



The Ndlovu Trumpeter

Stafix Electric Fence and Security Centres



WHAT'S NEW IN THIS ISSUE?

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INTO AFRICA JVA International Conference



International JVA Conference Delegates, 2015

JVA International hosted its first International Distributors' Conference at the luxury Zebula Game and Golf Estate outside Bela Bela in South Africa. Delegates representing 21 countries from around the world gathered and contributed valuable input, which will ensure that JVA maintains its position as a global leader of Electric Security Fencing and Monitoring Products.

JVA directors, Paul Thompson and Shaun Williamson, were extremely grateful for the active participation, the positive feedback and the innovative ideas received

from the delegates. While every market has its own specific needs and quirks, one thing became clear: when it comes to security, consumers are looking for peace of mind and by providing a quality product at an affordable price, the JVA range meets the needs of these diverse market segments.

The markets in which JVA installers operate range from the hi-tech requirements of the Bank of England, countries' military headquarters, mines, industry, and wildlife reserves, right down to small domestic properties. JVA distributors service them all.

NEW OUTLETS



Klerksdorp



Potchefstroom

Two new Stafix Electric Fence and Security Centres were acquired during the course of 2015, one in Klerksdorp and one in Potchefstroom. Modifications to an existing shop in Klerksdorp, and a move to new premises in Potchefstroom, have given Ndlovu Fencing two outlets of which it is really proud.

STAFIX ELECTRIC FENCE AND SECURITY CENTRES

Bloemfontein 051 448 6695/6 • Cape Town 021 534 5056 • Centurion 012 880 0222 • Durban North 031 563 0274/6478 • East London 043 726 6652 • East Rand (Jet Park) 011 397 3507
 George 044 874 0669 • Kimberley 053 861 5631 • Klerksdorp 018 468 8273 • Nelspruit 013 752 7152 • North Rand (Kya Sand) 011 708 6442 • Pietermaritzburg 033 342 6727
 Pinetown 031 702 6351 • Polokwane 015 292 6273 • Port Elizabeth 041 365 7178/9 • Potchefstroom 018 297 1488 • Pretoria 012 335 4290 • Rustenburg 014 537 2884
 Somerset West 021 851 1978 • Upington 054 332 1458 • Vanderbijlpark 016 931 0408 • West Rand (Roodepoort) 011 472 8823

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ANDROID KEYPAD UPGRADES

The revolutionary new JVA Android Touch Keypad launched last year has undergone a number of upgrades and it can now take a JVA ZLM4 low voltage monitor and it can memorise ZM20 and ZM50 sectors. Existing users can have their keypads upgraded with these new Apps if necessary.

For those suffering from Alzheimer's – a reminder. The Android keypad is a graphical user interface, touch screen keypad for the JVA range. It provides a menu-driven programming interface for devices. Each device can have its own unique setting, programmed from a drop-down list of possible values with names and descriptions of each setting available. Installers will not have to refer to a manual to configure this device.

The Android provides a method of loading and saving site configuration, including device configurations, custom zoning names, individual user permissions and more. This means the ZM20 or ZM50 sector programming can be saved and recalled. Common setups can be saved quickly and reloaded into new devices.

The Android Keypad generates maintenance alarms when the site is incorrectly configured, and alarms can be sent to the user via email or SMS utilizing the inbuilt Wi-Fi connection.



New Android Touch Keypad

CP PLUS



CP-PLUS is proud to announce the arrival of HD-CVI. This is high-definition technology using standard analogue CCTV configuration. Our Stafix Centres currently stock a full 1MP range of HD-CVI products including cameras and DVRs with a 2MP range coming soon. HD-CVI is packed with all the latest and greatest technology available on the CCTV market, including the ability to send video signals over a 500m stretch of RG59 coaxial cable. The DVRs all support the free DNS service offered by CP Plus, enabling remote access to a system from anywhere in the world using a PC or your hand-held Smartphone.

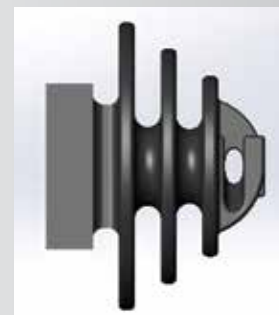
LOOK ALIKE PASSIVE ALARM CAMERAS

In response to the high demand for a product of this nature, we now stock an 800TVL CCTV camera which looks just like a passive alarm. Smile please, you're on Candid Camera.



NEW FLAT BAR BOBBIN INSULATOR

We will be launching a new, larger, flat bar insulator onto the market in January 2016. This is a stronger, aesthetically pleasing insulator with lengthened dual claws, making removal of the wire almost impossible. It has an additional oval disc to prevent arcing and a robust anti-twist back.



GEDIT?

My friend told me he was going to a fancy dress party as an Italian island. I said to him 'Don't be Sicily'. I got an odd-job man in. He was useless. Gave him a list of eight things to do and he only did numbers one, three, five and seven.



ASKARI

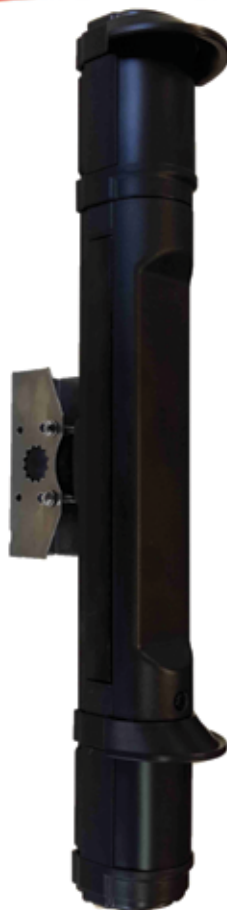
Outdoor Dual PIR Motion Detector

Askari Outdoor Dual PIR Motion Detector

The Askari wireless detector has been specifically designed for the alarm technician to seamlessly integrate the Askari perimeter beams into any alarm system installation.

The beams are manufactured from UV protected plastic and the patented lenses, guaranteed for 10-years, are ultra violet proof poly IR6. Askari has a formidable reputation in being able to minimize false triggering and cope with a wide spectrum of environmental conditions.

Askari beams can be purchased as wired beams if required.



Features

1. Dual, fixed beam PIR's
2. Audible walk-test mode
3. 3-year battery life
4. Alarm interface
5. Weather proof, UV stabilised poly IR6
6. Wireless
7. Tamper alarm
8. Stainless steel, adjustable mounting bracket
9. 20m by 110 degree coverage
10. Pet friendly

Benefits

1. Quick and easy installation
2. Unbeatable false alarm avoidance
3. Complete and easy control over sensors
4. Minimal maintenance
5. Integrates directly with any alarm panel
6. Durable 10-year warranty on casing
7. No trenching or ugly wires
8. 24-hour supervision
9. Quick and easy installation
10. Built-in Panic Function

Programming Tool – Optional

A re-chargeable, multi-functional tool that can be used to configure the Askari detector to suit the environment, it is also capable of announcing detection signals from the Askari detectors.

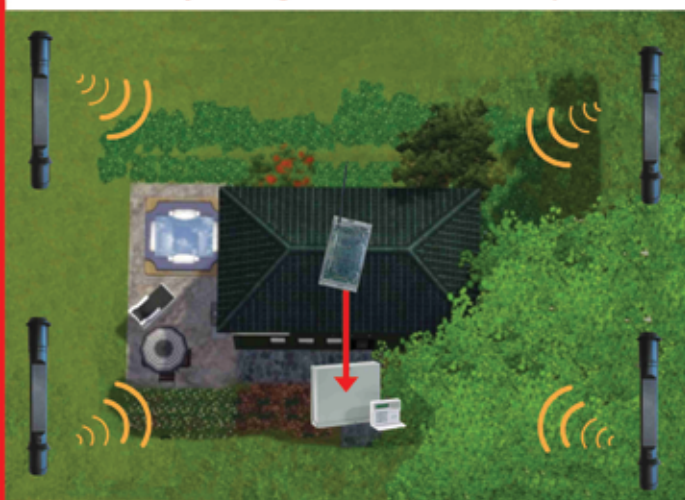


Askari Alarm I/O

The Askari Alarm I/O is a multi-functional receiver/transmitter, stand-alone alarm system and Alarm Panel I/O Interface.



For sale only to registered alarm companies



Alarm Interface

Out of the box, the beams are designed to be ready for installation and require minimal programming and alignment, which results in a quick and easy hassle free installation. The alarm interface receives signals from up to 8 beams from a range of up to 200 metres.

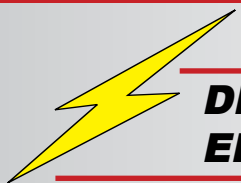


Askari detector interfaces easily to most alarm panels

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STAFIX™
ELECTRIC FENCE AND SECURITY CENTRES



DEMYSTIFYING THE TERMS: ENERGIZER COC, LOA, REGISTERED PERSON, COC

Despite the fact that the new South African electric fencing legislation has been in effect for over two years, there is still confusion as to what exactly these anagrams mean.

- ★ *The Energizer COC:* refers to a *Certificate of Compliance* meaning that the energizer has been 1) tested by an internationally recognised test laboratory (in South Africa – Test Africa) and 2) certified that it complies with all the specifications of the IEC/SANS60335/76 requirements. An Energizer COC is valid for five years from date of issue.
- ★ *An LOA:* is a legal requirement and is basically a ‘certification of a certification’. In other words, before an energizer can be sold in South Africa, even if it has a valid Energizer COC, the *National Regulator for Compulsory Standards (NRCS)* requires that it validates these certification documents and, if satisfied, it will issue a *Letter of Authority (LOA)*. All JVA energizers have valid LOA’s. An LOA is valid for three years from date of issue. All the above add to the production costs of an energizer.
- ★ *Registered Person/COC:* An installer, if s/he has attended and passed a *SAQA Registered Electric Fencing Theory and Practical Electric Fencing COC Course* is then entered onto the National Data Base and s/he is then referred to as a *Registered Person*. S/he will be issued with a document referred to as a *Certificate of Competence*, by the Department of Labour, which entitles the registered installer to issue a *Certificate of Compliance* confirming that an electric fence installed, complies with the specifications relating to the erection of electric fences laid out in the SANS 10222-3 document.



An installer’s *Certificate of Competence* is valid indefinitely, unless s/he breaches the Department of Labour’s Regulations, in which case it can be revoked by the Chief Electrical Inspector. The *Certificate of Compliance* issued for a newly erected fence is valid for two years and should a property be sold two years after the fence was COC’ed a new COC will have to be issued.

STAFF ON THE MOVE

NEW REGIONAL MANAGERS



Lucas Scheepers



Chris Maulgue

The opening of new branches has resulted in the appointment of Regional Managers: Lucas Scheepers is covering the North West Province and Chris Maulgue will be covering KwaZulu-Natal. Lucas, while overseeing the North West, is also the group’s Roboguard/Askari specialist and Product Manager. Chris, who formerly hailed from KZN but has been managing our Nelspruit branch, will be developing the KZN market. Good luck to both regional managers.

THE SILVER FOX RETIRES



MJ and Mr Singh at his farewell

After thirty-five years of service to the electric fencing industry, Mr Dhruv Singh, AKA ‘The Silver Fox’ decided to hang up his stock sheets and retire. Joining Maurice Williamson back in 1980 as stores manager, Mr Singh has seen the electric fencing industry grow from a predominantly ‘back yard’ agriculturally-orientated enterprise to one that is now a major player in the agricultural, wildlife and security markets. We wish Dhruv a long and happy retirement and trust that he won’t forget us poor workers and will visit us now and then.

THEMBA MBELE

Last newsletter we congratulated Themba Mbele of our Pietermaritzburg branch on receiving his 10 year service award. This newsletter we again congratulate him but this time on celebrating 10 years as a bishop in the *Zulu Congregational Spiritual Church*. Themba, while looking after the spiritual needs of his flock, also satisfies the temporal needs of Ndlovu’s customers by ensuring prompt deliveries. We wish Themba God’s blessings in all he does.

Archbishop Mbhele, (Second from right) with elders of his church at his celebratory service



**Keep these heavies where they belong:
on your game reserve,
on our planet,
with the new...**



JVA GSM / INTERNET ELECTRIC FENCE MONITORING SYSTEM

*"Hello...
This is your fence calling"*

The JVA GSM module will inform you via cell phone or PC the condition of you fence line.

TIMBAVATI UPGRADES TO THE NEW JVA ZM50 WITH GSM

Last year we reported on the successes Timbavati Game Reserve was enjoying in counteracting Rhino poaching using the JVA ZM20 monitor. Their next request was, "If we can subdivide the fence into 20 sectors would it be possible to subdivide it into 50 sectors?" This really gave the boffins at JVA in Oz a challenge but they soon came up with the ZM50 and a system has already been installed at Timbavati.

(It must be stressed that in order for these new multi-sector alarm systems to work effectively the fence line construction has to be top notch and the importance of good earthing cannot be over emphasised. These are sophisticated products and not for the faint hearted, nor should an inexperienced installer try and install them.)



OUR NEW ACCOUNTING SOFTWARE



The exciting growth of the company had put so much pressure on the IT accounting system that it began to slow down, frustrating both staff and customers, and required the courageous step of installing a whole new, more sophisticated system and going live across the country on 1 September 2015. As many of you will no doubt have experienced, change comes at a price, both financial and emotional. Changing software is one of the most challenging initiatives a business can embark on and while the new system will undoubtedly pay dividends in the long run, despite very careful planning and training, there have been the inevitable teething glitches in the roll-out. If customers experience any problems or delays with our accounting documentation, please give our accounts staff a call. They are at your service. Our grateful thanks go to Heidi, Val, Annemi, Ric and all those staff members who have worked round the clock to implement this promising new package.



OUT and ABOUT

DOING THE ROUNDS AT JVA INTERNATIONAL CONFERENCE



Delegates came from far and wide,...



...to be welcomed by Shaun and Paul...



...to the magnificent Zebula conference venue...



...where it was work all day...



...and at dusk they came out to play. Some travelled in luxury...



...while the courageous quaddies roughed it.

MR NDLOVU TAKES CENTRE STAGE



Rumbling onto the show circuit this year came Mr Ndlovu (elephant in Zulu). Having already appeared at Nampo in the Free State, the Pietermaritzburg Royal Show and the Tribune Garden Shows in KZN, Mr Ndlovu is set to make many more appearances around the country where he will undoubtedly draw much interest to stands utilizing his services.

TRAINING UPDATE

2015 was very much the 'year of the trainer' with close on 150 training courses being conducted country wide and overseas. Thanks to the untiring efforts of training officer Gavin Bulford and in Cape Town Paddy O'Brien, CCTV specialist D.J. Wills and Roboguard specialist Lucas Scheepers, many hundreds of installers are better equipped to perform their tasks. For further information on training dates, venues and topics, contact your nearest Stafix centre.



Kya Sand (Gauteng)



Nkomazi Game Reserve (Mpumalanga)



The Directors of Ndlovu Fencing take this opportunity to thank all our partners, customers and staff for your much valued support and hard work during the past year.

Without you there'd be no Stafix Electric Fence Centres. We wish you one and all a joyous festive season and a prosperous New Year.