



23 March 2017

### **SANPO ETS BULLETIN – OPEN CLOCKS**

Dear Fellow Fanciers:

It has recently come to our attention that incorrect information and allegations have been made regarding the “Open Clock Project” which SANPO has been conducting over the last two years. Allegations that certain brands have taken clocks in and upgraded thus closing clocks to only take their brand of rings, others that it is only the Can that needs to be opened and not each and every Fanciers clock and Fanciers continuously – only as Fanciers can - complain about certain manufacturers who have levied a charge for this facility.

Therefore to set the record straight let me debunk some the misconceptions there are.

- 1) Certain later model clocks were never open to cater for all rings from the time that that were sold until the option now being made available.
  
- 2) Certain brands older/earlier models of E-Clocks are now so old that they are bordering on the verge of being obsolete needing to be replaced anyway as there are no longer spares available even from the manufacturer to repair these units. This does not relate to only one specific brand of clock but pertains to many brands presently available on the South African market. These old clocks cannot be opened for reasons mentioned above as they are no longer supported.
  
- 3) SANPO, due to the constant outcry from some fanciers have changed policy whereby E-Clock manufactures now need to comply with offering the option of opening their units to cater for all SANPO approved rings of other brands on

their units. Fanciers therefore now have the option to open their clocks and use any SANPO approved E-Ring.

- 4) SANPO do not get involved in the business and pricing policies of the E-Clock OEMs where some have levied a charge for this function whilst other provide the option “ex gratia”
- 5) SANPO dictates policy to which the E-Clocks need to comply with in order to be approved and not with internal business decisions of the individual manufacturers.
- 6) SANPO is in continuous dialogue with the E-Clock manufacturers in their constant effort to try and alleviate the burden of increased costs on Fanciers and how these manufacturers can assist in our quest.
- 7) SANPO acknowledges the effort and co-operation of all-manufacturers to comply with the SANPO Open Clock policy.
- 8) SANPO was out to provide an option to Fanciers. SANPO cannot be responsible for the type of clock you have purchased or whether there is a charge relating to open the clock or not. To this end, should an individual have an issue with a specific brand whether it be on a pricing issue or on any other technical issue, SANPO recommends that direct dialogue is effected with the relevant agent rather than sending out blanket e-mails to all chairman or clubs in an area complaining about an issue that is first of all not factually correct and only in partly true, and secondly does not pertain to the entire E-Clock industry. Members in such positions should be more circumspect with their utterances.
- 9) SANPO embarked on this Project, despite the continuous threat that this could lead to the increase in the use of unapproved SANPO rings known as “cloned rings” and Organisation of which some have become known to SANPO will be monitored and should they condone the use of such “Unapproved rings” will be taken to task and could rest assured will face the full wrath of what punitive sanction is available to SANPO pending the merits of the case.

10) Fanciers tend to forget there is an industry that needs to be sustained. It is not a case of buying a clock and there you go. There is after-sales service by agents, there is repair infrastructure that needs to be maintained and there is a profit that needs to be generated to provide these services, failing which the entire industry would collapse. Is this what we want.

11) The only reason why there is an outcry on E-Rings is that there is a gap between the “low end” pricing of an e-ring and the “top end” pricing of a e-ring for a gadget that technically performs the same functions is so great that the question of unreasonable profiteering can be rightly questioned. As soon as you have this condition you will have an outcry from the consumer. SANPO hopes that by providing Fanciers with the open clock option that Fanciers make use of this opportunity and allow “free market” forces to determine the pricing of the E-Rings.

Updates from the writer via the Secretary of SANPO will be the SANPOs official position on the ETS systems and unless information is received via this communication channel, you are forewarned that content of such messages could contain dubious content.

In conclusion SANPO is well aware of some of the brand pricing to Open the clocks, and SANPO are in continuous discussion on these and other issues with the various manufacturers, and whilst together SANPO and the Manufacturers try to find solutions and common ground, it is the very party SANPO is trying to assist that appears to be continuously spreading vexatious rumours laced with “alternative facts” which is sometime conservative with the truth of what actually is happening.

The purpose of this communique and of more which are to follow is to hopefully set the record straight and update Fanciers of where we stand at present.

**FINALLY TO THOSE CONTINUOUSLY ILL-INFORMED RUMOUR MONGERERS WHO TRY TO “STIR THE POT” – LET IT CATEGORICALLY BE NOTED AND STATED THAT SANPO DOES NOT GENERATE ONE SINGLE CENTS REVENUE/INCOME OR ANY MONETARY GAIN FROM ANY OF THE E-CLOCK MANUFACTURERS, SANPO HAVE NO BUSINESS RELATIONSHIPS WITH ANY OF THEM AND THE MEMBERS OF SANPOS CLOCK COMMITTEE WHICH IS CONSTITUTED OUT OF COUNCIL MEMBERS HAVE NO INTEREST WITH ANY OF THE MANUFACTURERS.**

Yours in sport

Shane Gerber

Chairman – SANPO Clock Committee