

# THE NDLOVU TRUMPETER

NUMBER 7

SPRING 97

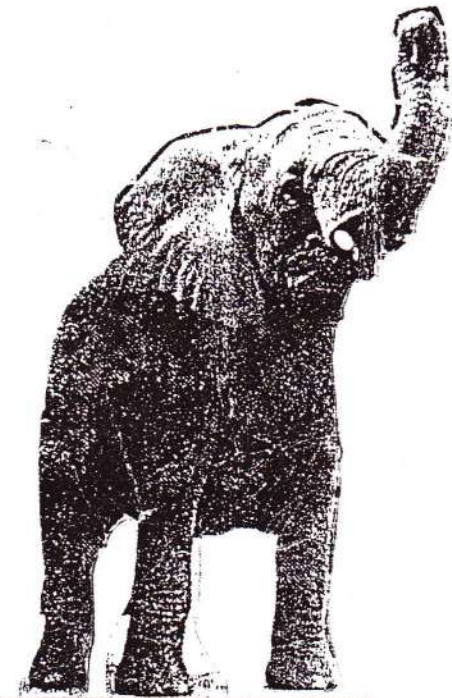
## CONGRATULATIONS

The past few months have seen some impressive projects undertaken and congratulations are very definitely the order of the day **Congratulations :-**

To **BENMAS ELECTRICAL** on securing the tender to electrify 620 Km of the Botswana / Namibia border fence. An excellent choice,..**Stafix B6** energizers,..and a new record for the number of B6 energizers used on a single job.

To **TRISEC SECURITY** on securing the tender to electrify a 250 Km stretch of the Kruger National Park's western boundary fence ..another new record... this time for the number of **Stafix B12's** used on a single job.

To **RHINO FENCING** for protecting "**The News Maker of The Year,**" Max, the gorilla at the JHBurg Zoo. Rhino have provided **Maximum** security for Max's enclosure and are keeping unwanted intruders at bay using a **Stafix M3** energizer. Pity future intruders.



**STAFIX**  
ELECTRIC FENCING



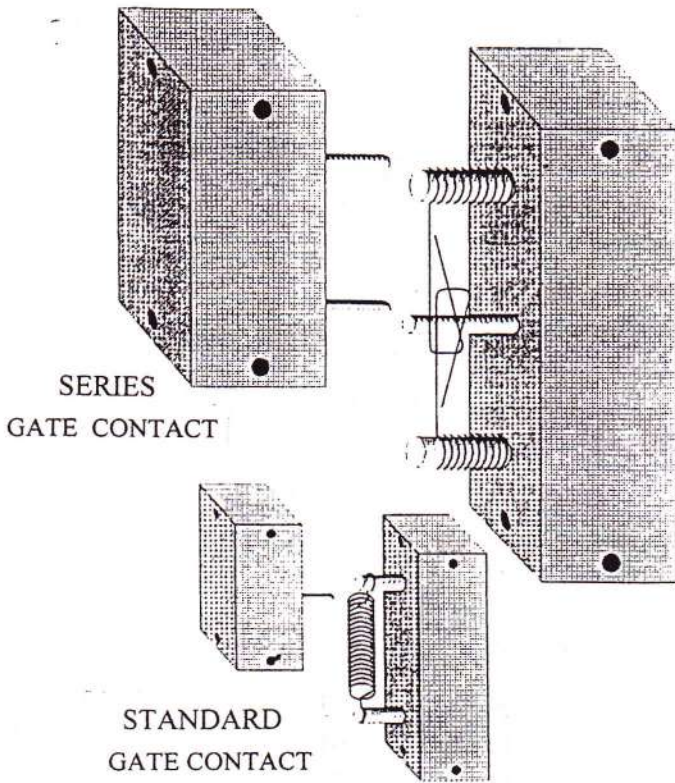
And getting closer to home .....to **TREMAY GATE AND FENCE** for securing PMBurg's Oribi Airport using **Stafix B12** energizers. This is an interesting installation where only two B12 energizers have been used to divide the airport's perimeter fence into 14 sectors.

It is also heartening to see that the Natal Parks Board are "Greening up" some of their premier reserves. Congrats to **ATLAS SALES** on your sale of **Stafix B6's** to the board.

P.M.Burg residents can further relax knowing that two of their city's important service sites, the Municipal Market and the City's Waste Tip, are now secured behind **Stafix M18** energizers installed by **ULTRA POWER FENCING**. All that remains now is for the city's cemetery to be Stafixed then the good citizens of Sleepy Hollow can really **R**est **I**n **P**ease.

In fact, while I'm at it, I would like to take this opportunity to congratulate you all for this month's effort, and to express our sincere appreciation to you all for your support. Over 250 large battery powered energizers sold in under two months is no mean feat and this has only been achieved through your combined efforts. **Thank you.**

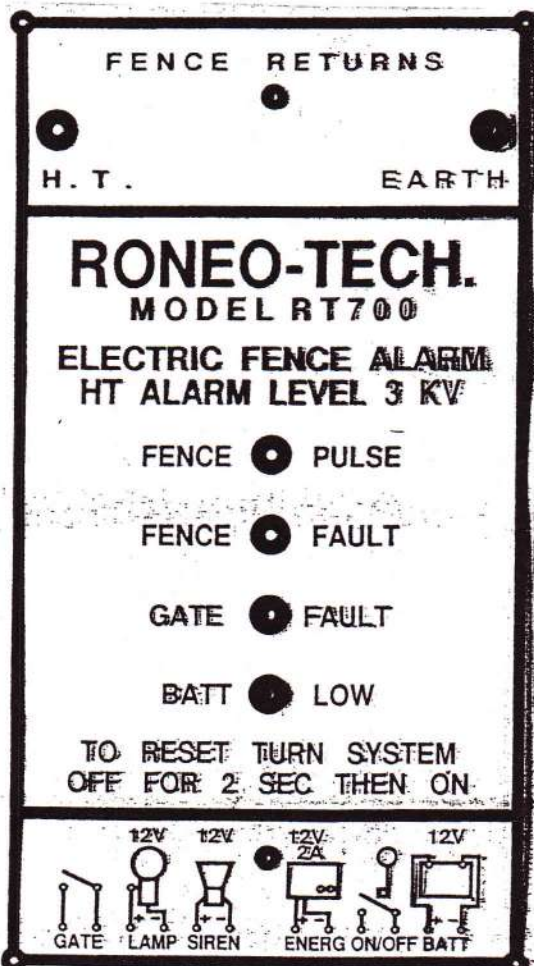
## SO WHAT'S NEW ?



New to KZN, Free State, E & W Cape  
From  
Gauteng

### *Sparkline Gate Contacts*

- # Incorporates the sliding gate into the main electric fence circuit
- # If gate wires are cut the alarm is now activated
- # All contacts are stainless steel and have a wiping self cleaning action
- # Contacts are not dependent on perfect alignment
- # The insulating block is U.V. resistant
- # Protected by registered R.S.A. patents



### *THE RT700 ELECTRIC FENCE MONITOR*

New from the House of Kloka, the RT700, is an advance on the tried and tested RT200 monitor.

#### **RT700 FEATURES**

- Fully isolated electric fence monitor
- Fence pulse indicator and latching fault indicator
- Single lane gate monitor + latching gate fault indicator
- Gate response time 2 to 3 secs is not adjustable
- Low battery indication
- Low battery break point 11.5 volt typical
- Remote control of alarm / energiser combination
- Auto reset with power on
- Siren output is timed and lamp output is latched
- Separate pulsed relay output trigger for transmitter / teledialer
- On board buzzer for " Silent Alarm " applications
- All relevant connection details printed on the faceplate
- Full surge protection on all inputs and outputs

**Full technical specs come with each unit**

## DEBT COLLECTING

( The cheque is in the post.....)

Don't despair! Help is near....in the form of a new book  
**“Creative Debt Collecting “**  
 by Dr. Neil Flanagan

Any management book you pick up has it's own secrets on running a successful business. Depending on the author's background the emphasis will vary, i.e. it's all in the marketing, the product quality, the service you provide etc etc. All are important but ultimately the key to running a successful business is **cash flow** and we all come up against this problem at some time or another.

The book is a powerhouse of attention grabbing ideas. Below are some extracts. I can't give you his solutions or explanations, there simply Isn't enough space, and I don't want to be nailed for copyright infringement, so you'll have to purchase your own book to enjoy his full spiel.

Fundamental Rules :- The bakers dozen	Thirteen Most Common Excuses
<ol style="list-style-type: none"> <li>1) Reach agreement up front on the cost of your product or service.</li> <li>2) You must decide whether a debt is worth pursuing</li> <li>3) Use a no-fuss invoice</li> <li>4) Send your invoice immediately.</li> <li>5) Set a strict deadline for payment of account. ( The author considers over 14 days as overdue!)</li> <li>6) Build a sound personal relationship with your customers.</li> <li>7) Consider incentives for prompt payment</li> <li>8) Deal only with the authorised bill payer.</li> <li>9) Grab the attention of the debtor.</li> <li>10) You must check their cheque.</li> <li>11) You must have a fax.</li> <li>12) You must pay your bills on time.</li> <li>13) You must be persistent.</li> </ol>	<ol style="list-style-type: none"> <li>1) The cheque is in the post.</li> <li>2) We haven't received your invoice</li> <li>3) You didn't quote our order No. on your invoice.</li> <li>4) The goods weren't right.</li> <li>5) We didn't receive the goods.</li> <li>6) I'm strapped for cash at the moment</li> <li>7) Our computer is broken down.</li> <li>8) Annual stock taking is in progress.</li> <li>9) The person who signs the cheque is ill / on holiday / playing golf.....</li> <li>10) It's the end of our financial year.</li> <li>11) The invoice has been passed for payment but the accountant is lost at sea / is off.....</li> <li>12) Our books are with our accountant.</li> <li>13) I'm too busy running my own business to worry about yours.</li> </ol> <p style="text-align: center;"><b>He offers some innovative solutions.</b></p>

### Ever tried any of these?

A gentle approach :-

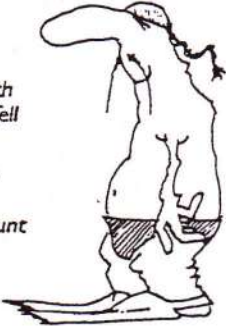
Dear

I was just reading that, back in July 1966, at the age of 72, Chairman Mao Tse Tung swam 1.5 kilometres of the River Yangtse in only 76 minutes. That time makes Mao faster than any Olympic gold medallist! Mao's timekeeper must have been that famous Chinese political commentator, Wot Wen Wong.

Incidentally, wot wen wong with your payment of my account? It fell due last Thursday.

While I can't promise you any gold medal for paying it, I would appreciate it if you gave my account your immediate attention.

Sincerely



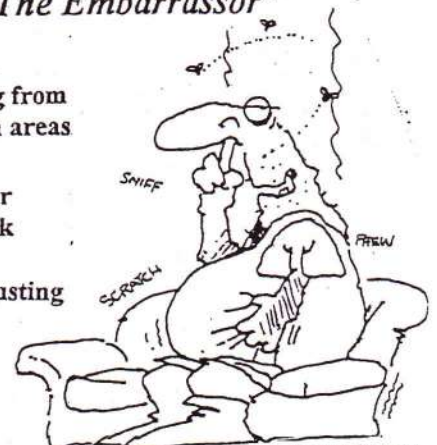
**The Chinese solution :** The creditor, and his family, move in with the debtor, and his family, and live off the debtor until the debt is paid in full.

If all else fails, send in **“The Embarrassor”**

Works a charm when collecting from companies with fancy reception areas

An overweight, out of work actor is the ideal candidate for the task

He simply sits there being disgusting until he can leave with the cheque:



Don't expect much repeat business from the client once you've tried this one.

## WE'RE ON THE MOVE.....AGAIN

Thanks to an ever increasing demand for Stafix product....and a demand from our landlord to vacate our current premises because he's sold it.....our Gauteng operation will be moving to a new premises in **Jet Park**. Incidentally there's is no truth in the rumour that Jet Park is to be renamed Mega-Volt Park due to the concentration of electric fencing companies in the area.

### LOCATION OF OUR NEW GAUTENG DEPOT

For those Who can Read

Unit 2  
**Flamingo Industrial Park**  
531 Jet Park Ext. 36  
**Malcolm Moodie Crescent**  
-Off Kelly Rd

Found on Page 87 of Witwatersrand  
Street Guide Map Book  
(Over-looks the lake, if you can see over the  
litter and builders rubble.)

We will be taking occupation of these new  
premises from the 1st November 97, but will  
only start operating actively from them  
from the 1st of January 98.

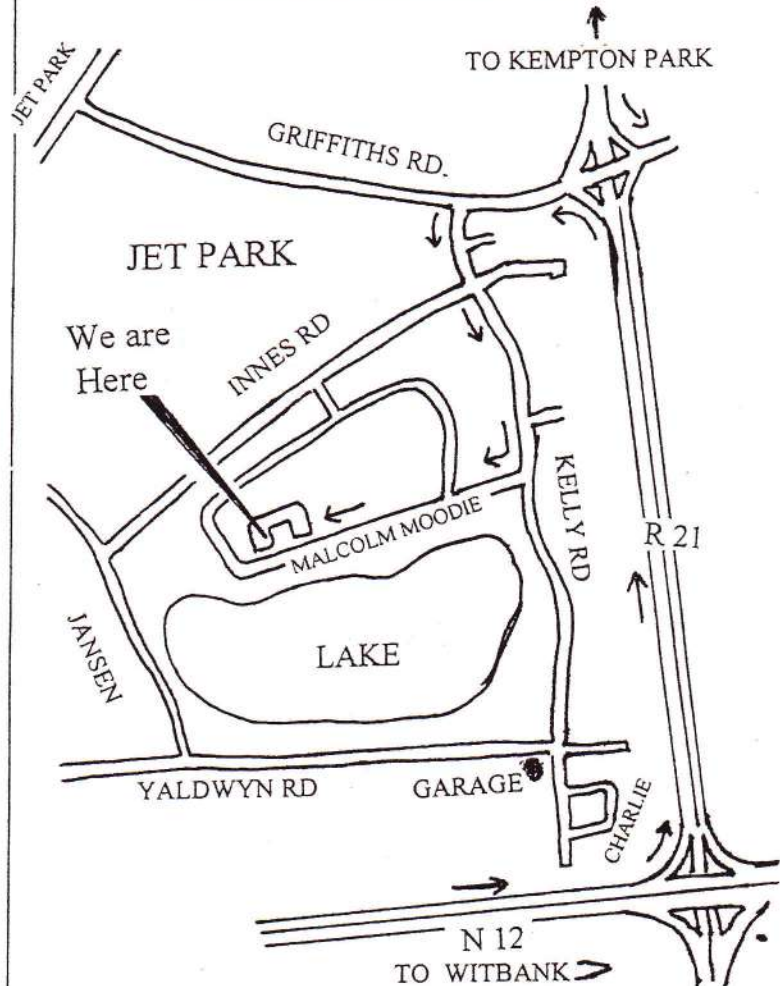
#### Terms

Terms of business to remain the same..Brisk

#### Placing of Orders

Please, for now, still phone your orders  
through to Singh in PMBurg.

For those Who like Pictures



### THAT'S IT FOR NOW

All that's left to say is congratulations to Free State on humbling the Sharks. No longer does Paul van der Merwe's joke that the O.V.S. (Ons Verloor Saterdag) was going to change it's name to O.V.E.S. (Ons Verloor Elke Saterdag) apply. So hak Vrystaat, and well done.

Regards to you all,

Maurice

