

# FENCING TIMES

*XL Edition*

*2023, Issue 9*



New **privacy slats**  
from **Gardenode**

**Came launches**  
**4G intercom**

**Holler makes**  
**configurator**  
**available online**

**New aluminium**  
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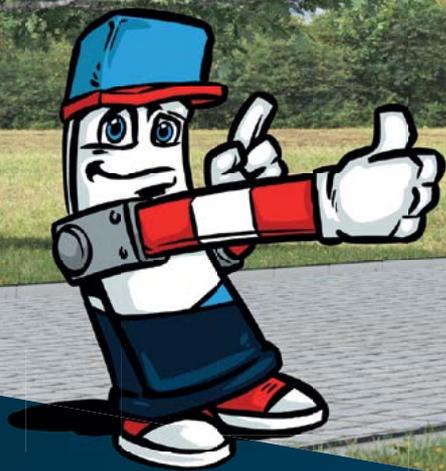
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# Business cards are no longer changing

**I**f you walk around any trade fair in our industry, whether it's Fencex in England, Paysalia in France or Perimeter Protection in Germany, you'll hear the same old joke a few times during every occasion: "You always come across the same people here, but they have a different business card each time."

The statement still holds true to an extent. There will always be a few people who have switched from one company to another since the last occasion when that fair was held. But here at the editorial team, we don't feel that there is a lot more job-hopping going on now than previously. Instead, it seems less.

And, if you think about it, that's rather strange. Because at a time when everyone is desperate for staff, you'd expect staff to actually be changing jobs at a greater rate. When you know everyone in the industry is dying for staff, then applying is easy. You can ask for a lot. A much bigger salary for example. Flexible hours. Working-at-home days. A grander company car.

Apparently, something is holding people back. As regards those employees who get on really well with their current boss, we totally

understand. If you're 100 per cent satisfied with your job, are paid fairly for what you do, have nice colleagues, a boss who appreciates you and if it's more fun at work than at home, then you'd be daft to look elsewhere.

But we also see a load of cases where that's not how it is. Both inside and outside the sector, by the way. Like when we run into someone and consciously decide in advance to definitely not ask the question "How's it going at work?" because we'd be showered with a torrent of complaints.

The boss is a slave driver, never satisfied with what is achieved and always wants more. Colleagues are lazy good-for-nothings who only work when the boss is watching and otherwise spend all day scrolling in Facebook. Hasn't had a pay rise for 5 years and to make matters worse, the customers are also chronically dissatisfied and you can guess in whose lap all these complaints end up.

But if you then go on to ask: "Why don't you quit then?" There are jobs ripe for the picking. At least look for something that's fun!" – then you suddenly see a kind of panic in their eyes.



"Whaaat? Look for another job?" And then they produce any number of excuses as to why they'd be better off staying where they are.

Evidently, looking for a new job is verrrry nerve-wracking for a lot of people. And from one point of view, we can understand that. You have to adapt yourself to a new team, you have to show them what you can do, and you still have to wait and see if the new job is really as much fun as the job description suggested. A lot of changes will be coming your way and most people don't like that experience.

But if you're not enjoying your current job, what have you got to lose? In hard times, when jobs are scarce, we understand if you prefer to sit tight where you are. A bad job is better than none at all. If employers have a lot of candidates from whom to select, then a CV with a few short-term jobs – or even gaps – doesn't really work in your favour.

But in today's circumstances, when there are almost no companies without unfilled vacancies, you'd expect people to be more inclined to try something new. Especially if they're not enjoying their current job. Because if the new job is also not to your liking, you can quit during your probationary period and choose from among a dozen other jobs again.

For employers, on the one hand, it's good, of course, that staff don't vote with their feet at the first hint of dissatisfaction. Especially in times when finding a replacement is nearly impossible.

But, at the same time, it's also rather a pity. Because it also kind of puts shackles on your business. A certain amount of throughput in a company is very healthy. New people bring new ideas with them. New energy to tackle things that have been left unattended

for years. It also forces you to keep thinking about how you can make your company attractive to new colleagues.

It's also an opportunity to have a serious discussion with colleagues who are underperforming. Often you don't dare to do that because of worries about them leaving. The chance of finding a replacement is less than the chance of encountering a polar bear in the Sahara.

It also forces you to keep rewarding and motivating your best people to become even better. If you sense that they'll stay put anyway, there's a big chance that you'll allow them to doze off. And just keep doing what they have to do, but no longer bringing the energy they used to have.

We've no idea how this trend ought to be broken. Or whether it can indeed be broken. There's no hidden message lurking behind this column either, it's simply an observation of a phenomenon in the market, which caught our attention. Whatever happens to the job market and whichever company you work for – we'll just keep on typing articles, so you can always read (on your boss's time) the Fencing Times. ■



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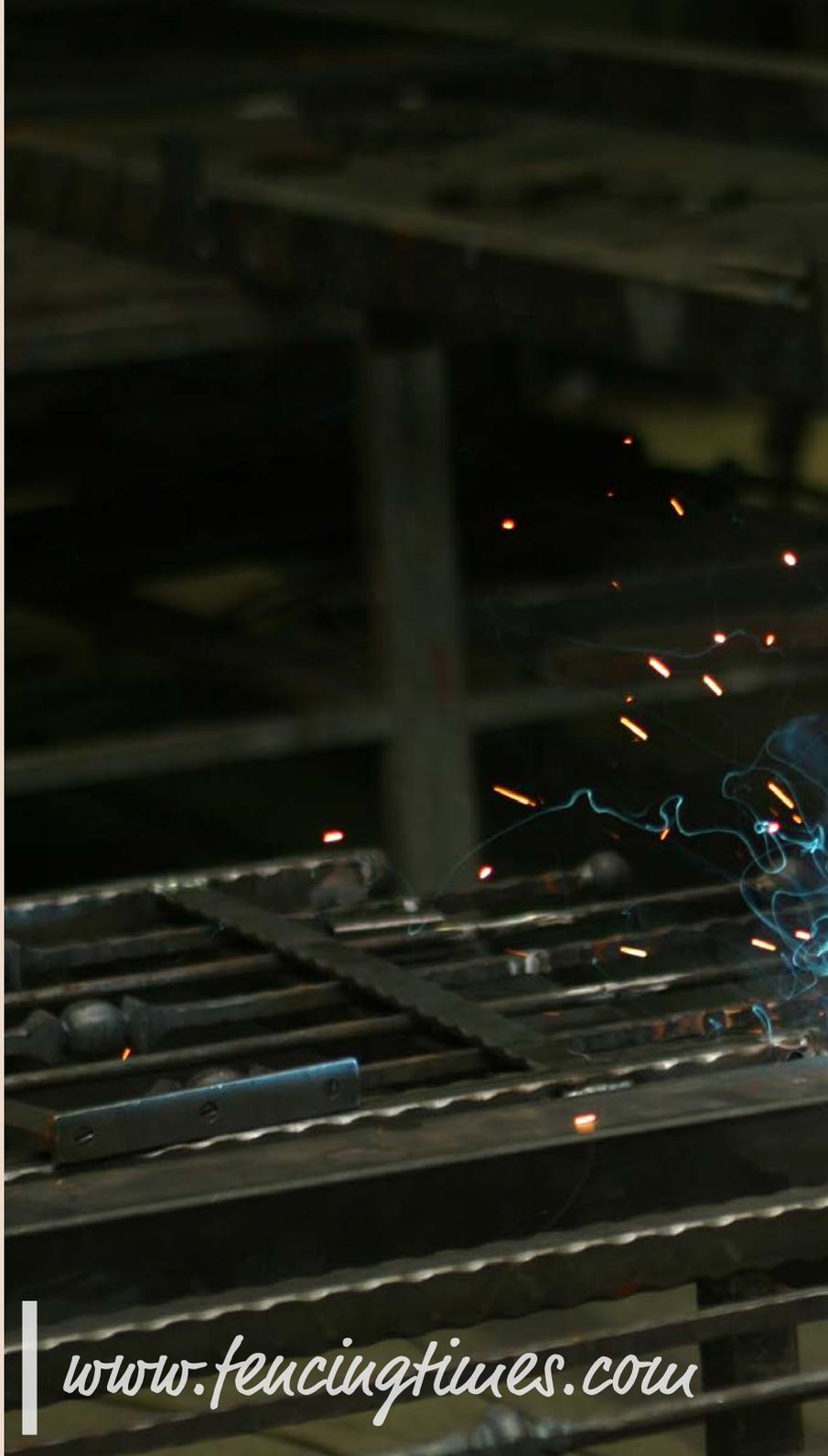
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## Fencing Times

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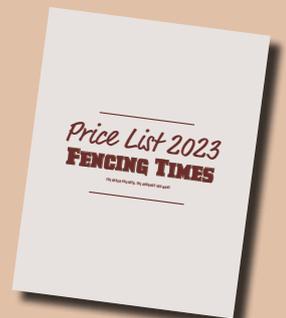
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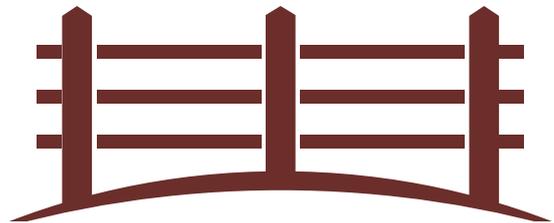
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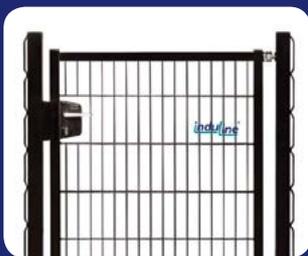


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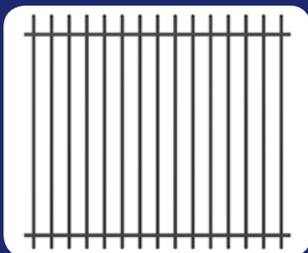
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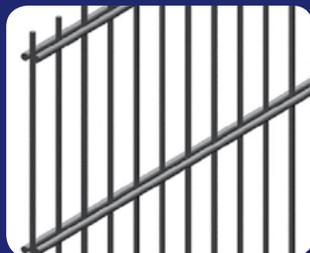
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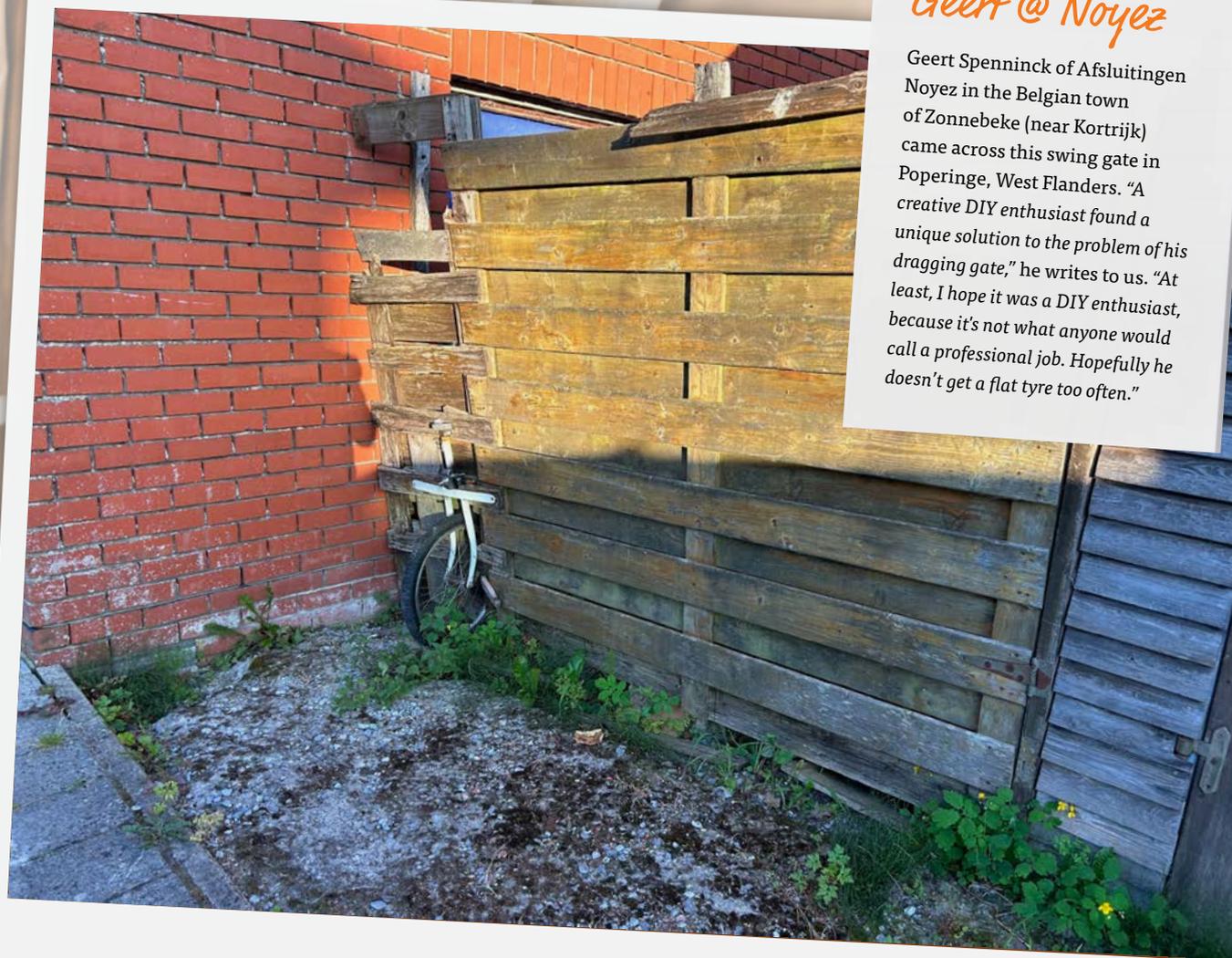
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# FENCE POST

## *Geert @ Noyez*

Geert Spenninck of Afsluitingen Noyez in the Belgian town of Zonnebeke (near Kortrijk) came across this swing gate in Poperinge, West Flanders. "A creative DIY enthusiast found a unique solution to the problem of his dragging gate," he writes to us. "At least, I hope it was a DIY enthusiast, because it's not what anyone would call a professional job. Hopefully he doesn't get a flat tyre too often."



[fencepost@fencingtimes.com](mailto:fencepost@fencingtimes.com)

Have you got a tip for us? Or taken part in something great that you want to share with the market? Spotted a beautiful fence or a beautiful gate? Or perhaps a really ugly fence, which you turned into a great photo? Let us know and share it with your colleagues in the sector.



## Cathrin @ GC

Cathrin Lehmann of GC Zaunservice in Schwielowsee, near Berlin, sent us this photo. It's a gift bag decorated with a fence design. "Would you have thought that such a thing existed, if you wanted one? I wouldn't have. When I saw it in the shop, I could hardly believe it. But it was great timing, because my boss's birthday was coming up. My gift was beautifully presented." Nice work, Cathrin! We'll send you a list of birthdays of the editorial team.



## Nicole @ Stäblein

This summer, Nicole Leonhardt of Zaunbau Stäblein in Hanover spent a day in Quedlinburg, a village in the Harz region whose historic centre is known for its 2100 half-timbered houses from eight different centuries, which line narrow laneways and little cobbled squares. As befits a good fencing installer, Nicole didn't look at the half-timbered houses but at the fences in the village. Like this one, a completely unremarkable fence around a little church. Well, the fence is old and no longer that nice-looking, but if you look closely you can see that the middle picket has a little cross on it, which is a bit unusual. We on the editorial team think that the most unusual thing is that the cross hasn't broken off yet. Apparently there aren't that many vandals in Quedlinburg. It seems that, in their place, the village has lots of dog owners who are too lazy to clean up after their dogs and need a sign with a graphic image to remind them to take their dogs to do their business somewhere else. Thanks for the photo, Nicole!

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### Johannes @ Zaunteam

In a previous Fences in the News segment, we wrote about a team of volunteers who removed a mile and a half of old wire mesh fencing from the Gila Wilderness, a national park in New Mexico. In that report, we wondered what you call someone who uninstalls fences, rather than installs them. Johannes Gerisch, a project manager from Zaunteam Willimann in Eich, Switzerland, responded by sending us a line from one of his quotations. Literally translated, it reads: "Expert dismantling of your fence by our qualified dismantlers." It's a good solution, Johannes. Quotations don't always have to be deadly serious. Thanks for sending it in.



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## *Photo of the month*

Ina Zentara of Zaun & Tor Zentara in Aspach, near Stuttgart, was on the Croatian island of Murter this autumn and came across this sliding gate. If you take a careful look through the fish, you can see the Adriatic Sea in the distance. A lovely photo of a lovely gate, Ina – thanks! This month's construction radio will be heading to Aspach.

Have you seen a nice fence or gate, or installed one yourself? Send us your photos!





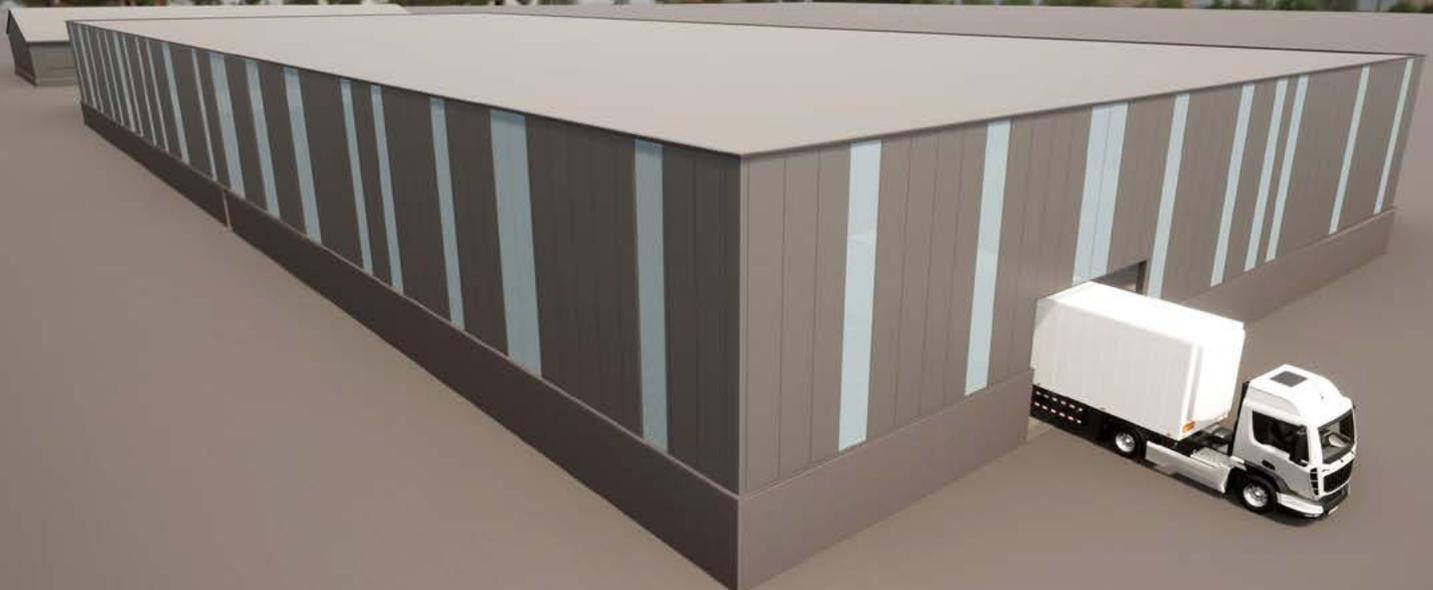
# Heras expands manufacturing facility in Oirschot

**D**utch company Heras is expanding its manufacturing facility at its headquarters in Oirschot, near Eindhoven. The company is investing 10 million euros in the construction of a new hall with an automated laser and welding line. The new line will increase Heras' capacity and productivity as well as shorten its lead times.

*"We have ambitious growth plans,"* says CEO Emmanuel Rigaux. *"Having already upgraded and automated two of our factories*

*for mobile fencing, the expansion in Oirschot is a key follow-up step for putting those plans into effect. The investment will not only enable us to better serve our customers, but also to operate more sustainably. It's an investment that will strengthen our distinctive place in the European market."*

The new hall will be 5000 square metres in size. Heras is creating space for it on its own site in Oirschot. Construction began in August and the new line is scheduled to come on stream in the third quarter of 2024. ■



# British sector gets together at Fencex

**O**n the second Wednesday in October it was time for the eleventh edition of English fencing trade show Fencex, held at Stoneleigh Park near Coventry. This year the trade show took place in Hall 1 for the first time; previous editions have been held in Hall 3, the Warwick Suite. This most recent edition was one of the most international ever, with manufacturers from Turkey, India, China, Belgium, Italy and Spain amongst the 40 exhibitors. It was the final time that the trade show, which attracts a few hundred attendees every two years, was organised by the current team headed by Ian Law. Earlier this year, the Association for Fencing Industries (AFI) acquired a majority stake in Fencex and will be responsible for organising future editions. ■



# Van Merksteijn acquires Siddall & Hilton

**S**iddall & Hilton Products, a British mesh panel manufacturer based in Brighouse, near Leeds, was acquired this summer by Dutch fencing and reinforcing steel manufacturer Van Merksteijn, from Almelo.

The company, which was founded in 1895, had been in the hands of the management since 2019. A number of the shareholders

wanted to retire, and so looked for a buyer. The buyer they found was Dutch company Van Merksteijn, a manufacturer of various products including wire for mesh panels, the mesh panels themselves, fence posts and gates. Prior to the acquisition, the company was both a supplier to and customer of Siddall & Hilton. Van Merksteijn already operated in the UK with a branch in Crewe. That branch will continue to operate independently.



# Binns Fencing back under family ownership

**A**dam Binns, the grandson of the founder of Binns Fencing has brought the business back into family ownership, after acquiring the majority shareholding from former major stakeholder Zaun, a fencing producer from Wolverhampton.

John Binns set up the eponymous company in 1937, his grandson Adam joined the family fencing business in 2001. In 2015, following a period during which both companies worked alongside each other in the prison industry and for other high security sectors, Adam Binns sold a 73 percent shareholding to Zaun Limited. "At the time, it looked like a natural move to join forces with Zaun," says Adam Binns. "We are a PSSA<sup>1</sup> approved installer and they produce PSSA approved fencing types, like their ArmaWeave."

Commenting on the return to family ownership, Binns continues: "While both businesses have benefitted and flourished from the deal negotiated 8 years ago, there has always been some trepidation from the market about the link between the two companies and possible conflict of interest. With Binns Fencing firmly back under family control, these potential barriers have been removed and each business is now free to further develop its relationships with customers and suppliers. With the additional support of Chris Hackett, our commercial director, who becomes a minority shareholder, we look forward to continuing to drive the company forward maintaining the values and principles that have been ingrained in the business over the last 86 years." Zaun owner and managing director Alastair Henman retains minority shares in Binns Fencing. ■

1) The Perimeter Security Systems Association (PSSA) is a British association for businesses specialising in the provision and implementation of high-grade perimeter security solutions, including hostile vehicle mitigation.



Adam Binns

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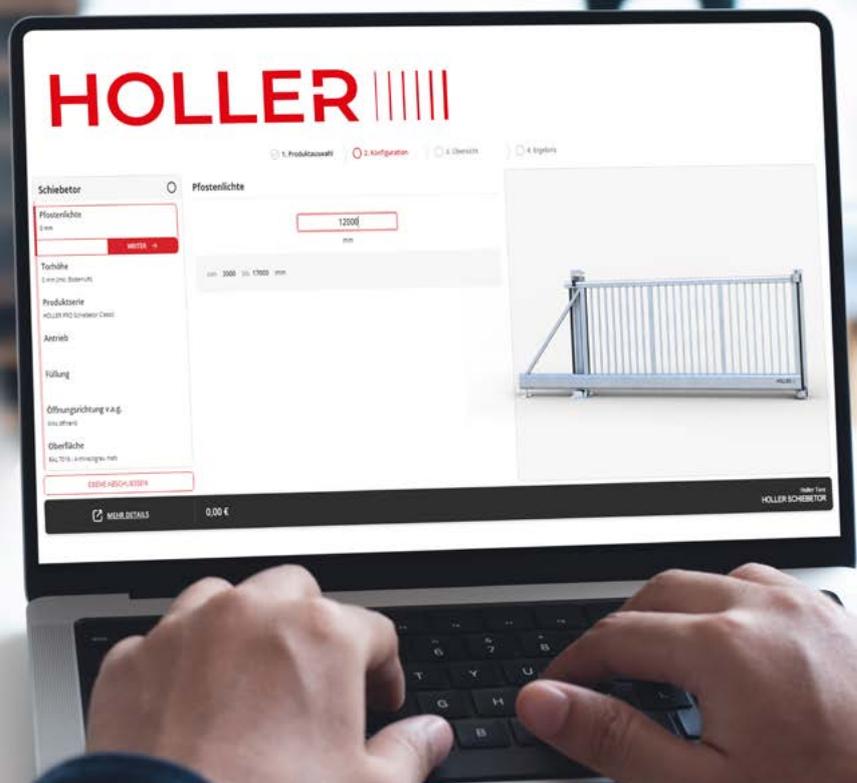
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# Holler makes configurator available online

South Austrian sliding gate manufacturer Holler Tore, from Leibnitz, not far from Graz, has added a gate configurator to its website. Clients – and even end customers – can now use it to design their gates online.

**“W**e’ve been working with our own configurator for years,” managing director Lisa Holler says. “We can create quotations with it very quickly, complete with drawings for sliding and swing gates. Our major customers were already using it too. We’ve now made an online version of the configurator, so anyone who needs a gate can configure it on the website.”



## CONFIGURATOR

Using Holler's configurator, the user can first select a gate model and then configure that model according to their own precise requirements. "Obviously you can specify the width and height," Lisa Holler says, "but you can also choose the infill, the drive, and all accessories. It only takes a few minutes to complete, and then the computer automatically makes a price calculation and produces the required drawings. You can save each quote, so you can reload it and make further changes if needed. And once you're ready to order, it takes just a single click. The order is sent straight to the factory, with no chance of any errors being introduced in the meantime."

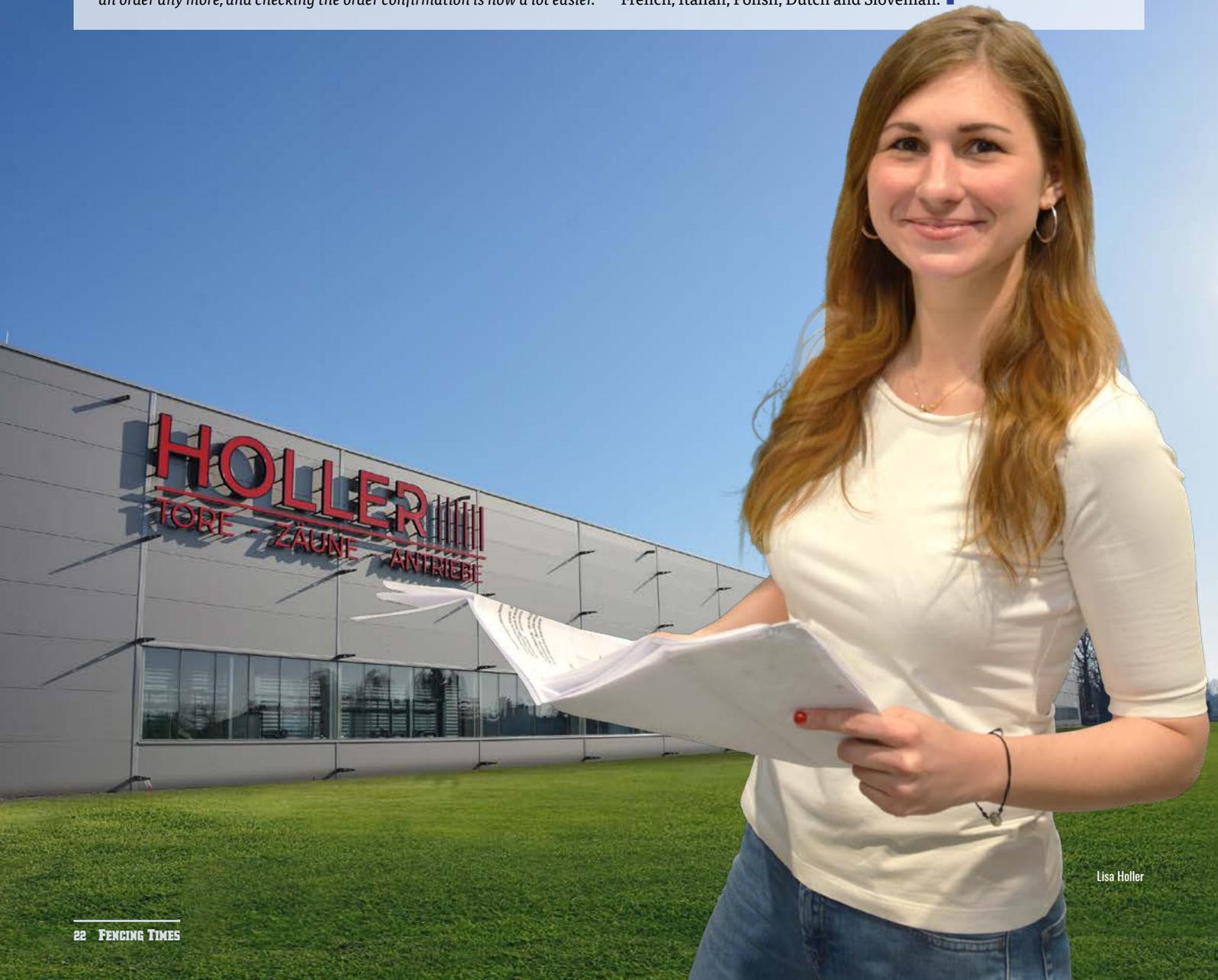
## ADVANTAGES

"We save our customers a lot of time with the configurator," Lisa Holler says. "You no longer have to do your own calculations, or make changes to the dimensions in drawings. You're guided through the process step by step; you can't forget anything. There's no need to copy a quotation over to an order any more, and checking the order confirmation is now a lot easier."

*It's also easier for our office staff, who no longer have to take the order and enter it into our system. And all of this is available twenty four seven – the configurator isn't bound to office hours. Fencing installers who want to finalise quotes or orders in the evening or on Saturday can simply get on with it."*

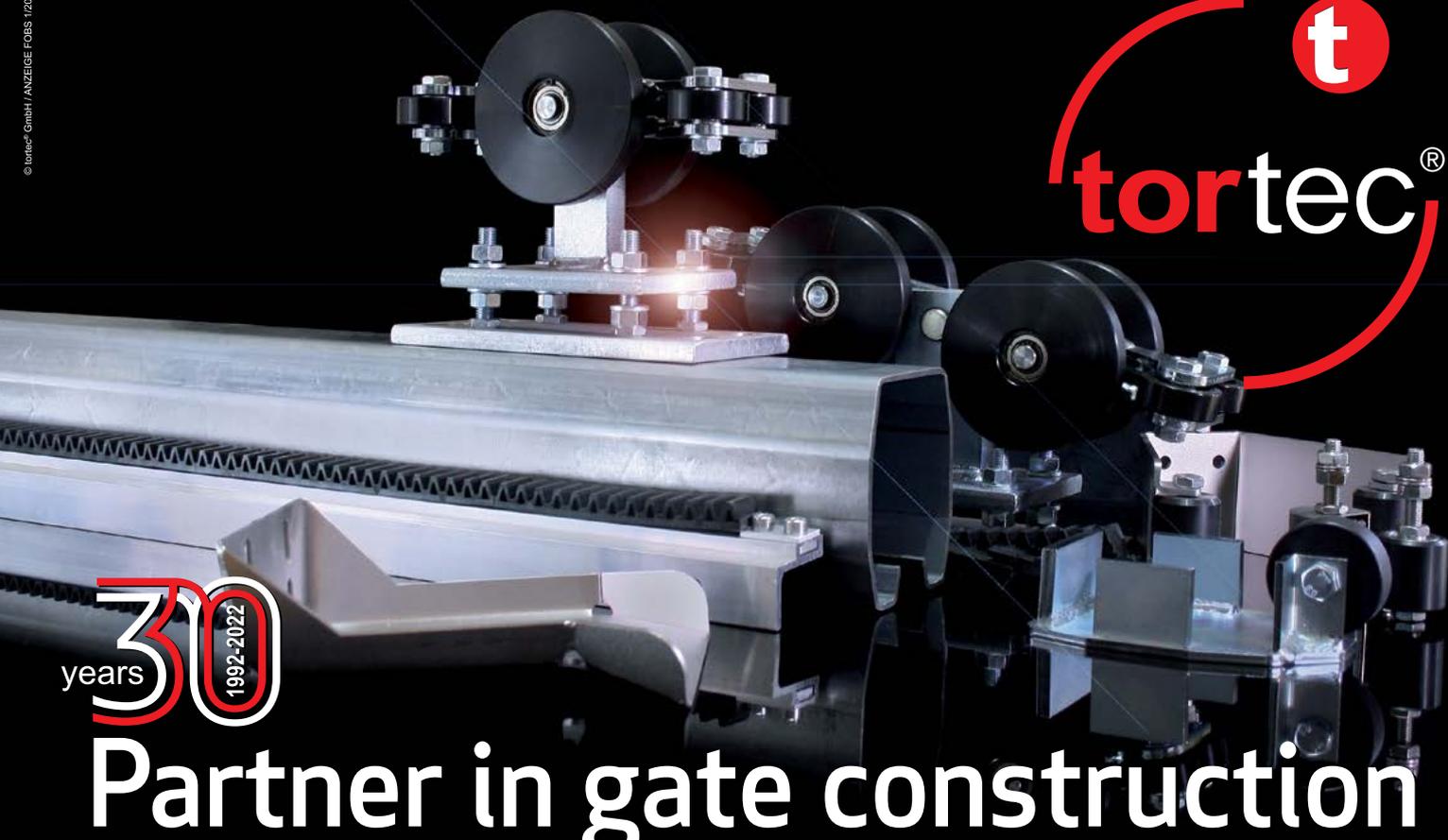
## ONLINE

With the configurator now online, it's available to everyone. "Everyone has access to the configurator," Lisa Holler says. "It's on our website, alongside the products. If you're a registered user then you can print a quotation out right away with all the drawings, or have it sent to you via email. If you're not a registered user, you'll see a button you can use to request a quotation. Requests from end customers are forwarded to the closest fencing installer; requests from new fencing installers are sent to our representatives or dealers, who then get in touch with them immediately." The configurator is available in German, English, French, Italian, Polish, Dutch and Slovenian. ■



Lisa Holler

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# TAM is now Tam Tor- & Zaunsysteme



Fencing manufacturer TAM, from Dingelstädt in central Germany, began selling its fences and gates under the new sub-brand TAM Tor- & Zaunsysteme this summer. This move forms part of a major rebranding process.

**“W**e started out in agricultural technology and mechanical engineering,” managing director Mario Görke says. “That’s also where our name comes from. Our full name translates to Thuringia Agricultural Technology and Mechanical Engineering – we added fences and gates later on. But things change, and for years now the fencing division has been the biggest in our company. In the course of last year it became clear that we needed to give that department the focus it deserves. We’ve invested in a new welding robot and other machinery, and we scheduled the rebranding for this year, so now the fencing and agricultural divisions are separate in terms of brand as well. This will enable us to better reach fencing installers and dealers.”





**TAM**  
*Tor- & Zaunsysteme*

Katrin Kunert,  
Reinhard Senger  
and Mario Görke



### TAM TOR- & ZAUNSYSTEME

*"We made immediate use of the opportunity to redesign our entire corporate identity," marketing manager Katrin Kunert says. "We started by creating a new general TAM logo. It still includes the basis of the previous logo, but it has a bit more of a modern, minimalist appearance. Then we created a sub-brand: TAM Tor- und Zaunsysteme. This has its own version of the new logo, in its own colours – moss green and anthracite. It means that you can still see that we're all part of the same company, but we communicate different emotions: modern design represents future-proofing, and a clear structure stands for reliability."*

### WEBSITE

The fencing division now also has its own website, separate from the rest of the company. *"The new website is only about gates and fencing,"* says Reinhard Senger, the head of the fencing division. *"It doesn't just cover the products we make; we give insight into the manufacturing process too. TAM didn't just start making gates and fences last week – we have 30 years of experience to draw on. All of these aspects, combined with the contact persons listed online and the product information we provide, create a well-rounded whole. Go and take a look."* ■



# HOLLER

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# IN2 Access starts distribution of Comlink



Derek Foreman

**I**N2 Access & Control, a provider of access control and automation products from Oswestry in Shropshire in the Midlands, has announced a new partnership with Comlink, a Swedish developer of wireless monitoring and control devices. Under the new partnership, IN2 Access will become the distribution partner for Comlink in the UK.

*“The Comlink system was developed for gate installers, so they are better able to plan regular gate maintenance and can fix malfunctions more quickly,”* says IN2 Access managing director Derek Foreman. *“At the same time, end users are able to use the system as an access control system to manage their gate remotely. The system consists of a small box, called Cloud Unit, that’s connected to the gate controller, a cloud service, and an app. The box transfers all data from the gate to the cloud via the mobile network. It saves both the owner and the maintenance technician a lot of unnecessary trips to the gate. The owner is able to see remotely whether the gate is open*

*or closed. They can programme the annual clock remotely, or add new users who can then use their mobile phones to open the gate. Service technicians can see the gate’s current status remotely, or see how many times it has already opened.”*

The more data an installer has, the better – and above all the faster – he can help the customer, according to Foreman.

*“How often does a technician drive all the way to a gate when a malfunction is reported, only to find out once he gets there that it’s just that the photocell’s lens is a bit dirty? And then you get a dissatisfied customer who didn’t want a big bill for call-out charges for such a small problem, and an unhappy technician who was called away from his other work for something trivial. With Comlink, you can log on to the gate as soon as the customer calls to report the problem. You can immediately see that there’s a problem with the photocell, and the customer can clean off the lens. The photocell is a simple example of this – the more information you have, the more issues you can solve remotely. And if you can’t fix them remotely, you often have a better idea of which parts you need to take with you. End customers are happy to pay a premium on their maintenance contracts for this fast service. We are really thrilled to now be supplying these products in the UK.”*

For Johan Borg, CEO of Comlink, the new partnership with IN2 Access feels as a natural fit. *“IN2 Access is a well-established distributor in the UK with a focus on delivering innovative and high-quality products to its customers in the access control industry,”* he says. *“IN2 Access’ expertise in access control and automation solutions makes them an ideal partner for us. We look forward to working together.”* ■



Johan Borg

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# Del Ponti markets plastic, long-lipped brackets

Del Ponti, a Belgian parts manufacturer from Hechtel-Eksel in Limburg, is expanding its range of long-lipped brackets this autumn. In addition to the existing straight brackets, there are now also end and corner brackets.

“**T**he straight, long-lipped plastic bracket<sup>1</sup> that we launched earlier has been a great success,” says co-owner Luc Witters. “It’s strong, lightweight and attractively priced compared to metal brackets on the market. It’s already in high demand. That’s why we’re now completing the series.”

1) See box on the next page



Luc Witters and his business partner Geert Camps

## FIBREGLASS

The new brackets are made from polyamide, to which fibreglass has been added. "That's a technology derived from the aviation industry," says Witters. "The fibreglass component makes the brackets as hard as nails. Literally, ha ha, because they're just as strong as the metal brackets on the market. Even stronger, perhaps. The glass fibre in the mixture also makes the brackets extremely light. That's highly practical, no more heavy boxes for you to lift. At the same time, the polyamide in the mixture keeps the material flexible and wear-resistant. You can secure the bracket to the post anywhere you like with a self-tapping screw – and you can transport them loose in a bag or crate, without worrying about the coating getting damaged."

## 360 DEGREES

The new corner brackets in the series are special. Unlike the metal brackets on the market, they don't have a large outer corner and a small inner corner, but consist of two identical parts. These are designed in such a way that not only can you make 90-degree angles with them, but any other angle as well. To enable this, the ring around the post forms only half of the height. You can put one bracket upside down on top of the other so that together the two of them form a single corner bracket. By then turning the two brackets, you can create any angle you like. In addition to the corner bracket, there is now also a new end bracket. Furthermore, the existing straight bracket has been modified slightly, so that it now clamps the wire panels even better.

## COLOURS

All the bracket variants are stocked in black and green, but Witters encourages customers to enquire about special small runs in other colours. "Many people think you have to order tens of thousands of brackets, because otherwise a bracket in a special colour will be unaffordable," he says. "But we've invested heavily in efficiency in the last two years and we can now make colour changes fairly easily. If you need two or three hundred brackets in yellow, blue or red for a project, we can definitely make them. They will, of course, be slightly more expensive than the black or green ones, but certainly not prohibitively so. Incidentally, the same goes for all plastic caps and brackets in the range, not just the long-lipped brackets." The new corner and end brackets have been available to order since October. ■



## Long-lipped bracket

Long-lipped brackets are a typically Dutch product and get their name from the extended lip. They were invented in the 1990s for securely fixing twin-wire panels – at the time a new phenomenon in the Netherlands – to round, 60 mil diameter posts. The idea being that every fencing installer could be expected to keep those posts in stock for mesh fencing. The bracket enabled fencing installers to easily expand their range to include mesh panels, without having to add extra posts to the range in addition to the panels. The long lip encircles two vertical wires of the twin-wire panel thus preventing it from moving between the posts. Unlike the majority of other post types, when using the long-lip bracket, the mesh panels are not mounted in front of the posts but between them. Up until now, the brackets had been stamped out of a steel strip. As soon as the bracket for round posts gained in popularity, variants for 60 by 40 rectangular posts and square 60 by 60 posts also arrived so you could use them for installing a fence that looks the same as a double bar fence with round posts.





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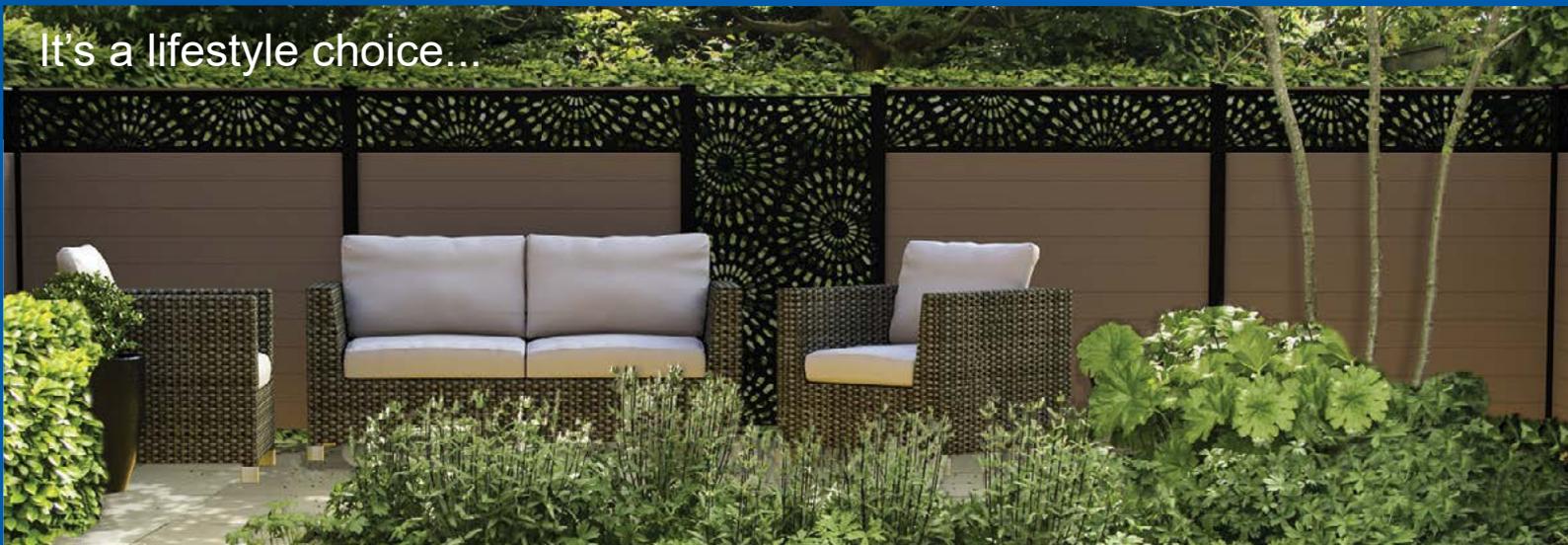


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# Berner brings swing gates to the market

Drive and gate manufacturer Berner, from Rottenburg am Neckar near Stuttgart, is expanding its range of gates. In addition to sliding gates and fence panels, the company now supplies aluminium swing gates in the same line.





“**I**n France, for some time now swing gates have regularly been used as a more economical alternative to sliding gates,” managing director Frank Kiefer says. “We’re now seeing demand developing in Germany as well, so we’ve brought swing gates to the market alongside sliding gates, under the name DT-Live.”

#### **INFILL**

The new gates, constructed entirely of aluminium, are available in a range of options: “We have infill made from extrusions, and from smooth aluminium sheets,” Kiefer says. “With the extrusions, we can install the slats in the frame both horizontally and vertically. We do this with spacing in between as standard, but we can also install the slats up against each other with no gaps. This produces an infill that’s completely closed, with the appearance of a panel. But we can also manufacture a closed infill from smooth sheets, for those who prefer it. With the slats, customers can adjust the spacing according to their own preference.”

#### **BOLTED**

In line with the sliding gate and fencing models, the aluminium profiles in the swing gates are not welded together, but inserted into each other and then screwed together. “Obviously we make

Frank Kiefer





sure that the screws aren't visible," Kiefer says. "The big advantage of using screws is that there are no welding seams to hamper the appearance. It's just as sturdy; the construction is indestructibly strong." The new gates can be supplied with gate posts, which can be set in concrete foundations, or with a profile for installation on existing pillars. "The profile ensures that there's no gap between the pillars and the gate leaf, so you can't see between them."

### SPECIFICATIONS

The new swing gates are supplied with three hinges per gate leaf as standard. "This means that not only do they comply with the standard, but they open smoothly and quietly," Kiefer explains. The gates are available in widths of up to 5 metres and heights of up to 2,100 millimetres. Single and double gates are available. The double gates can also be supplied with asymmetric gate leaves. All gates are custom-made to order. Customers can choose from 26 standard colours at no extra cost. Special wood-look and rust-look coatings are available too. ■



# Hadra now AES's German importer

**A**s of last summer, Hamburg-based German fencing wholesaler Hadra is the importer for Northern Ireland intercom manufacturer AES Global, based in Cookstown. "Our wireless intercoms are popular in Germany," AES sales director Ray Holgate says, "but it's hard for us to serve the German market from Northern Ireland. So we went in search of a strong partner – and we found Hadra."

"With seven branches across the whole of Germany, Hadra is close by for every fencing installer," Holgate goes on. "Not only do they have an extensive sales team with both internal and field staff who are able to provide comprehensive advice and training, but they also have internal and external service technicians who can help customers with installation – in German! On top of that, they have the capacity to keep all the most popular products in stock, so they can deliver quickly. But the main reason we chose Hadra is because of the really good feeling we had about the company culture. It's extremely customer-focused and no-nonsense. That's how we work too, which means that we can have a really good long-term collaboration."





Heiko Pannasch, Ray Holgate and Hadra's commercial director Patrick Angres



**“A**t Hadra we’ve traditionally been primarily focused on the trade of – mechanical – fencing materials,” says Heiko Pannasch, who heads up Hadra’s Wildeshausen branch and initiated the importership. “Things only changed one and a half year ago, when we took on the distribution of sliding gates for Austrian company Holler. It’s in a different league; it involves electrical technology, and you’re suddenly faced with all sorts of industry standards. Both sales and the provision of technical support are suddenly much more detail-oriented, and you need to gather a great deal of additional knowledge. It’s more complex, but it’s also more fun, and I have to say that we’re doing pretty well. That means that we’re now able to expand our range to include electrical products. So this summer, when Ray asked if we wanted to be AES’s importer, we didn’t have to think about it for too long.”

AES’s range consists primarily of intercoms, which communicate wirelessly with their indoor unit or with the owner’s phone. “This can happen via Wi-Fi, Dect or GSM,” Pannasch says. “It means that the intercoms are well-suited for use at the gate, which is often not an easy place to run cables to. There are intercoms that have an audio or video unit inside, and also those that call your mobile phone or let you see who’s at your door by looking at your phone. It’s a broad range of intercoms, with a good intercom for every customer. And naturally AES also has the e-Loop, which is a wireless, easy-to-install exit loop. That’s very popular too. We’re really looking forward to making AES a great success in Germany.” ■



Control panel with keypad, buttons, and speaker.

# Came launches 4G intercom on the market

Italian drive manufacturer Came is releasing a new 4G intercom. The MTM Connect doesn't require an indoor unit or an app; it simply calls the owner's mobile when there's someone at the door.

**“W**e already have an extensive MTM intercom range,” says marketing manager Marc Daub of Came's German branch, based in Korntal near Stuttgart. “But all the different intercoms always require an indoor unit or an app, which sometimes isn't practical – for example because you then need to run a cable to the house. For this reason, we're now launching an intercom with a SIM card that simply calls the user.”







### TELEPHONE

*"If someone comes to the gate and rings the bell, the 4G module in the intercom dials the phone number of the user," Daub continues. "Or rather users, because you can programme five different phone numbers into the memory. If the first one doesn't answer, then it calls the next one. When you answer the phone, you're immediately able to talk to the visitors at the door. If you want to let them in, you can enter a code using your phone's keypad. The MTM Connect has a single relay, to which you can connect one electric opener or drive in standalone mode. If you connect it to the Came Cloud as a Connect Gateway, you're able to control an additional drive via the BUS port."*

### INSTALLATION

The new intercom runs on 24 volts. In most cases it doesn't need its own power supply, but can be connected to the drive's power supply or that of another automation. *"With the Came Key you can easily configure it via the Connect Setup App," Daub says, "and the user can also configure all the settings through an app, or change a phone number. It works wonderfully and is very easy to use. The app also shows the drive's status – open, closed, in motion – and alerts you to any malfunctions."*

### MODULAR

*"The new MTM Connect operates as a standalone intercom, but can also be used as part of a bigger installation with multiple components from the MTM range. In the latter case the MTM Connect becomes the gateway for all other modules, such as additional doorbells or a card reader. You connect them to the MTM Connect, and as soon as that's done you can then configure those using the Connect Setup App. The MTM Connect's memory is big enough for 3000 phone numbers, so the module can also be used for large residential complexes."*

The new MTM Connect is available in a standard stainless steel finish, as well as a matte black, IK09 anti-vandalism version. For areas with poor 4G reception, an optional additional antenna is available. ■







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# New privacy slats from Gardenode

**B**elgian privacy fencing supplier Gardenode is expanding its range with a new privacy kit for profiled mesh panels with a 50 millimetre mesh width. The new B50 kit consists of fifty wood composite slats, aluminium cover strips, and a fixing system.

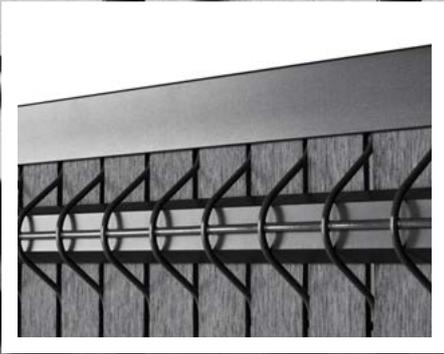
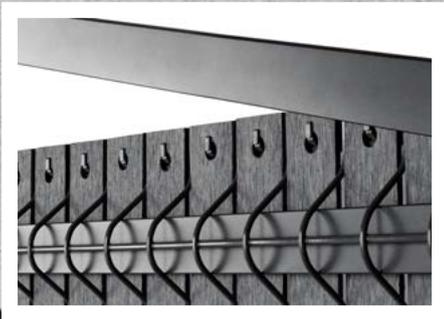
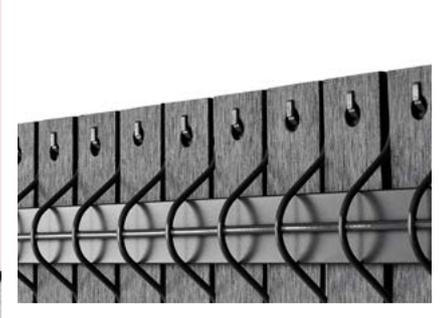
*"The market for wood composite is growing very fast," international sales manager Bas Hendriks explains. "It's a simple way to close off a fence using a sustainable, maintenance-free material that's 90 per cent recycled – which is what appeals to customers. Before now our privacy kits were only suitable for profiled mesh panels with a mesh width of 55 millimetres, which is what most of the major players on the French market manufacture. In order to meet market demand and for almost all panels available on the market, we're now manufacturing another variant of the Premium kit with narrower slats."*

Bas Hendriks



*"Our new B50 Premium kit consists of vertical slats, which you slide between the mesh in the panel," Hendriks goes on. "After that you slide horizontal aluminium reinforcements into the V-beams of the panel. Then all you need to do is fix the slats in place using the strips from our Upkos fixing system, and click an aluminium rail over the top for the perfect finish. We're the only ones in the market with a system like that."*

The kit consists of forty-eight wood composite slats, each 44 millimetres wide. They fit perfectly into the wire panels with a mesh width of 50 millimetres. There are also two 33-millimetre end slats for the two outermost meshes. The top slat is the same as in the other Gardenode kits,



Premium V24 and Universal. The horizontal aluminium profiles in the kit, which slide into the folds, have a trapezoid shape. Hendriks says: *"There's a particular reason for this: it means that they fit into various types of panels. For panels that have a big fold, you can install the profiles the other way round."* The Premium B50 kits are available in brown and anthracite grey, and come in five heights ranging from 1030 to 1930 millimetres. Gardenode will present the new kit to the market at the Paysalia trade show in Lyon this December. ■



# According to a survey of 100 installers:

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# Gibidi Benelux is now SEA Benelux

Drive supplier Gibidi Benelux of Kapelle-op-den-Bos in Belgium has changed both its name and its brand. Now known as SEA, the company represents Italian drive manufacturer SEA, from Teramo.

*"Amongst other things, there were a few differences of opinion with Gibidi Italy in the spring," says Eva Cannaerts, who runs the company with her husband Johan. "The Italians then ended the collaboration suddenly and we were forced to seek an alternative. Ultimately we came up with SEA, a brand that's at the forefront of technology and quality, but isn't that well-known yet in Northern Europe. We flew to Italy and they welcomed us with open arms."*

## **PASSION**

*"As soon as you walk into SEA's headquarters, you see that passion for technology is the focus," Cannaerts goes on. "SEA make everything themselves: the mechanical components, the motors and the electronics. When you ask a question about a product, you immediately get an extremely detailed explanation of why it's made in a particular way. The showroom consists mainly of test setups, where the gate drives open and close gates non-stop. You see it in the factory itself too: the machinery is cutting edge and almost all the machines talk to each other. It all radiates a love for technology and that's a big plus for us, because the main thing that our clients require from the drives they sell is technical reliability."*





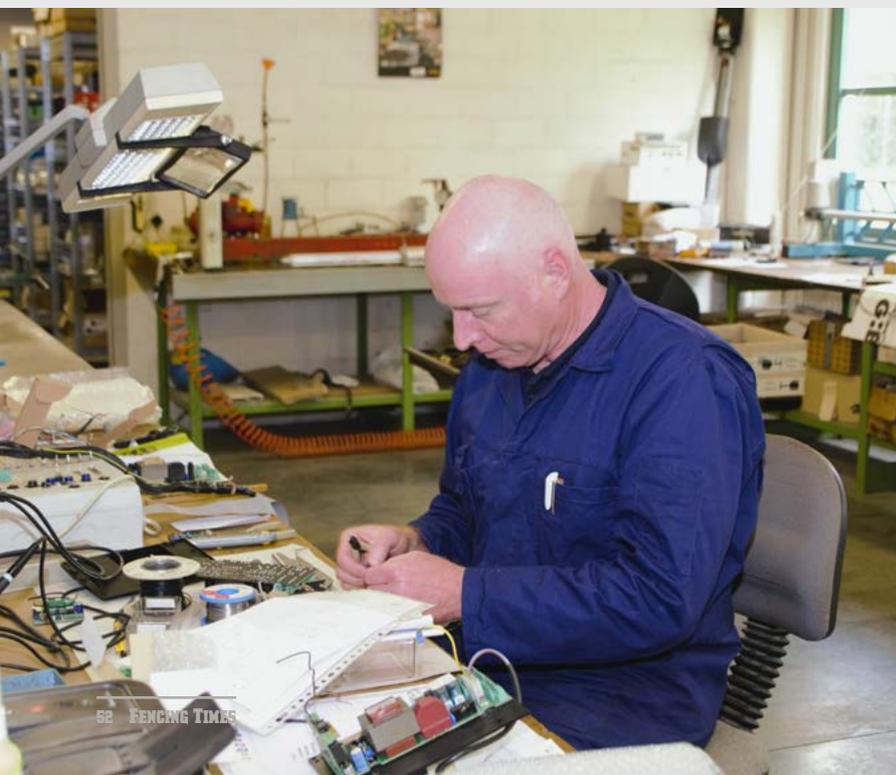
## MODERN

*“There’s another big advantage to this passion for technology,” Cannaerts says. “SEA is a leader when it comes to new technology. They’re one of the few companies with a heavy focus on brushless motors and motors with frequency converters. In addition, all drives use the same controller, the UniGate. It operates very intuitively. Once you learn how it works with the first drive, you can configure*

*any drive and any barrier very quickly. And finally, SEA was one of the first manufacturers to have an app for users (enabling them to open the gate remotely), and an app for installers to programme the control system and read out malfunctions. It’s also easy to connect the UniGate control to the internet, so you as a fencing installer can read the malfunctions remotely.”*

Danny of Tech Support

Eva Cannaerts





## RANGE

*"A second big advantage of the switch is that we now have a lot more to offer our customers," Cannaearts says, sharing her excitement about the new range. "For example, there are more than 20 swing gate drives. Electromechanical, hydraulic, with an articulated arm – there are eight different models to choose from in underground drives alone. The big advantage of this is that you can provide exactly the right*

*drive for every gate, whatever the leaf weight or frequency of use. You never have to install a drive that's actually too heavy (and therefore too expensive), or a drive that you need to make changes to yourself because it was actually intended for a different application. For the sliding gates there are eleven drives for customers to choose from, one of which is built in to its own column, and the heaviest of which is able*

*to move a 6000-kilo gate leaf. When it comes to barriers there are four different models, three of them hydraulic, and there are also three bollards, a tyre-killer, five garage door openers, and a wide range of different accessories. It really is an extensive range. We only introduced it in September, and most clients have been wildly enthusiastic. That obviously tells you quite a lot."*

*Johan Cannaearts (far right) with Fabrizio di Saverio of SEA Italy (far left), Benny de Schutter, the original founder of Gibidi Benelux, (second from left), and Danny from tech support. Cannaearts: "Benny continued to support us after the acquisition of Gibidi Benelux, and also provided us with excellent assistance during the transition to SEA. We're extremely grateful to him."*







## NEW

The name change isn't the first major change for the new SEA. Just a year earlier, Johan Cannaerts - initially with a business partner, who later exited - took over from Benny de Schutter, who founded the company in 1991 and in 2022 was ready to retire. "It's a turbulent time," Eva Cannaerts laughs. "We'd only been doing this for a year when we had to take this unexpected step; we were still very much getting to know the market. But the value of the company is primarily in our contact with the customers, in the service we provide, and in our people, who've known our clients for many years. Technicians from SEA Italy have already given extensive training to the entire team, so we can answer all questions from clients without delay. And it turns out that sometimes it's good to have a bit of a setback; we've now got much more to offer than we did before the change."

## COMPLETE RANGE

For the Italian SEA, this new SEA outlet is a welcome step. "We already had dealers in Belgium and the Netherlands, but they sell other brands in addition to our products," CEO Fabrizio di Saverio says. "Johan and Eva don't do that; they only sell SEA. They sell our entire range: every drive, every barrier. From the start of next year they'll be able to supply almost every product from stock, which is why we've also given them the right to do business under the SEA name. To us, though, the most important reason was a clear match in terms of vision: they want to help clients with technologically superior drives. On top of that, they're extremely motivated and hard workers. We couldn't wish for better representatives for our brand." ■



# Postsaver doubles protection with Postsaver Plus

**P**ostsaver, a company based in Staunton, near Gloucester, which manufactures various items including protectors for wooden posts, has launched a new protective wrap: Postsaver Plus. The company is doubling the warranty against ground-line wood rot from 20 to 40 years for wooden posts that have been fitted with Postsaver Plus protective wrap.

*“Given the impending – or in some cases already implemented – ban on creosote, which is likely to be outlawed in Europe in the near future due to its carcinogenic properties, installers are hungry for an alternative means of supplying wooden fencing with an assured long life,”* Postsaver CEO Richard George says. *“With Postsaver Plus, we provide that alternative.”*

The original Postsaver protective film against wood rot consists of a film sleeve applied to the post at the ground line using a blowtorch. *“That creates an airtight and watertight seal,”* George says. *“The ground line is the first place the post starts to rot, because that’s where mould, moisture and oxygen come together. Over the past 20 years the BRE has conducted various independent field tests, and more recently an energy supplier here in the UK has carried out extensive testing. So far the results have been exemplary, with zero loss of post strength reported.”*



Postsaver gives a 20-year guarantee against wood rot if the Postsaver Sleeve protective film is applied to a post treated with a stain with Use Class 4 under EN 335. *“But that wasn’t enough for us,”* George goes on. *“The market is working hard to find an alternative to Creosote, so we wanted to take it a step further. That’s why we developed Postsaver Plus. It’s a longer sleeve, which makes it even harder for moisture, oxygen and mould to find each other. With the Postsaver Plus we enable installers to provide their customers with a fence post backed by a 40-year guarantee.”*

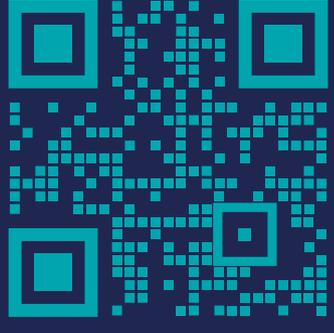
That guarantee wasn’t chosen at random: *“We have independent test data,”* George says, *“that shows that posts are expected to last for more than 40 years if Postsaver Plus sleeves are applied to UC4-treated posts, and 20 years when applied to untreated posts, even in environmentally sensitive areas. This makes Postsaver Plus a really reliable alternative to Creosote. On top of that, the 40-year guarantee is a good argument for projects requiring a high level of sustainability.”* ■

Postsaver CEO Richard George  
with his brother Jim





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# First Fence launches its own SR1 fence system

First Fence, a fencing manufacturer from Swadlincote in Derbyshire, is expanding its range to include its own Security Rating A1-classified high-security fencing system. The system, called ProFence, will be available from stock as of this autumn.



**“A**t First Fence, we understand that not every fencing project has the luxury of long lead times,” product manager Toby Roberts-Davies says. “We offer free same-day click & collect and have same-day and next-day delivery options for many of our product ranges. We’ve just invested another 2.5 million pounds in expanding our fleet of vehicles to ensure that we’ll always be able to provide that fast service, by the way. We wanted to extend this fast delivery to high-security fencing systems.”

### **PROFENCE**

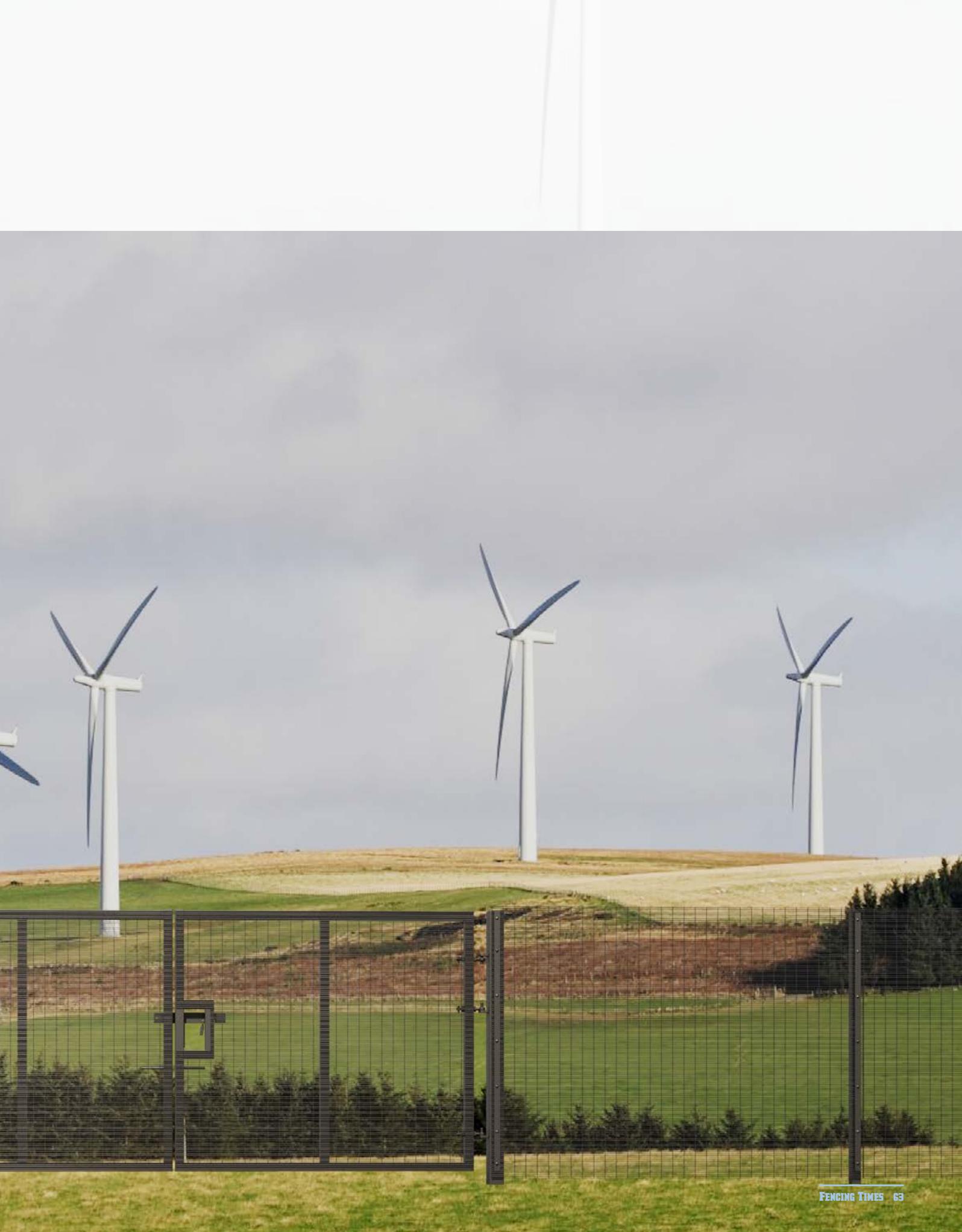
The new ProFence is a security fence, certified with Security Rating A1 (formerly known as SR1<sup>1</sup>) to the LPS 1175 standard from the BRE. The system is available with 868 and 358 mesh. Posts can be supplied with or without base plate, for digging in or bolting down. “The accompanying gates incorporate three hinges to adhere to the EN 12604 standard,” says Roberts-Davies. “This means that, in the very unlikely event of hinge failure due to wear, the gate will remain secure and safe. We also offer a range of accessories, including approved padlocks and security toppers to go that extra step in delaying attacks.”

### **FAST DELIVERY**

“Typically, when entering the high-security accreditation market, the industry has been known to be on the slower side,” Roberts-Davies explains. “Both when it comes to providing pricing, information and specification, as well as the actual delivery. As we’re manufacturing the new SR1 fencing system ourselves, we will have it in stock in large quantities at our five depot locations across the UK, so we’ll be able to deliver very fast.” The new ProFence is in stock in black and green, in heights from 1.8 to 3 metres and with gates from 2 to 5 metres in width.

1) See the extended explanation of the LPS 1175 standard in Fencing Times Issue 4







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**I**n addition to being a fencing installer, Livia Graf is a photographer. Whenever her guys finish off a project, she drives to it and takes stunning fencing photos. This is one of them.







# Don't be too scared of the right of withdrawal

**A** previous issue of the Fencing Times included an article on the right of withdrawal. Here's a brief recap: if consumers place an order outside the sales area (a shop or showroom), they always have the right to cancel the purchase within 14 days. The 14-day period begins at the conclusion of the purchase agreement, but only if you have informed your customer of their right of withdrawal. If you haven't informed them of their right of withdrawal then the deadline is automatically extended until 14 days after you do inform them – with an end date of one year from the date of purchase.

The law states that installation companies are entitled to receive payment for their installation services even if a customer exercises their right of withdrawal. So if it turns out that a customer doesn't want the fence they were delivered after all, you are required to take back the materials but are permitted to charge for the original installation... or at least for the portion you completed prior to the customer exercising their right of withdrawal.

The article was about this ruling: this summer the European Court in Luxembourg ruled that as an installation company, you are no longer entitled to a portion of the installation costs if you have failed to inform the customer of their right of withdrawal. An electrician from Essen was contracted to update the electrical installation in the customer's house. He was given the order verbally, outside his own sales area. When the work was finished, the customer failed to pay the invoice. Instead he invoked his right of withdrawal and this was upheld by the court: the electrician should have informed the customer that he had the right to withdraw from the contract within 14 days. The electrician had failed to do so – meaning that the customer could not be expected to know the legal provision for installation costs, so the customer was not required to pay the installation costs either.

We'd just like to return to that point. Because what we can't find anywhere in the verdict is: what happened to all the materials the electrician used? The power sockets and switches, the copper wire, and whatever else an electrician needs to install – what became of it all? Did the customer return it to the electrician?

Let's first return to the principles of the law governing the right of withdrawal. In the Zalando example given in the previous article, it's simple: a customer purchases a new pair of jeans online. When the jeans are delivered it turns out that they don't fit, and the customer sends them back. Zalando receives the jeans and refunds the purchase price to the customer's bank account.

If you, a fencing contractor, merely supply materials, then it's equally simple. The customer makes an online order in your fencing shop, or orders over the phone, or verbally during a sales pitch at their home. You send them an order confirmation and an invoice, and inform them that they are entitled to cancel the purchase within 14 days of delivery. Then you deliver the materials, and the very same night the customer and his wife get into an argument about the colour of the new fence. The next day, the customer sends the materials back. You check that they are not damaged, and you give the customer a full refund.

But what happens when it involves a fence and installation? How is a customer meant to send back a fence that has been installed? The answer is, they can't. At least, not as easily as they can return a pair of jeans to Zalando.

If a customer decides to exercise their right of withdrawal, it means that the purchase is reversed. In other words: materials returned to the fencing installer, purchase price returned to the customer. To some people, 'reversing' might sound like you have to uninstall the materials that you've installed. As if a customer could say: *"Actually, I don't want the fence. Take it away again,"* and that you then need to uninstall it. But it doesn't say that anywhere. We've searched high and low but have not come across any legal text or court ruling saying that someone who provides a service is also required to provide that service in reverse. It wouldn't make sense anyway, as many services simply can't be reversed. Receiving legal advice, for example. You can't give that advice back to the lawyer and erase it from your memory.

And for lottery tickets, perishable food and pay-per-view online films, it's only logical that the customer can't return them. For this reason, there are quite a few exceptions to the statutory right of withdrawal. In our opinion, four of these exceptions to the law are quite





relevant to fencing installers as well. The first of these is the urgent repair. If the customer asks you to repair or replace their fence as a matter of urgency, the right of withdrawal is not applicable.

The second exception applies to materials that have been mixed with other materials after delivery. For example concrete. It's not easy to take that back and put it back on the shelf. And if you continue with that line of reasoning, the mixing rule applies to the posts as well: once they've been installed they form a single unit with the concrete and can no longer be sold as new. Fencing panels and gate leaves can of course be uninstalled, so you may well be required to take them back. But these are also less problematic to return to stock.

The third exception is items that are made to order. Under specific circumstances, you are not required to take back materials that you have had made especially for the customer. There have been a large number of court cases on exactly what does and does not fall under the heading of 'made to order', and the definition will also vary from country to country. In this situation, it's important that it's very clear to the customer that they are purchasing a custom-made product, but there are a few other requirements as well. You can't just say, *"I ordered this fence to be tailor-made for the customer, I can't take it back."*

And finally, the fourth exception. This applies if, at the customer's request, you started the production process earlier than you would have done if the right of withdrawal was applicable. Because that's something a lot of businesses do: when ordering materials that they don't have in stock and need to order specially, they wait until the 14-day period expires and only then do they place the order. If the customer wants their materials two weeks earlier, they can sign a statement stating that they waive their right of withdrawal.

There are 'ifs' and 'buts' for all four of these exceptions, which may vary from client to client and from job to job. There's no point adding a boilerplate text like *"All our products are custom-made and the right of withdrawal does not apply,"* to all your order confirmations, to try to cover yourself. The judge always considers the individual situation.

But the point we're trying to make here is that you're not necessarily at the mercy of the gods if a customer chooses to invoke their right of withdrawal. There are reasons why you won't necessarily have to refund the total cost of the order.

And if it does turn out that you're not able to use any of the above exemptions to escape the right of withdrawal laws, then our advice<sup>1</sup> is to make the returning of the fence primarily the customer's problem. So along the lines of: "Oh, you don't want the fence after all? Just bring it back to us then." Then the customer can figure out how to uninstall everything and return it to you in as close to its original state as possible. We're aware of two cases in which a similar approach seems to have worked; at least, after an original request to invoke the right of withdrawal, things have been quiet for a very long time now. ■

This piece came about with the much-appreciated assistance of Markus Vogt, himself a fencing installer (owner of Stäblein Zaun- und Toranlagen in Hannover) and president of the North German industry association Fachverband Drahtzaun.

1) By 'advice', we mean collegial advice. This is a contemplative opinion article and does not constitute legal advice.



COUR DE JUSTICE  
DE L'UNION  
EUROPÉENNE

# What do you do if the customer exercises their right of withdrawal?

**F**irst of all, it needs to be clear whether or not the customer has actually exercised their right of withdrawal. This must be determined based on the fundamentals of withdrawal. In Germany, where this magazine's editorial team is based, under paragraph 312G of the German Civil Code consumers have the right to withdraw from distance purchases and purchases made outside the sales area. This right means that an agreement is reversed under paragraph 355 and that the purchases received are given back. Other EU countries have similar legislation, as the law is based on a European Directive.

In simple language, that means: the seller must return the purchase price and the buyer must return the goods received. If, within the 14-day period following receipt of the goods, the customer declares that they want to withdraw from the contract, then the withdrawal is considered valid.

## **THIS IS WHAT CONSUMERS MUST DO**

The hurdles consumers face are not that high. When notifying the seller that they want to reverse the agreement, they may choose to do so either in writing or over the phone. All that matters is that they give notice to the seller within 14 days. Once this notice of withdrawal is sent, the clock starts ticking on a new countdown. The customer then has another 14 days, this time to return the goods to the seller. It is enough for the customer to be able to prove that they sent the goods within 14 days; they are not required to actually *arrive* within 14 days.

## **THIS IS WHAT SELLERS MUST DO – AND THESE ARE THEIR RIGHTS**

Once notice of withdrawal is received, a 14-day period also starts for the seller, within which time he is required to refund the purchase price to the customer. There's a sticking point here: the seller is required to refund within 14 days of withdrawal, not within 14 days of receiving the goods back. It may therefore happen that the seller is required to refund the sales price before taking receipt of the goods.

In order to ensure that the seller is not left completely at the mercy of the customer, the legislator gives him a caveat: he is allowed to keep the money until the customer has returned the materials or is able to prove that they have sent the materials back in good condition. However, sellers are required to actively invoke this caveat, or it will not apply.

And then? Just wait? Not necessarily. Sellers can also offer to come and pick up the materials. However, this does mean extra work for the seller and after that he no longer has the right to invoke his caveat in order to retain the money.

### **DOES THE CUSTOMER HAVE UNLIMITED TIME?**

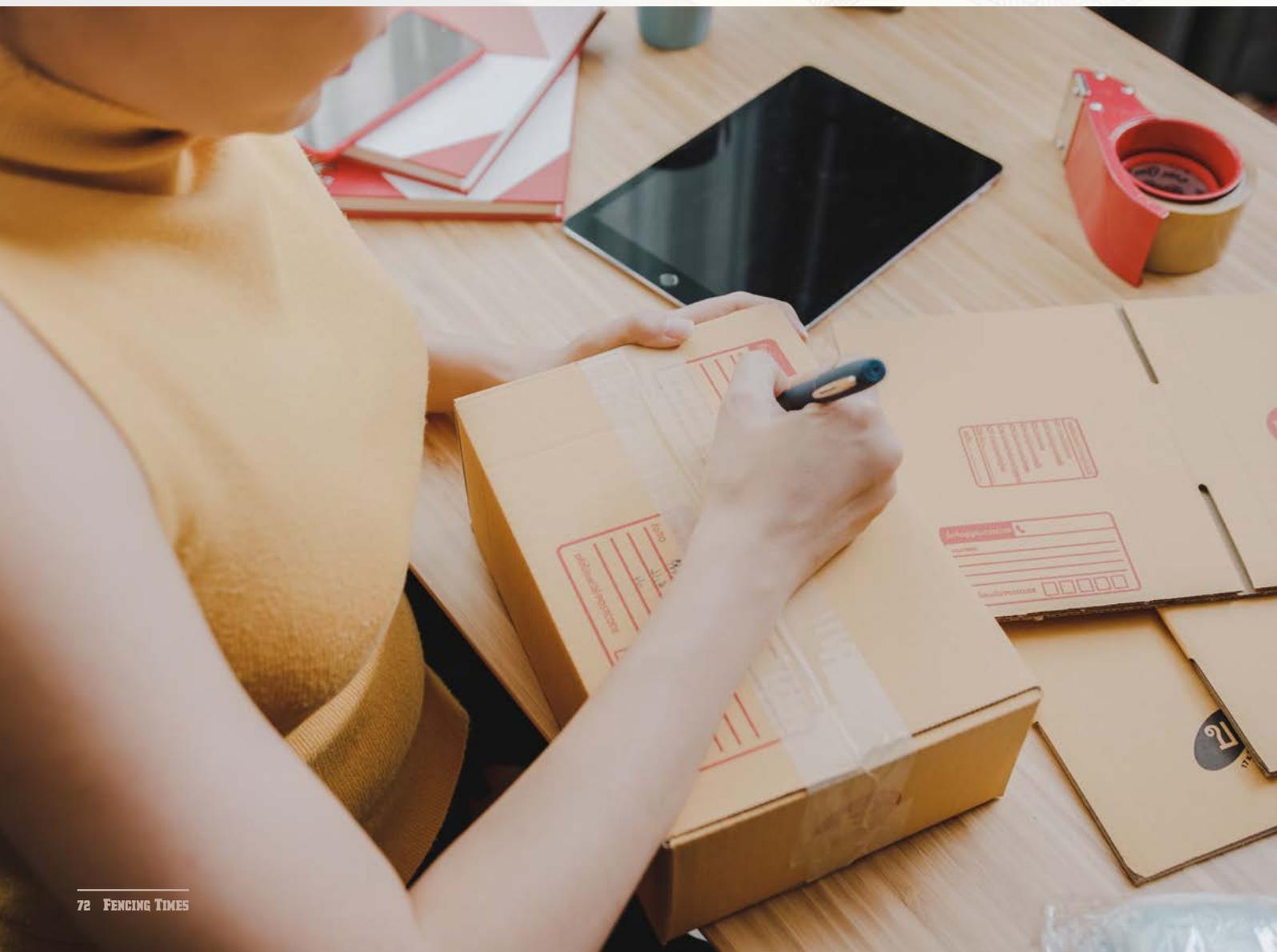
It works like this: if the customer does not return the goods within 14 days of withdrawal from the contract and is unable to provide proof that they have done so, then they are in default and are liable to pay compensation to the seller if the seller suffers loss as a result. If a seller is no longer able to sell the materials (at full price or at all) due to their late return, the customer is obliged to compensate the seller for this.

If the return shipment fails to arrive on time, this does not mean that the withdrawal is no longer valid. Even if the materials take months to arrive, the seller is required to accept the materials and is obliged to refund the purchase price. (It is permitted to notify consumers that goods must be returned no later than 14 days after

withdrawal from the sales contract. However, it is not legal to state that goods returned too late will no longer be accepted).

### **IMMEDIATE PAYMENT**

If the customer fails to return the materials despite properly exercising their right of withdrawal, this is extremely annoying for the seller. However, sellers are not powerless in this situation; they can withhold the refund until they receive the materials. While sellers are still required to accept goods that are returned late (even months late), under certain circumstances – if the goods are no longer in perfect condition – they have a claim for damages against the customer. ■



# Fibre-optic detection: how it works

*Everything you need to know  
about fibre-optic sensor cables*



raijmond@fencingtimes.com

## *Raijmond Rondeel*

Raijmond Rondeel has worked in perimeter security for many years. For Fencing Times, he writes about securing outdoor areas with detection systems. Do you have questions? Or a practical example - and are curious what Raijmond would have offered here? Send him an email at [raijmond@fencingtimes.com](mailto:raijmond@fencingtimes.com)



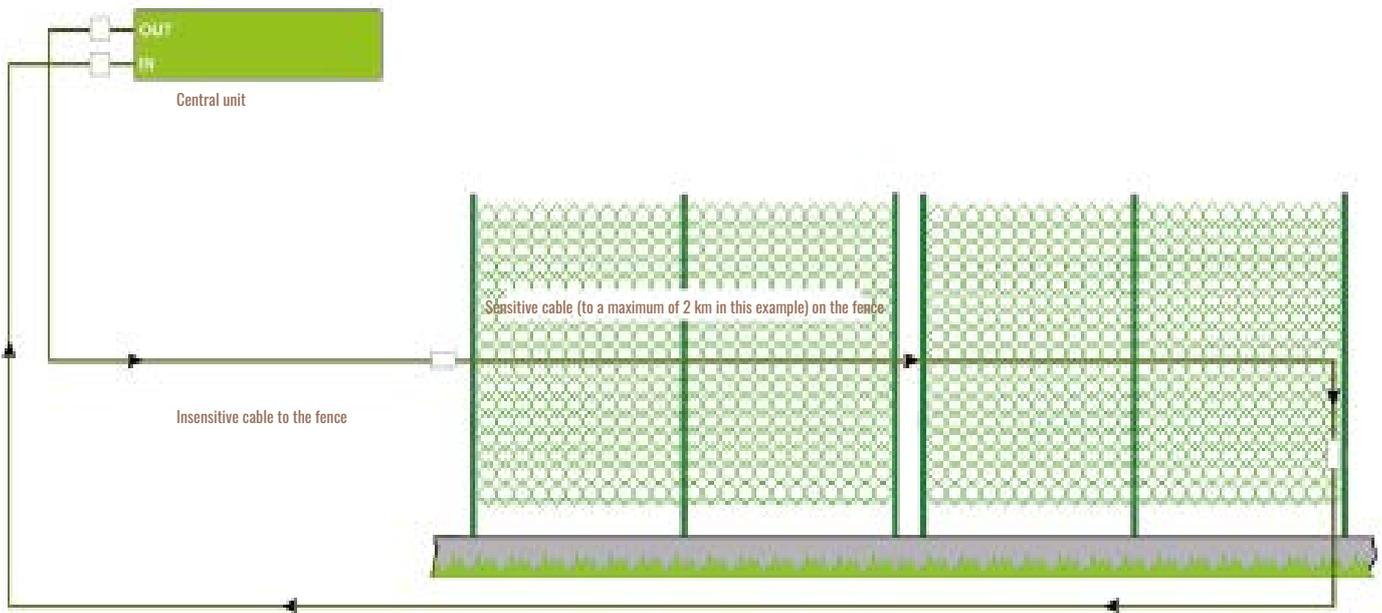
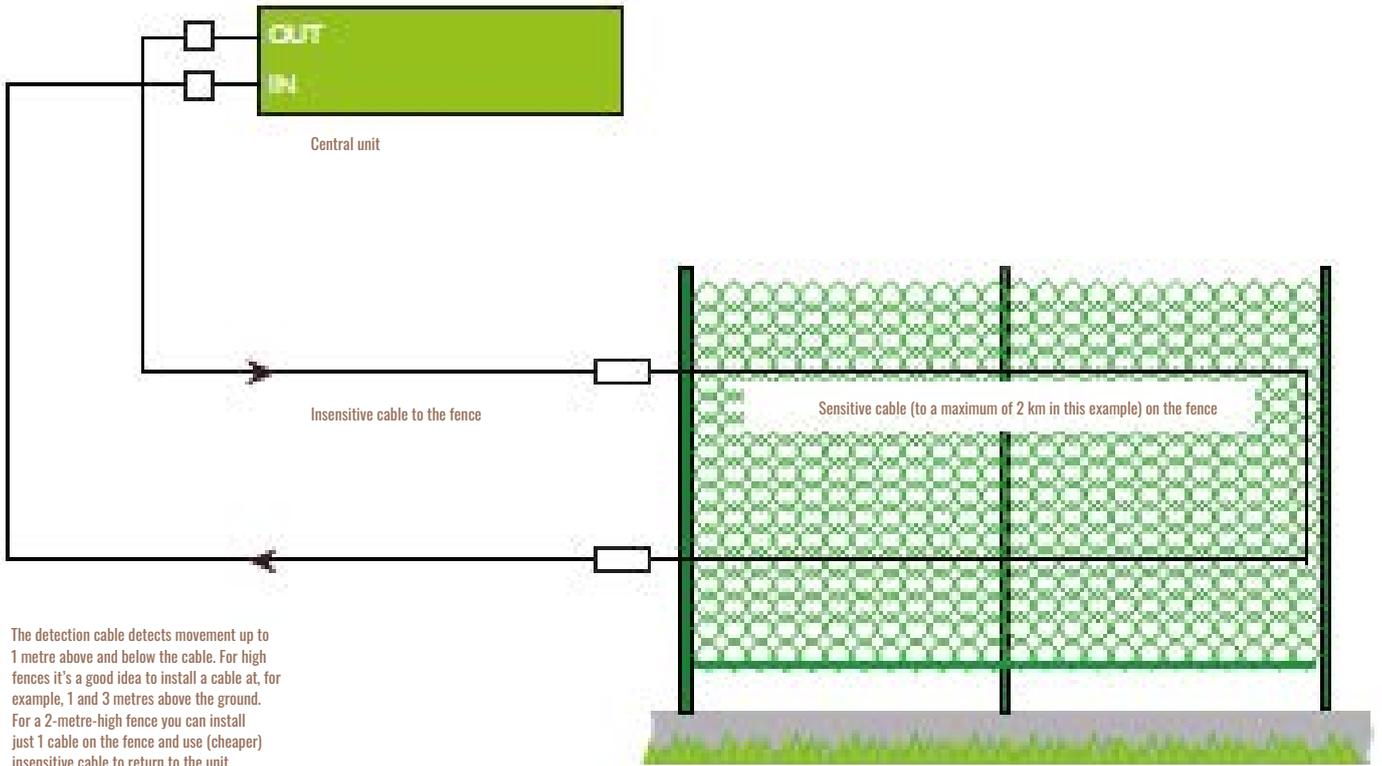
**I**n the last article I wrote about sensor cable systems, which operate using microphonic or induction technology. The structure of the two systems is very similar. In both cases, there is a central unit placed against – or at least close to – the fence, and then two sensor cables are attached to it, one arm to the left of the unit and one arm to the right. This means that there needs to be a central unit against the fence roughly every 300 metres. These are known as the transfer points. They are called transfer points because they are the place where sensitive equipment needs to be supplied with power in order to operate, and also because the alarm and fault signals coming from there need to be communicated to somewhere.

Each transfer point therefore needs to have a power supply and a communication cable installed, which can sometimes be quite a task. It can increase costs considerably, especially if extremely long perimeter lengths are involved. Having a transfer point every 300 metres is therefore undesirable. Imagine a very large industrial site: for an oil refinery or, let's say, the Volkswagen factories, the total perimeter length could easily be 10 kilometres. If you want to protect this long distance using induction cable

or a microphone cable system, you'll need some 33 transfer points. Each point needs a power supply and a communication cable. In a previous column, we saw that the more intelligent systems are able to solve this issue with a BUS cable, but that means that you need to bury 10 kilometres of BUS cable in the ground or install it on the fence. It's not cheap cable and it's also a lot of extra work, on top of already having 10 kilometres of sensor cable to install.

There's another sensor cable system that's better suited to this type of situation: a sensor cable that uses light, also known as a fibre-optic cable. Its big advantage is that this technology requires far fewer central units: for example, as much as several kilometres of fibre-optic cable can be connected to a single unit. That means far fewer transfer points on the fence, each needing power and data connections. And more than that: the central unit can even be installed miles away from the fence. It could be housed in a central technical room of, say, that oil refinery where so-called insensitive fibre-optic cable is used to connect it to the fence. This can be several kilometres away, no problem. At the fence comes the transfer to the sensitive fibre-optic cable, which serves as a sensor cable. This sensor cable is attached to the fence, and can again be several kilometres long.

Fibre-optic cable is very difficult (and therefore expensive) to repair, so extra sabotage protection is a good idea. A twin wire panel from Berlemann's range, with three horizontal wires halfway up rather than two. It means that the detection cable can be concealed between the wires, making it barely visible from outside and difficult to reach.



Fibre-optic sensor cable is installed on the fence with tie wraps, in the same way as previously described for the other types of sensor cables. A tie wrap every 30 to 40 centimetres, preferably metal or at least UV-resistant to prevent it drying out. The more contact the cable makes with the fence, the better the detection will be. Here, too, the fence needs to be kept free of any vegetation to ensure a good signal-to-noise ratio and thus an alarm that can be trusted. The detection method is similar to the two cable types discussed earlier, microphone and induction, except that what's sent through the sensor cable is light. At the moment that an intruder tries to attack the fence by climbing, cutting, grinding it away, bending it, lifting it up and so on, this causes small mechanical deformations in the cable, which change the light signal. A so-called analyser compares the light that is emitted with the light that is received and triggers an alarm if there is too much difference between the signals.

The cable needs to be installed in a loop to ensure that the light emitted returns to the analyser. This contrasts with the cable systems discussed previously, in which sensor cables can terminate a long way from the unit. There are two ways to make such a loop: by going out and back with sensor cable, or out with sensor cable and back with a standard fibre-optic cable. The first way is ideal with fences that are slightly higher. You install a cable going out at around 1 metre high, then return to the analyser at 2 or 3 metres. The other way round is fine too, of course. Using this method, with an analyser capable of monitoring 2 kilometres of sensor cable you can secure 1 kilometre of fence that's up to around 4 metres high. The second way is more suitable for slightly lower fences: you use the full reach of the sensor cable, installed around halfway up the fence, to secure 2 kilometres of fence. At



Here, the fibre-optic cable is attached to the 3D bend of the single wire panel. Don't forget the gravel strip; it ensures that there is no vegetation to blow around and cause vibrations in the fence in windy conditions.



Here you can see the weld between the insensitive (black) cable and the sensitive (white) cable on the fence. Both cables are installed with a certain amount of excess length so there is enough available if repairs are required.

the end of the sensor cable is a transition to a so-called single-mode cable, which returns the light to the analyser. This cable can simply be tie-wrapped to the fence here and there, but can also be buried in the ground. It has no detection capability.

The only limiting factor when it comes to fibre-optic technology is the number of metres of sensor cable the analyser is able to monitor. It depends a bit on the manufacturer, but is generally around 2 to 4 kilometres. This means there will be a transfer point at the fence every 2 to 4 kilometres. For a 10-kilometre perimeter this would mean 3 to 5 units, which is already considerably fewer than the 33 mentioned earlier for microphone and induction cable systems. For the somewhat better systems on the market, this 2 to 4 kilometres of fibre-optic sensor cable can be divided into different alarm zones, for example 64 or 128. These are more expensive, but the advantage is that you can connect them to video surveillance and the camera can then zoom in on the relevant zone. The simpler systems don't allow this, so the alarm zones are up to 1 or 2 kilometres long. Connecting them to video surveillance then either requires a lot of cameras, or a security guard with a dog that can run really fast.

The underlying digital technology and the software used are both very reliable. Fibre-optic systems are not really affected by environmental signals such as wind, and certain attack patterns can even be taught to the system or simply excluded, so you can teach the system what it needs to pay attention to or, conversely, which common unnecessary alarm(s) it can ignore. Another big advantage is the fact that the fibre-optic sensor cable has no antenna effect, meaning that it is completely unaffected by electromagnetic interference such as lightning strikes or high-voltage pylons. The cable is completely immune to it. The system can also be used in the petrochemical industry without any problems, and wherever security systems are required to comply with so-called EX safety. Low electrical voltages, however tiny, could potentially cause a spark and are thus an absolute no-go in those types of environments. Fibre-optic fence detection is also ideal in areas that are prone to corrosion, or where there are large temperature differences between day and night.

There's one thing to keep in mind: installing fibre-optic cables can't be done by just anyone. Connecting two fibre-optic cables together is

an extremely specialised task, and on top of that, the equipment required is very expensive. The 'welding' of these types of cables is often outsourced to specialists. You should be fully aware of this before offering a fibre-optic system. If the fibre-optic cable stops working, whether or not this is due to intentional damage, it may take quite a while to organise repairs. You often don't have the time for that, especially when it comes to high-risk sites. If you have signed a contract promising rapid response times, you must ensure that there's a fibre-optic welder on standby. For this reason, with fibre-optic detection I always highly recommend that you select a type of fencing that includes a special channel in which the sensor cable can be concealed, so that would-be intruders are unable to reach it from outside. ■

Welding fibre-optic cables together is an art in itself.



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# FENCES IN THE NEWS



15 NOVEMBER 2023

## Neighbours with more time than sense fight over nails in fence



**O**n Reddit, an internet forum where users discuss every issue you can think of, from the most profound to the most absurd, we stumbled upon a great discussion in the AITA (“Am I The Asshole?”) section. One neighbour wanted to hang up a string of lights in her garden, so she hammered some nails into

the other neighbour’s fence. The second neighbour saw it happen, and immediately ran outside to get the hammering to stop. The first neighbour stopped when asked, but then an hour later complained to another neighbour about just how ridiculous the second neighbour was being – and of course did this just loud enough

for the second neighbour to hear. The second neighbour then came to Reddit to find out whether she really was the one being the ‘Asshole’ here. To our amazement, the other forum members backed her wholeheartedly. Responses ranged from “If it’s your fence, the neighbour needs to keep her hands off,” to “I’d be sending her the bill for

a new fence.” As if a fence, even one made from very thin featheredge boards, is going to be destroyed by a few nails. Don’t be so dramatic. Let your neighbour put up a couple of lights, woman. But what would we know? “Good fences make good neighbours,” as the saying goes – clearly this fence wasn’t good enough. ■

## Blonde grizzly bear won't let fence stop her

**I**n the Canadian part of the Rocky Mountains are two national parks right next to each other: Banff National Park and Yoho National Park. This region is home to Bear 178, a 6-year-old female grizzly. Locals call her Nakoda. There's also a highway that runs through the same two parks: the Trans-Canada Highway. Obviously the highway has a wildlife exclusion fence on both sides; there are other bears living in the area, in addition to other wildlife. In Canada there

are also special wildlife crossings to ensure that wild animals are able to cross the highway safely. But Nakoda doesn't bother with any of these measures; she just crosses the highway wherever she wants to. If there's a fence in the way, she just climbs over it. According to the park manager, she was born near a fence and so learned to climb the fences as a cub. To avoid dangerous situations arising, the fences along the highway have now had electric fencing added. ■



## Friendly neighbour paints garden furniture with fence paint



**M**ore neighbour issues. On TikTok – a social media platform where people (mostly from the lower strata of society) try to impress each other with mindless, poorly-edited videos, usually featuring dreadful

music – we came across a video of an Englishman who was cross with his neighbour. Part of the fence on the property boundary between the two neighbours had blown down, landing in the Englishman's garden. When his neighbour failed to sort it

out after several reminders, he took matters into his own hands and installed three new wooden panels into the fence himself. "Ah," we thought. "The man took a deep breath, counted to ten and decided not to turn it into a kindergarten argument. He's a good neighbour

who wants to help his neighbour out." Unfortunately not. A bit later we saw him painting the new fence with a spray gun, in such a way that the neighbour's garden furniture was painted at the same time. Everybody needs good neighbours! ■

## Neighbour and dog play with a ball

**S**o... one morning you're taking a stroll through your garden and you spot a bright orange ball on the grass. You think to yourself: "Oh, that must belong to the neighbour," and you launch the ball back over the fence, into the neighbour's garden. But then you hear the neighbour's dog jumping up and tearing across their garden, followed by the sight of the orange ball

rolling back into your garden through a hole in the fence. That's when you stand there looking puzzled. We have no idea where this took place; a video of these happenings was posted on The Pet Collective Facebook page. In this story it clearly is a case of good fences making good neighbours, because the neighbour's dog and the neighbour are playing nicely together. ■



## Light mast crushes fence in Altena



**W**e fencing installers always do our very best to ensure that our fences are firmly in the ground – and that they meet all standards wherever possible, so they stand firm in every wind zone and wind class. Obviously there's no point to this at all if

the first light mast they see on AliExpress. Then our fences will still be smashed to bits if there's a bit of wind. Like here in Altena, where a light mast fell over at Lindscheid Sports Ground, landing on a fence. Fencing installers from the Sauerland: there's a nice little repair job coming up for one of you. ■

## Mama Bear helps cub over fence

**T**hey have bears in the United States too. Unlike in Canada they don't live in national parks, but in the middle of residential neighbourhoods. Such as here in Monrovia, a town on the northern outskirts of Los Angeles. Mothers here teach their children how to climb fences from an early age, so they can scavenge in gardens during their search for food. ■



# See you at Paysalia?

**P**aysalia will be held in Lyon from 5 through 7 December. 'Paysage' is French for landscape, and while Paysalia is a trade show for landscapers it's also of interest to fencing installers: the previous edition featured more than 100 stands from fencing- or gate-related businesses. While most exhibitors are French and target the French market, Paysalia is also highly recommended for fencing installers from outside the country. The French are the most design-focused of all manufacturers in Europe, and you can pick up some amazing ideas about the types of fences and gates you can sell. Lyon is easily accessible by TGV, and by air if you're coming from further afield. While we don't have a stand ourselves, we'll be there on all three days. ■



# Fencing calendar

This overview lists all trade shows and events that we think might be of interest to fencing professionals. This is why we have included events that only partially overlap with our industry (such as construction, security and infrastructure trade shows). NB: not all events are free of charge, and events may be cancelled, moved or rescheduled at the last minute. Check all information on the relevant event's website before making travel arrangements.



**SAVE  
the  
DATE**

EVENEMENT	START	EIND	LOCATIE	BRANCHE
Paysalia	05.12.2023	07.12.2023	Lyon	Landscaping & Fencing
Fens & Fits	11.01.2024	13.01.2024	Istanbul	Fencing & Sport Pitches
Intersec	16.01.2024	18.01.2024	Dubai	Security
Fence Tech	24.01.2024	26.01.2024	Nashville	Fencing
Budma	30.01.2024	02.02.2024	Poznań	Building & Construction
Batibouw	17.02.2024	25.02.2024	Brussels	Building & Construction
R+T	19.02.2024	23.02.2024	Stuttgart	Shutters, Doors & Gates

If you're aware of an event that isn't listed here, or if you are organising an event that will be open to all fencing professionals, please be sure to let us know at [team@fencingtimes.com](mailto:team@fencingtimes.com) or by calling +44 1227 919552.



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## YOU THE PERSON

- You have a permanent passion for fencing. As soon as you got involved with the industry, you never wanted to leave it
- You are familiar with construction culture and the mentality of fencing installers
- You work in an accurate manner with an eye for detail and you enjoy immersing yourself in a subject
- You speak at least German and English. Other languages such as French, Italian, Polish and Dutch are a nice-to-have
- Preferably, you have the ability to write well or would enjoy learning to do so, but this is not a firm requirement
- You are a great communicator with an easy manner, young at heart, a bit of a rebel and above all not woke

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If interested, call Rembrandt at +49 173 6038627 or e-mail to [rembrandt@fencingtimes.com](mailto:rembrandt@fencingtimes.com). If you have any questions or want to have a no-obligation brainstorming session to see whether this job is for you, please still get in touch.

