

Management Matters

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Feature Story

A whole new image for Compeg New Look, New Logo!

In keeping us with a changing environment, in the past few months Compeg has undergone some innovative changes. The organisation is in the process of getting a face lift-from the outside in!

The first thing you may have noticed, spearheading our new look newsletter above, is our fabulous new look logo. This modern image sums up our progressive company. While still striving for better management solutions in sectional title and property management, we also aim to deliver exceptional service.

Determined to always propose improvements to our business offering to you, and as an aspiring dynamic organisation, Compeg management took a mutual decision that it was time for an overhaul starting with the aesthetics, such as our fantastically designed modern logo and our corporate image, going right through to our people.

While it is our intention to take a new and refreshing approach to our overall image, we are pleased to announce that as a long standing business, Compeg and Landsec are still going to uphold traditional values.

Part of the refurbishment process has been to enlighten our staff members. We are currently embarking on an ongoing training programme, to ensure our staff remain motivated and focused on YOU, our valued clients.

We have employed the services of CPMD (The College of Property Management & Development) training consultants and property specialists, who services will also be made available to trustees for training on sectional title. Watch out for details in this regard.

Clive's Corner



Clive Ginsberg, Director

The past year has been an exciting and busy one in the property management industry, and we at Compeg, have been faced with some interesting challenges too. We do however welcome these challenges as it is by overcoming them that makes our organisation more robust.

As a team, we still continue to be passionate about our business and our clients. Our staff has a very strong hands on approach to our property portfolios and this ensures that we remain a strong player in the industry - and still one of the leaders in sectional title management in Gauteng.

We also embrace change in our business and this makes us dynamic and keeps us ahead of our game. Some of these changes we have instigated ourselves such as our new look and logo (see article on the left), and our training initiatives, in order to embark on a more customer orientated culture.

A transformation to our staff compliment has also occurred during 2005. Unfortunately we had to bid farewell to some key personnel, while welcoming new staff members to our team. A long standing member of our team, Harry Furman, recently took ill and has been temporarily out of action. We wish Harry a speedy recovery from all of us at Compeg.

New staff bring their own valuable experience and knowledge to our business so we are also excited to welcome them.

*From the re-energized Compeg team -
Assuring you of our best attention in 2006!*

Sectional Title vs. Cluster Units

We are often asked about the differences between sectional title developments and cluster developments. It is quite easy to get confused and therefore in this article we will compare and contrast the two. The main feature of sectional title is that there is individual ownership of parts of the building/s (these are the sections) and co-ownership of the common property. You therefore do not own any of the land in a sectional title development as an individual. The land is owned by the body corporate which all owners of the sectional title units are members of. A cluster development is made up of separate erven or stands that the individual owners own. You therefore own the stand as well as the structure/s that are built on the land. There is very little common property usually that exists in a cluster development. Any common property is owned by the homeowner's association as opposed to a body corporate.

The table below sets out the similarities and differences in more detail:

Sectional Title	Cluster Units
◆ Sectional title is legally governed by the Sectional Titles Act no 95 of 1986 as amended.	◆ Cluster developments do not have any dedicated legislation governing them.
◆ The individual owner owns a part of the building or buildings which is/are legally known as sections. There is also co-ownership of the common property.	◆ The individual owner owns their own stand in the development and therefore any building or buildings that are built on that stand as well.
◆ A sectional title unit is defined as the section of the building/s that the individual owner owns together with their undivided share of the common property.	◆ There is usually little or no common property in a cluster development.
◆ All the owners belong to the Body Corporate. The Body Corporate owns the common property.	◆ A Home Owners Association is established. This is usually a Section 21 company (a company incorporated not for profit). The company will then own any common property that exists.
◆ Trustees are appointed by the Body Corporate who are authorised in terms of legislation to make certain decisions on the communal behalf.	◆ Directors are appointed by the shareholders of the Homeowner's Association (given that it is a company). The directors are authorised in terms of the Companies Act to make certain decisions on the communal behalf.
◆ There are often designated exclusive use areas of common property. These are parts of the common property that only an individual owner is allowed to use, like a balcony, garden or storeroom.	◆ Generally, there are no exclusive use areas in a cluster development.
◆ Individual owners contribute towards the Body Corporate's levy fund. This is the individual owner's financial responsibility towards the common running expenses of the common property.	◆ As you own your own stand, you are responsible to pay rates and taxes. There are very few common running expenses in the development and the individual owners will usually contribute towards common electricity, water and security usage only.
◆ There are Management and Conduct Rules (Annexure 8 and 9 of the Act) that govern sectional title schemes.	◆ The rules governing the cluster development are usually contained in the constitution of the Section 21 company (Homeowner's Association).
◆ A sectional title scheme is often more secure than individual houses.	◆ Cluster developments are usually also quite secure and are often developed as estates.
◆ You live in a development with other like minded people. This can be problematic if your neighbours do not stick to the rules of the scheme.	◆ You also live in a development with other like minded people. As you own your own stand, you cannot be told what to do with your own property. However, the rules of the Homeowner's Association can be quite restrictive and as you live in a development, you have to adhere to and abide by these rules.

By: Graeme Jay, MD CPMD

Send us your news

If you have any news and views to share with us, or questions about sectional title, we would like to hear about it

Write to Compeg Management Matters

e-mail: cliveg@compeg.com

Fax: (011) 484-8460

Please note: Letters and information will be included in this publication at the discretion of the editor.

People Profile

Cathy Richie, Director



New Director for Landsec: Cathy Richie

CONGRATULATIONS to Cathy Richie, who was recently appointed a director of Landsec. Cathy has been with the company for about 15 years, and worked her way to the top. As a director, Cathy brings in excess of 30 years property management experience to the board.

Born and educated in the United Kingdom, Cathy arrived in South Africa at the age of 16, jumping right into the property field, where she has remained upwardly mobile in her career.

Starting out at a property company in Rosettenville, then working for Old Mutual, A. Mickle City and JHI, Cathy landed up at Landsec (formally Landmark), 17 years later. Her diverse experience in the industry, from letting agent, to cashier and now property administration - makes her a key member of the Landsec team.

Although Cathy has taken on a great deal of responsibility as a director of Landsec, she anticipates to continue much of what she is currently doing - running her portfolio to the best of her ability, and offering her clients a high quality service. Cathy believes in her team and hopes to ensure that the Landsec staff takes service levels to even greater heights in the future.

Life out of the office for Cathy is pretty quiet, as her career takes up most of her time and is her primary interest. After office hours, she prefers to relax at home or spend time with friends on weekends.

About her accomplishments, Cathy says: "my main achievement is where I am today". Her message to her team, is to inspire them to offer valued clients the best service in the industry.

Bits and Pieces

*"Learn as if you were to live forever -
Live as if you were to die tomorrow"
(anonymous)*

Management Matters is a mechanism for communicating with our colleagues and trustees. It is also through this channel we hope to provide you with valuable sectional title knowledge, in conjunction with our training consultant, CPMD. So, watch out for some interesting articles and news of changes in legislation, in forthcoming editions.



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Bradley's Beat



Bradley Hellman, Director

As we have come to the end of a great year, we reflect on the past and anticipate what lies ahead for us in 2006.

Although our business is about bricks and mortar, concrete and steel, we don't do business with such intangible materials - we do business with people. In the past year I have come into contact with some dedicated staff members and valuable clients and colleagues, with whom I have had the pleasure of working with.

I don't often indulge myself to take the time to express my gratitude to all of you, and would therefore like to use this opportunity to thank YOU, clients, colleagues and staff alike, for your support in 2005.

We look forward to an even better year in 2006, where we expect our training efforts, new look, and a revitalised and inspired team, will pay even greater dividends.

From the management at Compeg, we wish you and your families, all the best for the new year. For those of you who took time out, we hope you enjoyed the rest; and for those of you who travelled, returned safely. May we continue our journey together successfully in 2006.

Best wishes for the new year!

2006

In Memoriam

◆ *Elaine Rodinger*

From Compeg and Landsec Management and staff, we offer our condolences to the family of Elaine, who recently passed away. Elaine was one of our valued creditors clerks. She will be missed by all.

Important dates to diarise

◆ *Staff Training Day in January*

As part of the Compeg and Landsec training Programme, our offices will be closed again on Monday 16 January 2006 for the whole day. We apologise for any inconvenience - it is however in your best interest, as we anticipate that YOU will benefit from the outcome!