



# The Ndlovu Trumpeter

## Stafix Electric Fence and Security Centres



### WHAT'S NEW IN THIS ISSUE?

- New Outlets
- Emu Security Range
- CP Plus Network Video Recorder
- Lightning Diverter
- In-line Gate Contact
- Screw-in Ring Insulator
- Flat Bar Insulator
- ZAMMR Gate Handle
- Reinforced Warning Sign
- Snitch Anti-jammer
- COC Training Update
- COC Booklet
- Out and About

### OLD AND NEW

With this new-look Newsletter, we kick off our 2014 Trumpeter with a 2013 wrap-up. Firstly we wish you one and all a Prosperous 2014 and we thank you very sincerely for your continued support. We hope that Santa brought all you electric fence installers who completed a C.O.C course, a *Department of Labour Electric Fence Installer's Registration Letter* and we also hope that he surprised the DOL by giving them a new card printing machine!

2013 will be remembered as the year of big C's: Confusion, Collusion, Collisions, and Crime. Confusion over the implementation of the new electric fencing laws; Collusion between parties trying to unravel these laws; Collisions involving company vehicles; and Crime like we have not experienced it before. The good news is we have all survived to trade another year and so look forward to a rosy 2014.

Finally, 2013 will most certainly be remembered as the year Madiba passed on. This icon of our nation certainly set us all high standards to aim for and we can only hope that his legacy will not be destroyed by the inept, avaricious and power-hungry. RIP Madiba. See our flags flying at half-mast below in his honour.

### STAFIX ON THE MOVE

#### New Jet Park Sales and Distribution Centre

*At last, space to store in, space to move in, space to breathe in.*



The big news for us in 2013 was the relocation of our Jet Park distribution centre and retail shop from 14 Kelly Rd to spacious new premises adjacent to the N12 Highway to Nelspruit at S26 10 46.6 E28 12 43.1 (Next to the Jet Park Off-ramp.)

*Gupta wedding brings JVA distributors together  
See Out and About for the full story!*

### PAYING RESPECT TO AN ICON



On his visit to South Africa to launch the new Stafix EMU security range, Keran McCaull of TruTest visited the Mandela Capture Site outside Howick. This amazing sculpture, comprising what at first appears to be just a number of crudely-cut metal strips, morphs, at a certain point as you approach it, into Madiba's head. This national heritage site, along with its museum, is well worth a visit.



### STAFIX ELECTRIC FENCE AND SECURITY CENTRES



## LIFT-OFF! STAFIX LAUNCH NEW EMU SECURITY RANGE

We have a lift-off. 2014 will see Stafix re-launching their popular EMU range of security energizers onto the global market. Initially there will be four models: the EMU 4J1S, 4J2S, 5JX, and 5J1S.

All these energizer units will support the following features:

- \* Multi-coloured LED's to display status, power, armed/disarmed, and system status
- \* Support for wireless on/off keyfob
- \* RS485 for keypad communication and interfacing audible alarms
- \* Universal internal power supply and 12V 7Ah internal battery
- \* Dynamic Voltage monitoring
- \* High and Low Voltage modes
- \* Gate monitoring with entry/exit delays.



EMU 4J 1S

- \* 4J Output, single sector, 'entry' level energizer
- \* Has status LEDs but no LCD digital



EMU 4J 2S

- A dual sector energizer monitor that includes status LEDs to extend alarm reporting across two fence sectors

Both the above models can be armed and disarmed at the energizer monitor unit via a Mag Key.

Both models are ideally suited to be used with a keypad.



EMU 5J 1S

- \* The original, premium, 5J single sector energizer monitor unit, incorporating an LCD and Status LEDs



EMU 5JX

- \* A premium 5J energizer unit, incorporating an LCD and status LEDs
- \* Capable of being configured to support unipolar dual sector, bi-polar, or bi-polar dual sector



KEYPAD

- \* One innovative capacitive-touch keypad can control a maximum of 10 zones or 20 sectors
- \* The 20 sectors can be spread across a maximum of 10 energizer monitor units
- \* Up to 4 keypads can control 1 – 10 zones
- \* Large 128 x 64 bit, backlit colour LCD
- \* Easy to navigate menu
- \* Auto light dimming panic button

## FLAT BAR INSULATOR

- \* Made from HD UV stabilized polyethylene
- \* Ideal for wall-top fencing
- \* Fits snugly onto 20 mm flat bar or square tube
- \* Back grooved to prevent tampering



## NEW SCREW-IN RING INSULATOR

- \* Made from high density polypropylene, this hardy insulator is ideal for coastal regions where salt accumulation on the insulators can prove problematic.



## THE SAD TALE OF WPZ 622 GP

WAS GOING WELL, WAS GOING SHELL



GOING ... WELL AT LEAST IT WAS STILL GOING.

Stafix lorry WPZ 622 GP was on a delivery run to Kimberley when it was bisected by another truck.



## PRODUCT SPECIALISTS

With new products being developed almost daily, it is almost impossible for every salesperson to keep pace with all new developments and to be an expert on the various product ranges. For this reason we have appointed *Product Managers* who are specialists in their field and who are responsible for disseminating latest updates on their products to staff and to the market.

Dewald Minnie is our designated *CP Plus* camera specialist and Lucas Scheepers is our *Roboguard* product manager. Both are based at our Jet Park outlet and can be contacted on 011 397 3507.



### 8 CHANNEL NETWORK VIDEO RECORDER



- \* 8 Ch. With 1080p Realtime Live View
- \* H.264/MJPEG dual codec decoding
- \* Max 160Mbps incoming bandwidth
- \* Up to 5Mp resolution
- \* Support 2 SATA HDDs up to 8TB, 2 USB2.0

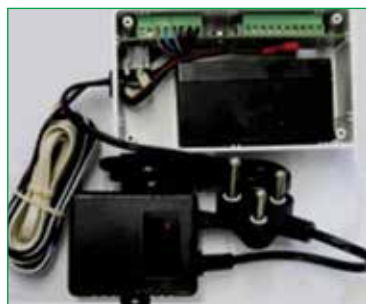
- \* HDMI/VGA simultaneous video output
- \* Support Multi-brand network cameras
- \* ONVIF Version 2.0 conformance
- \* Mobile Software: CMOB
- \* CMS Software: KVMS



(Above) Dewald Minnie, CP-Plus product manager.  
(Above right) CP Plus Board outside the Intersec Security Expo in Dubai which Dewald attended.



### SEAMLESS INTEGRATION INTO ALARM SYSTEMS



- \* The Roboguard power pack for Roboguard HQ – includes 1 x 1,3Ah 12 Volt backup battery.
- \* The power supply and relay board can be used to connect the HQ to external equipment such as a siren and alarm Panel.
- \* Optional LED indication lights can be powered and controlled via the power pack.



- \* The Alarm Unit can supervise and monitor up to four Roboguards, with individual Intruder detected, Tamper and Status LEDs.
- \* The Alarm Unit has six relay switches that can be set to either N/O or N/C contacts.
- \* Each of the guards can be individually switched on or off.
- \* Switching off does NOT disable the status or the tamper monitoring.

Roboguard have recently added a host of additional features to their range. In addition to portable panic buttons and siren driving capabilities there is now alarm interfacing.



Lucas Scheepers,  
Roboguard Product  
Manager



- \* Dual, fixed beam PIRs
- \* Audible walk-test mode
- \* Adjustable direction range (from 5m–18m)
- \* 4 detection algorithms
- \* Weather proof

### GOING ... BUT NOT SO WELL ... JUST A SHELL



Stafix WPZ 622 GP taking a break beside the road. Fortunately the drivers who tried 'sleep-driving' in the cab at the time were not seriously injured.

## TRAINING UPDATE

The biggest *Confusion and Collusion* of 2013 was the implementation of the new electric fencing laws. Confusion reigned around who had a recognised course, who could conduct the training and who were qualified as assessors and moderators. We wish we could say that all this confusion is now a thing of the past but regrettably, there still seems to be some uncertainty as to exactly whose courses are certified, who is qualified to teach, and who are registered assessors and moderators.

We'd like to clarify Ndlovu's position in all this. We were told at the numerous meetings that we attended in JHB, concerning this whole matter, that one could not be a manufacturer and register a course, then be the trainer, examiner, assessor and

moderator. It would be a bit like being the law maker, judge, jury and hangman all in one. For this reason we decided to present the only registered course we could find at the time that adhered to these specifications, namely the *Electric Skills* course provided by Cliff Cawood. This is not the cheapest but certainly is the best researched and presented.

Since then there now appear to be numerous courses popping up. All we have to say is be careful and make sure the course you are taking is unit standards aligned and registered. As far as we are concerned, as long as the courses offered all comply with the unit standard requirements and the playing fields are level, then the more competent and qualified installers there are the better it is for the consumer.

## OUT and ABOUT

### NEW Rustenburg Outlet



April 2013 saw the opening of a new *Stafix Electric Fence and Security Centre* in that bastion of the 'Old West' Transvaal – Rustenburg. Managed up until now by Riaan Venter, formally of our Pretoria and Kya Sand branches, this branch is already showing that the world doesn't end at Hartebeespoort. Well done Riaan on a flying start. Jessica de Beer and Junadre Swart are taking over the reins from Riaan who moves to Centurion.

### MORE OF STAFIX ON THE MOVE

### AND OUR NEW Centurion Outlet



On 3rd March 2014 we opened our new outlet in Centurion. This conveniently situated premises, on the corner of Botha Ave and Cantonments Road, will improve our service to the growing market that is developing between the two major metropolitan areas of Gauteng: Pretoria and JHB.

### JVA Globe Trotters set the Pace



Paul Thompson of JVA Australia, accompanied by Valeria Dognac of Pro TG Chile, admiring a big screen JVA advert at Santiago Airport.



'Senor' Gavin Bulford has been jet setting around South America where he has conducted a number of very successful training courses in Panama and Brazil for local JVA distributors. Seen here is Gavin addressing a group of delegates in Brazil, where Mauricio Alves of JVA Brazil arranged a number of extremely well-organized training courses.

### GONE ... NEVER TO BE SEEN AGAIN

*Stafix WPZ 662 GP has now totally gone – thanks to hijackers. For a second time Shabby was hijacked in WPZ 622 GP, tied up and left to spend a cold night in the veld. We have further tightened our security precautions and adjusted our driving hours and thank Shabby for his wonderful fortitude and loyalty to the company and all our drivers for their service to the company, often under very trying circumstances.*



## DUAL CHANNEL LIGHTNING DIVERTER

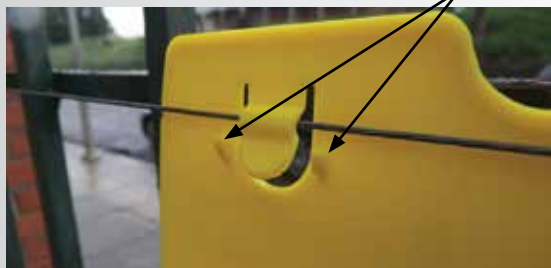
The JVA Dual Channel Lightning Diverter is the must-have device when installing Z-Series Energizers in lightning prone areas. It provides protection for the energizers on both the Feed and Return fence wires, ensuring that a lightning strike on or near the fence, is safely diverted to the earth. Its two-stage protection can withstand a lightning surge of up to 2000Amps, limiting the voltage to the energizer to an acceptable 15kV.

- \* Feed and Return wiring protection
- \* Affordable sacrificial security component
- \* One Diverter required for most installations
- \* Provides a highly visible indication of a lightning surge
- \* Large sturdy terminals for solid under-gate wiring



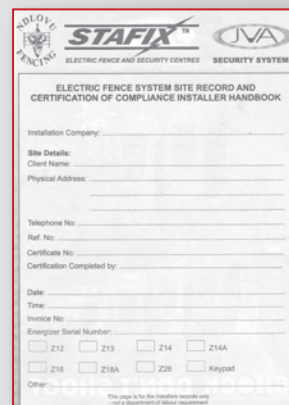
## NEW CLIPS ON WARNING SIGNS

- \* The problem of warning signs unclipping in a strong wind has been eliminated by the inclusion of additional lugs on the sign. (See pic.)



## NEW COC BOOKLET

Following requests from numerous installers, we have produced a COC Booklet that facilitates the issuing of COC Certificates to end users. These are available from any of our branches. This booklet, besides providing the end user with the necessary certificate, includes a summary of instructions and also leaves the installer with a comprehensive record of the installation.



Certificate of Compliance Booklet

## NEW IN-LINE GATE CONTACT

During the course of 2013 we replaced the old in-line gate contact with a new far more robust model.



## SNITCH SPLITS ON THE JAMMERS

The jamming of car remote locking systems, using off-the-shelf automatic gate remotes, is reaching endemic proportions. The good news is that there's no need to fall victim to this crime. The inexpensive Snitch warns you of any jammer in the vicinity of your vehicle. If only we'd had a Snitch in our vehicle when visiting Chaka Marine in Durban!



## ZAMMR GATE HANDLE



This ultra-durable twin hook design can be used in three ways:

- \* As a live hook for temporary fencing – the handle eliminates voltage while setting up and allows powering up with a single movement
- \* As an insulated hook in temporary fencing – this removes the need to change handles when the power supply from a permanent live wire is unavailable and you need to connect to a portable energizer
- \* As a gate break.



# OUT and ABOUT

## GUPTA NUPTUALS *brings JVA distributors together*

Seen here with Shaun Williamson at the recent wedding of A1 Fencing's Saurabh Gupta, which took place in Mumbai, India, are on the left of Shaun, Chris Abah of Nigeria, and to his right, Fredrick Bares of Panama.

(The gentlemen in white are Chris's bodyguards.) We congratulate Saurabh and Namrata on their marriage and wish the happy couple a long and fruitful life together.

*(Heidi looking stunning in her sari, and Shaun ... stunned?)*



## NORMAN *on the mend*

Ever cheerful Norman Rimbambo of our Kya Sand branch, was involved in a nasty car accident in 2013 which saw him hospitalised for some time. We are pleased to say that Norman is now back on his feet – two and not four of them as he was when using crutches.



## SEEING *is believing*

Limpopo installer, François Oeschger, of Barak Omheinings, thought that he was seeing things when he came to install a corner post in the hole his crew had dug the day before, only to find that a fully grown male lion, doing a good impression of an ant-lion, had taken up residence in the cavity. After changing their underpants, François and his crew served an eviction notice on the uninvited squatter and the installation was completed.



## ON A HIGH *in Africa*

In keeping with the Ndlovu Fencing's tradition of giving overseas visitors a high time, seen here are Eugene and Natalia Kalinin on top of Sani Pass about to partake of the fruits of the vine in Africa's highest pub. Eugene, who originally hails from Siberia and acts as interpreter when visiting Russia, now resides in New Zealand where he runs a very successful gate and fence installation business. Nastarovia!



## 'UNCLE ROB' *steals the show*

'Uncle Rob' of our Polokwane branch stole the show at the Nelspruit Marula Makiti Show. His full scale rhino head certainly turned a few heads and it makes one wonder if rhino horn is such an aphrodisiac, why then are there so few rhinos? Think about it.



## 100 *not out*

Three 'old ballies' who between them have chalked up over a hundred years of service to the electric fencing industry. From left to right, the silver fox, Mr Dhруп Singh, who since 1980, has been distributing energizers and accessories to generations of fencers; Maurice Williamson who installed his first fence in 1973 and Stuart McIllrath who has been an installer since 1979. That's 110 not out!



## CONGRATULATIONS *to our graduates*

Congratulations to Patience Hlophe and Tommy Msomi on successfully completing their eighteen-month Wholesale and Retail Distribution Learnership and for the very pleasing feedback HR has received on their work performance. Keep it up!

