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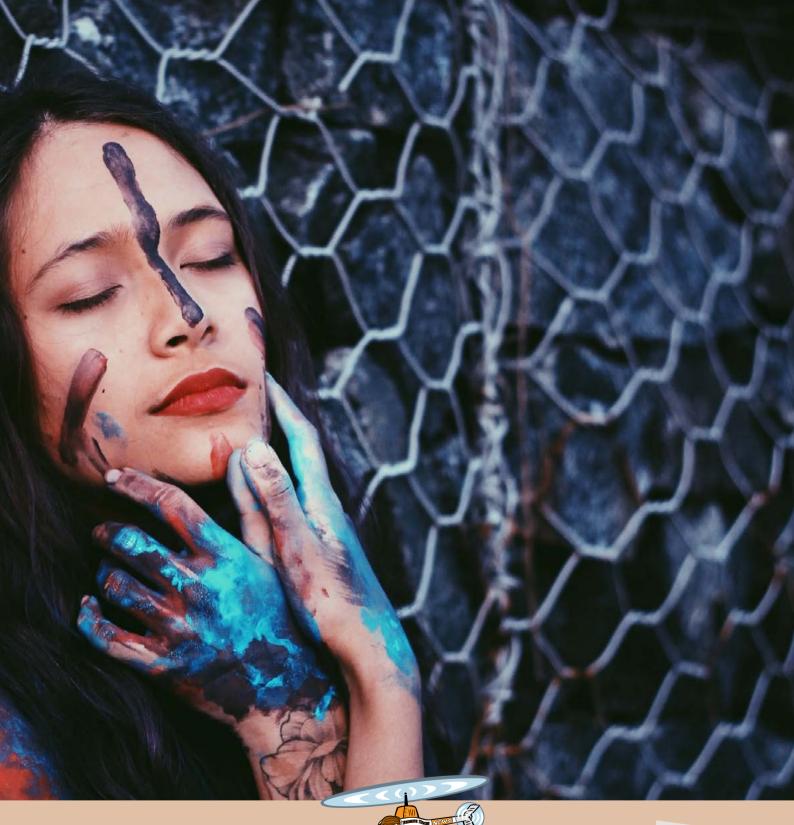
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A day in the life of a fencing installer

t's Monday morning. You wake up in a good mood, full of good memories from the day before. It started with a lovely long lie-in. Then you took your young son to an amusement park. Later on you had a barbecue with a few friends you hadn't seen in months, with a couple of beers and a lot of laughs, and to top it all off, you and your girlfriend had great sex that night. You feel as if you could take on the world; it's going to be a fantastic day.

At least, that's what you think.

Because then the first workday of the fencing week begins. The phone rings even before you've got out of bed. It's one of your installers, who says he's on-site for a project and has green mesh panels rather than black ones. It had been unavoidable: someone had put the green panels in the spot where the black ones always go, and in the first light of day it was impossible to tell the difference. He can make a start on digging the holes, but if you could organise 'someone' to bring the good panels over...?

And of course this job absolutely must be completed today, because tomorrow the mayor is going to preside over the grand opening of the new building. On top of that, the job's worth a lot of money and you're keen to issue the invoice, because thanks to a couple of setbacks the bank account is fairly empty and you still have a few hefty bills from suppliers sitting there waiting to be paid.

But you're in a good mood, so no problem, you can just go in to work a bit earlier and load those panels on the trailer ready for Pete to take them over a bit later. You have a super-quick shower, skip breakfast and race off to work, but while you're on your way the phone rings again. It's Pete. He's hurt his ankle playing football on the weekend and needs to go to the doctor before he can do anything else. The question is whether he'll be able to work this week at all. That 'someone' who'll be taking the panels to the project, 80 kilometres away, is you. OK then, your secretary will just have to reschedule a few

appointments.

You arrive at work and go to get the panels you need. You note that when the materials for this job were delivered, you'd put a very big label on them bearing the name of the project. You start up the forklift and drive outside, wondering aloud how your very intelligent installers had managed to overlook that massive label. But hey, we all make mistakes. You're still in a good mood.

Before you reach the pack of panels, the forklift's engine starts to splutter. It's out of diesel. Luckily you always have three spare jerrycans at the ready, and everyone who uses one always makes sure to refill it immediately afterwards. Or not. All three jerrycans are empty. Because Pete isn't coming in today, the pickup isn't there. So now you can take your own (passenger) car off to the petrol station, leaving it stinking of diesel all week as a result.

By around 9am you've finally loaded everything up (after first having spent half an hour looking for tie-down straps, which weren't in the box where they belong). You head for your office to wash your hands and have a quick cup of coffee, but even before you've set foot across the threshold, your secretary calls out that the computer's not working. Oh that's right, you'd started another update of your order-processing software on Saturday morning, but it seems that it hasn't worked and now everything has crashed. Your secretary, your planner and your sales guy are unable to do any work. Fortunately you'd made a backup before you started that update, but even so it's going to take you an hour to get everything up and running again. You're still in a pretty good mood, but it is starting to dampen a bit.

In the meantime, your secretary has had no trouble moving two appointments to tomorrow and a third to a little later today. That last one is just a little measuring job, so you can easily stop by to do that on your way to your installers. At last you can wash your hands, drink your first coffee of the day, and hit the road.



You've only just set out when the foreman of your other team calls. The soil at the job that they were "just going to finish off today" is full of roots and stones, and they're definitely going to need both today and tomorrow to sort it. And all that while tomorrow they have to install a sliding gate, which the factory is going to deliver directly to the project. A delivery that has already been loaded onto the truck, and which can't be rescheduled just like that. Well, you'll just have to figure it out when you get back.

As you approach the motorway, you start having doubts. There's always heavy traffic here. Should you take the motorway, or take a detour? The detour will take an extra 15 minutes, so you take a gamble that there won't be a traffic jam on the motorway and you turn onto the slip road. Unfortunately, just as you pass the point of no return, you see a sea of red brake lights ahead. Now your mood's starting to drop below zero.

When you finally arrive at the 10-minute measuring job (with your stomach rumbling because you still haven't eaten anything), you're greeted by an angry customer who wonders whether you think it's normal to be late for an appointment that you've already postponed once? He wants to know whether you usually do what you say you'll do, or if he would be better off ordering his fence from a more professional business? Then he has twenty-seven questions about every tiny detail of a fence that at 8.75 metres is probably the shortest fence you're going to install this year, and in the end the measuring takes almost an hour.

When you're back in the car you realise that the customer lives on a dead-end street and there's no room to turn around. You have to reverse 600 metres with your trailer, almost knocking your mirrors off not once but twice, and if it hadn't been for a random passer-by shouting 'stop' very loudly, you'd have made a brand-new Porsche a bit shorter as well.

Once you make it back onto the motorway you keep an eye out for a McDonalds, where you could nip through the drive-thru to order two cheeseburgers to eat while driving, as there's no time to stop for any longer than that. Your installers have already called you twice to

ask where the panels are, and they've been standing around picking their noses for half an hour now.

You arrive on-site with a mood that's now far below freezing. There's no forklift, so all the unloading needs to be done by hand. When you pop in to the client afterwards to let them know that you're almost finished and to ask if you can come and hand over the project tomorrow or the day after, they say: "Oh yeah, I forgot to tell you – the electrician is still waiting for the intercom, it won't be here for another two weeks. Once it arrives he'll connect up the gate right away, and then we'll do the handover, OK?" It turns out that the grand opening with the mayor has also been rescheduled, so in retrospect there was absolutely no rush and your installers could have driven back and forth themselves. You'll need to wait another two weeks for your money,

You depart the client's site with squealing tyres and take the fastest route home. By now you're almost faint from hunger, but luckily you know a little truckers' cafe on the way where you can grab a quick and relatively healthy bite. You walk in and who do you see sitting there? The installers from your other team, who supposedly had a lot of work to do sorting out tree roots and stones. They're sitting there looking perfectly relaxed, each at their own slot machine, with two tall glasses of beer in front of them.

Your instant reaction is to want to fire them on the spot, but you reconsider just in time. You've taken on too many projects, and the chance of finding other installers at such short notice is less than zero. You turn around and leave quick smart, because you're scared that otherwise you'd give your hardworking and always well-intentioned mechanics a



As you stand next to your car smoking a cigarette to calm down, your secretary calls.

Mrs Jansen has phoned the business for the 17th time and threatened to give you a zero-star Google review if you don't send someone round today to fix the scratches on her fence. She was promised that it would be sorted out six weeks ago.

"Can't Pete do it, with his sprained ankle?" you ask her. But Pete has called in the meantime to say that his ankle turned out to be broken and the doctor said he can't work for four weeks. So you heave a deep sigh, drive to a hardware store, buy a spray can of paint, and drive off to Mrs Jansen's. When you arrive you plaster your friendliest smile onto your face and, while offering your profoundest apologies that it's all taken so long, you touch up the couple of tiny spots on the fence – after which she heartlessly informs you that she's still going to give you a zero-star review, because of course all of this really isn't acceptable.

When you finally get back to work, your secretary is packing up her things. Her day has finished, while yours is just beginning. Luckily she got you some rolls from the bakery and there's a flask of coffee waiting for you as well.

You plop down into your chair and open your email client. The first email is from the accountant. The tax department has disputed last year's return and sent a new assessment. If you could transfer a hundred thousand euros before the end of the month?

Woah. Blackout.

What happened after that and what you may or may not have done in the time that followed, you have no idea... but a little after 7:30pm the phone startles you back into alertness. It's your girlfriend, she's made dinner and wants to know if you're coming home. On autopilot, you lock everything up and get into your car. "How was your day?" she asks brightly as you walk in. "Oh, fine, you know. Same as usual."





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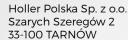
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FENCE POST



Christopher @ Huth

Christopher Knoth of Huth Metall und Zaunbau sent us these photos. "It is only 'just' a piece of rigid mesh fencing," he says. "But putting it up took some doing, as the ground was full of blue concrete." Blue concrete is an extremely hard type of concrete, consisting mainly of water and cement, without adding (much) sand or gravel. It became famous during World War II, as it was widely used for military structures. "While that was a challenge for our boys for a while, they did not let it win. With the neatly landscaped garden and new paving, the fence now comes into its own nicely!" Indeed Christopher, installers to be proud of. Beautiful fence and great photos. Thank you very much for sending them in!



fencepost@fencingtimes.com

Have you got a tip for us? Or taken part in something great that you want to snare 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 collections in the sector.





John @ Pellikaan

John Pellikaan of the company
with the same name Pellikaan in
Arkel sent us this photo, of a swing
gate in front of the new fire station
in Papendrecht, near Rotterdam.
That fire station is a beautiful and
futuristic-looking building – so
of course the view should not be
disturbed by the containers on the
site. So those containers were given
their own swing gate, with a plate
filler from which figures were cut
out. Nice gate, John! Thanks for the
photo!



Christoph @ Zauuteau Spahui

Christoph Spahni of Zaunteam Spahni, one of the largest Zaunteam franchisees with three branches around Swiss Bern, took his entire team of 45 men and women on a team outing at the end of April. Destination: three days in Malta, an archipelago 93 kilometres below Sicily, in the middle of the Mediterranean Sea. "Malta is only a two-hour flight from Switzerland and it's something completely different," he says. 'Something different' you can certainly say, because apart from a nice location, Spahni had also provided a full programme. It included a Tuk-Tuk Tour on the island of Gozo, a tour with Rolling Geeks (small beach buggies) through the fortified town of Vittoriosa, a tour of the Valletta harbour with gondolas, a trip on a vintage bus to the island's mediaeval capital Mdina as well as a treasure hunt scavenger hunt in Valletta's old town. In between, of course, there was tasty food and drink, and the evenings were spent at Club L22 on the $22^{\rm nd}\,\mbox{floor}$ of the Hilton Hotel or at one of the many beach clubs. "Once we got back, we did have to recover," says Spahni. "But it provided many new impressions and camaraderie that we will remember for a long time." Christoph, you are an example to your fellow fencers. It is that we get so much fun out of making this magazine, otherwise we would apply to work for you.

 $_{
m fencepost@fencingtimes.com}$



MMM @ Zauu uud Tor

Alex Lächler of Zaun und Tor sent us this photo of a fence along the Waldenburgerbahn, a narrow-gauge tramway from Liestal to Waldenburg, two towns a little outside Basel. Always nice when a photographer of a fence along the track waits a while for a tram or train to actually pass by – then a photo comes to life. Nice photo, Alex, thanks for sending

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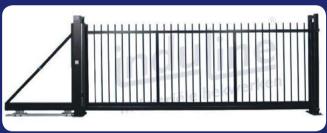




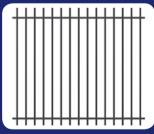
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FENCING TIMES SHORT NEWS

Bert Lanssens is Plastivan's new DACH manager



elgian fencing manufacturer Plastivan has a new export manager for the DACH region: Bert Lanssens has stepped into the shoes of Edward Vandemoortele, who moved to lock manufacturer Locinox last year.

Plastivan is a garden fencing manufacturer based in the town of Oostrozebeke, near Kortrijk. The company's range consists of garden fencing made of wood composite, plastic and aluminium, supplemented by pedestrian gates and so-called

Ranch Fencing: sturdy wood composite fencing for large plots of land in the countryside.

The company also supplies wood composite privacy slats, and decking in the same style as the fences.

"My goal is to promote the range in the German-speaking countries," Lanssens says. "I'll tackle this in various ways, including by supporting our existing contacts, but also by entering into new partnerships with fencing companies and building long-term partnerships." ■

Ray Parlour to present prizes at the Fencing Awards

n May, Britain's Association of Fencing Industries (AFI) announced the name of the guest speaker who will be presenting the awards at this October's Fencing Awards, to be held at St James' Park football stadium in Newcastle upon Tyne. Footballer Ray Parlour, a midfielder who played for Arsenal, Middlesbrough and Hull in the

nineties and noughties, will do the honours. Before presenting the awards, he will share a few anecdotes from his football career.

"The UK Fencing Industry is set to honour its brightest stars and most innovative minds at the highly anticipated 2024 Awards Ceremony," says AFI director Pete Clark. "The ceremony serves as a beacon of excellence, recognising

outstanding achievements across all the facets of the fencing sector. From groundbreaking technological thinking, to exemplary craftsmanship – these Awards highlight the dedication and ingenuity that define the industry's best."

The AFI also announced the judges for the event. Most of them work for the suppliers who sponsor the event, and all have extensive experience in the industry. "All jury members are generously offering their time free of charge," Clark says. "We look forward to celebrating the remarkable contributions and achievements within the UK Fencing Industry. This event not only honours excellence but also inspires others to push the boundaries of innovation and quality."

The Romford Pelé



While at Arsenal, Parlour was nicknamed 'The Romford Pelé', reflecting his combination of solid performance with a humorous, self-deprecating, down-to-earth personality and an image wholly lacking in glamour. He has been described as an 'unsung hero' and praised as a fans' favourite for his high work rate and commitment.



Bobcat shows range at demo days

Ray Parlour is very much looking forward to the awards ceremony: "It will be a great event, celebrating excellence and innovation in the industry. Fencing is something that is often taken for granted, but we all benefit from the hard work and innovation in the sector, be that in farming, commercial or domestic projects. See you in October!" ■





S-based Bobcat organised the $Bobcat\,Demo\,Days\,at\,its\,European$ headquarters at the end of May, where its entire offering of more than 90 machines was on display. More than 700 customers, distributors. suppliers. and journalists travelled to Dobříš,

a little way south of Prague, for the demo days. During the demo days they were shown the latest machines, such as the TL25.60e electric telehandler and the RogueX2 self-driving technologies loader New were also demonstrated, such as camera-based pedestrian

detection. driver presence detection and a transparent display in or in front of the front window that reduces the need for drivers to take their eyes off their work area and which can draw cables into the pipes environment. ■

New warehouse for Bircher

manufacturer Bircher is expanding its site in the Czech town of Hranice (between Brno and Ostrava) to include an additional warehouse. The expansion will mean that all products from BBC Bircher Smart Access and BBC Bircher Automation can be stored and stocked under one roof. Bircher says that the investment will have several benefits for the company's logistics, including faster delivery times, more transparent transport costs, and better packaging.



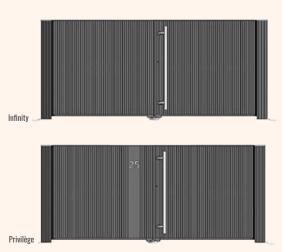
Portail à Créneaux new gate by Tschœppé



he French gate m a n u f a c t u r e r Tschæppé of Hærdt, near Strasbourg, launched a new type of aluminium gate this spring. It is called Portail à Créneaux (literally 'gate with slots').

The new gate has a filling made of narrow, profiled aluminium sheets that are invisibly attached to the welded frame with special clips, so that the frame itself is not visible from the outside.

There are two models of this new gate: The Infinity model has only the narrow aluminium plates, the Privilege model has one smooth aluminium sheet as an alternative, on which a house number or other decorative element can be mounted. The aluminium sheets of the infill can be installed on the outside only or also on the inside. The new model is available as a pedestrian gate, double swing gate, rail gate, cantilever sliding gate or as an ordinary fencing element. ■







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Garda Sikring on acquisition path



arda Sikring, a fencing company with in-house production from Norway's Hagan, a town outside Oslo, is on an acquisition path. Or rather, is intensifying the number of acquisitions. The company was created in 2016 from the merger of the companies Garda Anleggsikring, Systemsikring, Håland og Karlson, Solheim Gjerdenett, Lauritsen Gjerdefabrikk

and Røa Gjerdefabrikk, using venture capital from the investment company Longship. Some of these companies were already working together in the OSN partnership (Områdesikring i Norge) before the merger. The merger created a company that can produce a wide range of fence and gate types in its own factories and offer nationwide installation. In the years following the merger, Garda continued to

expand. In 2017, it bought Trygg Vei, a company in guardrails for roads. This was followed in 2019 by mesh factory Nor-Netting, in 2021 by demarcation company Nord-Norsk Veisikring and in 2022 by another mesh factory: Heldal Gjerdenett. It also purchased Puomitek, a large site security company from Riihimäki, Finland, in 2022. In the summer of 2023, Norwegian industrial door builder Windsor

Door was also taken over, and after that Garda Sikring acquired a taste for international acquisitions. Since last autumn, successive acquisitions included the Danish Kibo Sikring, Swedish Heda Security, Great Security also from Sweden, all Scandinavian activities of the Perimeter Protection Group (GPP Perimeter Protection in Sweden, Denmark, and Finland) and the German security services

SBFM adds privacy kit to range



provider Freihoff, in addition demarcation Norwegian company Veisikring.With all these acquisitions, Garda Sikring is fast becoming one of Europe's largest companies in our industry. It can now supply, install, and maintain fences and gates (partly from its own production) and high-tech site security throughout Norway, Sweden, Denmark and Germany and in a part of Finland.

company manufacturer and wholesaler from Eysines near Bordeaux, is adding a new privacy kit to its range. The kit features slats made of wood composite, and two aluminium profiles to slide into the horizontal V-profiles of the 3D panels. The kit is available in fencing heights of 1030, 1230, 1530, 1730 and 1930, with the colour options of brushed dark grey, brushed light grey, and 3D brown. The kit comes in two sizes: one for panels with a 50-millimetre mesh width in the SBFM range, and one for panels with a mesh width of 55 millimetres.



Carsten Keite new boss Automatic Systems Deutschland

he German branch of Belgian barrier manufacturer Automatic Systems has a new general manager. Carsten Keite took over in April from Stephan Stephani, who founded the branch in 2015 and has led it ever since. Keite comes from locks manufacturer Iseo, where he was in charge of the sales department in the DACH region for four years. Before that, he gained experience at Bosch, TKH and Geutebrück, mainly with video surveillance, access control and alarm systems.



Read the Fencing Times and win

e have again r e c e i v e d some nice photos from readers reading the Fencing Times over the past few weeks. Here you can see Venice, the office dog of fencing manufacturer Defence. According to his owner Judith Pompe, he likes to read the articles about faraway lands and those with wild animals. At

drive manufacturer Liftmaster, everyone also reads the Fencing Times: product manager Gregory Trusov in the showroom and marketing manager Sharon Wagner at the hairdresser. You are correct Sharon, much more interesting than Elle and Vogue and whatever else the hairdresser has lying around. Jochen Eckenweber of

Eckenweber Zaunbau in Bavaria also submitted a photo. His 8- and 6-year-old sons already know they want to take over the business later and read the Fencing Times (on Sunday mornings at 7am) to learn about the industry. Many thanks to all the contributors!

Do you also know a lovely place to read this magazine? Have someone take a picture of it.

At the kitchen table during the obligatory Sunday morning visit to grandma; while resting in the bucket of a shovel; at the top of a ball stop post, be creative!

The best photo wins a barbecue. Send your photos to photo@fencingtimes.com or share them with us on Instagram.









Heras acquires BA-KRO



eras, a fencing manufacturer headquartered in Oirschot, the Netherlands, has acquired BA-KRO, a Berlin installer of high-security perimeter protection systems. The acquisition is the outcome of a longstanding collaboration. BA-KRO, founded in 1997, supplies systems for the protection of locations with high security needs. The company supplies, installs and maintains systems to secure airports, prisons and embassies throughout Germany.

The acquisition ushers in a new phase for this longstanding and intensive collaboration. "We're extremely proud to welcome BA-KRO as a subsidiary of Heras," Heras CEO Emmanuel Rigaux says. "Heras and BA-KRO have worked together closely for many years and have built up a high degree of mutual trust and respect. BA-KRO's expertise, experience and reputation will help us to provide even better service to our high-security clients in Germany."

"Heras is a prestigious name in the security world," says Helmut Bauer, BA-KRO's managing director.
"We're thrilled to be able to broaden and intensify our presence on the medium- and high-security market as part of Heras. The acquisition will give BA-KRO a stable foothold for the future." Heras Deutschland and BA-KRO will remain on the market as two independent brands, with BA-KRO operating under the Heras banner.

New electric drop bolt from Tomalok

Tomalok, a new company based in Cookstown, Northern Ireland, is launching its first drop bolt: the Tomalok. It stops gate leaves blowing open, and makes it harder for intruders to break in.

omalok is owned by Paul Creighton, the founder and co-owner of intercom manufacturer AES Global. In his own words: "I love solving problems. With the growing demand for solid aluminium gates, there has been a corresponding increase in the number of gates blowing open. That led me to create a robust and reliable electric drop bolt, to ensure that a closed gate stays closed even when it's windy."

TOMALOK

The new Tomalok is an electric drop bolt consisting of a stainless steel pin in a stainless steel housing. The pin is held in place by three aluminium castings, two of which are fitted with stainless steel roller bearings. A built-in electric motor can move the pin 150 millimetres upwards and downwards. The Tomalok also includes an emergency battery in case of a power outage, and can be unlocked mechanically. The bolt can be supplied with a base plate if required; this has an adjustable end stop, so it can be adjusted to suit the thickness of the gate leaf.

APPLICATIONS

The new drop bolt has other uses in addition to preventing gate leaves blowing open, Creighton explains: "Anywhere you need a bit more security than just the resistance provided by the drive, but don't have the budget for a retractable bollard, the Tomalok comes in handy. It's a 20-millimetre pin made of solid marine-grade¹ stainless steel, not a hollow pipe. When a gate has been fitted with a Tomalok, it makes it extremely difficult for an intruder to force their way in – they have to use an angle grinder to attack the bolt."

INSTALLATION

The Tomalok operates on 24 volts and is compatible with almost every gate control in the market. "It works best if you connect it to the output of the flashing beacon," Creighton says. "On most control boards you can set pre-flashing to 1.5 seconds before the gate opens. That gives the Tomalok enough time to retract the pin. The Tomalok operates on a volt-free or a 24-volt triggered signal, which can be pulsing or constant. For situations where you can't get a power supply from the gate controller or from another component, we can provide a 24-volt power supply for installation on a DIN rail."



¹⁾ Marine-grade stainless steel is stainless steel with molybdenum added to the alloy, making the stainless steel chlorine- and salt-resistant in addition to water-resistant.



ASSEMBLY

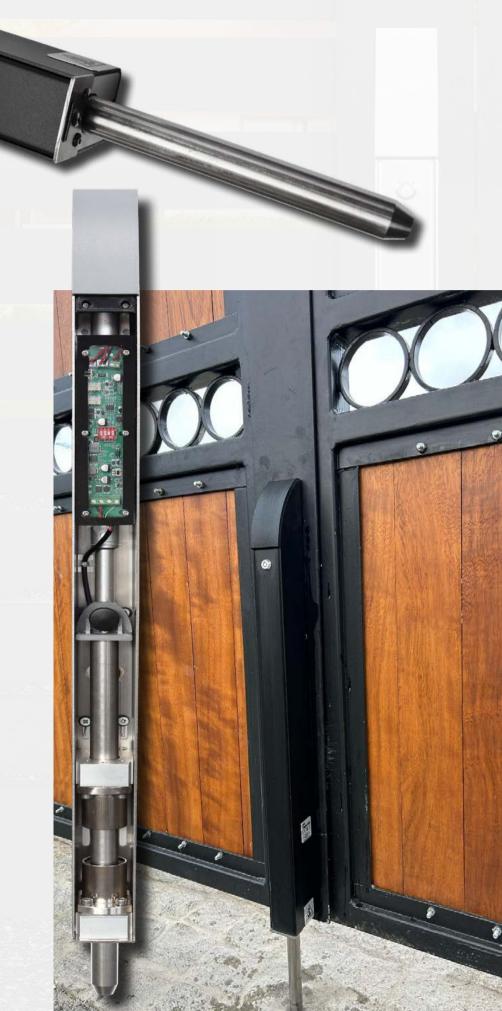
For steel gates, you can secure the Tomalok to the front stile of the gate leaf using up to eight jack nuts (supplied). "The front stile box section needs to be a minimum of 50 millimetres wide for that," Creighton says. "We include a tool with every Tomalok, which you can use to tighten the jack nuts. You can also secure the Tomalok to wooden gates or aluminium profiles, as long as you use the right screws or bolts. Maintenance is simple too. I would recommend lubricating the upper part of the pin with a bit of grease or oil every year. And it's good practice to replace the emergency batteries every 5 years, even though they're rechargeable. Then if the power goes out, the customer is able to use the full capacity of 20 opening cycles."

ROBUST

With its stainless steel construction and the solid pin, the new bolt is built to withstand tough conditions. "The other components, like the aluminium castings and the bearings, are strong and solid too. You can feel it when you hold a Tomalok," says Creighton. "It's incredibly heavy, it weighs 4.5 kilos. And we've put it through extensive testing. We applied torque tests to the motor to ensure that it does the job. We conducted life testing using a timer and a counter; the first test Tomaloks have now run 30,000 cycles and still show no traces of wear. We froze the locks and then activated them, and they worked immediately. We ran a sample in a water tank and used a pump to simulate heavy rainfall, twenty four seven for two weeks. And of course we tested a few here locally, in our lovely Northern Irish climate. Whatever we tried, the Tomalok did its job."

THE FUTURE

"I'm incredibly proud of our development team,"
Creighton says. "The Tomalok isn't just robust and functional; it's attractive too. It gives installers a good option to suggest when all the dreaded phone calls come in after a big storm. And the installers who from now on offer the Tomalok with every automated swing gate, whether the customer requests it or not, will have protection against complaints about gates being blown open – and motors being damaged as a result." Creighton is already looking to the future, too: "We're working on built-in limit switches, which will allow smart devices to see whether the lock is engaged or not. And we're also working on something very special, but I can't say anything about that yet. How can I put it? Stay tuned!"







TIME-SAVING

PILE DRIVER

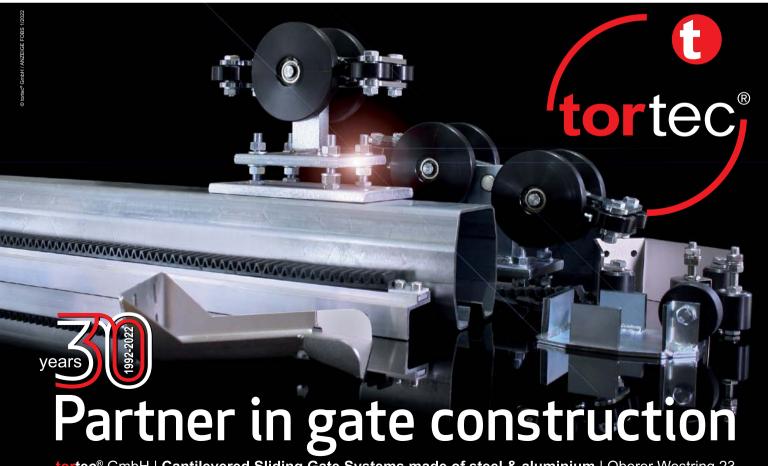
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Came presents new parking systems at Intertraffic



Italian drive manufacturer Came presented a range of new and improved products for traffic control and management at Intertraffic in Amsterdam last April, including two parking systems and new bollards.

ntertraffic is a trade show that brings together all companies that have a connection to parking, traffic, or smart mobility," says Ellen Van den Bossche, marketing manager of Came Benelux in Lessines, a town between Brussels and Kortrijk. "It's a true catalyst, like a sort of networking event for these companies to connect with each other. They can often do a lot for each other, whether as clients, suppliers, or partners. This means that it's the perfect trade show for us to present our new parking and access control management systems."





PARKING SYSTEMS

Came Parkare, which is Came's parking division, showcased a new 'Zero KM' Service for operators of big 24-hour car parks. "Until now, these major car parks and parking garages have always needed 24-hour service, with technical staff on site," Van den Bossche says. "We've completely redesigned the hardware, the software and the service concept from scratch; it's now much easier for staff with no technical knowledge to solve any problems that might come up. This in turn has a huge impact on business continuity, customer experience, and profit. Came Parkare also presented a new 'Free Flow' concept, in which both entering and exiting the car park are completely ticketless. Smart cameras control all traffic flow as well as the checks for whether payment has been made, without the need to stop at a barrier or terminal. Car park customers can pay for their parking and for charging their electric cars via the platform, and use a 'find my car' map to remind them exactly where they parked their car.

ACS PS

The ACS PS solution was put forward for solutions in the medium segment of the market. "It's a parking system, but the focus here is on access control - ACS stands for Access Control System - rather than on a revenue model," Van den Bossche says "The system is intended for use in unmanned car parks. It could be paid parking too, with payment made at the exit." By equipping the parking system with the ACS01 access control system, which we wrote about in a previous issue, individual access rights can be controlled and managed remotely. "Later on you can see exactly who went in or out, and when and where they did it."







EASY SCAN

Another new product - and a first at Intertraffic - was the ACS Easy Scan, an offline ticketing system that provides access via QR code tickets. It is supplied in the form of a ready-to-use kit consisting of a desktop ticket printer with 4.3- or 7-inch display, and a ticket reader. "Shop assistants or receptionists can use the printer to produce a ticket with a QR code, which the user can then use to exit with their vehicle," Van den Bossche says "The ticket-reader is built into a separate column next to the barrier, or installed in the tube profile of a turnstile. As soon as you hold the ticket with the QR code in front of the reader, the barrier opens." We will return to this in more detail in ta future article.

SAFETY BOLLARDS & HIGH SECURITY

In addition to the new parking systems, Came presented a new range of safety bollards. These range from classic traffic bollards for marking the boundaries of a pedestrian zone through to high-security protection. "The anti-terrorism bollards have undergone crash tests and been able to withstand truck crashes," Van den Bossche says "When high security needs to be taken to an even higher level, we have a roadblocker too. And of course we also exhibited our range of barriers and the turnstiles we produce. Most customers know us for our gate operators and barriers, but with Came Urbaco, Came BPT and Came Özak we have a lot of in-house expertise in bollards, intercoms, access control roadblockers, and much more besides. Intertraffic, with thousands of visitors that need to manage traffic flows or provide access in one form or another, was the ideal opportunity for us to demonstrate this."







Gate Position Control

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Redcinha Delclo launches quick-install privacy kit



n 2012, we were the first to come out with privacy slats made of wood composite," managing director
Hervé Delmarre says. "The market has grown tremendously since then; the slats are hugely popular with end customers. But installers aren't necessarily as keen – because, with the existing systems on the market, installation is extremely time-consuming. That drives up the installation price. For that reason, we wanted to market a kit that's super-fast to install."

ULTIMATE

The new kit is called Composite Ultimate. The slats in the kit come with aluminium clips already installed; these ensure that the slat stays put on the topmost wire of a wire mesh panel. "You don't need to fix a bottom profile in place first, you don't need to install any clips or clamps yourself, all you need to do is slide the slats into the mesh in the panel," says Delmarre. "It's the first privacy kit on the market that doesn't require any tools or fixings. Once all the slats are in place, you slide the aluminium infill profiles into the horizontal folds of the 3D panel, then click a top profile into place. And that's it!"

FAST

"With some of the other kits on the market, putting the infill into the wire mesh panels can take 20 minutes," Delmarre says.
"Even with the better systems, it still takes more than 10 minutes. When we developed Composite Ultimate, our goal was for the installation to take no more than 5 minutes for one person to complete. With the first prototypes, we held a competition at the Paysalia in Lyon and the winners took 1 minute and 41 seconds. That was for two people working together, so someone working alone can easily do it in less than 5 minutes."

CUSTOMISED

The clips are fired into the slat mechanically, immediately after extrusion. "We use an automated process to do that, so it keeps costs low," Delmarre says. "The clip sits higher or lower on the slat depending on the type of wire mesh panel for which the slat is intended." Redcinha Delclo makes the slats for 3D panels from all manufacturers. "Ferro Bulloni, Betafence, Dirickx, Place Clôtures, Van Merksteijn, Moreda, Vermigli, Delclo: all of them manufacture panels with

a different mesh size, or else
the shape of the horizontal fold
is different. We have our own
extrusion machines, so we can
customise the slats by adapting
them to fit the panels from
any manufacturer. The added
advantage of this is that we can
make them exactly the right width,
so they fill the mesh right to the
edges. Wire mesh panels that are
filled with our slats are more than
95 percent closed."





KIT

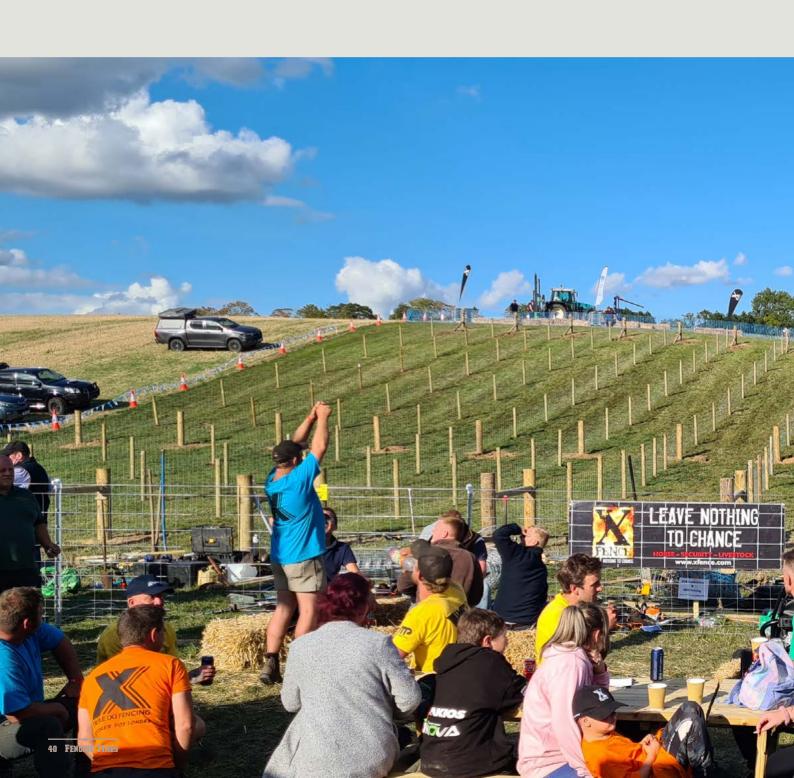
In addition to customising the slat width and clip height, the number of slats in the kit are customised to suit the type and length of the 3D panel. "We assemble the kits to order, in our factory," Delmarre says, "so we're able to tailor the contents of the box to each customer's requirements. If you use a post system with protruding flanges, we include two narrow slats in the kit for use in the outer meshes. If you use posts with clips, all slats are the same size. We are

also able to supply multicoloured kits, and slats that alternate different colours in a single panel. This can create a particularly lovely effect." Like the composite slats already available in the Redcinha Delclo range, the slats are constructed from UV-resistant composite granulate. The company guarantees them colourfast for 10 years. The slats and aluminium profiles are available in anthracite, light grey, brown and light brown, and in five fencing heights.





McVeigh Parker organises British open fencing championships

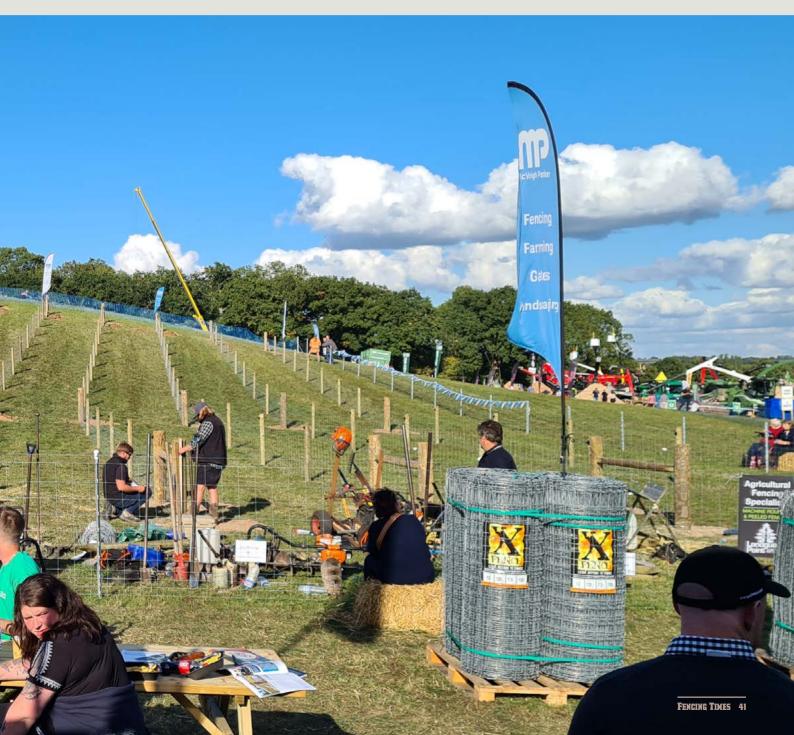


McVeigh Parker, a wholesaler of primarily agricultural and wildlife fencing supplies with eight branches across Great Britain, is organising the British Open Fencing Championships for the second time during the APF Exhibition¹ this September. Fourteen teams will be challenged to erect the best livestock fence.

ince the eighties there have been all sorts of different UK fencing competitions," says Chris Hambridge, CEO of McVeigh

Parker. "Some entrants in those competitions were getting frustrated with the scoring system, with more points given to time rather than quality. Most of the competitions also took place on flat ground, which is rarely a daily occurrence for a fencer. Then one time I was with our sales director Stuart Mills in New Zealand, where we saw how they organise competitions there – as well as what you have to do in order to win the famous Golden Pliers. We then decided we need to try and replicate this in the UK, hence the British Open was born. It's now in its second year."

1) The APF is a biennial outdoor trade show for the forestry, woodland, arboriculture, firewood, fencing, trees and timber industries. It attracts around 300 exhibitors and over 23,000 visitors. For more information, see the article elsewhere in this issue.





OPEN

So that was how the British Open Fencing Championships began. 'Open' means that participants from anywhere in the world can sign up. "This year we have a team from Ireland and one from Norway," Hambridge says, "as well as teams from England, Scotland and Wales, of course." 'Open' also means you don't have to be a McVeigh Parker client to take part. "We organise these championships for everyone in the industry. Because it's a fun thing to do, and because it's good for the whole industry when installers talk to each other and challenge each other – and all become better at their jobs as a result. Everyone's welcome."



COMPETITION

Participants work in teams of two to install 60 metres of livestock fencing within four hours. The fence must have one curve, as well as both diagonal and horizontal strainers. Only hand tools are permitted. Points are awarded and deducted based on the overall straightness of the fence, how vertical the posts are and how neatly the braces are installed, the tensioning of the tension wires and the mesh, and the knots used to tie the mesh to the tension wires. The competition will be held in a purpose-built fencing arena in the AFP's Fencing Village, on a slope. Full details of the exact criteria are available from the organisers.





SPEED FENCING

New for 2024 is the British Open Speed Fencing Competition, in which speed is the most important factor. "We brought Clipex steel posts into the UK in 2014 and then got steel posts government approved in 2017," Hambridge says. "Demand for those posts is constantly increasing, because they really do make the work much faster. That's why we're holding a speed competition now too." Entrants in the speed fencing competition compete against each other and against the clock, but the quality of the work is important nonetheless. They are required to install 60 metres of fencing using Clipex intermediate posts, Triple X strainers and X Fence netting, and to secure everything using the latest clips from Strainrite and Gripple. The winner will be the first British Open Speed Fencer.

JOIN IN

The APF will be held from Thursday 19 to Saturday 21 September on the Ragley Estate in Alcester, a village to the south of Birmingham. "The Speed Competition is on Thursday, and the official British Open Fencing Championships are on Friday," Hambridge says. "There are still a few places available in each competition. Even if you don't want to enter, do come and watch - it promises to be another great show. It's definitely worth sticking around until Saturday, too, because there will be all sorts of demonstrations of the new machines, tools and equipment in the fencing arena." Entrants can sign up on the McVeigh Parker website. ■



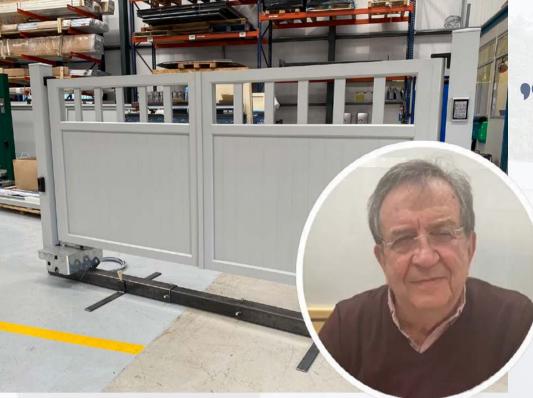


Neat Gates releases range of plug-and-play swing gates

Neat Gates, an aluminium gate manufacturer from Dublin, now offers a plug-and-play version of all models of its swing gates. For this new option, named Fusion Gate, each gate is pre-installed on a steel frame.

eat Gates is a company in the Electro
Automation Group," Director and general
manager Phil Keane says. "Electro
Automation, is a company that has been installing gates for
over 40 years, with branches not only in Ireland but also in
Birmingham, in the UK and Erfurt in Germany. Three years
ago Neat started manufacturing designer aluminium gates."







e started off with a focus on the end market, as that was the market we were familiar with. Since the start of this year we've also focused on supplying to fencing and gate installation companies. Since finding and recruiting suitable staff is a major challenge industry wide, we decided to make the gate installation experience quick and easy and 'plug and play' if possible. That's why we developed the Fusion Gate."

FUSION

The Fusion gate has the gate posts pre-installed on a steel frame. The gate leafs are installed and aligned, the drives are installed, all the sensors, access control and security accessories are installed, all the wiring cables are concealed and the gate is fully tested. "Only once everything is working and approved do we load the gate onto the truck and send it to the customer," Keane says. "On site, all the installer needs to do is dig a hole in the ground. The gate's put in the hole, the foundations are poured, the gate is plugged in, and that's it. If the weather's all right and the concrete dries quickly, the installation takes no longer than a day."

RANGE

All swing gates in the Neat Aluminium Gates range are available as Fusion Gates. "All our swing gates have a frame made of four aluminium sections, mitre-cut and then screwed together using stainless steel fasteners," Keane says. "Every model uses the same gate posts and hardware. The only thing we change in the different models are the infills. This also consists of aluminium sections, or sometimes partly of aluminium sheets too, with or without laser-cut motifs. There are completely closed privacy models as well as more open options."

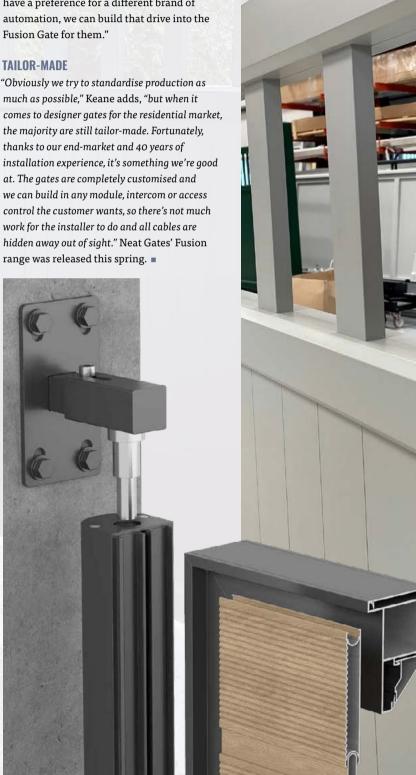




GATE DRIVE

For the gate drives, Neat uses robust brushless motors from Italian drive manufacturer Roger Technology as standard. "For a clear opening of up to 5 metres, they have powerful, low voltage, brushless underground drives that we're able to install completely out of sight," Keane says. "We've had good experiences with these. Gates with bigger passage widths are also possible depending on their height. "Also, if installers have a preference for a different brand of automation, we can build that drive into the

"Obviously we try to standardise production as much as possible," Keane adds, "but when it the majority are still tailor-made. Fortunately, thanks to our end-market and 40 years of installation experience, it's something we're good at. The gates are completely customised and we can build in any module, intercom or access control the customer wants, so there's not much work for the installer to do and all cables are hidden away out of sight." Neat Gates' Fusion range was released this spring.







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Participate in the fencing championships

Presented by Fencing Times

great event is coming up: on the weekend of 7 and 8 September, open fencing championships will be held in Wenschdorf bei Miltenberg, a small town 60 kilometres south of Frankfurt. Fencing Times is title sponsor: herewith we cordially invite all fence workers to participate.

The Fencing Championships are organised by the Interessengemeinschaft (IG) Zaunbau (freely translated as the Fencing Interest Group), with the aim of connecting fence workers and simultaneously promote the fencing profession outside the industry, similar to, for example, what the Stihl Timbersports events do for the forestry industry.





he event consists of more than just championships. Saturday afternoon there will be a barbecue and in the evening there will be a big fencing party with campfires, a performance by Rockband Vivi and a DJ who will ensure an upbeat mood. Food and (more importantly) drink trucks will ensure that no one is hungry or thirsty. Fence workers not participating in the championships are equally cordially invited. You can get to know other fence workers, exchange experiences, pick up tips and tricks and, of course, laugh a lot with like-minded people.

THE CHAMPIONSHIP

Participants compete against each other in three categories: Rookies, Pro and Team. They have to assemble a 1-metre-high double bar fence as professionally and quickly as possible. Michael Hübscher won in the Pro's during the previous edition. "Our profession motivates you not only to be physically fit," he says, "but also that you are handy and resourceful, develop spatial insight and are not afraid of unexpected circumstances. At the same time, it is very varied work. I enjoy it immensely and am happy to defend my title this year."





PROGRAMME

The event starts Saturday with free practice and the first pre-qualification rounds. This will be followed by the aforementioned fencing party. The competitions will be held on Sunday. The awards ceremony is expected around 15:00, after which everyone can return home. Both the participation and entry are free. Those who participate will have a chance to win great prizes, made available by sponsors. Food and drinks will be available at reasonable prices.

TRIBUTE

As the previous text shows: the fencing championships are much more than a competition: they pay tribute to our beautiful profession. We hope to see you there, for an enjoyable weekend of fence workers among each other.







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Highland launches new post and clip for wildlife fencing

Highland Stall und Weide, a German supplier of agricultural and wildlife fencing based in Sottrum, near Bremen, is launching a new steel post and clip to make it faster and easier to install wildlife fencing.

hen it comes to wildlife fencing, installation is a big part of the price," says company founder and owner Martin Holm.
"And on top of that, it's becoming increasingly difficult to find good installers. That's why we're now selling a post system that's quick and easy to install, so the same installer can get more metres per day into the ground with less physical effort."

BEGINNINGS

"It actually all started back in 2021, when the shipping costs and delivery times for equipment from Asia skyrocketed," Holm says. "Until then we dealt in so-called Z-Poles, but all of a sudden that was no longer viable so we needed an alternative. Through contacts, we came across a metal rolling mill that manufactures posts for viticulture. Wine production requires cheap posts - they're always under a lot of pressure to keep prices low, just as we are in the fencing industry - and at the same time the posts need to be strong, because vines are very heavy when they're covered in bunches of grapes. Then we started looking at whether we could develop a variation on that vineyard post that would be suitable for wildlife fencing."









Z-EH POST

"So that became the Z-EH post," Holm goes on.
"It's a C-profile, with round holes in the top and bottom of the C, for attaching bracing posts. The back of the C has wire-holders punched out at 10-centimetre intervals, to hang the mesh on. The name Z-EH stands for Zaunpfahl, Einfach and Haltbar, which is German for 'fence post', 'easy', and 'portable'. We write it as Z-EH, i.e. with a hyphen, so that it looks like a variant of the Z-shaped post that we see a lot in specifications. If you pronounce Z-EH as 'Zeh' then in German it sounds like the letter C, which is appropriate because the Z-EH post is made from a rolled C profile."

FOREST

"The post was an immediate success," Holm says. "This was in part because the posts from Asia either weren't available or had delivery times of 16 weeks or more, while our Z-EH post was made here in Germany. We were able to replenish our stocks every two or three weeks and could always deliver from stock. Customers got to know the post and could see right away that it was a better one. It has a thicker zinc layer than most Z-posts on the market, and is certainly just as strong. The C-profile is a bit easier to ram into the ground, and is a bit lighter too. The latter point was welcomed by forestry customers in particular: in the forest it's often hard to park the truck close to the fence line, so you have to do a lot of walking back and forth with your arms full of posts."

BRACKET

This gave Highland something valuable to offer to fencing contractors who do a lot of work for forestry managers. "At a meeting of state forestry companies in North Rhine-Westphalia, we asked what else we could improve to make it easier to install fences in the forest," Holm says. "It turned out that the existing bracket system, which is used to attach the posts to the braces, was really unwieldy. It's a set of clamping brackets, which are screwed together and to the posts using small nuts and bolts. You have to start by putting all these different components into your pockets before you leave the van, plus another ratchet or spanner and pliers, and then you head off to the fence line with an armful of posts. When you've set out the posts and want to install the brace, you have to try to fish all those little bits and pieces out of your pockets again, with your gloves on, and then screw those little nuts onto the little bolts. It's a total disaster."





ENNE CONNECTOR

"So then, along with one of the installers from the state forestry company, we worked out - right there and then in the middle of the forest - the basics of the ideal connection between the post and the brace. We came up with a steel plate, which you simply slide into the C-profile. The other end of the plate is shaped in such a way that you can clip it into one of the holes that you would previously have used for a bracket. So instead of clamps, nuts and bolts, a spanner and a pair of pliers, all you've got in your pocket is a stack of steel plates. It really is ideal: you work much more quickly, and it's much less hassle. And not only in the forest - it's great for anywhere you use steel posts. We now call that steel plate the 'Enne connector', after the installer with whom we created it. His name is Enne."

SPIKE

And finally, Highland developed another ground spike with a metal circle, to make it easy to get the brace post into the right spot in the ground. "Brace posts have to go into the ground easily, because you need to be able to move them if you put them just that little bit too close or far away the first time," Holm says. "But at the same time, they can't sink at all after installation, because then your mesh ends up hanging there limply. So we've made a spike that you can insert into the post at the bottom, like the Enne connector at the top. You then slide a steel circle around it. You use the circle to stamp the brace into the ground, and it also prevents the post sinking too deeply as soon as you tension the mesh. Together, the components form a whole new system that makes installation in the field a whole lot easier. Obviously we never stop working on development, but for now this is mission accomplished."





Coming soon: APF 2024

In September, the APF show will be held in Alcester, near Birmingham. The APF is an outdoor trade show for forestry, arboriculture, firewood, lumber yards and (agricultural) fencing that attracts about 300 exhibitors and 25,000 visitors every two years. All exhibition stands that have anything to do with fencing are grouped together in the Fencing Village.



ince we introduced the Fencing Village idea at the 2018
APF Show, it has become an increasingly popular feature," says Ian Millward of the organisation. "Fences are an important feature in forests and on estates, and we received feedback that the agricultural fencing industry in the UK did not really have its own show. The idea seemed to fit perfectly within the APF show, so the concept of the APF Fencing Village was born and it's now 'a show within a show'."

FENCING VILLAGE

The area of the Fencing Village has grown every year since then. "This year too, we had to expand the Fencing Village area again to meet the demand," says Millward. "In the fencing village, you will not only find wire and mesh manufacturers and wholesalers,

but also suppliers of post drivers and other attachments for tractors and suppliers of tools such as staple guns." Companies that have already booked their exhibition stands include McVeigh Parker, Tornado Wire, Hampton Steel, ArcelorMittal, Solo Fencing, Bryce Suma, Sacrofast, Ian Snape Agriculture, HW Martin Fencing, Stow Agriculture and Easy Petrol Post Driver. Almost all machinery and tools can be evaluated live at the exhibition stand, under realistic conditions. In addition, the Fencing Village features a fencing arena, which will host the Open British Fencing Championships on Thursday and Friday (see separate article elsewhere in this issue) and extensive machinery demonstrations on Saturday.



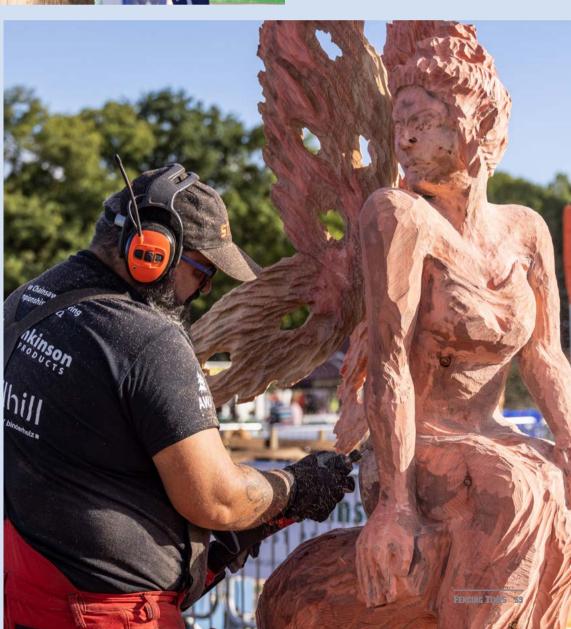




TRADESHOW

"The Fencing Village is only part of the huge event," Millward adds. "On the rest of the site, you will find 80 million pounds worth of working forestry machinery, from chainsaws to woodchippers, you name it, spread over 2.5 miles. There are competitions and demonstrations held all over the site, including the World Post Climbing Championships, the European Chainsaw Woodcutting Championships, the APF Tree Climbing Competition, the UK Logging Competition and many more." The APF will be held at Ragley Estate in Alcester, south of Birmingham, and will run from Thursday 19 to Saturday 21 September. Those wishing to stay for several days can of course book a hotel nearby, but there is also an on-site camping area. ■





According to a survey of 100 installers:

84% reported unsafe design to be the most common cause for automated gate accidents in the last 10 years

Overwhelming majority advised that well over half of gates checked / maintained were 'unsafe by design'

62% believed the design errors are the responsibility of inappropriately trained installers



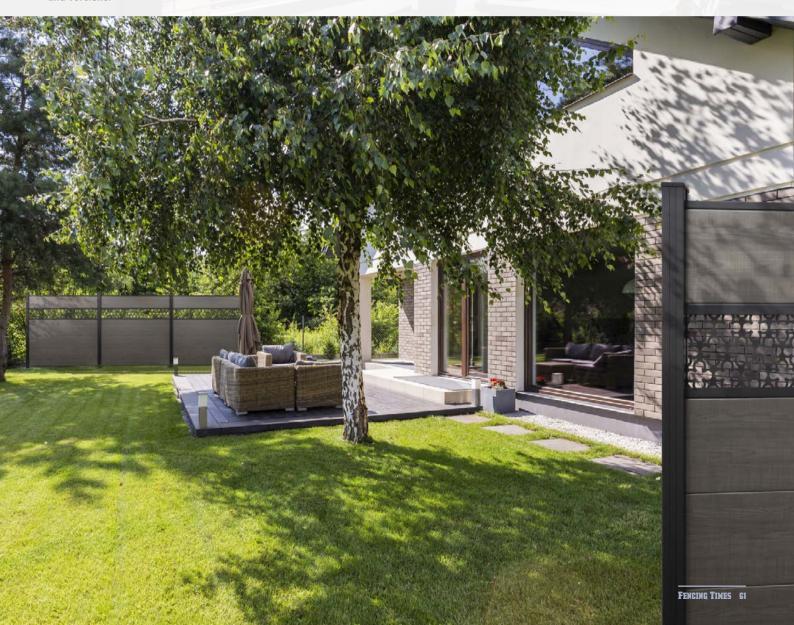
Do you understand the design requirements to deliver a safe gate?



Visit www.gate-safe.org for more info / book a space on our distance learning training www.gate-safe.org/training

GroJa expands fencing programme

Groen und Janssen, a fencing manufacturer from Südbrookmerland, a town in the far north-west of Germany, is expanding its fencing programme. In the plastic series BasicLine, there are now extra narrow filler profiles and decorative strips, the Fertigzaun fence parts are now also available for the front garden, and the Solid Rhombus and Premo series are manufactured in additional colours and versions.









e are constantly looking at how to adapt our programme to the latest trends and feedback from our customers," says director Adonis Kabashi. "We work on that throughout the year. Every time before the new season starts, we then launch all the improvements."

FERTIGZAUN

GroJa's Fertigzaun, which is best translated as a prefabricated fence, is a fence consisting of fence sections. These are four transverse aluminium profiles, against which vertical plastic profiles are screwed on both the inside and outside. Until now, the fence sections were 1800 millimetres high as standard. "They are mainly used as privacy screens," says Kabashi. "We now also make them with a height of 900 millimetres. So fences around the front garden can be made in the same style." GroJa's Fertigzaun fence sections are mounted between posts made of bamboo-plastic composite. These are now also available in custom heights.

NEW COLOURS

The fencing types SolidLine and Premo are now available in additional colours. GroJa's Solidline Rhombus is a plug-in fence, where both the posts and the filler profiles are made of bamboo-plastic-composite. The distinctive feature of the Rhombus profiles is that they have a shadow joint, making it look as if wooden slats are mounted against another material. SolidLine Rhombus was already available in Bi-Colour, Stone Grey and Walnut and is now also available in Teak. The Premo line is also a plug-in fence, but with aluminium posts and HPL panels. HPL stands for High Pressure Laminate, a material in which paper and textile fibres with synthetic resin are pressed together under high pressure to form sheet material. Premo was already available in a light grey, and with a wood or rust appearance options. Anthracite and concrete looks have now been added.







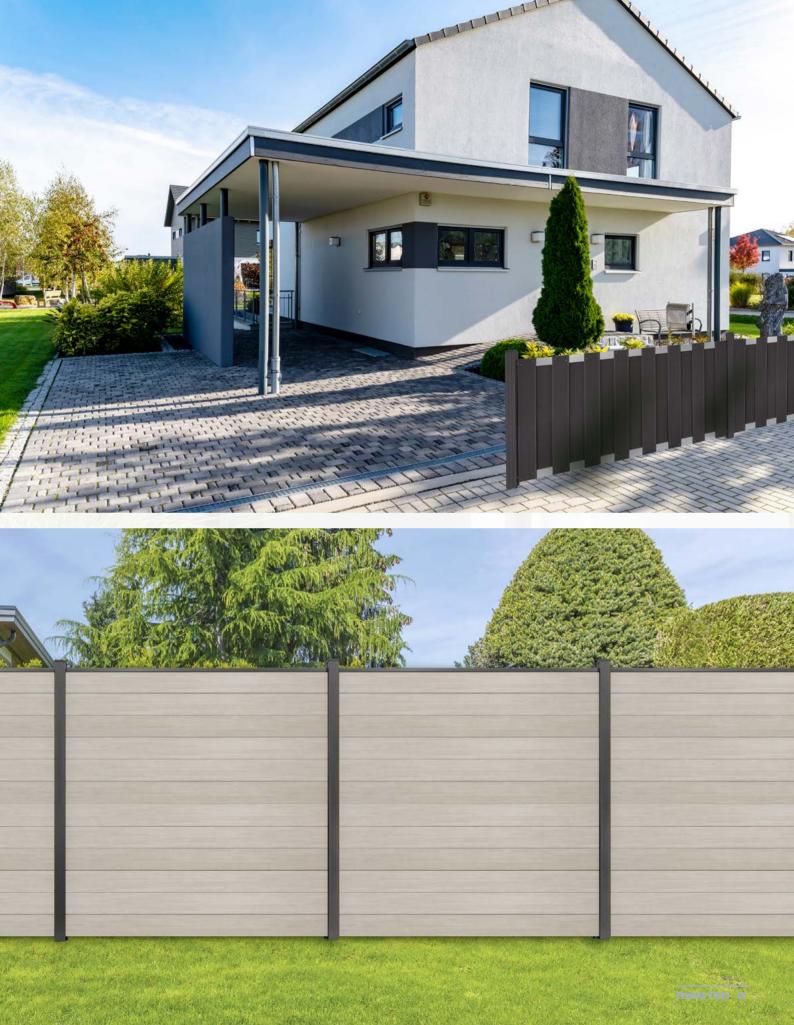
BASICLINE

The majority of the improvements are in the BasicLine. As standard, six tongue-and-groove profiles, available in eight different patterns, form a square fence panel measuring 1.8 by 1.8 metres. However, these PVC profiles are also available individually. Since this spring there are also profiles for the series with a height of 150 instead of 300 millimetres available under the name BasicLine Schmal. A fence panel then consists of 12 profiles instead of six. "A fence immediately looks very different when you make the filler profiles narrower," says Kabashi. "Somewhat more elegant." Those who would like, can combine the two profiles. Like the wide ones, the narrow slats are available in anthracite grey, silver grey, Sheffield Oak, Knotty Natural Oak, Golden Oak, Monument Oak and Grey Ash Cut.

PREMIUM

Alongside BasicLine Schmal, BasicLine Premium is the second extension of the plastic plug-in fence. This variation complements the filler profiles with so-called pilaster strips, narrow decorative aluminium strips that are mounted between the filler profiles. Kabashi: "They divide the surface of the entire element and create attractive visual accents." The aluminium pilaster strips are manufactured as a standard in anthracite grey but can also be powder-coated in any other colour.







A group of women from the Fence Workers Association, a relatively new US trade association, are working to unite women in the fencing industry. To achieve this goal, they've set up an interest group: the Women of the FWA.

here are lots of women in the fencing

industry," says Veronica
Richardson, who
founded the group
along with Heather
King and Susan Worley.
"Both in active roles, as
an owner, working in sales,
and in supporting roles in the

background. But even those women who've worked in the industry for years, who regularly attend trade fairs and other events and have no trouble at all voicing their opinions, nonetheless often feel completely isolated. I think it's the same for you in Europe. The men at any given moment have tons of contacts in their phones to reach out to, get advice from, and create partnerships, while we women do not have that arsenal of contacts. It's even worse for wives and girlfriends who are not as connected in the industry. Susan approached Heather and me sometime last year asking whether we could start up a women's group to tackle the issue. I jumped all over it and came up with the idea of building a big social media network, to enable women in and adjacent to the industry to make the same large number of connections as the men, but in their own way. Heather thought it was a great idea, and she also joined in right from the start by building connections. That was how it all began."







WOMEN

"You know," Heather King says, "women are different. We communicate differently. Different things are important to us. Men talk technically and overlook details that are important to women; that doesn't foster our engagement in the conversation. At the same time we also have other concerns, because we're also running the household and bringing up the children at the same time. Our work-life balance is different. In fact, our entire lives are drastically different. And that's fine, it's even a good thing, because we complement each other. But - and certainly in a male-dominated industry like ours - it does mean that even though we dominate in some areas, we lag behind in others. Now we're joining forces in a group." The Women of the FWA group consists of women from all areas of the industry. They include fencing company owners, the wives and girlfriends of men who own fencing companies, women who work on the office side - at both fencing companies and suppliers - and, of course, female installers.

THE MISSION

"The idea behind the Women of the FWA group is to give women the strength, motivation and opportunities to be themselves, to stand up and to take responsibility." Susan Worley adds. "To see themselves as full-fledged members of the team within their own companies and worthy members of the fencing industry as a whole. With this in mind we have groups on Facebook, Instagram, YouTube, LinkedIn and TikTok for us to get together. We use them to show each other what we're working on at the moment, and to ask each other questions. Every Tuesday at the end of the day - that's around midnight your time - we host a live YouTube session on a specific topic. Anyone who wants to know more or has something to contribute is welcome to take part. The discussions include things like whether it's better to quote by the foot or by the project, and the qualities of particular materials, but also issues for working mothers and running a business as a couple. Sometimes there's not much to discuss and we're all done after 10 minutes; sometimes it's super-interesting and goes on for hours."

Susau K. Worley

Susan K. Worley was a Petty Officer (sergeant) in the US Navy. After a time with various different jobs, she spent seven years working for a drive wholesaler in Dallas, Texas, where she got to know the fencing industry. She became Executive Director of the FWA at the start of last year, working non-stop to help fencing installers and the industry succeed.



Heather King

Heather King and her husband own a fencing business in Evansville on the border of Indiana and Kentucky, have a fencing tool wholesale business, and travel all over the US providing hands on training as well as business training

with their Fence Academy. King joined the company four years ago following a previous career as the Director of Social Services in a long term care facility for the elderly, but it didn't take her long to learn the ropes – mainly by daring to ask questions.



Verouica Richardsou

Veronica Richardson joined the industry seven years ago. She works for two brothers that mainly focus on commercial installations as well as wholesale fencing and gate components. They have three locations across the state of Wyoming. For years, she was 'just the person behind the computer and the voice on the phone,' leaving life in the spotlight – on social media, with clients, and at events – to the owners, until they encouraged her to step outside her comfort zone.



PRESENTATIONS

"We regularly invite speakers who have a lot of knowledge on a particular topic," Worley continues. "They're not always women, sometimes they're men. We build the Q&A's around what questions people want and need the answers to. A lot of the training sessions and seminars in the men's world are quite monotone and focus on the mechanical side of things. This doesn't work for women. It doesn't even work for all men. So we try to tell it like it is. That's the special thing about the group. Everyone is direct, and is able to say what they think without holding back – while at

the same time we're all aware that no one knows everything. We rely heavily on each other, not only during presentations or seminars, but outside that framework too. Nobody needs to be afraid to ask questions. What's the difference between chain link and security chain link? What's the difference between a brace band and a tension band? A lot of women in the sector have no idea, but now there's a platform where they can ask. Without being laughed at, without sounding stupid. We're constantly asking each other those sorts of things. Or things like 'what are the best tools to use for this' and 'what's the best material to supply for that'."



STRFNGTH

"This setup ensures that women discuss things they weren't thinking about before. Last week we had an entire live session on entity structuring: how to structure your business in such a way that you pay as little tax as possible. Hardly anyone wanted to take part - mostly because it's an intimidating topic, it's not a topic that people are comfortable with. That's a real shame, because after all, we all hate paying taxes. One of the ways we want to change things is by giving women in the industry the strength and self-assurance to stand for who they are, even if their knowledge on the topic is small. To put forward their opinions on every topic, and to dare to make decisions. And we're aware it's going to take time, but that's not a problem. We now have a leadership team of 10 women who work with us to chair the live online sessions, organise the meetings and come up with meeting topics, so we don't have to do it all ourselves. We want to give everyone a voice. We're just going to keep building it up, so that next year's session on entity structuring will attract twenty women instead of four, and then the year after that there'll be a hundred. You know Rosie the Riveter? We're the Rosies of the fencing industry."

NOT WOKE

"By the way, we don't want to be one of those woke clubs of wailers whose aim is to attack the men in our industry for their misogyny." Veronica Richardson says. "Naturally we've all come across men who believe that we women don't know a thing about this industry and believe our only place is in the office, but thankfully it doesn't happen too often and there's not much we can do about that minority of men. In general, women are very welcome in the industry. But what we do, rather than bashing men, is to use our own strengths as a starting point. We solve problems in our own way. When we're faced with an unfamiliar situation, we turn to each other for advice. We work things out, come up with solutions, and consult each other for opinions and feedback. We're always figuring out how to improve, just like the men are. Or perhaps even more than the men, but in our own way and we're proud of that."



World War II. These women usually took up entirely new jobs, taking over from the male workers who had left to join the army. Rosie became widely known for the 'We Can Do It!' poster as a symbol of female empowerment - the phenomenon of companies undergoing rapid growth with the addition of women's insights and abilities. The idea of Rosie the Riveter originated in a 1942 song by Redd Evans and John Jacob Loeb. Media images of female workers on posters and in advertisements were widespread, encouraging women to go to work in factories to do their bit for the war effort. Rosie the Riveter was also the lead character in the 1944 Hollywood film of the same name.



WOMEN OF THE FWA DAY

"The next big thing we have coming up is the Fence & Security Expo, a fencing trade show in Las Vegas, in September," Susan Worley says. "We'll have a big booth there with the Women of the FWA, and we're organising a Women of FWA Day on the Thursday. We'll hold breakout sessions¹, a happy hour, and various other activities for the women of the industry. At the previous edition – when we'd only just started - we did it on a small scale, and it was amazing! I met women there who've become my best friends. They know about everything I do, both business and personal. And you know what it is? A lot of us have similar personalities and the same interest in fencing. When we get together, so much strength and positivity comes bubbling to the surface. There are photos of us walking through the hotel lobby, a whole group of women, where you can just feel the energy that's radiating from us. It's really amazing to be part of that."

OPEN

The group now has over 300 members. Membership is open to all women in the fencing industry. "Our official name is Women of the FWA," Heather King says. "We haven't set up a separate association; we do it alongside our work for the FWA, so if you want to join the group, we ask that you join the FWA. That need not be a hurdle – the FWA has free memberships available, and accepts members from outside the United States too. Women in the European fencing industry are naturally very welcome to join us."

 A breakout session is a presentation, discussion or activity held as part of a larger event (such as a conference, congress or seminar), for which participants are temporarily divided into separate smaller groups.

The Fence Show

The Fence Show is a new annual fencing trade show held in Las Vegas, Nevada, starting in 2023. Around 180 exhibitors and 5000 visitors are expected to attend the upcoming edition. In contrast to other trade shows in our industry, the Fence Show isn't indoor-only: it also includes outdoor stands where machines and tools are demonstrated. The Fence Show will be held from 11 to 13 September at the South Point Hotel and Casino in Las Vegas.

2023 in Las Vegas



FWA Woman Nikky Hage in front of the Women of the FWA-stand at The Fence Show 2023



Fence-Deco

n a previous issue, we showed some fence decorations that were so ugly that we wondered aloud who would ever buy such a thing. After surfing a bit more around the internet, however, we had to conclude that decorating a fence is not that special at all – there are many people who do it. Tastes vary and by no means everyone will like every fence equally, but at least this collection shows that you do not necessarily have to put a plastic chicken on your fence, you can also decorate your fence with style.

Thus, here we see two examples where the owners really took pains to embellish their fence.





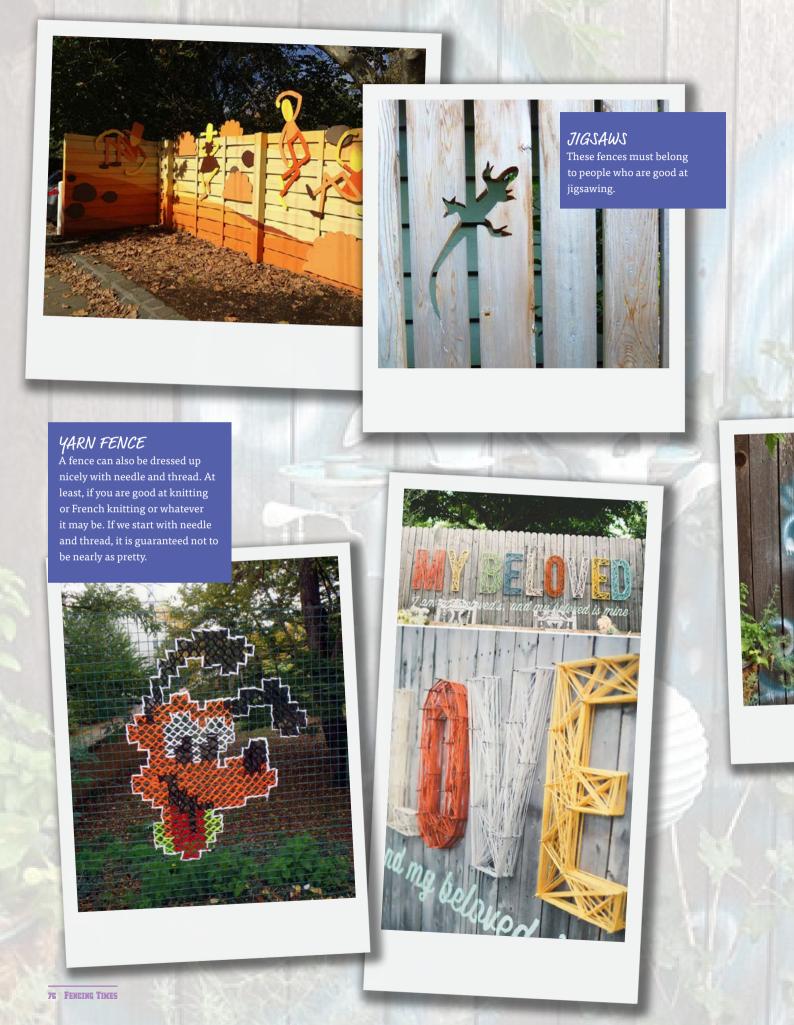




RECYCLING

There are also many fence owners who reuse old junk to dress up their fence: from hubcaps to old window frames. This is by no means always immediately ugly.





HANGOVER FENCE

And well, if you have drunk so much that you are ashamed to go to the bottle bank, you can also hang your old bottles on your fence. It is just that we drink more beer than wine here at the editorial office, otherwise this fence could just as easy have been in our editorial garden.



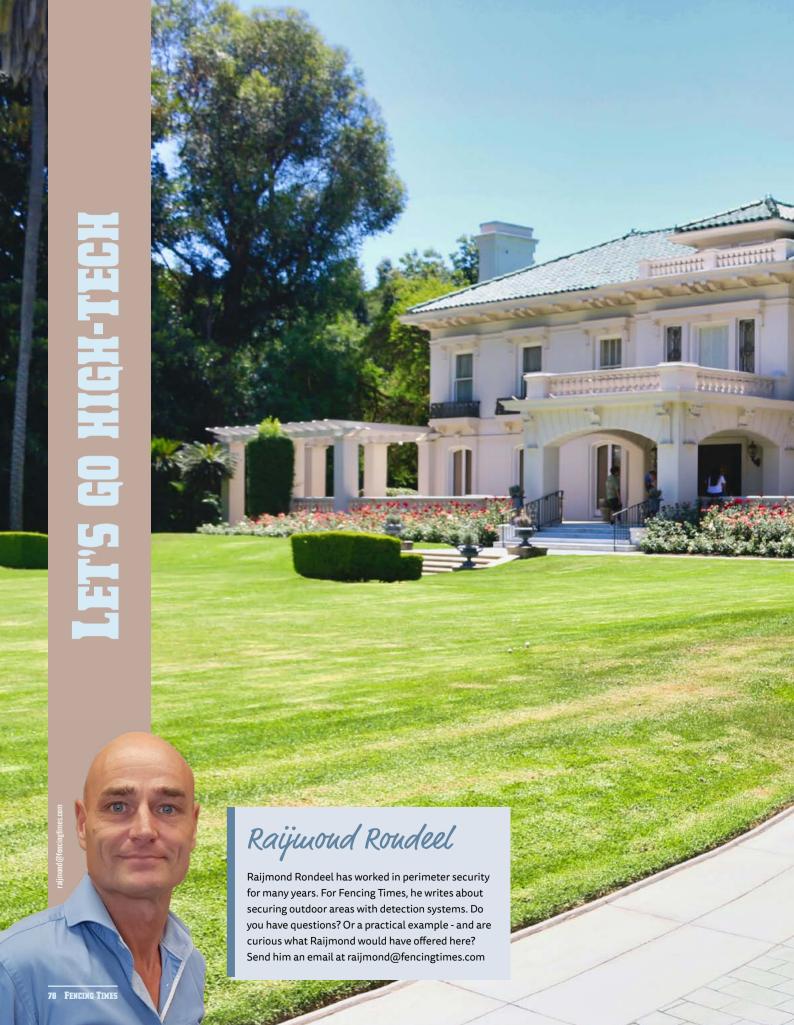
HALLOWEEN

Then we came across this particular fence, from someone who apparently celebrates Halloween all year round. At least, we never believe that these decorations are put up and taken down every year. Tastes vary, though we must admit it is stylishly done.

QUESTION MARK

And finally, a picture of a fence we did not understand at all either. First all the vertical boards were painted in assorted colours, then cross slats applied in front and finally lamps were hung. We have no idea what it is supposed to represent. An outdoor bookcase? At least it is not boring.







Securing a villa with perimeter detection

few years back when I worked for a perimeter security company, I went to see a professional footballer in Bavaria. He lived with his wife and young children in a big villa, in a lovely leafy neighbourhood on the outskirts of a village. He was often away from home playing in international matches, which made his wife nervous. While she did have an au pair and a maid, fame has its down side and when there was a major match on anyone could tell that she was more or less at home by herself. The villa was very well protected both structurally and electronically, but that didn't provide her with sufficient reassurance. She wanted to be able to know that something was wrong right from an early stage, not just when bad guys were already practically in the house.

THE PROPERTY

At the front of the property the villa was closed off by a white stucco wall of around 1.8 metres high, in the same style as the house. The driveway was protected by an electric gate, with closed infill to prevent people looking in. It was a fairly large block of land, but because the villa was sizeable too, there wasn't too much space to the right and left of the house - we're talking just a few metres to the boundary with the neighbour's property. Both sides of the block were heavily overgrown, and the same on the neighbouring properties. There were fences to either side, both left and right, but these were completely overgrown with plants. The owner had installed wooden fences in front of these to provide additional protection from prying eyes.

To the front of the villa, on the right-hand side next to the driveway, was a lawn with flowerbeds, sloping upwards and ending at the level of the first floor. In fact the double garage was situated under this sloping portion. If you walked up the slope on that side, you could actually step right onto the first-floor balcony where the bedrooms are located. The ascending section ended at a wall with a small pedestrian gate, on the other side of which were stairs leading downwards. Those stairs led back to the ground floor, and to the cellar. The gate was rarely used and was always kept locked.



The left-hand side of the block was flat, but with just 3 metres of space between the villa and the fence on the property boundary. From the driveway was a path to the left running along the house to the back. Next to the path was a garden bed up to the fenceline, heavily overgrown with plants and shrubs. The footpath led to a wide lawn, extending behind the villa across the entire width of the plot and sloping down towards a lake. On the right side of the property was a large pond, which also bordered the terrace. Between the pond and the right-hand gate were several more metres of garden beds, all heavily overgrown with plants and shrubs. So that gives you a good description of the situation.

DRAMA

I've mentioned in previous columns that while many architects and garden designers are able to sketch and imagine the loveliest things, most of them pay no attention at all to the fact that there are also people walking this earth who want to do evil. In security terms this villa was obviously a drama, especially bearing in mind that the lady of the house was often home at home on her own with small children.

The installer who had called me in to help had suggested fitting cameras across the entire property. Other than just a few cameras, such as at the driveway and gate, the clients didn't like this idea. Their reasoning was that large numbers of cameras would end up attracting more attention. The footballer lived there in relatively anonymity and the cameras could give people the idea that there was something worth taking there. And on top of that, his wife wasn't comfortable with what might happen to the images in the control room. She was very protective of her privacy.

So the question I was asked was: Are there other options?

When I'm asked that, I run through the full list of detection systems and see what we can cross off. Usually there are only a few options left over. You then look at the pros and cons of each system and use what best suits the client's requirements – and budget. Fortunately money didn't play a major role in this case. Obviously it's not something that people come out with just like that, especially not to a vendor, but if you use your eyes while you're on that sort of visit you quickly get a feel for it. So we were able to assess all the options based on their usability and effectiveness.



POSSIBILITIES

So cameras were off the list. Incidentally, this project was a couple of years ago, when alarm and motion detection technologies were less reliable than they are today. There also wasn't a lot of space next to the house, and there were lots of bushes. These are hardly ideal conditions for cameras, especially not at night. The thermal imaging cameras available today might be a supplementary option, but technology hadn't advanced so far at the time.

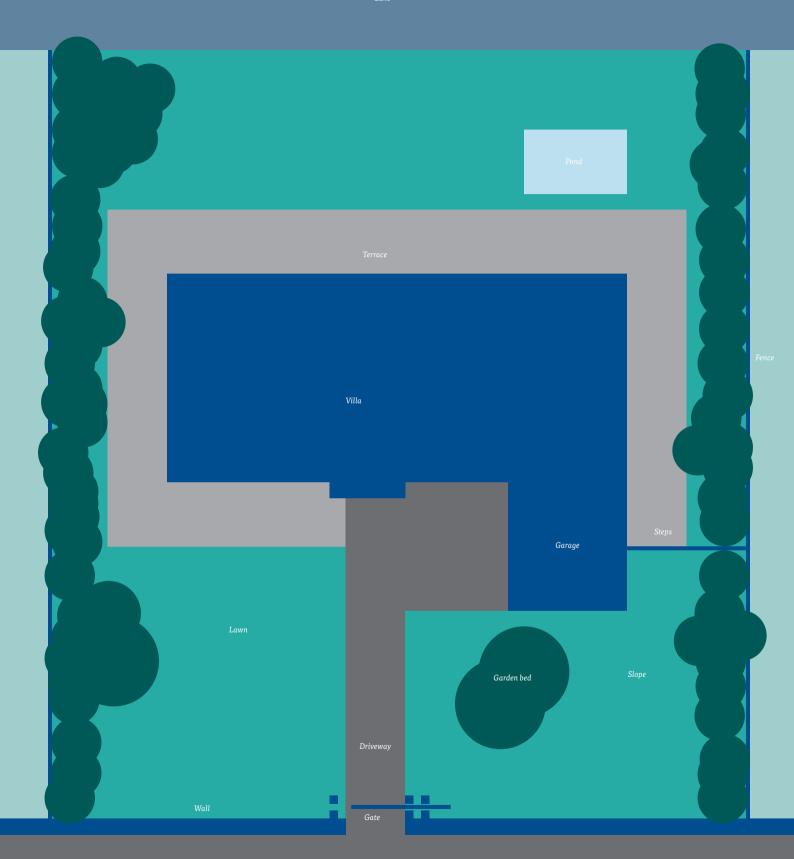
The footballer and his wife had the clear wish to know as soon as possible if there was an intruder on the property. The best option for this is a fence detection system, because what these systems do is secure the real periphery, the fencing. Intruders are spotted even before they step onto the property. However, for this to happen, the fence needs to be in good condition and also free of vegetation, which wasn't the case here. On top of that, there was a wall at the front and no fence at all at the rear of the property, where the edge of the lake was the natural perimeter. So fence detection wasn't an option either.

Then the next option was a field detection systems; these can be fitted to the inside of the wall or fence. Here we're talking about radar, microwave, infrared and laser systems.

Whatever technology you use here, they all have one thing in common: the area they secure needs to be free of movement, be it by bushes, trees, or anything else. At the front on the inside of the wall and at the back near the lake edge or the lawn this was doable, but it was absolutely not feasible at the sides of the villa. Unless we cut back all that vegetation. Well, you guessed it: they wouldn't hear of it.

THE SOLUTION

The only remaining option was a ground detection system – and the passive variant in particular, a so-called 'pressure detection system' that uses two buried pipes (hoses) that are filled with liquid and can measure the differences in pressure caused by someone walking close to the hose. There's also an active version of the system that uses a field of radio waves, but the shrubbery in the flowerbeds meant that that type was not an option here. The passive detection system isn't affected by shrubs moving in the wind, as they don't cause pressure differences in the soil. The fluid-filled hoses can be laid between the shrubs with no issue, so the system is ideal for this project, particularly on either side of the villa.



Ensuring that the hoses are situated as far from the house as possible enables the earliest possible detection in this situation, and thus the longest response time. There wasn't too much time to be gained on the sides of the villa, due to the small amount of space between the villa and the property boundary. However, there was plenty of space to the front and rear of the villa in particular, and laying the hoses as close to the boundary as possible allows for the maximum response time.

For that reason it was decided to put the hoses to the front of the house immediately next to the wall (on the inside, obviously) and those at the back as close to the lake as possible. In both cases the hoses were to be as far away from the villa as we could get them. In this way, anyone who might approach from the front or rear of the property (which is what intruders usually do, as entering via a neighbour's property carries additional risks) would be detected as quickly as possible. Another benefit of this system is that it can be laid in a sloping lawn; having the two hoses at different heights doesn't affect detection. It's even a positive to have an uphill slope, as an intruder will move more slowly and take shorter steps. Passive ground detection is more or less 100 per cent reliable anyway, but on an uphill slope it's guaranteed.

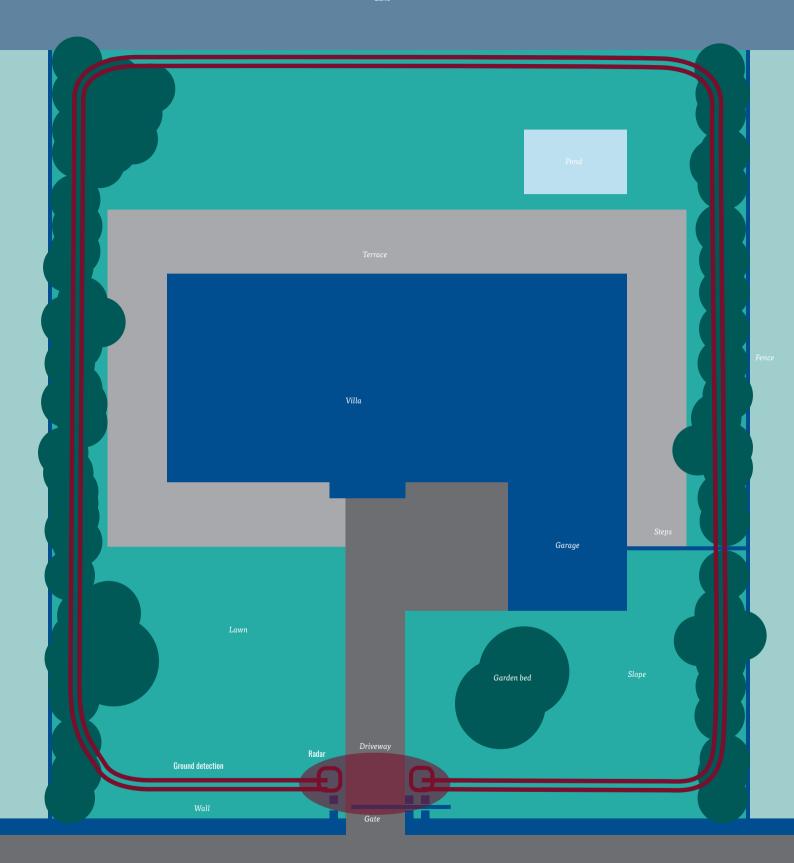
COMPROMISE

So was this the ideal solution then, with no downsides, everybody happy? Well... not quite. The hoses do have to be laid in the ground, and that's a bit of an issue when you're at a villa that's just been completely renovated and the landscaper has just put the finishing touches on the garden.

This is the major drawback of ground detection systems: you need to be involved in the project from the earliest stage, before the garden is laid out (or even better, before it's designed). That ensures the least disruption. Usually, however, you're called in too late and then ground detection isn't an option because nobody wants to dig up the garden so soon. In this situation, though, the lady of the house had no other options and her fear won out over the inconvenience – a clear advantage for the one selling the ground detection system.

My advice in these types of situations is to have the digging done by the client's own landscaper or gardener – that means the lowest chance of complaints afterwards, especially with wealthy clients as in this case. Fortunately it doesn't take long before any digging done in a flowerbed is no longer visible. Signs of digging in a lawn take longer to fade away, although the gardener has some influence on that. Good old-fashioned manual work – with a shovel – causes the least damage. As soon as machines are involved the digging looks rough and ugly. Be sure to talk this through with the client and the gardener so both know what to expect.





IN PRACTICE

Once the gardener had been called in and we went over everything again, other typical practical problems came to light. For example, it turned out that the driveway paving wasn't laid on a bed of sand, but (with German precision) on a mixture of sand and cement, to prevent subsidence.

This demonstrates another disadvantage of being brought on to a project at a late stage. If the paving is laid on stabilised sand, any pressure waves from intruders will not be transmitted to the hoses; this stabilised sand is actually as hard as concrete. An active ground detection system would be a more appropriate option for securing the driveway now. It works with radio waves, which have no trouble with hard asphalt or concrete surfaces. But the active system had already been crossed off the list due to the shrubbery, and using two different ground detection systems isn't something you do lightly. On top of that, it's an extremely expensive option for a five-metre-wide driveway.

We then considered removing part of the driveway and then re-laying a strip on a bed of sand, but the clients strongly objected to that option. Did the newly-laid driveway really need to be dug up again, on top of digging up the whole garden? Was there really no other option?

EXTRA WORK

The only other option we could come up with at the time was to secure the sliding gate and driveway with a field detection system, i.e. a system using radar, laser or infrared. Fortunately there was plenty of space here, and no movement from shrubs or plants. We installed a small Doppler radar with a 12-metre range on a small post next to the driveway, covering the gate and the entire width of the driveway. The radar was calibrated for immediate detection of anyone who might climb over the gate outside the range of the ground hoses.

This did mean that the ground detection system, which was initially planned as a closed perimeter system, would no longer be a closed system. This carries risks: intruders who unknowingly seek out the edges of the system can then slip in between the two systems. The only way to avoid this is by ensuring that the ranges of the two systems overlap. It made the layout of the ground system more complicated too; this now had to be laid in a U shape. With an O shape you can add a maintenance pit at any point in the loop, to house the technology that measures pressure differences. This type of pit also requires a power cable and a data cable, so you naturally choose a point that's as close as possible to the house and easily accessible from the house's technical room.

Now the ground detection system was laid out in a type of U shape, with the two end points on either side of the driveway. This meant that additional pits were required, with additional digging needed for the cables. Along with the radar, it meant considerable extra costs – it would have been much cheaper to repave part of the driveway.

Nevertheless, this was the option they chose. Oh well, I wasn't the one paying the bill. The problem was solved and everyone involved was happy.









LOCATION

Wenschdorf near Miltenberg (60 km south of Frankfurt)

LINE UP

SATURDAY

- Training
- Qualifying
- Fencing Party

SUNDAY

- Championship
- Entertainment for young and old

FENCES IN THE NEWS



19 JUNE 2024

Drunk Briton impales himself on fence



n Pattaya, Thailand, a sixty-five-year-old Briton sustained serious injuries when he impaled himself on the ornamental

points of the fence surrounding his own house. The man was so drunk that he could not get the gate open, so he tried to climb over the fence. In doing so, he slipped, when one of the fence's ornamental points pierced his body. He was found by a neighbour, who came out of her house when she heard him groaning. She called an ambulance and fetched a ladder, after which the man could be freed from his predicament and taken to hospital.

The world's ugliest fence is in Wiltshire





t least, that's what the neighbours of Cindy Copley think. The latter had a wooden fence put up around the front garden of her terraced house in Ludgershall, a town 15 miles from the famous Stonehenge, to prevent her nearly blind Cocker Spaniel

from running into the street. The fence neatly meets all the municipalities' requirements. It is not too high, and it is on Copley's own land. But according to some neighbours, the fence disrupts the appearance of the neighbourhood. They call it ugly. One neighbour even

said, "It is the ugliest fence in the world, what does she think she is doing?" Copley, startled by all the commotion, went to the municipality to apply for a permit, just to be sure, although normally fences under 1.2 metres do not require it. Here at the editorial office, we think the neighbours are exaggerating: it's not like the fence is in the nicest residential area of South England. Moreover, we saw on Google Maps that further down in the neighbourhood, a number of houses have the same kind of fences. In other words: neighbours, don't nag.

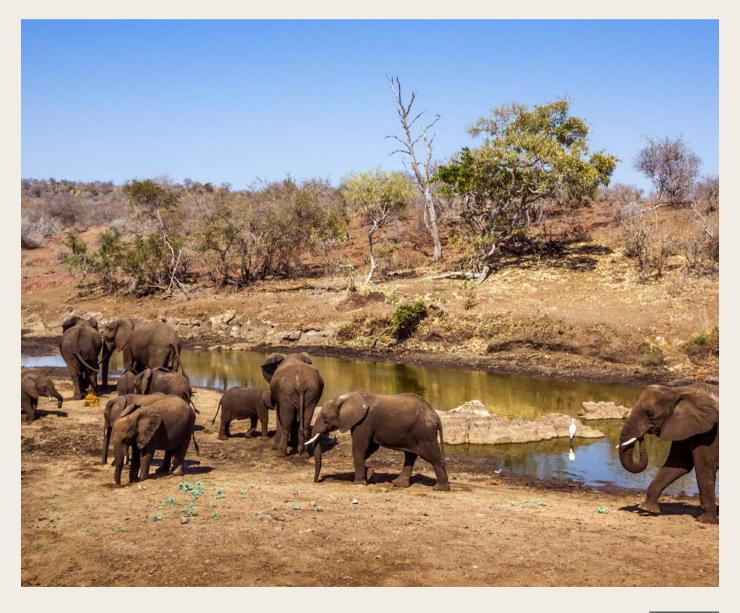
Contractors must turn in fencing profits

n South Africa, two contractors have been sentenced to hand in the profits they made installing border fences. In 2020, during the beginning phase of the global Covid panic, the South African government – like so many countries that in hindsight had completely lost their way – closed borders with neighbouring countries. The border of South Africa and Zimbabwe is mainly

formed by the Limpopo River, but it is dry for large parts of the year and can easily be crossed. So kilometres of fencing had to be quickly installed to stop citizens of Zimbabwe with or without Covid. Two contractors made the state an offer of 40 million rand (about 8 million euro) to supply and install fences made of razor wire, received the contract, and went to work. They were very fast, but

not very precise. They also had flexible interpretations of the specification of the materials to be used. Consequence: the fence started falling apart already a few days after completion and in no time the border between the two neighbouring countries was as porous as before, but the South African government was 40 million rand poorer. The government therefore took the contractors to court and the

verdict was surprising: no jail time or fines, but the companies have to hand in the profits made from the deal. Both contractors appealed but lost. They must also pay the court costs. For the South African fence workers among our readers: if you need some cheap razor wire for your next project: we know of some rolls lying around on the Zimbabwean border, which won't be used there anyway.



Cat fence in Hawaii must protect 'ua'u birds

e know all kinds of agricultural and wildlife fences. Fences to stop horses, cows, fallow deer, and wild boars. We know fences for sheep and against wolves, and we even know toad fences. But we didn't know about cat fences yet. Extraordinary actually: there are quite a lot of people who are bothered by their neighbours' cats and have to whine for an

hour on every birthday party about the amount of cat poop they find in their garden. On the other hand, there are also many cat lovers who don't want their precious four-legged friends to be run over in the street. But always when someone needs a fence, to keep cats in or out, something has to be improvised, because we have not yet come across special cat fences in any supplier's catalogue. Anyway,

in Hawaii they do have those cat fences. At least, a special 2.5-kilometre-long cat fence was completed there in March. It consists of a fine mesh net, which is partly buried and was built on the Mauna Kea volcano, more than 3 kilometres above sea level. This is because 'ua'u birds nest on that volcano, a Hawaiian version of the Storm-petrel. Whoever can pronounce it without bursting into laughter

will be sent a whipped-cream cake. These birds are in danger of extinction, mainly because their breeding range is so small - after all, there is not much land in the Pacific Ocean. The Department of Hawaiian Homelands now hopes that because of the fence, fewer 'ua'u chicks will be eaten by feral cats on the mountain and that the population of 'ua'u birds will increase again from now on.







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