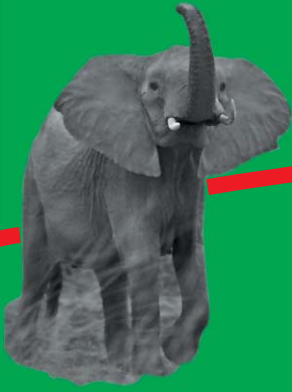


The Ndlovu Trumpeter



STAFIX

ELECTRIC FENCE AND SECURITY CENTRES

STAFIX



CENTURION



HAMMER



EMU

PATRIOT

PAKTON

COMMAX



bpt

KENWEI

CHAMPION
batteries

HAWKINS

Clearline

SecuCell

D.A.C.E

GEMINI

pro-alpha

pro-rola

SENSABLE

WHAT'S NEW IN THIS ISSUE?

- Stafix WTX Wireless Energiser
- JVA Security Energisers
- EMU has a facelift
- M-Series backup system
- Robo-Guard Brackets
- Four-sector Monitor
- In-line Gate Contact
- New outlets



Kya Sand

At the end of 2007 Ndlovu Fencing, in partnership with Fritz Swanepoel of Qwibin Fencing, opened two new Stafix Electric Fence and Security Centres to better serve our customers on the North and West Rand.



West Rand

Cape Town have moved to bigger and better premises in the same business complex.



Cape Town

2008: Tighten our belts, invest in braces, or let it all hang out?

Welcome to the first *Ndlovu Trumpeter* of 2008. We wish you one and all a happy and prosperous year. As always, the journey ahead offers challenges and opportunities, and calls for astute forward planning.

Maurice Williamson is celebrating his 30th year in the South African electric fencing industry. During this time he has seen S.A.'s electric fencing market swing from a focus on rural, agricultural, animal control, to an urban, perimeter security dominated market. "Nothing wrong with this," he says. "One city dweller:one energiser is more profitable than one farmer:one energiser."

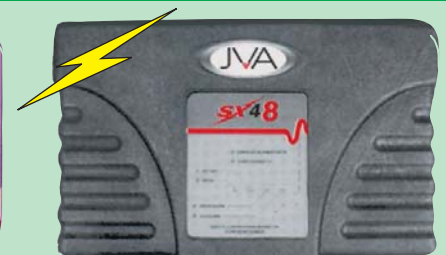
However, the proliferation of electric fences in urban areas has led to concerns about public safety and inevitable government intervention in the form of revised legislation. This will place increased demands on erectors but is not altogether a bad thing if it leads to better standards in the industry. S.A. safety standards have been reviewed and modified to bring them in line with international standards, but there is debate around energiser size and power output with regard to game fencing requirements unique to Africa.

Safety standards will ultimately require a permanent fencing installation to be signed off by a suitably qualified and certified person. Education and Training Unit Standards are being processed which will enable those who do recognized training to receive certification.

So, as they say, *When the going gets tough, the tough get going*. Does one just tighten one's belt; or broaden operations; or throw caution to the wind, advertise and market furiously and go for market share – let it all hang out? Whatever your decision, remember: sales = vanity, profit = sanity, but cash flow = reality.



The new WTX Wireless Security Electric Fence System from Stafix is a world first.



The new JVA range of security electric fence energisers has broken all previous records for a new product.

See inside for more information on these exciting products.

STAFIX ELECTRIC FENCE AND SECURITY CENTRES

Jet Park 011 397 3507 • Kya Sand 011 708 6442 • Roodepoort 011 427 8823 • Cape Town 021 534 5056 • Durban 031 702 6351 • Bloemfontein 051 448 6695 • Port Elizabeth 041 365 7178/9 • Pietermaritzburg 033 347 2591 • Pretoria 012 335 4290 • Polokwane 015 292 6273 • Nelspruit 013 752 7152 • Vanderbijl Park 082 783 8449

efc@stafix.co.za – www.stafix.co.za

STAFIX WTX WIRELESS SECURITY ELECTRIC FENCE SYSTEM

World First



WTX Wireless Energiser



WTX Wireless Controller



Mag Key



WTX Wireless Monitor



Optional Keyfob

◀ Maurice Williamson and Keran McCaul, Director Stafix New Zealand, launching the new WTX range.

Features and Benefits

WORLD FIRST: WTX wireless security electric fence systems feature all-new technology designed and manufactured by Tru-Test, a global leader in electric fencing.

STYLISH: WTX is an unobtrusive and aesthetically pleasing addition to your property security, with little or no cabling required.

COST EFFECTIVE: WTX can be installed in a fraction of the time of traditional wall-top fence energiser monitors, saving time and money.

STAND-ALONE or INTEGRATED: WTX can be wired to an independent siren/strobe or integrated with an existing household alarm system.

USER-FRIENDLY: WTX is turned on/off with a custom-designed Mag Key, which can be stored on the Wireless Controller or added to a keyring.

SAFETY: WTX is fully compliant with international safety and radio frequency standards and has been approved by the Independent Communications authority of South Africa – RSA Approval No. TA-2007/998)

REMOTE KEYFOB: WTX can be activated with the optional Keyfob, which also features LVM (Low Voltage Monitoring) and a Panic Button.



STAFIX EMU SECURITY ENERGISER MONITOR

EMU has a Makeover

The ever-popular Stafix EMU Security energiser monitor has been given a slight face lift. The casing has been enlarged to make access to the wiring easier for our South African spade hands and chubby fingers!

Still a leader in its class, the super reliable EMU soldiers on.

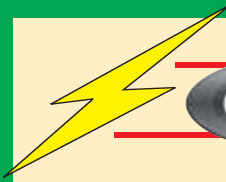
Keypad also available in black.



PREMIUM



COMPACT



RANGE OF ENERGISERS



JVA – A New Record-breaker

The new JVA range of security electric fence energisers has broken all previous records for a new product. Not only have they topped all previous new product records, but they are also proving to be exceptionally reliable in the field – no transformer hiccups, etc. Adapted from the tried and tested Hammer range, this tough and reliable energiser range is easy to install, maintain and service, and has been specifically designed for African conditions.



X RANGE

THE JVA CONCEPT

The JVA range of energisers has been specifically developed for the security industry. Each energiser incorporates all the necessary functions for a complete security fence system in a single, powerful, compact unit. An energiser discharges high-voltage pulses at regular intervals onto the fence.

N.B. A power supply circuit and standby battery allow the unit to operate from 220V AC mains, or from a backup battery when the mains fail.

An alarm circuit monitors the return high-voltage pulse from the fence. When the fence is shorted or cut, the return pulse will no longer be detected, activating the alarm.

All the energisers in the JVA X range have the option of being operated by a remote keypad. The keypad can be wired to the energiser with 4-core communications cable.



SX RANGE

THE JVA SX SMARTLINK ENERGISER CONCEPT

The JVA SX Energiser Range is a compact, integrated electric fence energiser and alarm unit with remote keypad control. The unit employs a state-of-the-art microprocessor and surface-mount technology.

The JVA SX range consists of three models incorporating a single high-voltage zone (SX18), dual high-voltage zones (SX28) and quad (SX48) high-voltage zones. These zones are hard-wired zones, each wired directly from the energiser. On the dual (SX28) and quad (SX48), each zone has its own separate high voltage transformer powering each zone. A short on one zone will have no effect on the energy (joules) or voltage on another zone. The LED keypad is used to display system information and to control the energiser. The system is also programmable from the keypad and has been designed for ease of installation and maximum security.



The JVA SX Features and Benefits

★ The SMARTLINK antibridging technology	* prevents would-be intruders from bridging out sectors of the fence
★ Microprocessor Control	* gives the unit unique versatility
★ Inclusive Keypad	* controls the energiser from up to 100m away * keeps the ticking energiser out of the bedroom * can be positioned in any convenient place * has systems information displayed by dedicated LEDs * has pin code user identification, which prevents unauthorised operation



A WINNING COMBINATION

What do the Roof of Africa, Andre Botha and the JVA have in common? – They are all tough, made-to-last South African winners, survivors for South African conditions.

Over the last three months, Andre Botha, in conjunction with Shaun Williamson of Stafix (who was looking for a robust system which is easy to install and maintain), has broadened his Hammer range by adding new energisers and features which have been incorporated into the JVA brand. The result is a range of tough energisers specially suited to African conditions.



Andre and Shaun launching the new JVA range

Andre Botha is an 'ou man' of the electric fencing industry in South Africa. A graduate of Wits University, Andre is MD of Lab Electronics, manufacturers of the well-known Hammer range of electric fence energisers. He started by manufacturing P.C. boards for an electric fencing company, and became the owner of a winner when he purchased the Hammer brand.

The Hammer range, marketed extensively throughout Africa, is the Land Cruiser of the electric fencing industry. Just like the Toyota, the Hammer is tough, reliable, easy to service, and cost effective – just what one needs under African conditions.

However, what most people don't know about the Hammer range is that it is the only South African manufactured energiser that has all the legal certification required by the new electric fencing legislation. (i.e. The Hammer has been *tested and approved by an internationally recognized test laboratory*, not merely certified by the manufacturer, as is often the case.)

The legendary toughness of the Hammer, now shared by our new JVA range, is reflected in Andre himself, who is the only person to have won overall first place in the Roof of Africa Rally driving a car solo. Still an active racing driver, Andre, who says he has petrol in his veins, continues on his winning way in both the world of motor racing and the world of electric fencing, and we look forward to a long association with him.

NEW PRODUCT BROCHURE

The 2008 Stafix Electric Fence Centre Product Brochure is available. Please contact your local branch for a copy or phone 0861 Stafix.

WARNING

To meet current safety standards when installing a 4-sector monitoring system, ensure that the energiser is installed at the centre of an electric fence security system with a maximum of two zones feeding off either side. This will avoid the possibility of anyone touching all four lead-out wires at the same time and thereby exceeding the maximum shock allowed by law. In effect, no more than one set of carrier wires to another zone may be carried on any one zone.

REPAIRS

We have always tried our best to give our customers the support of a 24-hour turn-around repair time on all the products we sell and can repair. However, we are experiencing difficulties with numerous Nemtek repairs since the MD Nick Manioudakis, now based in Perth, Australia, informed us that they were withdrawing distribution rights from Stafix. This means that we have to send Nemtek warranty repairs to them, and we sincerely regret that we can no longer guarantee our usual service. We will continue to endeavour to achieve a 24-hour turn-around time on all the products that we are able to repair in-house.

ENERGISER POWER



Some think they have it



Some run out of it

The real measure of energiser performance is a complex combination of voltage, current, energy and pulse shape.

- * VOLTAGE (Volts) – a measure of electrical pressure
- * CURRENT (Amps) – a measure of electrical flow
- * ENERGY (Joules) – an indication of energy, i.e. watts multiplied by time
- * PULSE SHAPE – The Stafix Cyclic Wave pulse travels the most effectively down the fence line. The shape and length of the pulse ensures the best performance.



Some just don't have it



While others ... well they're plain powerful!

ROBO-GUARD

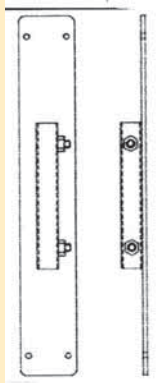
Brackets

These brand-new products have been specifically designed to simplify the popular Robo-Guard portable beam security system installation process, to save time and to increase the flexibility and mobility of the units.

BASE PLATE

Critical component fastened to the back of the Robo-Guard with 4 screws. Now you can easily secure and adjust the unit to any bracket.

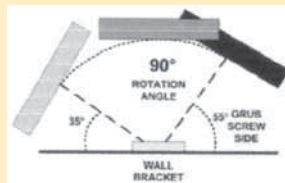
- ★ Easy to install
- ★ No need to open Robo-Guard
- ★ Total compatibility
- ★ Allows for adjustability after installation



WALL BRACKET

Single bracket fastened by securing two screws into support, e.g. wall, fence or pole.

- ★ Easy to install
- ★ Small bracket
- ★ Fixed
- ★ Allows 90° movement of unit



STAND BRACKET

Simply secure stand into ground and adjust Robo-Guard to achieve desired height and angle of beam.

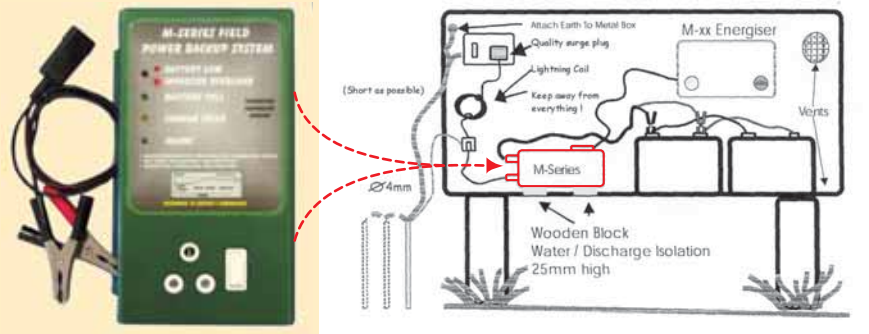
- ★ Easy to install
- ★ Stable
- ★ Excellent for camping
- ★ Small – 1m clearance
- ★ Medium – 1,2m clearance
- ★ Large – 1,4m clearance



M-SERIES

A SOLUTION TO EK's DOM's POWER SHEDDING

For users of mains powered energisers – a solution to ESKOM's power shedding, THE M-SERIES POWER BACKUP SYSTEM

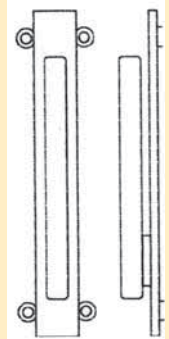


The M-Series is not just another inverter. The backup system runs the energiser off mains while mains power is available but switches across to battery power when mains power fails. When power is restored, the unit automatically switches the energiser back on to mains power and then recharges the depleted battery. Full technical specs are available on request.

TREE BRACKET

Single bracket fastened by tying two elastic ropes around a tree.

- ★ Easy to install
- ★ Can move it around the property
- ★ No damage to plants



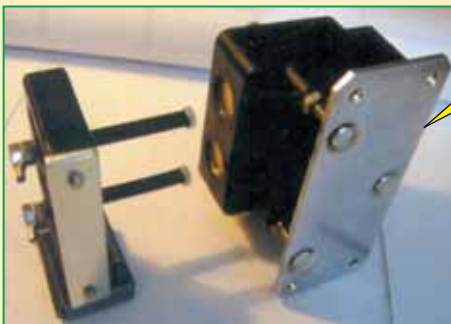
EFM-4C 4-ZONE FENCE MONITOR



FEATURES and BENEFITS

- ★ Detects tampering on 4 independent zones
- ★ Can be used with or without any electric fence energiser
- ★ Displays the nature of the fault, open or short circuit
- ★ Easy to install
- ★ High voltage isolation between fence circuit and battery supply

NEW IMPROVED IN-LINE GATE CONTACT



FEATURES and BENEFITS

- ★ Robustly made from Polyurethane, brass and stainless steel
- ★ Contacts are adjustable so that the pins and sockets can be easily aligned or realigned in time
- ★ Good electrical contacts ensure maximum current conductivity

HATCHES, MATCHES and DISPATCHES

HATCHES: Congratulations to Vernard and Yolandie on the arrival of a bonny bouncing baby boy, Jaydon. Vernard, a master at fixing things at our Jet Park branch, has now made his own food and water converter that is capable of triggering a 100 megawatt siren at any time of the day or night. With no owner's manual accompanying this model it's going to be interesting to see how quickly our resident boffin will be able to fault find and deactivate the siren. Good luck – you made your bed, now let's see if you ever get to sleep in it again!



MATCHES: And who said they're a bunch of gays down in Cape Town? To prove us all wrong James of our Cape Town centre took the plunge and tied the knot. We congratulate James and Gail and wish you both all the best for a long and happy life of matrimonial bliss. Remember, it's the first fifty years that are the hardest – after that it's Viagra all the way!

DESPATCHES: In our last newsletter we proudly showed pictures of our new Nelspruit premises and of Shabby's truck having narrowly survived a close encounter with an Interlink. We now mourn the passing of both the shop and the vehicle, cruelly cut down in their prime as a result of a nearby ATM bombing! To add insult to injury, after the cremation service, which took place without our knowledge or consent, we were presented with a bill by the local fire department for R450 for a call-out fee and R7,000 for damages to their hoses!!! It doesn't look as if they used their hoses at all – they saved exactly...nothing. Eish!

Well done to Chris, Shaun and the Nelspruit staff, who moved and got a new shop up and running in a week – and Shabby is back at the helm of his new truck too.



Going ... Going ... Gone!

HOWDY PARTNERS!

Seen below are Shaun Williamson of Ndlovu Fencing and Fritz Swanepoel, MD Qwibin Fencing, partners in our new joint venture to service customers on the North and West Rand. The Kya Sand outlet is at 174 Bernie Street and the Roodepoort outlet at 602 Ontdekkers Road.

Our valued customers in this part of the world can now get out their GPSs and find us on your doorstep instead of making the 'Great Trek' all the way over to Jet Park.



WELCOME TO NEW STAFF

A warm welcome from all of us to the many new staff members who have come aboard the Ndlovu/Stafix ship recently. May your time with us be lengthy, lively and fun.

Jet Park: Johannes Mpebe, Simoné van der Vyver, Eugene van der Merwe

PMB: Vikash Singh

Pretoria: Riaan Venter

Nelspruit: Judy Maseko

Kya Sands: Norman Ribombo, Paul Ngwenya, Stephina Manamela, Freddy Mahumane

West Rand: Fritz Swanepoel, Melanie Mallinger, Jaco Coleske, Hein Swanepoel, Robert Nukeri, Thabani Nkomondi

CONGRATULATIONS

We congratulate: Don Mynhardt who has been promoted to Branch Manager: Sales to run the Kya Sand branch; Lucas Scheepers, who has replaced Dewald Minnie as Branch Manager: Sales of the Pretoria shop; and Dewald, whose considerable IT knowledge and ability to train staff in procedures have resulted in his becoming a roving manager, giving IT and other support wherever it is needed.