

"ROOM AIR CONDITIONERS"

R799
FROM

Carrier

DUCTED
AIRCONDITIONING
FOR
HOMES
&
OFFICES

CHRISTIES
AIRCONDITIONING

★ CONTACT:

BRIAN VAN ZYL

de LISLE WEARE

DAVE ROUX

SEGGIE NAIDOO

KIM NICOLAY

SALES, SERVICE & REPAIRS
ON ALL MAKES

☎ 236327

W.R. CHRISTIE & CO. (DBN) (PTY) LTD.
10 ARBUCKLE ROAD
DURBAN 4001

Information Digest

Published by

**DURBAN METROPOLITAN
CHAMBER OF COMMERCE**

Commerce House Field Street Durban 4001

Postage
PAID
DURBAN

ISSN 0250-1740

ISSUE 9/1987

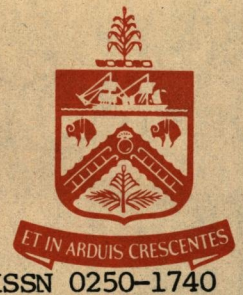
Dr M G Buthelezi
Chief Minister Kwazulu Government
Private Bag X01
3838 Ulundi

IF UNDELIVERED PLEASE RETURN TO
P.O. BOX 1506, DURBAN, 4000.

Pack & Packaging By PMM
(031) 42-9502

Information Digest

DURBAN METROPOLITAN CHAMBER OF COMMERCE



WEEKLY NEWS FOR BUSINESS IN NATAL

ISSUE 9/87

MARCH 7, 1987

DAYLIGHT SAVING UPDATE

The hours of light and darkness are fixed by natural forces which determine sunrise and sunset, and therefore the hours of daylight in any area at any particular time of the year. These are absolute parameters of sun time which we cannot change.

But we can order our affairs, our clock time and even our Standard Time to make maximum use of the available hours of sunlight. This is ultimately a question of marshalling and exercising the corporate will of the people - which was what produced the present system in the first place.

The fundamental issue therefore is - what is the corporate will, respectively, of the community on this side of the country and of those on the western side. Their sun time is nearly an hour later. Can conflicting views and interests be reconciled in any worthwhile compromise to retain a uniform clock time for the whole country. Or, does the answer lie in separate time zones as in many other countries.

Two avenues of action initiated by the Chamber last year to progress the cause of daylight saving were taken a step further last week.

The first, at national level was the presentation of this Chamber's motion as adopted by the October Assocom Congress to the Minister of Home Affairs by an Assocom delegation led by Assocom Deputy President Alec Rogoff who is also a Past President of this Chamber.

The motion urged Government "to cause urgent and

thorough investigation to be made to identify and implement a system by which the country and its people as a whole may derive the benefit of additional daylight at the end of the day during the summer months". This motion is now being considered by the Minister.

The second avenue, at local level, was a meeting of representatives of a wide range of interests convened by the Mayor of Durban at the suggestion of this Chamber to investigate the issue and to make recommendations - a task entrusted by that meeting to a Sub-Committee to report back in due course.

So far as Durban and the eastern areas are concerned, we have about four more hours of daylight in mid-summer (21 December) than in mid-winter (21 June) as will be seen from the graph on page 4. Assuming a normal working day of nine hours (including the lunch break) and that this is typically from 8.00 am to 5.00 pm (though admittedly not for everyone) we have five hours of daylight outside normal working hours.

In mid-summer three of these hours of daylight are before work and only two after work. If we advance the clock by one hour (so that, for

(Continued on Page 4)

KURT VON SCHIRNDING TO ADDRESS ANNUAL DINNER

THE CHAMBER IS VERY PLEASED TO ANNOUNCE THAT MR KURT VON SCHIRNDING - PREVIOUSLY SOUTH AFRICAN AMBASSADOR TO THE UNITED NATIONS AND NOW DIRECTOR OF THE SOUTH AFRICA FOUNDATION - WILL BE THE GUEST OF HONOUR AND PRINCIPAL SPEAKER AT THE ANNUAL DINNER ON AUGUST 5.

RESERVATIONS WILL OPEN LATER. MEANWHILE MEMBERS ARE ASKED TO DIARISE THE DATE.

contents

Topics:

- * Marketing of Natal Parks
- * Low Cost Housing
- * Sponsorship of Recreational Facilities
- * Incentives for Small Business
- * Judicial Review of Administrative Acts
- * Incentives for Adult Education.....3

Daylight Saving Update (Continued from front page).....4

BCI Slightly Up.....5 & 6

New In Our Library.....6 & 7

Trade Fairs & Exhibitions.....7

Trade Enquiries.....7 & 8

Notice Board:

- * Port Working on Founders Day
- * Formulating A Company Housing Policy
- * Civil Defence Courses.....9

Useful Business Publications.....10

Gazette News.....11

Situation Wanted.....11

Chamber Meetings.....12

Chamber Seminars.....12

Chamber Highlights.....12

Seminars:

- * Telephone/Communication Techniques for Secretaries, Telephonists and Receptionists.....12

- * Powers, Duties and Responsibilities of Company Directors.....13

- * Workshop Management for Engineering Foremen.....13

- * SATS New Accounting System.....14

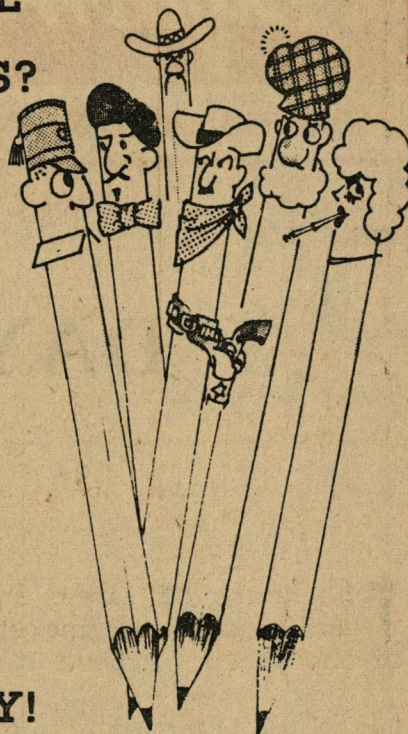
- * Scenarios for the World and SA in the 1990's.....14

Published by
THE DURBAN METROPOLITAN CHAMBER
OF COMMERCE

Commerce House Field Street
P.O. Box 1506 DURBAN 4000
Telephone 301-3692

The views expressed in this publication are those of the authors and not necessarily those of the Chamber unless specifically indicated. While everything possible is done to ensure the accuracy of the information in this bulletin, which is believed to be correct, no responsibility can be borne by the Chamber for errors.

LANGUAGE PROBLEMS?



We
solve
them
QUICKLY!

In today's world of business and commerce, with increasing communications between countries worldwide, there is an ever-growing need for fast and accurate translation.

LET THE CHAMBER HANDLE YOUR TRANSLATIONS!

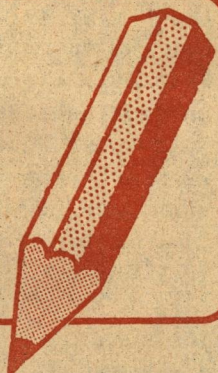
- | | |
|-------------|--------------|
| * AFRIKAANS | * HUNGARIAN |
| * ARABIC | * ITALIAN |
| * DANISH | * PORTUGUESE |
| * DUTCH | * RUSSIAN |
| * FRENCH | * SPANISH |
| * GERMAN | * SWEDISH |
| * GREEK | |
| * HEBREW | |

PHONE 301-3692

PLEASE CIRCULATE TO
YOUR STAFF

THE DURBAN METROPOLITAN CHAMBER
OF COMMERCE IS AFFILIATED
TO ASSOCOM

Chamber Topics



MARKETING OF NATAL PARKS

As a result of concern expressed that financial and legislative restrictions may be limiting the Natal Parks Board on the exploitation of the Province's wild life and scenic attractions, the Chamber has requested a meeting with the Parks Board Chairman and Director to discuss the situation.

The Chamber believes that much more can be done to market the Province's attractions to draw more South African and overseas tourists to Natal.

LOW COST HOUSING

The Chamber was represented at a cocktail party held on 25 February 1987 and arranged by the Institute for Housing of Southern Africa to provide an opportunity for Branch members and other interested persons to meet the members of the National Board of the Institute during their recent visit to Durban.

SPONSORSHIP OF RECREATIONAL FACILITIES

The Manpower Committee is also to consider ways to enable Chamber members to sponsor the provision of sport and recreational facilities within those townships in metropolitan Durban that fall within KwaZulu.

INCENTIVES FOR SMALL BUSINESSES

The Chamber has written to the Regional Development Advisory Committee for the Durban Metropolitan Area stating its belief that the townships of Umlazi and Kwa Mashu should be regarded as decentralisation areas and should qualify for the new incentives now available in such areas for small industrialists.

JUDICIAL REVIEW OF ADMINISTRATIVE ACTS

The Chamber has received with great interest the announcement by the S A Law Commission that it is undertaking an investigation into the powers of the Courts to review the administrative acts of Government officials at all levels, and that it is calling for suggestions for modernising and improving this branch of the law. As the law stands at present Commercial interests are frequently affected by the decisions of administrative officials who are not required by law to provide reasons for their decisions, and so have almost complete immunity from review.

The Chamber has asked Assocom to formulate a submission to the Law Commission suggesting that administrative officials should by law be required to provide reasons for their decisions on request, and that the unreasonableness of a decision should be a ground for review by the Courts, but excluding the review of policy considerations.

INCENTIVES FOR ADULT EDUCATION

The Chamber's Manpower Committee is to consider how the Chamber may assist in encouraging members to provide incentives to their employees to improve their educational standards by attending adult education courses.

Leave only your
FOOTPRINTS...

please!



**KEEP DURBAN
BEAUTIFUL**

DAYLIGHT SAVING UPDATE

(Continued from front page)

example, 7.00 am becomes 8.00 am and 4.00 pm becomes 5.00 pm) we could have an extra hour of daylight from about September to February without making the morning start any closer to sunrise than it is now from May to July. This would mean about three hours of daylight at the end of the day in the three mid-summer months - when we could have a further hour of sunlight.

Suntime on the other side of the country is, however, already about an hour later than in Durban so that Cape Town already has the additional hour of daylight at the end of the day and somewhat less in the early morning. An hour's time change would mean sunrise at or after 8.00 am for six months of the year, and before 7.00 am only from November to February.

Thus Cape Town opposes daylight saving and its scope for adjustment is limited which suggests that the solution lies in two time zones.

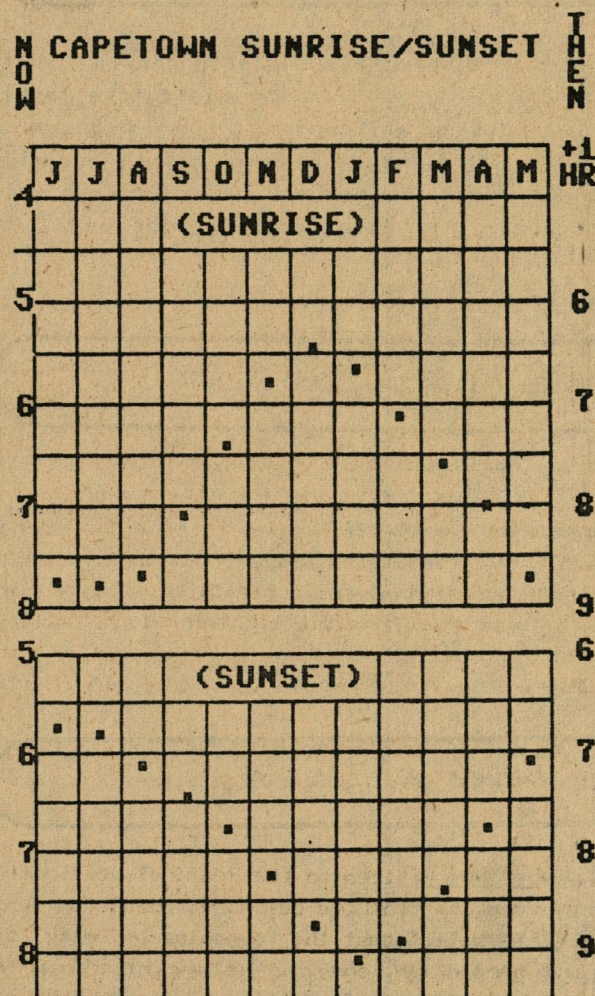
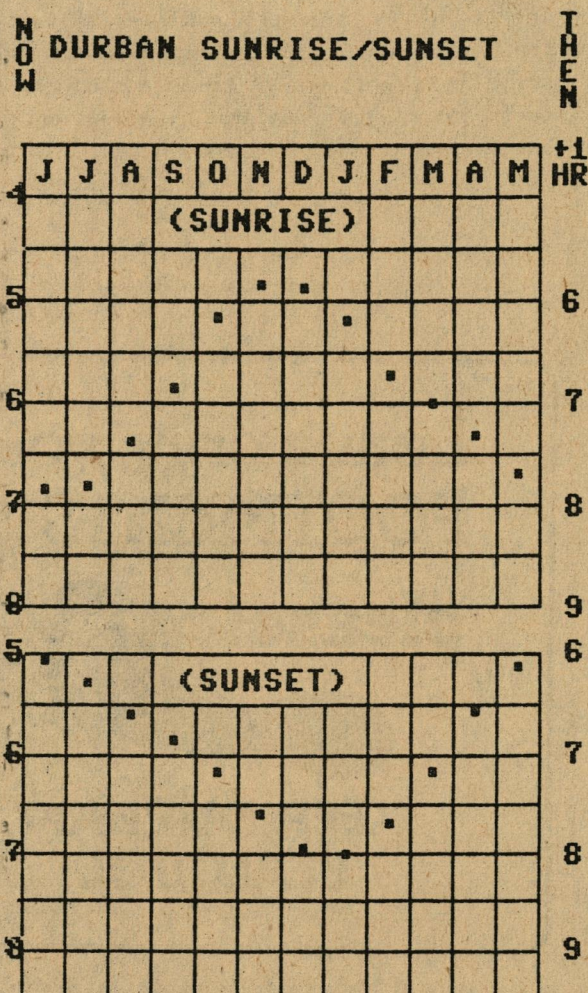
However, Assocom's consultant has suggested a feasible method of accommodating both sides of the

country by adjusting S A Standard Time from two hours ahead of Greenwich Mean Time to 1,5 hours or 90 mins. This would mean basing Standard Time on 22,5 degrees east instead 30 degrees east. This would have the effect of locating the base meridian nearer the middle of the country where it should be, and clock time would be advanced by 30 minutes, e.g. from 8.00 am to 7.30 am or 5.00 pm to 4.30 pm.

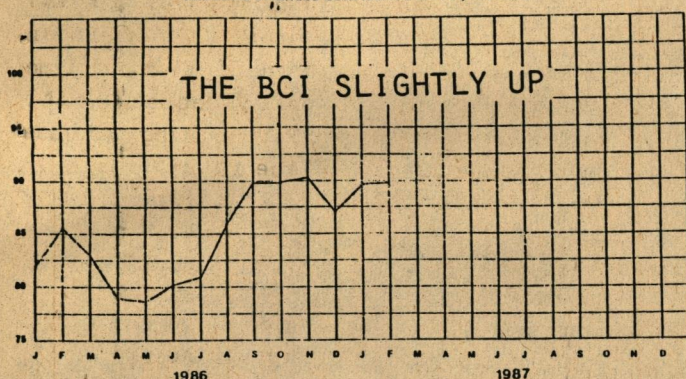
The consultant suggests further that in the summer months the clock could be advanced by one hour on this amended Standard Time which would mean that the clocks would be only 30 minutes ahead of the present Standard Time in the summer months. On this basis Durban could have daylight until between 7.30 and 8.30 pm from October to February with sunrise before 7.00 am except in February, while Cape Town would have daylight until 8.30 to 9.30 pm with sunrise before 7.00 am in all five months.

These are some of the factors to be considered in an attempt to achieve what so many countries have happily achieved and maintained despite similar initial misgiving - which demonstrates that perceived problems are not insuperable.

What ultimately counts is the collective corporate will of the community. Do we count you in ?



ASSOCOM BUSINESS CONFIDENCE INDEX (1983 = 100)



Source: Assocom's Statistician

The Business Confidence Index for February 1987 was 89,8 - slightly up on the January figure of 89,5. In February 1987, mixed reactions were shown again by the various sub-indices comprising the composite BCI.

When February figures are compared with January, positive developments were, inter alia, shown by:

- The number of new motor cars sold, which recovered from the extremely low figure reached in December 1986.
- Insolvencies of private individuals and partnerships registered a welcome drop.
- Registered unemployment, all races, showed a small decline.
- The number of persons emigrating from South Africa, although still very high, also decreased slightly.
- The rate of increase in the CPI fell from 18,1% to 16,1% - a favourable development even though part of the fall was due to technical factors.

Negative developments registered included:

- A decline in the overall market index of the Johannesburg Stock Exchange, mainly because of the sharp fall in the gold index. Increased profits announced by various companies in a number of industrial sectors, including motors, paper, furniture and chemicals, helped to promote a rise in the industrial index. However, this rise could not compensate fully for the fall in the gold index.
- The decline in the dollar price of gold by about 3% to below the psychological barrier of \$400 per ounce. Despite a recovery to slightly above \$400, the average remained below that for January 1987.
- The number of new companies registered declined when compared with the corresponding figure for the previous month.

ECONOMIC COMMENTARY

ASSOCOM senses a note of cautious optimism in the business mood about current economic trends, and business confidence is higher than it was this time last year. The economic omens are favourable.

Although both political and economic factors are currently still keeping overall business confidence at below its 1983 base year level, ASSOCOM sees no reason why - barring unforeseen shocks - the improved business mood should not at least be sustained over the next few months. While it is too early to assess the precise impact on the economy of the recent "mini-Budget", the immediate effect on business confidence has been favourable. It has helped to underpin the prospects for a better economic performance in 1987. ASSOCOM believes that South Africa can now hope that 1987 will be a year of slow but steady economic recovery - with a likely growth rate in the region of 3% to 3,5% for the year as a whole.

The short-term economic outlook is now greatly dependent upon the rate of growth in real disposable income, and upon the elements which determine the pattern of consumer spending. Remuneration - in both salaries and profits - is beginning to improve in several sectors of the economy. However, it should not be forgotten that consumer spending, like the balance of payments, has entered 1987 with a considerable legacy of debt. Reports indicate that the demand for consumer credit remains modest but that corporate credit demand appears to be rising. Inventory changes will play an important role in the business recovery this year, although many smaller businesses still report serious cash flow problems as a result of persistent cost inflation - and hence in the cost of financing stocks.

At this stage it is premature to expect a substantial recovery in private fixed investment, not only because the economic upturn still has some way to go, but also as a result of uncertainty about the longer-term political outlook. This picture will hopefully become clearer at a later stage.

It should be borne in mind that several key decisions are pending in the months ahead which could affect business and consumer confidence - positively or negatively - during the course of 1987. These include:

- The outcome of the General Election on May 6 and its consequences for political policy and economic policy in South Africa.
- Possible further increases in administered prices, such as in rail and postal tariffs, when Parliament reassembles in the second half of May, and the effect such cost increases may have on the rate of inflation.
- The shape of the main Budget on June 3 and the impact on the economy of any further fiscal and tax decisions which may be embodied in it.
- The manner in which the Margo Report into the reform of the tax structure (due to be published in May) is handled by the authorities and the degree to which any innovative thinking in that Report elicits a favourable response from the private sector.
- The impact on the business community from July

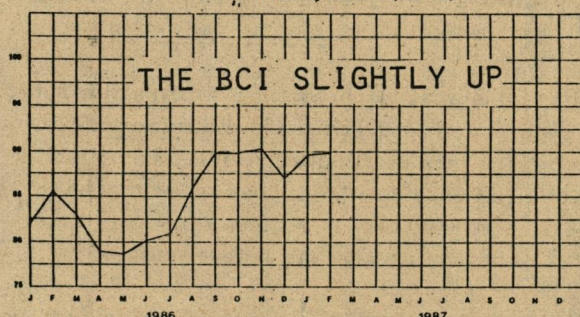
(Continued on Page 6)

INCREASE IN THE MINIMUM REMUNERATION BELOW WHICH AN EMPLOYEE IS NOT LIABLE TO PAY TAX

Following upon the recent tax concessions announced by the Minister of Finance in his Mini Budget - Notice No.429 of Government Gazette 10620 dated 27 February 1987 now authorises an employer to cease deducting tax with effect from 1 March 1987 where an employee's remuneration is less than specified in the gazetted tables (copies of which are available at the Chamber's Information Department)

For example, a married man under 60 with two children will be now only liable to pay tax if his annual remuneration is R7 966 or more (previously R6 001) and a single person under 60 with no children when his annual remuneration is R4 700 or more (previously R4 251). Also tax will only be deducted from a married woman when her remuneration is R2 250 or more (previously R1 800).

ASSOCOM BUSINESS CONFIDENCE INDEX (1983 = 100)



(Continued from Page 5)

this year of the proposed regional taxes (employment and turnover levies) to finance Regional Services Councils and the negative effect which these levies could have on the net tax burden.

All these factors will have an important influence on the overall trend in business confidence and in the BCI later in 1987. Confidence, in the wider sense, remains an elusive yet vital factor. As the Governor of the Reserve Bank, Dr Gerhard de Kock, recently said: "There is so much expansionary fuel lying around that it only requires a spark of real confidence to ignite it."

THE MONTHLY BCI (1983 = 100) FOR 1985, 1986 AND FOR JANUARY 1987

Figures for the composite index of business confidence for the abovementioned period are as follows:

	1985	1986	1987
January	78,6	81,9	89,5
February	83,3	85,5	
March	79,1	83,0	
April	76,1	79,0	
May	77,9	78,6	
June	81,0	80,1	
July	77,9	80,9	
August	76,9	85,7	
September	78,2	89,9	
October	78,0	89,9	
November	80,6	90,2	
December	81,1	87,0	
AVERAGE FOR THE YEAR	79,1	84,3	

NEW IN OUR LIBRARY

FINANCIAL MANAGEMENT

The Chamber has recently received a complimentary copy of "Financial Management" by Uliana, Correia, Wormald, and Flynn published by Juta & Company Limited, and members are welcome to see this in the Chamber's Information Department.

There is little doubt that many of the principles of finance are complex and at times obscure. There are however certain pervasive concepts which provide a basis of reference for virtually all financial management decision making. This publication focuses on such principles which are presented from the point of view of the investor and the financial manager, so that the practical applicability is evident.

The increasing interest in financial management as a necessary field of study for anyone embarking on a career in business or accounting has become evident. This book is set in the South African context and examples are drawn from the South African environment.

Financial Management is available at R49,95 from local booksellers or direct from Juta & Company Limited, P O Box 30, Cape Town 8000 or P O Box 1010, Johannesburg 2000.

INDUSTRIAL LAWS OF SOUTH AFRICA

Members seeking information on the industrial laws of the country will be interested to know that the Chamber has available a copy of Juta's publication "Industrial Laws of South Africa" by de Kock which contains the Acts and Regulations of the Machinery and Occupational Safety Act, the Basic Conditions of Employment Act, the Manpower Training Act, the Wage Act, Labour Relations Act, Wage Regulating Measures and Criminal Provisions. This publication is updated by way of amendment sheets.

(Continued on Page 7)

NEW IN OUR LIBRARY

(Continued from Page 6)

The Chamber also receives regular copies of the Industrial Law Journal including Industrial Law Reports.

WHO'S WHO OF SOUTHERN AFRICA 1986/87

The Chamber has received a complimentary copy of the latest edition of Who's Who of Southern Africa. This definitive reference book of influential people for the countries of Southern Africa (incorporating Botswana, Lesotho, Malawi, Mauritius, Namibia, Swaziland and Zimbabwe) features who's who in government, politics, large corporations, parastatals, the diplomatic corps, universities, parliament, independent and national states, stock and commodity exchanges, private sector, unions, sciences, the media, arts, sports, literature and the professions.

Two special sections have been included in the new edition:

- * Who's Who on the executive of every political party in South Africa;
- * Who's Who in the trade unions of South Africa plus their South African and international affiliations.

This publication can be obtained at R98,00 (including GST) through local booksellers or from Who's Who of Southern Africa, P O Box 81284, Parkhurst 2120, telephone (011) 880-2406.

TRADE FAIRS AND EXHIBITIONS

ROYAL SHOW PIETERMARITZBURG

The 128th Royal Show in Pietermaritzburg will be held this year from Friday, May 22 to Saturday, May 30 inclusive. The President of the Royal Agricultural Society, Mr Ron McDonald, says that there will be plenty of new features at the show for the public to enjoy. The show dates this year come at month-end so attendance figures are expected to be high.

The Commerce and Industries Halls will be open until 20h00 on all evenings except Sunday May 24 when the Halls will close at 18h30. There will be no main arena programmes on that Sunday evening.

Stand bookings for the show in the commerce and industries section are nearing completion. All available stand space in the exhibition halls is fully booked and only a relatively few open sites and lawn areas remain to be allocated.

Commercial exhibitors, particularly those with agricultural equipment, who wish to book one of the remaining open sites for the forthcoming Royal Show

should contact the Society's General Manager, Mr Mark Shute, without delay on telephone (0331) 56274.

FURNIDEC - INTERNATIONAL FAIR FOR FURNITURE, GREECE

This year Furnidec will be held in Thessaloniki, Greece from March 8 to 15. Products displayed at the Fair will include furniture in various styles and for various purposes, lighting fixtures and decorative articles, fitted carpets, rugs, curtain rails, etc., machinery, chemical materials and raw materials.

At the same time visitors will be able to see the INFACOMA exhibition of building materials, heating, insulation, solar energy and technology which takes place during the same period.

The Chamber has a number of complimentary invitations to the Fair and members may collect these from the Chamber's Information Department.

Organisers of the exhibition are HELLEXPO, 154 Egnatia Street, GR 546 21, Thessaloniki, Greece. Telex : 412291.

TRADE ENQUIRIES

FOR FURTHER DETAILS CONTACT
CHERYL KELLY ON (031) 301-3692

OFFERED

AUSTRIA

- A.1 A company in Vienna offers secretarial services to South African companies on a temporary or permanent basis.
- A.2 Memory boards, modules and single board computers.
- A.3 Semi-finished polyamide (nylon) and acetal products.
- A.4 Power glider with an 80 HP engine.
- A.5 Solar energy systems for heating swimming pools and service water for industrial, commercial and household use.

CHILE

- A.6 The Chamber has received a list of trade enquiries from the Embassy of Chile, and members are welcome to see this in the Chamber's Information Department.

HONG KONG

- A.7 Pharmaceutical products.

ITALY

- A.8 Shoe polish (tube and liquid self-shining); room deodorants.
- A.9 Liquid level regulators for use with motor pumps.
- A.10 Filters for motor vehicles: oil filters, air filters.

(Continued on Page 8)

TRADE ENQUIRIES

(Continued from Page 7)

- A.11 Leather for the furniture, footwear and leather industries.
- A.12 Novelties.
- A.13 PVC edging material for furniture and panels.
- A.14 Musical toys - incl. pianos and guitars; toys for infants and young children; outdoor toys and games.
- A.15 Electric generator units; electric compressors; hydrowashers hot and cold (industrial cleaning) and sanders.
- A.16 Industrial & scientific instruments (for control and measuring).
- A.17 Insecticide for household applications.
- A.18 Ceramic tiles.
- A.19 Wall shelving for supermarkets; plastic coated shelves with brackets and anodised price rail.
- A.20 Borehole pumps
- A.21 Industrial valves.
- A.22 Chippers/shredders suitable for forestry.
- A.23 Cosmetics.
- A.24 Cold water high pressure washers.
- A.25 Tractors - 2 and 4 wheel drive.

JAPAN

- A.26 Ultra miniaturized electrocardiogram recording device.
- A.27 Used/tested engines and spare car parts.

MALAWI

- A.28 Ivory/ebony/clay curios.

PAKISTAN

- A.29 Textile goods.

SINGAPORE

- A.30 Commodities, foodstuffs and spices.

SPAIN

- A.31 Photographic equipment.

TAIWAN

- A.32 Jewellery, novelties.
- A.33 Household drain pipe cleaner.
- A.34 Hand tools; hardware; spare car parts; electronic and electrical equipment; sports goods; footwear; novelties; kitchenware; household items; plastic products.
- A.35 Orange juice extractor.

WEST GERMANY

- A.36 Commodities; ready-made garments; machinery/equipment; supply/collaboration in turn-key plants/projects.

WANTED

MAURITIUS

- A.37 Roofing compound, felt; putties; prepared colour red oxide; galvanized water pipe fittings, contact adhesives/glue for plywood and woodworking industry; curtain rails.

WEST GERMANY

- A.38 Commodities, hand-made goods; minerals; stones and raw leather (sheep, goat, cobra, lizard skins).

MISCELLANEOUS

FRANCE

- A.39 Company engaged in the D-I-Y and home decoration fields, seeks South African consumer goods to be marketed throughout France. Products related to home decoration and outdoor living would be particularly appreciated.
- A.40 Importer of building products, with warehouse and commercial structure, wishes to make contact with South African manufacturers with a view to introducing their products on the French market.

UNITED KINGDOM

- A.41 Extensive service in Europe for companies or individuals needing assistance.

U.S.A.

- A.42 Product research service company seeks South African manufacturers of gift items.

SOUTH AFRICA

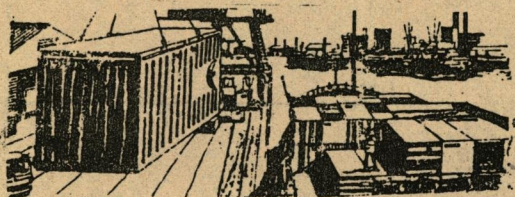
- LTE. 48 Manufacturer's representative of local and imported timber seeks additional allied lines for building merchants, furniture and pallet manufacturers.

The Chamber cannot accept responsibility for the standing of enquirers referred to in this issue, and members are advised to make the usual enquiries should they decide to negotiate business transactions.

NOTICE BOARD

PORT WORKING ON FOUNDERS' DAY

SA Transport Services has informed the Chamber that the Port of Durban will operate normal weekday working hours on Founders' Day, April 6, 1987.



FORMULATING A COMPANY HOUSING POLICY

In the light of the urgent need for active private sector participation in the provision of housing, members may find two pamphlets, prepared by the Department of Constitutional Development and Planning to be of particular interest. These are "Major Implications of the Revised Legislation affecting Black Urban Areas" and "Formulating a Company Housing Policy".

The last pamphlet will, in particular, be of practical value to members wanting to become more involved in assisting their employees with housing, but unsure how best to structure such action in the company's own interests.

Copies of the pamphlets may be obtained on request from the Information Department.



CIVIL DEFENCE COURSES

Durban's Civil Defence Organisation is offering two new Courses in Emergency Management. These courses are free of charge. They are:

* EMERGENCY CONTROLLERS - FLOOR WARDENS COURSE:

(two days) aimed to equip candidates with the necessary knowledge to:

- produce an Emergency Plan for their designated area of responsibility
- Identify potential hazards
- Respond effectively to emergency situations
- Kindle a security awareness

The candidate should be selected from middle or senior management level, possess a cool, calm and assertive personality, have good administrative and organising capabilities.

* BUILDING SUPERVISORS COURSE:

(1 day) aimed to stimulate and refresh notions on fire prevention, first aid, safety precautions and security awareness for building supervisors, directors and administrators of share block flats.

No dates have been set as this depends on the response for these courses. The course is open to all employees of members of the Chamber. For nominations and further details please contact the Civil Defence Office, Telephone (031) 304-0111 Ext. 526 or 543.



USEFUL BUSINESS PUBLICATIONS

The Chamber has available supplies of the following publications which members may wish to order by completing and returning the order form below, and enclosing the appropriate remittance:

- * Close Corporations Guide - 1986 Edition.....R6,00 GST incl
- * Hints for Business in SA - Vol. 2 "Planning & Finance".....R6,75 GST incl

CHEQUES FOR THE ABOVE TWO PUBLICATIONS TO BE MADE PAYABLE TO THE DURBAN METROPOLITAN CHAMBER OF COMMERCE

- ## A Guide to Conditions of Employment in the Commercial Distributive Trade.....R5,00 GST incl
(NCEA members.....R4,00 GST incl)

CHEQUES FOR THIS PUBLICATION TO BE MADE PAYABLE TO THE NATAL COMMERCIAL EMPLOYERS' ASSOCIATION

To: Accounts Department
Durban Metropolitan Chamber of Commerce
Box 1506
DURBAN 4000

Date: _____

ORDER FORM - CHAMBER PUBLICATIONS

Please supply the following publication/s:

Close Corporations Guide - 1986 Edition	R6,00	<input type="checkbox"/>
Hints for Business - Vol. 2 "Planning & Finance"	R6,75	<input type="checkbox"/>

CHEQUES FOR THE ABOVE PUBLICATIONS TO BE MADE PAYABLE TO THE DURBAN METROPOLITAN CHAMBER OF COMMERCE

A Guide to Conditions of Employment in the Commercial Distributive Trade	R5,00	<input type="checkbox"/>
NCEA Members.....	R4,00	<input type="checkbox"/>

CHEQUES FOR THE THIS PUBLICATION TO BE MADE PAYABLE TO THE NATAL COMMERCIAL EMPLOYER'S ASSOCIATION

I/We enclose our remittance of R _____

NAME: (IN BLOCK LETTERS).....

FIRM:.....ADDRESS:.....

.....

TELEPHONE NUMBER:.....SIGNATURE:.....

For Office Use Only
Date Posted: _____

GAZETTE NEWS

GOVERNMENT GAZETTE NO. 10618 DATED FEBRUARY 20, 1987

- * Publications Act: Rejected films; Publications or objects: Undesirable publications or objects: List P87/09; Undesirable periodic publications; Conditions; Setting aside of declaration that publications are undesirable

GOVERNMENT GAZETTE NO. 10620 DATED FEBRUARY 27, 1987

- * Revision of tariffs applicable to drilling done by means of a Government drill or by a private drilling contractor
- * Income Tax Act: Employees tax deduction tables
- * Banks Act: Orders under Proclamation R.184 of 1967
- * Wage Act: Wage Board Investigations: The Wage Board will be sitting in the Boardroom, Room 317, Masonic Grove Government Offices, Durban, at the following times and dates in order to hear oral representations in respect of the following investigations:
 - Wage Determination 444, Coffin Manufacturing Industry, Certain Areas, on 25 March 1987 at 08h30;
 - Wage Determination 443, Funeral Undertaking, Certain Areas, on 25 March 1987 at 08h30.
- * Post Office Act: Amendment of Tariff for Priority Mail Articles to Foreign Countries
- * Import and Export Control Act: Import control. The Minister of Economic Affairs and Technology intends releasing certain goods which are presently subject to import control in terms of the provisions of Government Notice R. 1163 (Government Gazette 9764) of 30 May 1985, for such control. Interested persons are requested to submit any comment in writing to the Director: Import and Export Control, Private Bag X192, Pretoria 0001, within one month from 27 February, 1987.
- * Customs and Excise tariff applications: List 1/87

GOVERNMENT GAZETTE NO. 10621 DATED FEBRUARY 27, 1987

- * Marketing Act: Dry Bean Scheme
- * Sea Fisheries Act: Amendment of regulations
- * Exchange Control Regulations, 1961: Amendment of Orders and Rules: Declaration in regard to foreign exchange proceeds of exports. The first paragraph of Government Notice R.75 which was published in Government Gazette 10575 (Regulation Gazette 4041) on 9 January 1987 should be deleted in its entirety and replaced with the following paragraph:

"The Minister of Finance has, in terms of the authority extended to him in terms of the Exchange Control Regulations, 1961, published under Government Notice R. 1111 of 1 December

1961, as amended, further amended the Orders and Rules, published under Government Notice R. 1112 of 1 December 1961, as amended, as contained in the Schedule of this notice with effect from 12 December 1986. After 1 May 1987 all declarations completed in terms of paragraph 5 of the Orders and Rules must be in the form prescribed in the Schedule of this Notice. Up to 1 May 1987 declarations may be completed either in the form prescribed prior to 12 December 1986 or in the form prescribed in the Schedule of this Notice."

- * Labour Relations Act: Clothing Industry, Natal: Amendment of Main Agreement; Hairdressing Trade, Natal: Extension of Main Agreement
- * Manpower Training Act: Scheme for the training of entry level computer programmers

GOVERNMENT GAZETTE NO. 10622 DATED FEBRUARY 27, 1987

- * Companies Act: Notices relating to companies registered and deregistered
- * Close Corporations Act: Notices relating to close corporations registered and deregistered

GOVERNMENT GAZETTE NO. 10632 DATED FEBRUARY 27, 1987

- * Republic of South Africa Constitution Act: Prorogation and summoning of the Parliament - 18 May 1987; Dissolution of the House of Assembly

PROVINCIAL GAZETTE NO. 4572 DATED FEBRUARY 26, 1987

- * Durban: Building bylaws: Amendment

SITUATION WANTED

BRAND/MARKETING MANAGEMENT/PERSONNEL E.21.
Gentleman (27) B.Sc. (Hons in Psychology). Experience includes evaluation and training of candidate officers in airforce and research in field of psychology to post graduate level.



CHAMBER MEETINGSMonday, March 9

17h00 Umhlanga Committee

Tuesday, March 10

09h30 Durban Association of Freight Forwarders

16h00 Council of Directors

Wednesday, March 11

10h30 Natal Regional Export Advisory Committee

14h30 NCPA Meeting of Credit Managers

Thursday, March 12

15h00 NCPA Meeting of Creditors of Electro Lift CC

Friday, March 1316h00 Durban Harbour Carriers' Association -
Annual General Meeting, Royal Durban Golf
ClubMonday, March 1610h00 NCPA Meeting of Creditors of Mr E Patel t/a
E P Paper CircleTuesday, March 17

10h00 Durban Harbour Carriers' Association

14h30 Manpower Committee

Wednesday, March 18

12h30 President's Lunch

Thursday, March 19

10h00 Transportation Committee

16h45 Pinetown Divisional Committee

CHAMBER HIGHLIGHTSWednesday, March 11

12h00 Introlunch, Hotel Belgica

Saturday, April 4

Race Day, Greyville Racecourse

Tuesday, May 5

Annual General Meeting

Wednesday, August 5

Annual Dinner

Friday, August 7 & Saturday, August 8

Natal Regional Congress to be held in Margate

Saturday, November 7

Theatre Supper

CHAMBER SEMINARS

March Computer Courses

Full details and booking form on Page 18 of Digest
No. 8 dated February 28, 1987Friday, March 1308h30 Professional Executive Secretary
- Ocean City Holiday InnMonday, March 1616h30 Powers, Duties and Responsibilities of
Company Directors
- 4th Floor, Commerce HouseThursday, March 1908h30 Telephone/Communication Techniques for
Secretaries, Telephonists and Receptionists,
- Ocean City Holiday InnFriday, March 2008h30 Workshop Management for Engineering Foreman,
- Ocean City Holiday InnTuesday, March 2414h30 SATS New Accounting System
- Marine Parade Holiday InnTuesday, March 3116h30 Scenarios for the World and S A in the
1990's
- Ocean City Holiday Inn

MAART/MARCH											
S	M	D	W	T	F	S	S	M	T	W	T
1	2	3	4	5	6	7	8	9	10	11	12
13	14	15	16	17	18	19	20	21	22	23	24
25	26	27	28	29	30	31					

CHAMBER SEMINAR

TELEPHONE/COMMUNICATION TECHNIQUES FOR SECRETARIES, TELEPHONISTS AND RECEPTIONISTS

With the cost of personal sales calls increasing, businesses are relying more and more on the use of the telephone as a medium for communicating with existing and potential clients.

Regrettably, top management and sales staff are unaware of the poor company image that is often being presented to telephone enquirers by their secretaries, switchboard telephonists and receptionists, and, as a consequence, will never know just how much goodwill and business the firm is losing.

Down the line training in this area is usually severely neglected by companies who do not appreciate the fact that an employee on the telephone is in the shop window of their business.

This full day seminar will involve delegates in "hands-on" training in the following areas:

- * How to receive an incoming call
- * Conveying a good company image
- * Identifying what the caller wants
- * Assessing different personalities from the voice
- * Handling complaints, enquiries and messages with tact but firmness
- * Communicating effectively
- * Economic use of the telephone
- * Looking for further business opportunities
- * Planning outgoing calls

WHO SHOULD ATTEND?

Receptionists, telephonists and secretaries who are in frequent contact with people by the telephone whether internally or outside the company.

SEMINAR LEADER:

Jane Butler-Adam, B.A. (Hons) M.Ed. (Hons) Bus.
Admin of Research and Training Associates.

VENUE: Ocean City Holiday Inn, DurbanDATE: THURSDAY, 19 MARCH 1987TIME: 08h30 to 17h00FEE: Members R100 per delegate : Non-Members
R130 per delegate (Includes teas and Lunch)

REGISTRATION: Complete and return reply form on Page 14 of this Digest, together with cheque to reach the Chamber as soon as possible.

CHAMBER SEMINARS

ENQUIRIES : JESSIE EAGLE TELEPHONE (031) 301-3692

"TWILIGHT" SEMINAR ON POWERS, DUTIES AND RESPONSIBILITIES OF COMPANY DIRECTORS

Much ignorance revolves around the use of the title "Company Director" and the duties and responsibilities attaching to one who has accepted appointment as such or who is deemed at law to hold the office of director of a company - whether or not he/she uses the official title.

Did you know, for example, that any benefit obtained by a director from the use of information gleaned in that capacity must be surrendered to the company.....despite his/her integrity and the fact that the company has lost nothing?

This two-hour twilight seminar has been especially structured for company directors who are unclear as to their responsibilities and their liabilities, and delegates are invited to raise questions pertinent to their own situation.

TOPICS TO BE COVERED:

- * Who is a director? Can you tell from his/her title?
- * Executive and non-Executive directors
- * Division of authority between the board and company shareholders
- * Directors obligations to the company - duties of care and skill; duties of good faith; dealings with the company
- * Directors obligations to outsiders - agency of directors; insider dealing in company shares and securities; position on insolvency of the company
- * The company's obligation to its directors - appointment; service contracts; retirement; removal; rotation and disqualification; loans to and from; compensation for loss of office
- * Nominee directors

PRESENTER: Mr David Asherson, a practising attorney.

VENUE: Fourth Floor, Commerce House, 39 Field Street, Durban

DATE: MONDAY, 16 MARCH 1987

TIME: 16h30 to 18h30

FEE: Chamber members R40 per delegate : Non-members R60 per delegate.

WORKSHOP MANAGEMENT FOR ENGINEERING FOREMEN

Most Workshop Managers, Foremen and Chargehands find themselves trapped between the needs of Senior Management and the demands of their Artisans.

Because of the lack of training specifically designed for workshop management, few foremen are able to function effectively. As a consequence the morale and productivity of many workshops is abysmally low.

This workshop, which has been specifically designed to cater for the needs of Workshop Managers, Foremen and Chargehands teaches them the practical skills they need to gain the upperhand in the workshop and effectively lead their artisans to increased productivity.

WORKSHOP OBJECTIVE

Your role as a Workshop Manager
The power you have as a Manager and how to use it.
Coping with stress in the Workshop.
People-handling skills.

- * Effective communication
- * Motivating Artisans
- * Positive discipline techniques
- * Counselling Artisans

On the job coaching/training.
Organising/re-organising the Workshop.
How to avoid unwanted pressure in the Workshop.

WORKSHOP LEADER

Alan J Whitaker B.COMM, MBL, MIPM, MIMktM, Director MDi who has specifically designed this course in response to the demand by Workshop Management for a course of this nature. Over the past ten years he has trained thousands of Managers throughout Southern Africa.

VENUE: Ocean City Holiday Inn

DATE: FRIDAY, 20 MARCH, 1987

TIME: 08h30 to 17h00

FEE: Members R145 Non-Members R165

REGISTRATION: Complete and return reply form on Page 14 of this Digest, together with cheque to reach the Chamber as soon as possible.

CHAMBER SEMINARS

ENQUIRIES : JESSIE EAGLE TELEPHONE (031) 301-3692

AFTERNOON SEMINAR SATS NEW ACCOUNTING SYSTEM

With SATS introducing a FREIGHT TRANSIT ORDER to replace the well known GOODS CONSIGNMENT NOTE with effect from 1 April 1987, the Chamber has arranged for Mr L M J GRIMM, Senior Superintendent SATS Speed Freight Division in Johannesburg, to apprise interested members on the full implications of changes to their accounting system and to answer any queries members may wish to raise.

Advance booking, which will be treated on a first-come-first-served basis, is essential and should be made no later than Tuesday, 17 March.

A nominal fee is being charged to cover the cost of the venue hire and incidental expenses.

VENUE: MARINE PARADE HOLIDAY INN, DURBAN
DATE: TUESDAY, 24 MARCH 1987
TIME: 14h30 to 17h30
FEE: Members R5,00 per person Non-Members R20,00 per person

A cash bar will be available at the close.

REGISTRATION: Complete and return the reply form below together with cheque to reach the Chamber as soon as possible.

SCENARIOS FOR THE WORLD AND SA IN THE 1990'S

For the benefit of members who have not yet participated and/or for those wishing to refresh their thinking on the matter, the Chamber has arranged for Mr Courtenay James Buys, Economic Consultant with the Anglo American Corporation, to make a further presentation of the thought-provoking seminar developed by the Corporation.

In his presentation Mr Buys will:-

- * Identify the rules of the global "game" to be played over the next 15 years.
- * Profile the essential players.
- * List the key variables, and
- * Examine South Africa's current position in the global game, and future scenarios.

VENUE: OCEAN CITY HOLIDAY INN, (Free parking)
DATE: TUESDAY, 31 MARCH 1987
TIME: 16h30 to 19h00
FEE: Members R15
Non-Members R30 (Subject to seating availability)

A cash bar will be available at the conclusion of the presentation.

REGISTRATION: Complete and return the reply form below together with cheque to reach the Chamber no later than TUESDAY, 24 MARCH 1987.

To: The Business Services Manager
Durban Metropolitan Chamber of Commerce
P O Box 1506
DURBAN 4000

Date: _____

CHAMBER SEMINAR ON : _____

I/We wish to attend the abovementioned seminar to be held on:.....

NAME: _____ NAME: _____

My/Our remittance of R _____ is enclosed. (CHEQUES TO BE MADE OUT TO THE DURBAN METROPOLITAN CHAMBER OF COMMERCE).

NAME OF FIRM: _____

POSTAL ADDRESS: _____

TELEPHONE NUMBER: _____ SIGNATURE: _____

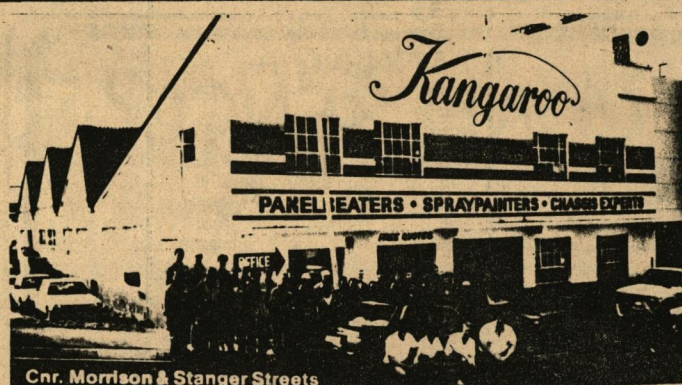
PABX

ALL TYPES OF
NEW & RECONDITIONED SYSTEMS
AVAILABLE COMPLETE WITH
TRUNK BARRING & INTERCOM
FULLY GUARANTEED & FREE INSTALLATION
CONTACT NATAL'S LEADING CONSULTANTS



**Digital
Communication
Brokers (pty) Ltd.**

TELEPHONE: (031) 233580 or 231351



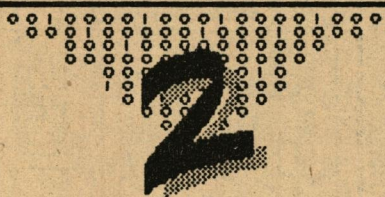
KANGAROO PANEL BEATERS

AND SPRAY PAINTERS

24 HOUR BREAKDOWN SERVICE

76 MORRISON ST. DURBAN 4001

TEL: 375341/2/3



- We support and consult on most IBM PC and AT software
- Lotus 123, Javelin, Dbase III, Framework and Word processing
- Custom software written to your specifications

FOR YOUR SOFTWARE PURCHASES,
CONSULTANCY AND SUPPORT, PHONE US TODAY

TIME 2 TALK cc

Computer Consultancy & Support
Phone 285034 or 295123 Chan 299

HIGH-PRESSURE WATER CLEANING

WITH CHEMICALS IF REQUIRED

WE CLEAN FOR YOU : ● ROOFS

● GUTTERS

● WALLS

● INDUSTRIAL PLANT

ALSO WET SAND BLASTING.
SURFACE PREPARATION AND PAINTING.

FOR FREE ADVICE AND QUOTATIONS

PHONE : (031) 45-1513

COMPTOMETER SERVICES

For all your calculation Requirements

We calculate and check:

- *All types of Stock Sheets.
- *Bills of Quantity (Tenders) - Dimensions, Final Accounts, 'Grossing-up' etc.
- *Audit Casting.
- *Invoicing - Daily, Weekly, Monthly.
- *Wagesetc.

For further information telephone:

37 26 24

KOMMANDO DATA SERVICES

FOR

- KDS - TURBO IBM COMPATIBLE PERSONAL COMPUTER WITH 1 YEAR PARTS & LABOUR GUARANTEE
- SEIKOSHA, EPSON, STAR, GENICOM & ANADIX PRINTERS
- BELTEL MODEMS
- NETWORKING SYSTEMS
- FULL RANGE OF PROGRAMS TO MEET YOUR NEEDS.

* FOR EXPERT ADVICE ON ALL
HARDWARE & SOFTWARE
CONTACT US AT 101 WEST STREET
OR TEL: 371761

PLANNING A CONFERENCE?

Why not get away from the distractions of daily work problems and the influence of social and domestic commitments for your next management conference or seminar?

The superbly situated Salt Rock Hotel caters for groups of up to 150 delegates and is on the Dolphin Coast only 50 km from Durban. During leisure breaks, sporting facilities such as bowls, squash and tennis are available with a golf course close by.

Rates on
request.
Conference
equipment
available

For further information, write to: THE MANAGER,
SALT ROCK HOTEL, P.O. SALT ROCK, 4391
or phone (0322) 5025/6/7



**SALT
ROCK**
★TYYY HOTEL
P.O. SALT ROCK, 4391
☎ (0322) 5025/6/7/8/9

AERIAL ADVERTISING



AERIAL ADS

RAUTENBACH AIR SERVICES (PTY) LTD.

PHONE 838658

KOMMANDO DATA SERVICES FOR

REPAIRS & MAINTENANCE

TO ALL MAKES OF

COMPUTERS, PRINTERS, MONITORS & PERIPHERALS

❁ MAINTENANCE CONTRACTS AVAILABLE
(ON SITE & BRING IN)

"DEAL WITH THE PROFFESIONALS"

CONTACT US AT

101 WEST STREET OR TEL: 371761

TO LET JACOBS BEST FRONT POSITION

CONTAINER HEIGHT GOODS ENTRANCE.

OFFICES - FACTORY - ABLUTIONS

APPROX 600 M² NO YARD.

SPECIAL

ONLY R4 M² OVERALL!

**MODERN
GROUND FLOOR
FACTORY - TO LET**

AVAILABLE 1st MARCH 1987 OR EARLIER
BY ARRANGEMENT. BARGAIN RENTAL PHONE
FOR APPOINTMENT TO VIEW DURBAN :

48-2585 (BUSINESS) MR DAVID.

FIRST COME-FIRST SERVED

'ONLY ONE'

CAR THEFT

Insurers request the engraving of the Engine
or Registration number on all windows.

JEAN RAFFRAY will engrave on windows and
windscreens plus in a secret place only
known to you and the Police should the wind-
ows and windscreens be broken and replaced.

Phone **JEAN RAFFRAY** (031) 29-2219 who will
protect you for R20,00.

**THE RAFFRAY ANTI-VEHICLE THEFT
PROCESS IS APPROVED BY THE
SOUTH AFRICAN POLICE**

**White Mountain Resort
(DRAKENSBERG)**

Members of --

P O BOX 609 ESTCOURT
PHONE : (03631) 24-437



Set in beautiful country scenery in the foothills of the Drakensberg. Full board - from R35 per day. Well appointed self catering cottages. From R30 per days for 4 people.



SEND AND RECEIVE DOCUMENTS,
DIAGRAMS, ETC. VIA YOUR PHONE
AT A FRACTION OF TELEX COSTS

FACSIMILE EQUIPMENT SALES
SPECIAL RATES TO CHAMBER MEMBERS
CONTACT NATAL'S LEADING CONSULTANTS



**Digital
Communication
Brokers (Pty) Ltd.**

TELEPHONE: (031) 233580 or 231351

CURTAINS GRUBBY?

Phone HAZEL at
259650 (W) 825226 (H)

RUB-A-DUB

for a 24 hour take down, put back
curtain cleaning service
Integrity & personal service assured.



**BUSINESS
COMPUTER
COURSES**

Training for beginners and experienced persons
at a price you can afford. "Hands-on" one person
per computer, maximum 10 students.

COURSES:	
Introduction to computers *	R 175
MS-DOS	R 75
Small Bus Sys(WP,SS,FILE,etc) *	R 150
Using Framework II *	R 200
Managing with Framework II *	R 200
Using TWIN (LOTUS 123 CLONE)	R 150
Accounting Suite *	R 350
Using dBASE III+	R 175
Using Harvard Total Proj Man	R 400

All courses are full-time; those marked with a *
can also be taken on a part-time basis.

ENROL NOW as courses have started.

FOR ENQUIRIES AND COURSE DATES CONTACT:

COMPU-ED

Information through Computers

PHARMADOR HOUSE
49 CATO SQUARE
DURBAN, 4001 TEL:(031) 32-3787



FORMERLY TRUST CENTRE PINETOWN

SHOPS TO LET - BUSINESSES TO LET!!

Enormous passing trade up/down Hill
Street AND Dales Avenue.

SEE NEXT PAGE FOR DETAILS !!!!

**STOP
THIEF!**

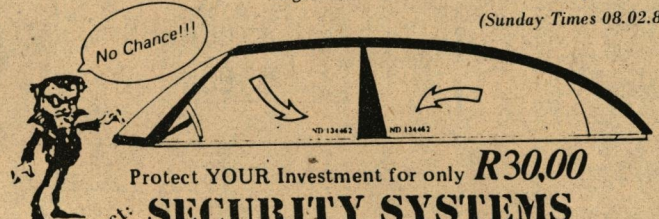


Did you know that 15 cars are **STOLEN** every day in DURBAN

The most effective **ANTI THEFT** and **RECOVERY** SYSTEM
is to mark **YOUR** vehicle with its **REGISTRATION** NUMBER

Insurance Companies insist that policy holders etch
Registration Numbers on windows by April 1st 1987

(Sunday Times 08.02.87)



Contact:

Protect **YOUR** Investment for only **R30,00**

SECURITY SYSTEMS

Tel: 3048413 or 752289 (A/H)

We are mobile - So call us now!

PROMPT CALL OUT SERVICE *Keys cut while you wait!*



ALERT LOCKSMITHS

- Expert Service
- Locks supplied, fitted, opened and repaired
- Number plates
- Signs
- Shoe repairs
- Stamps

☎ **217056 • 221255**
A/H 295123 (Autopage Code 1336)
Shop L2 Musgrave Centre (opp. Post Office)

Member of the Locksmith Association of South Africa

MOVING OVERSEAS!

PHONE (031) 7002241

TRANS GLOBAL REMOVALS

ALDES BUSINESS BROKERS AND ESTATE AGENTS

REQUIRE MANUFACTURING OR SERVICE BUSINESSES
OUTRIGHT PURCHASE OR PARTNERSHIP.

DISCREETLY HANDLED TEL: MIKE HINDLE 3048721

Suite 1100 Mansion House
12 Field Street
Esplanade, DURBAN

PMB. BRANCH
179 Boshoff St.
Cnr. Long Market

TRANSPORT FROM DURBAN TO
EAST LONDON
KING WILLIAMS TOWN ETC.
AND THE TRANSKEI
A PROBLEM ??

RAY'S REMOVALS
HAVE OPENED A BRANCH
IN EAST LONDON

PHONE: EAST LONDON: 0431 - 25123

DURBAN: 031 - 455174

T O L E T
=====

FACTORIES/WAREHOUSES

PHOENIX
430M² with large yard available
immediately - rent negotiable.

JACOBS
690M² with 126M² covered parking
available immediately - R3000 p.m.


UMGENI
From 200-2000M²
Available immediately
Rents negotiable.

SHOPS/OFFICES
Suburban showroom/office
105M² available immediately -
R1060 p.m.

PINETOWN
Showroom and offices
1000M² - R4500 p.m.

ESPLANADE
382M² offices - R9.30/M²
Negotiable - available immediately.

LOUISE HITCHCOCK 726373



PAT WITHEROW
PROPERTY CONSULTANTS · CORPORATE BROKERS

RAY'S REMOVALS

188 Archary Road, Clairwood
P.O. Box 2049, Durban 4000
Telex: 6 - 25403 -

Phones: Durban: 031 - 455174
East London: 0431 - 25123

REGULAR SCHEDULED DAILY/WEEKLY
TRIPS TO THE TRANSKEI, EAST
LONDON, QUEENSTOWN, PORT ELIZABETH
JOHANNESBURG & NORTHERN NATAL.

BILWOOD

GENERAL CARPENTRY
SHOPFITTING PARTITIONING
KITCHEN UNITS, WALL UNITS
AND COUNTER UNITS

PHONE BILLY - 21-4143



PAT WITHEROW
PROPERTY CONSULTANTS · CORPORATE BROKERS

GLENWOOD

=====

Large home with flat rights.
Self contained flat for owner
15 rooms let to students
2 road frontages
Excellent investment for active
husband and wife team

R135,000

LOUISE HITCHCOCK

-726373

ANTI-VEHICLE THEFT DEVICE

IMMOBILISE YOUR VEHICLE WITH AN
AUTOLOCK SYSTEM for R119 + GST

INSTRUMENT MAINTENANCE & SERVICES

Phone:

(031) 485303 (O/H) ★ 447678 (A/H)

Ask for: Gilles

BUSINESSES TO LET

Superb **O**ppportunity !!

to own a shop in the

SPARKLING new

"23 hill street"

(FORMALLY TRUST CENTER)

shopping centre

in **p**inetown !

become your own
boss - **now !**

For more details and advice on
how to start your own success story
Contact Stephanie - 729718/720975
782935 A/H OR Jenny 726290 and
863081 A/H.

CUT PAPERS (PTY.) LTD.

27 WINDER STREET, DURBAN. 4001. — TELEPHONE : 372422

MARCH SPECIAL

	Ream/500	ENVELOPES	Box/500
PHOTOSTAT PAPER — A4 70gsm	R 6,60	WHITE PLAIN C6	R11,00
PHOTOSTAT PAPER — A4 80gsm	R 7,40	WHITE WINDOW C6	R13,00
TYPING PAPER — A4 46gsm	R 5,00	BROWN PLAIN C6	R 8,10
FOLDERS :		BROWN WINDOW C6	R 9,90
356 x 457 — 200 gsm per 100 sheets	R14,00	WHITE PLAIN DL	R13,20
		BROWN PLAIN DL	R10,20

Prices exclude G.S.T.

SOFTWARE REVOLUTION

VP-PLANNER R199

Lotus compatible Spread Sheet

VP-INFO R199

DBase compatible

EXECUTIVE WRITER R139

Word Processor

NUMBER WORKS R 99

Spreadsheet

BOOKKEEPER R289

Integrated Accounting

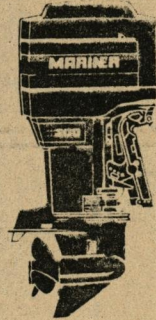
**COMPUTER
PROFESSIONS**

3042381 for a complete list
of IBM Compatible Software
prices

Ted's Boating Services

173 BRIGHTON ROAD BLUFF

TEL. (031) 47-8758



- * NEW AND USED BOATS,
MOTORS & ACCESSORIES
- * OUTBOARD SERVICING ALL
MAKES
- * SALES ON YOUR BEHALF -
FINANCE ARRANGED
- * BAY REGISTRATION
- * SAFETY EQUIPMENT

MARINER OUTBOARDS



WE WILL...

- Design the building and its services
- Prepare the plans
- Obtain local authority approvals
- Budget costs accurately
- Complete the project on time

KIRK
PROJECTS

**INDUSTRIAL
BUILDING
CONTRACTORS**

P.O. BOX 544 • PINETOWN 3600
TEL: 031-700-1497

SPECIAL NEW MEMBER OFFER



THE NEW
DURBAN CITY GYM

Universal/Nautilus

SPORTS FITNESS CENTRE

SEPARATE STUDIOS FOR MEN & WOMEN

DURBAN'S FIRST 'PRIVATE CLUB' CONDITIONING CENTRE

TOGETHER OFFER YOU THE CHOICE OF THE FINEST SCIENTIFICALLY
BASED SYSTEMS FOR OPTIMISING YOUR FITNESS, STRENGTH, FLEXIBIL-
ITY, CARDIO-VASCULAR CONDITION AND MUSCLE TONE. HIGHLY SUPER-
VISED AND PERSONALISED PROGRAMS FOR ANYONE FROM SERIOUS
ATHLETES TO BUSY HOUSEWIVES

-DYNAVIT - TUNTURI - MONARK

Phone 323989, 2nd FLOOR, 89 PINE ST., DURBAN.

it's the quality not the size that counts
contact PETER

*This space costs
R55.80
excl. GST*