

The Ndlovu Trumpeter



STAFIX

ELECTRIC FENCE AND SECURITY CENTRES

STAFIX

CENTURION

HAMMER
EMU
SENSTAR
PAKTON
COMMAX
bpt
KENWEI
**CHAMPION
batteries**
HAWKINS
Clearline
SecuCell
**E.T.
SYSTEMS
SECURITY PRODUCTS SPECIALISTS**
GEMINI
pro-alpha
pro-rola
SENSABLE

WHAT'S NEW IN THIS ISSUE?

- Stafix M63R Energiser
- Stafix AN20 Energiser
- JVA ZM1 Monitor
- SENSTAR
- New JVA Keypad
- Perimeter Patrol Software
- New JVA and STAFIX brochures
- JVA Fence Bleeper
- New kids on the block

STAFIX CAPTURES BRAGGING RIGHTS WITH THE WORLD'S MOST POWERFUL ENERGISER

While some people claim size doesn't count, it most certainly does in the competitive world of low impedance, energisers. After a winter of discontent, Stafix has regained the coveted position of 'top gun, in the electric fencing market with the launch of the world's most powerful energiser, their new, 63 Joule output, 'Big Boppa' – the mother of all energisers.

Drawing on the latest and most advanced technological developments in the electric fencing industry, Stafix have launched this extremely powerful, energy efficient, cyclic wave energiser which is capable of safely generating 63 joules output into a heavy load while still meeting all international legal safety specifications. Ideal for large game reserves or extensive farms, this new energiser is set to revolutionise the electric fencing industry.

Launched at NAMPO 2010 and the Pietermaritzburg Royal Show, this energiser is now available from any Stafix Electric Fence Centre countrywide. For further information on this revolution in a box, see *What's New* on page 2.

FROM GOLIATH TO DAVID

In addition to launching their Goliath M63R energiser, Stafix has also released a little David, the Stafix AN20. This battery-powered unit is ideal for pet control and for strip grazing dairy cows on irrigated pasture. While unlikely to topple Goliath with its sling shock, this unit does satisfy a niche at the bottom end of the market. So Philistines beware. For tech. specs see *What's New* on page 2.

NDLOVU MD VISITS NZ

While on a recent 'catch-up' visit down under to New Zealand, Shaun Williamson, MD of Ndlovu Fencing, met up with Greg Muir, the new managing director of Tru-Test Ltd, manufacturers of the Stafix range of electric fence energisers.

Greg has brought with him to Tru-Test a wealth of business experience and, in addition to being MD of Tru-Test, he is also Chairman of the Auckland Blues Super 14 Rugby franchise. So his interest in SA extends beyond mere business.



Greg Muir (MD, Tru-Test Ltd), Shaun Williamson (MD, Ndlovu Fencing) and Keran McCaull (Marketing Director, Tru-Test Ltd)

JVA SPREADS ITS WINGS

After only two years of active marketing, JVA energisers and accessories are now being sold successfully in over twenty countries around the world. With constant innovation, and some exciting new developments, JVA is set to shock the world. Watch this space!

Blue-eyed boys from JVA



While in New Zealand, Shaun also teamed up with his JVA partners. Seen here with Shaun are Paul Thompson (JVA Technologies, Australia) and Mike Graham (JVA Marketing, New Zealand)

STAFIX ELECTRIC FENCE AND SECURITY CENTRES

Jet Park 011 397 3507 • Kya Sand 011 708 6442 • Rooderpoort 011 472 8823 • Cape Town 021 534 5056 • Durban 031 702 6351
 Bloemfontein 051 448 6695 • Kimberley 053 861 5631 • George 044 874 0669 • Port Elizabeth 041 365 7178/9 • Pietermaritzburg 033 342 6722/7
 Pretoria 012 335 4290 • Polokwane 015 292 6273 • Nelspruit 013 752 7152 • Vanderbijl Park 082 783 8449
 0861STAFIX • efc@stafix.co.za • www.stafix.co.za

WHAT'S NEW?

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M63 MAINS ENERGISER

FEATURES AND BENEFITS

- 63 joules of output energy
- Suitable for all types of livestock
- Unique load response feature regulates energiser output to match conditions, providing optimum fence voltage
- Cyclic wave™ provides a cleaner more powerful pulse, maximising the energy that travels down the fence for optimal stock control
- Remote capability gives the convenience of being able to turn the energiser on or off anywhere along the fence line
- Simple LED display indicates output voltage
- Large terminals make connecting to the fence easy
- Low voltage terminal allows bi-polar fence construction
- 2-year warranty



CYCLIC WAVE

Cyclic Wave pulse technology produces an electrical wave form, similar to an ocean swell. The electrical pulses rise and then drop away smoothly to deliver optimal power to the fence. Cyclic Wave technology also assists the remote control to reduce interference for more reliable communication.

AN20 PORTABLE BATTERY ENERGISER

FEATURES AND BENEFITS

- 0.04 output joules
- 0.05 stored joules
- Powers up to 1km
- Simple on/off switch
- Reinforced lid catch secures the energiser to the fence wire
- Rugged enclosure for reliability in the toughest conditions
- Operates on two V size batteries (alkaline recommended) for up to 35 days (batteries not included)
- Circuit design developed specifically for strip grazing applications
- 2-year warranty



FENCE BEEPER

Economical keyfob tester, which, when held in close proximity to a working electric fence, responds with a loud beep.



NEW PRODUCT CATALOGUES

Now available from your local branch – the all new JVA Product Catalogue and the updated 2010/11 Stafix Electric Fence Centre catalogue.



STOP PRESS

TRU-TEST GROUP MAKES SIGNIFICANT UK ACQUISITION

Tru-test Group, manufacturer of the Stafix range, has made a significant investment in the UK by purchasing the business and assets of *Ritchey*, and the shares of *Fearing*. The acquisitions will give the Tru-Test Group a base in Europe to better serve its UK and continental customers, consistent with its existing New Zealand, Australian, Mexican and North American divisions. Until now the Tru-Test Group has operated in Europe solely via distribution companies. Tru-Test Group MD, Greg Muir, says, "The purchase was a major growth opportunity, both within the existing UK market as well as in the wider European market and international export markets."

PERIMETER CONTROL SOFTWARE

The JVA Perimeter Patrol Software Package enables one or more energisers to be monitored and controlled from a PC.

The Perimeter Patrol software package provides a graphical, user-friendly interface for configuration and operation of the system. Icons representing the energised zones are positioned over an image of the site map.

Status and voltage information from the various zones throughout the site are updated in real time, allowing the general health of the Electric Fence Security System to be analysed from a central location.

The PC speaker or sound card is used to sound alarms.

An example of an on-screen site layout ►



A housing complex control room

FEATURES

- User definable mimic screen background (map)
- Ability to place the Zone Mimics anywhere over the map
- User and administrator PIN numbers
- Single Bi-Polar or conventional mode, or dual channel energisers
- Upper and lower alarm thresholds
- Zone Configuration
- Logging of alarms and events
- Ability to archive and to print a log.

This patrol software is ideal for a stand-alone system where the owner is interested in a visual representation of an electrified enclosure (mimic screen) and the ease of operation that a Windows compatible GUI application can provide. It can also be integrated into existing systems using RS232, RS485 and Fibre Communication protocols.

WHEN IS RUST NOT RUST?

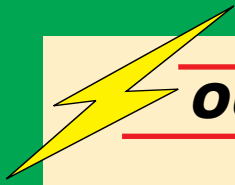
When it is discolouration on stainless steel wire, that's when.

The word "rust" conjures up images of decrepit old barbed wire fences falling to pieces where oxidation has eaten away the wires. Technically speaking, the discolouration of stainless steel wire is oxidation, but it is oxidation with a difference. To quote from an article by the American Society for Metals entitled, *Corrosion Resistance of Stainless Steels*: "the film formed by the reaction between chromium and oxygen has all the desirable characteristics of a protective corrosion product."

Further along in the article they state with regard to marine atmospheres, "In marine atmospheres types 301, 302, 304, 321 and 347 might develop superficial staining with little evidence of attack beneath such films.

Discolouration develops during the first few months of exposure after which it does not appear to progress any further. The superficial staining observed in the above alloys in marine atmospheres is reduced in the more highly alloyed type 309 composition (25Cr – 12Ni) and is practically eliminated in the alloy types 310 (25Cr – 20Ni) and 316 (18Cr-12Ni and 310o) with the latter being slightly superior to type 310."

So there you have it. Next time a client complains to you that the stainless steel fence you have erected for him is "rusting away", flash him this extract. Better still, ask any one of our branches for a copy of the full article so you are well prepared to answer any 'rusty' questions.



OUT and ABOUT

SWEET AND SOUR

Intruders with a sweet tooth are in for a shock should they try and break into the Cadbury's plant in Auckland New Zealand, as will any boozy breakers in Durban. In fact they will get a bigger kick than they bargained for should they try their luck at this SA Breweries depot.

These are but a few of the many industrial and commercial premises worldwide currently protected by electric fences, which shows the faith leading industrialists now place in this method of perimeter security.



GETTING OUR VISITORS HIGH

JVA Europe distributor Bjorn Thalín visited South Africa recently and was given a lift when he visited Africa's Highest Pub perched on the top of Sani Pass. We don't know if it was the lack of oxygen or the high octane beer but Bjorn definitely went home a happier customer and he is currently taking Europe by storm.



SECURITY TIP FROM SEINFELD

I have six locks on my door, all in a row. When I go out, I lock every other one. I figure that no matter how long someone stands there picking the locks, they are always locking three.



OBITUARIES

JOHN 'SHEEP DOG' SCHEEPERS

It was with deep regret that we paid our last respects to one of the true characters of the electric fencing industry, John Montague Scheepers. He started selling Waikato electric fence energisers while working for Coopers Animal Health back in the 70's and he then joined Gallagher Poldenvale in the 80's where he spent eight years as their marketing manager before branching off on his own. Truly an 'old boy' of the industry, John experienced more than his fair share of tribulations, but he never lost his indomitable sense of humour, a sense that once earned him the nick name 'bubbles'. It was after a training course in the Northern Cape where he was given a celebratory glass of 'peppermint liqueur' which turned out to be 'Sunlight dishwashing liquid' In true John fashion he coughed, spluttered, blew bubbles from every orifice, then had a good laugh. John will be sorely missed by all who knew him.

RICHMOND MBHELE

Pietermaritzburg branch mourns the passing of long serving employee, Richmond Mbele. Richmond served the company in many different capacities for over fifteen years and was finally responsible for the PMBurg branch's automatic gate service section. Always willing to assist with an infectious smile that lit up a room, Richmond will be missed by his fellow staff members. We extend our condolences and deepest sympathy to Richmond's children and his family.

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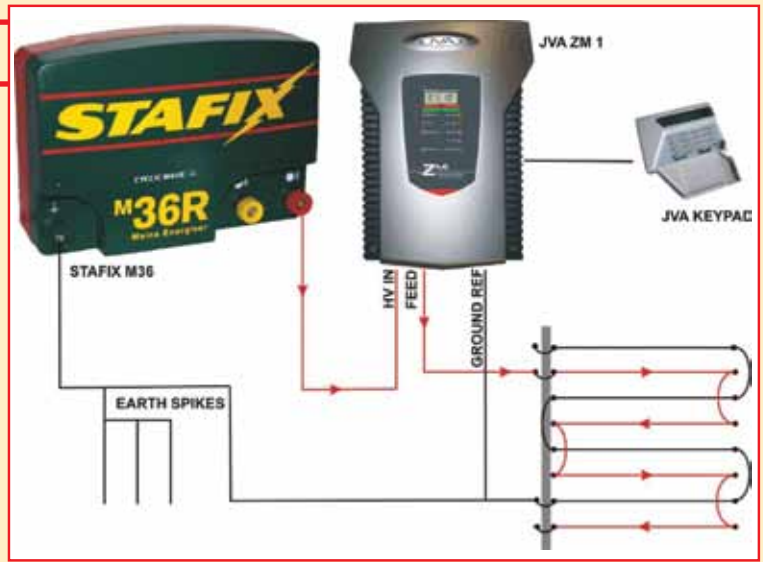
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ZM1 MONITOR

The JVA ZMI monitor is an electric fence voltage monitor with digital display that is designed to work in conjunction with any standard electric fence energiser.

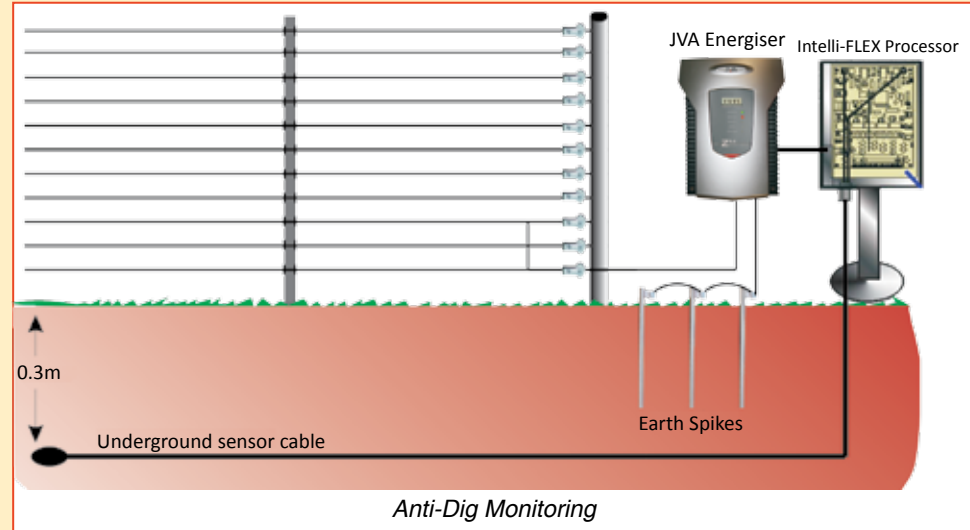
In addition to being able to monitor the end-of-fence-line voltage, the JVA ZM1 also measures current flow which means that it does not necessarily have to have a return feed from the fence line. This makes it ideal for existing long game fence lines which may not be currently monitored because they have no feedback to the energiser.

The LCD display on the ZM1 shows output and return voltages, current output, and earth voltage display. It also has a gate contact input. A siren and strobe can be switched on via 12 volt DC inputs. The JVA ZM1 monitor has many other programmable features that can be adjusted using a standard Z-Series keypad.



NDLOVU FENCING APPOINTED SA DISTRIBUTER OF SENSTAR ANTI-DIG SECURITY SYSTEMS

100% of all Canadian Federal Prisons and 70% of Nuclear Power Plants are protected by SENSTAR.



Existing anti-dig methods, while they can be effective, are expensive and time-consuming to install.

Ndlovu Fencing is proud to announce that it has been appointed as the Southern African distributor for the internationally renowned SENSTAR monitoring and detection systems. Digging under fence lines has long presented security installers with a demanding challenge and the SENSTAR system provides a solution to this challenge.

Available as Intelli-Flex, a triboelectric acoustic cable vibration system, or as Intelli-Fibre, a fiber optic micro-bend sensor cable system, SENSTAR has an answer to this challenge. These SENSTAR cables can either be buried underground or mounted on the fence so that when someone cuts through or digs under the fence, the volumetric sensors will generate an invisible detection field which will detect intruders as they move through it and trigger an alarm.

TALK ABOUT GENTLEMEN JACKERS

Here's one about gentlemanly highwaymen, and Dick Turpin has nothing on these goons. While returning home from a job he is doing in Mozambique, Tubby Hardman and his wife, Marla, stopped to consult their map for directions. (Tubby, being old school,

would never dream of taking directions from a woman, especially a stranger talking on his GPS.) While consulting the map, they were accosted by armed robbers who, after they had roughed him up and taken what they wanted, enquired as to why he had stopped on the side of

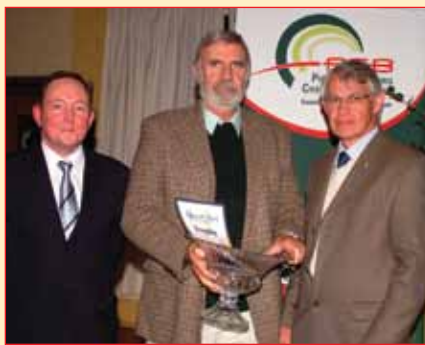
the road. When he informed them he was consulting his map for the route back to SA, the hoods immediately gave him detailed directions and sent him on his way. What gentlemen! For the record, they were dressed as Mozambiquean police officers.

OUT and ABOUT

SHOWS



NAMPO 2010 – Action shot of Aldon Prinsloo of Chemvet giving his sales spiel



Winner of Best Small Business stand on the Royal Show



Medal Winning stand at the Tribune Garden Show



Rob's show exhibits at Polokwane and Ellisras



AND FINALLY, SOMETHING FOR W.P. TO CELEBRATE

Congrats to Paddy and the WP team (i.e. Stafix) on their 10th anniversary and to the George branch on turning one. That's ten to CT and one to George and zero (cup) to WP. (We apologise for our PC-incorrect editor – he is an insensitive banana boy.



Securex 2010



Cape Town centre exhibiting at the Bredasdorp Show

NEW APPOINTMENTS

We welcome to our staff Steven Lavender in Polokwane, Peter Kylander in Pretoria, Sarel Kruger in George, and Willem Boer in Kimberly. All come to us with background experience in the security industry and we look forward to working with you in the future.

Congratulations to Derek Stander on being appointed manager of Kya Sand branch. We wish Derek all the best in his new role and may you take Kya Sand, which has been showing impressive growth, to even higher levels. We wish Hein, who is moving on to other pastures everything of the best and thank you for your valuable contributions to Stafix North.

Also under new management is Hennie du Toit, who has taken up the position of husband to Leone. Jokes aside, we congratulate Hennie and Leone on taking the plunge.

PEDAL POWER



▲ The three Cycliteers, Glenton 'Soreass' Reid; Maurice 'Numbum' Williamson and Jonathan 'Oohaah' Vickery, hale and hearty having completed the baby Amashovashova cycle race.



▲ A not so hale and hearty, but braver by far, Jono 'Crampy' Bellingan who tackled the full Amashovashova race, but who unfortunately suffered severe cramps and had to withdraw mere kilometres from the end. Nice try Jono, better luck next time when a full Stafix team will enter the main race.



◀ And for Brad the tension of seconding and a 4:30am rise and shine was just too much!

TRIBUTE TO BOO

Busisiwe Ndlovu, fondly known as Boo to the Williamson family, to whom she has given exceptional and loyal service at their home and KZN HO as a cleaner and caterer for 35 years, has sadly been boarded owing to illness. We wish her a long and happy retirement at home with her family. Ngibonga Boo. Phumula kahle.