FENCING TIMES







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When I just started working in fencing, my first boss said, "Rembrandt, in fencing you'll be fine for the rest of your life. There are continuously more people coming into the world. The available land has to be divided into more and more pieces, so more fences are always needed." I always believed him. I still believe it, in the sense that I think the demand for fencing will indeed continue to grow for the next 50 or 100 years. Anyone who works in the fencing industry now can make a good living from it until his death. And so will his children and grandchildren, I am convinced.

But on 13 October this year, I thought for the first time: It is not going to be like this forever. Indeed, on 13 October, the space company SpaceX managed for the first time to recover the launcher rocket, the Super Heavy, from its spacecraft Starship, after it carried that spacecraft into space.

SpaceX worked for more than 10 years on the Starship, which was designed – initially under the working title Big Fucking Rocket – to carry 100 to 150 tonnes of cargo or up to 100 people per flight into space. Starship is the largest, heaviest, and most powerful flying vehicle ever built. Its ultimate goal is to colonise the planet Mars.

the same launcher rocket. You can compare that to the cost of a new car, versus a new full tank

That makes 13 October 2024 a date that will go down in the history books.

Those – like me, until 13 October – who are not so concerned with physics and large-scale economics or astronomy in general in their daily lives think nothing of it when they hear Elon Musk talking about his SpaceX projects somewhere online or on television. Or they think SpaceX's space voyages are money-wasting showpieces or stupid science projects.

But if you spend an hour surfing around the web and follow some discussions on the subject, you soon conclude that we are living witnesses of the beginning of a new era here. The New Space Age.

Our Earth is a very tiny little thing in an

immeasurably large universe. That

universe is not only full of things to

explore, but also full of things from

People who are in the know say that all the beautiful, great and amazing things we have at our disposal now will pale in comparison. That everything humanity has achieved so far will resemble the civilisation of the early Assyrians, who wrote with a reed in the wet clay.

The universe is full of infinite resources. Full of infinite energy. There is infinite space. Instead of fighting over tiny pieces of land, we will have an infinite and three-dimensional volume. Marco Polo and Columbus will seem like primitive amateurs when you look at what is possible in space.

Instead of extracting small pieces of ore from the ground and painstakingly turning them into steel, our grandchildren will break down whole asteroids and melt them down. Instead of drilling for oil or running generators in hydroelectric plants to get energy, they will harness whole suns.



Once humanity can colonise space and life outside Earth becomes possible, all wars over resources and territory will be obsolete, because both resources and space will have infinite availability. All panic about global warming will therefore be redundant and obsolete in one fell swoop: the whole Earth will soon be nothing more than a forgotten village, somewhere in the hinterlands of the countryside. At least, if the experts are to be believed. Sometimes it is hard to distinguish the visionaries from the fantasists.

That life beyond Earth will become possible, I am willing to assume after my hour of surfing around. What exactly that life will look like is an entirely different question. Will we soon have houses, roads and schoolyards on Mars and on all 95 moons of Jupiter like we have here? Will we walk around there with oxygen bottles on our backs? Or will we live there in big steel domes, in an artificial terrestrial atmosphere?

And then, of course, the next, much more important question is: Are we going to need fences in this new alien world, if space is infinitely available? We're betting we will. The first European settlers in Africa and America

also built ramparts and fences to claim the land, which they had discovered. Even in places, where that land seemed infinitely available at the time. But of course, we do not know for sure.

And what will those fences look like? And who is going to make them? Will Van Merksteijn then install a welding machine for twin wire mesh on Mars? And is Holler going to build a sliding gate factory there? And will we then build fences made of steel and aluminium there, or will we discover whole new types of metal?

And then the question that reminded me of my old boss's thesis: what will happen to the demand for fencing on Earth? Will it collapse completely, as Earth empties out and people move en masse to Pluto and Venus? Or will settlers leave in small groups and build their own new world, while life on Earth continues as usual?

For the short term, questions also loom. When the first space projects started in the 1950s, a huge space trend emerged, especially in America. Cars, kitchen appliances and entire motels were designed in the form of rockets. Will that trend return again now, with the birth of the second space age? Personally, I hope so: I still like the cars of the 1950s with their chrome, fins and rocket-shaped tail lights better than all the models that came after.

And when that trend takes off, will it spread to the fencing industry? In the 1950s, fencing offerings consisted of harmonica mesh and picket fences; you can't make rockets out of those. But now, with all the materials and machinery of today, it is of course different.

Rocket-shaped posts and fencing elements made of shiny polished stainless steel or aluminium are now easy and reasonably affordable to produce.

I can think of a hundred more questions that no one can answer right now. The fact is that interesting times are coming. I hope I may grow old enough to witness it all. If you have any ideas, what the fences of the future will look like, feel free to send them to us and we will share them with the market.



content



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Locinox moves into new premises

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Fences in the News



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Creative Fence

Wouter Dortmans of the Dutch company Heras was shopping in the centre of Den Bosch when he came across this gate. "It looks like someone made a quick sketch, which a welder then went to work on very seriously." Well indeed, Wouter, it could very well have gone like that. Here at the editorial department, we cannot agree whether we think it is beautiful or ugly. But it certainly is special. Thanks for your submission!

Bulgarian Privacy Fence

Markus Vogt of Zaunbau Stäblein of Hanover, Germany, was on holiday in Nessebar, a coastal town just outside Burgas in Bulgaria, where he took this photo. "Look how they attach the lampposts here," he wrote alongside. Extraordinary indeed. Here at the editorial office, we paid more attention to the fence in the background. It consists of sheet piling profiles welded into a frame, a type of fence we have encountered in more Slavic countries. Practical, inexpensive, and not even that much uglier than the grey rubbish bag plastic braided twin wire panels you see everywhere in Germany. Thanks for the photo again, Markus!

Bare trees

Thomas Arnold of barrier wholesaler Schranken.de sold a set of barriers on a project where an architect or planner had his priorities in order: barriers first, then everything else. Special. Thanks for the photo, Thomas.

Heavy Fence

Melanie Romppel of Germany's AOS came across this swing gate in Bremen. Now those are gate posts, Melanie, they do not just get driven out. You no longer come across them like that these days either. Thanks for the photo!







FENCE PUST







Photo of the Month

Eyecatcher

This time, the Photo of the Month comes from Willem van Klompenburg, of the eponymous Klompenburg Hekwerk & Beveiliging from Elburg, near Zwolle. At first glance, it looks like 'just' a nice gate, with a filling of 'normal' slats, in front of a nice house with a nice car driving through it. "The client wanted a large mailbox to serve as an eye-catcher," writes Willem. "We designed a modern, sleek gate next to it. Together with the LED lighting in the cover lid and the Doorbird intercom,

it perfectly complements the modern look of the house." Here at the editorial office, we especially appreciate the details. The cover lid of the mailbox (and the one on the pedestrian gate posts) protrudes just a little. The colour is black grey (RAL 7021): just short of a deep black, but much darker than 'ordinary' anthracite. Furthermore, the drive is hidden underground and barely visible, and to finish it off, someone drives a Ferrari through the gate for the photo. What a particularly beautiful project and particularly beautiful photos, Willem! Thank you very much for submitting them. The Locinox construction radio is coming to Elburg!



















Would you also like the chance to win a Locinox construction radio? Send your photos to us at foto@fencing times.com.





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FENCING TIMES SHORT NEWS

Fencex to be bigger than ever



STONELEIGH, Great Britain -

Fencex, a fencing trade show held every two years in Stoneleigh, near Coventry, is set to be bigger than ever in 2025. The Association of Fencing Industries (AFI), which purchased the trade show from founder Ian Law in 2023, has big plans for it and preparations are already underway.

"Fencex 2025 is going to be bigger in area and more interactive than ever," AFI director Pete Clark says. "It will have a Destruction Test Zone, where we'll be live-testing products on their durability and lifespan. There will also be a Gate Demonstration Zone where we'll showcase safe gate automation, and a Seminar Area where attendees will

have access to valuable insights and can discuss all the key topics at play in the industry, such as apprentice pathways, and design safety for sport and security fencing." In addition to these new indoor areas, the AFI and AFA¹ Best Practice Team

1) AFA stands for 'Agricultural Fencing Association', a sub-group under the AFI flag. will give agricultural fencing demonstrations in the outdoor area, using game mesh and tensioned wire. The next edition of Fencex will be held in Hall 1 of the NAEC Stoneleigh conference centre in Stoneleigh, just outside Coventry in Warwickshire, on 15 October 2025.

Roger drives now online with B-Connect

BONISIOLO, Italy - This spring, drive manufacturer Roger Technology brought a Wi-Fi module on the market. With the B-Connect, all brushless drives can be controlled and managed

from the cloud through a web portal. The B-Connect is a separate module that you can click on the control board of Roger's drives. Once connected to the customer's Wi-Fi network, the drive can be

managed from anywhere in the world. Customers can log in and open and close their gate remotely. For installers, there is a special portal in the cloud, where they can keep track of all their installations. When they log into the gate from that portal, they can see the status of all signaling devices, safety accessories and the motor itself.

"You can change parameters remotely," says Gerry Delbare, managing director and owner of RT Belgium, the Belgian distributor of Roger Technology. "Moreover, you get a notification when something is wrong with a gate. So we are entering a new world. Instead of the customer calling the installer, the drive itself will already

let the installer know that something is wrong. The installer immediately gets a full report, so he can quickly figure out the problem. Sometimes he can then immediately solve the problem remotely. If he has to go on site, he knows in advance which parts to take with him. And so from now on, the installer can send an email to the customer with the repair having been conducted." Firmware updates can also be done remotely with the B-Connect, without having to stand next to the gate. "You can send the firmware directly from the portal to the control board of the drive. It then restarts itself and all is done. The new B-Connect module is a true technical gadget."



CLD introduces security versions of Screenogril

SANDBACH, Great Britain -

CLD Physical Security Systems, a fencing manufacturer from Sandbach near Crewe in the English Midlands, is launching two security versions of its Screenogril fencing system. Originally from Italy, Screenogril consists of horizontal slats welded at an angle against vertical wires to create a louver effect. Screenogril S1 is certified with Security Rating A1 according to LPS 1175 and stops intruders with hand tools for 1 minute. Screenogril S2 has Security Rating C3, which means intruders with hand tools are stopped for 3 minutes. ■



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Correction - photo of Emmanuel Rigaux







Emmanuel Rigaux, the current CEO of Heras

Gilles Rabbot, the former CEO of Heras

OIRSCHOT, Netherlands – In issue 17 of the magazine, we reported on Garda Sikring's acquisition of Heras. We included a photo of Heras CEO Emmanuel

Rigaux... or at least, that's what we meant to do. Unfortunately we weren't completely awake and instead we printed an archive photo featuring Gilles Rabbot, the previous Heras CEO. And we managed that even though, in summer 2022, we'd written a piece on Rigaux taking over from Rabbot and knew very well which one

was which. Here's an enormous apology to Emmanuel: we're sorry that we fished out the wrong photo from our archives! ■

LiftMaster extends warranty to three years



SAARBRÜCKEN, Germany

- LiftMaster, a brand by the US drive manufacturer Chamberlain. is extending the warranty period on all its gate drives from two to three years. "Since we introduced this line of drives on the European market, we have barely had any warranty claims," says product manager Grigory Trusov of Chamberlain's European plant in Saarbrücken. "This further confirms that our quality is good. With the warranty extension, we can pass on our confidence in the drives to our customers." The new warranty period applies to all drives for swing and sliding gates in LiftMaster's European programme and to all purchases since the beginning of this summer.

ASO MARKETS SAFETY RADAR SENSOR

ASO Safety Solutions, a German manufacturer of safety edges, light curtains and other safety accessories based in Lippstadt, is launching a new safety sensor using radar technology. The Lisens Scan replaces safety edges, photocells, and induction loops in one device and, unlike laser sensors or cameras, is not sensitive to fog and driving rain.

RADAR

"Radar sensors have many advantages," Klause continues. "Unlike laser sensors, they do not require fragile and expensive mechanical parts. This makes the sensors cheaper to produce and less prone to malfunctions. Furthermore, laser sensors – like cameras with detection software – have the major disadvantage that they quickly deteriorate in driving rain or fog. The radar sensor does not have these problems. It works in all weather conditions. In the past, however, the technology was not useful as a safety sensor because it was not precise enough. But this has changed in recent years, mainly thanks to technical progress in the automotive industry. We can now also recognise exceedingly small objects."

NO MORE NEED FOR SAFETY EDGES, PHOTOCELLS, AND INDUCTION LOOPS

"We saw in the market that demand for alternatives to contact edges is growing," says Nick Klause, who heads ASO's development department. "Customers increasingly want safety devices that are as simple as possible, robust, and preferably not visible – or as fully integrated as possible. We therefore analysed what products are already on the market, what problems these systems face and what alternative technologies could be used to solve these problems. The bottom line is that radar technology is now so advanced that it is the ideal solution for securing gates, barriers, and machinery."

RADAR
Radar stands for RAdio Detection And Ranging, It is a technique used to search the environment for objects technique used to search the environment for objects are mitted by an antenna and reflect off the using radio waves (electromagnetic radiation). These waves are emitted by an antenna and reflect adio objects they are meant to detect. The reflected radio objects they are meant to detect. The reflected radio waves also called the 'echo', are received back by the waves, also called the 'echo', are received back by the waves, also called the 'echo', are received back by the waves, also called the object can be deduced. The reflection of the object can be deduced. The reflection of the object can be deduced. The reflection of the object can be deduced.

ALL-IN-ONE

The new Lisens Scan radar sensor is not only an alternative to safety edges but can also replace photocells and induction loops. "It is an all-in-one product," says Klause. "According to the gate standard EN 12453, power switching via safety edges on automatically operated gates must always be performed in combination with an additional presence detection device in the form of a photocell. These two devices are so-called 'C' and 'D' devices. This means that both must always be used. During EU Type Approval, which we have an approved German test centre do, the Lisens Scan sensor will be evaluated and approved as a so-called 'E' device. This means that one Lisens sensor is sufficient to secure an automatic barrier or gate. No additional safety edges or photocells are needed. As a bonus, up to three comfort zones can also be set up which can be used as virtual induction loops, replacing conventional induction loops and the associated time-consuming and expensive groundwork."



The Lisens scanning system consists of a matchbox-sized radar sensor and a special evaluation unit. In the future, up to six radar sensors can be analysed with one evaluation unit. "So multiple sensors can be attached to a gate or barrier without having to buy several complete systems," says Klause. "In addition to the product features, we also attached great importance to simple installation, to make it as easy as possible for the installer." Each sensor has a range of up to 13 metres. "Compared to currently available systems, the horizontal opening angle has a larger field of view of 100 degrees, vertically it is even 34 degrees. This means we can use

the sensor to monitor the entire space volume and not just slices $% \left(\frac{1}{2}\right) =0$ from one space, as is the case with laser scanners, for example. For comfort functions – as we call those not used for safety, such as virtual induction loops – the angle is even 120 degrees horizontally and 60 degrees vertically." The evaluation unit has separate outputs for the safety and comfort functions. "There are several options for the safety outputs, such as a classic 8.2 kilo-ohm, an FSS signal or potential-free safety relays. The comfort zone outputs all have solid-state relays and can be adjusted in their type – normally closed or normally open – within the configuration interface to meet project requirements."



Similar to laser scanners and camera systems, different zones can be set and configured for the Lisens Scan. "With our radar sensor, however, these zones are not two-dimensional surfaces, but are three-dimensional volume monitoring," says Klause. "In other words, we are monitoring space and not surfaces. And with

space and not surfaces. And with high resolution. For those in the know, the radar sensor emits frequency-modulated signals of 60 gigahertz at a bandwidth of 4 gigahertz. This allows it to recognise even

exceedingly small objects and determine their position accurately. To be approved, the sensor must achieve performance level C of EN 13849, which is the standard for safety components of control systems. We have achieved more than that, namely level D. We are even able to distinguish

vehicles from other objects, so that
a barrier, for example, only opens
when a car approaches. Driving
direction is also recognised, so
the behaviour

of the gate or barrier can be adjusted accordingly. In the case of a barrier, for example, in addition to the safety zone, up to three comfort zones can be set: one directly in front of the barrier, one at a slightly greater distance and one directly behind or below the barrier. There is also a configurable safety zone under the tree. And all this with a single sensor."

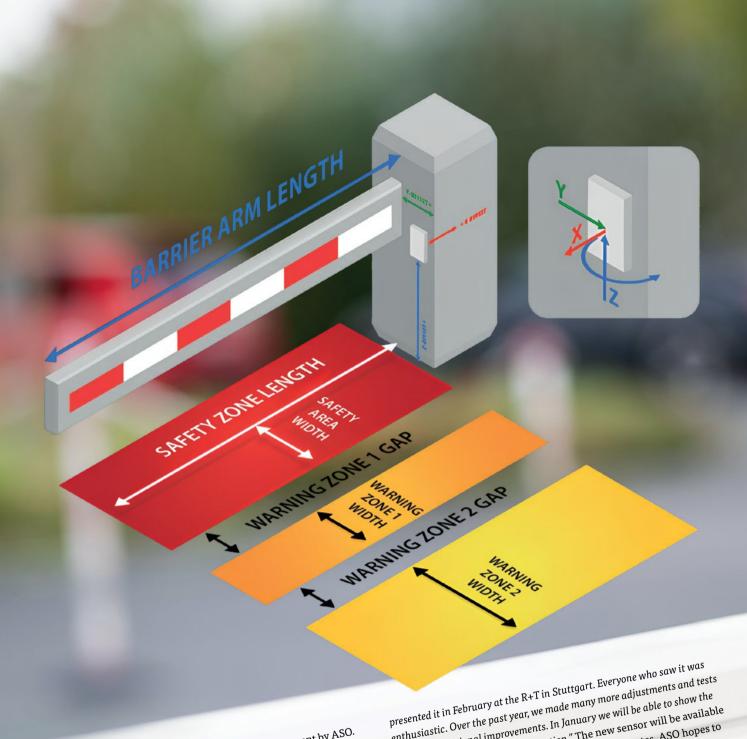
WEB INTERFACE

ASO has developed its own web interface for setting up the new Lisens scan sensor. Klause: "Whether using a phone, tablet or laptop, the configuration can be

conducted using any end device with WLAN without an additional app or internet connection. Login via the Wi-Fi set up by the evaluation unit is password-protected and only one device can be connected. After logging in to the home page, you go directly to the sensor configuration page to adjust the sensor's

individual properties to the corresponding application.
Configuring is child's play: you simply determine the position of the sensor in relation to the barrier using a tape measure and enter the values. Then determine the desired size of the safety zone and enter the number and

position of the comfort zones and their sizes. No reference point or the like is needed. Once you have finished entering the data, you can immediately check whether the configuration has been conducted correctly. The user interface displays the set zones and shows the position of incoming objects live. As an installer, you can walk along the edges of the zones yourself and check that the zones have been correctly adopted and positioned. Where previously induction loops were cumbersome and cost-intensive to install, in the future, the required loop sizes are simply typed in on the phone and you are done!"



The Lisens scan sensor is a completely in-house development by ASO. "The technology, the software, the web interface and the sensor itself: we developed everything ourselves," says Klause. "We have been working on it for four years now, with a team of 20 ambitious technicians and engineers. We are now our own production line, so we can produce the sensors at our headquarters in Lippstadt. The first prototype has been ready for a while, we

enthusiastic. Over the past year, we made many more adjustments and tests and made additional improvements. In January we will be able to show the definitive version at Perimeter Protection." The new sensor will be available for barriers from February. For horizontally moving gates, ASO hopes to start sales by the end of 2025.

50 metres of twin wire in half an hour? Yeah right.

Delivering 50 metres of twin wire fencing, completed and ready, within half an hour's time – sound impossible? At a Zaunteam event, three installers and one Speedpiler showed that it can be done. We've got videos to prove it. We admit, the circumstances were ideal. But installing between 200 and 300 metres in a day with a single crew is business as usual with the Speedpiler. Give us a call, we'd love to tell you more.



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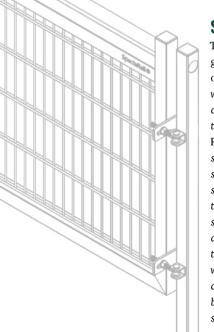


The British fencing manufacturer First Fence from Swadlincote, in Derbyshire, is bringing a new type of fencing for sports fields on the market. It is called Spectarail and consists of twin wire mesh with a top tube above it.



"We received regular demand for spectator railing fences, but didn't have our own system for that," says Product Innovation Manager Toby Roberts-Davies. "At least no system specifically designed for that. So we started to design it."





SAFE

The new Spectarail meets the guidelines of the SAPCA1 and those of the FA Ground Grading2. "Once we decided we wanted to design it, we obviously wanted to do it according to the latest code of practice," says Roberts-Davies. "But we also wanted to see how we could improve on the existing systems on the market. We looked at some accident statistics which showed that hands are often injured during sports. Especially among youth players aged 15 to 24, the demographic group that plays the most sports. Therefore, we wanted a system where your hand cannot get caught between the clamp bar and the mesh panel. Our clamp strip is therefore three-sided. It is a u-profile with cutouts for the horizontal wires, which completely closes the space between the clamping strip and the post."

SYSTEM

The posts of the First Fence Spectarail system consist of square hollow sections of 60 by 60 millimetres, with cut holes for the tube. The top tube is a tube with a diameter of 48.3 millimetres. At 2510 millimetres, the latter is the same length as the mesh panel. "This way, we ensure that the tubes never protrude from the post," says Roberts-Davies. "Other systems use 6-metre lengths that are coupled together and are often placed loose in gaps that are too big. That is quite wobbly. If those couplings become loose, athletes or spectators can run into that open tube. With the two-and-a-half-metre tubes, we do not have that problem. Moreover, the posts have a welded-in plate to which you can screw the tube. This way, we ensure that the tube can also not turn."

GATE

There are also gates available for the new Spectarail system. The leaves are adapted to the design of the system, the front and the hinge stile are extended and a top tube is welded in between. The hinges are on the outside and are suitable for 180-degree opening. "That is also according to SAPCA regulations," says Roberts-Davies. "That way no one can run into the half-open leaf." The gates have a latch slider from Gatemaster as standard but can also be ordered with a mechanical code lock or cylinder lock. The wings are one and a half metres wide. "You can order a single and a double gate, so 1.5 and 3 metres wide respectively, depending on whether only athletes need to pass through, or also maintenance teams with motor mowers."

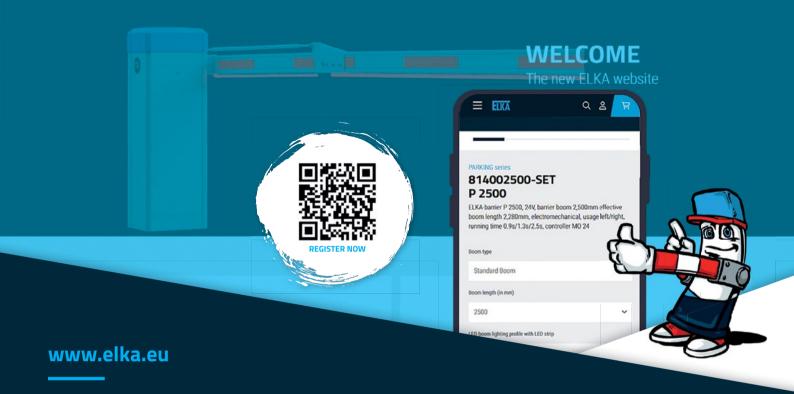
¹ Sports and Play Construction Association

British Soccer Accreditation





The new ELKA website with online shop for partners



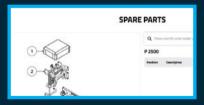
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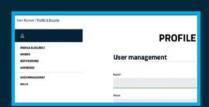
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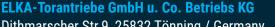


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ZAUNFACHMANN AGAIN ORGANISES IHE NIGHT OF THE FENCER

Zaunfachmann, an association of freelance professional fencers, also announces a new occurrence of the Night of the Fence installer for the upcoming Perimeter Protection in January 2025. New this year: An extra night on Tuesday, and the Hotel of the Fencer.



The Night of the Fencer is an enjoyable evening with fence installers among themselves. "You know the drill," says initiator Flo Effertz. "While you walk around the Perimeter Protection, you naturally keep bumping into fellow fence installers in the aisles that you have not seen for a long time and want to catch up with. But actually you came to the trade fair to visit existing suppliers and find new ones, so really you have no time at all and want to move on to the next booth. That's why we started the Night of the Fencer in 2020." The Night of the Fencer is an evening where fence installers gather for typical delicacies from Franconian cuisine, various Franconian beers and, above all, lots of socialising with other fence installers. "If you want to catch up with fence installers you know in Nürnberg, you can both sign up for the Night," says Effertz. "But if you don't know anyone, you are also welcome. You can sit down at any table and meet like-minded individuals. All the quests at the restaurant are from the industry, so you always have something to talk about."

Participation is free. That is, everyone pays for their own food and drinks, of course, but there is no entry fee. Registration is in principle possible until 20 December, but Effertz urges not to wait until the last minute to sign up. "The previous occurrence was completely sold out," he says. "There were no empty places left. We expect the same for this year. Many guests came without registering and we unfortunately

had to turn them all away again. So sign up quickly. All applications will be accepted in order of receipt, full is full."

There is room for 200 guests in the restaurant. As soon as 200 people have registered, the reservations will be closed. "Those who do sign up after that, are referred to the 'Small Night'," says Effertz. "On Tuesday, the first day of the show, the restaurant is not rented out as on Wednesday but keeps a room with 100 seats free for fencers. Anyone going into town for something to eat on Tuesday night can try here to see if there is room. For Tuesday night, you cannot make a reservation, the first 100 guests who come will get a seat."

In addition to the Night of the Fence installer, this year's event also features the Hotel of the Fencer. "During the 2023 Perimeter Protection, we happened to be in the same hotel with some fence installers says Effertz. "That was very pleasant. You then meet fence installers over breakfast and especially in the evening at the hotel bar and have even more time and opportunity to network. That's why we booked a contingent of 60 single and 10 double rooms this year." The Hotel of the Fence Installers is the Ramada Parkhotel in Nürnberg. It has 185 rooms, the first 70 of which can be booked at a discount by anyone who enters the password Perimeter 25. "Here again applies: full is full. Be quick."

Judging from the experiences of previous events, it will be a fun few evenings in Nürnberg, with good food and lots of fun. We from Fencing Times will, of course, be there too.











THE NIGHT OF THE FENCER

Where: Landbierparadies, Sterzinger Straße 4, Nürnberg

When: 15 January 2024 from 7 in the evening

Entrance: free

Registration via:

Whatsapp +49 178 6800207 or

info@zaunfachmann.de

PLACES: 200

THE SMALL NIGHT

Where: Landbierparadies, Sterzinger Straße 4, Nürnberg

When: 14 January 2024 from 7pm

Entrance: free

Registration: whoever comes first has the best chance of getting a place

PLACES: 100

THE FENCE INSTALLER HOTEL

Where: Ramada Parkhotel Nürnberg, Münchener Straße 25

When: From Monday 13 (for early birds) through Thursday 16 January

Costs: Standard hotel rates; can be booked via the hotel website or the various booking platforms. Discount for the first 70 participants who book by phone using the password Perimeter 25, who will get breakfast for free.

NUMBER OF ROOMS AVAILABLE: 185



The second edition of the Fence Show & Security Expo was held in Las Vegas last September. Over 2200 attendees gathered at South Point Casino for the four-day event, where they were immersed in everything the fencing world has to offer.

The Fen





Ce Show attracts visitors worldwide

The Fence Show is organised by the Fence Workers Association (FWA), a relatively new trade association. "Our industry has one other big trade show," founder Brian Frederiksen says. "That show is, how should I put it, somewhat elitist. As a small – or sometimes even a medium-sized – fencing installer, you don't feel really that welcome there. All the big brands have stands, but their representatives are standing there playing on their phones a bit and you almost feel a little guilty if you interrupt to ask them something. Then if you say that you're thinking about buying something from them, you end up being referred to a distributor. Or to a fencing installer – your competitor – in your region, someone they have a deal with. The American

market is very closed-off in that respect. It's a bad thing for the industry as a whole: we need the newbies very badly, and almost all of them start off small. That's why I wanted to organise an event where all installers are welcome, big or small. With exhibitors who are looking for new outlets and new customers, and who are keen to supply to installers, including the small ones. We did it for the first time in 2023, and it was a great success. Right away we said, 'Let's do it again next year.'"

MORE THAN A TRADE SHOW

The Fence Show is more than just a fencing industry trade show. "For example, this year for the first time we had an outside area with demonstrations," Frederiksen says. "And we had more than 80 Educational Sessions, which are short presentations by experts in all kinds of areas. Product presentations from suppliers, and also sales training sessions, marketing tips, and topics related to organisational and administrative matters. We also had parties on two nights, to give participants the opportunity to get to know each other in a relaxed environment. And finally, the Women of FWA played a big part too. This year they had their own stand, and they organised breakout sessions and networking events for women in the industry. It turned into more of a conference than a trade show, haha."

DEMO DAYS

The first day was one of the so-called 'Demo Days'. With an 8-hectare outdoor area there was plenty of room for demonstrations. Attendees had the opportunity to try out new tools for themselves, and could also test fencing materials and gates in real life and even install complete fences. "When you came to Vegas, you were immediately immersed in the fencing world," Frederiksen laughs. "You could gather new ideas and practical knowledge about installation and could learn new techniques too, all in a fun, interactive setting." The first day ended with the Boots & Booze Kick-Off Party. "There was plenty of food and drink, and dancing as well. We wanted to give attendees the opportunity to chat with fellow professionals in an atmosphere that was both fun and productive. It was the perfect opportunity for both exhibitors and visitors to relax after a busy day, and to build new relationships at the same time."















TRADE SHOW

The second day of the event was the first official day of the trade show. It kicked off with an opening ceremony and a parade, after which the visitors spread out across the trade show floor. Various stands held competitions: JC Gury Signs & Decals had a 'Best Fence Sign' competition, and 'Fence Games' were held at the Mister Fence Tools stand. Exhibitor Homeland Vinyl held a Homeland Party in the evening, with more ample opportunities for networking while enjoying a snack and a drink (or two).

WOMEN OF FWA

The third day was Women of FWA Day. The Women of FWA is an interest group that unites women in the industry (Fencing Times reported on it in issue 15). There were a wide range of presentations, forum discussions and workshops especially for women in the industry. "It was great to see that there was a much higher proportion of women attending than there were last year," Frederiksen says. "It really was a valuable addition." The day ended with a cigar evening hosted by Frederiksen himself. Visitors and exhibitors came together for an evening of relaxation and companionship, with cigars, drinks, and plenty to talk about to round off another productive day.

VEGAS

Friday was the final day of the trade show. Just as on previous days, the specially-constructed classrooms played host to a wide range of presentations and workshops. It was also the day that everyone had the opportunity to visit the stands that had been too busy during the first two days. Those who strolled around the event in Las Vegas during the trade show might find themselves encountering Elvis Presley or characters from Star Wars between visits to the stands. There were various entertainers handing out snacks and drinks and entertaining the guests. "We're in Vegas, after all," Frederiksen laughs. "When we organise something, there's one thing you know for sure: it's never boring. I think the social elements of this trade show are a big part of its success."



GROWTH

The Fence Show attracted more than 2200 visitors, with the number of exhibitors growing by 40 percent this year to 175. There were more than 80 different Educational Sessions and Workshops to choose from. Organiser Brian Frederiksen reflects on an extremely successful event: "I want to give another big thank you to everyone who attended and supported the trade show," he says. "We had visitors from South America, Europe and Asia and of course many from the US. The support we receive from the industry gives us the energy to keep pushing the boundaries each year. It motivates us to attract more exhibitors, and also to improve the overall experience for everyone who takes part. Not only is the Fence Show a place to network and display products, but it's a setting in which you can obtain useful practical information." The next edition of the Fence Show will be held from 1 to 3 October 2025, once again at South Point Casino in Las Vegas. <

Let's go Vegas!

Following the publication of the article on the Women of FWA, in which this edition of the Fence Show was announced, various readers approached us to say how cool it would be to go to Vegas with a group of European fencing installers. To take a look at what's available on the American market, to get to know American installers and see how they install fences over there, and also simply because Las Vegas is a fascinating city that you really must visit at least once in your life.

That gave us the idea of organising a trip. If others are interested, then we'll try to organise an itinerary around it, including taking a look at fencing companies in the region before or after the trade show, or visiting projects during installation, or factories that manufacture fencing. If you'd be interested in joining us, in early October 2025, then please send an email to team@fencingtimes.com.

Brian Frederiksen

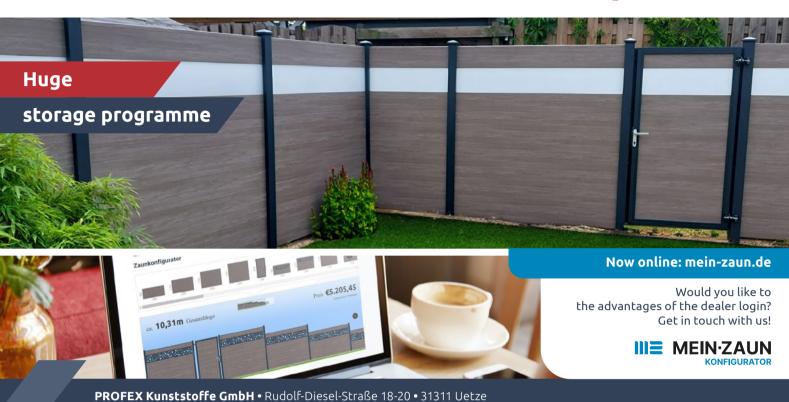
"When you come to Vegas you're immersed in the fencing world"



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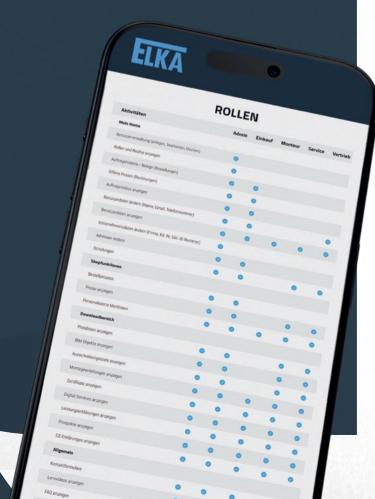




The North-Frisian drive manufacturer Elka has a new online web store, with built-in configurators for barriers and gate drives. This way, the company aims to make the ordering process easier and more transparent.



"Especially with our barriers, quite a few different configurations are possible," says Thorsten Repenning. "Some options you can combine, but some you cannot. That made the ordering process very stressful at times in terms of advice. We are changing that with the new configurator."



CONFIGURATOR

"Do you need a straight or an articulated gate arm?" asks Repenning as an example. "With an articulated gate arm, you need to divide the two halves of the arm in such a way that you have as much barrier width as possible, without the arm banging against the roof of the car park. Then there is the lighting: do you want built-in LED spots, an LED strip in the arm or an LED ring in the cabinet? Or a combination of the three? Do you want a catch pole with it? Should it be adjustable in height? Or have a magnetic lock? All these questions meant that customers often had to call our sales team first, before they could order, to ask whether the configuration they wanted was at all possible. Or they ordered so many consumers that the maximum power capacity was exceeded. In that case, you need an additional power supply to provide sufficient power to all the accessories. We have a department within sales, which technically checks all incoming orders and calls the customer if there is something wrong with the configuration. However, this always means a delay in the order for the customer. In the new configurator, all those kinds of things are asked in advance as much as possible. You are guided through it step by step and can only click on options, which are also technically possible. In the example of the extra power supply: it is added automatically as soon as the accessories require more power than the standard power supply can provide. It gives you a quick overview of the configuration possibilities."

SHOP

The configurator - or rather configurators, as Elka has them for all barriers and for almost all gate drives - are part of a new web shop, which is linked to Elka's order processing software. "Our partners can log in and then immediately see their net price for each product and option," says Repenning. "They can click on additional built-in devices such as emergency stop switches and choose the location, which side of the cabinet they should be on. And if you want to install an intercom or card reader in a car pillar yourself, for example, you can choose the location for that as well and specify the dimensions of the opening. Our milling machine will then make that opening. This way, customers no longer have to wait for a quotation from us but can immediately see all prices in the web store. Even on Saturday mornings or regional holidays. For us, it means that the processing is now much faster."





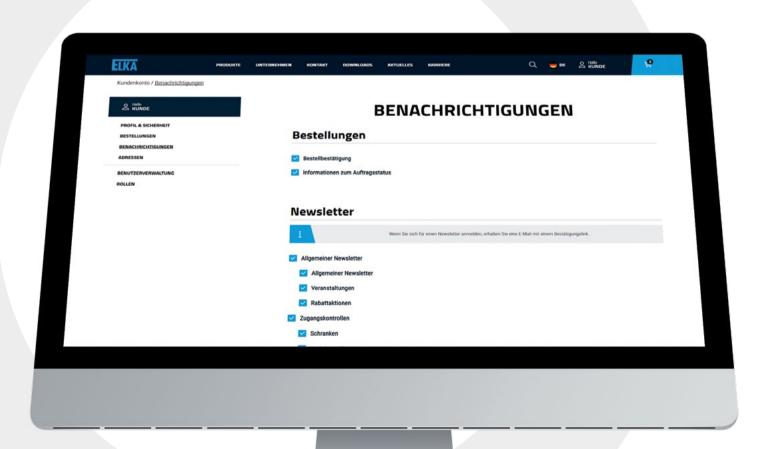
MORE THAN A WEB STORE

With the new portal, Elka aims to offer more than just a convenient web shop with configurators. "For example, you can give employees a user role that suits their tasks," says Repenning. "For example, a buyer can see prices and place orders. An installer does not see prices and cannot order. But he can select parts and put them in the cart, so a buyer can easily order for him. To quickly find the correct spare part, we have put exploded views in the web shop.

There you can

see, for example, the barrier broken down into all the spare parts you can order. You can easily select the parts you need to repair damage, for example. This even works for older models, you enter the serial number of the barrier, and the drawings automatically change to the old model and show the right parts. For a year now, we have been working on a system where every barrier and drive will have a QR code. Scanning this code on the job

will automatically take you to the right product and you can immediately download the correct installation instructions without having to search. Soon, that link will also allow you to go directly to the parts section of the web store." The new web store with configurators is already online and is available in English and German.







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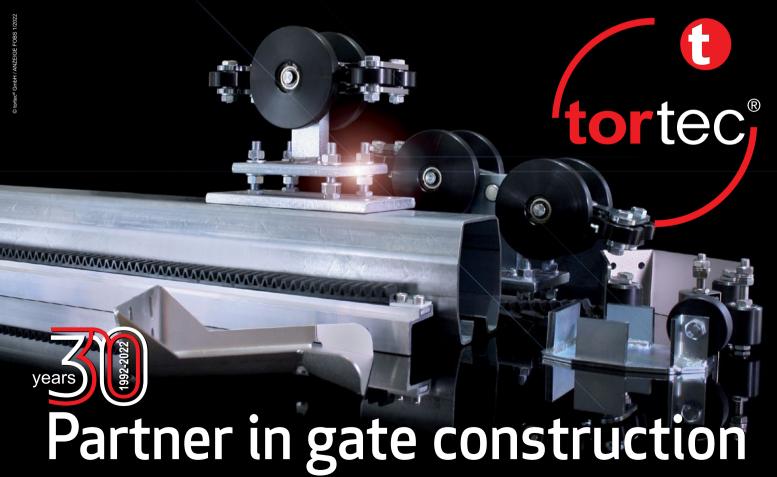
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SCOBAMAT MAKES DRIVE-OVER PLATES FOR FENCE INSTALLERS

Scobamat, a Swiss manufacturer of plastic drive-over plates from Dettighofen, is launching a lightweight drive-over plate especially for fencing installers. This makes it possible to work in backyards with mini-excavators and other machinery, without destroying the customer's lawn.

"The existing drive-over plates on the market are made of steel, or sometimes heavy recycled plastic," says Simon Zumbrunnen, sales manager at Scobamat since this summer. "Those drive-over plates are not ideal for fencer installers due to their great weight. Until now, it was therefore almost impossible to work with heavy machinery in a customer's garden, which is why we are now marketing small, extra-light drive-over plates."



SCOBAMAT CAN CARRY UP TO 650 TONNES OF WEIGHT. THE MAXIMUM WEIGHT PER WHEEL IS 45 TONNES.



Development

Scobamat founded Zumbrunnens parents. It is a spin-off from an all-round plastics manufacturer. "My stepfather Richard made everything from plastics," says Zumbrunnen. "From light-permeable, fibreglass-reinforced components to surfboards for Mistral. The original Scobamat, an aircraft recovery drive-over plate, was developed in the 1990s. This was at the request of Zurich airport, which always had the greatest difficulty in getting a plane back onto the tarmac if it had rolled off the runway. They were looking for plates of an extremely light weight, which could carry large loads. With those characteristics, they could recover aircraft quickly, on any terrain. The development at the time was in collaboration with the EMPA1."

> The Eidgenössische Materialprüfungsund Forschungsanstalt (EMPA for short) is a Swiss research and development institute for application-related materials science and technology.



Fencing



Zumbrunnen worked in the fencing industry for seven years when the opportunity arose to take over his parents' business activities, including the drive-over plate business. "Fencing companies have the same problems as airports,"

he says. "But in miniature. The existing drive-over plates on the market are too heavy and cumbersome for small-scale use during fencing assembly. But at the same time, it is often unfortunate that this means you cannot use heavy machinery. Everything then has to be done manually. That is why I want to bring Scobamats to the fencing market. I am sure that our lightweight driving mats will come in handy in every fencing company on a regular basis."

Drive-over plate

The new drive-over plate for the fencing market is called Scobaplate and starts at a weight of 6.5 kilos. "You can hold it with two fingers," says Zumbrunnen. "I sometimes jokingly exclaim that I can run a marathon with a plate on my back. Maybe one day I will do that as proof." The plate measures 80 by 117 centimetres and is 5 millimetres thick. "You can easily stack them on a Europallet. They have a load capacity of 650 tonnes and

We did tests with them using tracked vehicles, forklifts, and trucks. You can manoeuvre back and forth all you want, the click system does not let go and the grass under the plates stays intact. And when you are done, you can unclick and stack them again in no time. After use, the plates are also easily cleaned again."

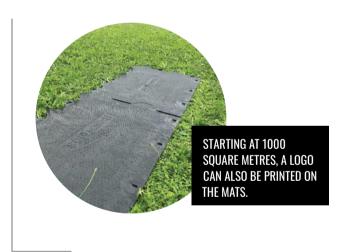












Application

According to Zumbrunnen, the Scobamats come in handy wherever it is convenient to drive machinery – or even your fencing van – across the

grass without damaging the surface. "You avoid major damage to the customer's garden and save potential repair costs," he says. "On top of which, customers appreciate your professional approach. And among the installers, the low weight and quick placement are very welcome." Scobamats are made under licence in Germany, with moulds from Scobamat. Fence installers in the EU are supplied from Germany. The Scobamats have been on the market since this summer and are available from stock.

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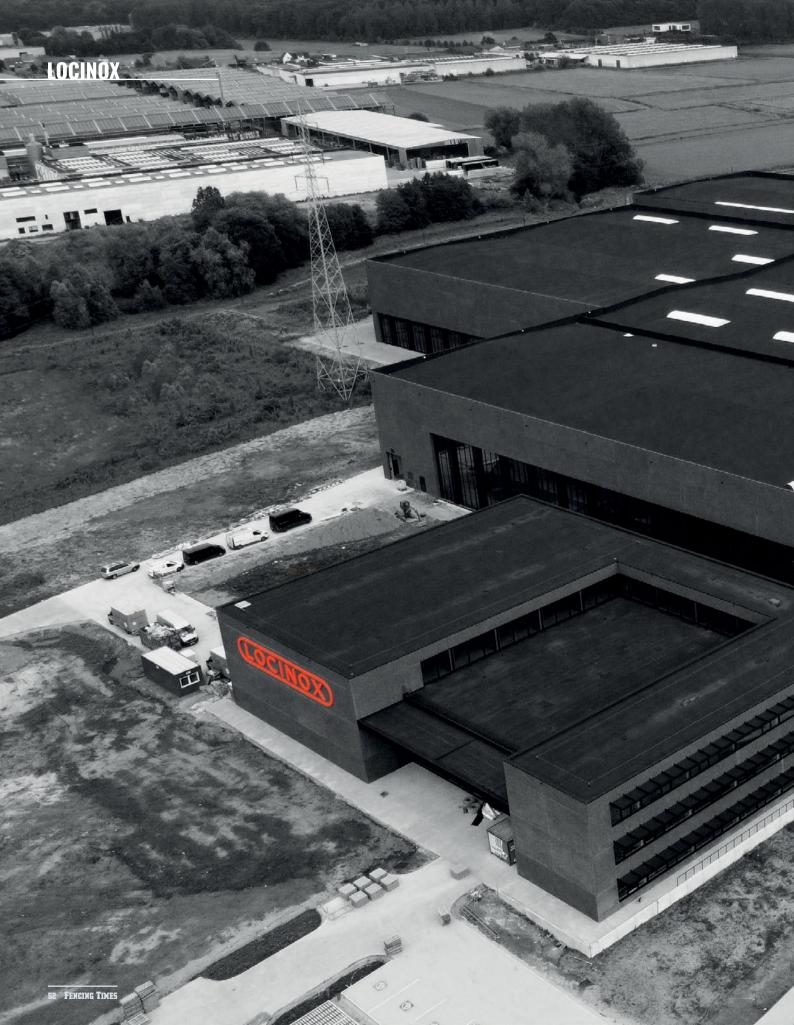
Locinox, a Belgian manufacturer of locks, gate closers and other gate hardware, from Waregem, moved into its

LOCINOX MOVES MALEM

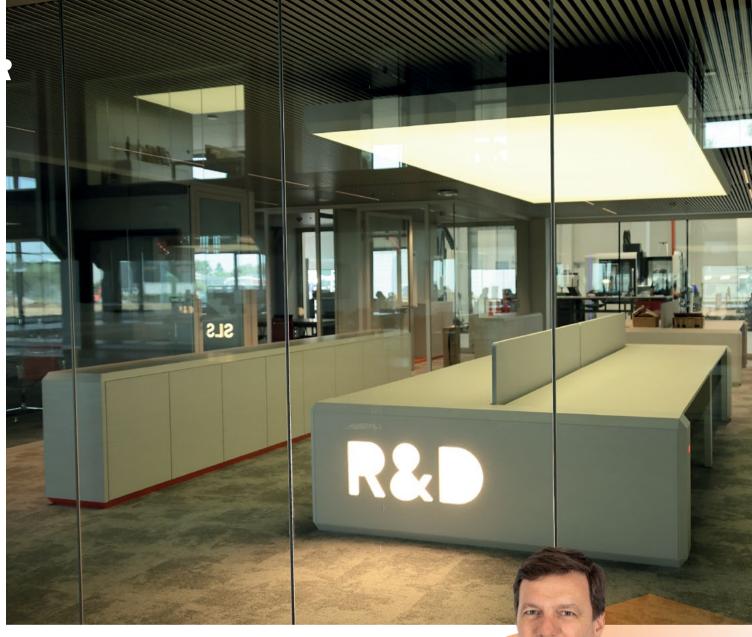
INIU NEW DDFMICEC

new premises
this summer. The
business now
has 4 hectares of
operational area on
a 7-hectare site, thus
tripling capacity
in almost every
department.





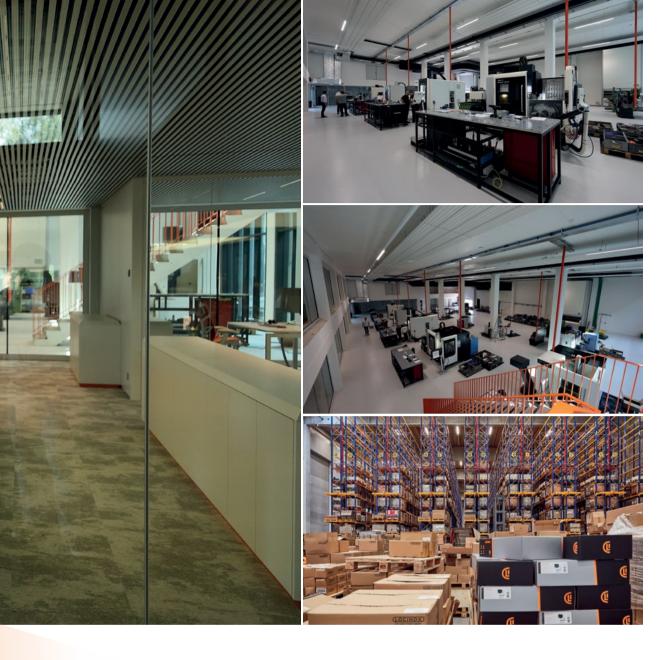




LOCINOX 4.0

Bram Dieryckx, CEO



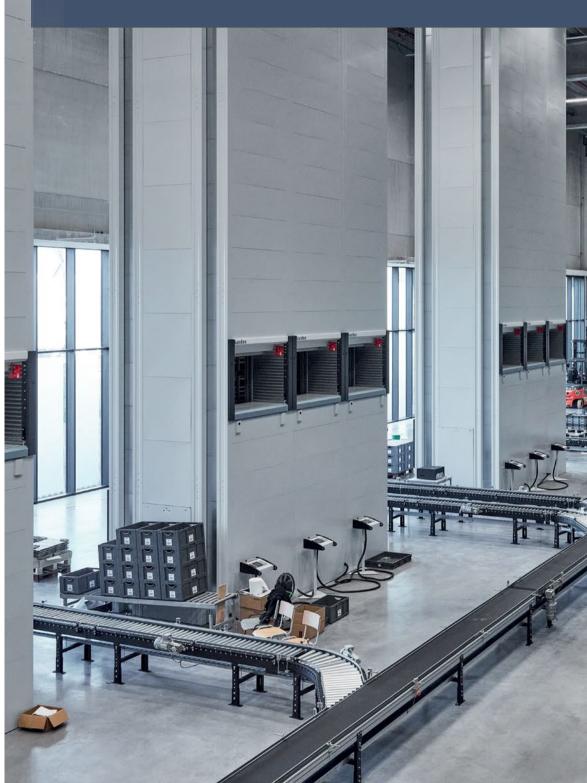


The new branch is on Brabantstraat, less than 300 meters from Mannebeekstraat, which has been Locinox's home for the past twenty years (with two major expansions in that time). The company purchased the land on Brabantstraat a long time ago, when by chance it became available. "In September 2021 we had a celebration to commemorate the start of the building works," Dieryckx says (FOBS Magazine wrote about it at the time). "Then the builder got things done in record time. And it was sorely needed too, because in the meantime we've been running out of space in so many places that we've had to keep moving things around, making it more and more difficult for us to achieve our important goal of dispatching 98 percent of orders within 24 hours of receipt." The new location has enough room to be going on with:

everything has been planned so that the company can grow to be three times as big at that site. "We were also able to adapt the layout in line with the latest insights. The warehouses, the assembly lines, the packaging and shipping departments are laid out one after the other in an even more streamlined setup. And we were able to locate the prototyping department – which, by the way, is much bigger now and has its own CNC metalworking machines – right next to the R&D department, with just a glass wall between the two. That was a long-cherished wish: even shorter lines of communication between the people who come up with and sketch products, and those who build the prototypes. Now all the departments have enough room to realise future growth, with special spaces for Teams meetings, focus rooms, a brand-new showroom, and even a professional photo studio for marketing."

FACTORY

But of course the primary reason was for Locinox to be able to take a major leap forward in terms of its production and logistics capacity. The additional space means that Locinox is now even better able to maintain inventory at levels that guarantee that the company can deliver every order within 24 hours. "That speedy delivery is a fantastic advantage," Dieryckx says "Customers appreciate it enormously, especially in these difficult and often uncertain times, with constant challenges to the supply chain. But it doesn't happen automatically. We can supply our products in so

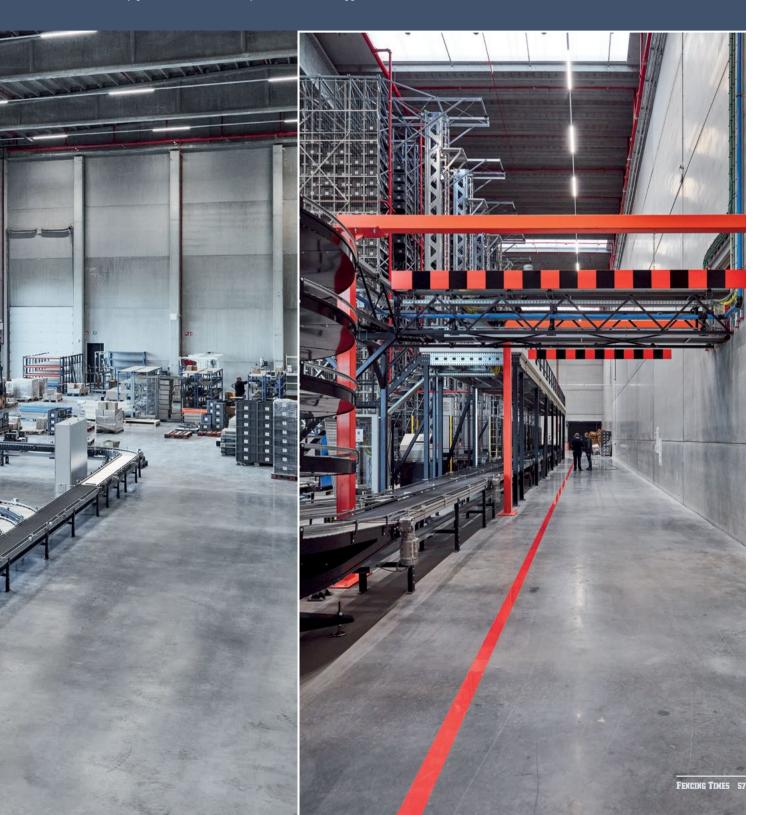


LOCINOX



many different variations that it's impossible to keep finished products in stock, so we assemble everything on demand: the customer can order any configuration they like, and then all the components required for that order are automatically collected from the warehouse and given to the people who, for example, assemble the locks. Working like this makes us more flexible, too." In the new factory, production and assembly have even more support

from robots. "It helps us to continue to ensure a predictably high level of quality. Just think of the test robots that test the functionalities of each individual gate closer before it's put into its packaging and released onto the market. Or the robotisation of the tightening of critical components, so that it's always done in the same way and with the same degree of required force."





In the warehousing world, the system that transports the right components to the right person at the right time is known as a Mini-Load system. Locinox's existing system was completely revamped, with the capacity increased to 60,000 bins. "It was impressive even at the previous location," Dieryckx says, "but the system we have now is ten years newer. It's much faster and it operates completely autonomously, with cranes that take the bins on and off the roller conveyors. The warehouse is fully automated, and automatically takes the right bins to the right person on the assembly line, via the roller conveyors. And as soon as the Mini-Load system detects that stocks of a particular component have fallen below a certain level, it sends empty bins to the high-rise warehouse to be filled. That high-rise warehouse is also fully automated now. The forklift drivers don't have to operate the forklifts themselves anymore; the computer does that. It automatically directs the forklift to a pallet that has the required components. All the driver has to do is make sure that everything goes smoothly and then, once the pallet has been brought down, to fill the Mini-Load system's empty bins with those components. That part is going to be automated soon too, by the way. After that the bins go back onto a roller conveyor, the pallet goes back into the warehouse, and you're done." The high-rise warehouse has also been expanded considerably: in the old warehouse Locinox had 6600 pallet positions, while the new one has 9000 and can be increased to 16,000 if required.

SET SORTER

Finally there's the set sorter, which has also doubled in capacity. "The set sorter is a station where we put together sets of various components," Dieryckx says. "A lot of the major gate manufacturers use Locinox hardware on their gates from top to bottom. The locks, the hinges, the drop bolts – all of it comes from us. We put complete sets together for them, with all the products they need for a particular gate line packaged in a single box. That makes it easy for them: then when they sell a package of five gates, they put five gate leaves, ten gate posts and ten of our boxes on a pallet and the order's ready to go. The Mini-Load system is also used to fill those boxes with the products and components required. Following assembly, the bins are briefly buffered in an intermediate storage area until

all the required components are available. After that the bins are delivered to the set-sorter in precisely the right order. The staff complete the sets and forward them to the packaging department." Locinox does the assembly and puts the sets together as soon as the order comes in – the very same day. "We promise our customers that we'll dispatch every order within 24 hours, and in ninety-nine percent of cases we do just that. When colleagues from the shipping department come in in the morning, all orders that need be sent on that day are sitting there ready for them. The capacity of the packaging lines has doubled too, along with the number of truck docks in the shipping department."



VISITS

There is a large showroom right next to the entrance for visiting customers. "We're still busy setting it up," Dieryckx says. "In the future we want to invite customers to visit us a lot more often than we do already. After all, in this business it's mainly about the personal contact. It's good for our connections, but even more importantly: we learn an enormous amount from it. We've developed an entire system for this, which ensures that the salespeople are constantly asking for feedback – and that the feedback reaches the development department too. I would say that it's the reason for a large part of our success, because it means that we develop exactly what the market needs." In addition to the showroom, classrooms will be fitted out for Locinox's own Academy, in which the company aims to offer a wide range of technical and sales training courses. And finally, the testing

room is being revamped too. "We're really pleased with this. We subject all our products to endurance tests of at least a million opening movements before we put them on the market. But even after that, we don't turn off the test setups; we keep on testing. Some of the locks have been slammed shut tens of millions of times already. It means that we know where the products experience the most wear – if they do show wear – and where we might be able to make improvements. Until now these test setups have been in a dark room that we had built in a factory hall. At the new location they'll be in a really lovely showroom-like setting, so our customers can see how intensive and serious our testing is.



OCINOX





STAFF

It's not just the customers who will be pampered in the new headquarters; the staff are in for a treat as well. "Now that we've had the chance," Dieryckx says, "we've naturally taken the opportunity to give everyone a workplace that's as pleasant and ergonomic as possible. But we wanted to do even more for our people. Locinox 4.0 has a lovely canteen and living-room-style relaxation area where colleagues can hang out

informally, both during and after working hours. There's an outdoor patio, there's going to be a picnic field, and we've got a roof terrace too. These are things with which we want to distinguish ourselves from other companies in the region, because there's almost zero unemployment across the whole axis from Kortrijk to Antwerp and if we keep on growing like we have been, we're going to need to attract a great deal of additional talent in the coming years."





ELKA Slide gate openers EST-FU

with frequency converter controller







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27 NOVEMBER 2024 FENCES IN THE NEWS PAGE

BOY CRUCIFIED ON FENCE

Bushmills, Northern Ireland - Bushmills, a town in the north of Northern Ireland, is famous for its local whiskey distillery, but otherwise not much. It has 1247 residents and is far from anywhere. So we were surprised to hear that someone in the town had been nailed to a fence. It happened back in May this year, but because it was all the way in Bushmills¹ it took a while for the news to reach us. Uhm, wait a minute: someone was nailed to a fence? Yes, indeed. A boy in his twenties was found standing in a side street with both his hands nailed to a fence. Oh yes, and his delivery van was also on fire. This story is clearly not about two citizens of Bushmills arguing over who gets to take out Bushmills prettiest girl - this must obviously have been a message. This is confirmed by the suspicion of the Northern Ireland police that one or more paramilitary groups are involved in the deed. Indeed, many of the

1 This is a poor excuse that we did not pay better attention ourselves

paramilitary groups that carried out attacks and fought in urban guerrillas before the 1998 Good Friday Agreement have since turned into criminal gangs that control both the Northern Ireland drug trade and all other organised crime. The victim did sort of get off well. The fire brigade sawed two boards out of the fence, upon which he was able to be taken to hospital. There, the nails were removed from his hands. He appears to have only scars from the incident. The culprit has not yet been found. Police arrested a 37-year-old man shortly after the incident but released him a day later. We could not find any news reports on further developments in the case. Furthermore, a Bushmills resident has had a little less privacy since then: the boards cut away by the fire brigade created two nice holes in the fence. Only the question remains: what do we call it, when someone is nailed not to a cross, but to a fence. A-fenced? Fenced-on? ■



treland

SOUTH AUSTRALIAN DINGO FENCE MORE THAN HALF REBUILT

Adelaide, Australia

Adelaide, Australia – Not long ago, we wrote about a small 32-kilometre stretch in the more than 5600-kilometre-long Dingo Fence that just is not being repaired. That stretch is right on the border of the states of New South Wales and South Australia, and bureaucratic wrangling between those two states means that construction, which should have started as early as 2019, had still not started in 2024. The construction did start in the rest of South Australia. There are 2150 kilometres of the Dingo Fence in that state, and 1600 kilometres of them were in very poor condition. The Dingoes are not bothered

by the fence. If New South Wales' neighbours don't interfere, South Australians are apparently not so slow at all: 1000 of the 1600 kilometres have been replaced since 2019. This was celebrated in October, with the minister coming to the fence and having a photo taken with the Dingo-Fence committee. Do the math: 1000 kilometres in 5 years, that's 200 kilometres a year, divided by 200 working days a year is one kilometre a day. Way to go, Australian fencers. If you keep building like this, we can write a note in 2027 that the fence is finished.





England, Germany and perhaps some other countries

Winter is coming again. This means that hedgehogs will be looking for a place to hibernate. Various nature conservation associations in England, Germany and perhaps some other countries, therefore always urging garden owners in autumn to make a hole in their fence so that the hedgehogs have free passage. For this reason, in this section we recall a column by Markus Vogt in which he called on fence owners to make hedgehog holes in the fences they erect around private gardens. It takes hardly any effort, usually you just have to cut a few holes here and there from the bottom row of a double-rod fence. And, of course, you have to discuss it with the customer (if you tell them that the hedgehogs like to eat snails, most customers quickly agree). You'll do the hedgehogs a big favour.

FENCE WORKERS URGED TO CUT HOLES IN FENCES FOR HEDGEHOGS



NEW FENCE FOR OLD ASSOCIATION



Bangor, Maine,

Bangor, Maine, USA – In Bangor, a small town in the US state of Maine, you have the Bangor Historical Society. That is a society for the preservation, protection and promotion of the history of Bangor, which was founded in 1864. That society now has a new fence around its building. The old fence was melted down 106 years ago because the steel was needed for the World War I weapons industry. "The lower granite retaining wall had crumbled a bit on the pavement and created an unsafe situation, so we wanted to rectify that," explains curator and operations manager Matt Bishop of the Bangor Historical Society. "And we've wanted

this fence to come back for years. It has great appeal for the area." We think the latter is a bit far-fetched here at the editorial department. There is little historic about the new fence - it is a simple barred steel fence from series production. Even so, along with the new granite plinth, it cost 80,000 dollars, which seems like a lot of money to us for an industrial fence. Then again, if it makes the people from Bangor feel happy, so be it. The fence was largely paid for by Bangor City Council, so thankfully it is not our tax money.



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