

# in the news

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## 2018 EXECUTIVE



VICE-PRESIDENT:  
Charles Levy



Trevor Davis



Heather Boucher



Andy Strong



Ian Stayt

**Alan Simmonds**  
Media Officer Bowls South Africa

Nominated unopposed by council, Rob Forbes (Eastern Province) was duly sworn-in as president of Bowls South Africa at the 21st annual meeting held at Edenvale Bowls Club, Ekurhuleni. His vice-president, also returned unopposed, is Charles Levy (Port Natal).

Forbes assumes control, for at least three years in place of Kallie Haupt (see article this newsletter) whose successful term ended with deserved lavish praise heaped on him from many speakers and congress delegates.

The incumbent executive of Heather Boucher (unopposed as the only lady member; Border), Andy Strong (Ekurhuleni), Trevor Davis (Eden) was re-elected by council and joined by Ian Stayt (Sables).

Haupt spoke with passion and conviction. An excerpt from his closing address was:

"...It is important the bowls fraternity take cognisance of important policy developments for sport at a global and national level. Sport ministers from all over the world gathered in

# 'GOOD OLD DAYS' ARE OVER WARNS NEW PRESIDENT FORBES



PRESIDENT: Rob Forbes

Kazan, Russia during July 2017 and I requested, our friend, Dr Bernardus van der Spuy of SRSA to update me on the decisions taken at this conference.

The main three policy themes adopted in the KAZAN Action Plan are:

1. Developing a comprehensive vision of inclusive access for all;
2. Maximising the contribution of sport to sustainable development and peace;

### 3. Protecting the integrity of sport.

These three policy areas will no doubt find its way in our government's strategic documents with pressure on all levels of national federations to implement them..."

In his acceptance speech Forbes after praising his predecessor said:

"... Much has been said about the long-term survival of our sport. The reality is that we are living in a dynamic society that changes virtually daily. Twenty or thirty years ago we lived in a society where fixed hours in a week were dedicated to playing sport. Today, in my opinion, modern society has to manage time available for sport within the confines of its available spare time.

We have more access to technology and information every day. Gone are the days of free Saturday afternoon or Sunday morning. More and more families are having to prioritise work and family commitments and as a consequence are finding less time available for recreation. When they do find the time they want to be able to utilise that time within their constraints and not be bound to fixed time engagements. It is no longer business as we knew it.

It is, therefore, incumbent on us as your executive and indeed I would add each and every one of us present today to ensure we rise to the challenge to meet the changing environment and adopt our models of engagement to align with the needs of society.

Ronald Regan said: 'Each generation goes further than the generation preceding it because it stands on the shoulders of that generation.'

We stand here today because of the inputs, drive and determination of people that have preceded us we owe it to them as we move on from generation to generation to ensure we leave a legacy. If we yearn for the 'good old days' we will reside in those days and miss the changes the world brings.

It is my intention to develop a structure of accountability where goals are established measured and reported on. Goals will be focused and aligned to our strategic plan so that through each intervention we work to our ultimate long-term plans. Having spent a good deal of my working life with the Coca-Cola Company I would like to share with you one of the values of the company relating to accountability; 'If it is to be, it's up to me.'



# CHALLENGES FACING BOWLS SOUTH AFRICA

This paper was delivered by out-going president of Bowls SA Kallie Haupt to the annual meeting at Edenvale:

Your executive has visited districts and clubs and been involved with SASCOC, the Department of Sport and international sport administrators on a regular basis. The exchanges have offered a unique perspective on our sport; that is why it is ever-important to tackle problems affecting the vigour of bowls in this country.

## THE INFLUENCE OF SPORT

Sport has always had a major effect on the culture, traditions and values of society. It is imperative bowls administrators heed these variables when deciding issues; reports in the sport world, negative or positive, help clarify a

Effective communication of our goals and plans will be shared with the constituents of the organisation so that together we are united in our plans. It is financially and physically difficult for six members of the executive to engage with all our constituents and, therefore, success as an entity will materialise only if there is total commitment from all influential parties. To quote Aristotle: 'the whole is greater than the sum of its parts.'

Finally, it would be remiss of me not to give thanks to a great number of people who have influenced me during my involvement in bowls administration. To Piet Breitenbach and Allan Freeman who ignited my interest all those years ago in Port Elizabeth. Allan and Kallie for their leadership, all of my colleagues and the

stance on racial equality, gender opportunity, rights of the disabled and senior citizens, class mobility, youth development and create a better standard of health and fitness.

## THE ROLE OF GOVERNMENT

1. The government's official position is regular physical activity contributes to health, promotes well-being and reduces the cost of medical care.
2. From a political perspective, government sees sport as a catalyst in the construction of a non-racial, non-sexist, democratic society.
3. However, an argument given by several national federations is the role of government should be simply to provide an overall policy, legislative framework and infrastructural support in terms of financial and other assistance, but should not interfere in the processes of selection and promotion. But the South Africa government will continue to play a major role in an overall transformation policy.
4. While co-operation with government is acceptable for all reasons, a strong stand on bowls culture, needs and aspirations should be maintained in any such discussions on the subject of 1Sport4 Life for all.

## EFFECT ON SOCIAL CHANGES

The loss of membership in the past 20 years can be attributed mainly to death, financial privation and, in suburbs described as grey areas with associated a high crime rate. Clubs in such areas find it difficult to survive financially. They proudly resist amalgamation with a neighbour; but several err in not even engaging in major recruitment drives. Establishment of new clubs in development areas is non-existent. Today maybe clubhouses should be viewed as public entities and be made available to the community-at-large to earn additional revenue. Clubs' traditional lifestyle is today too rigid to meet the needs of locals; even the sport itself. Why should such premises remain empty for most of the week?

staff of BSA with whom I have served and worked with and to all in this room with whom I have interacted over the years my appreciation to one and all for the friendly manner in which we have always engaged with each other you all have enriched my life and experience and for that I thank you. To my wife who selfishly allows me to continue my involvement her support is immeasurable.

We need to walk the path into the future together where through constructive dialogue we achieve mutual goals to the benefit of our constituents. Ghandi said: "be the change you want to see in the world; only together can we achieve this."

With many thanks to John Ravenscroft for information

## FINANCIAL IMPLICATIONS

In the final analysis, it is escalating cost that is strangling bowls. The vicious circle of keeping fees down, while being able to meet tournament and travelling costs has become a nightmare. As with most amateur sporting codes, bowls in South Africa is funded primarily by subscription, event-naming and grants from various department of sport and recreation.

We are most grateful for the sponsorships of Warwick Wealth and Perfect Delivery and others for invaluable financial support, but the loss of Lotto funding has impacted on the preparation and competitiveness of our top squads. Sponsorship is based on a concept of ensuring the branding of major events.

## WHAT ARE THE THREATS?

1. INTERNATIONAL COMPETITIONS  
Without extra external financial support Bowls South Africa is unable to continue to groom players of excellence to compete and succeed, as they do regularly, at international level. Administrators must discover fresh methods to correct the funding issue.
2. TRANSFORMATION  
In many clubs and districts transformation is viewed as a threat instead of an opportunity to grow membership, thus ensuring survival. The image of one bowling community across all creeds, colours and cultures is paramount. Nelson Mandela's vision of equal opportunity with core elements of respect and ethics and total commitment to develop level playing fields through sport should be embraced by bowls players everywhere.
3. BALANCING RESOURCES  
Bowls faces extinction unless clubs and players agree today on a course to balance needs, recruitment, expenditure and transformation. If a land grab does take place, under-utilised bowls clubs will become an obvious target.

#### 4. DISTRICT AND CLUB STRUCTURES

With the shrinking membership arises difficulty in filling club and district committees. Unfortunately, internal politics and an urge to influence policy, financial commitment and competitions, is a by-product of difficult times. Criticism is welcome, but constructive options should be offered for adoption – to simply like or dislike a situation is insufficient to implement a remedy. It has to be accepted with on-going environmental change comes political demand for change - effective management of bowls must be conducted on business principles. Although bowls' administrative duties are generally in the hands of volunteers, I am sure our sport

must immediately be managed on a professional basis. A system must be introduced for succession planning, inclusive of all role players, values, norms, needs and above all to identify experienced administrators who can influence the future and be compensated.

#### 5. COMMUNICATIONS

Communication is the key to understanding and mutual respect. It is regrettable many members at ground level often do not know what happens at national level. Excellent Internal newsletters and circulars are seldom displayed on club noticeboards and other important information not communicated to members.

#### 6. MARKETING

Marketing begins with keeping members at club level happy and informed. The tool kit introduced at last year's workshop and accepted with much enthusiasm has had little effect on numbers. While recruitment of paid-up affiliated members remains the sole responsibility of clubs, strategic and operational plans developed by competent national, district and club administrators must be underpinned by a drive and willingness of each bowler at every level to ensure the games survival.

**Kallie Haupt**

**President - Bowls South Africa**

**26 August 2017**



#### **B1 MIXED PAIRS**

GOLD - Michiel Kruger / Dianne Du Plessis  
SILVER - Andre Manders / Tracy Smith  
BRONZE - Rita Schutte / Pamela van Schoor

#### **B2 MIXED PAIRS**

GOLD - Herman Scholtz / Flippie Walker  
SILVER - May Homer / Beppie Summersgill  
BRONZE - Abe Crause / Avril Davids

#### **B3 MIXED PAIRS**

GOLD - Hylton Arnol / Keith Orrell  
SILVER - Eben Fourie / Jennifer Lloyd  
BRONZE - Gladys Mbele / Salomie Morries

#### **B1 LADIES SINGLES**

GOLD - Tracy Smith  
SILVER - Beppie Summersgill  
BRONZE - Rita Schutte

#### **B1 MENS SINGLES**

GOLD - Michiel Kruger  
SILVER - Derek Carter  
BRONZE - Andre Manders

#### **B2 LADIES SINGLES**

GOLD - Ellen Labuschagne  
SILVER - Rose Keyster

#### **B2 MENS SINGLES**

GOLD - Chris vd Merwe  
SILVER - Gamiet Fortune

#### **B3 LADIES SINGLES**

GOLD - Princess Schroeder  
SILVER - Avril Davids  
BRONZE - May Homer

#### **B3 MENS SINGLES**

GOLD - Flippie Walker  
SILVER - Keith Orrel  
BRONZE - Herman Scholtz

#### **B4 LADIES SINGLES**

GOLD - Salomie Morries

#### **B4 MENS SINGLES**

GOLD - Eben Fourie  
SILVER - Clifford Hole  
BRONZE - Hylton Arnol

#### **LADIES PAIRS**

GOLD - Desiree Levin / Handre Visagie  
SILVER - Jill Pearson / Billy Pretorius  
BRONZE - Jackie Cheeseman / Mandy Latimore

#### **PDBSA LADIES SINGLES**

GOLD - Desiree Levin  
SILVER - Jackie Cheesman  
BRONZE - Annatjie Meyer

#### **MENS MIXED CLASSIFICATION PAIRS**

GOLD - Wimpie Viljoen / Eddie van der Heiden  
SILVER - Chris Reyneke / Tobie Botha  
BRONZE - Jakes Jacobs / Des Main

# DISABILITY NATIONALS RESULTS

#### **MENS B5-B6 SINGLES**

GOLD - Handre Visagie  
SILVER - Dudley Saunders  
BRONZE - Deon Van Der Vyver

#### **MENS B7 SINGLES**

GOLD - Jakes Jacobs  
SILVER - Jarid James  
BRONZE - Gustav Van Der Merwe

#### **MENS B8 SINGLES**

GOLD - Wimpie Viljoen  
SILVER - Gareth Rees-Gibbs  
BRONZE - Chris Reyneke

#### **SPIRIT OF BOWLS**

LADIES - Chantel Emery  
MEN - Pieter Bothma



# DISABILITY NATIONALS



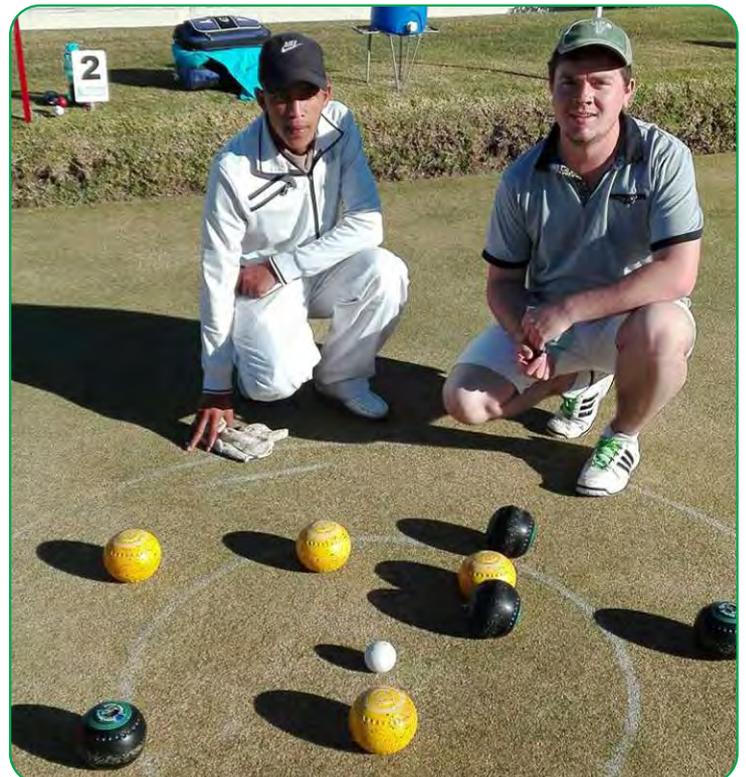
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**YOUNG SKILLS:** Eden Zone Talent Development Programme all day at George BC. Each player delivered 300 bowls during the day - tough in anyone's language. A good test of stamina and ability to stay focused. 24 bowlers, 2 greens, 12 markers.

Thank you to convener Elma Davis and to all who assisted and also to George BC for catering. See you all again in two months time. With Zakes Salemane, Trevor Davis, Morne Pienaar, Lyla Young, Bronlynn Jumat, Dillon Booyesen, Billy Radloff, Trix van Niekerk, Prof Stadler, Anri Fick and Sharon Carroll Calverley.

A huge shout out to Promac Fired Earth for sponsoring the JBA Ladies Provincial Fundraiser.

The purpose of this event was to raise enough capital to cover the 2018 selected Ladies District expenses - namely travel, accommodation and kit.

A fantastic day was had by all, with each District player having to submit their own team. 24 teams in total arrived on the glorious morning of 6th August at Bedfordview Country Club. Several of the provincial players involved some "newbies" in the teams who were so thrilled by the game they have decided to take it up more seriously - a two fold achievement on the day!

Even though this was a fundraiser, there was still some good prize money in the pot for the top 3 teams. Every player received a well stocked "goody" bag prior to play. 3 x 15 end games were played on a pre-drawn basis having a mix of Open, playing "B" and Senior teams.

With players thinking there was R1 000 000 up for grabs, participants were talking for weeks leading up to the event, and they weren't far wrong. The uniqueness of the event being that at prize giving, every player received a gold mystery box. Some contained Spar Vouchers, some contained cash, and three of the boxes contained a Lotto ticket - thus those receiving the tickets had the chance of becoming a millionaire.

Obviously, a day like this does not become a success without the help of a dedicated and hard working team. The event was the brain child of Glyn Harris ("A" Side Manager and JBA Selector), with the help of Debra Bremner, Cathy Dryburgh and Tracy Meyerdricks.

The event was won over-all by Heather Pembroke ("B") and her team, 2nd was Jane Joyce (Senior) and her team with Cathy Dryburgh (Senior) and her team placing 3rd. Congratulations to all of them!

The committee need to give prolific thanks to the following people that came forward with sponsorships and donations:

Cliffie Kay, Promac Fired Earth (Andrew Cottrell), Wizard Snacks (Hilton Cohen), Spar (Peter Van Vuuren), Toni Glass Iced Tea, Bayer SA (Tracey Tingle), Pakmed (Gerrit van Staden), Gemini Graphics (Linda van den Berg), Essentiale (Andrea Withers), Butch Courtney, Charlotte Rossouw, Carol Swartz, Clinton Kruger and Ray Holland.

We would also like to extend our thanks to Kendel Franks, the members of Bedfordview for loaning us their green for the day and their hospitality. Not forgetting Roz for her catering.

The 2nd place Booze hamper was won by Richard (on Esmé Haley's list) and the giant wheelbarrow of booze was won by Colleen Piketh!

A great incentive which in all likelihood will become an annual event!

# FIRED EARTH™

## MILLIONAIRES CHALLENGE



JBA LADIES PROVINCIAL FUNDRAISER



WINNERS: Heather Pembroke's team



RUNNERS-UP: Jane Joyce's team



RUNNERS-UP: Cathy Dryburgh's team



GIANT PARTY: Wheelbarrow of booze



2ND DRAW: Hamper of booze

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remarkable all 60 participants were AMBC members and all left after playing four (eight-ends) games with prize money in their pockets. The eventual winners were determined on the number of skins each team won as each had a cash value attached. All participants made a profit on the day with the team finishing in last place making R30 each. After all the scores were totalled it was Alan Grey's team with R. Stewart and Michelle Bezuidenhout finishing just ahead of Hester Hankey's with Mike Lancaster and F Hutchins and 3rd Place Brian Kidd, Sjoerd Idzerda, Dennis Beamish.

## PROFIT FOR ALEX MEMBERS

The Warwick Wealth "Skins" at Alexandra Memorial Bowls Club saw four sponsor's representatives attend - Alan Wilson, Stuart McMurtrie, Stacey Killian and Stuart Milligan. Once again Alexandra Memorial Bowl Club completed a successful Warwick Wealth sponsored skins tournament, and a hard-working team ensured that the players were well catered for on and off the green. It was



**WINNERS:** R. Stewart, Alan Grey & Michelle Bezuidenhout with Stacey Killian (Warwick Wealth)



**RUNNERS UP:** Hester Hankey, Mike Lancaster & Fred Hutchins with Stacey Killian



**THIRD PLACE:** Brian Kidd, Sjoerd Idzerda & Dennis Beamish.

## SUN AND SKILL AT WINKLESPRUIT

Warwick Wealth Nominated Trips Day at Winklespruit Bowling Club was attended by Stacey Killian and Stuart Milligan. Winklespruit played host to the Warwick Wealth sponsored nominated trips tournament.

The tournament was well supported by their club members as well as Amanzimtoti and Umkomaas BCs on the KZN South Coast. The players could not have asked for better playing conditions and hospitality was first class.

It was the visitors, skipped by Rodney Forte – Marion and John Liebenberg from Umkomaas that walked off with top prize, while the local teams had to settle for the session prizes. André Gelderblom skipped his team of Norma Raath and Dries Snyman to the first session prize and Lulu Bingham her team of Sylveigh Ananiadis and Eddie Bingham to the second session prize (see picture). A great day was enjoyed by players and spectators



**WINNERS:** Rodney Forte, Marion & John Liebenberg with Stacey Killian (Warwick Wealth)



**SECOND SESSION PRIZE WINNERS:** Lulu Bingham, Sylveigh Ananiadis and Eddie Bingham



# BEATING PAR AT PORT EDWARD



**CASH STARS:** Rowan Visser, Maureen van der Poel, Dave Banks, Trevor Smith, Tommy Doubell & Denise Ralfe



The "short hole" at Port Edward

and the feedback was positive from both new and experienced bowlers alike. There was even a closest to the pin winner on the 4th hole and this was eventually won by Maureen van der Poel. After the scores were recalculated with the teams' handicaps taken into effect it was Dave Banks and his team that took the honours from Rob Lyle's team that tied with Stuart Milligan's team for second spot. Big thanks must go to Leoni Booth and her support staff for an enjoyable afternoon of fun on the KZN south coast. Winners were Rowan Visser, Dave Banks, Tommy Doubell, Maureen van der Poel, Trevor Smith and Denise Ralfe; the tied runners-up were Rob Lyle, Lynn Walton, Philippa Makepeace, Frank Foley, Don Saunders and Myra Doubell along with Hazel Delaney, Francien van der Merwe, Greg Fifield, Derek Wicks, Stuart Milligan, Eve Gower and Jeanette Offer.



**TIED RUNNERS-UP:** Philippa Makepeace, Don Saunders, Myra Doubell, Rob Lyle, Lynn Walton & Frank Foley.



**TIED RUNNERS-UP:** - Hazel Delaney, Jennette Offer, Greg Fifield, Derek Wicks, Francien vd Merwe, Stuart Milligan & Eve Gower.

Warwick Wealth/ Port Edward "Golf" Day took place at Port Edward Bowls Club attended by Warwick whizzes Stuart McMurtrie and Stuart Milligan. No fewer than 38 participants turned out for Port Edward Golf Day format

tournament sponsored by Warwick Wealth. It was pleasing to see some new faces trying out this exciting new "golf" game set out on a bowling green. The six holes/targets which included obstacles was played over two rounds



**WINNERS:** Stacey Killian (Warwick Wealth), Ann Hewer, Thulani Moloi & Harry Taylor



**RUNNERS -UP:** Stacey Killian, Lorraine Blair, Barry Dray & Roun van Zyl (Sherwood President)

## ANN IS QUEEN AT SHERWOOD

The 10 trips teams that participated in the Warwick sponsored event held at Sherwood Bowls Club enjoyed a friendly morning of bowls on a glorious winter day. Ruon van Zyl, Sherwood's president, can really be proud of his members as they all contributed to a wonderful light lunch that was on offer to all players and spectators, reports Warwick's Stuart Milligan accompanied by Stacey Killian. At the end of morning play it was the team skipped by Ann Hewer that pipped Barry Dray's team to win the final honours in a closely contested tournament. Ann Hewer was accompanied by Thulani Moloi and Harry Taylor, while Barry Dray and Lorraine Blair had no answer on the day. A very enjoyable morning and lunch was had by all.

# GARY 'SKINS' THEM AT WESTVILLE

The Westville Country Club/ Warwick Wealth Sixes was a great success reports the sponsor's Stuart Milligan who attended with Stacey Killian. Westville Country Club have hosted their every popular annual "Sixes" tournament sponsored by Warwick Wealth. With 18 teams, consisting of six players (four men and two ladies), competed for the honours on a cool day resulting in some fierce competition. Format for this tournament was two sessions of 21 ends (skins format), the first session being made up with ladies' pairs and men's fours. The second session consisted of men's pairs and mixed fours. The eventual winners on 22 +37 was Gary Watson's team ahead of Ken Fann's team on 19 +53. Winners were Gary Watson, Charles Sullivan, Ray Koedyk, Ray le Roux, Maria Dreyer, Leonie Koedyk, who beat Ken Fann, Marc Rogers, Pierre Theron, Brendan Hurst, Cynthia Petzer, Desire Morris and Sandy Miller, Mo Morrison, Colin Best, Alex Morrison, Trudie Claasen, Sheila Markovic. Lorayne Morrison (sub) on 19 +37. Well done to Doug Watson, Charles Levy and all the Westville CC members/helpers for a smoothly-run tournament.



**WINNERS:** Ray le Roux, Maria Dreyer, Leonie Koedyk, Ray Koedyk, Charlie Sullivan & Gary Watson



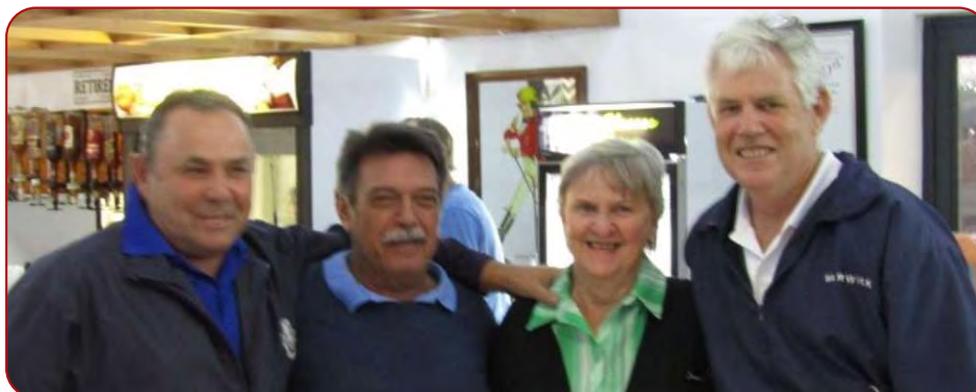
**RUNNERS UP:** Brendan Hurst, Pierre Theron, Desire Morris, Marc Rogers, Ken Fann & Cynthia Petzer



**RUNNERS UP:** Mo Morrison, Colin Best, Alex Morrison, Sandy Miller, Trudie Claasen, Lorayne Morrison (sub) for Sheila Markovic



**WINNERS:** James Ball, Mary Rust & Denis Davidson



**RUNNERS-UP:** John Truebody, Lorraine Blair & Danny Strydom

## CHILLY, BUT FUN AT UMHLANGA

A chilly winter's afternoon in Durban was the order of the day for the 54 club members that participated in an all-expenses paid Warwick/Umhlanga Draw Trips afternoon at Umhlanga Bowls Club reports Stuart Milligan accompanied by Stuart McMurtrie. They were treated to a marvellous tea and snacks as well as a post-game wors roll. Mike Hey with his band of helpers must be thanked for making this all possible and enjoyed by all. Drawn trips teams battled it out over two, 10-end games in tricky conditions.

With a number of teams having big wins in the first round it was all to play for in the second round, but it was James Ball, Mary Rust and Denis Davidson who eventually finished victorious, with John Truebody's team of Lorraine Blair and Danny Strydom having to settle for second place.

An enjoyable afternoon was had by all. Warwick's Voucher Winners: Danny Strydom, Tineke Quarmbly, Elize van der Merwe, Mervin Brown and John Gale.

# 'NEWBIES' ADJUST AT RICHMOND



**WINNERS:** Margie Salter, Elenore Harvey, Graham & Lynn Hope

Richmond Bowls Club hosted an "open" day sponsored by Warwick Wealth on a glorious Midlands winter day, reports Stuart Milligan, accompanied by Stuart McMurtrie. This day attracted 24 club members hosting 24 non-bowlers to a mini tournament to give them an idea what bowls is all about. Playing on fast greens it really tested the new candidates in the first game, but many improved vastly in the second game. The club members did the club proud with accommodating the non-bowlers and the spread at tea time was something to behold. It was an afternoon of festivities on and off the green with Margie Slater's team of Elenore Harvey, Graham and Lynn Hope finishing ahead of Stuart Milligan's team of Stuart McMurtrie, Lisa Wade and Deline du Plessis, closely followed by local development coach, Elna Fraser with Garret Reynders, Jannie and Emlyn Serge. Warwick's Voucher Winners were Tyrone Malyon, Ken van Jaarsveld, Sue Marais, Veronica Seaward and Lannon Bussi.



**RUNNERS-UP:** Stuart Milligan, Deline du Plessi, Lisa Wade & Stuart McMurtrie.



**THIRD PLACE:** Jannie Serge, Elna Fraser, Garret Reynders & Emlyn Serge



**DRAW WINNER:** Gerrie Oosthuizen

# MOTHS ATTRACTED TO STELLA PARK

Sunday afternoon the festivities started both on and off the greens. The players were treated to good greens, catering, hospitality and music by Kate. The weather unfortunately did not play ball and the players had to contend with a few cold days with the final completed in damp conditions. Jimmy Clark's team from The Rhumbelow Shellhole D, Kim Hawkins, Nigel Hawkins and Brian Smith, were eventual overall winners ahead of Rory Ferraris's team of Gavin Crockett, Mike de Jager and Errol Byrne from The Chilly Trench Shellhole. The week's bowls and comradeship was enjoyed by all and there is already talk that the participants would like to return to the same venue

Eighteen Moth teams fluttered down to Durban to participate in the Moth National tournament held at Stella Park Bowls Club and sponsored by Warwick Wealth, reports Stuart Milligan accompanied by the sponsor's Stacey Killian. After the march past/opening on the



**DRAW WINNER:** Peter Leyland-Smith



**DRAW WINNER:** Roy Wilson



**WINNERS:** Margie Salter, Elenore Harvey, Graham & Lynn Hope



**DRAW WINNER:** Melanie New



**WINNERS:** Margie Salter, Elenore Harvey, Graham & Lynn Hope

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# WEALTH MATTERS

## THE WARWICK HOUSE VIEW

Q2 June 2017



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# THIS MONTH'S FOCUS

## LOSS AVERSION

In economics, loss aversion refers to people's tendency to prefer avoiding losses to acquiring equivalent gains: it's better to not lose R100 than to find R100. Some studies have suggested that losses are more than twice as powerful, psychologically, as gains. This theory was formulated in 1979 and further developed in 1992 by Amos Tversky and Daniel Kahneman.

Even with a brilliant investment plan, it takes diligence to overcome our emotional biases and avoid making investing mistakes. Here is some of the wisdom that investors should bear in mind to avoid succumbing to the fallacies of behavioral economics.

It doesn't take extensive research to determine that we are much happier when our portfolio values go up. When they go down even slightly, however, we are tempted to make poor choices. To avoid these unfortunate choices, we need reassurance and a sense of how our instincts can deceive us.

The tendency to experience significantly more discomfort with slight losses than to experience happiness with large gains is called 'loss aversion'. To illustrate this, consider a coin-toss where you could either accept R100 or face 50-50 odds on winning R250 or nothing at all. Most people would take the R100.

Psychologists suggest we feel a loss about 2.5 times as much as the equivalent gain. That means if you see an equal number of ups and downs, you feel miserable. You feel some pleasure when the markets move up and a great deal of discomfort when the markets move down.

Therefore, the more frequently you look at the markets, such as daily or weekly, the more discouraged you may get. Even with a well-crafted investment strategy, you may be tempted to make changes in order to alleviate your suffering. When we base our investments on emotions, we make bad decisions, these decisions can lead to losses. A nervous investor may liquidate their investment portfolio and invest into a money market account, attempting to time getting back into the market, causing each investment decision to become more and more stressful. Almost all studies show that loss aversion actually causes greater than average losses.

Consider that over the past decade, the daily movement in the markets was positive approximately 52% of the time. That means if you watched the markets every day, you were content on 190 days and despondent on 175 days. Because you feel distressed on the down days 2.5 times more than you celebrate the positive ones, instead of remembering the reality that the markets moves down only 48% of the time, you feel as if goes down 70% of the time.

This is not to suggest that you neglect your investments by any means. You still need to periodically track your performance, make sure your asset allocation is in line with your risk profile and rebalance your portfolio. Indeed, with the ease of access to real-time information these days, it is very hard not to look at the market.

A study by Thaler, Schwarz, Kahneman, and Tversky in the 1997 Quarterly Journal of Economics found that investors who received the most frequent short-term information took the least risk and grew their portfolios the least. This situation, known as myopic loss aversion, challenges perceived opinion about how much communication advisers should have with their clients – more isn't always better. The 'less is more' philosophy seems to work in almost all areas of the portfolio management process. Checking the value of your investment is no different in this respect. Remember, as you lengthen your time horizon, the effects of loss aversion slowly start to fade.



# INTERNATIONAL MARKET OVERVIEW

Volatility was the flavour of the month during June with Middle East tensions, the UK election resulting in Brexit uncertainty, and the policy tightening by the U.S. Federal Reserve as it raised rates, saw world markets ending the month on a mixed note. Growth in most of the developed countries has picked up at a moderate pace during the second quarter of the year.

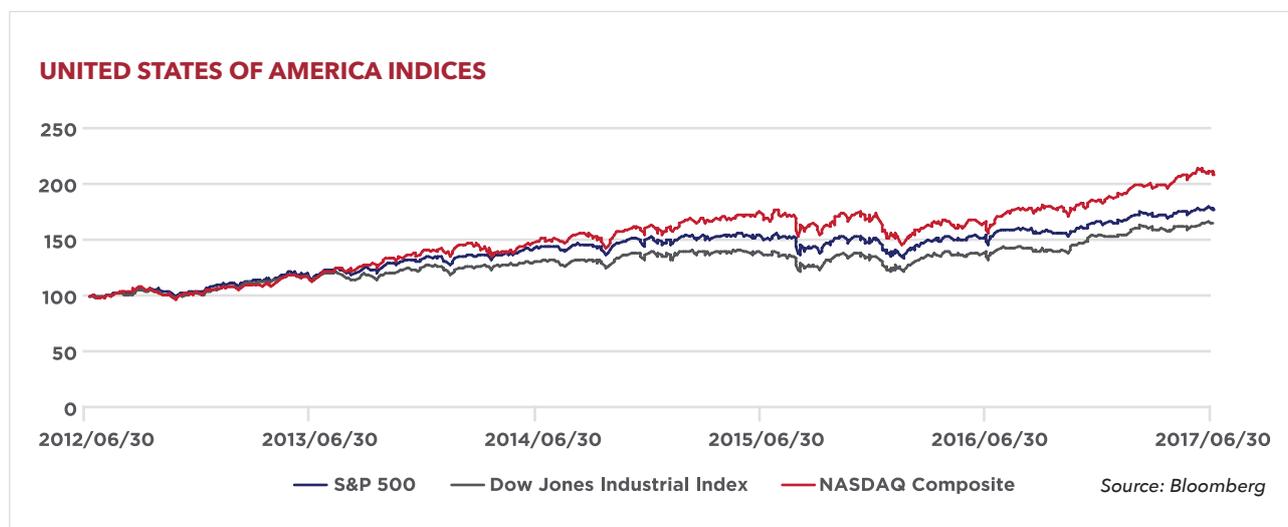
## UNITED STATES OF AMERICA

The technology sector, which has been a key driver of global equity gains this year, saw a sell-off which resulted in the tech-heavy Nasdaq losing 0.9% for the month. Despite this, the index is still up 14.1% year to date (YTD) - its best half-year performance since 2009. Meanwhile, the S&P 500 advanced by 0.5% month-on-month, but has gained 8.2% YTD, while the Dow Jones Industrial Average (DJIA) recorded a 1.6% month-on-month increase and is now up an impressive 8.0% YTD.

The US is still set to record faster growth in the second quarter than in the first, but recent statistics reflect a slightly softer trend over May and June 2017. Retail sales growth moderated, contained by slower job creation and softer consumer confidence. The housing market strengthened further and inflation receded to 1.9% year-on-year on lower food prices. The headline rate of unemployment in the US eased further to a 16-year low of 4.3% in June 2017. Although jobs growth figures appeared weak in the latest employment report at a headline level, the average number of employees hired over the past three months (120 000) remains in excess of the estimated 75 000 to 100 000 jobs needed to keep pace with growth in the working-age population.

Further labour market improvements are evident in estimates of long-term (longer than a year) unemployment and the number of people who are not in the labour force. The number of discouraged work-seekers (those who have given up looking for work after a period of four weeks), dropped to 355 000 in May 2017, leaving the measure back at levels last seen in late 2007. Although the transmission mechanism from a tighter labour market into higher inflation has been much weaker this time around, with technological progress, a larger number of pension-age workers in the workforce, public sector pay cuts and increasingly flexible regulations are partly to blame, wage inflation has ticked up in the current economic upswing. Wage inflation lifted from 1.3% in the fourth quarter of 2016 to around 2.5% in the second quarter of 2017, taking the average of the employment cost index, average hourly earnings and compensation per hour measures.

We anticipate a broader-based recovery in targeted inflation towards the US Federal Reserve's (Fed) 2% goal within the next 12 months. This should allow the Fed to continue raising interest rates by an additional percent by the end of 2018.



5 Year normalised Chart of US markets (S&P, Dow and NASDAQ)

## EUROPE

In Europe, mixed global market sentiment saw the major stock exchanges buckling under pressure, although evidence of a cyclical improvement in Eurozone growth has become more apparent. Officials at the European Central Bank (ECB) noted that the output gap (the difference between actual and trend growth) remaining negative for the remainder of this year and next.

Despite headline unemployment having retraced from its near 12% peak in 2013, to 9.4% in the first quarter of 2017, the amount of slack in the Eurozone labour market remains sizeable. Consequently, wage growth remains muted. Wage growth has averaged around 1.3% since 2013, bucking the rising trend in wages in the G10 economies (referring to the largest eleven industrialised countries in the world).

In the UK, the FTSE 100 Index ended the month 2.8% in the red, but up YTD by 2.4%. Prime Minister Theresa May's snap election gamble on 8 June 2017 backfired, creating further uncertainty regarding Brexit. The Conservatives emerged as the biggest party post the election, but fell short of an overall majority, which resulted in a hung parliament. The uncertain election outcome raised doubts over May's future as prime minister and whether a 'hard Brexit' strategy could still be pursued. Theresa May's government forged a new alliance as it secured the support of the Northern Ireland Democratic Unionist Party (DUP), which could result in political instability as the UK government continues to embark on its Brexit exit strategy.

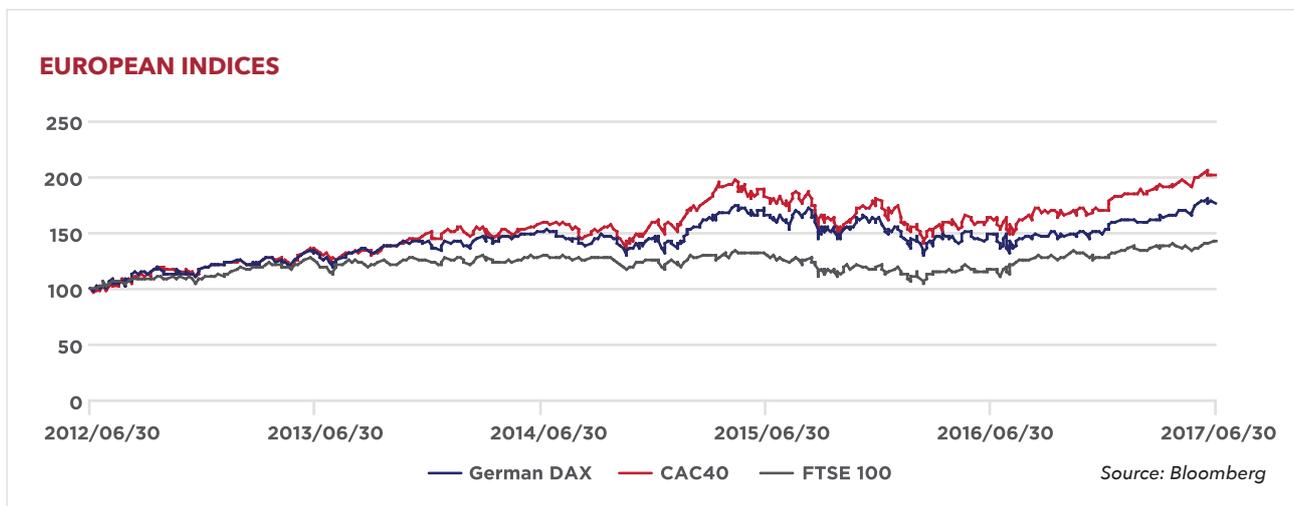
The deal between the Conservatives and the DUP should give May enough votes in the House of Commons to pass the required legislation, and the recent negotiations may just be enough to secure May's continued tenure as prime minister. The deal could temper heightened concerns over the outlook for the UK economy, as a survey by the Institute of Directors (I.o.D) revealed a dramatic drop in UK business confidence between May and June 2017. While 34% of businesses surveyed suggested they were either very or quite optimistic over the UK's economic prospects over the next 12 months in May 2017, this figure plunged to 20% in the June 2017 survey results, following the recent uncertain election outcome.



Additionally, the UK economy continued to face headwinds related to Brexit, with May UK house price data showing a further slowdown and consumer sentiment remaining in negative territory. June Eurozone inflation fell to its lowest level this year, sinking to 1.3%, despite signs of a continuing pickup in economic growth. Nevertheless, this edged the annual inflation rate further away from the European Central Bank (ECB) target of just below 2%. The household savings ratio in the UK slumped to 3% recently (from 6% a year ago), highlighting stress at the household level and placing domestic demand under additional pressure. Although the value of exports climbed on sterling weakness, around 295 bilateral trade deals need to be renegotiated in the Brexit process, placing pressure on future exports.

In Germany, the DAX ended the month down by 2.3%, yet remained up by 7.4% for the year to date. Germany's June business confidence hit a record high as Chancellor Angela Merkel's Christian Democrats pulled further ahead of the Social Democrats in opinion polls, just three months before elections. A recent uptick in the Eurozone's consumer sentiment index flags a further potential increase in household spending growth in the second quarter of 2017.

While France's CAC 40 lost 3.1% month on month, it is still higher by 5.3% year to date. French consumer confidence rose to its highest levels in almost a decade, post Emmanuel Macron's first month in office. The sentiment rose to 108, the best reading since June 2007, as consumers reported an improvement in savings ability, personal finances and an eagerness to spend more.



5 Year normalised Chart of European markets (CAC 40, DAX 30, FTSE 100)

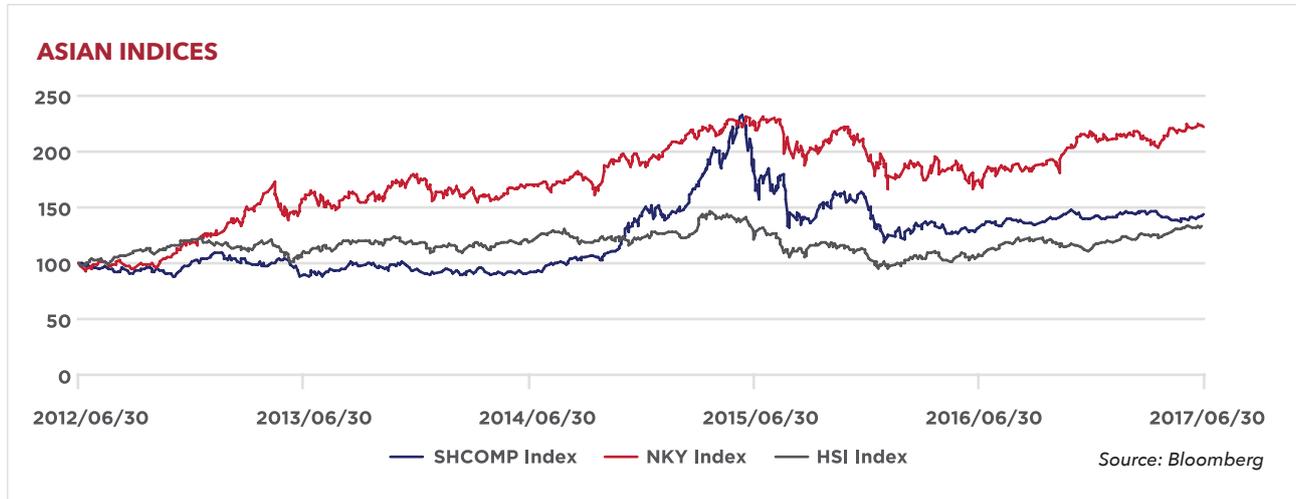
## ASIA

In June, Chinese stocks were added to the key MSCI Emerging Markets Index, with this long-awaited decision seen by pundits as a major milestone for the country. Some market commentators are calculating c. \$17bn-\$18bn inflows to the mainland stock market once the shares are added. In terms of stock market performance, China's Shanghai Composite Index closed the month 2.4% up (+2.9% YTD), while Hong Kong's Hang Seng Index advanced by 0.4% month on month, (+17.1% YTD). China manufacturing activity showed a higher-than-expected acceleration in June reducing expectations of a slowdown.

In Japan, the Nikkei ended the month 1.9% up (+4.8% YTD), with confidence among the country's big manufacturers hitting its highest level in over three years in June, per a central bank survey. Most of the gains came through mid-month as the Bank of Japan decided to maintain their 10-year bond yields at zero percent, and to keep up their current level



of bond purchases at ¥80 trillion per year. The bank of Japan continues to remain upbeat on expectations for domestic demand and export growth, but did note that the monetary base would continue to expand until inflation stabilised above the 2% target.

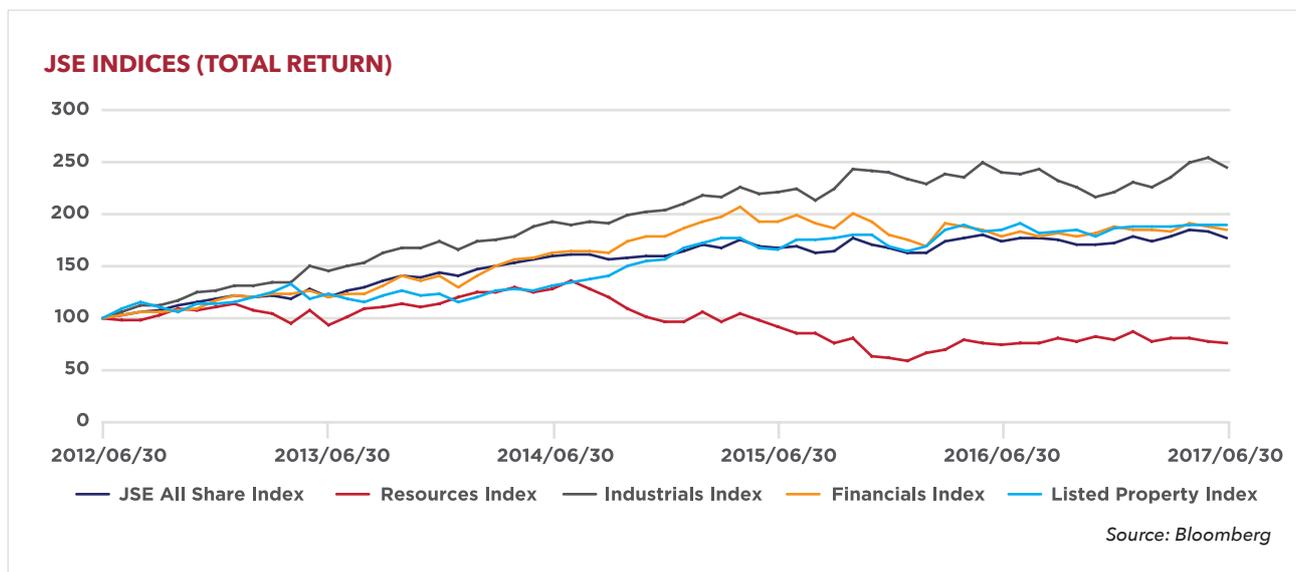


5 Year normalised Chart of Asian Markets (Hang Seng, Nikkei and Shanghai Composite)

# LOCAL MARKET OVERVIEW

## LOCAL EQUITIES

The local bourse endured a difficult month during June as it lost 3.49%. The continued uncertainty in global markets has exerted pressure on emerging economies, with global investors mitigating risk by moving assets to more developed markets. Local political uncertainty continues to erode investor confidence in the FTSE/JSE Africa All Share Index (JALSH). Industrials were the largest contributor to the decline in the index.





## RESOURCES

It was a challenging month for resources (RESI20 down 3%). The release of the mining charter by the Minister of Mineral Resources was met with scathing criticism from the mining community and broader investment community. The release of the mining charter sent resource stocks into a downward spiral and investment sentiment among foreign investors is now approaching fresh lows, with many industry experts predicting an unsustainable and unprofitable local mining environment in future. Perhaps an early indicator of what to expect in the sector was the announcement from AngloGold Ashanti (down 13.8% MoM) that they are set to retrench as many as 8500 workers. On a positive note, favourable Chinese GDP growth forecasts announced by the Chinese Premier at the World Economic Forum helped improve global sentiment towards iron ore, which boosted the share price of Kumba Iron Ore (up 9% MoM).

## INDUSTRIALS

The month was characterised by big moves in this index. Naspers gave back some of the return due to profit taking and uncertainty within its local business units. Naspers fell 6.28% for the month, but has still managed to return 26.36% for the year. Naspers trading at a significant discount below its stake in TenCent is very attractively valued for future returns.

British American Tobacco (BATs) follows a similar trend due to uncertainty in the rand and profit taking after a very positive year which has seen it return more than 20%. BATs was lower by 5.37% for the month but it still up 14.75% for the year ending 30 June.

These two behemoths of the industrials index weighed the index down for the month as we saw the index down 4.19% during June. Clicks and Mr Price group were the only positive shares and a melange of negative returns described the rest. The larger rand hedges lost ground on expected currency volatility, retailers were largely down due to a slowing South African economy and ZAR revenue generators experienced a sell-off due to the risk-off sentiment.

We keep our longer-term view for SA industrials as the companies are riding a cyclical downturn with future expectations of stronger economic growth and a stabilising operating environment.

## FINANCIALS

The current political environment continues to put pressure on rate-sensitive stocks. The financial index (FINI15) declined by 2.1% in June. Financial stocks are now down 4% for the year.

Alexander Forbes was the best performer in this sector for the month (+11.2%), whilst the best performing bank was Capitec (+6.6%), continuing its resilient performance despite the current weak consumer environment.

Among those who performed strongly in the month was Peregrine Holdings (+6.6%), after resilient earnings and an announcement of plans to strategically unbundle group assets.

The Consumer Price Index (CPI) has moved sideways in June and investors will be hoping that lower inflation levels, coupled with sliding oil prices and a relatively stable currency might be enough to justify a rate cut later in the year. We also expect the South African Reserve Bank (SARB) to remain cautious about the effect of the uncertain political environment on the local currency. The FINI15 currently trades on some 11.21 times earnings multiple and offers a dividend yield of 4.7%. We believe the sector may face some headwinds in the short term, but could continue to offer attractive buying opportunities.



## LISTED PROPERTY

The local listed property sector experienced heightened volatility as the deteriorating economic backdrop set the tone for significant swings in the currency during the month of June. The month started well as property stock prices rose on the back of a stronger Rand, but quickly retraced these gains as the Rand lost ground against the major international currencies. The listed property index once again returned a modest 0.29% for the month of June despite negative investor confidence being fuelled by the public protector's recommendations to change the central bank's mandate.

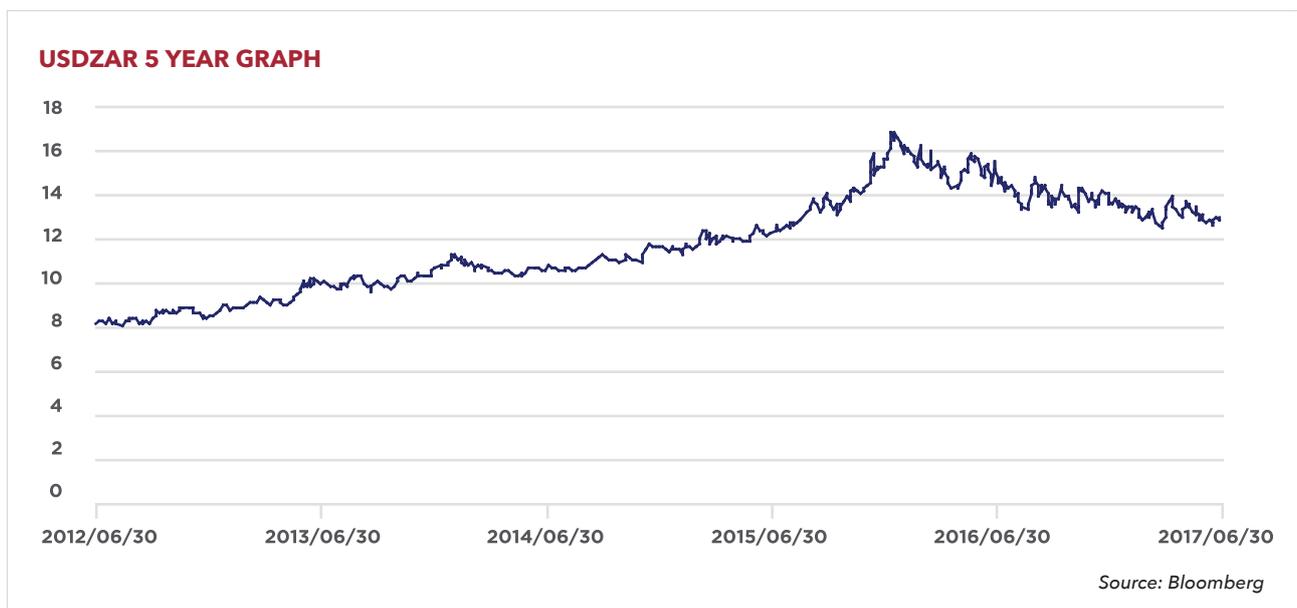
Returns from individual counters were mixed with support shown for companies undergoing positive corporate action and those rebounding from their lows experienced in the prior month. June also saw a change in the constituent make-up of the listed property index, with newcomer, Greenbay Properties, being included at the expense of Delta Properties.

We continue to see muted returns from the listed property sector in the near term as the market grapples with currency volatility, elevated political risks and sluggish growth prospects. Counters with their business focussed offshore are being favoured in the near term, but local dividend yields remain an attractive driver for investing in locally focussed companies. We maintain a diversified mix of property counters in our portfolios to minimise the event driven risks that are currently playing out on our investment landscape. The investment strategy remains one that focusses on consensus and index holdings, whilst ensuring that we invest in shares that fall within defined quality and liquidity parameters.

## LOCAL CURRENCY

The local currency ended the month slightly stronger (+0.3%). The move was somewhat surprising as the month was plagued with more political conflict, infighting and the continued fall-out regarding the barrage of so-called Gupta email leaks. These developments have put the issues of corruption and state capture firmly under the spotlight once more, as many investors are hopeful that the upcoming ANC policy conference will provide some indication of what the future holds on the local political front.

Most of the Rand strength this month can be ascribed to US Dollar weakness, however, with the global investment fraternity digesting the political shenanigans on Capitol Hill and continued central bank stimulus uncertainty.





## LOCAL FIXED INCOME

### MARKET REVIEW

The anticipated 25 basis point hike in interest rates by the Federal Reserve (FED) had very little impact on US bond yields. Despite growth and inflation concerns, the US yield curve continued to flatten, testing new lows over the period.

Local bonds ended in negative territory after a brief rally at the beginning of the month. Yields rose steeply during the last week of the month on the back of a less supportive global economic backdrop and rising political uncertainty driving the local environment. Despite South Africa entering a technical recession, negative market sentiment, fuelled by the public protector's recommendation that the mandate of the SARB be changed, kept pressure on the upward movement of yields. The R186 bellwether bond's yield rose from 8.58% to 8.77% over the period.

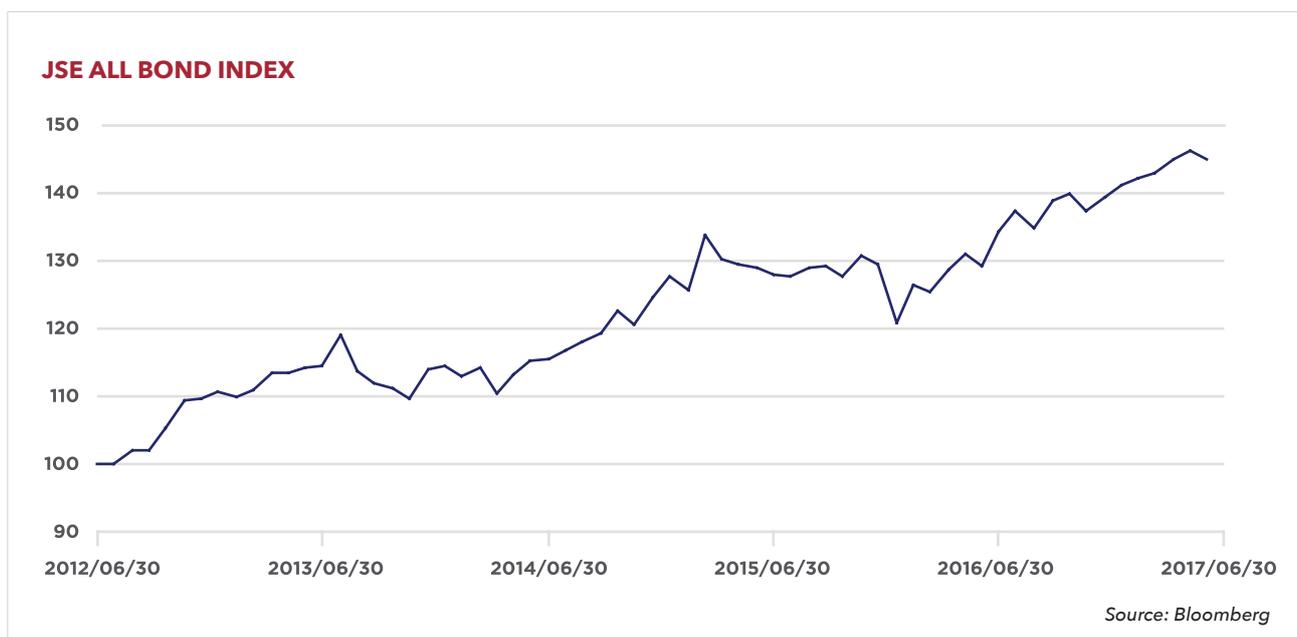
Poor demand for inflation-linked bonds drove real yields marginally higher, resulting in a negative return for this asset class during the month of June.

### MARKET OUTLOOK

Our fixed income outlook for the coming month is as follows:

- Economic growth remains low as elevated political uncertainty persists and the threat of further sovereign ratings downgrades remain a reality.
- Currency volatility has been exacerbated by the local political climate and support for emerging markets is waning.
- Inflation continues to moderate which, in turn, will counter upward pressure on interest rates in the near term.
- The MPC has kept lending rates at current levels. Potential for a rate cut remains a slim possibility.
- Liquidity is higher than usual with institutional cash portfolio holdings at high levels.
- Short-term technical trends are negative, but the long-term trend remains in neutral territory.
- Local sentiment remains cautious.

Positive performance for the local Fixed Income asset class has been maintained in recent years as depicted by the performance graph:





# THE STOCK POSITION

Below is a summary of Apple and Microsoft Corporation

## APPLE

Apple Inc. designs, manufactures, and markets personal computers and related personal computing and mobile communication devices, along with a variety of related software, services, peripherals, and networking solutions. The company sells its products worldwide through an array of online stores, retail stores, its direct sales force, third-party wholesalers, and resellers.

Apple has successfully reinvented itself over the past 10 years to become the premium, “must have” manufacturer of consumer electronics worldwide. An example of this brand development is the evolution of the iPhone. When launched, it was one of the major advances in phone technology of its generation and has advanced to the extent that it has now been totally embraced into global personal communication. Most competing manufacturers have tried to create similar products to entice users away from what has become the benchmark for modern personal communication software. Apple have largely managed to mitigate this tactic by consistently launching updated products, hardware and operating systems, but competition remains intense. The ability that Apple has shown to habitually innovate and remain one step ahead of the competition will be critical to their continued success in the consumer electronics space.

The financials for Apple are remarkable. Earnings, revenues, profitability and cash flows have been increasing consistently for many years, valuations are not currently stretched when compared to many other tech companies in the sector. Due to the large amounts of cash held, the company is cash positive with a negative Net Debt/EBITDA ratio and the ability to take on much more debt when necessary. The recent commencement of dividend payments will continue to attract new investors.

Apple is the consumer electronics company of this century, largely thanks to rapidly increasing earnings and exceptional management of their product line. The fact that much of the production is outsourced means that they can increase or decrease supply to take account of demand trends over time, saving on costs. There is still massive momentum behind Apple’s products, and future developments in mobile phone, computing technology and possible peripheral technology such as augmented reality are still able to add significant revenue in the future. The group has large cash balances held outside the USA, and a possible reduction in tax on repatriated funds could also be beneficial to the group in the short term.

## MICROSOFT CORPORATION

Founded in 1975 and operating worldwide in over 190 countries, Microsoft Corporation is an American multinational technology company headquartered in Redmond, Washington, that develops, manufactures, licenses, supports and sells computer software, consumer electronics and personal computers and services.

It’s best known software products are the Microsoft Windows line of operating systems, Microsoft Office suite, and Internet Explorer and Edge web browsers. Its flagship hardware products are the Xbox video game consoles and the Microsoft Surface tablet line-up. As of 2011, it was the world’s largest software maker by revenue, and one of the world’s most valuable companies.

Microsoft is market-dominant in the IBM PC-compatible operating system market and the office software suite market although it has lost most the overall operating system market to Android.



The company also produces a wide range of other software for desktops and servers, and is active in areas including cloud computing (through Azure, Office 365, and Dynamics Online), Internet search (with Bing), the video game industry (with the Xbox, Xbox 360 and Xbox One consoles), the digital services market (through MSN), and mobile phones (via the operating systems of Nokia's former phones and Windows Phone OS).

In June 2012, Microsoft entered the personal computer production market for the first time, with the launch of the Microsoft Surface, a line of tablet computers.

We have retained exposure to the company as it continues to benefit from the upward growth trend of the industry it operates in.

### **Below is a summary on Tiger Brands and Tongaat Hulett**

#### **TIGER BRANDS**

Tiger Brands is a major force in South Africa's consumer goods market, making, distributing, and selling name brand packaged food and beverages, and personal care and household products. Offerings include cereals, confectionery, condiments, canned foods, pasta, processed meats, snacks, and baked goods. To wash it down, Tiger provides energy and fruit drinks and juices. The company's home and personal care items range from insecticides and cleaners to baby food and baby and adult toiletries. Among export activities, subsidiaries Haco (Kenya), Chococam (Cameron), and others, extend Tiger's brand products to South Africa's neighbours.

Operationally, the last two years have presented several difficulties for Tiger Brands. A weakening rand contributed to both an increase in transport costs and added input cost inflation, and the latter was also impacted by rising soft commodity prices as the recent drought reduced crop sizes. Tiger Brands also disposed of its investment in the Nigerian flour mill, Dangote Flour Mills as recurring losses added to the pressure of rising costs and the strength of the balance sheet.

During FY '16 the company's management team did well to ensure constant market share throughout its product portfolio. Lawrence MacDougall was appointed as the new CEO and Noel Doyle as CFO. Both men have exceptional credentials of successfully leading companies and multinational business units within the FMCG sector. Change in management allowed a new vigour to enter the business as strategic reform of business units allows cost cutting throughout the business, while the understanding of the FMCG market allowed intelligent selling cost increases within the portfolio of products.

The results were immediately noticeable during H1 '17 as we saw 7% revenue growth with an increase of 10% in EBIT. Profit improvement was driven by grains as an expected increase in future output, and the end of the drought decreased input prices. Even though the beverages and other food products experienced lowered volumes, EBIT still grew by 12% y.o.y which can be attributed to the implementation of cost cutting measures.

We believe the operating environment for food producers remains challenging as competition within a falling input cost market increases. Different producers can start competing by lowering sales prices, or allocating the decreased input cost spend to marketing and sales. We also expect the South African consumer to remain under pressure as previous inflation pressures, high interest rates and a weak Rand limits disposable income.

Tiger Brands offers a strong portfolio of brands and has proven resilient in the face of adversity and is currently well positioned for future market share and margin increases.



## TONGAAT HULETT

Tongaat Hulett is an agriculture and agri-processing business, focusing on the complementary feedstocks of sugarcane and maize. Through its sugar and starch operations in Southern Africa, the company produces a range of refined carbohydrate products. The group also has a very large land and property development portfolio situated in KwaZulu-Natal, in which land is converted and developed for urban use, such as residential neighbourhoods, retirement villages, office space, as well as industrial and manufacturing plants.

The sugar division operates mainly in South Africa, Zimbabwe and Mozambique and currently makes up 54.5% of the groups operating profit. It is expected to be the big earnings driver over the next couple of years, bouncing back from one of the worst droughts seen in Southern Africa in decades. A favourable summer rainfall during the key sugarcane growing months of November 2016 to March 2017 has resulted in an increase in the sugar production estimate for 2017/18 and 2018/19. Management are expecting a 40-50% increase in sugar production over the next two years, benefitting from growth in hectares harvested, increased sugarcane yields and improving the sugar content/extraction. One of the key factors that is going to drive earnings growth for the company over the next few years, is the operational leverage within the sugar division. The additional sugar production, which typically has a low incremental cost as milling and agricultural costs per hectare are mostly fixed, could have a significant positive impact on the company's bottom line. Although the global sugar price has come under pressure in 2017, Tongaat is somewhat cushioned from this impact, as the regions they operate in and sell to, are either protected (import protection, government support) and/or trade at a premium to global sugar price.

The starch business, which currently makes up 22% of group operating profit, has improved operationally, and management continue to find efficiencies. The record maize production expected in 2017 (The Crop Estimates Committee has predicted a commercial maize crop of 15.63 million tonnes, up 101% from 2016), will benefit the group in the second half of the 2018 financial year, as material cost relief will help improve margins.

In the land development division, Tongaat has a portfolio of some 7 709 developable hectares of land in prime positions near Durban and on the north coast of KwaZulu-Natal earmarked for conversion from agriculture to a range of urban and tourism uses over time. The land division has been a great performer for the group over the last few years, generating substantial profits for the company. The past year has been a tough one, and the company only managed to sell 75 hectares (ha) compared to 121 ha in the previous year. Management are sticking to their guidance on land sales to be between 121 and 262 developable hectares annually over the next five years. There are sales negotiations currently underway on 233 developable hectares representing profit potential of around R1.58 billion.

The share is currently trading on a 10.1x forward p/e multiple and a 3% dividend yield. We believe that the current political and economic risks weighing on the share price has been overdone, and the share offers value at current levels. This has created an opportunity to buy a quality company at what we think is an attractive price.



## THE COMING MONTH

### **ANC 2017 POLICY CONFERENCE - A CAREFUL, CRAFTY OR CATASTROPHIC COMPROMISE?**

The recent quinquennial African National Congress Policy Conference reminds us of Winston Churchill's descriptor of Russia as being a riddle, wrapped in a mystery inside an enigma. Live television, daily briefings, social media and a twittering of tweets produced a deluge of commentary, but little meaningful insight into the substantive issues debated at the conference. This analysis fills a gap from an insider's perspective.

The formal purpose of the ANC policy conferences is to achieve consensus on issues ranging from economic and social policy to defence and international relations to place these as resolutions before the elective conference in December. If adopted by the December elective conference, these party policy positions then inform and shape government policy over the medium term. Thus, the policy conference provides, or should provide, a window into future government policy.

Beyond the convenient and racist castigation of white monopoly capital as being responsible for all South Africa's social and economic ills, very few policy matters reached conclusion at the recent conference, but a number warrant attention. First and foremost, stripped of the rhetoric of radical economic transformation, which remains nebulous and ill-defined, land restoration has been elevated to a tier one policy issue. What emerged was that attempts to alter Section 25 of the constitution protecting property rights notwithstanding, land reform will be accelerated and the current provisions of expropriation will be exercised more vigorously by the state. Secondly, the party is determined to implement the national health insurance scheme piloted and propelled by the Minister of Health, irrespective of its practicability and cost implications. Thirdly, broad-based black economic empowerment charters will be revisited to strengthen their provisions, as has already been seen by the publication of the new mining charter by the Minister of Mineral Resources. We await the detail of further policy resolutions to be published in August, but what of the politics of the policy conference?

If the conference was light on policy substance, it was heavy on loaded rhetoric. Each and every significant policy debate was interpreted as a proxy position between the Cyril Ramaphosa (CR17) camp and supporters of Nkosazana Dlamini-Zuma (NDZ). From the inside, some 3,500 delegates cleaved almost 50:50 between the two camps. Provincially, Gauteng, Western Cape and Eastern Cape are strongly pro-Ramaphosa. In contrast, the Free State, North West and KwaZulu-Natal are largely NDZ aligned. This leaves Limpopo, Mpumalanga and the Northern Cape in play.

If a clear winner emerged from the policy conference, then it was incumbent President Jacob Zuma. His opponents were to be found more outside the conference than in. Moreover, the balance of opinion and sentiment emerging from the conference is for a compromise to be reached between CR17 and NDZ in which Ramaphosa may hold titular leadership and office, but Zuma's interests would be shielded and sustained by his loyal former spouse as deputy president. Indeed, the next five months will be critical for our country's political future.



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# ZONE TALENT DEVELOPMENT PROGRAMME-

## Plan & Protocol Version 5

BSA advise that the protocol distributed with Circulars 11/2017 & 18/2017 has been updated to provide additional support for the organisers, with one set-up change to the Target Protocol.

The documents attached to this circular replace all previously published documents:

01. 2017 ZTDP Plan & Protocols v05.pdf
- 02a. 2017 ZTDP Plan & Protocols for Players v05.pdf
- 02b. 2017 ZTDP Plan & Protocols for Scorers v05.pdf
03. 2017 ZTDP Ladies Event Data (YYMMDD District) v04.xls
04. 2017 ZTDP Men's Event Data (YYMMDD District) v04.xls
- 05a. 2017 ZTDP Score Sheets (per Rink) v03.xls
- 05b. 2017 ZTDP Score Sheets (per Player) v03.xls
06. 2017 ZTDP Contacts v02.xlsx09Z-Squad Claim (District).xlsx

All Districts are requested to send the names and contact details (cell & email) of anyone involved in the Z-Squad Assessments who are

not on the Contacts list (see document 06), to Dix – email below.

A new section 5 has been inserted, with organisational tips to run a successful Z-Squad Event. Changes to the previously published protocol are highlighted in orange. Note the change to the Target Protocol (no 10 in document 01) – you no longer need two circles, just use 2 mat-line lengths to create the required lengths (diagram in Appendix C and green markings Appendix E) – and change to Control Protocol (no 11 in document 01) – mat-line changed (diagram in Appendix D and green markings Appendix E).

Please note that the National Academy is only interested in completed assessments – you will note on the new Event Data Summary sheets (v04) that final %s do not calculate unless all 3 protocols are completed and on the individual protocol sheets, only once all 3 exercises for that protocol have been completed. Please do not send Event results to your Zone coordinator until all 3 protocols have been completed in full – no playing half the number of bowls and then doubling up on the scores!!!!

The Subsidy for Scorer catering and score-sheet printing will ONLY be paid for completed assessments for full pairs of players – max 6 rinks per gender, i.e. up to 12 players per gender (scoresheets) and 12 scorers. Note that this will be reviewed in the next financial year.

If you already have populated Data Event sheets, please copy the Register sheet details (first to the left of Age and then to the right of Age – Age is locked as it contains a formula) to the version 04 sheet and follow the instructions. If you have a partially completed event, just copy the scores across as well.

Queries should be addressed to:

Theuns Fraser (tfservices@mtloaded.co.za)

Trevor Davis (tpdavis@mweb.co.za) or

Dix (dixie@nmmu.ac.za).

## SUSAN THOUGHT SHE KNEW IT ALL

I began playing bowls in Westville during 1990 and became totally addicted to the sport. I didn't receive formal coaching, but went to the club to practise almost every day after work.

At the end of 1997 we relocated to Rustenburg and I joined Sables Bowling Association, where I was eventually selected to an inter-district side. In 2003 I was invited to a national camp for the first time and then during a camp held in Margate during 2005, I was honoured and extremely excited to be selected as a Protea. After many international tournaments and thinking "I know it all" I eventually decided to coach and did my Level I course in 2013.

During the level I course, the late Graham McKenzie was one of the observers/facilitators. Graham taught me to make a slight adjustment to correct my attacking shots which were quite wild at times. Wow, what an improvement, and so much easier and more accurate - "Now I know it all".

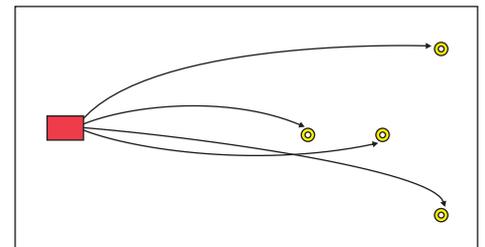
Level I was not enough for me so in 2015, I

attended the Level II course at Wanderers in Johannesburg. Here, so much more came into it, where you learn to identify small things that fix big problems, not only in other players, but in your own game as well. Just a simple thing like finding your line became easier to understand, then to explain to, and teach new bowlers. "NOW I know it all".

Not so, during beginning of 2017, I attended Level III course at the Nest (currently still busy with post-course projects). Once again, so many new things come to light, the psychology of the sport, studying your opposition and learning how to deal with them, different practise methods and then importantly, how to draw up a programme that will bring your bowler from point A to where he/she wants to be.

I am always thinking of ways to keep the practises interesting. For example, place a mat at 2m, a cone on the centre line at 26m, the next cone on the centre line at 28m, one cone on 30m on the left edge of the rink and one on

30m on the right edge of the rink. Playing on either side of the green, first bowl is bowled to 26m, second bowl to 28m then to the two side cones. Set up on a 2-rink mini-circuit so that the 'head' can stay set up, even when playing back to your first delivery-mat.



Attending coaches' courses has taught me much; must remember to put to practise what I learnt.

**Susan Nel**  
4 August 2017

[Ed] - To find out more about a high-performance coach and a course near you, email Brian Sayce, NSCC Convenor - sayso@sherwood.za.net



# BOWLS SA ROUNDUP

## NEW FEE STRUCTURE

In terms of the constitution and approved by council at the AGM, affiliation fees for 2018 are:

January	R215.00	July	R107.50
February	R197.05	August	R89.60
March	R179.20	September	R71.65
April	R161.25	October	R53.75
May	R143.30	November	R35.85
June	R125.45	December	R17.90



## COACHES CALENDAR SEPTEMBER 2017

**LEVEL 1** - Wingate Park , BGN  
02 - 03 and 16 - 17 September

**NSCC T-t-T** - To be announced, PNB  
23 - 25 September

**LEVEL 1** - Helderberg, WPBA  
23 - 24 September

## OZ CLUBS FACE UNCERTAIN FUTURE



With dwindling memberships and the ongoing threat of redevelopment, bowling clubs around Australia face a challenging time. Bowls Australia CEO Neil Dalrymple says the bowling sector is at a crossroads, with clubs needing to adapt and diversify.

One club that's had success with diversification is Bayswater BC in Western Australia, which has boosted membership with pasta nights, community events; even a roller hockey rink.

## WARWICK/ BOWLS SA U-30 INTER DISTRICT CHAMPIONSHIPS 2018

Districts are invited to apply to host the Warwick / Bowls SA U-30 Inter District Championship 2018 taking place 23 – 26 September.

Districts should nominate at least four clubs for inspection at the same time. Kindly respond on or before 11 September, 2017 for the executive to consider applications 16 September, 2017.



The Investment Specialists

## OBITUARY



Rita Day

It is with great sadness and regret that we advise the passing of Rita Day.

She was an Honorary Life Member of Ekurhuleni Bowls and a Past Executive Member of The South African Women's Bowling Association. She served our sport with distinction over many years and we record our extreme gratitude for her contribution.

We extend sincere condolences to her family and many friends.



**OVERBERG DISTRICT - Sportman & Sportswoman of The Year Stephan de Jager and Anneke Snyman**

# BSA CALENDAR 2018

## JANUARY

26 - 28 Protea Camp, TBA

## FEBRUARY

09 - 11 Warwick | Bowls SA Masters  
Singles Championship  
Wingate Park, BGN

09 - 11 Warwick | Bowls SA Senior  
Masters Singles Championship  
Wingate Park, BGN

09 - 11 Warwick | Bowls SA Junior  
Masters Singles Championship  
Wingate Park, BGN

## MARCH

11 - 24 World Cup (Indoor) Singles  
Warilla, Australia

12 - 16 Perfect Delivery | Bowls SA  
Open Inter District Championship  
George BC (HQ) - EDB  
Outeniqua BC /  
Oudtshoorn BC

**NB: The Women's sections shall play all their sectional matches at the Oudtshoorn B.C. (Four Greens) and the Men's sections shall play all their sectional matches at the two clubs in George.**

12 - 16 Perfect Delivery | Bowls SA  
Senior Inter District Championship  
Westville CC (HQ) - PNB  
Parkhill / Stella Park / Hillcrest

13 - 17 Perfect Delivery | Bowls SA "B"  
Inter District Championship  
Roosevelt Park BC (HQ) - JBA  
Linden / Ferndale / Wanderers

24 - 26 Protea Camp  
TBA, Gauteng

## APRIL

03 - 06 U/15 & U/20 National  
Championships - SFS  
Oud Studeute / Orangia

04 - 15 Commonwealth Games  
Carrara, Gold Coast, Australia

## MAY

06 - 12 Disability Bowls Nationals  
George, EDB

12 - 20 Warwick | Bowls SA Men's  
National Championship  
Westview BC (HQ) - EPB  
Walmer BC (Sub HQ)

12 - 20 Warwick | Bowls SA Women's  
National Championship  
Edenvale BC (HQ) - EKB  
Modderfontein BC (Sub HQ)

## JUNE

20 - 23 SA Mixed Pairs Championship  
Alberton BC - EKB

## JULY

27 - 30 International Quadrangular  
Windhoek, Namibia

## JULY

06 - 14 Welsh Test Series  
TBA, Wales

## AUGUST

25 - 26 Workshop & Bowls SA Annual  
General Meeting, Edenvale, EKB

## SEPTEMBER

23 - 26 Warwick Bowls SA U/30  
Inter District Championships, TBA

## NOVEMBER

12 - 18 World Singles CoC  
Helenvale, Australia

## SUPPORT YOUR FACEBOOK PAGE



Please read, "like" and comment on YOUR Facebook page. Bowls South Africa's news, pictures, and information is updated daily. Make it an every day look ... bowls deserves your support.

## BLOG THE DAY AWAY!

South Africa's most experienced bowls writer has blogs to which you can address all your thoughts, ideas and gripes ... this time someone WILL notice them.

To leave a comment on Alan Simmonds' blog go to [www.warwickbowls.com](http://www.warwickbowls.com) and see [thebowlsblog.com](http://thebowlsblog.com)

Articles, information and pictures (jpegs of 250dpi or better) for this newsletter may be sent to [twickers@gmail.com](mailto:twickers@gmail.com)

DESIGN

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