in the security sector.

The deadlock stems from union demands that a decrease in working hours as stipulated by new labour legislation should not result in wage cuts.

The Basic Conditions of Employment Act says the industry's working week should be reduced from 60 to 55 hours.

The unions are opposed to arguments that the reduction should be accompanied by wage cuts.

They are demanding a 4,5% increase on actual wages once working hours are reduced to 55.

They arealso demanding double pay for Sunday work and an increase in provident fund contributions from 3% to 6%.

Employers have rejected the demands, saying the reduction in hours would amount to a potential wage increase of 23%.

When the parties began negotiating late last year, employers argued against a wage increase and said the new act would lead to a 5,5% increase in the wage bill.

The unions responded by declaring a dispute against employer organisations, the SA National Security Employers' Association and the Security Service Employers' Organisation.

The employers said the unions demands could not be met without dramatic increase in costs to the industry and economy.

They said these demands have a negative effect on job creation.

Local hookers claim the street

M+G 12-18/2/99 (287)

Evidence wa ka Ngobeni

Several foreign prostitutes have been deported from South Africa after seeking police protection from vicious assaults by their local counterparts on the streets of Johannesburg.

Prostitutes from as far afield as Russia and China are working in Hillbrow, but many have now moved off the streets and into clubs for shelter.

Rivalry over money and clients is at the heart of the conflict. Local prostitutes claim the foreigners are stealing their "customers".

Last year other pavement workers in Johannesburg — the hawkers — also clashed with foreigners. Two Mozambican nationals were killed on a Pretoria train, allegedly by a group of unemployed locals.

South African Police Service (SAPS) representatives say a number of fearful Russian and Chinese prostitutes have moved from the streets into clubs after attacks. In a recent incident, two prostitutes from Zimbabwe were assaulted at the corner of Smit and Pretoria streets. They were badly injured when they were pelted with bricks and paint containers.

Foreign prostitutes say Hillbrow and Berea have become "no-go" areas for them: locals insist that the government deport them all immediately.

Stella Dlamini, who works the streets of Hillbrow, said she hates all foreigners, whether they are prostitutes or not.

She claims that foreigners bring dangerous diseases to South Africa. "We cannot go and be prostitutes in Zimbabwe, so why do they come here?" Dlamini asked.

She conceded that she had foreign "clients". "I want all customers, even if they are foreign guys, as long as they pay me," said Dlamini.

Police have established that attacks on foreign prostitutes have increased over the past year. Police representative Nati de Jager said illegal foreign prostitutes were afraid to report assaults to police as they may be deported.

A Nigerian prostitute, Tebafemi Emolowo, said she had been chased off Hillbrow streets by locals.

"I am living in fear on the streets because of assaults by some South Africans," said Emolowo.

Hillbrow police station representative Kriben Naidoo said the number of foreign prostitutes operating on the streets has declined.

"These foreign prostitutes, like those from Russia and Taiwan, are now conducting their business in clubs and some have moved into houses in the suburbs," said Naidoo.

Emolowo came to South Africa with her brother, who subsequently died in an accident in Yeoville. She hoped to get a job.

"My brother promised me that I will get a job in South Africa. But when I came here I did not find any job," she said.

Emolowo earns about R100 a weekday and a little more over weekends. She was once robbed of a day's earnings at gunpoint on Pretoria Street by a group of local prostitutes.

"They threatened to kill me if I insisted on working in Pretoria Street," claimed Emolowo.

Hillbrow prostitute Linda Gumende says she does not believe the foreigners are a threat. "I do not think we should fight with the foreign girls because anyone who is attractive gets customers".

Berea prostitute Thandiwe Magubane says foreign prostitutes do not respect locals. "I hate these girls. What do they want in South Africa?" asked Magubane.



After hours: South African prostitutes who conduct business on the streets of Hillbrow and Berea say foreign women are stealing their customers. PHOTOGRAPH: NADINE HUTTON



PROCEDURE: Instructor Reeaz Munga, right, goes through weapons handling with Ishmael Karriem



DISARMING: Reeaz Munga shows Jacques Brand how to disarm an attacker Pictures: ANDREW INGRAM

Loose cannons watching over us

(287) ARG 13/2/99

Some security guards receive only one hour of firearms training – claim

TWEET GAINSBOROUGH-WARING

The armed security guards who watch over our homes and offices are sometimes given only one hour of weapons training, according to the security industry, which has also revealed that no standards exist to regulate gun-handling procedures.

The public has reacted with outrage at the low levels of competence of security guards after bystanders were injured when shotguns were accidentally discharged in at least two incidents in Cape Town over the past four months.

Several people were injured in October when a security guard dropped his shotgun in the Gatesville post office where pensioners were collecting their pensions.

One of the victims, Ralph Young of Bonteheuwel, was injured when nine pellets hit his legs. "If it were only one incident you could say it was an accident, but it's happening all the time," Mr Young said.

He told Saturday Argus he had heard of a similar incident in Mitchell's Plain, but it could not be confirmed.

Strandfontein housewife Brenda du Plessis's legs were peppered with birdshot when a security guard's shotgun accidentally went off at the Ottery Pick 'n Pay hypermarket last month. Her husband Sydney said he believed negligence was to blame and called for higher standards to be introduced in the training of security guards.

Dave Lamprecht, of the Weapons and Tactical Training Institute in Cape Town, told Saturday Argus a gun should never go off accidentally.

"This type of incident is known as a 'negligent discharge' and can be traced to poor training," he said.

Mr Lamprecht said firearm training for security guards was mostly inadequate and that in some cases a certificate of competency was issued after only an hour of training.

Mr Lamprecht said the SA Gun Owners' Association and the police were looking to introduce minimum requirements for security guards handling guns.

Mr Lamprecht, who is also a member of the International Association of Law Enforcement and Firearms Instructors, said: "Few companies make the effort to ensure their staff are properly trained and there seems to be a lack of willingness to spend money on training."

A training centre director, who did not want to be named, said gun control was too lax in South Africa and that training standards should be raised.

Security experts have told Saturday Argus that no official courses or minimum standards have been established, and that security companies do their own thing when it comes to firearm training.

A telephone survey by Saturday Argus revealed that some security companies employed their own instructors, whom they said were appropriately qualified, while others said they made use of private firearm club instructors.

A firearms and ammunition supplier said the security business was characterised by a lack of responsibility as many companies were unwilling to spend money on training. He said the number of firearms that came in for repair after being used incorrectly was proof of the disregard for standards in the industry.

Peter Dreyer, the director of Securi-med 911 Armed Response, said rising crime levels in the Western Cape had led to the perception that plenty of security jobs were available.

He explained that many potential employees were "walk-ins". "The basic requirements for becoming a security guard are a minimum age, security clearance and the ability to read and write."

Security guards fall into two categories: in-house and contract. Contract guards come from specialist security companies and handle security for large firms as well as cash-in-transit and special deliveries.

In-house security guards are employed by factories or large companies and are trained by the employers themselves.

Accredited security officer training centres are affiliated to the Security Officers Board, which until recently regulated the training of security officers in all areas except gun handling.

It has a basic five-day training programme for Grade E security guards and runs programmes up to Grade A, which takes candidates into management level.

The board recently developed an accredited module in response to the demand for stricter regulations governing firearms training.

Lethal weapon takes on a new meaning in the hands of undertrained security guards

(287) Sptar 13/2/99

By TWEET GAINSBOROUGH-WARING

There are no standards regulating firearm-handling procedures for security guards, who sometimes have only one hour of training, the security industry has revealed.

At least two incidents in Cape Town in the past four months, in which bystanders were injured by shotguns discharged accidentally, have resulted in public outrage at the low standards of competence among security guards.

In October, several people were injured when a guard accidentally dropped a shotgun in the Gatesville post office while pensioners were collecting their pensions. One of the victims, Ralph Young, of Bonteheuwel, was injured by nine pellets.

Strandfontein housewife Brenda du Plessis was peppered with birdshot to her legs when a security guard's shotgun accidentally went off at the Ottery Pick 'n Pay hypermarket last month. Her husband Sydney said he believed it was the result of negligence and called for higher standards to be imposed on the training of security guards.

Dave Lamprecht of the Weapons and Tactical Training Institute in Cape Town told the *Saturday Star* there should be no such thing as a gun going off accidentally.

Lamprecht said most firearm training was inadequate and that in some cases a certificate of competency was issued after only an hour's training.

He said the SA Gun Owners' Association, in conjunction with the police, aimed to bring in minimum requirements for security guards handling firearms.

Lamprecht, who is also a member of the International Association of Law Enforcement and Firearms Instructors, said: "Few companies make the effort to ensure their staff are properly trained and there seems to be a lack of willingness to spend money on training."

A director of a security officer training centre, who did not want to named, said firearm control was too lax in South Africa.

Security experts say there are no official courses or minimum standards laid down, and security companies do their own thing when it comes to firearm training.

A phone survey by the *Saturday Star* revealed that some security companies had their own instructors, whom, they said, were appropriately qualified, while others said they made use of private firearm club instructors.

A spokesperson for a firearm and ammunition supplier said security companies were unwilling to spend money on training.

He said this was evident in the number of firearms coming in for repair after not being used properly.

Peter Dreyer, director of Securi-med 911 Armed Response, said rising crime levels in the Western Cape had led to the perception that there were plenty of jobs to be had in security.

"The basic requirements for a security guard are a minimum age, security clearance and the ability to read and write," he said.

There are accredited security officer training centres affiliated to the Security Officers' Board, which has until recently regulated the training of security officers in all areas except firearm handling.

It has a training programme, followed by accredited centres, that starts with a basic five-day training programme for Grade E security guards up to Grade A, which takes candidates into management level. The board has developed an accredited firearm training module over the past few months.

Dawood Alexander, chairperson of the board's training committee, said: "The first firearm instructors will participate in this module on February 24. Those who qualify successfully will be able to train security officers in the handling and use of firearms at accredited training centres."

Security industry tries to avert strike

(287) ~~15~~

Themba Hlengani

EMPLOYERS and eight unions in the security industry begin a two-day "bosberaad" tomorrow in an attempt to head off industrial action by more than 70 000 workers over cuts in hours and pay.

The meeting, under the auspices of the Commission for Conciliation, Mediation and Arbitration, will seek agreement on how to interpret the Basic Conditions of Employment and Labour Relations Acts.

The parties deadlocked after the unions demanded that a cut in working hours from 60 to 55 hours a week — as required by the Basic Conditions of Employment Act — should not result in wage cuts.

The unions also demanded a 4,5% increase in wages. Employers rejected the demands, saying the reduction in hours would be equivalent to a 23% wage hike.

Last week, the two parties were divided on the purpose of the meeting.

Gavin Kirk of the employers association said it was convened to "pave the way to reaching a suitable settlement". The unions said it was to "look at the long-term vision of the industry".

BD 15/2/99

Security agreement averts strike

Renee Grawitzky (287)

A MAJOR strike which would have put the new Basic Conditions of Employment Act to its first big test looks likely to be averted after security sector employers and unions reached an in-principle agreement at the weekend.

Details will be released once they have been ratified by the unions and employers. Speculation is rife that the agreement could centre on a trade-off between the premium paid for Sunday work and actual wage increases after weekly working hours have been reduced from 60 to 55.

The dispute centred mainly on one of the more controversial aspects of the act relating to a reduction in working hours and whether this should be accompanied by a corresponding cut in wages.

At the outset of the security industry negotiations, employers refused to grant a separate wage increase, arguing that the implementation of the act amounted to a 5,5% increase. Major cost items included the payment of double time for work on Sundays instead of time-and-a-half and the reduction of weekly working hours from 60 to 55 and to 50 after 24 months.

Security unions demanded that the reduction in working hours not be accompanied by a reduction in wages. Employers claimed the potential wage increase could amount to 23%.

BD 22/2/99

LABOUR

(287) G(BR) 23/2/99

Security guard strike averted by accord

A strike by at least 15 000 security guards allied to the Transport and General Workers Union was averted yesterday when an agreement in principle was reached with employers' organisations, said a spokesman for the employers. A union spokesman said the leadership would take the agreement to the membership for approval before signing. The parties had been deadlocked over whether union demands for a reduction of working hours should be accompanied by a reduction in wages. The department of labour said until investigations into a new sectoral determination for the security industry had been completed, the old one would remain in force. — *Frank Nxumalo, Johannesburg*

Wage talks to reopen today

By Mzwakhe Hlangani
Labour Reporter (287)

THE protracted wage dispute involving seven trade unions representing 70 000 security guards and the employers' association will be reopened in the Commission for Conciliation Mediation and Arbitration today.

Talks were expected to reaffirm the commission's capacity to continue arbitrating in the wage dispute in the security industry and to determine whether the Minister of Labour was empowered to issue a sectoral wage determination, while the current wage determination existed.

This follows the commission's refusal to approve a legal strike until parties pursued further attempts to reach a settlement last month. Sowetan 15/3/99

Transport and General Workers Union negotiations coordinator Mr Jerry Ngcobo, speaking on behalf of the seven other unions, said yesterday that the CCMA would determine whether the unions could go on with their plans for protected industrial action in view of the deadlock reached at the CCMA during the previous round of negotiations.

The TGWU, National Security Workers Union, SA Security Workers Union, SA National Security Officers' Forum, National Security Guards and Allied Workers Union, Professional Transport Workers Union and SA Cleaning and Security Workers Union were refused a certificate giving the go-ahead for the strike last month until they had met to try and reach a settlement.

SA Security Employers Association spokesman Mr Gavin Kirk had earlier confirmed the parties' failure to reach a settlement. He was not available for comment yesterday.

Ngcobo said they believed all the conditions had been met in terms of the Labour Relations Act for the unions to embark on a major strike to put pressure on employers to enter into genuine negotiations with a view to resolving the dispute.

NATIONAL

Union warns of steps to stop acquisition

287

Employers 'games' frustrate security workers

BD 15/3/99

Farouk Chothia

CAPE TOWN — The Transport and General Workers' Union warned at the weekend that it would institute legal action to reverse the recent acquisition of Khulani Springbok Patrols (KSP) by Fidelity Guards, saying it was concerned that 1 000 jobs were at risk.

Union co-ordinator Jerry Ngcobo said that about 200 workers in the cash-in-transit division had lost their jobs. There was concern that more than 1 000 people could eventually be made redundant.

The plan for layoffs was contrary to a commitment given at the time of the acquisition that jobs and benefits would be guaranteed. The union wanted the immediate reinstatement of the workers.

Fidelity Guards acquired KSP in January, considerably increasing its stake in the industry.

The deal was the culmination of negotiations that had started in 1995.

Ngcobo said there was a need for "genuine" consultation over the acquisition. Workers were confused and frustrated. Fidelity was forcing KSP employees to undergo polygraph tests, apparently to determine whether they should be retained, he said.

Ngcobo said that if management did not respond by tomorrow to the demand for talks, the union would seek a high court interdict to thwart the acquisition.

Meanwhile, unions and employer bodies in the private security industry had failed to reach agreement in wage and conditions of service negotiations, Ngcobo said.

Employer bodies were "playing games" and attempting to frustrate the right of workers to strike.

The dispute revolved around the insistence of employers that a cut in working hours be tied to a cut in wages, something the unions were opposed to, Ngcobo said.

The parties had agreed to meet again today to determine whether the Commission for Conciliation, Mediation and Arbitration had jurisdiction over wage negotiations, and whether Labour Minister Membathisi Mdlalana had the right to publish a sectoral determination for the security industry, Ngcobo said.

Security guards fight for better days

ARG 27/3/99 (287)

Employers and unions locked in negotiations to improve the lot of poorly paid workers

CHRISWELL NQWELO

Security guards were in the past forced to work almost 12 hours, seven days a week. They were barely paid a living page, with no overtime, medical aid and pension fund – making security workers one of the most oppressed sectors of South African society.

But their conditions may improve after tentative negotiations between the South African National Security Employers Organisation (Sansea) and the trade unions representing the security workers.

Gavin Kirk, speaking for Sansea, said the employers had agreed to offer the following:

- To increase the hourly rate by 7,3% across all grades as defined by the Wage Determination Act 481.
- To increase provident fund contributions from 3% to 4% from each party.
- Sunday and public holiday to be paid at time-and-a-half as per the Basic Conditions of Employment Act.
- To increase night-shift allowance from R1 to R1,35 a shift.
- To reduce maximum hours of work to 55 hours a week.
- To introduce 48 hours a week from December 1 1999 and 45 hours a week from December 1 2000.

Mr Kirk said: "We were encouraged by the Commission for Conciliation, Mediation and Arbitration's (CCMA) refusal to issue a certificate allowing security guards to go on strike because of the continued deadlock."

He said they employers were disturbed by the labour unions' "moving of goal posts", which was hampering negotiations.

But Jerry Ngcobo, speaking for the Transport and General Workers Union, denied having reached any settlement with the employers, saying parties had agreed to meet again at the CCMA.

He said employees had brought forward their own agenda for discussion. It discussed:

- Whether the CCMA had jurisdiction over wage negotiations.
- Whether the Minister of Labour was empowered to determine whether a sectoral determination was in existence.
- Whether trade unions could justify industrial action in view of the deadlock.

Mr Ngcobo said that while the union believed the conditions had been met in terms of the Labour Relations Act, it still urged the employers to stop playing "dangerous games" and start genuine negotiations with a view to finding a suitable solution that would bring peace in the volatile industry.

Unions appealed to Labour Minister Membathisi Mdladlana to intervene, saying the employers were "dragging their feet" in transforming the troubled security industry.

However, Annette Griessel, the director of communication in the Department of Labour, told Saturday Argus earlier that Mr Mdladlana was confident that the CCMA, the unions and employers' organisation would resolve the matter amicably.

"The organisation has proved to be very effective in resolving matters concerning the security industry and it is inappropriate for the minister to intervene while the resolution procedure is still in progress," she said.



ANGER: many guards are frustrated by the Government's lack of interest in regulating the mushrooming security industry

Mthunzi Vilakazi, the chair of the parliamentary safety and security committee, said the Government was aware of the problems in the industry and had passed legislation, including the Interim Security Bill, aimed at regulating security companies.

He said a code of conduct had been drafted with the Independent Complaints Directorate.

Last month the CCMA refused to allow security employees to go on strike over wage demands until agreements had been reached between itself, the union and the employers.

Unions had earlier threatened to go on strike if their demands for a reduction of the 60-hour working week to 55 hours without loss of wages was not met.

Employers said the strike by more than 70 000 guards would cost the organisation about R71,5-million while the guards would lose R16,5-million in wages. The company loss of earnings was estimated at R50-million.

The nine security unions that proposed the strike were the Transport and General Workers Union, National Security Workers Union, South African Security Workers Union, Security Officers Forum, National Security Guards and Allied Workers Union, Professional Transport Workers Union, South African Cleaning and Security Workers Union, Security Workers Union and the Security Officers Civil Rights Union.

Security guards are among the worst paid workers in the country. Most have quit the profession, citing racism and long hours of work for little pay. Most guards say they earn less than R800 a month with no benefits.

Some have turned to bank robbery and car hijacking to make a living.

Many guards said they were frustrated by the Government's lack of interest to regulate the mushrooming industry.

Security workers from various companies took to the streets last year after employers rejected their demand for increases totalling 19,9%. They demanded a 12% salary increase, 13th cheque, company provident fund contributions and double pay on Sundays and public holidays.

The strike led to violent clashes when the strikers pelted police with beer bottles and half bricks.

Flesh trade puts pressure on cops

Prostitution escalates because of SA's lax regulations

(287)

Star 22/5/99

By ELLIOTT SYLVESTER

The recent spate of arrests of Asian prostitutes and their "handlers" in and around Johannesburg has led police officials to believe the growing rot of prostitution is spreading further than they had believed.

With ineffective immigration regulations allowing the women to enter the country via Johannesburg International Airport undetected, police fear their growing caseloads and ever-present backlog could see the flesh trade escalate to epidemic proportions.

Several residential properties dotted throughout quiet Gauteng suburbs have been identified as brothels catering for clients willing to fork out between R250 and R350 for Asian women often lured here and forced to "service clients".

The Pretoria-based alien investigation unit (AIU) and the South African Narcotics Bureau (Sanab) recently raided two of these houses, resulting in a flood of phone calls from the public pointing out more "whorehouses".

"We are aware of at least eight other Gauteng brothels but the public have pointed out some we never knew about. The problem is bigger than we thought," the AIU's Inspector Johan Fourie said.

"We have eight officers handling between 20 and 30 cases each, and with no national network or statistics on foreigners perpetrating crimes here, our task is made more difficult."

Fourie confirmed that South Africa is increasing in popularity as a destination for sex tourists aware of how thinly spread law enforcers are, but, he assures, the arrests will not stop.

Currently six Thai women and their "handler" are being held at Lindela, Krugersdorp, after being arrested for prostitution at a Long Street, Ferndale, home found to be linked to similar operations in Cambridge Street, Centurion.

A South African women has been linked to the girls. She allegedly bought a Thai girl in Bangkok for R10 000 and used the woman to recruit three other Thai girls for her Silverton brothel. The girls were then forced to work off their R10 000 price tags.

"This is a sick business where the poor girls are just sold to someone else when their owners are done with them," the AIU's Superintendent Daline van der Westhuizen said.

"The girls were working from Centurion but were kept in a house in Silverton, Pretoria," Van der Westhuizen said.

According to Fourie, South African agents and syndicates are responsible for the increase in prostitution and what he refers to as "people smuggling".

He does not foresee an end to the flourishing trade because "there is too much money involved".

Although Fourie could not provide figures, he confirmed that during a Kempton Park raid, the confiscated booking slips indicated that one client had paid R23 000 for one night's "entertainment".

In a book entitled *The Sex Sector*, researched and edited by the International Labour Organisation, Thailand's sex workers are believed to total between 200 000 and 300 000, placing that country's sex industry's turnover for 1993 at an estimated R134-billion to R167-billion.

It is money that draws syndicates into the trade, but wherever there is supply, there is demand.

According to Superintendent André Brits, commander of Sanab's Johannesburg branch, the problem is on the increase. "We need border control and immigration officials to be more involved to help curb the entry of women working willingly or otherwise as prostitutes." Brits said drugs and prostitution went hand in hand, and although arrests were being made, "they were not substantial".

To combat the situation, the AIU believes it needs stronger visa regulations, specifically for Thai women, but because of the good relations between South Africa and Thailand, the officers know that their proposal will not be followed up.

"We don't have that sort of option because of constitutional implications," Home Affairs spokesperson Hennie Meyer said.

"If women come into the country with holiday permits, as they do, then we can do nothing but wait until the visas expire and then report them to immigration officials," he said. There was no way his department could control people entering with valid visas.

Hard-pressed for solutions, the Thai government has undertaken to investigate the social status of female passport applicants, especially girls under the age of 16, to prevent them from being lured overseas and into prostitution.

Fourie is, however, hopeful about the future. "We are proposing a national network where units like ours will operate from each province and be linked on a national level in order to combat the syndicates operating countrywide. But be assured, more arrests will follow."



SORRY SIGHT: Young Asian girls are lured to South Africa, where their bodies are sold by "handlers"

Security guards declare dispute

By Makhudu Sefara (287)

SECURITY guards working at department of health and welfare centres in Seshego township, outside Pietersburg, have declared a dispute after their employer's failure to pay them their salaries for April.

According to the security officers attached to Everite Property Security Services, the company management had promised to pay them on May 6, May 21 and May 25 but could not do so.

Company manager Mr Samuel Mathapo said he was unable to pay his employees because the Department of Health had not paid the company. Department of Health spokesman Mr Tshepo Moshima could not confirm or deny the allegation.

Moshima said the fact that April was the first month of the financial year could have contributed to the mix-up.

The security men who guard Seshego's hospital, clinic, ambulance services and welfare offices have appealed to the Professional Health and Public Sector Union (Phepsu) to intervene.

Phepsu national organiser Reverend Kgotsupo Leputu said the union was upset by the shabby treatment meted out by the black-owned company to fellow blacks.

Leputu said the union had already spoken to inspectors at the department of labour to look into the plight of the workers.

"This means 32 families are facing a crisis because the heads of families have failed to provide a means of survival," said Leputu.

(187)

Sex workers 'tarnish' Thai image in SA

BANGKOK: The number of Thai women working in South Africa's sex trade has doubled, dealing a serious blow to Thailand's image abroad, according to an official report released yesterday.

"The number of Thai women suffering in the sex trade in SA has doubled and is likely to grow if authorities do not find measures to prevent it," said the report by Thailand's embassy in Pretoria.

Around 3 600 women are believed to be involved in the sex trade in cities including Pretoria, Johannesburg and Cape Town.

The rising incidence of Thai sex workers is "seriously damaging the country's image", it said.

Visa exemptions, direct flights and Thailand's economic crisis were blamed for the rising number of Thai women forced into the South African flesh trade.

The Thai embassy had helped 162 Thais arrested and deported from South Africa since 1996.

The foreign ministry has asked the immigration office to check the credentials of Thai women travelling to SA. — Sapa-AFP

CT 16/7/99

Sex workers get into training for Tri-Nations

Rugby fans expected to 'score' as prostitutes slash their fees in the face of stiff competition

(287) ARG 13/8/99

When the final whistle goes at Newlands tomorrow, the fun and games will just be beginning for a lot of rugby fans expected to embrace the city's highly competitive sex trade with their cash and credit cards.

TYRONE SEALE



SPECIAL WRITER

Cape Town's sex industry is in the throes of something resembling a price war, as some practitioners offer themselves for between R60 and R100 "all inclusive".

This is because a growth in "home-based" operations is undercutting established escort agencies.

In calls this week to escort agencies, a high-class suburban "madam" and lone prostitutes who operate from their homes, the Cape Argus learnt that, in the R60-to-R80 bracket, clients can expect to be entertained briefly in spartan conditions in private homes or crudely converted industrial premises.

Sources in the trade say that events such as this weekend's clash between the Springboks and the Wallabies at Newlands regularly provide profits for sex clubs and street workers.

According to a sex workers' advocacy group, the norm on the streets is somewhere around R100.

However, the lure of a cheap thrill carries inevitable warnings to clients about the risks of contracting sexually transmitted diseases, or being mugged, robbed or blackmailed by gangs who prey on prostitutes' customers, or being caught by police for soliciting.

Some of these warnings apply also to the women who work in a trade where they are vulnerable to victimisation by their handlers or by abusive customers.

The Sex Workers' Education and Advocacy Taskforce (Sweat) is concerned that in an environment where the sex trade is unregulated and policing inconsistent, and where poverty is spreading, the average age of street workers is dropping, and clients are making themselves guilty of statutory rape.

At the monied end of the market, clients can expect to fork out from R200 for a half-hour, hands-off strip show and R250 "all inclusive", to R500 to R700 for an overnight stay in luxurious "lodges" with erotic pampering and "bottomless" drinks.

Sweat says it is difficult to pin down the going rate, as different establishments have different ways of sharing income between management and the women who offer sex services. Many operators also tend to be in the trade for relatively short periods, and do not link themselves to market trends.

For the hundreds of women and a few men who offer services ranging from massages to humiliation and asphyxiation, profit, not pleasure, is the name of the game.

Today's prostitute is most likely yesterday's receptionist, domestic worker or clothing machinist who has fallen on hard times and sees the sale of sex as a way out.

Jillian Gardner, Sweat's Indoor Programme Co-ordinator, who deals with escort agencies and clubs says: "This is not something the women enjoy. Many of them are in this business because they have no alternative and because, like all of us, they have children to feed and bills to pay."

Juliet, a Strand-based "madam" who runs a high-class parlour from a flat overlooking False Bay, says her colleagues routinely avoid eye contact with clients to discourage any emotional engagement.

A Bellville woman who works from home says: "People have their reasons for coming here and we have our reasons for doing it.

"The men always tell us their marriages are unhappy, but you and I know that this has been going on for centuries, and even when they're as happy as anything at home, they still come here.

"That's not going to change."

It's certainly not going to change in Cape Town this weekend, when hundreds, possibly thousands, of men will visit street workers and brothels.

As one of the world's top tourism destinations, Cape Town is not unique in this. Neither is the game of rugby, or pop concerts and major business conferences.

Early last year, police and community workers in the Welsh capital, Cardiff, were brainstorming ways to provide a safe, well-organised sex district for the tens of thousands of rugby supporters who will attend next month's World Cup tournament there.

The idea was not to officially endorse prostitution, but to accept it as a reality and to deal with it in a way that would encourage visitors to return to Cardiff a second or third time, and not only for sex.

Regardless of what happens on the Newlands pitch on Saturday, the financial fallout of having crowds of festive men in town will enrich not only the sex trade, but will ensure a steady flow of revenue to the hospitality mainstream, such as hotels and restaurants.



BRENTON GEACH

Working girl: sex workers in Cape Town make big money over festive weekends, and are expected to be busy on Saturday

Sheryl Ozinsky, who heads Cape Town Tourism, said: "The sex trade is rife, but this is a worldwide phenomenon.

"If people consent to sex with tourists and if they take money from it, that clearly is a transaction.

"It's a service that fulfils a particular need."

She said that, if approached, Cape Town Tourism would offer membership to registered sex businesses that paid taxes and satisfied other regulations.

Ms Ozinsky said Cape Town Tourism could not pass judgment on the sex trade, but "it would be deplorable to see any increase in sexual offences with younger individuals".

The manager of a city-centre escort agency said a licensing system that set standards for the industry and confined the sex trade to business districts rather than suburban homes could help to eliminate price wars and practices that endangered clients and sex workers alike.

He said the refusal by the Tygerberg municipality to offer licences to the sex trade was driving the industry underground in the northern suburbs, and was inviting ruthless operators to set up shop in private homes.

Meanwhile, like boerewors roll entrepreneurs, ice cream sellers and purveyors of the national flag, the sex trade is limbering up for Saturday's Test – when many more than the 30 men on the pitch will hope to "score".

Black undertakers complain

Sowetan 8/9/99

By Saint Molakeng (287)

BLACK undertakers are up in arms over the awarding by the Greater Johannesburg Metropolitan Council (GJMC) of tenders for paupers burials only to white undertakers.

When blacks have no means to bury their dead, white undertakers do not come to their rescue and black undertakers have to step in to help, chief executive officer of Khutsong Funeral Undertakers Mr Sam Muofhe told *Sowetan* yesterday.

Four black undertakers have joined hands to bury Ms Johanna Katkat, whose Dobsonville, Soweto, elderly mother could not to afford to bury her.

Among the undertakers are Mr Ezekia Cebekhulu, whose funeral parlour has buried three Katkat family members.

Mr Dingaan Thobela, owner of The Rose Funeral Undertakers, has donated a coffin for today's burial.

"When there is a crisis white undertakers never help," Muofhe claimed. "It is black undertakers who help because we are part of the black community."

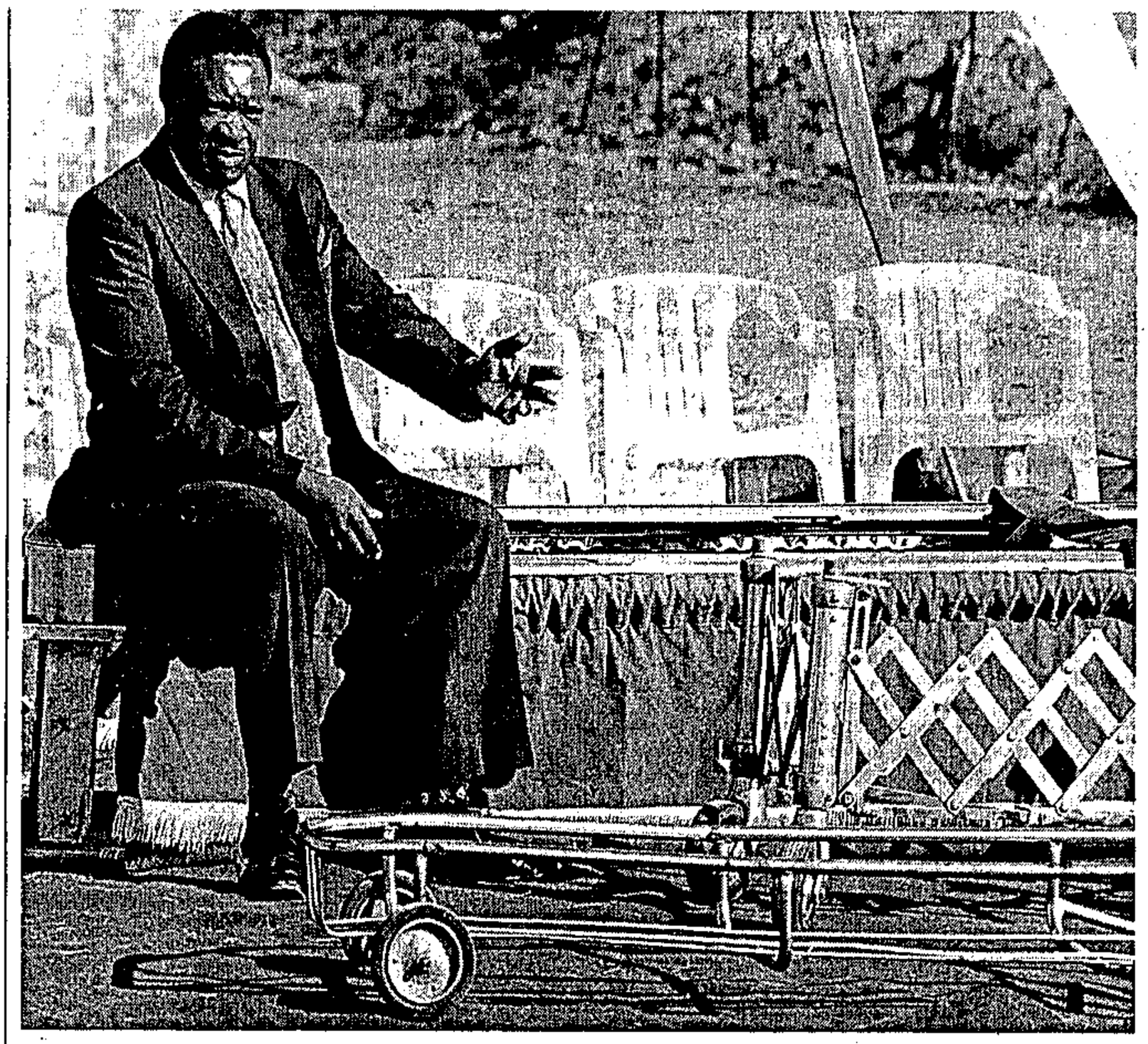
Muofhe and other undertakers called on the Government to intervene.

Since 1994, all tenders for burials in the GJMC areas, including Soweto, have been held by white undertakers Avbob and Doves.

Mr Allan Buff, a GJMC official and member of the tender committee, said yesterday white undertakers had won the tenders because of "quality service" and reasonable costs.

But Muofhe said Buff's utterances that black undertakers lacked "quality service" was an insult to the many black people whose dead they (black undertakers) had buried.

He said the GJMC should award tenders to black undertakers, who could share the workload as they did not have the same resources that white undertakers "accumulated through empowerment by the apartheid government.



Joel Molekwa of City Funeral stands guard over the type of funeral equipment that is being hijacked from Gauteng's cemeteries at gunpoint by pirate undertakers. Picture: TREVOR SAMSON

Fierce rivalry in funeral business prompts grave industry concern

(286)

Jonny Steinberg

RIVALRY in the funeral services business has reached fever pitch as undertakers claim pirate operators are stealing their equipment at gunpoint in order to capitalise their own businesses.

Insiders say the industry is overcrowded and underregulated, and that hostility between licensed and illegal operators, as well as between black and Indian-owned businesses, is rife.

"Four weeks ago my grave-preparing equipment, worth R30 000, was hijacked from Croesus cemetery by four men wearing balaclavas and carrying AK-47 rifles," Tony Guiness, head of the City Funeral Group, said yesterday.

"A former employee, who now hires his services repairing coffin-lowering devices, told me he saw my machine while on a job at an undertaker in Soweto. The owner of that business gave him an angle grinder and asked him to grind my stamps from the machine and replace them with her own."

Luki Tlholoe, chairman of the Gauteng Funeral Undertakers' Association, said yesterday the hijacking of funeral equipment by unlicensed operators was rife. Tlholoe said the association had contacted the health and trade and industry departments to devise new industry regulations and enforcement mechanisms.

An industry insider said: "Funeral services is a massive business. And with the AIDS epidemic on its way, the market is growing. The problem is that it is a very capital-intensive business. Only one company in the world produces grave-preparing equipment and the cost is very high.

"The result is that many want to enter the market but few have the capital to do so. There is a lot of resentment of established Indian-owned businesses, which capture most of the township market because they are well-capitalised."

Tlholoe said pirate operators resorted to touting among the bereaved in hospital corridors.

"Mourners are distraught and confused. The operators grab them at the worst possible moment and drag them into inappropriate deals," Tlholoe said.

BD 6/7/99