

FENCING TIMES

XL Edition

2025, Issue 22

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launches
2 Series

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Who pays for the escort



Most customers have no idea what it takes to install a fence. They think that if they order today, you can simply pull some posts and panels from a rack this afternoon and install the fence tomorrow.

They are often shocked when they hear that it can take up to ten weeks for the gate to come out of the factory. And when you explain that even then, it is not guaranteed you can install it immediately because your installation capacity is fully booked for the next sixteen weeks, you can see the despair in their eyes.

Once they recover from the disappointment, the question often follows: "Okay, so I should not expect my fence in the first week of June. But can you promise me that you will definitely come in the first week of June?"

My first boss in the fencing industry, more than twenty-five years ago, would always reply: "Sure, no problem. If you arrange motorcycle police escorts for the transport from the factory to the galvanizer, from the galvanizer to the coater, and then to us, ensuring nothing goes wrong along the way... Oh, and if you also guarantee that the welders in the factory do not hold the drawings upside down and weld everything correctly, and that the powder coater gets enough sleep and does not accidentally use the wrong color, then I can promise I will come in the first week of June."

His point was this: a tremendous amount can go wrong throughout the entire process from order to delivery. It starts with the fencing company that accepts the order. All

measurements must be exact, the opening direction of the gate must be clear, and the salesperson who measured and took the order must provide precise drawings and clear instructions for the purchaser organizing the materials. Otherwise, things will already go wrong at that stage.

The purchaser then has to place an order with the factory's sales team. They, in turn, need to translate the order into drawings and work orders for the production team, who have no idea about the situation on-site but still need to produce fences and gates that can be installed without issues.



Once all of that is done, all materials need to be galvanized and coated, then transported to the project site, accompanied by installation drawings and instructions that are so clear that the installers can understand how to assemble everything.

The number of steps in the entire process is enormous, as is the number of people involved. When you think about it, it is remarkable how often it goes smoothly. When things go wrong, you usually only find out when the materials are already on-site — or sometimes only after they have been installed. Naturally, the person or company who made the mistake will then do their utmost to resolve the issue quickly. But the materials need to be transported back and forth, and in the worst-case scenario, they need to be recoated, all of which takes time.

When that happens, you are relieved you did not promise a hard delivery date.

There are also projects where you cannot avoid guaranteeing a firm delivery date. The customer simply says, *“If you want the order, make sure you can deliver. Otherwise, we will give it to someone else.”* This is particularly common in the United Kingdom, especially for schools. Work is often only allowed during school holidays to avoid disturbing the children while they learn.

To ensure that all school projects can be completed smoothly during the holidays, the clients of such projects always start planning more than a year in advance. This leaves plenty of time for all fencing companies to submit a quote, for the winner to plan and execute production, and for the installation to be completed well on time. Oh, wait, no—that is not how it actually goes.

In reality, it is often the exact opposite. When the inquiry first came in, the project seemed like a fun job with very achievable deadlines. But it took forever for the final order to arrive, and then chaos erupted because everyone in the chain suddenly had to achieve the impossible.

In the factory, everyone had to drop what they were doing to prioritize this order. Extra trucks were needed to transport the materials to the galvanizer and the coater, where overnight shifts were arranged to finish the coating. Everyone in



the chain was stressed to make sure nothing could go wrong. Meanwhile, the risk of errors on such rush jobs is naturally much higher since there is no time to double-check all the drawings and instructions.

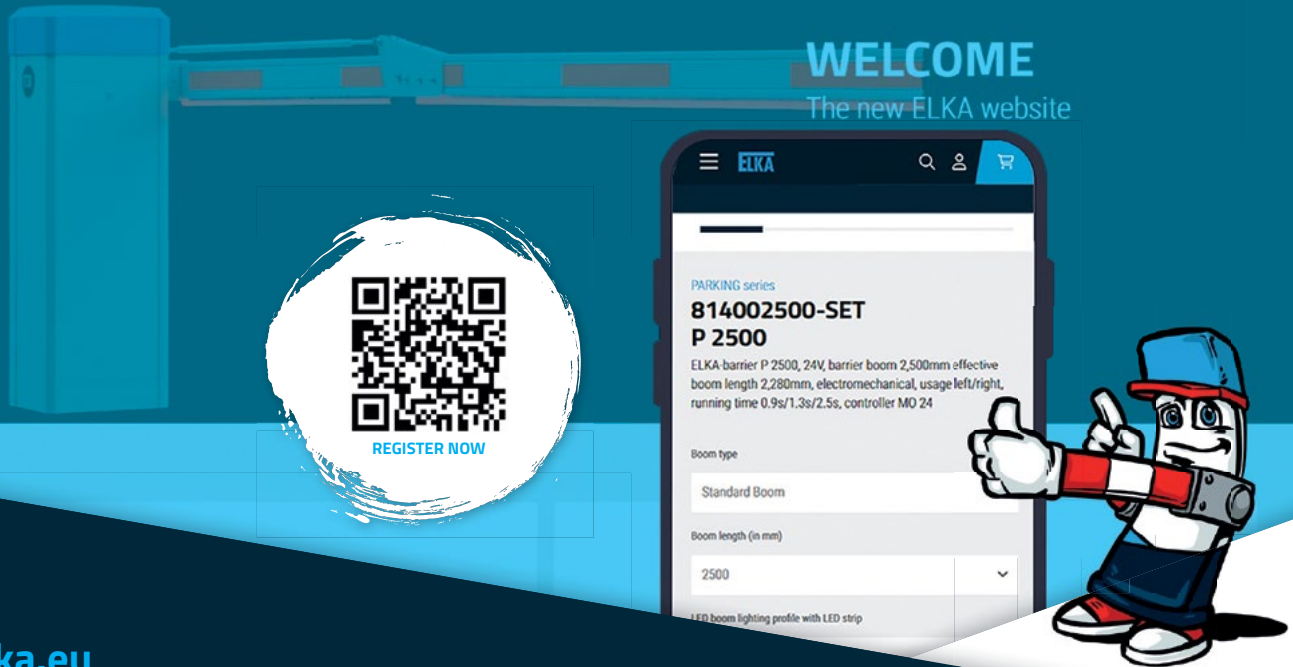
By the end of it, everyone is exhausted — and often, no money was made because all the profit margin was consumed by rush transport and other additional costs. If the job had been completed just a little too late instead of just in time, fines and penalties would have added even more costs, turning the job into a loss rather than a profit.

Some fencing companies specialize in such rush jobs. They have an extremely flexible factory behind them or their own workshop where they can weld a gate together overnight if necessary. They may have a galvanizer and powder coater on their industrial site who prepare the materials while they wait. And they have streamlined their internal processes so that all drawings and instructions are carefully but quickly reviewed by colleagues to minimize the chances of errors.

These fencing companies experience more stress than their colleagues, who simply inform their customers of a sixteen-week delivery time and turn down the job if the customer insists it must be done faster. But they also earn more because the closer the deadline, the greater the risk of hefty fines, and the less likely it is that a competitor will want the job. If you are good at speed, you can demand higher prices and earn bigger profits. ■

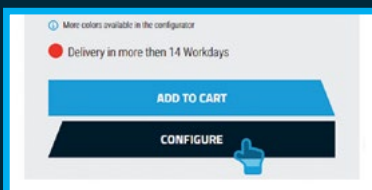


The new ELKA website with online shop for partners

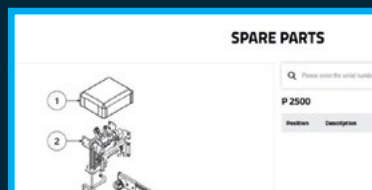


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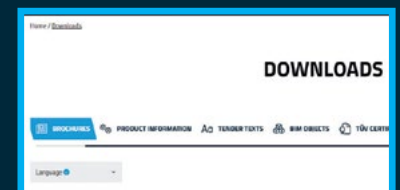
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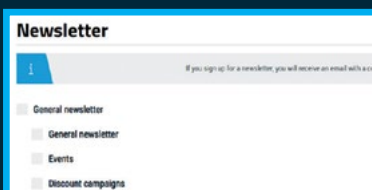
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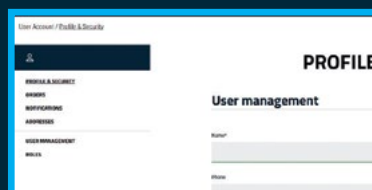
- ✓ Spare parts area with ordering function for barriers and gate openers



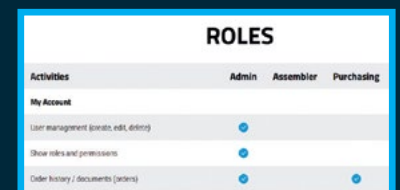
- ✓ Download area with extensive product information



- ✓ Subscription to newsletters with selected topics



- ✓ Order overview and role management in the partner profile



- ✓ Register and manage multiple users for one partner profile

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2025

If you're a fencing installer with a little passion for the job, you can't live without Fencing Times.

FENCING TIMES

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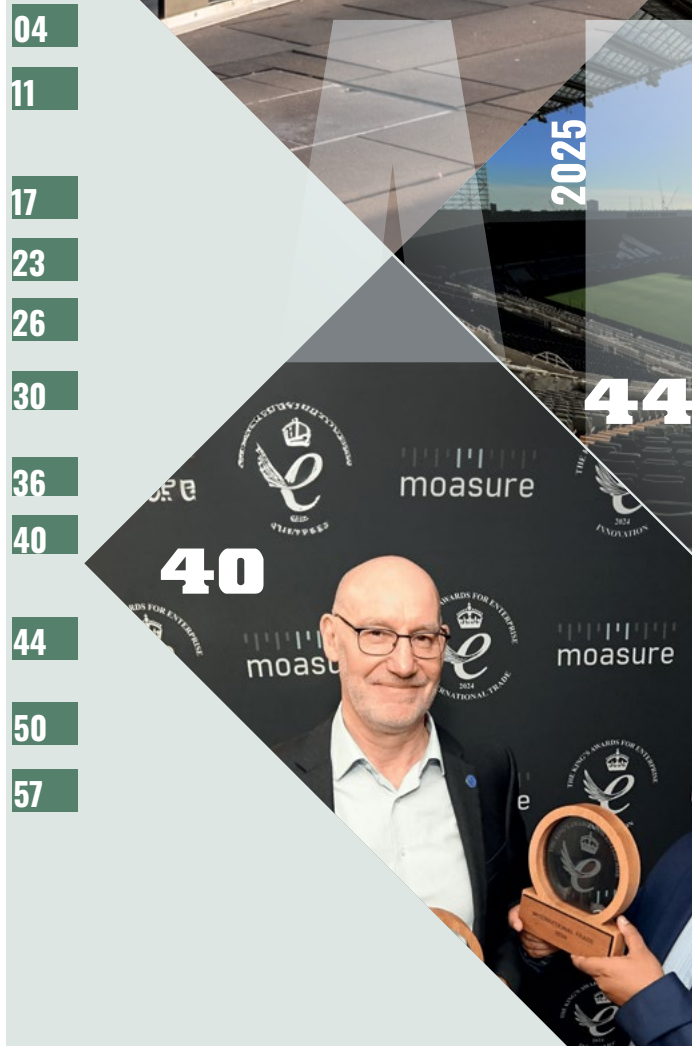
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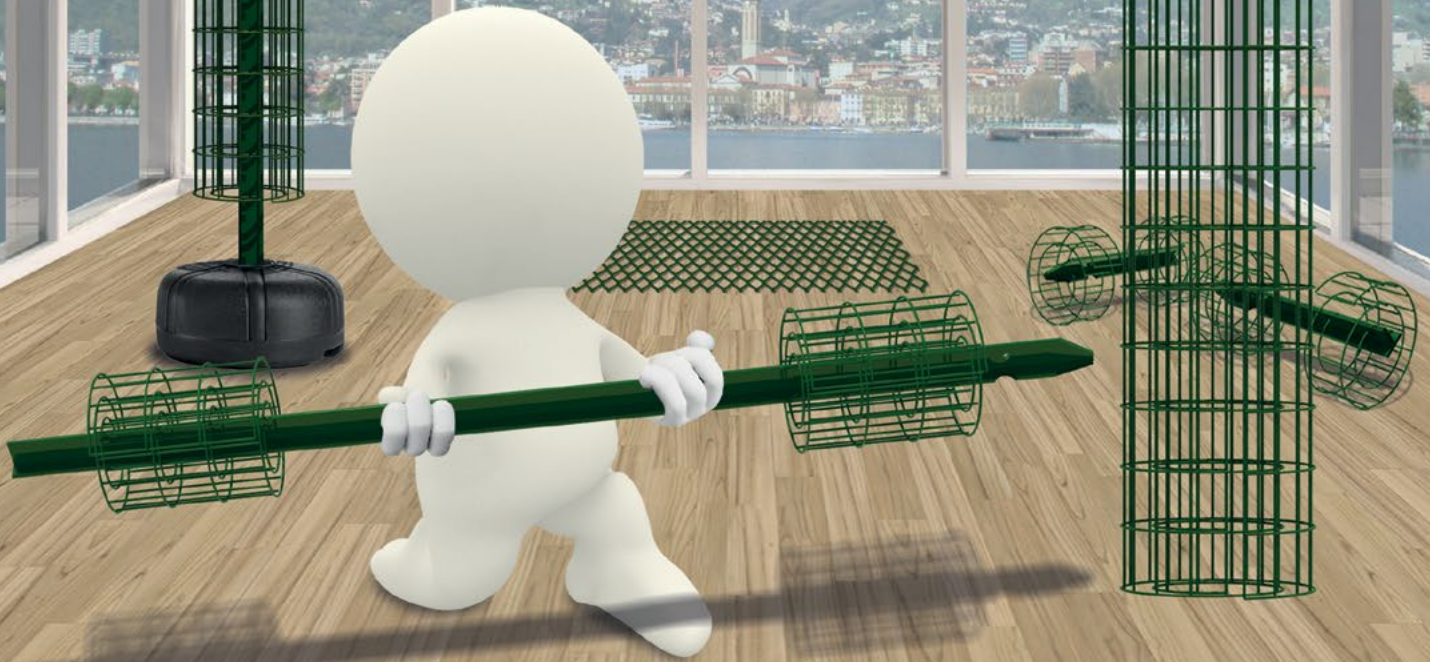
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FENCE

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POST



Rose fence

There's nothing particularly unusual about this short three-panel fence, but installer Ignac of Draht Walput in Rheinstetten liked the roses in the foreground. The photo was sent in by Denis Valput. Thanks Denis! Lovely photo!



Bulgarian fence

01. Markus Vogt of Stäblein Zaun- und Toranlagen in Hanover visited Nessebar in Bulgaria, where he came across all sorts of different types of fencing that you never see in his home country of Germany.

02. Such as this balustrade with a welded ornamental infill.

03. And this gate, with tensioned close-knit chain-link fencing as infill, without the use of any spring pins or that sort of thing. Binding wire has been used to pull the mesh tight.

04. Here's a school fence made of rings. The fence isn't galvanised and coated; it's

painted. That's probably cheaper and easier, but it's also the only way to give a welded fence different colours.

05. This fence belongs to a church. Each of the pierced bars has its own cross.

And here's an ornamental fence made of strips, rather than bars. Very nice.

06. And finally, a modern ball-stop fence around a playing court. Here again we see frames with tensioned chain-link fencing. Thanks for the photos, Markus!



Yellow-post fence

Lewis Bettinson of Breedon Electrical, Fire & Security in Nottingham sent us this photo of an automated swing gate with a row of yellow posts in front of it. We can't see exactly why all those posts are there, but seeing as they're yellow it's now probably much less likely that someone will drive into them. Thanks for your photo, Lewis!

Old fence

Marco Herzog from wholesaler Hadra, one of our regular contributors, came across this unusual ornamental fence in Gailingen, on Lake Constance close to its namesake city of Constance. *"It doesn't have a coating,"* he writes, *"but that's why it now has such a beautiful patina."* Hmm, Marco, as far as we're concerned both the fence and the house it belongs to could use a makeover... but in the meantime you're quite right: old and dilapidated certainly doesn't have to mean ugly. Thanks for sending it in!



Ordinary fence

This picture was taken by Altin Kelmendi of Kelmendi Zaun & Garten in Bad Tölz, right down in the south of Bavaria. There's no dramatic story here; just an ordinary everyday privacy fence in an ordinary residential area. Thanks for the photo, Altin!



FENCE POST

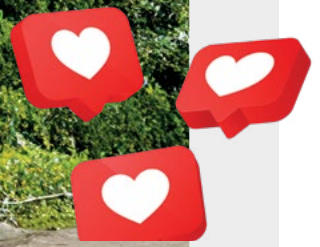
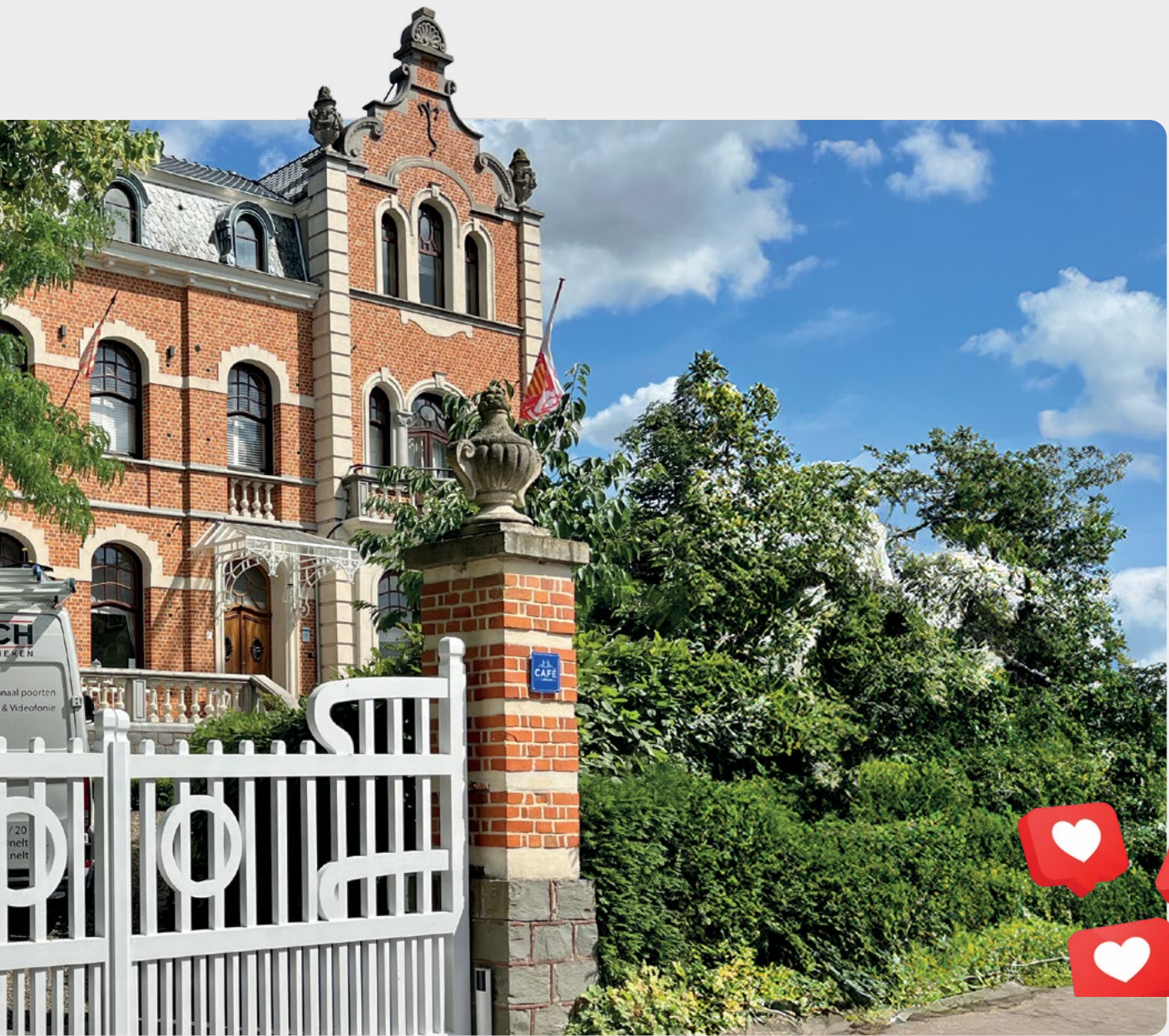


Photo of the Month

Hotel gate

The photo of the month for this issue comes from Mattias Deckmyn of Neltech Toegangstechnieken from Kortesseem, near Hasselt, in Belgium. He installed this eye-catching gate for Villa Copis, a luxury hotel in Borgloon. You can't see it in the photo, but

the gate drive housings on the inside have been coated in the same colour as the gate to make them blend in more. Lovely project and lovely photo, Mattias! Thanks for sending it in. The Locinox construction radio is on its way to Kortesseem!



Would you also like to win a Locinox radio? Send us your most beautiful project! Do not be too modest, do not think your picture will never win anyway. Every project can be beautiful for its own reason, or a source of inspiration for fellow fencers. Send your photo to fencepost@fencingtimes.com



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FENCING TIMES

SHORT NEWS

Van Merksteijn merges construction steel division with Badische Stahlwerke



ALMELO, Netherlands – The families Van Merksteijn, Seizinger, and Weitzmann, the respective owners of the Dutch Van Merksteijn and the German Südwest Group, announced in January their decision to merge their reinforcing steel activities into a joint holding. This new entity will be named Reinforcing Steel Europe and will be headquartered at Van Merksteijn's location in Almelo.

Van Merksteijn, in addition to being a fencing manufacturer, is a significant processor of wire for the reinforced concrete sector in Europe. Besides its headquarters in Almelo, where

approximately 60 machines weld reinforced concrete mesh, the group has production sites in Dendermonde, Belgium (Intersig), Saint-Pourçain-sur-Sioule near Clermont-Ferrand, France (Intersig France), and Boucau at the foot of the Pyrenees (VMI Atlantic). The company employs around 725 people and achieved a turnover of 620 million euros in 2023.

With its Baustahlgewebe brand, the Südwest Group is a major producer of reinforcing steel in Germany. The group produces, processes, and distributes concrete steel and reinforcing products for the construction industry in Europe. Its largest companies

are Badische Stahlwerke (BSW) in Kehl (near Strasbourg on the German side of the Rhine) and Moselstahlwerk (MSW) in Trier. Badische Stahlwerke is a modern electric steel plant, where scrap is remelted into steel using electricity. Compared to steel production from iron ore in blast furnaces, carbon dioxide emissions are 80 percent lower. The steel from the steelworks is further processed in eight factories at various locations. The Südwest Group also includes subsidiaries in by-products, installation technology, training, sales, and services, including Neckardraht, a factory producing chain-link fencing. With

approximately 1800 employees, the Südwest Group generates a turnover of about 1.2 billion euros. Through this merger, both groups aim to prepare for increasingly stringent environmental regulations, fluctuating raw material availability, and unpredictable energy costs. The Van Merksteijn Group ensures a sustainable supply of wire rod for its wire processing companies, while the Südwest Group can better utilize the capacity of its steel mills through Van Merksteijn's volumes.

The plans have been submitted to competition authorities. The companies hope to receive approval this spring. ■

Ditec launches Ion-B sliding gate motor

ORRIGIO, Italy – Ditec, an Italian drive manufacturer, has introduced a new sliding gate drive to the market. The Ion-B replaces its predecessor, the Ion, and now features WiFi and Bluetooth connectivity. It consumes less energy than its predecessor, and the overall motor performance has been improved.

“The Ion is the universal sliding gate motor designed for all types of installations in the residential market,” says Liliana Valvason, who oversees Ditec’s German branches in Oberursel near Frankfurt and Hamburg. *“It is easy to install thanks to its numerous adjustment options and a wide range of retrofit accessories. Additionally, it is equipped with a dual-frequency receiver that operates on 433 or 868 megahertz to minimize the risk of interference from radio signals. The new Ion-B includes WiFi and Bluetooth modules, allowing you to configure and manage it both remotely and locally via the Ditec Connect Pro App. Configuration is very quick, as most parameters are pre-set at the factory.”* Ditec’s engineers also focused on energy consumption: The new Ion-B uses less than half a watt in standby mode, ensuring compliance with the strict requirements of the European Ecodesign Directive, which comes into effect this May.

“The new Ion-B, like its predecessor, is an easy-to-install, versatile, and robust sliding gate motor that withstands harsh conditions,” says Valvason. *“The simple programming and maintenance options, combined with the availability of a complete accessory set, make it the first choice for thousands of installers*

worldwide.” The Ion-B operates on 24 volts and comes in two versions: The Ion4B is suitable for sliding gate leaves up to 400 kilograms, while the Ion6B can handle leaves up to 600 kilograms. ■



Zaunbau Leis wins Inova sliding gate from Berlemann

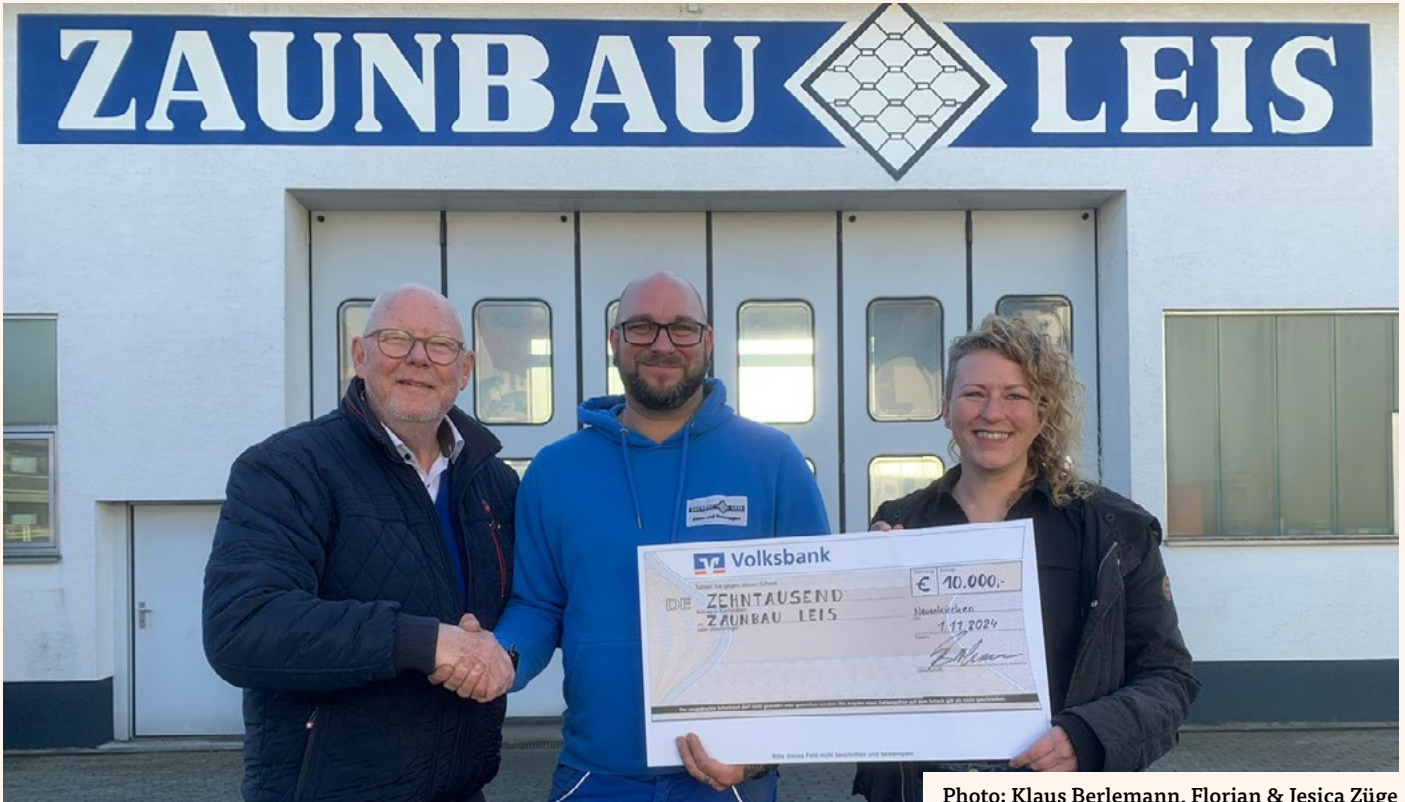


Photo: Klaus Berlemann, Florian & Jesica Züge

NEUENKIRCHEN, Germany – Fence and gate manufacturer Berlemann Torbau from the Münsterland region offered a substantial reward to its customers during last summer's European Football Championship: whoever predicted the outcome of

the most matches correctly would win an Inova sliding gate worth ten thousand euros. The best predictor was Zaunbau Leis from Brachtal, near Frankfurt. As Jesica Züge from Zaunbau Leis explains, an incredible dynamic developed after the first successful guesses.

Together with employees, friends, and neighbors, the matches were followed in a specially designed private Euro Championship studio. They cheered, hoped, and many predictions turned out to be correct. Spain won the championship, and Zaunbau Leis

won a sliding gate. In November, Klaus Berlemann, founder and owner of Berlemann Torbau, traveled to Brachtal personally to present the cheque. From the editorial team of Fencing Times, congratulations, Jesica and Florian Züge! ■

Farfisa builds web-portal for IP Evo intercom



OSIMO, Italy – Intercom manufacturer Farfisa introduces a new web application, where installers and end users can configure and manage all functions of the IP Evo video intercom. The new web app allows,

through a graphic interface, the making of housing units, mass sending of invitation emails, the change and removal of users from the system. Access to the portal is managed through the existing IP EVO app by the end user. ■

Paul Green and Cy Downs join CLA



WEDNESBURY, Great Britain

The team at British fencing manufacturer CLA Fabrications has gained two new members. Paul Green and Cy Downs started in November: Green as Business Development Manager and Downs as Senior Sales Account Manager. The two new hires bring a combined 70 years of industry experience: Paul Green previously led the UK branch of the French company Dirickx – the firm that introduced rigid mesh panels to

the United Kingdom in the late nineties. He later worked for Gunnebo UK, Citadel, Berlemann importer Innova Gates and the Expanded Metal Company. Cy Downs has worked for Goodman Croggon, also McArthur, Zaun, Fairmile Fencing, Tornado Wire, also Dirickx UK, B&L Fencing Services, and McVeigh Parker. CLA Sales Director Rod Price and Managing Director Louis Monk are delighted with the new additions and warmly welcome them. ■

First Fence expands EnviroRail with Rainbow Fence

SWADLINCOTE, Great Britain – First Fence, a fencing manufacturer with six locations across the United Kingdom, is introducing a new addition to its EnviroRail range. Officially named the Multicoloured Railing Panel, it is more commonly referred to as the Rainbow Fence.

“We have been quite successful with our EnviroRail fencing,” says Product Innovation Manager Toby Roberts-Davies. *“It is a series of rail fencing that reduces carbon dioxide emissions by ninety-eight percent during production. This is achieved by pressing the tubes between the rails rather than welding them. Pressing can also be done after the powder coating process, allowing the use of multiple colours. Until now, we occasionally produced a multicoloured version of the system upon customer request. However, by the end of last year, demand for the multicoloured version had grown so much that we decided to stock the Rainbow railing panels.”*

The multicoloured EnviroRail panels are available in fence heights of 1000, 1200, and 1800 millimetres. ■



Binns acquires stake in Topan



LISKEARD, Great Britain – Binns Fencing, a fencing company from Potters Bar, just outside London, and Topan Group, a fencing company from Liskeard in Cornwall, announced in November that they will strengthen their relationship as Binns completed the acquisition of a minority stake in Topan. Both companies are all-round fencing companies, but Binns specialises in prisons, while Topan focuses on hoarding. The alliance will allow both companies to leverage each other's expertise to expand into complementary areas.

"The new holding in Topan Group represents the next stage in our growth and diversification as a business," expresses Adam Binns, Managing Director at Binns Fencing, his enthusiasm for the partnership. *"We are similar companies in many ways, but each brings unique qualities to the table that will benefit the other. The combined strengths create a synergy that positions both companies for success in expanding their client bases and service offerings across diverse industries and territories."* Phil Fletcher, Managing Director of Topan Group, added: *"We are very excited to be working more closely with Binns, who have a similar customer base to ours but are focused on different sectors. The combination of the two companies will bring significant benefits to staff, clients, and suppliers."*

The companies will share knowledge and best practices to maximise client satisfaction and drive mutual growth, but they will continue to operate as separate entities. ■

Phil Fletcher and Adam Binns
concele the agreement

Stijn de Wilde new representative at SEA Benelux



KAPELLE-OP-DEN-BOS, Belgium – SEA Benelux (formerly Gibidi Benelux), the Dutch and Belgian importer of the Italian drive brand SEA, is expanding its team. Stijn de Wilde has been working as a technical representative since last autumn. “We were still missing someone on the team to visit clients,” says Eva Cannaerts, who took over the company with her husband

last year from founder Benny de Schutter. “Until now, Johan and I did that ourselves, but not full-time. With Stijn, we also have someone on the outside who can respond quickly to questions. This allows us to serve our customers even better.”

Stijn de Wilde comes from the industry; he worked for almost twenty years for a company that sold drives and gate hardware. “I was ready for a new challenge,” he says.

“SEA is a young company with big ambitions, and it seemed exciting to be part of the further growth of this firm. The attitude and values of Johan and Eva and their team align with mine. In the past 20 years, I also frequently had contact with Danny Van Roy, SEA’s tech guy. It was always pleasant to work with him. It’s nice to now work for the same company and sell our brand together.” De Wilde is confident that he can help SEA significantly grow

in the coming years. “I have built an extensive network over the last 20 years and have always linked sales with technical support. Finding good solutions with the client is my priority. I believe that, particularly in the future, service and aftersales will be crucial. Not just for our product, but in general. That’s where we can make a difference. Eva and Johan are keen on focusing on that, and I find it wonderful to be part of it.” ■



HERMO

CELEBRATES ITS

100th Anniversary

Hermann Mohn, a manufacturer of gate fittings based in Velbert, south of the Ruhr area, has been in business for one hundred years. The company was founded in 1924 when its namesake, Hermann Mohn, began producing window fittings.

Hermann handed the company over to his son Walter and daughter Klara in 1946. The third generation was represented by Walter's daughter Renate, who ran the business together with her husband Josef Kohlmann. Since 2006, Josef's son Björn has been leading the company. In 2022, Marcel Vogel joined as a co-partner.



In addition to window fittings, the company now also supplies fittings for interior and exterior doors, as well as gates. A large portion of its range consists of aluminum cast parts that Hermo manufactures in-house. *"We cast, saw, stamp, mill, grind, anodize, assemble, and package everything ourselves,"* says Marcel Vogel. *"For many of these processes, we use robots and CNC machines, though some details are still crafted by hand. One hundred years of business also means one hundred years of experience."*





Hermo complements its aluminum program with products made of steel and stainless steel. These are sold individually or as sets, combined with the company's own aluminum parts. *"Not only do we produce our own products, but we also have an efficient packaging line where we assemble sets consisting of multiple parts,"* Vogel explains. *"That is our strength. We deliver everything exactly as the customer needs it."*



The anniversary was celebrated in December with a grand event at the company's facility in Velbert, attended by colleagues and their families, suppliers, and some neighbors from the industrial area. A caterer provided a delicious meal, followed by a magician who entertained guests and created a lively atmosphere that lasted into the late hours. *"Here's to the next hundred years!"* ■

Bläser relocates to Datteln

Bläser Zaunsysteme, the German subsidiary of Dutch fence manufacturer Van Merksteijn, is moving its headquarters from Kamen near Dortmund to the town of Datteln, located 30 kilometers away.

"The lease in Kamen expired," says Ruud van Esch, head of Bläser Zaunsysteme. "The landlord did not want to renew it because he needed parts of the property for his own use. That forced us to move, so we seized the opportunity to significantly optimize our logistics processes."

LOGISTICS

"Until now, all materials were first transported from the factory in Almelo to Kamen," Van Esch explains. "We had a massive inventory there. Almost all orders, whether large or small, were loaded onto trucks from this warehouse and then delivered to our customers. We are changing that at the new location in Datteln. Here, we will still stock

in the region can pick up materials on short notice. However, from now on, all bulk orders will be shipped directly from our parent company in Almelo. A few years ago, we completed a distribution center there covering over six hectares, where we stock all materials in large quantities. It is much more efficient to dispatch trucks from there — it is only 130 kilometers away."





BECKER

Bläser is moving to the site of Drahtwerk Becker, a manufacturer specializing mainly in bespoke mesh panels, which Van Merksteijn acquired from Frank Becker in June. “Over the last six months, we have built additional office spaces and a significant number of storage racks in Datteln,”

says Van Esch. “This allows us to store almost all products here. While the overall space is smaller than in Kamen, the major advantage in Datteln is that we have more halls. As a result, we can store everything indoors, which is both better for our colleagues preparing the orders as well as better for the materials.”

EFFICIENCY

The relocation not only enhances Bläser’s efficiency but also benefits its parent company, Van Merksteijn — and, as Van Esch points out, the entire group. “All frequently requested ‘specials,’ such as panels with mesh sizes of 25 by 200 or 100 by 200 millimeters, which Becker manufactures in Datteln, will now be stocked in Almelo. This ensures that all companies within the group have quick access to them. Trucks can now return loaded — with wire for Becker or fence materials for Bläser. Additionally, posts for Bläser have also been sourced from Almelo for over a year, coming from a new post production line. We roll, weld, drill, powder-coat, and rivet them there.”

BESPOKE MESH

Although Becker and Bläser are now logistically united at one location, they remain separate companies. “Becker produces customized panels for gate infills, panels with various mesh sizes, panels for gabion construction, flat strip panels made from wires and strips, and many other special designs,” says Van Esch, who not only leads Bläser but is also the director of Becker. “All these specials are delivered directly from

Becker to gate manufacturers, wholesalers, and system suppliers. They do not go through Van Merksteijn or Bläser, as that would only add unnecessary steps. Conversely, it is now much easier for Bläser customers to obtain special panels: they simply need to send a sketch, and their sales colleagues can just poke their heads through the door next door to ask how much such a panel would cost.”



RELOCATION

Bläser completed the move last autumn. In November and December, all materials were transported from Kamen to Datteln or Almelo, and during the first week of December, the office staff relocated from Kamen to Datteln. According to Van Esch, the

only change for customers is the address. “But the street name at the new location has again been renamed after the company founder. We are no longer on Wilhelm-Bläser-Straße but on August-Becker-Straße. Nice, isn’t it?” ■

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Marcel
Aehlig



"We have been very strong with plastic front garden fence systems for over twenty years," says Profex Managing Director Marcel Aehlig. "In recent years, however, we have felt an increasing demand for aluminum fences. Therefore, we considered how we could expand our front garden program. It then quickly became clear that our slot fence system, which is very popular as a privacy screen in the backyard, is very well suited for this. Therefore, we are expanding the slot fence series to include front garden models, allowing customers to seamlessly connect their front garden fence to the fence behind the house."

Profex Introduces Alumir Garden Fence

The German fence manufacturer Profex is expanding its range of front garden fences. The company from Uetze near Hanover presented six fence models at the Perimeter Protection, all six intended for the front garden and made of aluminum. With the new models, Profex aims to bring the slot fence – a fence where slats or panels are inserted into posts with a groove – to the front garden.

FRONT GARDEN FENCE

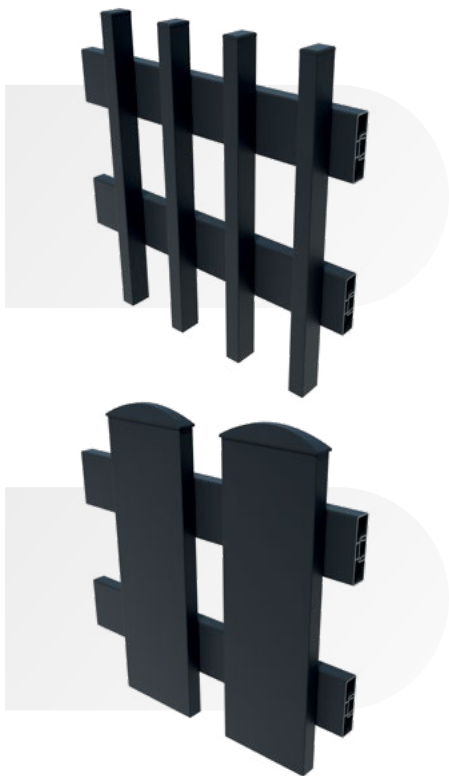
Five of the six new models consist of two horizontal crossbars onto which vertical profiles – the slats – are screwed. The crossbars have a special groove on the back for the screws, over which a cover profile is clicked after the assembly of the slats, so the screws are not visible. *“Screwing the connections has many advantages over welding,”* says Aehlig. *“First, you don’t see any weld seams. Second, we can assemble the profiles after powder coating, allowing us to combine several colors in one fence element. And finally, a screwed element can be slightly ‘pulled’ on the project to adjust it to a slope in the terrain.”*

num Front



MODELS

All models are manufactured with two rectangular, slightly rounded profiles of 25 and 100 millimeters in width. *“These are profiles that we also use for the privacy fence,”* says Aehlig. *“By mounting with different intermediate distances or by cross-mounting the narrow profiles, each model achieves its own unique appearance. They are all very minimalist – which is currently very trendy – but at the same time, the customer can choose between modern and classic.”* The profiles are topped with caps made of cast aluminum. *“Here, too, the details make the difference. There is an angled cap with a 20-degree angle for the narrow profiles. This cap gives the fence a very modern look. But there is also a classic pyramid cap, a flat cap, and a modern round cap.”* The sixth model in the series uses the rectangular infill profiles of the privacy fence, which are inserted horizontally into the grooves of the post together with spacer blocks. *“With these horizontal front garden fence models, we have revived the old Bonanza fence with a modern look.”*



POSTS

The posts for the front garden fence are the universal posts from the existing series of privacy slot fences from Profex. These are aluminum profiles with a 17-millimeter wide groove, in which infill profiles – or now also the elements for the front garden fence – can be inserted from above. There is an aluminum profile of 87 by 87 millimeters with three grooves and a lighter profile of 70 by 70 millimeters with two grooves. The posts with two grooves can be used as end and middle posts, and the profiles with three grooves can also be used as corner and T-posts. A cover profile is available for the unused grooves. Additionally, there is a 120-degree profile for angles from 105 to 135 degrees and a wall connection profile. The posts are equipped with an aluminum cap.

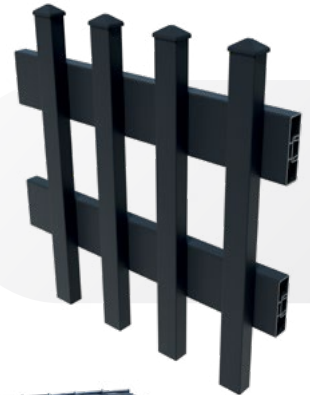
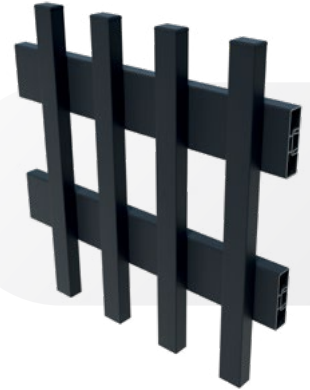
FINISH

All profiles are powder coated in anthracite as standard. Other colors are, of course, possible. For customers who want something special, Profex can also wrap the profiles with a decorative foil. *“This is a technique from the window industry,”* says Aehlig. *“In addition to fence systems, we produce many profiles for window manufacturers; that’s how it all started for us. As a result, we have a lot of experience with lightfast and scratch-resistant foils. With a little delivery time, the customer can choose from sixty different motifs for all profiles. We call these motifs decors. Among them are plain foils with a matte structure, but also decors with a wood grain that are indistinguishable from real wood. We can wrap all profiles of a fence element with such a foil or only a part since the slats are screwed onto the rails. Many customers particularly like the combination with anthracite-coated profiles.”*



PREASSEMBLED

The fence elements are delivered completely preassembled by Profex, but the profiles can also be ordered in 6-meter lengths for fence builders who want to create their own model variants. The front garden fence elements are between 600 millimeters and 1100 millimeters high, in intervals of 100 millimeters. Matching garden gates, swing gates, and a whole range of accessories are also available. "Our diverse LED lighting can also be used for the front garden fence models," says Aehlig. "The new series is simply a great expansion." The new front garden fence elements have been available to order since January. ■



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AES LAUNCHING OLYN video intercom

The Northern Irish intercom manufacturer AES Global has launched a new video intercom called Olyn. This intercom combines advanced features with ease of use, making it suitable for a wide range of users and applications.



“We wanted to design a product that not only meets the needs of tech-savvy users but is also simple enough for anyone to operate,” says marketing manager Oliver Boyd. “This is where the idea for the AES Olyn originated. Our goal was to create an intercom that combines advanced features with ease of use, making it suitable for a wide range of users and applications. This focus on simplicity, versatility, and reliability is what drove the development of the Olyn.”

OPYN

Olyn, according to Boyd, stands for openness, connectivity, and seamless communication. “It suggests a user-friendly interface that is intuitive and inviting, emphasizing accessibility and clear communication. The AES Olyn video intercom offers features like smart home integration, as it is compatible with Alexa and Google Assistant for voice control. It includes Android widgets and Siri commands specifically for operating the system’s relays, allowing quick and easy access. The Olyn comes with its own app that allows users to view the camera feed, activate relays, and answer calls from anywhere in the world. Additionally, the system’s relays can also be operated



using programmable QR codes, keypad codes, and automatic opening schedules. Customers have maximum flexibility. Moreover, the number of users an owner can add is unlimited, making the Olyn suitable for any home or business.”

RANGE

The AES Olyn is part of a new range of IP-based products, all sharing the Olyn branding. It marks the beginning of a new product line, complementing the Praetorian and Cellcom intercoms in AES’s portfolio. “We recognized the need to expand our IP product range to meet the growing demand for more versatile and advanced solutions,” says Boyd. “The Olyn is ideal for users who want an easy-to-use intercom system that still offers a wide range of features. Its small and sleek design makes it a great fit for most locations, while its simple installation and setup ensure that users can get it up and running quickly.” The Olyn is designed for all markets. “It is perfect for single-family homes or standalone residences, offering secure and smart access control tailored to individual needs. But it also works exceptionally well for offices, retail spaces, and industrial locations, as you can easily add multiple Olyn systems and manage them all through a single app. This makes the AES Olyn an excellent choice for a wide range of users, adapting to their specific access and security requirements.”



Niall Kirk & Oliver Boyd

SPECIFICATIONS

The new Opyln intercom is designed to be surface-mounted. "It is housed in a powder-coated aluminium case," says Niall Kirk, AES' Head of Engineering. "The casing has a small and sleek size of 98 millimeters wide, 195 millimeters high, and only 53 millimeters deep. It supports 24-volt DC and 48-volt Power over Ethernet. For network connectivity, it supports Ethernet, WiFi, or 4G, the latter using an external router." Other specifications of the Opyln include up to 128 gigabytes of SD card storage, relays of 3 amperes at 30 volts DC and 250 volts AC, a 2-megapixel camera with night vision, and a motion sensor. The Opyln has been available since last autumn.

- met nachtzicht en een bewegingssensor. De Opyln is sinds afgelopen herfst verkrijgbaar. ■

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MOASURE LAUNCHES 2 SERIES



MOASURE

Moasure stands for motion-based measuring. Moasure uses a sensor unit and an app. The sensor unit contains a gyroscope and an accelerometer, which determine the position of the unit. The measurement data is then sent via Bluetooth to the user's phone, where the Moasure app maps the measurement. Alan Rock started developing Moasure when he wanted to drill through a wall, but didn't have a drill that was long enough. While making complicated measurements with a tape measure and a folding rule, in order to be able to drill from two sides of the wall with the short drill he had available, Rock dreamt of a device that could do the measuring for him.

3D Technologies, a technology company from Warwick, England trading as Moasure, launched two new versions of its Moasure measuring device. They're called Moasure 2 and Moasure 2 Pro and replace the Moasure One. They are more precise and the Pro version allows a longer time between two pause points and has a longer battery life.

"We can continuously develop the accompanying app," says founder Alan Rock. "And we do. But the sensor technology of course doesn't stand still. That's why we've created two completely new sensor units, with a next-generation gyroscope and accelerometer, allowing us to represent distances, areas, and elevation changes even more accurately."

MEASURING

A Moasure kit comes with a telescopic stick. It has a holder for the sensor unit at the bottom and a holder for the user's phone at the top. To measure the fence line, you place the sensor unit in the field at the point where the fence begins and start a new measurement with the app on your phone. "You then just walk along the fence or perimeter line," says Rock. "Each time you place the unit on the ground and pause, a new measurement point is recorded. Once you reach the endpoint, you finish the measurement and see a drawing on your screen showing all the distances between the measurement points, which you can then send to your computer. You don't need gps, wifi or a phone signal – it just works once you switch on the device and connect it to your phone or tablet."





FENCING

“Our Moasure tool turned out to especially suit all industries where outside measurements are needed,” Rock continues. “We sell to landscapers, excavation workers, the playground builders and the golf course industry, because Moasure offers more flexibility and has many more features than traditional measuring tools like tape measures. Some of the features are really

dedicated to the fencing industry as well. You don’t need to walk the exact fence line, but can walk around obstacles. You can ignore points that aren’t needed and you can extrapolate unreachable corners, by extending the two lines into that corner. You can measure slopes and you never need a line of sight. Moasure is truly very useful for fence builders.”



Co-CEOs,
Alan and Mo

Kings
Awards

MOASURE 2 AND 2



PRO

The new Moasure 2 and 2 Pro look the same, but the Pro version features sensors that are even more accurate: The company promises an accuracy of up to 99.7 percent, whereas the base version has an accuracy of 99.5 percent. The Pro also has a larger battery capacity – 10 hours compared to 5 hours. “Moasure 2 Pro offers best-ever accuracy,” says

Rock. “The Pro version also has a Layout function, which does exactly the opposite of a measurement: you can use an existing Moasure measurement or import a csv-file of coordinates, and the app will indicate in the field where the measurement points are situated. We are incredibly proud of the Moasure 2 Series.” ■



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The Association for Fencing Industries (AFI) has announced the next edition of the UK Fencing Awards, scheduled for Thursday, 13 November 2025.

“These awards have become the benchmark for recognising excellence within the fencing sector,” says Pete Clark, CEO of the AFI. “They celebrate the remarkable achievements of businesses and individuals shaping the future of the industry. From pioneering sustainable practices to delivering exceptional customer service and technical expertise, the awards highlight the best and brightest in the field.”



The
countdown
begins:

AFI announces UK Fencing Industry Awards 2025



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WHY THE AWARDS MATTER

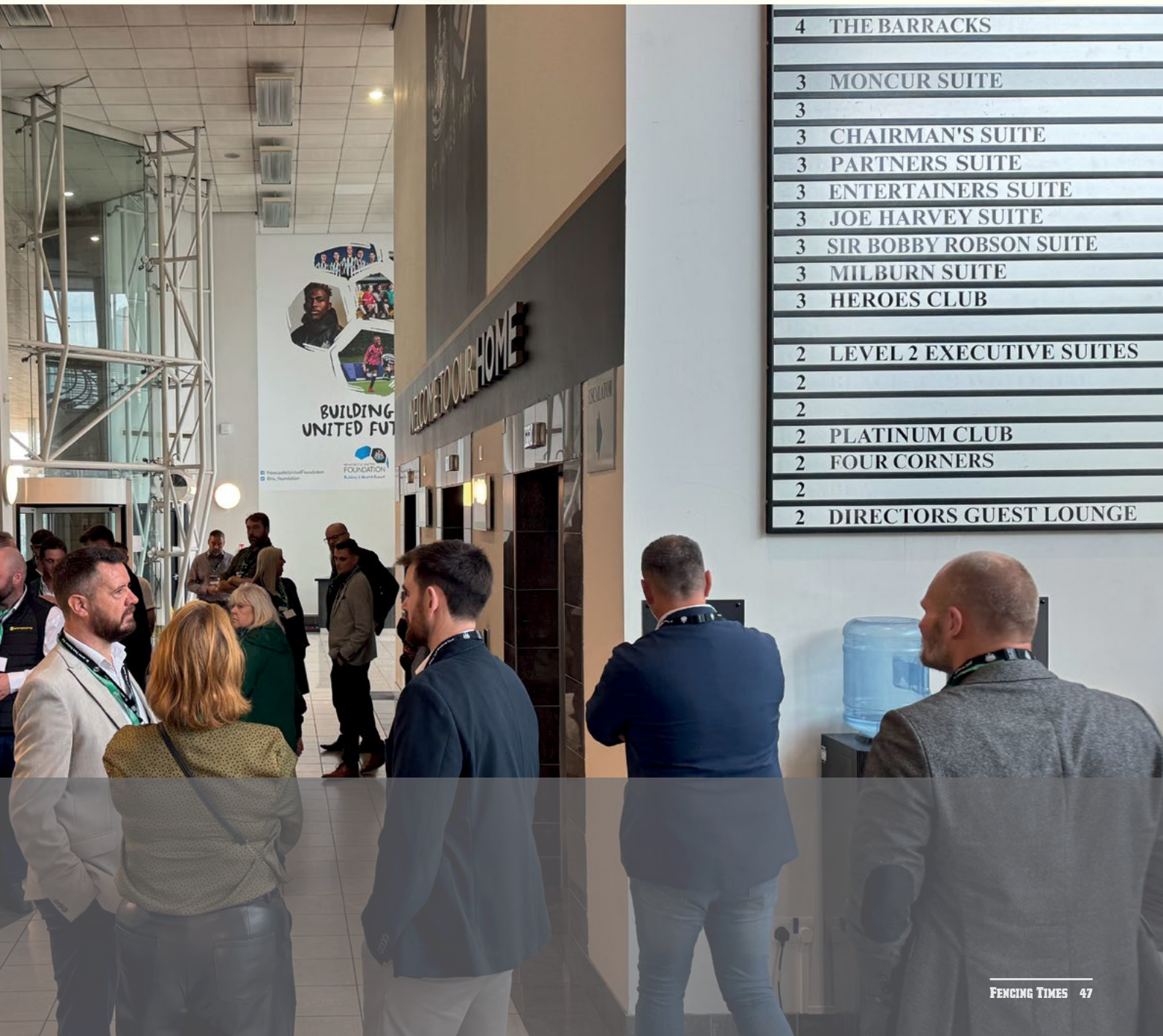
“The UK Fencing Industry Awards are more than just a ceremony,” says Clark. “They are a vital part of the industry’s recognition. By acknowledging the achievements of companies and individuals, the awards inspire others to reach new heights. They shine a spotlight on the value fencing brings to homes, countryside, schools, infrastructure, security, and the broader community, demonstrating the critical role our industry plays in shaping everyday life across the country. As we look ahead to 2025, we’re reminded of the exceptional talent, resilience, and innovation that define the UK fencing sector. The awards offer an opportunity to come together, celebrate those achievements, and set the bar even higher for the years to come.”



SPONSORSHIP OPPORTUNITIES

Many sponsors from the previous edition have already signed up for this year's awards, but sponsorship slots are still available. "This year's awards are shaping up to be the most exciting yet," says Clark. "Sponsoring the UK Fencing Industry Awards offers a unique chance to align your brand with excellence and showcase your commitment to supporting

the industry's growth. Sponsors will benefit from prominent exposure throughout the awards campaign, including event promotions and exclusive opportunities on the night itself. It's an unmissable opportunity to connect with the industry's top professionals and decision-makers."



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3	HEROES CLUB
2	LEVEL 2 EXECUTIVE SUITES
2	
2	
2	PLATINUM CLUB
2	FOUR CORNERS
2	
2	DIRECTORS GUEST LOUNGE

BUILDING EXCITEMENT

Although the AFI has not yet announced the venue for the 2025 awards ceremony, Clark is eager to build anticipation: "We can assure you that this year's event will be unforgettable," he says. "Picture a spectacular setting, where innovation meets elegance, and engineering marvels provide the perfect backdrop for celebrating the outstanding achievements of our industry. It's going to be truly exceptional, so stay tuned for more details as we get closer to the date. In the meantime, we encourage you to

consider how you can be part of this incredible event. Whether you're a contractor, supplier, or innovator in the field, this is your opportunity to shine. If you're interested in sponsorship or would like to learn more about the awards, please contact our team. Mark your calendars for 13 November 2025, and get ready to celebrate the exceptional talent driving the UK fencing industry forward. Together, we'll make this a night to remember. Let the countdown begin to fencing wins!" ■

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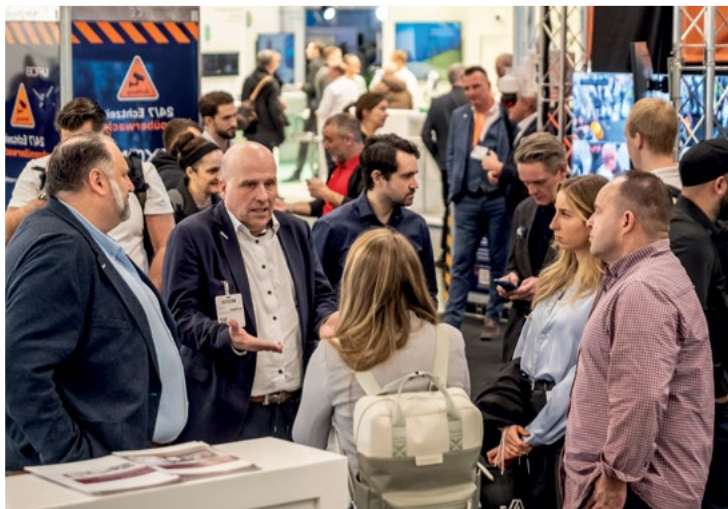
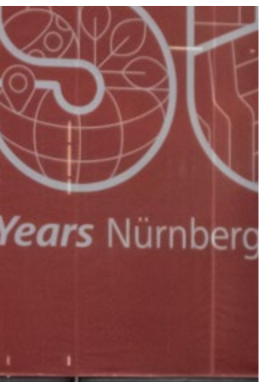
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PERIMETER PROTECTION YET AGAIN A GREAT SHOW





In January, the Perimeter Protection trade show was held in Nuremberg, Germany, for the eighth time. It is Europe's largest fencing trade show. With 220 stands, the offering was larger than at the previous edition. The number of visitors this year was just over 5000 – slightly lower than the last edition, which saw 5389 visitors – but still well above the 4227 attendees in 2020. More than a third of those visitors came from abroad, representing 50 different countries.







We from the editorial team visited almost every stand, which was quite a task. Some manufacturers used the event primarily to strengthen existing relationships, while others went all out with new products and models, which we will report on extensively in upcoming issues. Besides the many products, this year's event again featured the so-called Expert Forum – a stage where various speakers from the (mainly high-)security sector gave presentations. A key topic was the upcoming legislation on critical infrastructure.





There was plenty to do outside the regular opening hours of the show. On Tuesday evening, after the first day of the event, the organizer Nürnbergmesse hosted a party for exhibitors to network. At the same time, system suppliers Bläser and Hadra hosted stand parties, which lasted until around ten in the evening. On Wednesday evening, there were even four stand parties, held by Bläser, Holler, WDI, and Locinox, the latter even featuring live music. Additionally, the purchasing organization Zaunfachmann once again organized the Night of the Fencer – a convivial evening in a restaurant exclusively for fencing professionals.

The next Perimeter Protection will take place in 2027, from 19 to 21 January. ■





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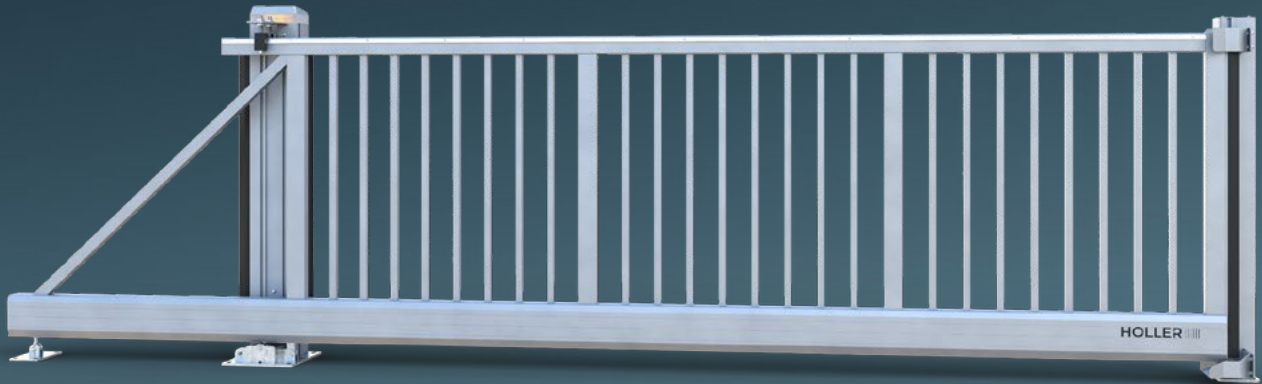
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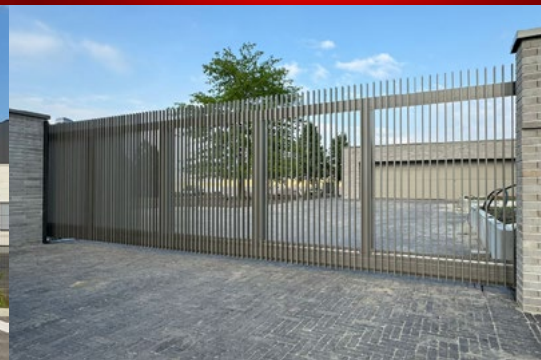
SWING GATES



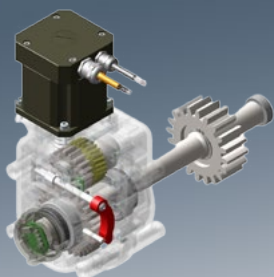
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FENCES NEWS



19 FEBRUARY 2025

FENCES IN THE NEWS

PAGE 1

STATEN ISLANDERS PROTEST AGAINST FENCE



Staten
Island,
USA

On Staten Island, a small island in the state of New York off the coast of New Jersey, controversy has erupted over a new fence spoiling the view for Staten Islanders. Normally, here at the editorial office, we find fences often more appealing than anything else in the area, but in this case, we side with the complainers. The new fence is on a bridge built over a narrow stream that flows into a lake in a park. Until recently, anyone walking across the bridge enjoyed a beautiful view of the lake and park. However, apparently, a new law was passed in New York requiring every pedestrian

bridge over roads, railways, or waterways to have a high fence to prevent New York's youth from throwing stones or other debris onto trains, cars, and boats. The New York Department of Transportation (DOT) was dutifully enforcing the law. But the Staten Island bridge does not cross a waterway—the stream is barely navigable by canoe. And if the DOT had chosen a somewhat attractive fence, it might have been different. But the ridiculously high fence installed here makes every passerby feel as though they are walking in a prison yard. Tear it down, DOT folks — you went a bit overboard on this one. ■



HARRY POTTER VIADUCT GETS HALF-MILLION FENCE

Inverlochty,
Scotland

In northwest Scotland, where the railway from Mallaig to Inverlochty crosses the Finnan River, stands the Glenfinnan Railway Viaduct. This viaduct has always been well-known, with numerous movie scenes filmed there over the years. Since it appeared in the Harry Potter films, however, it has become world-famous. Several near-accidents have occurred as fans walked along the tracks seeking the best photo spot, failing to notice approaching trains. To prevent such situations in the future, fences are being installed on both sides of the viaduct. Network Rail, the manager of Britain's railway infrastructure, is investing half a million pounds in a five-kilometer fence. *"The investment will help secure the railway and keep the public safe as they enjoy the world-famous views of the viaduct and surrounding scenery,"* said project manager Hayley Simpson in a statement. Nice project. If the Scottish fencing contractor who won the job reads this: take a few photos and send them to us! Especially if you see the Hogwarts Express pass by. ■





Andhra Pradesh, India

And now for our monthly update on elephant fencing: In Andhra Pradesh, in southern India, local authorities are prioritizing the construction of solar fencing and trenches to protect both elephants and farmers. Solar fencing here refers to electric fencing powered by solar energy. According to the authorities, it is safer than the 220-volt mains electricity many farmers use to keep elephants from trampling their crops. This decision came shortly after an elephant was electrocuted and died. Another measure involves equipping elephants with GPS trackers to drive them back to their reserve if they get too close to farmland. Here at the editorial office, we have an idea of how effective these solar fences will be at stopping elephants: not very. Based on our previous reports on elephant fencing, weak currents at best cause mild irritation to an elephant's trunk. But we do not know exactly what equipment is being used in this case, so we remain hopeful, even though we think trenches and GPS trackers will work better. ■

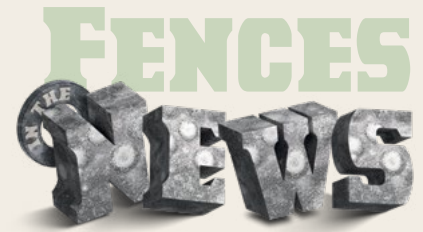


BBC ATTACKS THE FENCING INDUSTRY

London,
Great
Britain

The British public broadcaster BBC, increasingly acting as a propaganda channel for left-wing activists, attacked our industry in November. In a detailed article published on their website, they claimed that fencing harms wildlife and that our clients should consider alternatives. As their first example, they cited the 186-kilometer border fence built in 2022 through Poland's Białowieża Forest to stop migrants from Belarus. This fence also prevents bison, wolves, and lynxes from crossing, which, according to the article, reduces genetic diversity (thus promoting inbreeding), making animals less resilient to disease. The article does not specify the size of these animal populations or at what numbers inbreeding becomes a danger. But it does assume damage has occurred. In our view, this is pure sensationalism. But we are

fencing professionals, not journalists. Later in the article, an assistant professor at the University of Washington estimates that there are over a million kilometers of fencing in the United States alone and repeatedly emphasizes how terrible this is—again, without providing concrete figures or evidence of actual harm. The author completely “forgets” to mention that thanks to fencing along roads, many animals are spared from being run over, or that many animals are protected because predators cannot cross or enter fences around reserves or parks. So here is our random, unsupported claim: the benefits of fencing far outweigh the drawbacks. Our advice to our readers: consider finding another source for your daily news other than the BBC, and keep building fences. ■



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