news you're not supposed to know

noseweek

R28.80
(including VAT)

79

MAY 2006

PROUDLY SOUTH AFRICAN

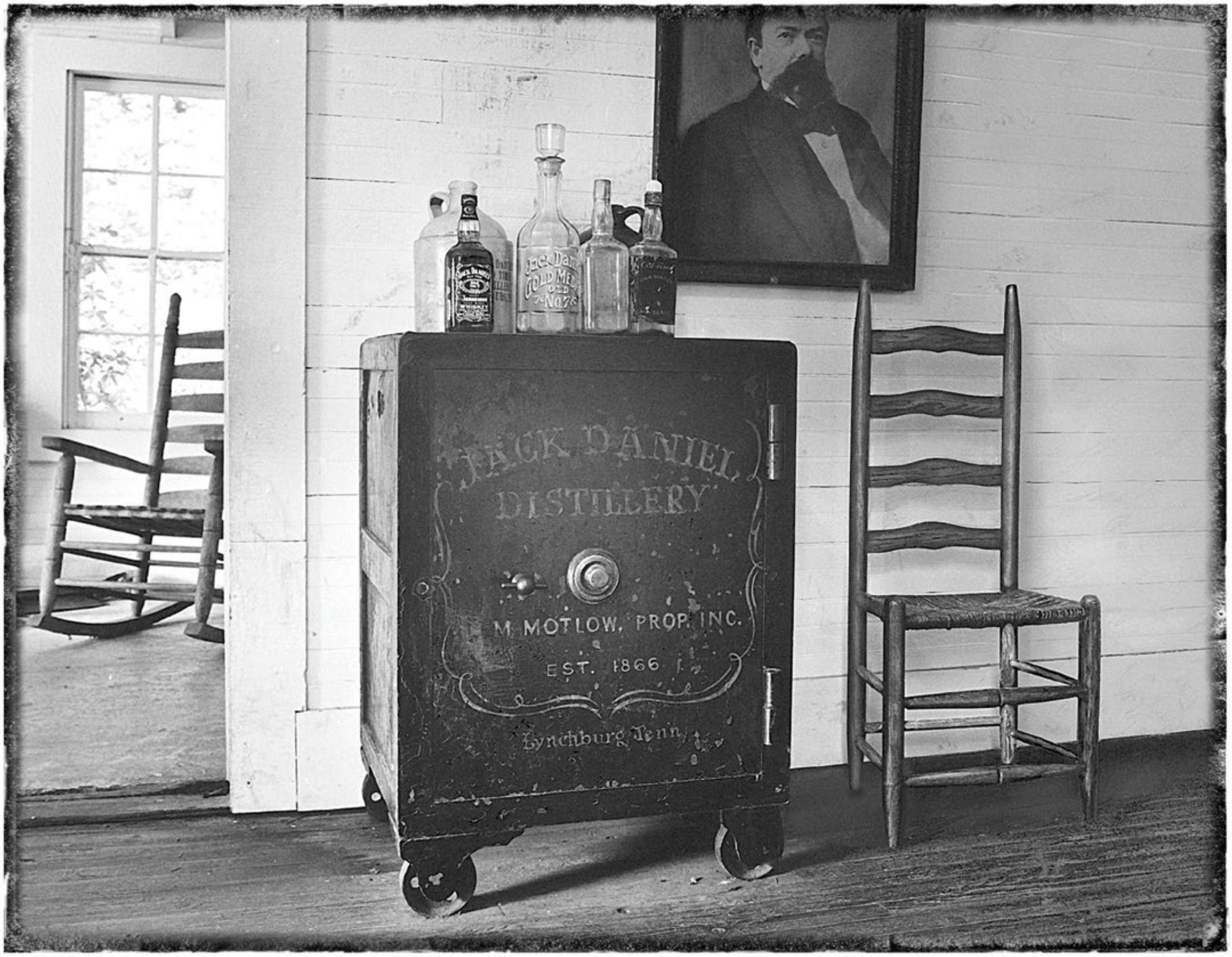
ARE THE WHEELS COMING OFF?

Why did Wendy Lucas-Bullshit lie about the Rolls R2m?

Maybe Saki Macozoma knows...

Mutiny and mayhem at the Royal Cape Yacht Club

9 771025 104042



MR. JACK DANIEL PASSED AWAY DUE TO AN INJURY HE SUSTAINED WHEN KICKING HIS SAFE EARLY ONE MORNING AT WORK.

MORAL OF THE STORY: NEVER GO TO WORK EARLY.

JACK DANIEL'S OLD No7 BRAND TENNESSEE WHISKEY

www.jackdaniels.com

Not for sale to persons under the age of 18. Please drink responsibly.

GDH JDS060406

noseweek

MAY2006 ISSUE79

Illustration: DR JACK

10 Proudly South African's members bail out

SUBSCRIBE to noseweek and SAVE R68 on the shop price: see PAGE 27

Fund-loving

Congratulations on your exposé of the Seifsa pension fund rip-off (*nose*78).

The R11 billion is not a surplus. Seifsa conned the Minister of Labour into forcing all employers in the industry to contribute to the fund that had in its rules the provision that employees withdrawing from the fund with less than 10 years' service got only their own contributions back. The employers' contribution of R11 billion is now left behind in the fund to be grabbed by Seifsa and Numsa. Please take careful note of the leading roles played by the Registrar of Labour Relations, the FSB, and those legal luminaries J Gauntlett SC and MJD Wallis SC.

Jerome
Barrydale

Run of the Milne

I'd like to add the following tidbit to the biographical note on Joseph Milne that appeared in your report (*nose*78) about the dispute between his descendants.

Many years ago when I was an apprentice accountant, I had to do some minor accounting chores for the wife of the former convict, Joseph Milne. I was told by a senior clerk that Milne himself never visited the office: his wife (not his first wife) knew everything that had to be known about the Milne business empire.

After all, she had been Milne's private secretary and, it was said in our office and further afield, he had married her to prevent her from being forced to give evidence against him during his trial. That was probably why he received only a three-year sentence.

By the way, are we supposed to feel sympathy for any of the current combatants?

Ben Temkin
Balgowan

You may or you may not – but noteworthy, surely, is how the consequences of the decadent pursuit of wealth ripple on through the generations. – Ed.

"Are we supposed to feel sympathy for any of the combatants [in the Milne affair]?"

Shame on you!

I must express my great disappointment at your personal attack on Donny Gordon and his son Richard.

You could devote a whole magazine to exposing the human frailties of public figures and entertainers, but then you'd be no more than a gossip mag.

Indeed our Sir Donald came to the arts and other recreational activities late in life – but is it wrong to fast-track entry into that world? His donation to the arts was a significant gesture.

Donald Gordon is a great South African; rather count and relate what he has done for us: Besides the untold sums donated to universities, old-age homes and a state-of-the-art teaching hospital, his foundation has funded many projects of value to us ordinary South Africans. The teaching programmes alone will contribute vastly to our young democracy's future.

Your magazine is respected as the champion of the unjustly done-by and the enemy of corporate greed. Your readership would be more interested in the mechanics of the abuse and misappropriation of investor's monies than in your uncalled for foray into Donny Gordon's and his son Richard's personal lives. Shame on you.

John Rintoul
www.alphasorb.com

"Other recreational activities"? I'm not sure the lady in question would appreciate being categorized in that way.

For the record: we neither attacked, nor judged the Gordons. However, with such a disproportionate percentage of the country's resources in their hands, we reckon the mass of ordinary mortals are entitled to be interested in what they do with it. We are also interested in the standards they set when it comes to the division of assets on the dissolution of a marriage. – Ed.

Gus

Daddy, is Heaven a gated community?

The Baker beating

Having read in *noseweek* about Wayde Baker's beating by St John's boys at a party – and having run a "busful of bullies" for St John's for 15 years (1984-1998), I think it would now be appropriate for St John's to start a "shame" fund to compensate Lynne Baker for her huge expenses.

Lynne's "higher form of justice" will prevail if pupils, past and present, each pay R100 towards replacing Mrs Baker's home and paying for the surgery performed on Wayde. Small compensation – but appropriate!

May all schools be co-ed in the future: Boys' schools BASH!

Alison Muller
Johannesburg

Beer with us

Paul Scheepers' letter "Castle sell-by date" (*nose*78) refers.

Far from being a sell-by date, the Julien Code date on the bottom of a Castle Lager can – and on the neck of the bottle – is the date when the beer was packaged.

SAB prefers to tell our consumers how fresh their beer is.

The following numbers relate to the day and the year the beer was packaged on; the brewery it came from; the packaging line it was canned or bottled on and the time of day the beer was packaged. As an example, 030 6 A 10 14 38 – 030 6 indicates that the beer was packaged on the 30th day of 2006 (30 January 2006). The A is the brewery; the packaging line was Number 10 and the time of packaging was 14:38.

Michael Farr
South African Breweries
Johannesburg

Vodacom ripoff

As a typical South African consumer, I have become used to being ripped off for practically everything I buy, from groceries to medical aids, from vehicles to bank charges. I was also aware, but had no idea to what extent the cellular networks were "giving us one".

I have just been on a business trip to Hong Kong and China, and while in Hong Kong enquired about pre-paid airtime and the various contracts available. For around R250 you get 4 000 minutes plus another 2 000 off-peak minutes.

How on earth can I pay Vodacom R800 for 500 minutes – a cost of 25 times more! There is no way this can be justified or accepted, or do we just add it to our "being fucked over" list and bend down a little further?

Terry Billson
Port Elizabeth

Cartels and rip-off prices are as sure a sign as any of weak government. – Ed.

noseweek

Tel: (021) 686 0570 Fax: (021) 686 0573 noseweek@iafrica.com www.

Editor
Martin Welz
Managing editor
Marten du Plessis
Production editor
Tony Pinchuck
Gauteng bureau
Jack Lundin
Consulting editor
Ann Donald
Censor-in-chief
Len Ashton
Reporter
Jacqui Kadey
Cartoons
Gus Ferguson
Myke Ashley-Cooper
Rico
Contributors
Jemima Hund
Tim James
Harold Strachan
Hans Muhlberg
Marion Edmunds
Shellee-Kim Gold

Subscriptions
Maud Petersen

Advertising
Adrienne de Jongh

Subscription rates
Print: SA only R220 for 10 issues. Neighbouring states (airmail) R355; Overseas (airmail) Europe, Americas and Australasia: R375 (for 10 issues). **Online:** R250 for 10 issues (visit www.noseweek.co.za).

To subscribe by post
Send cheque with name, address and phone no. to:
noseweek, PO Box 44538, Claremont 7735.

To subscribe via Internet and pay by credit card go to
www.noseweek.co.za

Pensions scam beggars belief

In last month's issue of noseweek we exposed the scandalous strategies of the 'Men of Steal', the Seifsa-appointed trustees of the steel and engineering industries' pension funds, aimed at appropriating the R10 billion-plus in those funds labelled 'surplus', while the true owners are denied their share – or any say in the matter. Our article prompted a reader, who chooses to remain anonymous, to write us a letter that places all those issues in a broader, more devastating, context. We regard it as so important that we decided to place it on our Editorial page

The white-collar greed behind the abuse of working South Africans' retirement benefits by the captains of industry needs to be exposed to ensure that future generations' retirement benefits are protected.

noseweek's Seifsa article raised two central questions:

THE FIRST: "Just how did the [Seifsa] pension funds, in the space of a very short time, establish and accumulate some R11-billion surplus, when the same pension fund was the laughing stock of the industry because of its mediocre returns and pathetic benefits?"

The answer to the question is to be found in the word *surplus*, which, in the early 1980s, was re-defined by actuaries who, through unethical actuarial manipulation, gave a new meaning to money set aside to fund working South Africans' retirement benefits.

In the *Oxford Dictionary* sense of the word, little or no surplus ever existed. It was only after the actuaries contrived to give the word a new meaning that these large "surpluses" appeared from nowhere. They're an actuarial mirage.

Most of these "surpluses" first appeared when, in the process of converting members' pension benefits to defined contribution funds, they contrived to misrepresent members' "funding reserves". Applying unprofessional actuarial practice, disguised in actuarial gobbledegook, they re-assigned funds that had been set aside to fund members' benefits – and out of the hat came, one after the other, billion-rand "surpluses".

The "reassignment" of members' reserves was pioneered by a company called Alexander Forbes – yes, the same company that has recently been caught enriching itself at the expense of pension fund members by using a process called "bulking". In the early 1980s, under the direction of managers/owners such as Graham Kerrigon, Alexander Forbes were able to convince most of the captains of industry that by allowing Alexander Forbes to manage their company pension funds they would be able to release billions of rands that the company could use for its own agendas – a veritable trove of pension contraband.

A whole new pension fund "industry" was born.

Thanks to the illusions created by Alexander Forbes, millions of working South Africans, ignorant of these machinations, agreed to sign away huge chunks of their pension benefits, believing their best interests were being looked after and guarded by the Actuarial Society of South Africa, the Financial Services Board, the trustees and the auditors.

Suddenly, more than R200-billion started to “grow on trees”. Conflicts of interest were ignored, and good governance was thrown to the wind by the custodians of working people’s retirement benefits. Professional integrity became the joke of the day. As in a drunken orgy, enhanced profits and reduced company liabilities materialized out of nowhere. Trustees, many of whom were on company incentive schemes as executive directors, began receiving “very special” enhancements to their packages and retirement benefits. The deafening silence was sickening. Those paid to protect members’ best interests, the actuaries the trustees, the lawyers and the auditors, just rubber-stamped the obscene frenzy of predators. Ministers of finance, the previous pension fund adjudicator and the FSB, all looked on in silence, apparently awed by the scale of the exercise and the expertise of the rogues.

By the early 90s, Alexander Forbes had engineered the take-over of the management of most of the country’s pension funds. The sudden appearance of more than R200-billion of surplus caused great concern for the government, as there was no legislation in place to manage its distribution. Nobody asked the obvious question: could the rain of manna from heaven be real?

The Actuarial Society of South Africa might just as well have adopted the proverbial three monkeys as their emblem, as scores of their members joined the rape and pillage. Codes of professional conduct, requiring actuaries to act in fund members’ best interests, were of little consequence. The once proud society became a “fiefdom” of Alexander Forbes. Often enough, correspondence from the Actuarial Society was produced on Alexander Forbes computers; sometimes, mistakenly, even on Alexander Forbes letterheads. Most “independent” auditors and accountants bowed to the dictates of a single company’s practices – on the basis that they clearly understood where their bread was buttered.

By authorizing the misrepresentation of members’ reserves as surplus, the FSB became co-conspirators in convincing a whole society that the king was wearing a fine set of clothes. Everybody involved was too embarrassed to admit that they had been conned into what will one day be recognized as the largest misappropriation of funds in the world.

All governance structures in the industry, including the FSB and the police, were informed. They were told just how members’ funding reserves were being misrepresented as surplus. The chief actuary copped out by concluding that only the pension fund actuary was in a position to say whether members’ investment reserves should be preserved and transferred and that he was in no way concerned about the mysterious overnight appearance of hundreds of millions of surplus. The investigating police officer took a similar approach. He phoned Alexander Forbes to ask if there was anything untoward going on. After being informed otherwise, the officer then concluded likewise.

The “size of the leakage” was so enormous that talk on the street had it that nobody could afford to rectify and reverse the consequences. It would destroy too many “important” reputations, professional structures and even the economy of South Africa.

Perhaps the best description of the actuarial illusions created by Alexander Forbes was given by Prof. Anthony Asher, who at the time headed up the Department of Actuarial Science and Statistics at Wits. In an article published in the *Actuarial Societies Magazine* in the UK, he is quoted as saying “in my opinion, for what it’s worth – the reasoning that defends them belongs to the category of propaganda: believed only for its frequent repetition”.

THE SECOND important question: Just where were the unions while all this was happening? Cosatu was informed of what was going on.

It should be remembered that this terrible injustice, perpetrated against millions of working South Africans of all ages and colours and creeds, was done within a legal framework – the South African Pension Fund legislation. This same legislation forced all working citizens to join their company pension funds on the basis that the government did not want people to be a burden on the state in old age.

A captive pool of investments was created that could be raided at will.

For 40 years the actuarial, the auditing and the legal professions – all honourable men – legitimized, defended and participated in what one can only be described as legalized theft

The tragic consequence of the this well-intentioned legislation is that, due to a lack of governance, 96 out of every 100 working South Africans will become a Sanlam statistic and retire in poverty.

For 40 years the actuarial, the auditing and the legal professions – all honourable men – legitimized, defended and participated in what one can only be described as legalized theft. Their activities have helped systematically to impoverish most working South Africans. It was the FSB who was authorizing the ridiculous rules that allowed pension funds to confiscate members’ benefits when, for example, they left their place of employment after 9.5 years.

How did Alexander Forbes and others in the actuarial profession misrepresent members’ reserves as surplus? To find out, go to www.pensions.org.za

Perhaps the white collar culture of greed and a lack of accountability explains just how it was possible for Brett Kebble to “remove” illegally over R2.5 billion-worth of shareholders’ assets – and to do so in the face of his board, his public auditors and his shareholders.

I hope sharing my experiences and understandings of a dark period in South Africa’s history will throw some light on your investigations and exposures.

Good luck and well done from an ordinary South African who will be forced to retire in poverty.

A Victim of the Financial Industry of South Africa

Why did Wendy Lucas-Bullshit lie about the Rolls R2m?

THAT MYSTERIOUS R1.9m payment made by British defence supplier Rolls-Royce into the account of one-time Johannesburg attorney, Tiego Moseneke (*nose*78) gets ever more mysterious – as its implications become ever more serious.

So determined are the trustees of the Merlin Trust – specially set up to receive and administer the money – to keep its purpose secret, that one of them, widely esteemed businesswoman Wendy Lucas-Bull, at the time of the project CEO of First National Bank and chairperson of Business Against Crime, was prepared to put her reputation on the line by lying about it when first interviewed by *noseweek*.

In the absence of a full and proper explanation, a closer examination of the circumstances of the payment and of the powerful positions of the personalities involved suggest a number of disturbing possibilities.

Ex-FNB boss Wendy Lucas-Bull

IMAGES24.co.za/City Press/ George Mashinini

And how come money from a global defence company – which a couple of years later won an arms deal contract – was used to fund a National Prosecuting Authority 'special investigation'?

Rolls-Royce benefited from the award of a contract to supply Hawks like this, powered by Adour engines, to the South African Air Force

What, for example, does Saki Macozoma, former ANC backbencher, high-flying businessman (and chairman of the Standard Bank group), and presidential confidante at the centre of controversy within the ANC and the National Intelligence Service, know about the Merlin Trust and its links to the National Prosecuting Authority?

He has chosen not to return our calls.

In an affidavit handed to the Law Society, who were investigating his illegal use of trust funds, buccaneer attorney Moseneke claimed that the money was used for "a confidential high security project within the security and justice system". Which is probably closer to the truth than the explanation that his counsel, advocate Ishmael Semenya, subsequently gave judges hearing the application to have Moseneke struck off the roll of attorneys. Carefully omitting to mention the Merlin Trust, he suggested that Moseneke was paid the money by Rolls-Royce for a "country risk assessment" that he had done. That is without a doubt not true.

Indeed, *noseweek* has established that Rolls-Royce was not ever a client of Moseneke & Partners (with attendant client-attorney confidentiality privileges), as Moseneke's attorney Joe Nalane, led the court to believe. Nor were any of the payments from the trust account made on Rolls-Royce's instructions, as he further claimed in court. (Nalane has just joined top Johannesburg law firm

Werksmans as an equity director.)

But the fact that the money – which belonged to Moseneke's actual client, the Merlin Trust – was almost immediately misappropriated from the attorney's trust account for use in Moseneke's own speculative business ventures (a criminal offence) is but a side issue here.

No-one from the Law Society apparently thought to ask Rolls-Royce about the mysterious payment. We did.

In a statement sent from London on April 12, we learn that the R1,945,740 paid into the trust account of Moseneke & Partners in June 1999, was there as an interim measure while Moseneke attended to the formation of the Merlin Trust, the intended recipient that was to provide "support" for none other than the National Prosecuting Authority.

At a press conference held on 6 October 1999, to publicise the company's efforts to combat crime in South Africa, it was declared:

"It was the intention of Rolls-Royce in making this donation to encourage other private sector entities in South Africa to participate," said the company together with the Minister of Justice and the office of the National Director of Public Prosecutions,

The press release, issued on behalf of the National Director of Public Prosecutions by publicist David Barritt (more recently in the news as spin doctor and image-polisher of the late Brett Kebble), rounded up the donation to R2m and stated: "The award was made by Ralph Murray, director of Middle East and African Affairs of Rolls-Royce, in Pretoria and forms part of its social responsibility programme in South Africa."

All well and good – if not just a little curious.

So what wizardry was the Merlin Trust supposed to achieve? It transpires that it was established for the express purpose of handling the Rolls-Royce donation. Its high-powered trustees were headed by Saki Macozoma (chairman), who was then CEO of Transnet and is now chairman of Stanlib; Vusi Pikoli (then director-general at the justice department and now national Director of Public Prosecutions; Dr Nthato Motlana (of Nail); Conrad Strauss, then chairman of Standard Bank Group; Wendy Lucas-Bull, then CEO of FNB; Anna Stone from Rothmans International (British American Tobacco was the only other donor, with a R50,000 donation); and Rolls-Royce's Ralph Murray.


IMAGES24.co.za/Beeld/Felix Dlangamandla

Rolls-Royce's Ralph Murray

It's here that Trustee Wendy Lucas-Bull comes into the picture with her tuppence-worth. She says: "We definitely got the R1.9m and distributed it, plus interest. Whenever there was a disbursement needed we had a trustees' meeting and Willie Hofmeyr (head of the Asset Forfeiture Unit) presented a justification.

"Disbursements were in small amounts, mainly for infrastructural support. Willie came to the trustees and said 'this is what the NPA needs the money for' and then we authorised the payments."


IMAGES24.co.za/Beeld/Siddique Davids

The Asset Forfeiture Unit's Willie Hofmeyr

"We didn't spend it all at once. There were some computers, I think, and some contract salaries were paid to secretaries and admin staff."

Lucas-Bull refused to give us copies of the trust's audited accounts. She said our request would have to be approved by a quorum of the trustees, and this approval had not been received.

Why the big mystery? Well, it turns out that Rolls-Royce's donation was not used for the mundane purposes that Lucas-Bull cited. So why did she try to mislead us? *noseweek* has established that almost the entire R1.9m was used to fund what a reliable source describes as "an extremely sensitive" investigation conducted on behalf of the NPA's Asset Forfeiture Unit. *noseweek* has established that, in fact, R1,798,510 – the single biggest payout of Rolls-Royce money – went to international investigators Kroll Associates on 16 March 2000. This amount was the rand conversion of Kroll's invoice for £175,000.

What Kroll did for the money all those involved refuse to say.

It may seem odd that money from a global defence company (which a couple of years later was awarded an arms deal contract to supply the new Adour engine to South Africa's Hawk trainer fighters) was used to fund an investigation by an international firm of private investigators – on behalf of the NPA. And odd too that the trustees of the Merlin Trust – Rolls-Royce's man, plus some leading figures in the local financial community, were privy to the investigation.

What is it that Saki Macozoma, and other senior figures in the banking world, know about the activities of a government department that you and I are not permitted to know?

The question adds an eerie echo to *Business Day*'s portrait of Macazoma, published last year. A quote: "In the corridors of power and in elite social circles, Macozoma's power is openly acknowledged. He is close to former National Prosecuting Authority head Bulelani Ngcuka. Many detractors allege Ngcuka spent half his time with the NPA doing Macozoma's bidding."

Business Day also noted that Macozoma was the only one of a group of notable ANC politicians turned *über*-businessmen, who has maintained extremely close ties with the ANC government, and to have the ear of Thabo Mbeki. One wonders if he has whispered anything into it of the doings of the Merlin Trust.

We digress. Back to the money.

When the Asset Forfeiture Unit came into being in May of 1999, it had a staff of just five and a miserly launch budget of around R2m. (Since then, the elite unit's budget has grown to R40m.) Back then, the R1.9m from Rolls-Royce could well have delivered much-needed desks and computers, as was initially suggested to us by Lucas-Bull.

But Moseneke's accounts, as presented to the Merlin Trust and its auditors, show the single R1,798,510 payment to Kroll. Confronted with this, Lucas-Bull says the Merlin Trust authorised Moseneke to make the payment from his trust account (where he had hastily to return the money he had stolen).

By April 2000 the Merlin Trust had set up its own account at Standard Bank. On April 13 that year Moseneke credited the trust account with R149,536 interest (which the trustees considered to be on the low side). And the following day the trust fund's balance of R301,026 was transferred to the Merlin Trust's account at Standard.

The accounts of the Merlin Trust reflect a February 2001 fee to Moseneke of R10,000 for his services. Lucas-Bull says the attorney had put in an invoice for R66,000, but the trustees judged this excessive.

Treasurer of the Merlin Trust was Clem Goemans, who in 1999 was 62 and in the process of retiring as a director of Standard Bank Group, where he was company secretary. Lucas-Bull says that Goemans did the trust's accounts from his Northcliff home. She found him "quite old, quite infirm and just a bit vague" and eventually arranged for Graham McPherson, managing director at FNB Trust Services, to take over the trust's books.

Goemans, who will be 69 this month, says he cannot remember anything about who the Merlin Trust received money from, or when. "I don't have that kind of memory of that stuff," he says. "I was treasurer and secretary of the Merlin Trust, but when I retired I washed my hands of it. What you guys are dealing with is heavy duty stuff. I wasn't too impressed by his [Moseneke's] operations."

Anyway, the Merlin Trust got its money and it seemed that that was that. Until accountant Vincent Faris, acting for the Law Society, got his hands on the books of Moseneke & Partners.

And these revealed a host of intriguing payments – not one of them, says Lucas-Bull, known of or authorised by the Merlin Trust.

Faris, a veteran in his 70s who is author of the lawyers' bible *Practical Bookkeeping for Legal Practices*, declines to speak to *noseweek*, but through an intermediary said that he found no mention of the Merlin Trust anywhere in the Moseneke & Partners books.

Wendy Lucas-Bull, who has just started up an investment company in partnership with Cheryl Carolus, South Africa's former High Commissioner to the UK, says that after April 2000 and for the next couple of years the Merlin Trust made its own disbursements to the Asset Forfeiture Unit. She belatedly confirms that Rolls-Royce's R1.9m went to fund just one major NPA investigation.

Lucas-Bull also now admits that it is partly at unit boss Willie Hofmeyr's request that the audited accounts of the Merlin Trust must remain secret. "The financials show the names of the individuals who were doing investigative work and data sourcing for the NPA, and Willie doesn't want these names disclosed."

She says that FNB Trust Services will launch an investigation into the R45,740 shortfall between the R1,945,740 that was shown as the initial deposit in Moseneke's trust account and the R1,900,000 figure in the faked-up trust account records the attorney presented to the Merlin Trust.

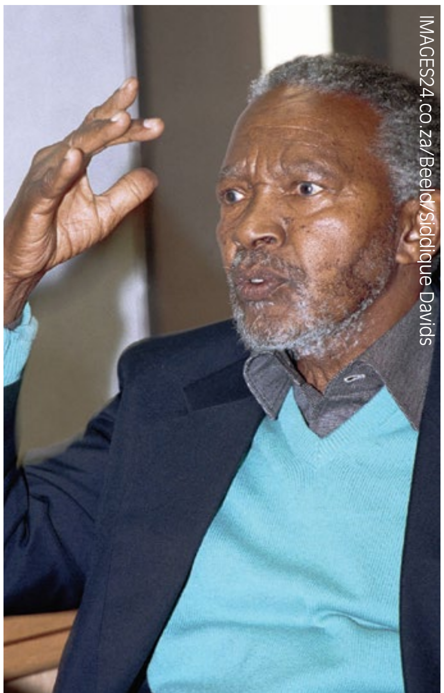
FNB Trust Services is now winding up the Merlin Trust. There's just R35,000 left in the kitty, which is being held for an income tax settlement.

■ Last month, with fellow New Platinum Corporation director Gopalang Makokwe, Moseneke was due to appear in the Commercial Crimes Court on charges of fraud, theft and contraventions of the Companies Act. The charges stem from their time as directors of New Diamond Corporation. NPA spokesman Makhosini Nkosi was unable to clarify the status of that case, or produce the charge sheet. **n**

IMAGES24.co.za/City Press/Bongani Mnguni

Über-businessman Saki Macozoma

What you guys are dealing with is heavy duty stuff. I wasn't too impressed by Moseneke's operations



IMAGES24.co.za/Beeld/Siddique Davids

Nthato Motlana of Nail

Picture: Sunday Times

BUREAUCRAT: Proudly South African CEO Manana Moroka

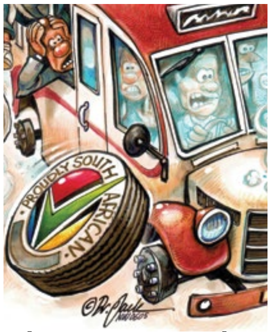
Wheels come off at Proudly South African

THE OFFICES of Proudly South African are to be found on the second floor of an unassuming two-storey building in leafy Jellicoe Avenue in Rosebank, Johannesburg. The other floors are occupied by Nedlac (National Economic Development and Labour Council), where the "social partners" of business, labour, government and community meet to debate and thrash out legislative and development issues.

The two organizations are not just close neighbours; Nedlac was midwife to the birth of the Proudly South African campaign after the 1998 Jobs Summit had identified the need for such a "buy local" campaign, and Nedlac chief Herbert Mkhize is also chairman of Proudly South African.

Today, Mkhize – who has his hands full "herding cats", as a former Nedlac director described the job – probably wishes he wasn't.

"Proudly South African is in crisis," says a former director of the board, who is familiar with the campaign. "Members are pulling out, staff are abysmally unhappy and there is no direction."



Why are members bailing out of the organization that was supposed to make us all beam with pride?

According to a source close to the campaign, the number of paid-up members has dropped from more than 2000 when founding CEO Martin Feinstein left, two years ago, to only 1300 paid-up members today.

"We didn't receive what we were promised," says Erik Jansen of NH Hotels, who resigned from Proudly SA last August. "We could never get anyone there to talk to us. The first call we got was when they received our letter of resignation. They said they'd be coming to see us - but we haven't heard from them since."

Among the bigger players who have pulled out are SA Breweries and PG Glass. Anglo Coal are "seriously reconsidering their position". "In view of the huge fees we are required to pay, we're having to ask ourselves: Is it worth that amount of money for the cause?" says spokesman Johan Snyman. Nola Foods, too, are having a serious rethink. "Based on the current formula, we're having to pay huge amounts to use the logo, when our competitors simply use the South African flag for free," says brand executive Stuart Silkstone. "We've tried for two years to renegotiate the rate, but can never arrive at a conclusion because of the dramatic staff turnover at PSA."

The problem, say some, is that the current CEO is too much of a bureaucrat, and not sufficiently business-oriented. However, in fairness to Manana Moroka, by the time she came on board (from the Department of Trade and Industry) the campaign had been leaderless, without a full-time CEO, for nearly 18 months.

The campaign was in good shape when Feinstein, who had been appointed on the basis of his status as a marketing and strategy guru, left after three years to return to business. The campaign didn't require more government funding, membership fee income covered monthly overheads, and there was a surplus of R15m.

When Feinstein started in 2001, the Department of Trade and Industry (DTI) promised funding of only R14m over two years – not a lot of money, considering he was expected to brand leading local products and run a massive national campaign to persuade 40-million people to "buy South African".

Feinstein and the campaign's chairman, broadcaster Tim Modise, went on the campaign trail and quickly managed to raise more than R45m in sponsorship, signing up major companies, retailers and media houses to go "Proudly South African".

Of course it wasn't all plain sailing. Many companies, including Sasol, Woolworths, Standard Bank and the mining houses, refused to join, saying they didn't need to belong to the campaign to be proudly South African. And the relationship between Modise and some of his fellow directors soured. There were heated clashes between Modise and then-director-general of the DTI, Alistair Ruiters, over the former's tendency to deal directly with the Minister of Trade and Industry, over Ruiters' head, as well as his apparent interference in day-to-day management. (Modise left shortly after Feinstein went.)

A staff member, who worked on the campaign at the time, said Feinstein was frequently exasperated by the board's failure to offer strategic direction, and by its lack of interest in operational issues. One business plan tabled by Feinstein was not discussed or approved for more than a year.

"But Feinstein still managed to take an idea and turn it into one of the biggest brands in the country," said a manager who worked there at the time.

"He was very demanding and, coming from a business background, found it difficult working in an NGO. But he was hands-on, and he listened to people. He worked with members, he made sure there were benefits for them, and he got staff excited. He did a damn good job of working with all the different groups with all their different agendas."

Feinstein and Modise brought six major sponsors aboard with three-year contracts worth between R6-million and R8-million each: SAA, Eskom, Old Mutual (which was the first company to share the vision and sign up), PetroSA, Telkom and Barloworld.

Today, there are no major sponsors and it looks like the campaign could be running out of cash. With a staff of 28 and operating expenses of around R1.2m a month, income from new members is averaging only around R20 000 a month. The R15m reserve that Feinstein left has been halved and, unless the DTI steps in again with more free money, or Miss Moroka finds some new sponsors quickly, there won't be much in the kitty to run any fancy ad campaigns or promotions to keep members happy.

GOOD SHAPE: Proudly South African ex-boss Martin Feinstein

All that is keeping the campaign going is the annual R14-million-or-so from renewals by existing members – and this income is dropping fast, by about R2-million a year, according to reliable sources.

Only recently, Proudly South African gave a R700 000 sponsorship to the Cape Town Fashion Festival – run by the Southern African Clothing and Textile Workers Union, whose general secretary, Ebrahim Patel, is a Proudly South African board member – despite the finance department warning Miss Moroka in an internal memo that the campaign could not afford this amount.

There's no doubt that Sactwu, through the festival and other initiatives, is leading the way in trying to restructure the local clothing sector in response to the Chinese onslaught, but several campaign staff believe this money would have been better spent on recruitment of members.

Sources close to the campaign say that organizations such as Business Unity South Africa (Busa represents around 40 industry and business groupings) are unhappy that the campaign seems too closely aligned to labour. Apparently Busa has written to Herbert Mkhize, raising concerns about the campaign.

Proudly South African members pay a joining fee of 0.1% (one tenth of one percent) of their annual turnover, up to a maximum of R500 000. So a company with a turnover of, say, R12-million, would pay R12 000 per annum to join. It's not a fortune, but any business, even one that is proud to be South African and wants to "do the right thing", is going to evaluate the results.

In the first three years, the campaign worked hard for its members, and the fee was not an issue for most companies.

Members could participate at low, or no, cost in promotions that profiled their products; networking meetings and business development workshops were held in various provinces; members could promote products to each other in special newsletters, and the campaign published a printed and electronic directory of all its members' products, which was distributed to decision-makers in government departments to remind them to "buy local".

The campaign even lobbied actively for national companies to win government tenders. Local computer companies, construction equipment suppliers and electric cable companies were among those who won tenders in competition against imported products as a direct result of Proudly South African's support or intervention.

Feinstein, said one Nedlac employee, would harangue Nedlac meetings and plead with government officials to give preferential tender points to Proudly South African members.

There is little of that advocacy today.

There is no directory of member products available, there are no national promotions involving members' products. Miss Moroka promised members in an e-mail last year that she was about to go on a national roadshow explaining the campaign's strategy to support members, but dates for this venture have not been announced.

One of the campaign's most serious current strategic blunders, according to a marketing specialist, is that it has failed to build on the relationships with the large retailers, established in the campaign's early years.

The truth is that the campaign needs the retailers more than they need the campaign, as they own the retail space where consumers can be encouraged to promote locally-made products.

Pick 'n Pay and Shoprite Checkers made a promising start in 2003, with store promotions and special logos for local products. Shoprite even painted huge logos on some of its big trucks. But now, Proudly South African is insisting that the retailers each pay a R500 000 membership fee, and they are baulking.

Dwindling cash reserves is only one of the problems facing Proudly South African. Campaign staff who are not among those who have been "imported" (with appropriate salary increases) from Miss Moroka's previous department at the DTI, beat a regular path to Herbert Mkhize's office to complain that their boss is not particularly adept at people management.

Three senior staff have left since she took office, which is a significant number for a small organisation. This reporter has seen staff sms each other about the "dragon lady" of Jellicoe Avenue. Her nasty memos are legendary. Chief among the complaints is that she frequently berates her staff publically, wagging a finger in their faces.

"The atmosphere in the office is very unhappy," says one. "The three managers and staff she has brought in from the DTI are not unhappy, because she feels they are loyal to her. But everyone who was there when she arrived is seen as some sort of threat, and can't do anything right."

Chief among the complaints against [Manana Moroka] is that she frequently berates her staff in front of others, wagging her finger in their faces

Membership manager Nndateni Ndou left in late 2005. He was followed by media officer Zweli Mnisi, and Melanie Leloup, the campaign's well-liked brand manager, who complained to Mkhize about her boss's behaviour, and told colleagues she just "couldn't take it any more". At least one other senior manager is planning to leave.

"There seems to be no strategy we are aware of," says the manager. "As a team that is supposed to be working together to promote a campaign in the interests of all South Africans, we are getting no leadership, no motivation and no direction. It's a terrible place to work."

Like many public service officials, Miss Moroka likes to have consultants around. Lots of them. Since she arrived, consultants have been engaged to: look at the brand and the member benefits; do a "due diligence" on the finances; look at the company's "business processes"; study the IT systems – and look at the marketing strategy (although this latter item is supposedly Miss Moroka's key area of expertise).

The current state of the website is a fair reflection of the campaign's decline.

The home page refers to the 2005 Homegrown Awards, even though it is the 2006 awards that are currently running. The last newsletter on the site is six months old. On the public website there is no campaign news after 2005. It is full of outdated information: the list of members still includes the names of many whose membership has long since lapsed; anyone wanting to join the "Supporters Club" and buy the "Pride Kit", both advertised on the website, will be disappointed – because there is no club to join and no pride kit to buy.

But what are members thinking?

Well, after meeting with Miss Moroka to hear her plans for the future, South African Breweries' directors made up their minds … and won't be renewing their membership. A major national hotel chain is also reviewing its membership, and technology company Altron is known to be unhappy with the way the campaign is going.

The campaign still has a high profile, primarily because so many companies carry the logo on their advertising and packaging. Many of these shouldn't be there, because they are not paid-up members and the campaign can't monitor whether the products comply with the 50% local content rule.

But behind the plethora of logos still out there, there is not much campaign substance. The brand's advertising presence is minimal. There are no longer any national radio and newspaper promotions featuring members' products and exhorting consumers to support them. As dropped-out members stop using the logo, there will be even less.

In fairness to Miss Moroka, she is just an executive manager. Real responsibility for the campaign and the performance of the management rests with the board, which has equal numbers of directors representing each of the four Nedlac "constituencies" – labour, government, business and community.

Proudly South African, while it has strong economic development, employment-creation and political strands in its make-up is, at heart, a brand campaign. Yet there is no-one with marketing expertise on the board.

Says one past board member: "I think the board, none of whom really understand marketing or branding, were unhappy that Feinstein had such a high profile. They didn't like the way he championed the campaign and so they looked for someone who would make the campaign run from behind the scenes.

"But a campaign like this needs champions who get out and give interviews, give speeches and make a noise, and that's not something that Nedlac or the board know how to do."

Many members thought that, by joining a "buy local" campaign in which Government was a key partner, they would benefit when putting in tenders against imported products or international companies. Wrong. There is no real procurement preference at national level for local companies, and Proudly South African status carries no weight, other than, perhaps, some emotional significance, in a tender adjudication.

Can the campaign be turned around? Can sceptical members be re-enthused? Can the campaign impact on procurement so local products do get preference? Can the board recruit, lead and inspire a team of people who have a clear direction, know what they are doing and run a meaningful and substantive programme of activities for members, that will inspire the buying public? Or is it just a question of finding bureaucratic bums to fill empty seats? These are some of the questions that need to be asked in the meeting rooms of Nedlac.

Is your company a paid-up member of Proudly South African? Do you think consumers support the campaign? Are you benefiting from your membership, or do you feel it is unfair to expect any benefits? Let us know.

Biscuit-maker poo-poos Woolworths in court

EARLIER THIS year, Western Cape baker Simon Mantell successfully used the threat of litigation to extract thousands of rands owing to him from the high-flying charity socialite Dr Lesley Szabo of the Paediatric HIV Foundation (*nose*76). Fortified by that victory, he's now butting heads with a more formidable opponent, the national retail chain Woolworths.

Mantell, the owner of Mantelli's luxury biscuits in Westlake, Cape Town, is sueing Woolworths for R1-million, after, he claims, one of the retail store's buyers, Denzel Greentree, told consumers that Mantelli's biscuits were not stocked on Woolworths shelves because they were "rancid".

Greentree was alleged to have made the remarks when enthusiasts of Mantelli's biscuits phoned him up to ask why they could not find their much-loved brand in Woolworths supermarkets. Two of these biscuit-munching Mantelli fans are to appear as his key witnesses when the case resumes in May.

However, Mantell has already had one round in court, where blows were traded in what has become a bitter battle over biscuits, recipes – and the moral character of bakers.

Woolworths legal representative, John Dickerson, suggested that Mantell was trying to dredge up information in order to embarrass the giant franchise. In fact, he accused Mantell of being a "muck-raker". He said that "rancidity" was not the reason why Mantell's products are not stocked by Woolworths.

In a strategic move, Mantell had applied for documentation to give substance to rumours that in 2003/2004, an incident of industrial unrest at Compass Bakery, Woolworths' existing biscuit suppliers, had undermined their promise of quality. The *Cape Times* report on the case revealed that the rumours were that employees had sabotaged product by baking dead flies and nail clippings into cakes, as well as relieving themselves in the mix, and mixing human faeces into pecan pie.

Mantell claimed in an affidavit that Woolworths had continued a relationship with Compass Bakery despite the question of quality issues.

However, Dickinson persuaded Acting Justice Chantal Fortuin that this evidence was irrelevant. Elements of the affidavit were, he said, " scandalous and vexatious". The judge then ordered the evidence of the nasty rumours to be struck from the court record.

(Woolworths says that it has complete confidence in Compass Baker and if they did not, they would not stock their products on their shelves)

In the opening round in open court, Woolworths also scored another coup. They successfully demanded that Mantell hand over to them the "composition of its product range, together with all the ingredients". Essentially he has had to hand over the amounts of butter, sugar, eggs, flour etc. in each product to Woolworths. However, Mantell gets to keep his grandmother's recipes – that is, how all the ingredients are mixed together – to himself.

According to the court order, both parties pay their own costs. Mantell says he has not kept count of how much the case has cost so far but he is eager for Round Two.

"There's a lot at stake," says the baker. "Woolworths aspires to be the most trusted modern retail brand in South Africa. People believe what they tell them. From my perspective the comments on 'rancidity' are not justified.

"I think businesses large and small need to be held to account. Woolworths keeps on harping on about integrity. As the owner of a much smaller company, the only forum I have available is the court. I have spent 18 years building up my reputation; Woolworths is rubbishing my brand." *n*

IMAGES24.co.za/Die Burger/Simone Scholtz

Mutiny at the Royal Cape

Shiver me timbers! Yacht club members want restaurateur to walk the plank!

ANGRY ROYAL Cape Yacht Club members have mutinied against a plan by flamboyant Cape Town restaurateur Mark Tarica to secure their waterfront premises for his franchise restaurant, Maestro's, for the next decade.

There has been brewing resentment of the swift deal clinched between Tarica and key members of the club committee earlier this year to outsource all club catering and its coveted premises to his Maestro's group. Antagonism reached such a pitch that the Club Commodore, Russell Vollmer, felt the need to admonish his fleet in a starchy March newsletter.

"Disinformation, misinformation, 'skinner', speculation, intrigue and secret recordings. Does this sound like Royal Cape Yacht Club? I'm disappointed in the manner in which some members choose to express their views," he said, before proceeding to justify the decision to turn the club galley, restaurant and bar over to Tarica. Although the plan had been challenged in a bitter meeting in late February, the committee went ahead and signed an agreement with Maestro's.

The club is battling financially, and Tarica's offer to upgrade the club's premises appears, at least on the surface, to have been the bait that pulled the yacht club in.

"There are no 100% guarantees in life but we believe that without this bold step forward our club is headed for extinction," said Vollmer.

"The needs of the many outweigh the needs of a few," said Vollmer's new business partner, Tarica, soon after the deal was clinched. "The agreements have been signed so the guys can scream and shout any way they want."

But at the next meeting in mid-April, the screaming and shouting continued and Vollmer had a rebellion on his hands. Over a hundred angry members who feel passionately about the club – it is more than a hundred years old – voted to throw out the Maestro's plan, following heated debate about preserving the club's integrity and mission.

Tarica is understood already to have submitted plans to the City Council in anticipation of a "multi-million rand" refurbishment, turning the drab Yacht Club into the profit-making glitzy Royal Cape Maestro's, open to the public. "The club is worn out, you can't revamp it without spending several millions," he says.

However, many club members have grave misgivings about the project, including rumours that Tarica is poised to include as a shareholder in Maestro Group Holdings the ANC's provincial leader, James Ncgulu. Tarica entertains a number of the political elite at his other Maestro's restaurant, situated at Milnerton Golf Course. Former ANC chief whip Tony Yengeni is among the guests who feel at home at his table, where he offers "classic South African-Italian fare" – pastas, steaks, seafood and friendly service.

When Tarica heard that the club was poised to renege on what he thought was a watertight deal, he was furious.

"Those lying, thieving, double-dealing bastards – this time they've taken on the wrong Jewboy!" he declared within *noseweek*'s hearing. As we were going to press, he was consulting his lawyers about an urgent high court interdict aimed at forcing the club to allow him to proceed in terms of the contract – a contract that the majority of club members have not yet had sight of.

The terms of the deal differ slightly, depending on who is talking. A source close to the negotiations told *noseweek* that Tarica will pay the club R1-million in up-front "key money" and then pay R50,000 rent a month. In addition, Maestro is said also to have pledged R4,5m over the next five years to upgrade the club buildings, which stand on what is arguably one of the most valuable waterfront sites in Cape Town. Vollmer, however, told his fleet that Tarica would make an upfront payment of only R200,000 and then give a bank guarantee to the club of R1m, which would be invested in the upgrade over time.

Our source says that the "contract" is to last for ten years. However, Vollmer tells the members that they would be bound by a "five-year outsource agreement". He said members will get discounts and the public are to pay "normal prices" and enter the restaurant through their own entrance. Some members are unhappy that, while continuing to pay membership fees, they would be losing exclusive access to their premises, and receiving, in exchange, merely the option of a discount at bar and restaurant filled with landlubbers with no membership. Vollmer did not respond to *noseweek*'s requests for information.

However, when contacted, one of the committee members who originally supported the deal, Bobby Heimann, confirmed that the deal with Tarica was off. He denied that there was a binding contract.

"All Tarica signed was heads of agreement," he said, "I don't know why *noseweek* is interested in this. There is no debauchery here. The committee made a decision and then was hauled over the knuckles (sic).

"I know Tarica but I don't know him socially. If he feels hard done by, there's nothing we can do. If he feels there has to be litigation, that is what the courts are for. He is welcome to phone our attorneys," said Heimann, adding further: "I've got no comment," and threatening to cancel his subscription to *noseweek* should the story appear in this magazine.

The dispute over the restaurant has generated a great deal of animosity between factions within the yacht club, with rising resentment towards the committee, in particular the members rumoured to have punted the deal in the first place. Questions are being asked about their integrity. There is also concern about the whereabouts of R1.2m paid in by members over the past year to upgrade the mooring and the jetty. The money has not been accounted for – allegedly - and the jetty remains unimproved.

Having calmed down a little, Tarica has dismissed this latest setback to his plans as "minor" and says the dismissal of his "agreement" with the committee was being "blown out of the water" by a "dissenting minority". He says the yacht club committee is consulting their lawyers. He suggests they are not in a position to embark on a legal battle with him because they are "broke".

"We have not yet been told to vacate; the yacht club is not in a position to cancel a contract. We are still firmly in control of the restaurant and the bar," he said.

Tarica said he had already spent about R500 000 on the restaurant, and was poised to break down walls and replace windows and carpets. He said he had also hired key staff and purchased catering equipment and there was no turning back now.

Those lying, thieving, double-dealing bastards – this time they've taken on the wrong Jewboy!

Car owner on his Beemer-ends

OPEN WIDE: The hapless Julian Rod with his ailing BMW

Julian Rod's R186,995 BMW 740i has been in the workshop since last September, while mechanics scratch their heads trying to discover what's wrong

IF YOUR car has ever had an idling problem that the garage can't fix, you will sympathise with Julian Rod. At the end of November 2003 the 45-year-old father of two paid R186,995 for a six-year-old BMW 740i from Aston Auto in Bryanston, Johannesburg. It had 112,287km on the clock.

Aston Auto is not an approved BMW dealer, although its ads for second-hand BMWs in Auto Trader proclaim "BMW Specialists" and state: "Our BMWs have gone through a full quality check."

Since Rod's dark blue 1998 Beemer had over 100 000km on the clock, it was no longer covered by BMW's Motorplan maintenance and repair policy. So he paid R5 244 for a two-year mechanical breakdown warranty with Motorite.

For a year, says Rod, all went reasonably smoothly. Some minor problems resulted in four claims to Motorite – for R3,825, R3,343, R438 and R350. All were promptly paid.

Then, shortly before Christmas 2004, the BMW started idling erratically. Rod took the car to his local garage, whose mechanics were baffled.

Next stop Joburg City Auto, South Africa's first black-owned BMW dealership. The Commissioner Street dealership had opened just a year previously to a fanfare of publicity.

And at Joburg City Auto Julian Rod's car sat for nine months as BMW-trained mechanics battled without success to find the cause of the erratic idling.

After some initial diagnosis, the workshop's view was that the "short engine" (engine block and pistons) needed to be replaced. Joburg City Auto notified Motorite of a claim, and gave a "rough estimate" of R70,000.

"That was the diagnosis, and with a V8 engine the cost is substantial," says Peter Callanan, project manager at Joburg City Auto. "Motorite eventually said they weren't going to pay. They had issues with the whole repair bill and weren't prepared to carry it."

So, no replacement of the short engine. And up to the middle of April 2005 the car sat gathering dust at Joburg City Auto. "We didn't do any repair work, we diagnosed, took pieces off, had a look," says Callanan. "And when that happens with an old car you start to break things. There are huge disadvantages to getting involved in a situation like this."

In May 2005 Rod appealed for renewed action. "We've got a very busy workshop, but we agreed to do it as we had time," says Callanan. That accounted for the next four months, to last September. "We used our guys who weren't busy to have a look at this car. We had a very good new mechanic and as he had time, he worked on the car. He got it running, but still couldn't diagnose the fault. The miss was still there."

The short engine replacement solution had by now been abandoned.

"It wasn't necessary, it was a lot of nonsense," says Callanan. "My opinion was that the fault was electrical. With the electronics of today there are many things that can cause a problem.

"Sometimes a miss can be caused by a torque converter. We got the engine running, but the moment it started to warm up it wouldn't idle. We checked the heat sensors, the black box, the relay box. We battled and struggled with this car."

Somewhere during all this, Julian Rod's BMW caught fire in Joburg City Auto's workshop. "It was a small fire in the engine compartment," says Callanan. "Sometimes you start a car, you get a backfire, there's loose petrol lying around on the engine block, it's going to ignite."

Rod had had enough of Joburg City Auto. But before the BMW dealer would release the car, its attorneys demanded settlement of a R21,000 bill – R18,000 of it labour – for work done. Rod complained to First National Bank – the black owners' financial backers – and Joburg City Auto withdrew its demand.

Peter Callanan maintains that the work they did on Rod's car in fact came to R32,000 in labour and parts. "We wrote this off. We wrote off all the work we did," he says.

Since last September the BMW has resided at the Wynberg, Gauteng, premises of Northway Electrauto, whose Adrian Diamond is said to be something of an expert on wayward V8 engines.

CAR BAZAAR: Aston Auto's advert which claims that their 'BMWs have been through a full quality check'

"The car came in with a misfiring and not running properly," says Diamond. "There was burnt wiring on top of the engine going to the injectors. The effect of the burnt wiring also damaged the throttle idle valve. We replaced the idle valve – that's R3,500 on its own. We repaired the burnt wiring.

"We realised we had problems with this car. We pulled off the intake manifold and saw the pipes weren't even assembled properly, the vacuum pipes were left off. Whoever had reassembled the car had done it in haste. Things weren't tight, not fitted properly.

"We stripped further and found the camshaft pickup plate was bent. We replaced that. Then we discovered that the catalytic converter had been removed. That poses a whole lot of other problems, because the car's computer is coded for a catalytic converter. We had to tow the car to a BMW garage to have the car recoded. They reprogrammed the ECU to remove the catalytic converter from the system."

The bill for all this came to R11,520.28.

Joburg City Auto hadn't picked up the basic problem: in fact, they probably caused some of the problems themselves

So, has the V8 engine expert tracked down the original problem: why the car won't idle? "Oh yes," says Diamond. "It's the cylinder heads. We did a compression test and found there was a compression problem on the right bank of the cylinders. Joburg City Auto probably hadn't picked up that basic problem; in fact, they probably caused some of the problems themselves.

"The only way to determine the real fault is to take the **To page 34**

Where there's smoke

If you thought the Air Quality Act meant we were all going to have cleaner air, then hold your breath – especially if you live in the Northern Cape – warns **Shellee-Kim Gold**

"**THE DAYS** of South African communities living under dense clouds of unhealthy chemicals and brown haze are numbered. Our people deserve and have the right to a healthy environment and air which is fit to breathe," declared Marthinus van Schalkwyk, Minister of Environmental Affairs and Tourism (DEAT) shortly after the National Environmental Management: Air Quality Act (AQA) came into effect on 11 September last year.

But if you thought you could breathe easily in the wake of these worthy statements, take a deep breath – except if you happen to be living in the Northern Cape. Then we suggest you hold your breath as long as you can, because the air that you breathe could cause you serious damage.

What the eminent minister failed to mention along with his lofty comments (above), is that, in the four years between the first and final drafts of the Air Quality Act, a little loophole managed to sneak in, allowing cement companies to burn hazardous waste items, emitting some of the most toxic chemicals known to man. This small piece of legislation, in clauses 26-28 of the Act, can cause considerable harm to both people and the environment. Why, how and by whom these clauses were added, remains a mystery.

The clauses are phrased in such a manner that cement companies are allowed to use "alternate fuels" to create their product. Up to now, cement companies have primarily used coal, sewage sludge, and aluminium smelter waste in their production processes. Now, they need only submit a simple request for permission to incinerate alternative fuels – which can include used tyres, hydrocarbon waste and plastic.

Apart from the environmental hazards associated with the burning of the latter – which we'll get to shortly – there is no mention of where those fuels can or may be sourced – another loophole that opens the door for South Africa to become the dumping ground for the developed world's hazardous waste. Which is where the alarm bells really start ringing: Burning Europe's toxic waste out of sight in Africa could be more profitable than the actual cement produced as the supposed object of the exercise. More of that in a later issue …

Back to the immediate issue – the pollution of the air that we breathe. Bobby Peek, director of environmental NGO groundWork, describes the clauses as "absurd". He explains that there currently is no policy to justify their inclusion in the Act. "No policy has yet been set in place by the DEAT to give guidance on the treatment of hazardous waste by incineration in South Africa. Yet cement companies are already putting out a perception that they are following public policy (which doesn't exist) and providing an 'environmental service' – which nobody has direction on."

Peek's greatest concern is around the effects the emissions from incinerating hazardous waste will have on humans and the environment. "Anything from the worst chemical waste such as hydrocarbons (leftovers from chemicals and coal) to the mercury and cadmium in crude oils and tyres are listed by the cement companies as some of the materials for incineration." Emissions are proven to increase when tyres are burned in cement kilns, producing the highly toxic carcinogenic chemical, dioxin. "There is enough evidence to show that cancers can be produced and high doses near cows result in their releasing dioxins through their milk. Once ingested it cannot leave the body except through breast-feeding when passed on to the baby."

The second largest producer of cement in South Africa, Holcim (a Swiss-controlled company formerly known as Anglo Alpha), has already been granted permission by the government of the Northern Cape province to begin incinerating "alternative fuels" at its cement manufacturing plant in Ulco. And, following the we're-promising-you-cleaner-air line of Van Schalkwyk, their PR people are already spinning us the tale that the burning of hazardous waste is actually going to be good for us – on the basis that using these alternative fuels will "significantly reduce coal usage" in the cement production process.

This spin was carried in a Sapa report that appeared on News24 and in the *Mail & Guardian* on 15 March, under the heading: "Using old tyres will benefit environment". Quoting Holcim alternate fuels manager, Johan Schoonraad, the report stated that "replacing traditional fossil fuels such as coal with chemically similar waste materials such as tyres, rubber, paper sludge, plastics, solvents, industrial tars and sludge is common practice throughout the world." He goes on to assure readers that a full risk assessment will be done and that Holcim will comply with the impending strict new emission legislation, as "clearly, people could be concerned about emission controls and possible health hazards". Clearly.

Interestingly, while the report refers to a continuing investigation into the possible use of waste materials as fuel at its Dudfield cement plant near Lichtenburg in the North West

Province (as distinct from the more recent project in Northern Cape), it omits to mention that the concerns of the town's mayor and the National Union of Mineworkers having been raised, the 2004 application there was turned down because Holcim had not provided exact details on the waste materials they planned to use. (It should be noted that Columbia has turned down a similar proposal by Holcim.) The other reasons for rejecting Holcim's proposal in Lichtenburg were that cumulative impacts were not considered and that the 2005 Stockholm Convention (to which South Africa is a signatory) on Persistent Organic Pollutants (POPs) identifies cement kilns firing hazardous waste as a potential source of dioxins, furans and heavy metals. Furans are one of the world's 12 most toxic chemicals. Once created, they cannot be destroyed.

So, why would the DEAT now be happy to say yes to the Northern Cape plan in 2006, and why is Holcim clearly still hopeful that the North West application may yet be approved? These questions remain unanswered, as calls to the DEAT's deputy minister, Rejoice Mabudafhasi, have not been returned.

While much remains murky, what we do know is that the deputy minister was taken on a visit to Europe, in 2004, by Holcim, with the purpose of "learning about tyre-burning kilns". She appeared to be persuaded by reassurances that plants in France and Switzerland were successfully burning alternative fuels with no adverse environmental effects – a debatable subject.

This debate came to a head at the first Conference of the Parties (COP1) of the Stockholm Convention held in Uruguay, in May 2005, according to a groundWork newsletter. The Stockholm Convention is the first global, legally binding instrument aimed at protecting human health and the environment by controlling the production, use and disposal of certain identified toxic chemicals.

At the conference, other African countries raised concerns about approaches by cement companies to the South African government to burn hazardous waste, fearing that if our government acceded to these requests, they would be next. Mabudafhasi in turn was concerned that other African governments were questioning the SA government's stance on the burning of hazardous waste in cement kilns. In a meeting with the South African NGO delegation (groundWork and Earthlife Africa) and the Global Anti-Incinerator Alliance (GAIA), "the [deputy] minister reassured us that our government would never allow the burning of hazardous waste in cement kilns and would meet our obligations as a party to the Stockholm Convention," says groundWork.

She appears to have been so impressed by Swiss hospitality that she has forgotten that commitment. To date, she has not responded substantively to any of the numerous requests for intervention by groundWork, in spite of the forthcoming Waste Bill.

Holcim's Environmental Impact Assessment (EIA) has also been appealed by groundWork and Earthlife Africa on numerous grounds. But Holcim's alternate fuel manager, Dr Schoonraad, appeared upbeat about the appeal's outcome. "Our company has spent 20 years doing research on this. People are selectively quoting a piece of document from the Stockholm Convention, rather than the whole thing. The statement says cement kilns are potentially the source of Persistent Organic Pollutants.

"There are other much more significant sources of dioxins in this country," he claimed.

On the question of storage, handling and processing of hazardous waste, Schoonraad said Holcim wasn't going to do anything until they received permission. "If the MEC decides Earthlife's case is not valid, we can continue."

On the other side, an environmental lawyer who is closely tied to the appeal and who wished to remain anonymous said there were very strong grounds for appeal. "The law says one needs to look at alternative ways of managing hazardous waste and Holcim hasn't done this. Another big question is: Does the company have the technology to prevent toxic emissions and to control furans and dioxins?"

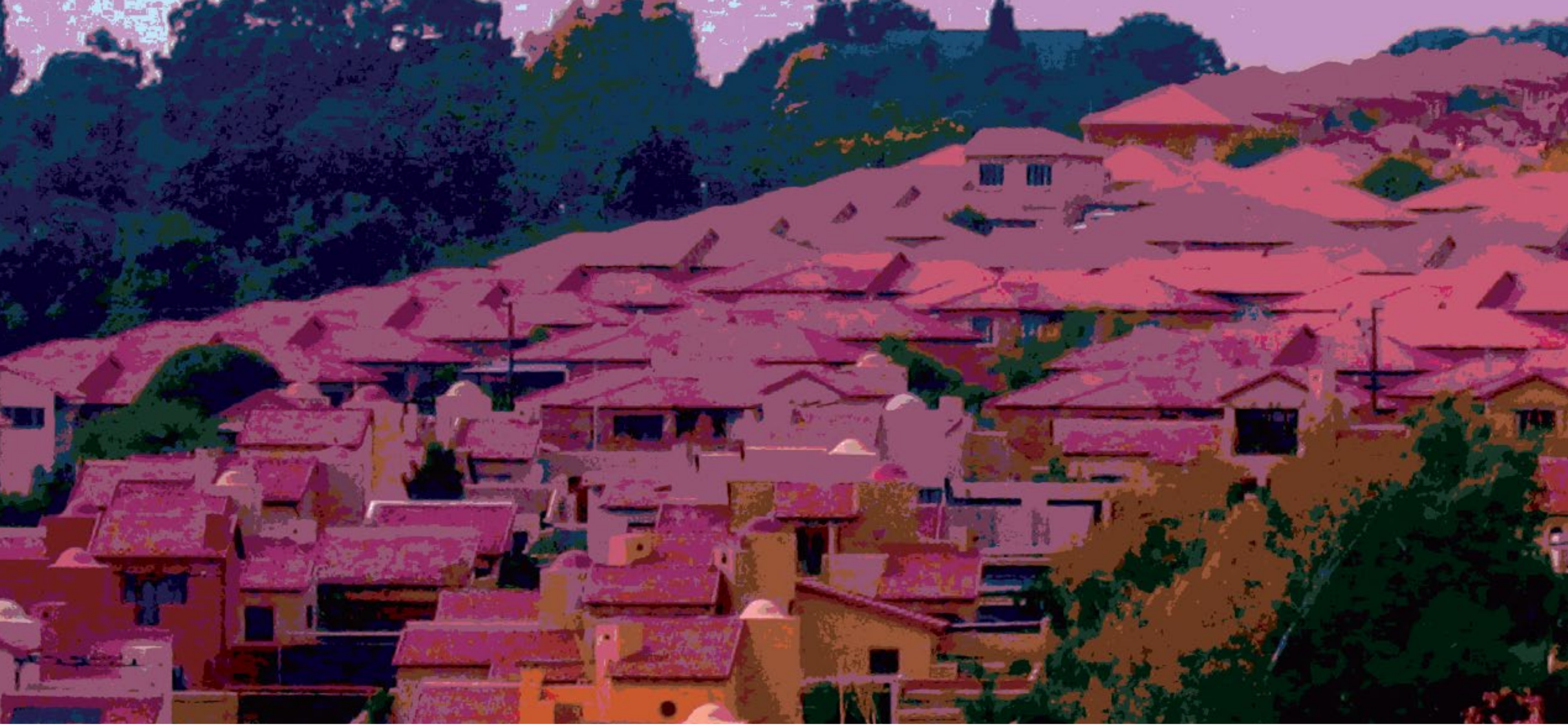
The lawyer said Holcim seemingly avoids dealing with the issue by claiming it doesn't know what the emissions are, or what, exactly, they're going to burn and in what volumes. "They make an assumption that their facilities will operate compliant with European standards for similar facilities", she said.

Apart from their particular concern for South Africans' right to clean air, what other motive could the cement companies possibly have for pursuing their agenda? Well, if South Africa becomes the dumping ground for hazardous waste, as Peek suspects it might, local cement companies can look forward to healthy profits. "A PPC cement company consultant admitted they were burning hazardous waste, and that profits would be around R45-million," he said.

Put that in your kiln and smoke it.

■ Historically, Holcim shared directors with another Swiss enterprise in South Africa: asbestos cement manufacturer Everite. Many South Africans have paid with their lives for that toxic enterprise. Lest we forget.

■ Twenty years ago another European entrepreneur tried to sell South Africa the "hugely profitable" prospect of incinerating shiploads of toxic waste from Europe: Mafia banker Vito Palazzolo. ■



Development rugby

There's a bit of a scrum in Gauteng's once-genteel North Riding, where former Springbok flyhalf Hennie le Roux is promoting the construction of 252 flats in his boss's garden

RUGBY ICON Hennie le Roux has become involved in a savage off-the-field ruck over a planned high-density property development that will see no fewer than 252 apartments crammed into his boss's garden.

Le Roux's boss is eco-tourism operator Steve Ellis, whose Visit Africa company organises tours to fragile vanishing eco spots. Le Roux, famed flyhalf for the Springboks and the Lions, is now 38 and has quit the rugby field to work for Ellis as managing director of Visit Africa and his other company, Events Unlimited.

One fragile eco spot that definitely won't be on their tour itinerary is the rambling tree-clad garden covering 2.6 hectares at the Ellis residence in North Riding. Ellis says he bought the property for development two years ago for "well over R1m". Le Roux, capped 51 times for the Springboks and a hero of the 1995 World Cup victory over the All Blacks, is helping Ellis bulldoze through a 100 units-per-hectare development in the garden, against the anguished protests of local residents.

A decade ago North Riding was a tranquil rural backwater on the fringe of Randburg. Flocks of sheep grazed on its fields. "It was a paradise: no traffic, very little pollution," says graphic designer Charmaine Zambetti. "That's why people moved out here, to get away from it all."

But today the once-secluded old house where Zambetti lives with partner Rob Bradley is surrounded by legions of encroaching cluster developments, which multiply by the day. Construction in North Riding is a seven-days-a-week operation. There's no let up from the dust, din and emerging monstrosities.

Says Bradley, a mine engineering manager with Murray & Roberts, who bought his house in 1995: "Slowly opportunism and greed overtook sanity, and speculation started with the sale of plots to developers. The building boom started, housing units were built overnight and the form changed from clusters to high-density monotonous blocks of brick and concrete. The view from Witkoppen Road is block after block of concrete, with no trees or greening.

"The situation is becoming untenable and a moratorium on future development should be imposed until the area has been reassessed and

HITTING THE ROOF: One of the thousands of high-density developments that are gobbling up the South African countryside

proper town planning completed.

"The area's just gone mad in the last three years and the services are not there," says Zambetti. "The infrastructure has collapsed. Raw sewage has been running across one road for the last year. All the roads need upgrading.

"There's not much community spirit because of the way people are living, all locked up in their little boxes. Restaurants and takeaway places have mushroomed. People go out, eat, come home and go to sleep. They don't live in these houses."

What's created this ever-growing enclave of "little boxes"? Forgive the town planning-speak, but North Riding falls within what is called the Northgate Mall Regional Node. As such it falls victim to the Density Policy and Nodal Policy as specified in what's known as the Regional Spatial Development Framework Policy document. Does that make sense?

The Density Policy discourages the "horizontal" spread of nodes and supports the "intensification of land uses" within and around nodal areas.

Zambetti is chair of the area's Three Rivers Residents' Association, which last September filed an objection to Ellis's first-step application to have his garden re-zoned from agricultural to Residential 3.

"The infrastructure is not adequate for further high density development in the area," Zambetti wrote to the City of Johannesburg council. "It would be reasonable to limit the residential densities to no more that 15 dwelling units per hectare, with a height restriction of two storeys."

Picture: Sunday Times

CAUGHT IN SHORTS: Rugby icons Hennie le Roux (right) and Francois Pienaar in their little boxers

In January this year, Hennie le Roux, accompanied by Ellis's architect Phillip Kleijnhans, met Zambetti and her two committee members, wrought-iron balcony maker Selwyn Griffiths and teacher Jane Feldman, to try and persuade them to withdraw their objection.

Sweet-talking Kleijnhans described himself to them as a conservationist who sits on the advisory council of something called the Earth Organisation, where his portfolio is responsible development. And Le Roux was the perfect gentleman, offering the latest news of his wine farm in the Cape. "Hennie's a nice guy, very sweet and charming and he saw our point," says Zambetti. "We decided we would withdraw our objection provided they reduced the density of the development to 50 units a hectare."

But halving the density of his intended Paperbark Estate would not be good news for developer Steve Ellis.

Construction will cost R55m, he says, plus a R3.8m "bulk services" liability to the council for upgrading roads, power facilities, water and sewage works.

Bram van Niekerk of Chas Everitt, the estate agents who will handle the sales and marketing of Paperbark, gives us its provisional price guide:

- 83 studios, ranging from R390,000 to R435,000;
- 60 lofts at R556,000;
- 68 one-bed units at R522,000;
- 41 two-bed units at R755,000.

That tots up to sales revenue of around R250m from 252 sectional title apartments. Halving the number of units would have a catastrophic effect on revenue – and profit. (Why, they'll make only 100% profit, instead of the anticipated 300%!)

Small wonder that the Three Rivers Residents' Association's cut-it-back request fell on deaf ears. After the carrot came the big stick, in the form of a March 29 three-page letter from Ellis's attorney Ivan Pauw.

The residents' "unreasonable and misguided" objection had caused a substantial delay and caused his client to suffer severe damages, wrote Pauw. The developer's application came within the Integrated Development Plan and Regional Spatial Development Framework; it complied with the City of Johannesburg's Density Policy. "The City of Johannesburg Metropolitan Municipality will have no other option but to approve the density of the proposed development," blustered Pauw in his chitty.

"This matter cannot be allowed to drag on any longer," the attorney declared. Unless the Three Rivers Residents' Association withdrew its objection by April 10 the matter would be enrolled for a formal hearing with the metropolitan municipality, a step which would cause further delays with direct cost implications. And should the matter not be resolved by April 10, members of the residents' association would be held individually liable for damages.

After the carrot came the big stick in the form of a three-page letter from Ellis's attorney Ivan Pauw

As *noseweek* went to press Zambetti told us that her Three Rivers Residents' Association has thrown in the towel. "We are withdrawing our objection because of the lawyer's threat," she says. "The principle remains, but we can't afford to have these wonderful principles."

Christo Botes, the DA's spokesman on development, planning and urban management, comments: "Individuals can be sued if they cause an undue delay and the developer has a financial loss. Especially if, at the end of the day, the council approves the application and finds it has been submitted in terms of council policy."

But attorney Pauw's threat has incensed Ralf Bitkau, the DA councillor for ward 101, in which the development falls. "I've gone through to the people from development and planning at the council and I've found out that this thing hasn't even been allocated to anybody yet," says Bitkau. "So they can't claim that Charmaine's objection has caused a delay!

"This is a lot of sabre-rattling by the developer; they're trying to remove the objection before the application gets allocated. The developers, with their attorney, are trying to make sure that by the time it goes to a planner there is no objection attached to it any more."

Bitkau says he's going to oppose the Paperbark development because of the impact to surrounding residents – he feels it will negatively impact on the resale value of their properties. "As a councillor I can't file an objection as such, it'll be a recommendation from my side to bring the density down.

"I'm the ward councillor, so this will carry quite a bit of weight. The density's far too high and I think they've misapplied the formula. They're basing it on certain sections of the town planning act, but ignoring other sections.

"If they halve the density to 50 units per hectare I'll be happy to go along with it."

Ruby Mathang, the ANC's respected member of the mayoral committee responsible for development, planning

LITTLE BOXES: Architect's impression of the development that will occupy eco-tourism tycoon Steve Ellis' garden

BLOCKHEADS: Site plan for the folly Steve Ellis plans for his garden

and urban management, says: "The principles are quite clear. Everyone has the right to object and they have to forward their reasons why they are objecting. If there are lawyers who are stopping people from objecting with threats, that could be construed to be illegal."

Architect Phillip Kleijnhans is unrepentant about his 100 units per hectare plan. "I deliberately did it that way," he says. "It has my total agreement. Densifying the busier nodes is one of the only ways [sic] you can alleviate traffic off the roads.

"One of the secrets of the most successful cities worldwide is that densities inside the city cores and the nodes are really high. This means you don't have all these thousands of people driving in from estates and outside suburbs into where they work. They're already there. It's a very sound urban principle."

Er, but surely North Riding isn't exactly in the core of the city, and residents don't work there – they commute from their little boxes? "They work 4km away in Fourways and all those office blocks that are developing in the area," insists Kleijnhans. "It's becoming an incredibly strong retail node."

Developer Ellis, 48, paints himself as some kind of social saviour. "You have squatters living on the river and this causes a sewer problem because there's not enough amenities for these people, there's not enough housing," he says.

"I'm taking that problem away. I'm flattening my house on the property because we have to have growth. There's no point having this big piece of land for one house whereas I can build 252 units for people to go and live in."

Good thinking, provided squatters can afford R390,000 for his cheapest unit, a one-room studio. And, for a R150-million-plus profit, we'd probably also make the sacrifice and "flatten" our own home.

Hennie le Roux, who lives in a cluster in nearby Cedar Lakes, plays down his role in the controversial development. "I've been asked to help where I can, with a bit of marketing," he says modestly.

Does he have a financial interest in the project? "Well, certain issues have been touched on, but I'm doing this more from my point of view to help my business partner [Steve Ellis] out. I'm not at this stage making money out of it at all. But when it goes to fruition we'll most probably come to an arrangement of some sort."

As for Charmaine Zambetti's protest, he says: "We can understand the issues that she has from an infrastructural point of view, but all around us this type of development is taking place," says Le Roux. "She's trying to limit our ability to produce something which town planning allows for. Unless one develops high density in central nodes, you start developing satellite nodes."

All very erudite. But in our view it's developers like these who have turned North Riding, to speak the lingo, into a satellite node of quite horrendous awfulness.

The sun never sets in Kenton – for some

THE STATE of war that exists between Rhodes University tax studies professor Matthew Lester and his elderly holiday home neighbours over the prof's controversial new house at sleepy Kenton-on-Sea in the Eastern Cape (*nose*59) continues.

Latest round goes to Lester, after the local council chose to ignore the opinion of its own senior counsel that it would be acting unlawfully if it approved Lester's belatedly submitted building plan. The council went ahead and approved it.

One might be forgiven for pondering why the Ndlambe municipality is still considering building plans. For Lester had completed his new house, described by locals as "a cross between a McDonald's and an aircraft hanger", more than two years ago.

OVERBEARING: Matthew Lester's burger-bar-meets-hangar house which towers over its neighbours

But at Kenton-on-Sea, it seems, you can build what you like and worry – or not worry – about municipal approval afterwards. "The council has at all times been advised not to consider the actual 'as built' situation, but to consider the plan submitted," as its director of corporate services Angus Schlemmer puts it.

In 2002, as previously recounted, Lester was not amused when his neighbours, James Haslam and wife Judith Hawarden, objected to his rising edifice on the grounds that his title deed didn't allow for two houses on his plot (his elderly parents at the time occupied the existing structure).

Haslam, a 65-year-old Johannesburg plastics manufacturer, has, in truth, the tone of a nit-picker. And his wife Judith, former acting director of an academic development programme at Wits, is inclined to adopt an imperious, schoolmarm air.

Lester, a youthful 44 with a seductively wicked sense of fun, must sometimes feel out of place in the elderly, colonial-style ambience of Kenton-on-Sea, where are to be found the likes of John Lardner-Burke, son of former Rhodesia's ferocious law and order minister Desmond Lardner-Burke, and – during (private) school holidays – the forbidding figure of Roger Cameron, headmaster of St John's College.

Anyway, Lester cruelly responded to Haslam's complaints by adding a third storey to his new home. The additional 4.77 metres in height effectively blocks James and Judith's treasured view of spectacular Bushman's River sunsets from their modest red-roofed abode immediately behind his.

Over the years there have been two hearings in the Grahamstown High Court. At both, Ndlambe municipality's approvals of Lester's plans were set aside and the council directed to reconsider its decisions.

Last December, Advocate Murray Lowe SC was retained by the council (at the ratepayers' considerable expense) to give his opinion. Lowe advised the council that if it approved Lester's plans it would be acting unlawfully and in breach of the provisions of the Land Use Planning Ordinance and the Building Act.

Despite this, the council again approved the prof's plans.

That was on February 17. Reasons for approval, says the council's Angus Schlemmer, include:

- The second building is an outbuilding and as such is permitted;
- Lester's new house "will not disfigure the area";
- It is not "unsightly or objectionable";
- It will not derogate from the value of adjoining properties.
- The building falls within the 1.57m building lines.

Haslam has now instructed his attorneys to apply to the Grahamstown High Court for a new order setting aside the latest approval. "The municipality has approved plans flying in the face of its own advocate's legal advice," says his Grahamstown attorney Neville Borman.

Lester, professor of taxation studies at Rhodes University and widely-read Tax Talk columnist for *The Sunday Times*, comments: "Representations were made to the council regarding the opinion furnished by senior counsel. It was pointed out that senior counsel had adopted at least one incorrect premise. On a correct approach (and relying on the balance of the reasoning of counsel's opinion) the council was certainly entitled to approve the building plans."

If at the end of the day the final victory goes to his neighbours, Lester could face an order to demolish his house (at an estimated cost of R700,000) or shave off its view-blocking third storey (cost R300,000).

Today the jovial, devil-may-care prof is installed in his vast house on the dune; James and Judith are to be found mostly in Johannesburg, using their unpretentious seaside house – bought in 1995 for R650,000 – for holidays.

Last August, in a bid to rid himself of their litigious presence, Lester offered to buy the Haslam "shack", celebrating its former glory with the name High Dune House, for R1.9m, or to pay the couple R600,000 in damages (while, of course, not conceding that damages were due). Although High Dune House is now undoubtedly considerably reduced in value, dwarfed as it is by the Lester emporium and darkened by its shadow, Haslam refused the pay-off offer with a contemptuous sniff.

"I made the offer in an attempt to bring this matter to a close," says Lester. "I am informed it may take years and cost the parties even more in costs to pursue it all to an ultimate conclusion."

Judith Hawarden still yearns for those lost sunsets viewed from her sitting room balcony. "It was so healing, one of the most spectacular views in the Eastern Cape," she sighs.

Road tarring outfit Black Top shown red card by supplier

SUPPLIERS TO a Gauteng-based road tarring company, Black Top Surfaces, have received a heated warning from a fellow supplier to the company: Beware, Black Top aren't paying their bills!

Small-time supplier Theo Vermaak has spread the word via a press release to *noseweek* and other publications – and on a large banner attached to his delivery trailer.

Black Top Surfaces and its associate company, Black Top Plant Company, started years ago in Witbank as a small concern under local management and ownership. In more recent years they have shown remarkable growth, becoming a major player in the business of resurfacing tarred roads, countrywide.

According to Vermaak, the "problem" is that the enlarged company (it has added Sasol and Excel Petroleum to its list of shareholders) is now managed by "arrogant outsiders" – based in Jet Park, Benoni.

Their names? Dr Albert Brennet and his financial "sidekick", Karl de Klerk.

Earlier on, Brennet told Vermaak that Black Top is having difficulty collecting payment from the government for major contracts, so cannot pay its own suppliers.

"But that has not stopped Black Top from placing more orders. According to my information, they owe millions to small companies and many millions more to their big suppliers," Vermaak says in his press statement.

"I delivered road cones to their stores on 2 December 2005 with the understanding that I would be paid in January 2006. Since then I have made 27 calls to Black Top. I got many promises of payment – but no money."

The last straw came at the beginning of April, when "a very arrogant" Karl de Klerk finally offered Vermaak payment – on condition that he gave Black Top an "early settlement" discount! By then the bill was already three months overdue.

"He maintained that he was within his rights not to pay me and referred to the small print conditions on their official order form," says Vermaak.

Vermaak's response: "It's time they read my conditions: Pay on time – or else!" Black Top owe him just R10,716.

"I decided to start legal action against the company, and a campaign to warn other businessmen about their business practices," Vermaak said. "In the interests of honest business." n

Don't say we didn't warn you...

Picture: Adam Welz

NO FENCE-SITTING: Sign near Kareedouw in the Eastern Cape

Web dreams

THERE HAS always been a marriage of convenience between Romance and Technology. I know this because I looked it up on the Internet. One can easily find records of marriages being performed by telegraph. These activities commenced as soon as the instrument was perfected. In 1865 the American humorist, Artemus Ward wrote of just such a union: "A few years ago I read about a couple being married by telegraph – the young man was in Cincinnati, and the young woman was in New Hampshire. They did not see each other for a year afterwards. I don't see what fun there is in this sort of thing."

Of course, this union took place before the invention of cyber-sex. I have little doubt that the necessary presence of trained telegraphists stifled that romantic innovation. Long distance sex had its genesis in the age of the telephone, when a modicum of privacy was provided … once again by Romance's willing partner, Technology.

Today we are bombarded with tales of Internet romance as if the concept were a new one. Rest assured: If more primitive cultures had kept written records, we could amuse ourselves with tales of romance by smoke signal and talking drum.

The only thing new about cyber-romance is the technology

And most of these tales would be of disasters. Disasters have more staying power than success stories. I don't know why this is true … but it is.

Even in the age of the telegraph there were disaster stories. One documented case involved a trusting young Caucasian woman who married a man by telegraph who turned out to be … er, "non-Caucasian". In that distant age, this was cause for annulment.

I had a disastrous encounter with a Dutch guy I met online (at www.lovecity.com). He sounded like the perfect match for me. He was the right age, had compatible beliefs and philosophies, was obviously intelligent, could make me laugh and didn't look much like a serial killer. Unfortunately he turned out to be an alcoholic with an obsessive-compulsive disorder.

I was prepared to overlook the 18 beers he drank every night, but it was the crumbs I dropped on his carpet that was our undoing. Next thing he'd (very neatly) packed all my stuff in a cardboard box, and asked me to return the book he'd lent me. And I was only halfway through it.

Today it is estimated that about two million American Internet users met their spouses online. Internet dating has become firmly entrenched as a way to find lurve … or a reasonable facsimile thereof.

Ever the cynic, I did a search on "Internet horror stories" and got 4,570 hits. Stories abound on predators who lure young girls and boys to hotel rooms for debauched sex, people who look like ogres compared to their doctored photos, and beautiful Russian girls who ask for visa money and then disappear into the ether.

Then there's my favourite – this guy in New Zealand was happily married with three children, living on a sheep farm. He meets this wonderful American woman on the Internet and falls for her. He abandons his farm, his wife and children and moves to an apartment. His True Love leaves the USA to live with him. Six months later she is diagnosed with cancer. She goes back to the

USA to get a second opinion and spend time with her family. A few weeks later he gets an e-mail from her family – the cancer has killed her. He's heartbroken and left with nothing. His True Love is dead, he has no farm, no wife and understandably estranged children.

On the internet lurk predators, liars, identity thieves, con artists, and people who file their CDs in alphabetical order

A couple of months later his friend is off to visit the States. He asks his friend to deliver a letter to her family, which he duly does. When he rings the doorbell, it is answered by the supposed cancer victim!

Snork-laugh! (Maybe I should have said ROFLMAO – Internet speak for Rolling On the Floor Laughing My Arse/ass Off.)

So beware: On the Internet lurk predators, liars, identity thieves, con artists, wolves in sheep's clothing, people who drink 18 beers a night and file their CDs, DVDs and books in alphabetical order…

Much like real life, actually.

So I should have known better when I PM-ed (Internet speak for sending a Private Message) Mal-Contented. He was lurking in the Washington Watch chat room on Yahoo. (Go to http://chat.yahoo.com/, register – it's free – and follow the instructions to access hundreds of chatrooms listed by subject.) He had by far the most interesting profile I'd read all night. He was divorced, liked fishing and politics and said he was yearning to climb a tree and learn to play the flute.

"Climbed any trees lately?" I asked him.

"Do I know you?" he asked.

"You don't know me from a fish," I countered.

And that's how I reeled him in.

We've been happily married now for almost six years*.

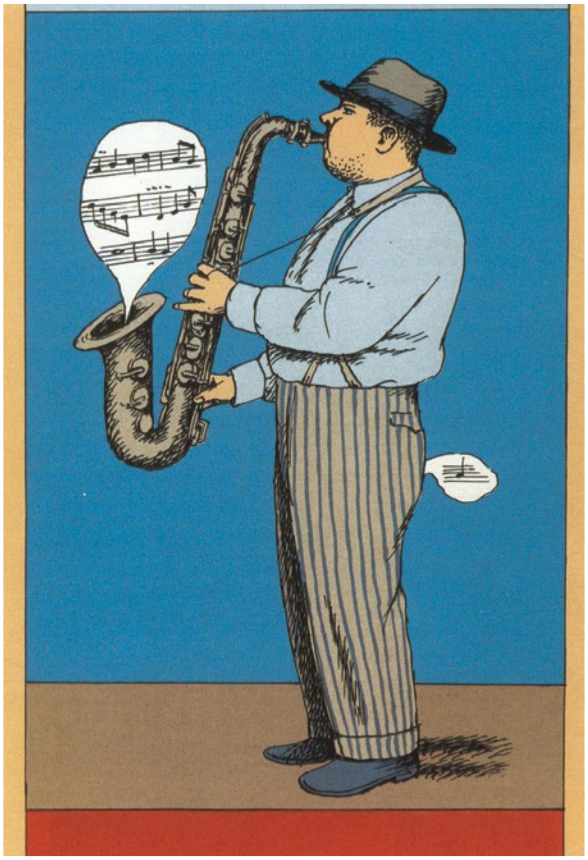
**Which explains why Marika Roth, once of Cape Town, is now our Internet columnist based in Kentucky.*

Beanz meanz fartz – official

ARE THE winds of change finally blowing at the Advertising Standards Authority (ASA)? Readers will know that the ASA has a code of conduct that binds advertisers. It's possibly the most abused procedure available to malcontents. The thinking seems to be this: If you want to derail your competitor's marketing plans but, oh dear, you don't have a legal basis for doing so or any money to spend doing it, no problem; just lodge a complaint with the ASA – the advertisement may be derogatory, comparative, infringes your goodwill, take your pick! Or if you are one of those sad individuals who is completely unburdened with a life and who gets really irritated by ads, no problem, just lodge a complaint with the ASA – the ad may be misleading, offensive, politically incorrect, take your pick! The ASA has, through its namby-pamby decisions, done little to discourage this kind of conduct.

The Advertising Standards Authority rules on a question that has long vexed humanity

So it came to pass that the Dry Bean Producers' Organization (and there you were thinking being a Mason was embarrassing!) lodged a complaint about an ad run by Wildeklawer Sweet Onions. Struesbob! We haven't seen the ad but it sounds like real award-winning stuff – a rugby player is alone in the change room eating baked beans whilst all of his team-mates wait outside – the inference apparently being that the stench in the room is too awful to bear.



The purpose of the ad is to make you replace your beans with Wildeklawer Sweet Onions, a brand whose devastatingly clever pay-off line is surely the perfect riposte to all those negative types who say South African advertising is going downhill – STINKY IS OUT, SWEET IS IN. (And there Standard Bank was thinking that SIMPLER BETTER FASTER needed changing!)

The advert gave our friends in beans some serious indigestion. They complained that the ad was disparaging and would make people negative about beans, and, as we all know, beans have rights and feelings, too! So what the eminent marketers on the ASA tribunal had to determine was that very profound question which has bedevilled great minds for years – do beans really make you fart? No easy task, you'll agree!

So what did the tribunal do? Was it anal? Did it fart about? Was it weak and waited to see which way the wind was blowing? Was it all iffy and long-winded? Did it take the easy way out and decide that Wildeklawer was sailing too close to the wind? Not a bit of it, or *au contraire* as we say here in Sandton. On this day, the tribunal was distinctly loud but proud. Full of beans you might even say! To the great relief of all those millions of men who have for years been blaming beans for their anti-social behaviour (the famous "legume lament"), the tribunal held that it was an "objectively determinable factual reality" that beans cause flatulence. Yes, like you, we're also asking questions now – what evidence was presented for the tribunal to reach this earth-shaking conclusion: did it use the cavernous main hearing room or did it retire to one of the smaller rooms for the presentation of evidence? Was it difficult to find people to hear this one?

It transpires that even the bean brigade was forced to concede that there is some truth to the rumour about beans, but they complained that the ad failed to recognize that gas formation due to beans is merely a "temporary condition". Well there's a relief; all this time we've been thinking that one can of beans would set you off for life! The tribunal therefore held that, as the ad played on a "factually accurate weakness" in beans, it was harmless parody.

Some sanity returns to the world of advertising. A breath of fresh air, you might say!

Kebble-esque profligacy

RECYCLING IS a good idea. In fact, it's such a good idea that the best way of telling if someone is a truly committed environmentalist (and not just one of those ornery losers with a Panda sticker on her softroader) is if they recycle. Even though recycling's been publicised for ages, very, very few of us actually bother tossing our waste into those big blue bins with the cute little arrowy-triangle logos on them. This month's NoseArk sets out the rationale of recycling, takes a few pot-shots at human behaviour, and asks if we can't design and use things differently.

You don't have to look far to find someone who will tell you that the range and amount of goods available to the planet's better-off citizens is historically unprecedented. Those of us with some cash and/or influence and/or deadly weapons can access far more, and more useful, stuff than similar social stratum people ever could before.

Why is this? Quite simply, because we have become better at extracting, refining and manipulating Earth's stock of energy and material supplies than the folks that came before us. Broadly speaking, we pull fossil fuels (coal, oil, natural gas, etc.) out of the ground and use the energy they provide to pull other stuff (wood, metal ores, clay and rock, etc.) out of the ground and then work on and/or refine this stuff to make things we use.

However, instead of holding on to these cool materials we've bust our collective backsides to get, we then put them back into the ground, either by littering or by conducting formal (and expensive) burials in landfills.

Put differently, the material wealth that some of us are fortunate to access is a result of millions of people spending millions of lifetimes and using millions of tons of non-renewable energy sources – of which there is a limited amount – to help them turn useless stuff (like iron ore) into useful stuff (like steel plate). We then use this useful stuff for a short time and then disperse it among other materials by "throwing it away", thus making it useless again.

Although very few people seem to think of it this way, our current system of manufacturing, using and disposing of goods is absurdly stupid if you take the material needs of future generations into account. We're busy emptying the capital account to buy goods whose value we rapidly and intentionally reduce to zero or less. It's great fun while it lasts, as our mate Brett Kebble would no doubt confirm if he were still among us, but any fool can tell you it's a recipe for bankruptcy and other messy ends.

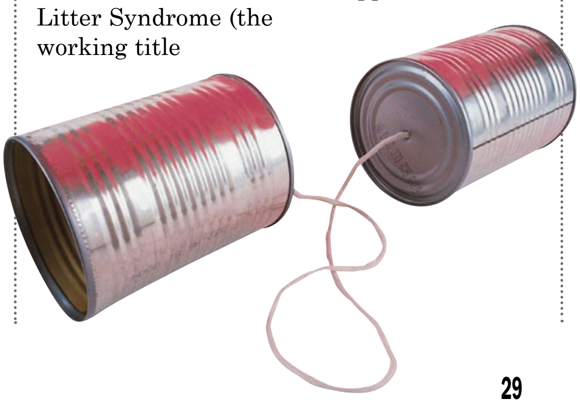
Our current system of manufacturing, using disposable goods, is absurdly stupid if you take the material needs of future generations into account

Hence recycling. Instead of losing control of valuable material by burying it in a stinking pile of other previously-useful things, keep it within the efficient control of the human economy. Use it, over and over, to make useful stuff, over and over, for a very long time. An elegantly simple concept for those of us who aren't inclined to short-sighted, Kebble-esque profligacy.

So why do we keep filling landfills and throwing trash to the breeze?

The reasons are, of course, many and complex. People spend a lot of time doing counter-rational things, as any psychologist or anthropologist will tell you. We're rather good at denying the truth of what we do. We tell other people that what we're doing is not their business, even though it's our common environment or our children's future we're talking about. We get angry with people who point certain things out, no matter how civilly they do it. We'll even tell ourselves that we aren't actually doing something while we are doing it. [*Ask Judge Hlophe. – Ed.*]

Next time you see someone litter, point it out to them and closely observe their reactions. We are constantly amazed at the percentage of people who stare at the ground as if the bit of trash they have just dropped doesn't exist. We call this Copperfield's Litter Syndrome (the working title



for our documentary on this phenomenon is *The Little Chip Packet That Wasn't Really There*). Owners of 4x4s and large luxury vehicles offer all sorts of justifications for their purchases in the face of home-hitting environmental criticism. All of us use denial in loads of different contexts a lot more often than we would like to believe, even if it is ultimately harmful to us.

To be more personal, we have no doubt that, even if this article makes perfectly rational sense to you, most of you will find reasons to deny what we're saying and carry on buying and disposing of things as you always have. S'true!

Basic psychology aside, we face severe structural limitations if we, as individuals or societies, wish to retain control of the valuable materials we have wrested from the Earth. In other words, custom and habit make it very difficult for us to do things differently.

Most manufacturers, for example, have no incentive to make sure that the valuable materials that go into goods they produce remain in use for very long. They only care that someone buys the stuff they make. What happens afterwards is someone else's problem.

The raw materials suppliers that feed the manufacturing system likewise have little incentive to change the way things work as long as it is cheaper to pull things out of the ground than re-use the ones already in circulation. Given the current tax system that externalises the costs of pollution and resource depletion to other people (including those not yet born), mining is still very profitable to mine-owners.

Consumers seem to think only of consuming. Most unthinkingly accept the price of rubbish removal and litter in their streets. If a product looks good and works for a while, they are happy. They cannot conceive of a world – the one their children might have to live in – where material goods are in short supply. They're so hooked on novelty that they actually like throwing things away, because it means that they can get new things.

We have encouraged a product design process that is focused on the selling and using of products, not the re-use of the materials that make them up. We've become very good at putting things together, and not given much thought to taking them apart.

As goods become more sophisticated, they are made up of more types of materials, bound together in more complex ways. This makes recycling more difficult. Nowadays, recovering useful materials from a used product often takes more energy and effort than making the product in the first place – far more energy than one thinks.

The humble Coke or beer can is a good example of this. Most of us think of it as a simple tin or aluminium can that can be recycled by simply melting it down. Many of us have seen the "All Waste Is Food" billboards of Collect-a-Can, a well-known recycling organisation that aims to demonstrate that steel beverage cans can save the planet, uplift the poor, and allow us to get pissed on cold beer, simultaneously.

In fact, cooldrink cans are not simple, and neither is the recycling process. The can body is made of tin-plated steel, the top of aluminium, the inside coated with several layers of varnish and the outside painted with up to six colours. To recover any single metal from the can, it must be separated from the paint and varnish and the other metals. This takes more time and energy, and causes more pollution, than re-using metals that are not bonded to or mixed up with other stuff. For example, steel recycled from old car bodies is of lower grade than "new" steel – the paint "pollutes" the steel when the body gets melted down.

Collect-a-Can is a joint venture of Mittal Steel South Africa (think Iscor) and Nampak. Started as a PR exercise to stop the early-1990s concern about aerosol cans impacting on the market for cooldrink cans, Collect-a-Can goes the extra mile to show that steel beverage cans are environmentally friendly. Their website even claims that cans have "minimal environmental impact, because they biodegrade almost completely in a relatively short period of time". Of course they are correct, technically-speaking – almost anything "biodegrades" given enough time. Steel can bodies take years to rust away, aluminium can tops, centuries. (When you're dealing with corporate dinosaurs we suppose it's apt to call that process "short".)

Anyhow, we digress. The bottom line is that packaging manufacturers would be far more valuable to society if they quit funding PR-driven recycling exercises and made packaging that was more easily recycled. How about a cooldrink can made from a single metal, with no polluting coatings? Or a "can" made of non-toxic plastic that doesn't degrade when it is melted and re-formed? They would be so easily recycled that their scrap value would skyrocket, giving a powerful boost to recycling entrepreneurs.

(Of course, Mittal Steel might not be happy to see the demand for "new" steel drop too sharply.)

Is it hyperbole to say that product designers can save the world? They can at least help to give future generations the benefit of the wealth that we've wrested from the earth instead of the cost of massive, poisonous piles of our rubbish. Littering is backward.

Burying stuff in landfills is no more than "sanctified" littering.

"Meaningless statistics were up one-point-five per cent this month over last month."

Rich Pickings

AN EVER-PRESENT danger for namedroppers is the possible irritation of the name's owner. I was remarking on this just the other day to … well, never mind. I had in mind name-droppee Mbhazima Shilowa (known as Sam to hundreds of obsequious whiteys who wouldn't have let the Gauteng Premier over their doorsteps in the days when he was merely another dangerous darkie). The wine industry is delighted, by the way, at one detail of Mbhazima's transformation from trade union bureaucrat into high-living politico – at last, a black leader partial to wine, at a time when we're desperate to get the newly advantaged committed to the joys of fermented grape juice.

If I were Mbhazima, the one I might be peeved at is Allan Pick, restaurateur – at the Butcher's Grill – to the richer and showier carnivores of Gauteng. Peeved, because Pick likes to tell a story which contains not only an admission of his own drunk driving, but also suggests that the Premier effectively condoned this, misusing state resources in the process.

According to Mr Pick, he and Sam got pretty wasted together at Sam's place (probably over the expensive and over-youthful red wines they both seem to like). Whatever was making him unsteady, Pick was apparently not in a fit state to drive home – especially when, in the unlikely event of the authorities nabbing him, it might emerge whence he had come. So, apparently, the Honourable Mr Shilowa directed his own police guard to escort his guest, driving very slowly, homeward.

That's the story, anyway, as related by raconteur Pick. If it's true, we are no doubt entitled to our private little tax-paying wonderings as to whether this is the best way of using police resources. Wondering, too, whether Sam would be gratified to hear of his liberality in sharing those resources being boasted about at tiddly lunch-parties.

For some, Sam's swilling partner is the unacceptable face of wine-retailing and restaurant-mark-up greed, but, to be fair, it's not only Mbhazima who likes Mr Pick. He is more or less the patron saint of the Cape Winemakers' Guild because he buys so many overpriced wines at their auction, to sell on at even more inflated prices. And clearly his customers are (somewhat bewilderingly) grateful for his style of business.

For some, the owner of the Butcher's Grill is the unacceptable face of wine retailing and restaurant mark-up greed, but, to be fair, it is not only Mbhazima Shilowa who likes him

When Vergelegen last year launched its cult-wine-wannabe called V, at R600 a bottle, and limited allocations to retail and restaurant outlets, Pick bought up what he could, wherever he could, and then resold plenty of it at R1,600 a bottle in his restaurant. (This accumulation trick won't be so easy with the next vintage, Pick knows, so he's been wheedling – unsuccessfully – to get a special allocation out of Vergelegen.) His customers like paying lots of money for wine, he suggests, so he kindly obliges.

They also like drinking their wines young, he says – his reluctance to keep the stuff to mature a bit, as the more serious restaurants do, is not, of course, to avoid further costs to himself.

Our needle-sharp Al is, though, less keen to oblige the punters if they want to bring their own bottles to accompany the chunks of flesh his chefs prepare so expertly. He does apparently make an exception when favoured producers come to dine: They're allowed to bring their own – as long as they give him a bottle of the same.

Nor are customers served water – not even, I'm told, the bottled stuff that most restaurateurs are delighted to sell with a tenfold mark-up. Mr Pick makes more money out of wine, so that's it. It's all part of his righteous horror at parsimonious or dieting diners – a distaste that got him into a bit of trouble a few years back when he declared that he didn't want Jews in his restaurant, as all they wanted was a salad and a glass of tap water…. This pleasant observation he perhaps defends on the grounds of his own Jewishness – and as there's nothing that a slice of the population likes more than an anti-semitic Jew echoing their own prejudices, he probably gained more customers than he lost.

Can't imagine, however, why the Honourable Premier likes drinking with him and getting him home and tucked (tight) in bed – unless he relishes the idea of it all being related around the winelands.

Tea time

THERE ARE those who think my quarter-uncle Bliksem van Tonder was so named because Tonder means thunder, which goes with lightning. But it is not so. Tonder is not thunder and bliksem is not lightning but a very rude word the meaning of which I wouldn't explain here but my uncle Bliksem did in the Anglo-Boer War, in English. Often. Oom Bliksem was a Commando Boer, you see, one of those who so bedevilled things in that war that when Churchill wanted a name for similar devils to bedevil things for Hitler in another war, he called them Commandos, too, so to this day the regimental march of the Royal Marine Commandos is *Sarie Marais*, and all because of otherwaais *bliksems* like my Oom Bliksem.

You see he was just too otherwaais to stop. When everybody else was plain exhausted and just gave up, two days before the capitulation, he and certain of his commando had gone to earth somewhere around Pretoria with a bloody big box of dynamite they'd flown off from a Joburg goldmine, and it seemed a pity just to waste it. Now to put together a plan for a last heroic stand. But what? Troops would be marching along a certain road into the capital for the big ceremony of surrender. Maybe they could bury the dynamite in the road and blow them all up.

But how to light the fuse? Casting about for a better idea, somebody's eye fell upon certain metal telegraph poles along the Joburg road, desperately planted by the Brits of late because desperate black folks kept chopping down the wooden ones for firewood. Aha! cried all, more or less with one accord, A cannon! These poles were hollow, you see, and though cast iron is a bit brittle for this sort of thing, remember the guns of Sir Francis Drake were of cast iron, as indeed were those of Admiral Lord Horatio Nelson, weren't they?

So they dig up one of these poles and find it has a big metal square plate at the base for firm anchorage in the earth and that's just fine, it seals off the bottom, and they haul down a couple of hundred yards of copper telegraph wire and spend a whole day winding it round and round the end of the pole for reinforcement where the dynamite's going to be, until it looks like a great big ball of knitting wool with a tube sticking out. They build a low sort of cairn of loose rocks next to the road facing a low hill over which the approaching troops will come, and lower the cannon on to that, drawing a fine bead on a spot where the column will first appear. They pile rocks on top of the pole for further stability.

Since the sergeant has left no guard on the Bliksem Commando they decide to make a run for it, but the horses have all buggered off

With a deep sense of sacrifice and raw courage as at Thermopylae, they push the whole boxful of dynamite down the barrel with a long fuse hanging out the front for ignition with a match. They ram in newspapers because that seemed the way it used to be done with muzzle-loaders, and fill the thing pretty well to the muzzle with all their remaining Mauser ammunition and suitable stones, and plug it all up with further papers. They wait in a handy donga in a grove of gumtrees.

Round about tea-time they hear the sound of grumbling as a British column approaches. A handsome young staff officer on a white charger comes into view at the head of this column. They light the fuse and dive into the donga and the telegraph pole entirely blows itself to bits midst a huge shower of rocks. The gums are stripped naked in a huge shower of leaves. The front part of the pole comes entirely detached and entirely demolishes the white charger beneath the buttocks of the staff officer.

A sergeant with armed escort looks down into the donga: "'Ullo, you lot," he says, "Bloody 'ell you doin' then? You 'ave rearranged the family escutcheon of Colonel Baronet the Hon Sir Digby ffeetleigh-Foot OBE and 'is lineage is at an end and 'e will nevermore go fox-'untin, so you can consider yourselves under arrest for attempted murder since the war is now over and you can bleedin' well wait 'ere until we 'ave 'ad a cup of tea."

The colonel enters Pretoria triumphantly in an ambulance. Since the sergeant has left no guard on the Bliksem Commando they decide to make a run for it, but the horses have all buggered off with the bang and it's a long hike to Moçambique. They don't even have tobacco for a smoke. They sit sullenly in the donga. After a bit a private soldier looks over the edge: "Dontcher WANT any bleedin' tea then?" he says. "You told us to wait here," says Bliksem. "No I didn't," says soldier. "Yes you did," says Bliksem. "AR, FER CHRISSAKE!," yells soldier, "d'yer want me ter BRING the fuckin' tea 'ERE then?!"

Well the war wasn't over. They were prisoners-of-war for 12 hours. After tea.

Beemer-ends

From page 17 cylinder heads off. You can't do just one side and not the other, because of the configuration of the timing chain. It's difficult to give an exact price until you strip them off, but I said to Julian's attorney that he could be in for anything around R15,000 to R25,000."

Which Julian Rod hasn't got. He can't even pay Diamond's bill for R11,520.28. So since February the BMW has sat in Diamond's yard, gathering grime. And, until November 2007, Rod has to continue paying R4,245 every month to Stannic for its R234,653 loan (with charges) for the car's purchase!

"I do a lot of work with Julian's insurers, Motorite," continues Adrian Diamond. "Cylinder heads are covered by their insurance. I said to Julian: 'Why don't we claim for it?' He said the policy had lapsed last November."

Rod, who works as treasurer of a Johannesburg financial trading company, had taken his tale of woe to everyone he could think of: the Retail Motor Industry Organisation, the Hello Peter website, BMW SA. He even presented his case to BMW in Germany. All to no avail.

Last month he contacted *noseweek* and we met with two of Joburg City Auto's owners, chief executive Ciko Thomas and Litha Nkombisa. Their Peter Callanan came along too.

Said Thomas: "We're talking about a car with R120,000 book value. Julian bought it outside the BMW system and realised he'd bought a duck. He's tried very hard to make good the situation by whatever avenue he could.

"His recourse really would have been the guy who sold him the car: 'Take back your car and give me my money.' That's what he should have done. The problem is we got involved in this thing. We are an official BMW dealer and we can't say to a customer we don't want to fix your car because it's going to bite us back."

His partner, Litha Nkombisa, who had been listening quietly, suddenly made the dealership's decision. "Let's pay this guy Julian, whatever the bill is," he said. "We'll take the lemon. We can't afford bad publicity. We'll pay whatever he wants. Quite frankly, I don't even care how much it is. I just want him off our backs, even if he's trying to defraud us. I actually don't mind."

Dazed at our sudden and unexpected resolution of Rod's dilemma, we then called Motorite's claims manager Andy Barrett. Another surprise. He denied Joburg City Auto's version that Motorite had rejected the claim they had submitted on Rod's behalf. "They wanted to replace the engine for R70,000," said Barrett. "We said we can't just replace it; they must tell us what the problem is.

"Nobody ever came back to us. We haven't turned the claim down at all. We're still waiting for someone to come back and tell us what's wrong with the car. If we can get a report as soon as possible, exactly what the problem is, and a detailed quote, we'll get it sorted out."

Warren Westcott, general manager of Aston Auto in Bryanston, was not available to comment on Ciko Thomas's remark that he had sold Rod "a duck".

■ Memo to Adrian Diamond of Northway Electrauto: Prepare a full report and detailed quote about Rod's car and those cylinder heads and get it to Andy Barrett at Motorite pronto, with the car's service history. Establish how much they'll pay on the claim. Then call Litha Nkombisa at Joburg City Auto for the balance of your bill. If Motorite fails to come to the party, remember that Nkombisa has committed to paying in full. n

PAYMENT & TERMS FOR SMALLS

Deadline for smalls is the 1st of the month prior to publication.
Smalls ads are prepaid at R100 for up to 15 words, thereafter R10 per word.
Boxed ads are R150 per column cm (min 3cm in depth).
Payment by cheque should be made to Chaucer Publications, PO Box 44538, Claremont 7735.
Payment by direct transfer should be made to Chaucer Publications; Account 591 7001 7966; First National Bank; Vineyard Branch; Branch code

PERSONAL

To my mom's memory She lives in us and our love is hers. – Zoe.

Love and peace to all your readers! – Mrs E A Vandeverre.

P – Seventeen years of ups and downs. More of the same? Love B.

To any Merrie Fiddler reading *noseweek* on complimentary Club Time. – Mr A M Stansfield.

Here's hoping that Leeds and West Brom play premiership football next season. – Mr M K Florence.

Wertheim Becker have moved to Oxford Manor. 196 Oxford Road, Illovo, Johannesburg. Call (011) 268 1130.

Congratulations Rice-Tic Home of Chopstick Rice and Paddy Brands celebrates its 35th year during 2006. Call (021) 728 0198.

HOLIDAY ACCOMMODATION

Arniston Stunning seafront home perched on clifftop overlooking beach. Breathtaking position and panoramic sea views. 5 bedrooms, 3 en-suite, serviced. Call 082 706 5902.

Rhodes Catered, self-catering accommodation in historic village near Tiffindell. www.walkerbouts.co.za. Call: 045 974 9290, e-mail: dave@walkerbouts.co.za.

Wilderness 1920s Gabled, restored, mountainside, house. Walking distance from village centre, lagoon & beach. Big verandah, beautiful views, three beds, two bathrooms. Tel 082 733 4209

Simon's Town, Boulders Beach 3-bedroom cottage 50m from beach, stunning sea views. (031) 562 8833 basia1@telkomsa.net

Nose to the grindstone all week? Take a break at Montusi Mountain Lodge. Call (036) 438 6243, montusi@iafrica.com

Clarens, near Golden Gate in the beautiful Eastern Free State: Rosewood Corner B&B offers all you want for a break from it all. Call (058) 256 1252.

Onrus River Holiday cottage sleeps 10, close to the beach and 10 minutes from Hermanus. Phone 082 211 3722.

proteahotels.com Wouldn't you like to get away? Find the ideal break. Best rates guaranteed, anytime, anywhere.

St Moritz-Dorf Apartment to rent. 2 persons per week. SF1500. Call (011) 788 6658.

Lamberts Bay Hotel For three-star accommodation on the West Coast. Call (027) 432 1126. Fax (027) 432 1036 www.lambertsbayhotel.co.za

We nose you need a week's break at Montusi Mountain Lodge. Phone (036) 438 6243. Fax (036) 438 6566.

Park Rynie 2-bedroom holiday cottage with large garden, sea view, two-minute walk to beach. R200 a day. Call Adrienne on 084 461 4850.

Knysna Turning Tides B&B on Leisure Isle overlooking lagoon. E-mail huskissn@mweb.co.za.

Camps Bay Holiday accommodation. Sea views, self-catering, two bedrooms. Call (021) 438 2260.

Catered, self-catering accommodation in historic village near Tiffindell. Call (045) 974 9290 www.walkerbouts.co.za

PROPERTY TO BUY, SELL OR RENT

Kenilworth, Cape Town Fully furnished 3-bedroom apartment in security complex to rent. Call (033) 234 4460.
Johannesburg Flats for rent in Kew. From R3,500 for two-bedroom flat. Call 083 227 6941.

LEISURE

Cape Town B&B Tranquil, stylish old-world charm in Upper Kloof Street, Gardens. Walking distance to bars and restaurants. Tel/fax: (021) 426 5022 or 082 775 3954.
Happy Snaps Tours Personalised full- and half-day tours in Western Cape. Call (021) 556 0160 e-mail tours@happysnaps.co.za.
Visit terrific Tulbagh South Africa's premier prune valley. – Mrs I Olivier 084 580 9208.
Trout fishing syndication Little Troutbeck has some open rods, pure water and clean air. Call 082 896 2672.
Escape to nature Safaris, escorted walks, eco-tours in southern Africa. Visit www.ecoafrica.com.
Book your Botswana holiday Get free online quotes at www.botswanatours.com.

WANTED

African Artifacts Looking for old Zulu, Tsonga, Shona,Xhosa and other South African pieces. Email zulurob@iafrica.com or tel 083 631 9796.
Infant clothing, infant formula or other, for small town's orphans and babies gratefully accepted. Call (011) 782 7688.

EDUCATION

The Children's Place Montessori School, Rondebosch. Give your child the best start in life. Call (021) 686 9435.
Courses galore! Unearth your hidden talent. Log on to the comprehensive course source for all www.oncourse.co.za.

FOR SALE

Benchmark garden furniture Top-of-the-range, handcrafted, custom-made, iroko timber. Call 082 650 7659.
Collectables Abandoned and orphaned furniture and oddities, from bureaux to stuffed baboons. Hen's Teeth, 435 Windermere Rd, Durban (031) 312 5696
Black & White Trucks cc for Samil, Samag, Sakom and Magirus Trucks and spares. (011) 316 4980 or samil@mweb.co.za.
Painting and decorating Topcoat – really good contractors in Cape area. Call Richard Carolin on 083 251 5166.
Quality Herefords and Braford cattle Call 082 902 8646.
Wine Next time try a bottle of Elgin Vintner's wine – delicious! Mrs G C Jensen (021) 761 5538.
noseweek deserves to be read with fine red wine. www.winecellar.co.za cellerars and brokers of fine wines.
Port Axe Hill 2004 vintage to be released in time for warming cool autumn evenings.
Coffee shop for sale Beautiful garden setting. West Rand R95,000. Call Jenny (011) 954 3814.
Karrimor Fellman 18,20 litre backpacks. Buccaneer Maids T-Bar school shoes size 2-8. Call Shibas on (021) 671 2131.
Yellowood/Blackwood 2m dining table, 6 high-back riempie chairs, 2 carvers – R7,900 o.n.o. (R22,000 new). Call (021) 780 1256.
African Interiors For the best selection of quality designs. Delivery included anywhere in South Africa. Visit our website at www.fellowesinteriors.com.
Transvaal Abrasives have specialised abrasions and tools for the stainless steel industry. Call Steve on (011) 493 5151.
Plotter Hewlett Packard 8-pen A1. Call Julian on (011) 728 0198.
Motorcycle radiators/oil coolers Remanufactured aluminium. Call Andrew on 082 829 8751.

FINANCIAL & LEGAL

Rebelo & Co. incorporated For all your taxation and accounting needs. Call (021) 592 4165 or email admin@bga.co.za.
Offshore investments, Licensed financial services provider Peter Walsh. BBW Financial Services, cc. Call (021) 701 3718.
Lorna Philip-Enslin & Associates Search and recruitment of accounting and general management. Visit www.lpe.co.za.
Estate and financial advice For professionals in Gauteng by practising attorney. Confidential. Call 082 566 3937.
Maingard and Co. Chartered Accountants You will notice the difference. Send your enquiries to info@mainco.co.za.
Insurance claims Why are you not using Fivaz Ogle and Associates to resolve your claims! Call (011) 823 4821 fivasogle@telkomsa.net.
Libralex We create unique software for law, auditors and the veterinary fraternity. Call (012) 809 0335.
Mosdell, Pama & Cox Garden Route attorneys and specialised conveyancers in Knysna and Plettenberg Bay. Call (044) 382 5333 or e-mail mpc@law.za.

ESTATE AGENTS

Rawson We are an estate agency franchise group, with 23 years' experience, offering franchise opportunities nationwide. Call Rawson Properties on (021) 658 7100 or e-mail lourien@rawsonproperties.com.
Hendersen Properties For all property requirements in the Eastern Cape. Contact Mike on 082 898 0177.
Macleod Properties For all your property requirements in Constantia, selling, buying, or leasing, contact the experts (021) 794 5120.
Peter Graham Experienced/independent estate agent gives personal service in Durban's Berea, Glenwood, Morningside. Call Peter Graham on 082 355 8359.

SERVICES

Buying or selling a business? Contact the experts with 25 years' experience of company valuations and sales. Call Errol 082 556 2943
Caricatures Great gift for birthday, retirement or other occasion. Call James, 083 773 3875 email james@softswitch.co.za
Environmental & Governance Problems? Due diligence, watch-dogging, problem solving, team leadership & trouble-shooting for civil society, corporates & organs of state. Contact Stephen Finnemore. Tel 082 775 3954 e-mail sfinnemore@icon.co.za.
Silver Spoon Function Hire Hiring of cutlery, crockery, linen, glasses, marquees, heaters, etc. For all your hiring requirements, call (011) 262-2227
Press cutting services For all your press cutting needs, call SA Press Cuttings (031) 765 7033.
Photography Photogenic specialisings in evidence photography and also commercial and industrial photography, call (011) 728 7367 or 082 443 0502.
Wine making While making fine wine is an art, finding it is a skill. Visit www.withington.co.za.
pro-WRITE The one-stop writing shop. Call Suzanne Brenner on (011) 482 1072 or e-mail prowrite@mweb.co.za. Visit www.prowrite.co.za.
Genealogical Research Natal Midlands area. E-mail dearej@mweb.co.za.
Sure Millway Travel For worldwide travel arrangements. Mowbray (021) 685 4035. Newlands (021) 671 5030.
Bell Trucking The best container transporters between Durban and Johannesburg. Call (011) 872 0737.
The Spacelogic Company Corporate workplace and property performance evaluations. Contract interior specialists. Call Lynne Watney on (011) 884 8499.
Serritslev Models Architectural and landscape models to suit all needs. Call (021) 797 1169.
Plumbing Grease trap, drain or septic tank problems? Contact Bio-Systems SA (021) 786 2972 or info@biosystemssa.co.za or www.biosystemssa.co.za.
Ultrasonic Cleaning Service For engineering work, filters, car parts, electronics, etc in Johannesburg. Call Henry Watermeyer on 084 800 8862.
Conference/event organisers The Producers 082 565 9254 or edameltzer@m.web.co.za.
Aviation & Diving medicals For all eclectic *noseweek* readers. Call Rob Rathgeber on 083 500 0001.
CV need an overhaul? Contact the CV specialist, Carol Robinson on (031) 266 6709.
MTN contracts Special corporate rates. Contact Merle on (021) 532 2225. Free assessment offered.
Executive and corporate catering Strictly kosher available on request. Free deliveries. Call Goldies Deli (021) 434 1116 or e-mail goldiesdeli@gmail.com.
!ke fynbos products Unadulterated essential fynbos oils in small but unique range. No petrochemicals. Unisex. www.allthingsnatural.co.za

HEALTH & BEAUTY

Back maintenance classes Avoid back pain and retain flexibility in classes based on Pilates exercises and the revolutionary Feldenkrais Method. 5.30pm, Thursdays at the Wynberg Pilates Studio, Cape Town. Contact London-trained therapist Barbara McCrea, 083 745 7086 or (021) 788 9626.
Chiropractor Dr David Dyson specialises in treatment of back pain, neck pain and headaches. Call (031) 469 4192.
Amazing cream for successful treatment of arthritis, psoriasis, eczema, etc. Guaranteed. Contact Cecile Rathbone on 083 946 2698 or e-mail allsmile@venturenet.co.za.
HairArt for your up-to-date hair requirements. Yuko permanent hair-straightening system our speciality. Call (011) 486 1747 or (011) 486 1760.

"...this is the Sean Connery of malt whisky - it's mature, rich and sexy"

'Malt Advocate'.

THE GLENLIVET

THE GLENLIVET 12 YEAR OLD

The Glenlivet 12 Year Old elegantly combines tropical fruit flavours and a floral aroma, evocative of summer meadows. The fresh palate develops into a soft finish with notes of vanilla that confer an enticing richness to this acclaimed single malt whisky. It is considered to be the definitive single malt against which other malts are judged.

Signature Aroma

Tropical Fruit (pineapple, banana)

Discover the single malt that inspired a region and laid the foundations for malt whisky as we know it today.

The

Single Malt

That Started It All