

news you're not supposed to know

nose WEEK

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PUBLISHED MONTHLY

Issue No 13

I was just a poor
boy from Britstown
until I started
using Rugby

Christo Wiese's
latest steal deal

Hugo
Biermann's return

Sonnenbergs and
the Law Society

Black
Empowerment
Faking it

You've
gone
the
wrong
way,
Old
King
Louis!

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LETTERS TO THE EDITOR TO: PO BOX 44538,

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August 1995

Welcome, dear Reader

Our cover is, once again, a terrible fake. When it comes to real power in South Africa, and how it is wielded, very little has changed. How did Louis Luyt achieve control of Triomf? How did he, briefly, become master of The Citizen? How did Ellis Park Stadium Ltd. (which once was a publicly owned asset built on publicly owned land) become a Luyt family business? How is he able to send a dozen rugby celebrities, at the peak of their careers, off, whimpering? All appear to involve secret deals and secret money.

Not that long ago "amateur" rugby players were known to have the equivalent of match fees paid ("donated") into a trust administered by friendly trustees, with the players included - not necessarily by name - amongst its beneficiaries. This had two advantages: The players kept their amateur status - and they didn't pay tax. The disadvantage was that it placed great power in the hands of those who administer such a trust - and within whose discretion it is NOT to make further payments to a player and, instead, to make a kind donation to the Red Cross or the World Wildlife Fund ... And, of course, no fuss, no bother from the Receiver of Revenue. For some curious facts and figures about one of the figures leading Cape Town's Olympic bid, see opposite page. As always, we aim to please!

Letters

BI-CYCLE

Dear Sir

Two boys, Bernard and Hans, were cycling on a mountain road with their mother. Bernard (a bit of a dog but no St.) was having a furious argument with his mother which ended with him pushing her over a cliff. "Look, Hans, no Ma!" he exclaimed. Iscor's Saldanha Project is headed by Bernard Smith whilst Hans Smith has an even bigger "billet" at Iscor, Pretoria. THE Project is having problems - and Iscor may have one chairman too many, even for them.

Bearing in mind Bernard's previous, unfulfilled, aspirations to be chairman of JCI and, more recently, Billiton, will this be a case of third time lucky? Can we soon

expect to hear "Look, Ma, no Hans"?

With the price of steel at R3000 per ton, there is scope for improvement.

Watch this space - and the Iscor share price.

"IRONIC"

Johannesburg.

FADE AWAY

Dear Sir

Your food correspondent, in describing Vergelegen (nose11) comments that the buildings have been painted a kacky yellow colour called Naples yellow - "by someone's favourite decorator". I was the decorator. I now wish to use this opportunity of putting an end to the often repeated inaccuracy that I was responsible for choosing this colour. The decision to paint Vergelegen ochre was taken by the architects, together with their clients. It was based on a colour found during a scrape which suggested that at some stage the house was painted that colour, as indeed were many other Cape buildings.

There are no rigid rights and wrongs in restoring a house that has changed over 250 years. My own view was that since great efforts were being made - correctly I felt - to preserve Vergelegen as it was in the Phillips' era, the house should be white, reflecting the arts and crafts passion shared by Cecil Rhodes, Lady Phillips, Herbert Baker, Dr W F Purcell and the other cognoscenti of the day for the teak and whitewash combination to be found in Cape architecture.

Graham Viney

Bantry Bay

The traditional ochre would have been a lime wash that quickly assumed a powdery, faded look - with little resemblance to the crass plastic colour chosen by the architects responsible for the restoration. It is nice to know that you are not to blame, and that your good taste can always be relied upon. - Ed.

FAR OUT ... AND FED UP

Dear Sir

I would have left sleeping mongrels to lie and allowed the errors in Maureen Barnes' reply to my letter (nose12) pass but for her affirmation of the importance of accuracy. I am not a consultant to Vergelegen. I was invited to be a director, and then subsequently invited to resign without ever having attended a directors' meeting and without ever having received a director's fee. These are not difficult facts to check.

Michael Fridjhon

Johannesburg

We did check. Vergelegen Manager, Mr J Vermeulen, told us that they "use Mr Fridjhon as a consultant from time to time". You clearly have a different view of your relationship, and we are happy to record it.

Company records show that Mr Fridjhon was appointed to the board of Vergelegen Estate Wines (Pty) Ltd on 1 October 1992, and that he retired from the board on 30 September 1994. Members of the public assume that when someone has accepted appointment as a director of a company -

and remains on record as such for two years - he has also accepted responsibility for its direction. This is presumably what Anglo American had in mind when it named someone with Mr Fridjhon's considerable reputation as a member of its wine estate's board. It now appears that the public were misled - AND he was not paid - all of which is regrettable. - Ed.

HIGH AS A KITE ON SAFM

Dear Sir

I thought you might be interested in learning how to fly a kite with SAFM New Speak (Maureen Barnes' column, nose12): First you need a Level Playing Field, making sure there are no Structures on the Ground. At this point in time you need to settle the issue of the Mechanisms of Flight, on the basis, and in terms of, the policy of Centralised Power, i.e., you the kite flyer and the free winds of change - the strategy and moral principle is such that a constraining force should equally represent the wind's power.

The problems to be faced and taken into account is a situation whereby a disadvantaged kite flyer may not get the same response in a rural as in a transitional metropolitan area because the procedure to be followed, and the capacity to engage effectively, was not registered.

On the kite agenda was a policy pertaining to a Transference and Devolution of Power. R D P (Real Diving Problems) is then experienced and despite building on human resources and much bargaining, resolution conflict is inevitable as your kite impacts upon the grassroots.

A transparent kite, with no strings attached, is probably your answer.

Andrew Cross

Kenilworth

CRULIFE: WHERE'S THE KING?!

Dear Sir

I am sure your readers are well versed in the utterances and writings of Mervyn King and his well-publicised Commission, whose sole concern is "good corporate governance". He rambles on about how directors must be more open and honest in their dealings with shareholders etc. Now here's the part I find interesting. King is a director of Anglovaal Insurance Holdings (AVINS). AVINS is a 60% shareholder in Crulife. Sitting on the AVINS board with King are the two Daves - De Beer and Barber. Barber is high up in Anglovaal Ltd and De Beer took over from Don Rowand as chairman of Crulife.

The two Daves, both directors of Crulife and - of course - having nothing to hide, have applied, successfully, to the Supreme Court for protection from having to testify at the enquiry into the collapse of Crulife. How does that sit with King and his principles of good corporate governance? Surely the chairman of Crulife and a fellow director, should be compelled by King to give his version of what went wrong at Crulife? Or do King's principles apply to all companies - except those on whose boards he sits?

Kingfisher*

Cape Town

* See "AFake and a Fraud" on page 6.

In 1990 the Reserve Bank put Alpha Bank under curatorship, effectively throwing the Reserve Bank's cloak of secrecy over all the skulduggery that had taken place there.

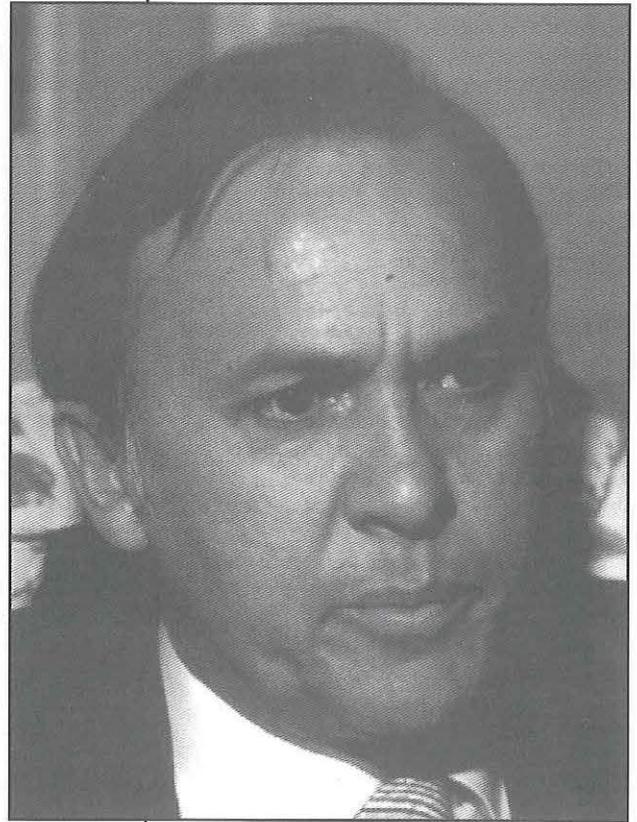
Shortly afterwards one of Alpha's more spectacular assets - the historic Cape Dutch homestead, Lanzerac, along with its 27 ha grounds which border on Stellenbosch's millionaire suburb of Mostertsdrift - was sold to Pepkor boss and Reserve Bank director, Christo Wiese. The Lanzerac deal remained secret until early last year, when an enterprising journalist at Rapport blew the lid off it. Rapport revealed that the curator had sold Lanzerac, valued in 1990 at R20 million, to Wiese, for just R2 million - plus a further R3 million for the antique moveables it contained. (The sale was concluded in a curiously structured deal, by which hangs yet another tale - which we are saving for a rainy day.)

Rapport also told how, in the three years during which it was under curatorship, Alpha Bank had secretly been lent R150 million by the Reserve Bank at only 1% interest. The loan was never repaid.

The curator appointed by the Reserve Bank - a partner in the well-known firm Ernst & Young who openly declared that he knew "absolutely fuck-all" about banks - was then arrested for allegedly stealing millions out of the bank while it was under his control. Despite the R150 million loan, by the time the curatorship was wound up, Alpha Bank was found to have only R30 million in realisable assets and R5 million in cash.

When the Rapport story appeared, Wiese was livid at the insinuation that he might have used his position of influence to secretly benefit himself. Anxious that the Nats should not lose Wiese's valued support before the election, F W de Klerk helped dissuade Rapport from publishing any further "unfortunate" reports on the matter. The following Sunday Rapport duly apologised for "any embarrassment" its report might have caused.

Wiese, who has since resigned from the Reserve Bank board, and been appointed Chairman of the Industrial Development Corp., is said to have a personal fortune worth R700 million. Now read on ...



CHRISTO WIESE:

A STEAL DEAL

In the last week of March this year, only days before pay day, the directors of JSE-listed Ilco Homes Ltd - heavily in debt, but with a net asset value in excess of R60 million - received the most extraordinary threat from their bankers, Boland Bank.

Ilco, which operates nationally in the development of economic housing schemes, has banked exclusively with Boland Bank for the past ten years. It has had substantial overdraft facilities with the bank since 1987, when - at Boland Bank's suggestion - the company bought a large tract of derelict land near Milnerton in the Cape from Bankorp for R13 million (provided by Boland Bank on overdraft).

Ilco took transfer of the land in 1989 and immediately applied to have the land rezoned for the development of a major low-cost housing scheme, to be

called Summer Greens. Which is when things started going seriously wrong. Ilco's debt to the bank doubled and doubled again - largely because the Milnerton Planning Department took three years to approve the rezoning application. Then, by the time Ilco had raised more funds to put in the infrastructure and build the first houses, the pre-election recession had hit the housing market.

After the election, hopes that the scheme would quickly prosper under the government's RDP programme blossomed - only to sink in the bureaucratic mire and confusion that, so far, have been the only visible outcome of that programme.

In January this year Ilco and Boland Bank set about renegotiating the company's debt structure, to best deal with the delays and, ultimately, to profit

from the housing boom that everyone is sure will come. By early March, after an intensive exchange of proposals and ideas, Ilco's directors and the bank's top management had reached agreement "in principle" on how it was to be done. But suddenly, out of the blue, in the last week of March, everything changed. A letter signed by the Executive Director of the bank, Piet Krynauw, informed Ilco that not only had the Board of Boland Bank (chairman: Christo Wiese) not approved the plans to restructure Ilco's debt, but the Bank was now demanding that Ilco's MD and controlling shareholder, Mr A C Demmers, should immediately agree to sign over control of Ilco (and an effective 70% shareholding in the company) to a company to be nominated by the bank - for only R76 (seventy-six rand). Should Ilco's MD and controlling share-

holder not agree in writing within 24 hours, the company's overdraft facilities were to be withdrawn forthwith. Insiders say Demmers was overcome by panic and outrage. It was impossible to find another bank who, unfamiliar with Ilco's business, assets and management, would be willing to take over Ilco's substantial overdraft at a day's notice. The prospect of hundreds of staff salary cheques being bounced, not only meant that scores of loyal employees would suffer great hardship, but in all likelihood it would immediately precipitate an application for the liquidation of the company.

Demmers believed he had no option but to meet the bank's demand under these extortionate conditions. But he still did not know half the extent of the dirty dealing going on behind the scenes at Boland Bank. That would only emerge once he had signed off 76% of his shares in Ilco's holding company, Holdem, to Boland Bank's nominee company. Only then, on May 5, was he informed that the true beneficiary was to be a company called Promark, which, in turn, is controlled by a company called Monex - in which the chairman of Boland Bank, Mr Christo Wiese, just happens to have a substantial personal interest. He is also the chairman of Monex.

The company to which Demmings had been forced to transfer his shares was headed by the chairman and majority shareholder of Boland Bank!

The bank had used its power to extort an asset worth approximately R50 million nett, for a private company headed by Mr Wiese, for only R76!

At that stage Demmers was still to remain on as managing director of Ilco - his consolation prize? - and outsiders might have remained none the wiser. Two weeks had not passed, however, before the new controlling shareholder instructed Demmers to apply to the Milnerton Town Council to have the Summer Greens property rezoned yet again - this time for development as a massive casino, hotel, and entertainment complex. Demmers refused.

Ilco not have the experience and expertise to develop such a project - and he had no confidence in such a scheme. He was heard to say that if the French could not make a Disneyland work outside Paris, how could anyone expect to make one work in Milnerton?

Most importantly, most of Ilco's financial problems stemmed from the delay caused by Milnerton's planning department with the previous rezoning application. If they took three years to approve an ordinary housing scheme, how much longer would they take to approve such a complex scheme?

Mr Demmers was promptly fired for

intransigence by his new bosses. (Informed sources say he has been desperately occupied ever since trying to negotiate a retrenchment package.)

Then two astounding things happened. This time it took the Milnerton town planning department less than three weeks - from date of application - to approve the rezoning!

But, of course, Century City - as this Disneyland is to be known - had not all been planned and realised in three weeks! As Monex MD, Martin Wragge, would tell the Sunday Argus on May 20: "My team have worked on the project for the last two years and have made several overseas trips to market the programme internationally".

And this while Boland Bank kept Demmers occupied with negotiations about Ilco's overdraft - no doubt at the same time finding out more about his business and assets with each round of negotiations.

Mr Arthur Fair, Milnerton's Chief Town Planner, told noseWEEK that Monex's planners had been talking to his department "for at least a year" before they had sought approval for their scheme, which was advertised, giving the statutory 21 days for objections, on 1 June. "You don't just put together a scheme which entails the investment not of millions, but of billions in a few weeks or months!" he exclaimed. Which all makes perfect sense.

But what does it make of Boland Bank's role on behalf of their master, Mr Wiese?

Last month Wragge sent a fax to Demmings, offering him R5,7 million in assets that were owned by Holdem, Ilco's holding company, provided he was prepared to indemnify "all the parties concerned" in the take-over, and that he would undertake in writing to "take no action which would be detrimental

to the image of any of the parties". When we telephoned Mr Demmers at his home in Natal, he angrily demanded to know who had spoken to us - and pleaded: "Please, you can't publish any of that - I am involved in very delicate negotiations!"

Is the victim to be further blackmailed into becoming a co-conspirator - in return for a small pay-off out of what was once his own company?

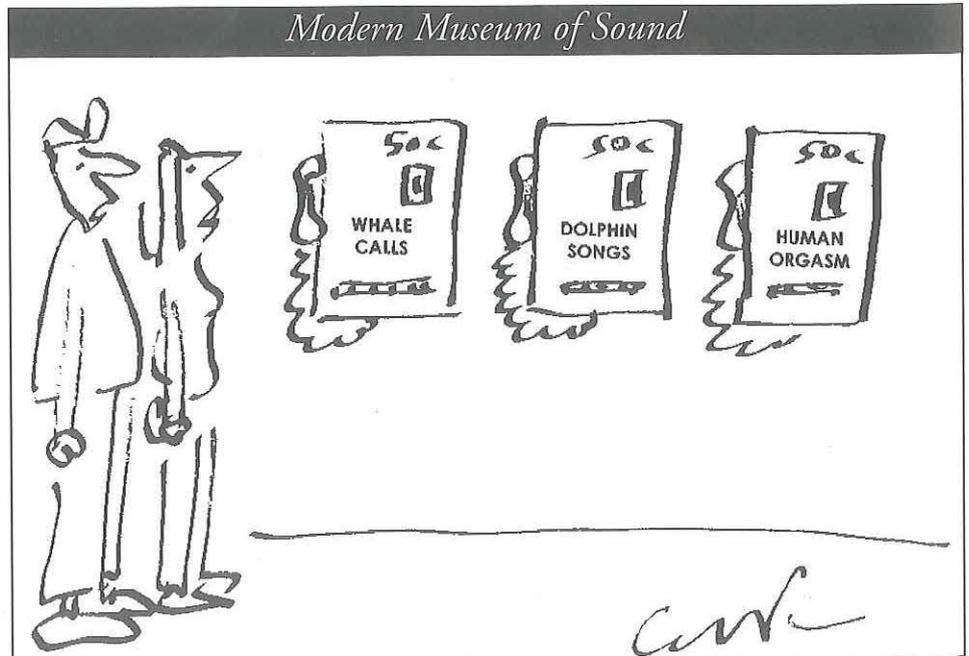
And what of the minority shareholders in Ilco, which is listed on the JSE? What have they been told of their company's change of direction, and the fact that the new directors are furiously selling of their company's business and assets ... ?

● The Western Cape's Nat Government under PM Hernus Kriel has announced that it has decided to award it's bank accounts to FNB - and to Boland Bank. Until now the accounts have been handled by the Reserve Bank. The Provincial budget is expected to reach R8 billion this year. Boland Bank chairman Christo Wiese and Hernus Kriel are old pals. Now we wonder ... to whom is Mr Kriel going to award the Cape's casino licences? And where will that great casino hotel be built?

● Last month Mr Chris Ball [watch this space - Ed.], newly appointed head of Cape Town's Olympic bid committee, announced the appointment of "high-powered business consultative groups" to involve companies in the bid and expose them to its potential economic spin-offs. Mr Christo Wiese will head the Cape group, Ball said, while Katz Commission chairman, Michael Katz [more about him later - Ed.] and Thebe Investments managing director Vusi Kanyile will lead in Johannesburg ...

Need one say more?

Modern Museum of Sound



Sonnenbergs

and the Law Society

Disciplinary action by the Law Society against members accused of unprofessional or improper conduct is absolutely secret. Hearings are closed to the public, agendas and minutes of the meetings are considered "confidential", even the findings are secret. Occasionally the principles of a finding might be published in the Society's journal - without any names being mentioned.

And all this secrecy without there being a single rule which requires it. It is simply "practice", says a spokesman for the Law Society of the Cape of Good Hope. But a practice very strictly adhered to, nevertheless.

noseWEEK has now had a rare opportunity to see what goes on behind the scenes and how efficiently (sic!) the Cape Society pursues a serious complaint - by a judge, no less - against some of its most senior members - partners of the well-known firm Sonnenberg, Hoffman and Galombik. (Readers will already have met them in nose 1: The story about lawyers and currency smuggling schemes, remember?)

We have the Minutes of the meeting of the Cape Society's Disciplinary Committee held on 19 April 1995. Attending were Mr T B McIntosh (Chairman), Mr JAL de Waal, Mr MT Steyn, Mrs EA van der Merwe, Mrs IM Hoffmann (Director of the Society), Ms SM McElvaine (Dep. Director) and Mr RA Koen.

Item 22 in the Minutes is headed *Deeds Office Bribes: Sonnenberg Hoffmann & Galombik*, and refers to a matter which was first publicly raised more than two years ago - before the Nel Commission which investigated the collapse of Masterbond.

They record that the Society had written to Mr D Nurek of Sonnenbergs on 13 March 1995, advising him that the Society had evidence that his firm had made two payments (of R2500 and R500) to Mr A V Sepp, an examiner at the Deeds Office in Cape Town. The society's Council was, *prima facie*, of the view that these payments constituted "acts of bribery and/or corruption".

The Society had also called for comments, under oath, from each of the directors and/or conveyancers of Sonnenbergs as to their own involvement in the matter, with particular reference to Judge President Friedman's judgement in *The Law Society of the*

Cape versus R C R Hazell (a Cape attorney who had acted for Masterbond, and whom the judge ordered struck off the roll of attorneys).

Mr Nurek replied on 10 April 1995 expressing "concern" that the Council had come to the *prima facie* view that the payments referred to constituted acts of bribery and/or corruption, and calling for the evidence upon which the Council had based its view. He also placed on record that the Attorney General had decided not to prosecute any member of his firm. [One member of the firm, Louise Raynor, is to testify for the State against Sepp in exchange for indemnity. She has since left Sonnenbergs. - Ed.]

Finally, Mr Nurek called for a copy of the Hazell Judgement. Why he was unable to very quickly obtain a copy of the judgement himself is not clear, but the Law Society, apparently itself not in a great hurry to deal with the matter, agreed that Mr Nurek should be provided with a copy.

The Minutes record that a committee member felt that the basic issue was simply whether the alleged payments had been made or not, and if so, for what purpose. The Council's view was a *prima facie* one. For this, the evidence for which Mr Nurek appeared to be demanding was not necessary.

The member suggested that Mr Nurek should simply be asked to respond to the following: (a) Were the payments made? (b) If so, by whom? (c) If the payments were made, were they made with the authority of the firm? And, (d), why were they made?

Another member added that the Society should ask for the answers on oath, and within a specified time. The committee agreed, and resolved to send the appropriate letter to Mr Nurek.

In the normal course of events, the matter should once again have featured on the disciplinary committee's agenda in May. So we phoned the Society to ask what the outcome had been of this riveting exchange about a matter of profound public interest. The Deputy Director, Ms McElvaine, was horrified at our enquiry. She said that the matter was confidential and none of our business.

All very strange for a profession which campaigns so vigorously for justice to be "seen to be done".

In civilised societies citizens are accused openly, are confronted with the evidence against them openly, and

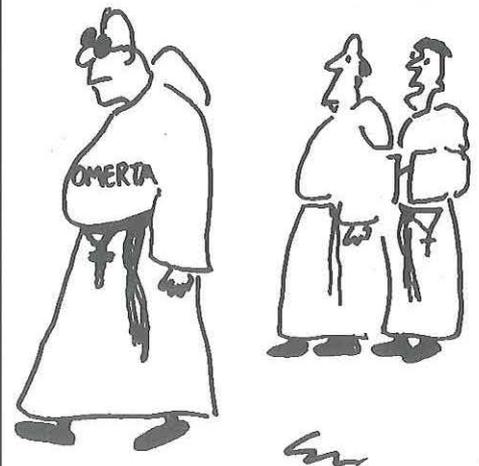
defend themselves openly. A judge makes his finding, and gives his reasons for that finding, in open court. The victim or complainant sees justice done. Could it be that, when it comes to their own, the Law Societies of South Africa are into sales PR, not justice?

Not even the aggrieved client who has made a formal complaint against an attorney, may attend the hearing to see for himself that his complaint is properly pursued. And as keen, even insistent, as lawyers otherwise are that members of the public should always seek professional advice when dealing with legal matters, they actually will not allow a complainant to be represented by an attorney when he presents his complaint to the society. Which is, *prima facie*, all very suspicious.

We phoned the Chairman, Mr McIntosh, and asked him his view about secret hearings in general, and about the outcome of the Sonnenbergs matter in particular. He said he would have to think about it, and would come back to us. That was a month ago.

● The criminal case of the State vs. Andres Sepp (a former Deeds Office clerk) continues in the Cape Town Regional Court on 14 Aug. Someone from Sonnenbergs will no doubt be there, in the crowd, to see what happens. That's practice.

Religious Orders in Sicily



Face it, Brother Domenico is not your typical Trappist

BLACK ECONOMIC EMPOWERMENT

A FAKE

And a Fraud!

Last year it was announced that a number of influential black South Africans had been awarded shares worth millions in New Africa Investments Ltd (NAIL), and Corporate Africa Ltd, companies newly listed on the JSE with backing and funding from SANLAM, as part of a much-trumpeted black economic empowerment programme.

Amongst those named in NAIL's listing documents were educationist Franklin Sonn (since made Ambassador to Washington), former PAC leader Dikgang Moseneke (since made Chairman of Telkom) and Soweto's millionaire doctor, Ntato Motlana. Hovering in the background - as seems so often to have been the case in recent years - were Johannesburg's three musketeers: Michael Katz, Mervyn King and Charles Stride, together with their new side-kick, Humphrey Borkum.

In the next instalment of a series, we will tell more about how some of the schemes are performing, about SANLAM's anxieties - and who really wields the power and stands to profit most. Don't miss THE PUPPETEERS in our next issue!

To start our series we reproduce here a remarkable letter which has come into our possession. It gives the lie to the scheme - and some remarkable insights into the manner and motives of some of the key players in a shadowy quest for power and profit.

Copies of the letter have been circulating in black business circles in recent weeks. It was written by Dr Motlana's brother-in-law, Paul Gama, who, as Executive Chairman of Black Chain, is one of the very few genuine businessmen amongst those who had supposedly been empowered by the scheme. It reflects profound disillusionment ...

12.05.1995

To J B Sandler
Managing Director
Corporate Africa Ltd

From Paul Gama

Jonty, thank you for seeing me so late at night on the 10-5-95. I want to confirm the discussions we held. Like I said on the farm when I brought my kids for a "horse-riding" morning, you and I come from far. Remember the R20 000,00 loan you raised from the GET-AHEAD Foundation, and I signed full and unconditional surety? Also when you were fighting Standard Bank you need-

PART I OF A SERIES

ed R10 000 from Nedbank and I signed full surety? Thanks, you never defaulted. Mm! Time flies and circumstances change for the better.

It is incorrect, nay misleading, [for you] to say to the Board of CAH [Corporate Africa Holdings] and CAI on 25/4/95 that I had resigned. I have not resigned. I was elected by my people on the 15/2/95 in terms of resolution no.4 of the AG Meeting. I am accountable to them and not the MD. Clearly your report to the board is incorrect, illegal and remains inexplicable to me. Good corporate governance requires that we follow the Companies' Act at all times. Remember, we have a brand new democratic government.

I urged you to do things transparently and legally with consensus emanating from consultation. Your reply was that

you consulted with the chairman. I rejected that.

Motlana in King Commission

We even have the respectable chairman of that commission on our Board - Mr M. King. Imagine his embarrassment if it was discovered he sits on our board which disregards everything he preaches.

Earlier I phoned Mr Geoff West of Fisher Hoffman Sithole [until recently Fisher Hoffman Stride - Ed.] to demand my share certificate. He then informed me that he needed your permission to do so. He promised to phone me back, after talking to you. Instead, you called me and said: "Hello, Mr Paul Gama, the millionaire without a share certificate." My answer was that I am a multi-millionaire - referring to the R2 405 643,00 shares I hold in Corporate Africa. Your further response was that I will get a share certificate for R1million because you wanted to restructure the balance. I instantly asked you for a meeting because I was puzzled. You see, being a Swazi with capitalism in my blood, I frown on people who quote smaller figures when I know what I am worth.

When we met on 10/5/95 you informed me that I DO NOT HOLD that amount of shares because you had altered all that. I objected. I then mentioned the following facts:

(a) In our pre-listing prospectus which was signed by or on behalf of the directors on the 11th Oct. 1994, it is stated unambiguously on page 14 under section 16 - Directors Responsibility:

"The directors collectively and individually accept full responsibility for the accuracy of the information given in this pre-listing statement and CERTIFY that, to the best of their knowledge and belief, there are NO OTHER FACTS THE OMISSION OF WHICH WOULD MAKE ANY statement in this pre-listing statement FALSE or MIS-

Hello HUGO

So, according to John Cavill of the Sunday Times, Hugo Biermann is on his way to SA with \$30 million to invest! Is this the same man of whom the UK's Daily Mail said in November 1993: "It may be a few years before investors want to follow South African Hugo Biermann into a new venture"? Could this be the same Hugo Biermann said to be PW Botha's godson, the man who once worked at Liberty Life and thereafter had offices in the Reserve Bank Buildings in both Pretoria and Cape Town; who wore white shirts, a wedding ring and sported a noticeable Afrikaans accent?

The Hugo Biermann that thousands of peasants in Southern Africa have to thank for their missing legs, mangled bodies and mangled arms - the result of the anti-personnel mines procured in Europe by his company, Intertechnic ("Overseas Factory Representatives" of Pretoria). You see, *that* Hugo Biermann and his big sister, Dixie, are the children of a loving dad, Admiral Boozie Biermann, patriarch and patriot who wanted only the best for his offspring. While he was head of the SA Defence Force, they were set up in the extremely lucrative business of smuggling armaments to South Africa and other dicey destinations.

Hugo acquired shares in Intertechnic, local agent and front for Swiss armsmonger, Oerlikon Buhle, that did *billions* of rands' worth of business with SA. (No wonder Dieter Buhle was chairman of the Swiss-SA Association!)

As for Dixie, her husband, Kotie Coetzee, was set up in Brussels in John Bredenkamp's equally notorious - and equally lucrative - arms outfit, Cassalee. The Hugo Biermann we know left these shores with an Irish passport, but quickly opted to join Scotland's finest: He set himself up as the laird of - we kid you not - Flickety Castle, near Inverness. The halls of the castle constantly rang with Scottish martial music, and guests were invited to join in the reels and sword

dances. A tartan was specially designed for the clan. He now wears Gucci shoes, Hermes ties, Sulko socks - and no wedding ring. He spends summers at Martha's Vineyard with the Republican set, where he goes around saying frightfully English things like "How are you, old chap?" and "Nice to see you, old bean". (In London - not surprisingly - he is known as Bullshit Biermann.)

His wife, it is said, once told friends that she had to fly Concorde to New York for the day to have her eyes tested because there weren't any decent opticians in London - only to find that the shop in New York was closed.

A London broker, with whose wife Old B struck up an undercover acquaintance, refers to him as "The Baboon". And now that the broker has left his wife, he is eager that "The Baboon" should come and pick her up. Unfortunately, it is said, Mrs Biermann is a principal beneficiary of the trust through which her husband routes most deals, so his ability to comply with the broker's wishes is somewhat restricted.

Could this be the Biermann that Cavill says was briefly a Tollgate shareholder, but "pulled out to go his own way"? Our Hugo was, indeed, a Tollgate shareholder. In his student days he shared rooms at Stellenbosch with Mervyn Key and Nick Toms. Thereafter, he was in business with Julian Askin, so it was no surprise that he became a member of the Askin consortium that invested in Tollgate. But the story we heard of his early departure from the consortium is a little different ...

Which brings to mind the story about Maddox Ltd, another company where Biermann and his mate Toms were "briefly" involved, to the great distress of other shareholders.

Indeed, in his report, Cavill refers to Biermann's Maddox project as a "disappointment" - perhaps the understatement of the year. What he doesn't say is that rumours continue to circulate

WORLD

Home's best for emigre's \$30m fund

WHILE his erstwhile partner Julian Askin was in London to fight at battle over the 'no affair', Hugo was in on his way South Africa at



John Cavill FROM LONDON



HUGO BIERMANN: Tapping US investors keen on SA's

regard- ing a possi- ble London Stock Exchange (LSE) and Department of Trade and Industry (DTI) enquiry into dealings in Maddox shares while B and T were on the Maddox board.

Lets take a brief look at what might have crossed the desks of the UK regulatory authorities:

Early in '92, Biermann and Toms injected some companies they owned into a small UK company called Pathfinders, in exchange for a large block of Pathfinders shares. Pathfinders was then renamed Maddox, and the pair became directors. They held their Maddox shares in a UK vehicle called Dawnkeep. At about the same time, another new Maddox shareholder appeared: a British Virgin Islands company named Meriden. It held some 16,7m Maddox shares.

Maddox applied for listing on the LSE. In the listing documents both Biermann and Toms declared that Meriden was "a company unrelated to any of the proposed directors". They were, of course, two of the proposed directors. The claim was repeated in subsequent documents.

By Nov '93 Maddox had announced massive losses, a rights issue to save it from bankruptcy - and the departure of the Stellenbosch boys. During this time the company's financial advisors had changed, "conditional, unaudited, provisional results" were announced and the share price had collapsed from around 12 pence to one penny.

When the new Board set about tidying up, they discovered that one of the companies that had been sold to Maddox by Biermann and Toms was bust. Write-offs of the companies brought into Maddox by the ex-Stellenbosch duo produced a loss of £18,6 million (approx. R95 million), more than the company's capitalisation.

The Investors' Chronicle of 23 Dec '93 showed Maddox as the fourth worst-per-

forming share on the LSE in 1993. A disappointment indeed!

But it hadn't been a disappointment for the owners of Meriden, safely hidden in the Virgin Islands. With uncanny foresight Meriden had disposed of virtually all of its Maddox shares at 10p-plus a share. (So, while other shareholders lost fortunes, the merry men behind Meriden made more than R10m.) This was done in two periods: April - June '92, and Jan - Mar '93 ... before the bad news reached shareholders.

Nobody thought much about this until, later in '93, one of Maddox's advisers was browsing through the Maddox share register. There, under the name Meriden, he found the following words printed: *MDX/51412 Mar 92 - Power of attorney regd giving Nicholas Toms Esq the power to sign transfers on behalf of Meriden Co Ltd (No other signature or Company Seal are required on the transfer)*. Even a slow-witted stockbroker's eyes had to pop a bit: Old B and Mr T had, after all, given the LSE written undertakings saying they were completely "unrelated" to Meriden. Not only did it seem they were related, but Meriden had flogged off its shares ahead of the appalling - and delayed - annual results. Might the people behind Meriden have known something others didn't? Not only had Toms clearly been "related" to Meriden, but - potentially worse - chunks of Maddox shares had been disposed of during

"close" periods, those times when directors may not deal in their own shares.

Further investigations turned up some amazing coincidences. Meriden's address was the same as that of Biermann and Toms's BVI interests - and a cheque turned up, signed by Toms, which included an amount for the administration of Meriden. Toms paying for the administration of a trust to which he was totally unrelated? Amazing!

And the fun may only just be beginning. The BVI address used by B&T and Meriden also happens to be the address of Ansbachers, now owned by our own First National Bank. Could it be that FNB's offshore diversification is about to be embroiled in a UK insider-dealing drama - just as it is setting out in foreign waters?

So, which Hugo Biermann was Mr Cavill writing about? Could it be that Cavill has made too much of a lunch of it? Whatever - welcome home Mr Biermann! The Truth Commission awaits you!

We are pleased to announce that Henry Ansbacher & Co. Limited has been admitted as a full member of the London Stock Exchange.

Contacts: David Crook or Michael Lawless
Telephone 071-2207201

Notice which appeared last year in the UK financial press.

Chemists sell out

For years the SA Pharmaceutical Society - to which all registered pharmacists belong - has operated a clearing house for processing all claims from pharmacists against medical aid funds. In the end the not-for-profit company set up for the purpose, Medikredit, had a turnover of hundreds of millions. The small handling fee charged generated enough to enable Medikredit to buy central city office blocks in five cities, and pay handsome salaries. Most valuable of all, it gave the society very accurate information about who was selling what drugs, to whom, and for how much - information that individual drug companies would never willingly part with. This could have put retail chemists in a unique position to offer themselves as honest, independent brokers in a new health dispensation in South Africa. Instead they have chosen to sell out to two of the world's most powerful - and ruthlessly profit-seeking - drug companies, Eli Lilly and Glaxo-Wellcome, in a deal so secret that members were asked to approve it without knowing the price or the name of the purchaser. The details and price still remain secret, although it is said to be well in excess of R100 million.

The parties are anxious that nobody should make waves before the deal is cleared by the Monopolies Board.

Eli Lilly's top-seller in South Africa, Prozac, is sold here for R9 a tablet, double the price it is sold at in Canada. Another of its big sellers, Ventolin, is sold in SA for R58,35, but in New Zealand it is happy to charge only R11,28. Glaxo does the same with its top seller, Zantac, charging South Africans more than four times the price it charges in New Zealand.

See our next issue for the inside story.



Painless profits

PHARMACEUTICALS giant Glaxo made a massive £1.4 billion profit last year thanks to wonder drug Zantac, the world's largest selling prescription medicine.

"We added £700 million to our sales this year. That increase is equal to the size of our whole pharmaceuticals business in 1982-83," said chairman Sir Paul Girolami.

Blockbuster anti-ulcer drug Zantac turned in sales of £1.3 billion, almost half the £4 billion total.

Another potential baby-blockbuster, Zofran, which combats nausea suffered by cancer patients, is making sales of £260 million after just two years on the market.

ADBUSTERS

In this issue we proudly launch a new feature: Ads from Adbusters, created by a group of clever Canadians who, by using all the skills and techniques of the advertising industry, have managed to turn that industry, quite startlingly, on its head. A liberating experience!

With their kind permission, noseWEEK will regularly reproduce some of their famous spoof ads to make you laugh - and to make you think again.

Advertising in South Africa is a one-way stream, with the media affording advertising messages the sanctity of Biblical texts. We hope to make it a two-way conversation. As free as advertisers are to say what they want to say, we are all free to question and contradict. **Kono Matsu**, in an Adbusters article, explains why we should:

Most marketing courses teach that the goal of our marketing system is to satisfy consumers' needs, wants and desires - as we, the consumers, define and express them. This is called "consumer sovereignty". According to this notion, consumers are at the centre of the marketing enterprise and companies run around trying to satisfy them.

In the real marketplace, it doesn't work that way. Marketing, as practised by large corporations, has little to do with consumer needs and wants. It is nothing less than "demand management": getting people to buy what is produced. Standard practices include:

- Controlling the level, timing and composition of consumer demand.
- Conducting psychographic market research on consumers to discover their "emotional buttons".

- Exploiting consumers' needs for love, security and escape from loneliness to sell products.

More ominously, marketers now control the mood, tone and content of the mass media. Radio and television are in the business of selling audiences to advertisers. Magazines, movies and newspapers are increasingly advertiser driven. Commercial messages flow into our brains at up to 3000 per day.

We are driven by irrational needs. We spend our lives pursuing more income to buy more things and then, feeling dissatisfied but not quite sure why, we set out after still greater incomes and acquisitions. We repeat this vicious cycle until we self-destruct.

The destruction is both personal and ecological. We destroy ourselves by losing our humanity and becoming machines; we destroy the environment because it cannot sustain our collective consumption, pollution and waste.

If you had any doubt ...

The Cape Times and the Argus continue to dominate the newspaper market in the Peninsula. "This is where the most economically active people in the Western Cape live and these are the people whom we are single-mindedly and successfully delivering to our advertisers." - Rory Wilson, MD of Cape Newspapers (Cape Times 4.8.95)

● Adbusters is a quarterly magazine published by The Media Foundation, Vancouver, Canada. If you are interested in subscribing to Adbusters, call noseWEEK (021)614809 for more information.

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Prozac

MOOD BRIGHTENER



Wash Your Blues Away!

ADBUSTERS
IN
DOSE/WEEK

ADVERSE REACTIONS TO PROZAC - The most commonly observed adverse events associated with the use of PROZAC (fluoxetine) and not seen at an equivalent incidence among placebo treated patients were central nervous system complaints, including headache, nervousness, insomnia, drowsiness, fatigue or asthenia, anxiety, tremor and dizziness or lightheadedness, gastrointestinal complaints, including nausea, diarrhea, dry mouth and anorexia; and excessive sweating. Fifteen percent of approximately 4000 patients who received PROZAC in North American clinical trials discontinued treatment due to an adverse event. The more common events causing discontinuation included: psychiatric (5,3%), primarily nervousness, anxiety, and insomnia; digestive (3%), primarily nausea; nervous system (2,4%), primarily dizziness, asthenia, and headaches; and skin (1,4%), primarily rash and pruritus. The following adverse reactions arranged by body system, were reported on at least one occasion by patients during treatment with PROZAC either during clinical trials or after marketing - Allergic or toxic: rash, pruritus; Infrequent: chills and urticaria, maculopapular rash. Rare: allergic reaction, erythema multiforme, vesiculobullous rash, serum sickness, contact dermatitis, erythema nodosum, purpuric rash, leukocytoclastic vasculitis, leukopenia, thrombocytopenia, arthralgia, angioedema, bronchospasm, lung fibrosis, allergic alveolitis, larynx edema, respiratory distress. Neurologic: headache, tremor, dizziness or lightheadedness, asthenia. Infrequent: abnormal gait, ataxia, buccoglossal syndrome, hyperkinesia, hypertonia, incoordination, neck rigidity, extrapyramidal syndrome, convulsions, photophobia, myoclonus, vertigo, migraine, tinnitus, hyperkinesia, neuralgia, neuropathy, acute brain syndrome. Rare: dysarthria, dystonia, torticollis, decreased nystagmus paralysis, paresthesia, carpal tunnel syndrome, stupor, coma, abnormal electroencephalogram, chronic brain syndrome, dyskinesia and other movement disorders (including worsening of pre-existing conditions or appearance in patients with risk factors [eg, Parkinson's disease treated with neuroleptics or other drugs known to be associated with movement disorders]), neuroleptic malignant syndrome-like events. Behavioural: insomnia, anxiety, nervousness, agitation, abnormal dreams, drowsiness and fatigue. Infrequent: confusion, delusions, hallucinations, manic reaction, paranoid reaction, psychosis, depersonalisation, apathy, emotional lability, euphoria, hostility, amnesia, increased libido. Rare: anti social reaction, hysteria, suicidal ideation, violent behaviours. Autonomic: excessive sweating. Infrequent: dry mouth, constipation, urinary retention, vision disturbance, mydriasis, hot flushes. Cardiovascular: infrequent chest pain, hypertension, hypotension (including postural hypotension), angina pectoris, arrhythmia, tachycardia. Rare: bradycardia, ventricular arrhythmia, first degree AV block, bundle branch block, myocardial infarction, cerebral ischemia, cerebrovascular accident, thrombophlebitis. Gastrointestinal: nausea, disturbance of appetite, diarrhea. Infrequent: vomiting, stomatitis, dysphagia, eructation, esophagitis, gastritis, gingivitis, glossitis, melena, thirst, abnormal liver function tests. Rare: bloody diarrhea, hematemesis, gal haemorrhage, duodenal ulcer, stomach ulcer, mouth ulceration, hyperchlorhydria, colitis, enteritis, cholecystitis, cholelithiasis, hepatitis, hepatomegaly, liver tenderness, jaundice, increased salivation, salivary gland enlargement, tongue discolouration, fecal incontinence, pancreatitis. Respiratory: bronchitis, rhinitis, yawn. Infrequent: asthma, dyspnea, hyperventilation, pneumonia, hiccups, epistaxis. Rare: apnea, lung edema, hypoxia, pleural effusion, hemoptysis. Endocrine: weight loss. Infrequent: generalised edema, peripheral edema, face edema, tongue edema, hypoglycemia, hypothyroidism, weight gain. Rare: dehydration, gout, goitre, hyperthyroidism, hypercholesteremia, hyperglycemia, hyperlipemia, hyperprolactinemia, hypokalemia, hyponatremia, iron deficiency anemia, syndrome of inappropriate AOH secretion. Hematologic: Infrequent anemia, lymphadenopathy, haemorrhage. Rare: bleeding time increased, leukocytosis, lymphocytosis, thrombocytopenia, thrombocytopenic purpura, thrombocythemia, retinal haemorrhage, petechia, purpura, sedimentation rate increased, aplastic anemia, pancytopenia, immune-related hemolytic anemia. Dermatologic. Infrequent: acne, alopecia, dry skin, herpes simplex. Rare: eczema, psoriasis, seborrhea, skin hypertrophy, skin discolouration, herpes zoster, fungal dermatitis, hirsutism, ecchymoses. Musculoskeletal: muscle pain, back pain, joint pain. Infrequent: arthritis, bone pain, bursitis, tenosynovitis, twitching. Rare: bone necrosis, osteoporosis, pathological fracture, chondrodystrophy, myositis, rheumatoid arthritis, muscle haemorrhage. Urogenital: painful menstruation, sexual dysfunction, urinary tract infection, frequent micturition. Infrequent: abnormal ejaculation, impotence, menopause, amenorrhea, menorrhagia, ovarian disorder, vaginitis, leukochea, fibrocystic breast, breast pain, cystitis, dysuria, urinary urgency, urinary incontinence. Rare: breast enlargement, galactorrhoea, abortion, dyspareunia, uterine spasm, vaginal haemorrhage, metrorrhagia, haematuria, albuminuria, polyuria, pyuria, epididymitis, orchitis, pyelonephritis, salpingitis, urethritis, kidney calculus, urethral pain, urolithiasis. Miscellaneous: chills. Infrequent: amblyopia, conjunctivitis, cyst, ear pain, eye pain, jaw pain, neck pain, pelvic pain, hangover effect, malaise. Rare: abdomen enlarged, blepharitis, cataract, corneal lesion, glaucoma. Iritis, ptosis, strabismus, deafness, taste loss, moniliasis, hydrocephalus, LE syndrome.

THE EXORCIST

After enduring three consecutive publicity-crazed Mayors, Cape Town now has the lower-profile Rev. William D Bantom as its first citizen. But the new mayor still has to deal with unpleasant ghosts from the past which haunt his parlour. In what might be called a dramatic exorcism, he has banned his predecessor from coming uninvited to his office.

The autocratic ex-mayor, Patricia Kreiner, known for having the hide of a rhino and something less than that beast's social graces, obviously has a problem adjusting to her old life as an insurance saleswoman after tasting the delights of life at the top. But she doesn't give up easily, our Patsy.

We understand that Kreiner recently stalked into the Mayor's office and, after helping herself to a piece of his official mayoral notepaper, dashed off a personal note of congratulation to the newly-elected French premier, Jacques Chirac. How thoughtful of her, you might say, but wait ... there's always a sting in Patricia's tail. She then asked M. Chirac wouldn't he just be a cheri and use his influence with President Mandela to get her the diplomatic appointment which she believes she so richly deserves? Before sweeping out, she ordered the mayor's staff to fax her note to France where, she must have assumed, President Chirac was waiting in some excitement.

But wait again, possibly Patricia and the new Mayor had some special arrangement whereby she can come into his parlour at will? We asked him. "No, she did not have my permission," he said. "And I have issued instructions that she is not to come into my office again."

Having confirmed that he had definitely not allowed pushy Pat to make free with his office, his notepaper or his staff, Mayor Bantom told noseWEEK: "It is not ethical for a previous mayor to always be barging into the office and making things difficult for the present incumbent." We hope the new President of France will find time to read his copy of nezWEEK.

If her ambassadorial bid fails, don't imagine Patricia will give up her bid for stardom. She's already getting herself geared up to go for either politics, or professional public speaking (a prospect we can only contemplate with

horror) and, if you can believe it, sport - all with the pay, perks and pension attendant upon such appointments, of course. We hear she feels she's the right person to represent women's rights on the Olympic committee. [Another shark who has developed a taste for Olympic blood, perhaps? - Ed.]

Not quite the leading light of the women's movement, and with no record of participating in any sport but social climbing, our wealthy widow is desperately looking for girls' stuff in which to take a profitable interest. Latest on this front is the news that Patricia is seeking re-entry into the Women's Executive Club - from which she resigned, perhaps because she was treated as just one of the Gals.

LOCKE TOO FORWARD

Yes, even I watched (some of) the rugby. Uncomprehendingly. But I know enough to know an arse when I see one. Martin Locke. Imagine it - chiding the press for dwelling on violence instead of the "tragic aspect of the World Cup"! He was, of course, referring to the dreadful accident suffered by Max Brito, the Ivory Coast player who has been left paralysed for life after breaking his neck in one of the matches.

Locke's comments prefaced an appeal to the public to donate generously to a fund for Brito's support. Now why should this unfortunate man's fate depend on the begging bowl being passed around to ordinary members of the public, one asks? The event has generated an income of hundreds of millions of rands. The rugby bosses were happy to go massively into debt to build fancy stadiums and private boxes for their corporate pals. They are, apparently, not prepared to do the same for their less-fortunate players. And when did the Rugby Union care a fig for the public it is so eager to get to contribute to this disaster? They priced the tickets for the World Cup at levels set to fleece the tourists - disregarding the traditional supporters of the game; the kids and ordinary people who, because they couldn't afford to buy a ticket to a match, were forced to watch the games on TV - and face Mr Locke. Locke told us that the great sum of R25 000 - enough, once converted, to

care for Brito for about a month - has been donated from the Chris Burger fund. We are all supposed to add our bit. Where on earth is the insurance which should have been taken out to cover the players? And if it wasn't taken out, surely the Rugby Union must accept responsibility for its injured? Max Brito will need care for the rest of his life. The TV rights to the World Cup alone must have netted tens of millions. Caring for one crippled player in a third-world country shouldn't be too much to ask of the men who made the money. Which raises the suspicion: Could Mr Locke and his friends in the rugby unions be hoping that, shocked and in pain, it won't cross Brito's mind to see a lawyer? When the Rugby Union's bust, you can give us a call.

As for Mr Locke - heaven knows, he has been amply rewarded for his loyalty to the Old Masters of SATV! It was therefore a relief when, he referred to the rest of us as "the press" - thus carefully disassociating himself from the journalistic trade and relieving us of the handicap of having to acknowledge him as one of our own. And, in the interests of accuracy, I haven't seen a newspaper which has equalled television for dwelling on the violent incidents in the World Cup matches.

SAA: HELL ON EARTH

Having recently had the best round trip ever (economy class, what else?) to London via SAA - an airline I had previously sworn I'd never use again - I thought I'd tell you about it. First the good news. The multi-hued flight crews are wonderful - kind, courteous and jolly nice to look at. The flight out, on a smaller plane, was excellent, but the return trip was even better. The food was more than fair, there seemed to be more room than usual in the seats and the service was excellent - anyone awake during the late film was offered a delicious choc ice, and during the night stewards silently walked around the cabin offering glasses of water or juice to the sleepless.

It's a pity the ground staff aren't as jacked up. Fairly minor was the hour's delay before our flight departed from Cape Town. But we were first told of the delay 15 minutes after the plane was supposed to have left! Then they said it would leave at 8-30 pm, which was obviously impossible, since it was already 8.15 and they hadn't started boarding yet. No reason was given for the delay. Enquiring passengers were told the plane had arrived late and was being cleaned. This turned out to be a lie. As the pilot later explained, there was an electrical fault which would,

unfixed, have resulted in no cabin lights to London. Meanwhile, the many mothers with infants, who, had they been told that the plane was going to be an hour late in departing, would have prepared bottles, changed nappies, and generally got themselves organised - sat with screaming babies expecting to be called to board at any second.

As I say, that was a minor incident. Far more serious was the case of the frail, 82 year-old man, who was returning last month from what will be his last visit to his son in Australia. Because the old man needed a wheelchair, his family was particularly careful to confirm his flights to Jan Smuts and onward to Port Elizabeth.

He reached Jan Smuts at daybreak and was pushed by a member of the ground staff to check in for his flight to PE, only to be told the plane was full and he had no seat. The clerk wouldn't listen to his story and told him there was no point in being wait-listed. He was understandably distressed, especially as the next flight was hours away. The attendant wheeled him away from the counter, pushed him into a corner and went away, saying he wouldn't be long. He never came back.

Eventually the flight to PE on which he should have been was called. Still hoping that SAA's error would have been discovered, the old man desperately tried to get someone to take him back to the check-in counter, but nobody would help him. He managed to get to his feet, and then, through a combination of stress and frailty, he collapsed unconscious, breaking his hip.

Some time passed before he was taken to the intensive care unit of the Kempton Park Hospital where he spent the next eight days. Somewhere along the way his wallet containing R150 was pinched.

Finally the old man rallied enough to be able to fly back to Port Elizabeth. Getting to PE meant having a nurse and a family member to accompany his stretcher - occupying a total of eight seats at a cost of over R6000. His medical costs in Jo'burg were R20 000.

Sadly, on reaching Port Elizabeth, the old man suffered a stroke and is now paralysed, unable to speak and lying helpless in a frail care unit.

Surely if SAA, or any airline for that matter, sells a ticket to a frail or disabled passenger, it accepts the responsibilities that entails? And while it is obvious that the airline and the airport authorities have a long way to go in the training of their ground staff, what about the ordinary feelings of care one expects from decent people - trained or not?

WOOLIES:

DEM BONES AH GONNA RISE AGAIN

Which leads me to mingy old Woolworths - or at least their smart Claremont branch which, in the wet miserable Cape winter has managed to dispense with quite a few of their poorer black customers. As a very early morning shopper I've noticed, and sometimes joined, the little knot of black women who, all year round, rock up early to buy prepacked bags of bones - yes, bones - at around R5. These were always limited to one bag per customer, which was fair.

Well, apparently now that winter has arrived, the demand for bones has spread to richer customers who want to rustle up a little stock for a trendy soup. When the ladies arrive mid-morning they've been finding dem bones is long gone. So they complain. Woolies, all heart as usual, listened to their plea. What to do? All those trendy marketing men who stand around having chats while queues grow at the couple of tills that are open, thought long and hard... well, little and soft, perhaps ... and a solution was found - sell only giant bags of bones, thus making it impossible for the poor to buy them. After offering to share a bag with an old black woman who had been refused a smaller quantity ("they arrive prepacked and we can't do anything about it" was their excuse to her; to me they gave a sour look and divided the bag), I found a couple of managers - well, they were male, wearing smart suits, doing nothing and said they were in management - and taxed them with this particularly mean bit of discrimination. After giving me the Woolworths version of stuff off, which involves many evangelical marketing phrases like "we hear you" and "we know where you're coming from" they eventually explained that "the people" who buy bones, unlike "other customers" at Woolworths, don't buy much else, so they have to look after their "other customers". When I suggested that the normal business practice of first come, first served, should apply and that the well-heeled ladies could get up a bit earlier to get their bones, they smiled at me understandingly. "We hear what you're saying," they said. Not quite. A month later Woolworths bones still only come in big bags costing R11 plus.

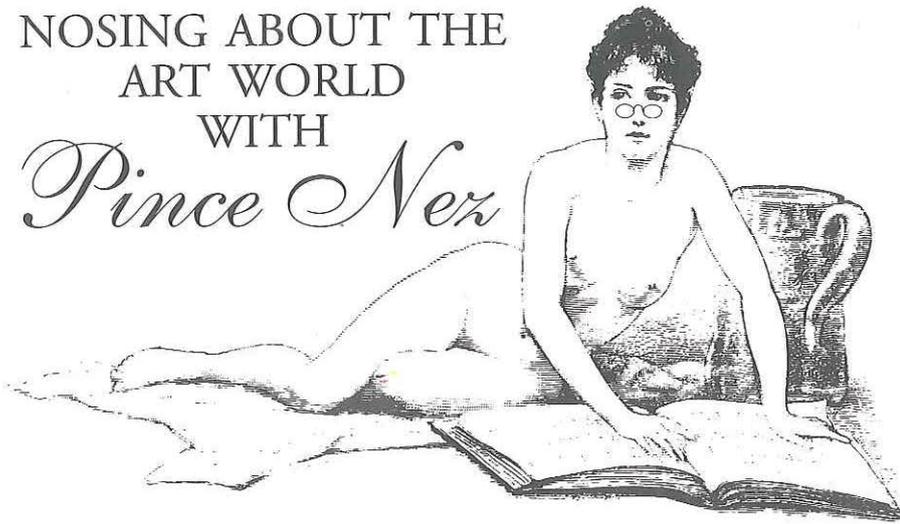
Woolworths should remember that while the ladies from Bishopscourt may be creating a consommé, the early-rising black charladies buy bones as the only affordable protein of the week for themselves and their families. And - not that it is relevant from either a moral or business point of view - I don't accept Woolworths' premise that these women buy "only bones and nothing else".

Dem bones, I fear, are going to rise to haunt Woolworths yet.



GUS

NOSING ABOUT THE ART WORLD WITH *Pince Nez*



The unexpected and tragic death of Barney Simon has cast the theatrical world into gloom and despondency - and genuine, deep sorrow is felt by his friends, followers and colleagues. The guru of South African theatre, Barney was co-founder of the Market Theatre, the opening of which was an inspired declaration of courage and faith in the dark days of 1976.

Barney was always in love with theatre, and with South Africa and its people, always convinced that their lives and perceptions could be changed by what he would put on the stage.

Together with Mannie Manim, the intellectual contribution and support of Athol Fugard, and with the hard work of other devoted enthusiasts, they turned the old Indian Fruit Market into a theatrical complex which today is known and revered around the world.

Probably those days are remembered by them all as the most exciting and rewarding of their lives.

Unlikely participants were drawn in - Gary Zulberg, now a mega tycoon of the construction industry, then a more lowly builder and certainly not a man of the theatre, remembers with nostalgia and pleasure the excitement and drama, the hard work, long hours and late nights laced with alcohol and Barney's oddly constituted cigarettes. Those were the days - but latterly the Market and Barney alike were struggling to come to terms with the new South Africa - with local perceptions that the Market had had its day - and with the humdrum realities of finance and administrative nightmares. And to understand that the Market staff were no longer there for the honour of working for an ideal - without remuneration and in cramped and uncomfortable conditions. The glory days were over

and it was hard to confront the loss of the early inspiration.

Barney himself loved to talk these things out, endlessly, and never could understand why his friends and antagonists didn't have the time to finish up these marathon sessions. But any young person who needed his help and advice or encouragement could be certain of having Barney's undivided attention and genuine interest.

Contemporary theatre in South Africa owes its birth to Barney Simon's courage, devotion and commitment to a non-racial society. He believed passionately in the value of local talent and the Market Theatre Laboratory in particular will be a memorial to his vision.

Internationally, Barney is revered as a universal man of the theatre, and the tributes flood in from all around the world.

The passing of another era is the closure after thirty odd years of Linda Goodman's gallery in Johannesburg. Like Barney, she was a pioneer in the South African arts scene. She almost single handedly introduced this country to contemporary painting and, after that lone pioneer of the 40s, Joan Hoather, was one of the first gallery directors to show black artists in a serious way, without making allowances for race or colour. But, again like Barney, Linda struggled to come to terms with a situation in which she lost the moral high ground - where competition mounted, and more galleries were showing the kind of work on which Linda founded her reputation.

However, Linda survives and will now concentrate on curating exhibitions here and internationally - beginning with an important show to coincide with the Africa 95 Festival of the Arts

in England later this year. It's to be hoped that Linda's talents will be used by those nebulous and disorganised bodies which attempt to arrange South African entries in Biennales and assorted events around the world. And starting at home, the Grahamstown Festival could do with some help on the visual arts side and Linda is ideally placed to provide it.

The latest self-proclaimed claimant to the title of South African art expert is film star David Bowie. His recent exhibition of paintings in a London Cork Street gallery (some works co-authored as it were by the ubiquitous Beezy Bailey) was attended by as many television crews as members of the public. And his views on the Johannesburg Biennale and attendant subjects are receiving wide coverage in the media. He certainly is a man of many talents.

A couple of amusing side issues have emerged from the interim draft report of ACTAG on the future of arts funding and administration.

First of all it elicited a furious letter from Marilyn Martin to the head office of the S A Association of Arts complaining that they had not prepared a proper submission to ACTAG and that the document on the SAAA, prepared by Ricky Burnett, David Koloane and Ivor Powell, revealed "ignorance of and hostility towards the SAAA and its former office bearers".

And therein lies the crunch. For Marilyn Martin's present position as director of the S A National Gallery was presumably earned by her previous positions as, variously, National Vice President, President and Honorary Life Vice President of the S A Association of Arts. Her credentials begin to look less than perfect if the SAAA's past history and work is under somewhat sceptical scrutiny.

More amusement is derived from reading that the Foundation for Creative Arts should temporarily continue to distribute public funds for the arts until the recommendations to establish a National Arts and Culture Council become official policy and thereafter it should be closed down. And, says the report "this will require the nullification of the FCA, its Board of Directors and the Creative Arts Development Trust". Termination is the order of the day - but not without, the report later adds, an urgent enquiry into the financial status of the Trust and "that a moratorium be placed on the FCA, and its directors, precluding the sale of assets or the distribution of investments for purposes other than funding the arts". Ho Hum!

Solution to
HUSTLER'S
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XXX-Rated
XXX-Word:

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Andrew Donaldson

H

➔ From page 6

LEADING and that they have made all reasonable enquiries to ascertain such facts."

I mentioned to you that this was a legal document. The facts on share holding were accepted by ALL the directors of CA. We cannot now deny the accuracy of the facts.

My credibility is important to me. As this was part of Economic Empowerment of the Black people by SANKORP, it is dangerous to now claim that blacks were merely being used and they are not entitled to what they were told. It would embarrass the eminent directors on the board if it can be revealed that CA was deluding the unsuspecting and gullible black shareholders. This would be tantamount to using the poor blacks to dupe Big Business into believing they are creating a Federale Volksbeleggings for them, when in fact the shares they held before listing, and after, have been secretly repossessed. I told you that I will not be used like that to legitimise Black Economic Empowerment when it is not so.

If all the shares were yours, why did you allocate them to me and involve my black face in believing that what is written in a legal document is correct? You never said these shares are being "housed" in my name merely so that you can re-allocate them once the "listing Black Show" is over!

You should have declared and not seek to legitimise your intentions through the Black economic empowerment

vehicle created by SANCORP and ARGUS. I am sure Sankorp (Mr A du Plessis and others) would be shocked to discover that their dreams and effort of empowering blacks have been hijacked and are now being looted by you. Your answer that I did not pay for them is irrelevant because you did not pay for them yourself. You allocated R2.4 million shares to me in a legal document and I demand that that legal position stays.

I shall inform the chairman, Dr Motlana, and the other directors. I am sending this letter to all of them. I feel so strongly about being abused that, if the board does not solve this amicably, soon, I shall take my case to many quarters, including the Serious Economic Offences Dept, SANKORP, the Justice Ministry, Trevor Manuel and the Constitutional Court. Justice will be done. Fortunately, this constitution is really for the underdogs like me. I shall crusade for justice. You should have told the world, including the black people, that all this belonged to you. You should not have used our people Jonty! My aim is to regularise the situation. It's not a threat.

Your answer was that I am free to do as I please. Even now I say let us resolve this in a constructive and brotherly manner, or was I a brother only when you were penniless?

(sgd) Paul Gama
 cc All Directors

FUN AND (WAR) GAMES

As South Africa's Independent Broadcasting Authority considers the pluses of independent TV and radio channels, catering for minority interests, they might pause to contemplate the following report from Louisville, Kentucky:

In television advertising's constant battle for our minds, a Louisville, Kentucky company will soon mount a new offensive - The Military Channel.

Due to be launched this month, the cable-TV network will offer 24-hour coverage of warfare both past and present, as well as documentaries and afternoon war movies, and a home shopping programme that will supply combat and adventure gear to mail-order mercenaries. The Military Channel is the brainchild of retired Army Lieutenant Colonel Steven Titunik, who hopes to enlist an audience from among the 48 - 50 million Americans who currently serve in the armed forces or have an interest in

military-related activities.

The new cable channel is part of a growing trend in the television industry, code-named "narrowcasting" in adpeak. As the reality of 500-channel broadcasting looms, advertisers are finding it increasingly difficult to decide where to spend their television budgets. Since more options mean more competition for viewers' attention, broadcasters are offering narrowly focussed programmes to sell products to "niche markets". Also in development are other narrowcasting channels including the Game Show Channel, the Golf Channel, and the Therapy Channel. Bombs away!

- Philip Krayna. *Adbusters.*

Paul Gama is not the only one who has had his share allocation altered since the listing documents were published. Franklin Sonn has had his reduced - because, away in Washington, he is deemed to have that much less influence?. Dikgang Moseneke, too, no longer features in CAL or NAIL - but in his case the reasons could be different. He has since become head of Telkom. Telkom is looking for a "strategic" corporate partner. Any contender that comes with empowered blacks in its entourage, has an obvious advantage. Corporate Africa is said to be in the running as part of such a package. As Chairman of Telkom, Adv. Moseneke might be in a position to direct a chunk of the action CAL or NAIL's way - but only if there is no obvious conflict of interest, of course. Who the blacks are who stand to be empowered, we are now not too sure. But, should Corporate Africa or NAIL gain a stake in Telkom's partner, some white men we know stand to have their already considerable economic power still further enhanced.

(Wonder who nominated Moseneke for the Telkom job ... ?)

P.S. What happened to Moseneke's shares? Did he sell them? If so, how much was he paid for them? Are they perhaps currently held by a trust administered by Fisher, Hoffman and Sithole? Watch the press for details.



MIDNIGHT IN THE GARDEN OF GOOD AND EVIL

by John Berendt (*Chatto & Windus*)

This has got to be one of the best books I've read in the past year. It suffers from an unfortunate title and cover illustration - a gravestone figure photographed in the Bonaventure Cemetery in Savannah - both of which give a totally wrong impression of morbidity. When I first read a borrowed copy, bought by a friend on a trip to the US, I couldn't believe such a fascinating book wasn't available here, so I phoned the local publishers - Random House - who told me that the book had been the "sleeper" of 1994 and, unheralded, had sold a surprising number of hardback copies in South Africa. A best-seller overseas, it is now available here in paperback.

The story began when in the early eighties freelance journalist John Berendt, who had worked on *Esquire* and edited *The New Yorker*, took advantage of an airline price war that was raging to take weekend trips around the United States. One such excursion landed him in Savannah in the deep South. The city had intrigued him since, at the age of 10, he had read *Treasure Island*, in which it is described as the place where "Captain John Flint,

the murderous pirate with the blue face, has died of rum before the story begins". Later, in *Gone with the Wind*, Margaret Mitchell referred to "that gently mannered city by the sea." And then there was that yellowed copy of the Savannah Morning News, April 2, 1914, which Berendt discovered lining an old chest in his bedroom, and which carried the inexplicable and strange account of one Sadie Jefferson:

TANGO IS NO SIGN OF INSANITY, HOLDS JURY

Decides that Sadie Jefferson is not Insane

It is no indication of insanity to tango. This was settled yesterday by a lunacy commission which decided that Sadie Jefferson is sane. It was alleged the woman tangoed all the way to police headquarters recently when she was arrested.

For Berendt, all this gave an exotic glamour and mystery to the city - which was not dispelled by the reality when he got there. On the contrary, he was even more intrigued by the place, which he found was in a sort of time warp, cut off from the rest of the country. So intrigued was he that he eventually hired a small apartment so as to spend more time there.

Once in residence, he soon got to know many of the strange and eccentric people who lived in the old, well-preserved heart of the city.

At this point Berendt's talents as a writer and observer could have allowed for the creation of an excellent travel book, or even a first-rate novel. But fate took a

REVIEWS BY MAUREEN BARNES

THE RAINMAKER

by John Grisham (*Century*)

Grisham has dedicated his sixth novel to American trial lawyers. Well, we all know about them, don't we? Interestingly enough, his hero this time, although a lawyer himself, is not very impressed with anything to do with the law. Rainmaker, apparently, is the nickname given in the US to a lawyer who generates big bucks - which seems to indicate that there are actually some who don't.

Rudy Baylor is anything but a rainmaker. From a working-class background, he's just finishing law school and, if he passes his finals, has the promise of a job with a small, unfashionable firm in Memphis. However, before he can take up the post, the firm merges with a trendy, ivy-league firm which definitely has no room for the likes of him. By now it is too late in the year to find any vacant junior post, so our hero - up to his ears in debt - has a problem. Worse, he uncovers a medical insurance scam and gets involved - as a suspect - in a murder.

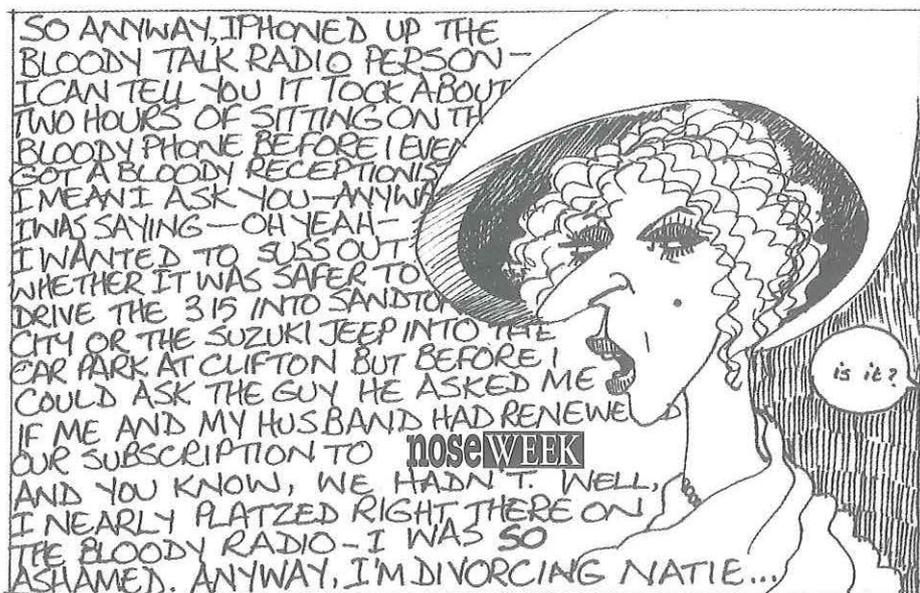
Why say more? As usual, Grisham draws credible characters and intricate, murky legal plots. Light the fire, get the chocs and read on.

hand and the ensuing events once again demonstrate how Fact can confound Fiction with a flick of her little lace handkerchief.

It happens on 2 May 1981, when in the small hours of an early summer morning, a corpse is found in the sumptuous study of one of the Old South's grandest mansions. Berendt had already become very familiar with the mansion - and so will the reader as this remarkable real-life account of death and decadence unfolds, with old Savannah as its monument.

Is it murder, or is it self-defence? Breathlessly, we follow our author in his search for the truth. It's a tale of violence and sexual ambiguity; of gossip and scandal; of long, languid days and steaming nights in the land of Scarlett O'Hara, and to add spite to your Mint Julep, there's more than a dash of voodoo.

Not just a travel book - though it makes a great guide and Peter Mayle says he wishes he'd written it; not just a murder mystery - but it's that too. This book has been called "the best non-fiction novel since 'In Cold Blood'". I think it's better. Judge for yourself.



noseWEEK

Smalls advertisements to be received by 1st day of month of publication. Charge: R10 for up to 15 words, thereafter 75c per word.

PERSONAL

- SUE PEACOCK** - My left hemisphere is dead - know any good head doctors? - M. [1096]
- PHOENIX** - Yes the info is useful. Call us. [0955]
- CONGRATULATIONS!** A superb magazine! For freedom of the press a plus! From Mary van Apeldoorn. [1616]
- ROBIN ELLIS** - Long time no lunch. How about it? Quale. [1226]
- UNDERPANTS, BRASIERE**, scants, jocks, gym-slips, longjohns, vest, nice lacey things with suspenders - ooh! (Damn - just getting into it) ... Our smalls ad, with love from Peter & Murielle. [1094]
- CONGRATS** on your appointment as CJ (Comrade Judge!). [1219]
- NON-SPOTTY DICK** seeks jam doughnut in order to fill the hole in her life. Phone Carl (0445)22470. [2760]
- BISCUITRAIDER** - Happy birthday, love Gladys. [2691]
- MAUREEN AND MARTIN** - Keep on leaving nose tone unturned. Love, Roger Makin. [1110]
- PAT** - May Scarborough be all you wish it to be - Maureen. [2770]
- MARK ELMES**: Two score plus 1! Good exposure: G+D Naybours. [2773]
- DEAREST ALLAN** - Here's another year of "thrills + spills" with noseWEEK. Enjoy! With love, JO. [1596]
- KITTENS WANTED** - Phone Nick (011)6480560 after hours. [1316]
- JOHN MULLINS** wants you all to know that he loves the entire mankind - dearly. [1176]
- JIM & MURIELLE** I greet you, The Wandering Suit. [1173]
- PAT ROGERS** - Making sure you never face the disaster of missing a copy - Bob. [2774]

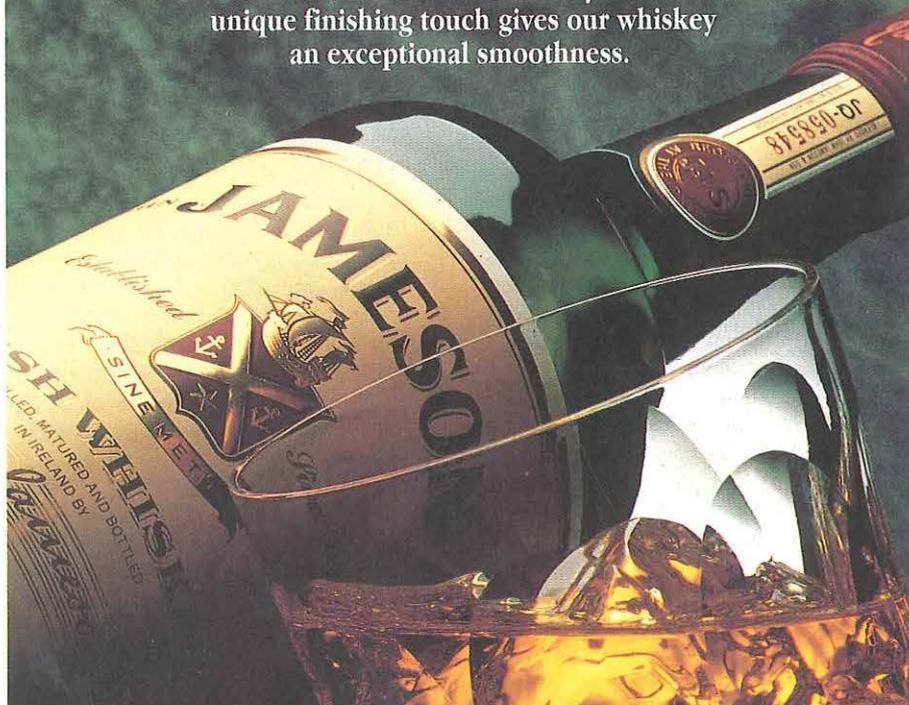
BUSINESS

- WINE & DINE** at Chez Michel Restaurant, 41 Victoria Rd, Somerset West. Continental cuisine. Ph.(021)516069. [1136]
- CASINO EQUIPMENT** from Toptable - all layouts and accessories - top quality. Ph (011)7061696 or fax (011)7061678. [2718]
- RHYMES** for all reasons - Witty, personalised poetry (or prose) for absolutely any occasion. Ph Maggie Follett (021) 4612484. [0700]
- SHAKESPEARE** Modernised - spirit and metre sustained - students understand, learn and really enjoy! Phone Heinemann's or (011)6489682. [1461]
- DRS KRIGE & MULLER** General Practitioners, Hout Bay. Tel.(Surgery) (021)7903120; Res. (021)7903878. [1337]
- FOR ALL** Your Fabric Needs call at Textiles Unlimited, 18 Solan Rd, Cape Town, 8001. [1130]
- "LOVE POWER"** - New sensational herbal space age high voltage, super [Enough - Ed.] energy stimulator. Write High Food Additives, Box 1182, Houghton 2041. [2542]
- PIETERMARITZBURG'S INSURANCE** Broker - Don't be exposed to higher premiums. Contact Dale Cavell Clarke Ph (0331)947281 or Fax (0331)949450. [2746]
- SAVE UP TO 60% ON INTERNATIONAL** Phone & Fax calls. Ph Schneeberger (011)7823653. [2735]
- INVESTOR PROTECTION** - Join the Shareholders' Association of SA. Ph (021)451240. [2712]
- HUYSAMER STALS INC.** - Members of the Johannesburg Stock Exchange. [2700]
- INTERESTED IN SMALL** engraved signs? Phone Phil in Port Elizabeth (041) 544973. [2696]
- PROFESSIONAL FINANCIAL** Planning, Insurance, Unit Trusts, Tax - Phone Iona Sacks (021)458911. [1362]
- BUSINESS CRIME:** Intelligence and investigations internationally. Who nose what we can do for you? Ph (011)8050923 or fax (011)8051303 for Johan or Peter. [2077]

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