

FENCING TIMES

UK & Ireland

2023, Issue 9



Drones:
the future of
perimeter Security

Came launches
4G intercom

IN2 Access starts
distribution
of Comlink

Postsaver doubles
rot protection



Choose your favourite way of reading Fencing Times



FREE DIGITAAL FREE FOREVER

Digital subscriptions are free of any charge. Just sign up with your email address and we'll notify you as soon as a new issue is available.

FREE GEDRUKT ONE PER COMPANY

Every fence installation company in  is entitled to one free print subscription of Fencing Times. Don't receive your free copy yet? Let us know and we'll take care of it.



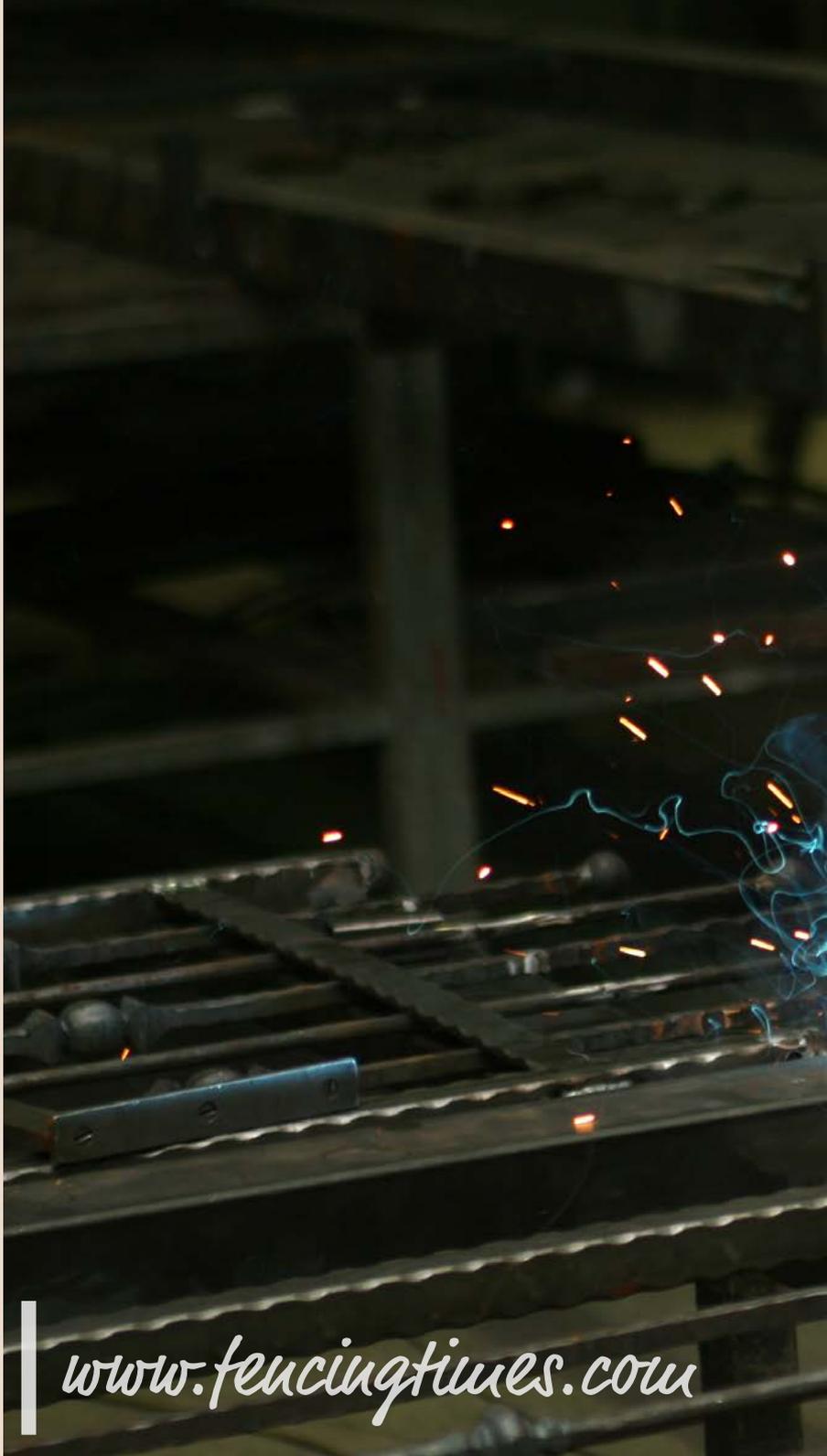
SUPPORT SUBSCRIPTIONS FOR OUR FANS

Never fight about who reads first. Just order as many copies as you want, in your own language, from € 12,50 per month.

Your subscription helps us to create even more and even better content.



Go to www.fencingtimes.com and subscribe!



www.fencingtimes.com

Fencing Times

TEAM:

Editors: Carla Pritchard & Rembrandt Happel
Design & Organisation: Janina Gemblar
Newsroom & Campaigns: Kristina Khomenko
Translations: Kelly Atkinson, Janina Gemblar, Pascale de Mari & James Duncan

CIRCULATION:

Fencing Times is published in both print and digital editions. More than 17,000 readers in 7000 businesses across Austria, Belgium, France, Germany, Ireland, Luxembourg, the Netherlands, Switzerland and the UK read Fencing Times in their own language. An additional international edition in English is sent to readers throughout Europe.

COPYRIGHT

The distribution and forwarding of individual articles or the entire issue to third parties is both expressly permitted and highly appreciated. We are happy to send you the original files for this purpose, if required. It is forbidden to copy articles or parts of articles without giving the source, or to pretend or imply it is your own content.

THE SMALL PRINT:

While this magazine has been compiled with the utmost of care, we are unable to guarantee the completeness, correctness or accuracy of the information provided herein. No rights can be derived from any of the information presented in this magazine. The opinions in this issue do not necessarily reflect the personal opinions of the editorial team or the publisher.



CONTACT:

Fencing Times GmbH

Auf der Schanz 77

47652 Weeze, Germany

E-mail: team@fencingtimes.com

Phone:  +44 1227 919552

 +49 2823 9453014

 +31 85 2088447

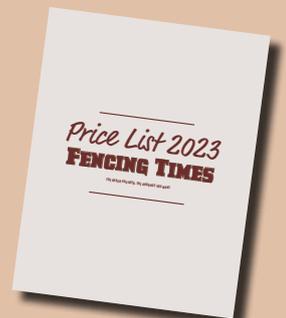
SEND US YOUR NEWS

You've got news, that you'd like to share with the fencing industry? Contact our editors via team@fencingtimes.com or call +44 1227 919552. Editorial articles are always free of any charge.



ADVERTISE

Like to advertise in the coolest magazine of the fencing industry and brand your company with all fencing installers? call +44 1227 919552 or send an email to team@fencingtimes.com and we'll tell you all about it.



Business cards are no longer changing

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

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

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

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

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

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

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

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



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

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

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

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

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

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

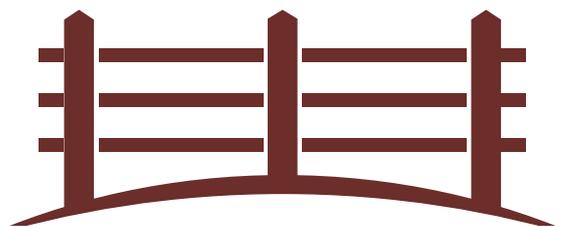
for years. It also forces you to keep thinking about how you can make your company attractive to new colleagues.

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

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

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





IN THIS FENCING TIMES:

The Publisher:

Business cards are no longer changing 4

From our readers:

Fence Post 9

Foto of the month 12

Livia's fence photos 32

From guest writers:

Raijmond abot perimeter protection 35

News from suppliers:

Van Merksteijn acquires Siddall & Hilton 14

Holler makes configurator available online 15

Binns Fencing back under family ownership 17

IN2 Access starts distribution of Comlink 18

Came launches 4G intercom on the market 20

British sector gets together at Fencex 23

Postsaver doubles protection with Postsaver Plus 24

Heras expands manufacturing facility in Oirschot 28

First Fence launches its own SR1 fence system 29

And also:

See you at Paysalia? 42

Fences in the News 44

LOCINOX

Let's make it better together

NEW PULL BARS

Aluminium and stainless steel



BAR-A

STRAIGHT OR 60° BRACKETS

BAR-I

STRAIGHT, 60° OR 90° BRACKETS

- ✓ Easy installation with fixation bolts
- ✓ Resistant to all weather conditions



Scan to learn more

Contact us



LIVE CHAT

www.locinox.com



HQ: +32 56 77 27 66
CEE: +48 71 758 21 00



info@locinox.com



**The Gas Powered Post Driver
from Fast Fencing Systems.
The petrol driver that works every time.**



FAST FENCING SYSTEMS BV
WWW.FASTFENCINGSYSTEMS.COM
CALL ROGER: +31 6 50292988
OR ARNO: +31 6 52330914



F.H.BRUNDLÉ
SERVING THE TRADE SINCE 1889



It's a lifestyle choice...



Marano® Integrated Aluminium Fence System

- Choice of boards & contemporary laser cut screens
- Mix & match the different boards to create unique designs
- Bolt-down or concrete-in posts
- Quick & easy to assemble with our hidden fixing post system
- Choice of 4 matt finishes and 2 wood effects
- Stocked laser cut screens

01708 39 80 22

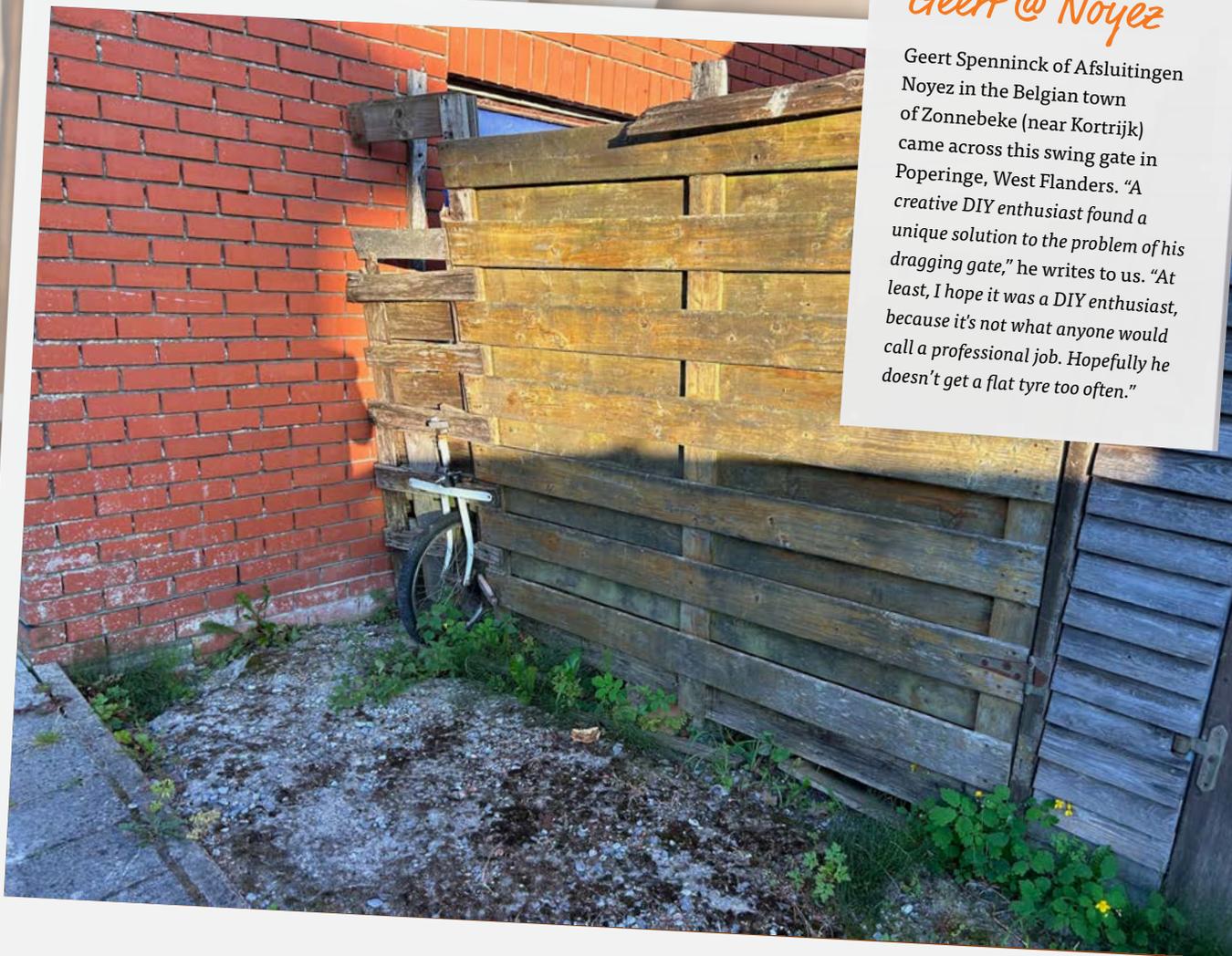
sales@brundle.com

www.fhbrundle.co.uk

FENCE POST

Geert @ Noyez

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



fencepost@fencingtimes.com

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



Cathrin @ GC

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



Nicole @ Stäblein

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

Fachgerechte Demontage Ihrer Zaunanlage durch unsere qualifizierten Demonteure.

Johannes @ Zaunteam

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



Follow us online as well

LinkedIn: <https://www.linkedin.com/company/fencing-times/>

Facebook: <https://www.facebook.com/fencingtimes>

Instagram: https://www.instagram.com/fencing_times/



Photo of the month

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

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





Van Merksteijn acquires Siddall & Hilton

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

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

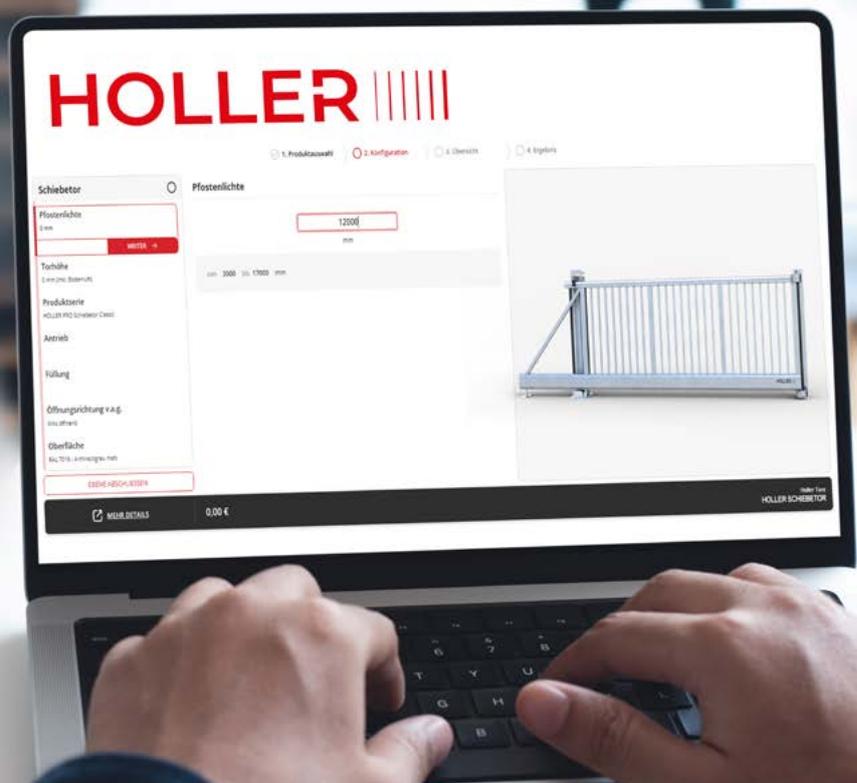
wanted to retire, and so looked for a buyer. The buyer they found was Dutch company Van Merksteijn, a manufacturer of various products including wire for mesh panels, the mesh panels themselves, fence posts and gates. Prior to the acquisition, the company was both a supplier to and customer of Siddall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



Holler makes configurator available online

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

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



CONFIGURATOR

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

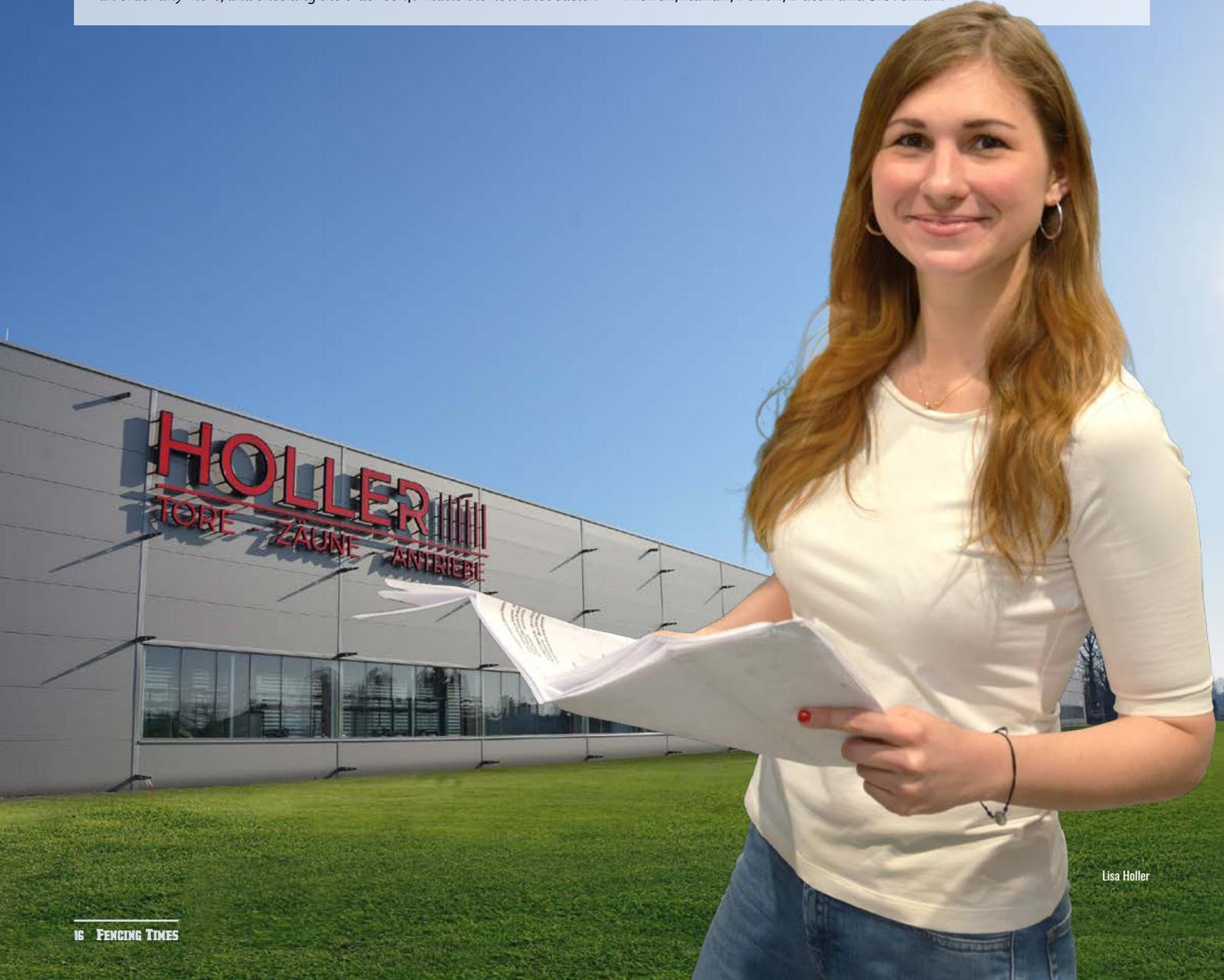
ADVANTAGES

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

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

ONLINE

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



Lisa Holler

Binns Fencing back under family ownership

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

John Binns set up the eponymous company in 1937, his grandson Adam joined the family fencing business in 2001. In 2015, following a period during which both companies worked alongside each other in the prison industry and for other high security sectors, Adam Binns sold a 73 percent shareholding to Zaun Limited. "At the time, it looked like a natural move to join forces with Zaun," says Adam Binns. "We are a PSSA¹ approved installer and they produce PSSA approved fencing types, like their ArmaWeave."

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

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



Adam Binns

IN2 Access starts distribution of Comlink



Derek Foreman

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

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

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

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

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

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



Johan Borg

Came launches 4G intercom on the market

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

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







INSTALLATION

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

TELEPHONE

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

MODULAR

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

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



British sector gets together at Fencex

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



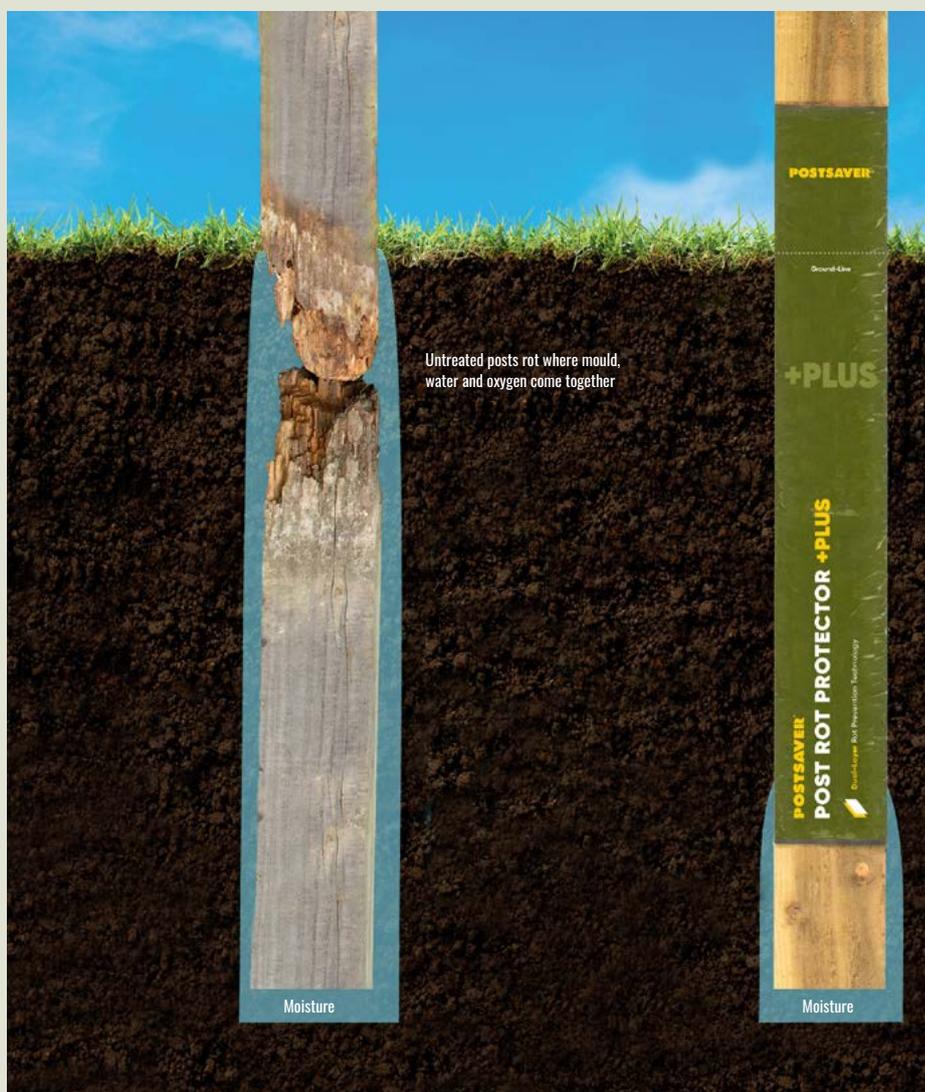


Postsaver doubles protection with Postsaver Plus

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

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

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



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

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

Postsaver CEO Richard George
with his brother Jim





Heras expands manufacturing facility in Oirschot

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

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

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

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



First Fence launches its own SR1 fence system

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



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

PROFENCE

The new ProFence is a security fence, certified with Security Rating A1 (formerly known as SR1¹) to the LPS 1175 standard from the BRE. The system is available with 868 and 358 mesh. Posts can be supplied with or without base plate, for digging in or bolting down. “The accompanying gates incorporate three hinges to adhere to the EN 12604 standard,” says Roberts-Davies. “This means that, in the very unlikely event of hinge failure due to wear, the gate will remain secure and safe. We also offer a range of accessories, including approved padlocks and security toppers to go that extra step in delaying attacks.”

FAST DELIVERY

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

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







Alpstein
ZAUNTOR
T 071 268 08 20 • alpsteinzaun.at

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



D&D Technologies®

World's most trusted gate latches, locks and hinges



LokkLatch® Deluxe



LokkLatch® Plus



Privacy and security gate latches that lock from both sides. Made from industrial strength polymer and stainless steel. Highly adjustable, will not rust, sag, bind or stain.



TrueClose® Regular



TrueClose® HD



Self-closing hinges for wood or vinyl gates. Easy to install and adjust including self-closing speed. Suitable for child safety or high-traffic applications.



Place your first order & receive a **FREE Gate Handle***

* Quote reference FT23



Available now, contact our team

UK +44 (0) 1342 327280

NL +31 (0) 30 291 98 47

enquiries@ddtechglobal.co.uk

www.ddtech.com

Warranty conditions vary according to gate or door application and usage. See full Warranty details and limitations on D&D Technologies' website.

Drones – the future of perimeter security

LET'S GO HIGH-TECH



raijmond@fencingtimes.com

Raijmond Rondeel

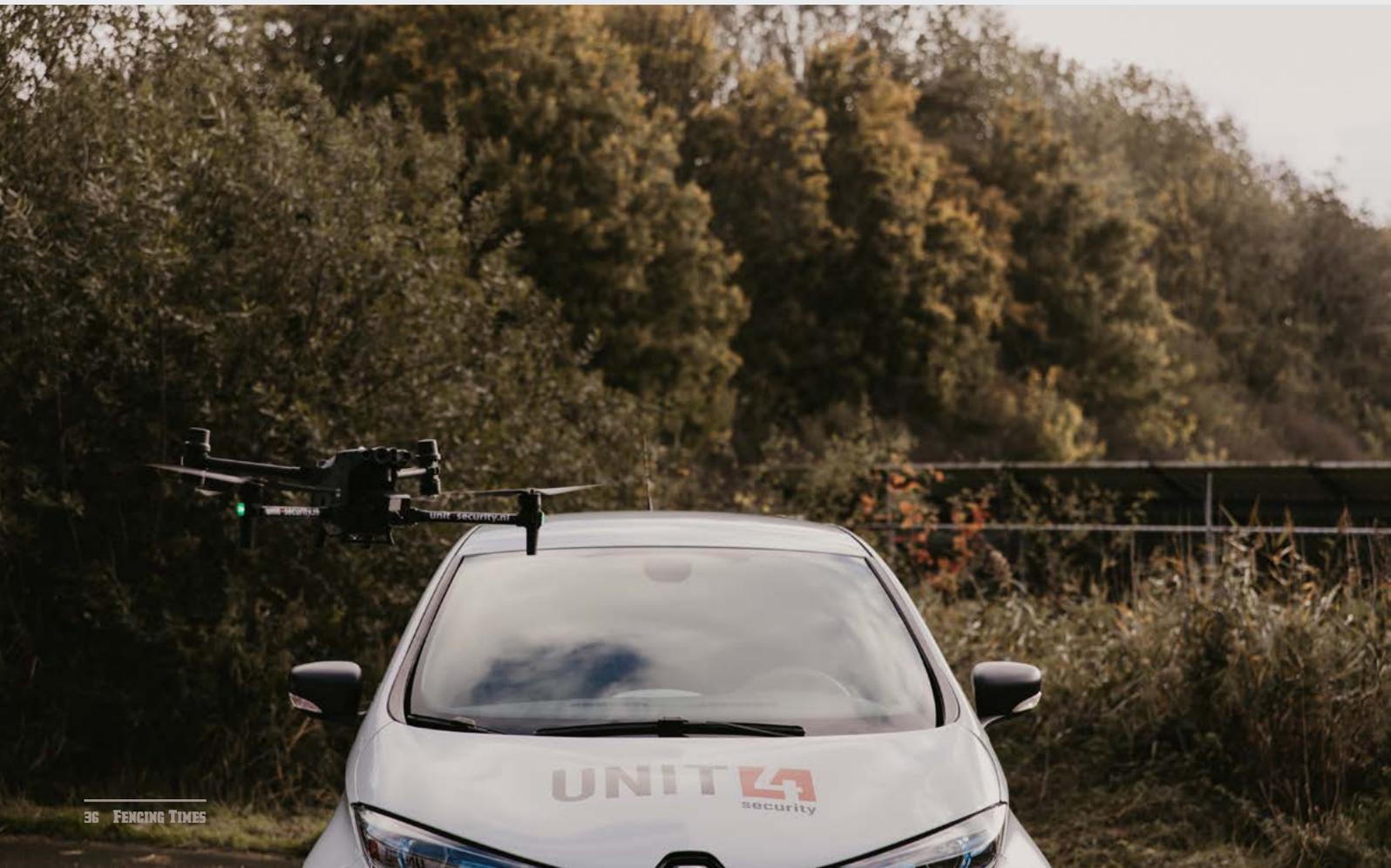
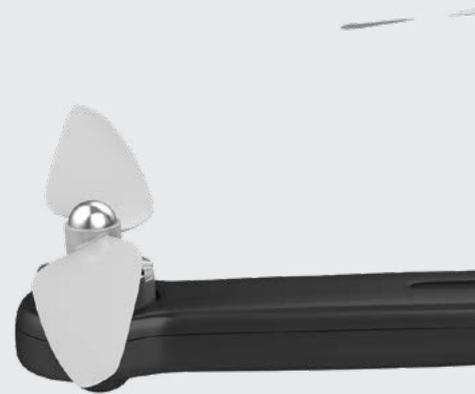
Raijmond Rondeel has worked in perimeter security for many years. For Fencing Times, he writes about securing outdoor areas with detection systems. Do you have questions? Or a practical example - and are curious what Raijmond would have offered here? Send him an email at raijmond@fencingtimes.com

Anyone who attended Perimeter Protection in Nuremberg in January will have noticed it too: Hall 2 of this trade show was full of stands that related to drones in some way, each of them even more futuristic than the next. Although 'futuristic' isn't really the right word here - I took my time visiting those stands and if you ask me, the drone isn't a thing of the future any more. It can no longer be ignored. The drone is already an intrinsic part of the electronic security industry, with the countless new possibilities it offers.

Obviously the drone itself has been around for a while, and is already being implemented in all sorts of fields. In the film and photography industry in particular, we get to see some absolutely stunning images these days. You used to have to use a helicopter for these, but now any amateur can do it. Just under a thousand euros will get you a good drone with a 4K camera, and with a bit of practice keen hobbyists will be able to produce some great images to show off at birthday parties. Even the police are getting plenty of practice in. Particularly where there are big groups of people, for example at demonstrations and festivals, the drone comes into its own. You

have a much better overview from the air. If there's trouble brewing anywhere, you see it immediately and can take appropriate action before anything kicks off. Crowd management, in other words. Drones are also very useful for inspecting things that are high up, such as masts, aerials, and high-voltage power lines. Certainly the so-called critical infrastructure industry can no longer ignore drones as a tool for monitoring and inspecting its installations, so it's only logical that the drone has made an appearance in the security industry too. Drones are handy and quick, able to cover considerable distances and reach tall heights in a short period of time. These qualities are perfect for use in the perimeter industry to assist in detection and surveillance across large outdoor sites, particularly when long distances are involved, for example in ports or in the petrochemical industry. For example, a drone exhibitor in Nuremberg told me a success story about securing a railway yard belonging to the Dutch railway system (the Nederlandse Spoorwegen or 'NS'), in which passenger trains are stabled at night. They had a lot of problems with graffiti artists, who would climb over a fence and within minutes cover a carriage

with spray-painted tags and other works of art. The fences around the yard were equipped with fence detection and there were cameras on the site as well, but these were clearly not enough; although they detected the graffiti artists immediately, it took the security guards 10 minutes or more to reach them due to the size of the yard, the train carriages in the way everywhere, and the fact that the guards' cars were unable to drive across the tracks. By the time the security guards arrived at the scene of the crime, there was a lovely artwork for them to admire but the graffiti artists were already





gone. Removing graffiti from the carriages costs the NS hundreds of thousands of euros each year.

For this reason, this exhibitor was brought in to run a trial using the drone to respond to alerts. Once the fence detection system or cameras detect an intruder, the security guard has the option of sending out a drone rather than jumping in the car. The drone can reach the site within 10 seconds, despite the long distance, and with a thermal imaging camera the user is able to spot intruders even at night. The drone hovers above the intruders so the security guard can see exactly what they're up to. The guard can also turn on a spotlight, and address the intruders via a loudspeaker. That's actually all that happens – but in practice, as six months of experience shows, the intruders feel caught in the act and slink away. Graffiti artists no longer come to that site. So the trial was successful, and despite the fact that the drone isn't cheap, the NS still comes out ahead as it no longer has to pay large bills for cleaning.

However, there are many different factors involved in successfully deploying a drone to respond to alerts and provide mobile surveillance. First of all, the drone needs to

be able (and permitted) to fly whatever the weather. It requires a high IP rating against rain, but also needs to be able to withstand strong gusts of wind – because obviously you can't have a situation in which the drone can't be used due to a storm. And practical matters aside, there are legal considerations too. After all, flying a drone requires a permit and you obviously won't be granted a permit to fly in a particular wind strength if your drone is unable to withstand that wind strength. In addition, the drone's accessories must be suitable for your purpose.

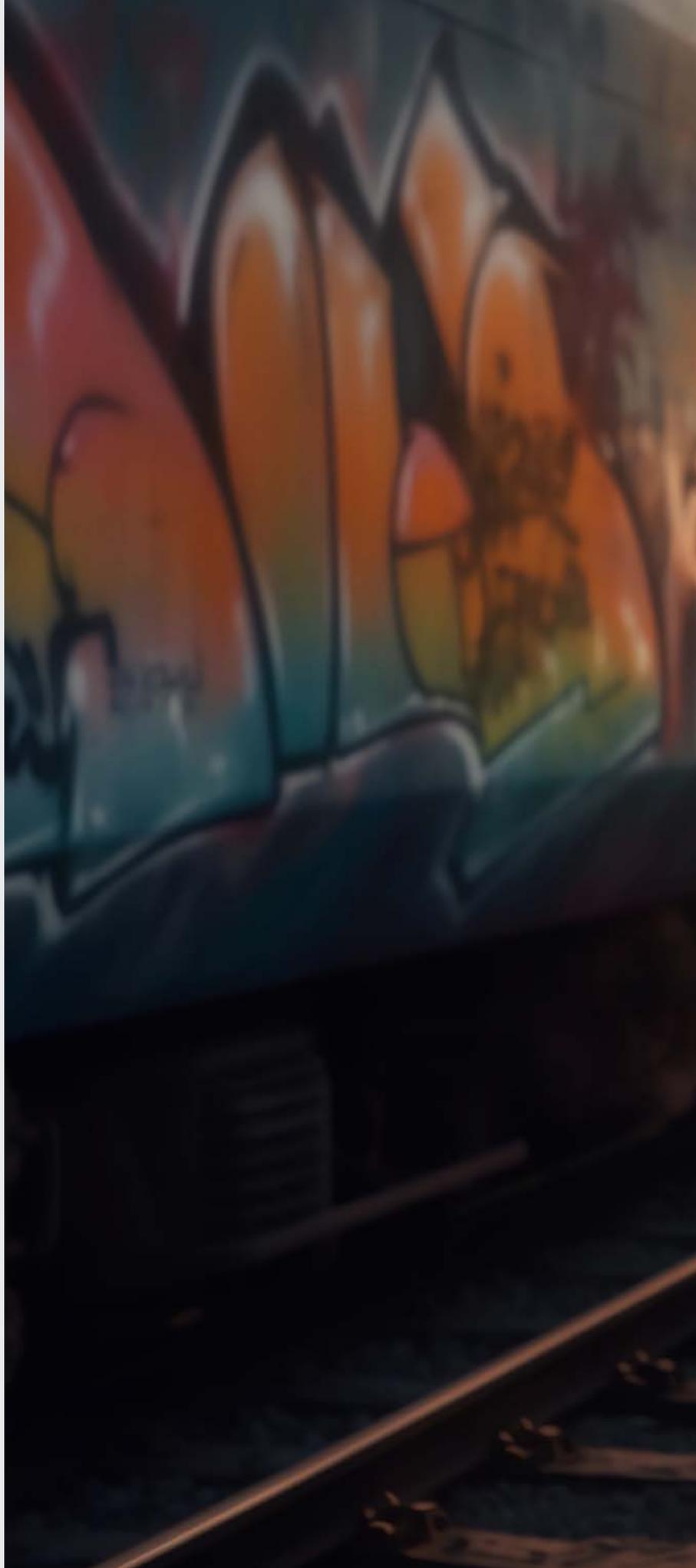
In the security sector this means that a camera must be able to produce good images even in pitch darkness, for example by using additional infrared lighting. If the customer wants the drone to seek intruders on its own – or be able to track those intruders – then a thermal camera is required.



Drones are available in all shapes and sizes, with countless additional extra security and communication equipment on board. If we take, let's say, a drone that can (and is permitted to) fly in all weathers, with a thermal camera able to detect intruders in pitch darkness, then that thousand euros for the drone in the first paragraph has already been exceeded by a factor of 25 or 30. 'You get what you pay for,' I always say. And I mean it literally in this case, because for that money you only get it, it won't even fly.

That's just the beginning, as you also need a docking station for the drone, so it can recharge and as the place from which it takes off and lands. The more advanced drones are able to take off and land completely independently. Selecting one or more strategic locations on the site beforehand will mean that the drone can reach the scene of the alert within seconds, catching perpetrators in the act. There does need to be a link to the alarm system though, so the precise location of the alert can be relayed to the drone's software. This can be done with a fence detection system, for example, but radar or laser detection and cameras can also be used. There's also drone software available that has its own alarm system, with motion detectors located at strategic points on the site. Those motion detectors are then already integrated with the drone's operating software.

In addition to having the drone respond to problems, you can also have it fly around conducting preventive surveillance. By using GPS coordinates to map the perimeter precisely, you can have the drone fly along the fence line every so often to monitor the site. The ideal speed (at which a drone takes good images) is between 5 and 8 metres per second, meaning that a drone can cover a 3-mile perimeter in 10 to 15 minutes. Try doing that with a security guard and a dog. They need an hour to cover the same distance – or even longer if it's dark and stormy. The exact speed at which you can fly a surveillance drone depends on the altitude, as well as on the quality of its camera. The more advanced the accessories, the faster the surveillance and the better the drone can do its job. The use of artificial intelligence in camera software is only going to open up more possibilities in the future. It will enable the camera to classify objects and make its own decision about whether or not to send an alert. But even leaving all this aside, automatic





surveillance by drones has an enormous preventative effect. Imagine being a would-be intruder and standing outside a fence where every so often a drone flies past – whatever the weather, and even when it's pitch black. You can hear it zooming around high in the air, but you can't see it. Believe me though, it can see you. Then you'll forget about trying to break in there; you'll just go along to the next fence.

By the way, I need to explain the term 'automatic' flying here, the reason being that there's a difference between 'automatic' and 'autonomous' flight. In the Netherlands there's legislation in place that prohibits autonomous flying at any time. 'Autonomous' in this case means that the drone does everything independently and alone, from take-off to landing and everything in between; this is not permitted. There must always be a human – a pilot – monitoring the drone, and correcting it where necessary. For this reason, in the NS trial I described above, it's ultimately the security staff who activate the drone and make the decision to have it fly out. During the flight they are required to watch the images produced by the drone, so that they can take over the controls if necessary. The drone does, however, fly automatically to the desired alert location. With automatic surveillance, the drone flies the pre-programmed route of its own accord, but again in this case a pilot must always be watching. The real security guard, you might say.

In the Netherlands there are restrictions on where you are permitted to fly. Most drones of a certain weight require a certificate. As a business, you can apply to the Human Environment and Transport Inspectorate (the ILT) for a permit to fly a drone. This permit allows you to fly in areas where this is completely prohibited for private individuals. This may also allow you to fly at night, to fly over crowds at events, and to fly over Natura 2000 areas.

I'm not familiar with the exact rules in other countries. Knowing Europe, there will be different laws in each country as well as long and difficult processes involved in bringing these laws in line with each other. In the Netherlands you are required to submit a sort of manual, in which you set out exactly what the purpose of the drone flights is, the type of drone you will use to carry them out, the accessories you will use, and so forth. In practice, businesses that have large outdoor areas and perimeters are almost always granted permission to use drones to monitor them.





There are also more and more security companies specialising in this and offering comprehensive solutions. Often they can also train people as drone pilots. And that brings up a very interesting point, because why not also use that drone, which is already conducting regular flights to secure your perimeter, to inspect other things now and then? In addition to training your security guards as pilots, you could also train someone from the technical department. Then they could use the drone once a month to conduct a brief inspection of the cables, roofs, masts or other equipment. The drone is multi-functional, and is never tired or sick. This often means a major change to the overall investment picture, and it may well be that using a drone is more appealing, both in business terms and economically, than initially thought.

In short: the drone really does present a new opportunity for the perimeter detection industry, just as it does for many other industries. However, there is a field that is witnessing the rise of the drone without enthusiasm: the prison system. Because the drones I have described above – which are able to do pretty much anything, in all weathers and

with countless accessories on board – could, of course, be put to a different use. A drone like that can carry as much as 10 kilos of luggage, which would make it very easy to drop off a weapon or a parcel of drugs somewhere. The thought of it gives the average prison governor sleepless nights. This sector is desperately searching for equipment that is able to detect drones in time, and preferably disable them. It struck me that, at the same trade show in Nuremberg, this aspect received very little attention other than at one particular stand. Nevertheless, I'll tell you a bit more about it in the next column. ■



HOLLER

GATES - FENCES - AUTOMATION

ONLY TRUST
THE ORIGINAL

HOLLER PRO Sliding Gates ECO, double leaf
Special construction, closing at 90°
Non-pressure sensitive safety contact edges HOLLER Safety Plus

Reliable solutions for perimeter protection and access control

Extensive standard programme and individual solutions for aluminium gates up to 25 m width and 5 m height

AUSTRIA



Factory
Production

Holler Tore GmbH
Dorfstraße 31
8435 WAGNA

Tel. +43 3452 86031-0

mail@holler-tore.at
www.holler-tore.at

GERMANY



Holler Tore Deutschland GmbH
Parsberger Straße 9
92355 VELBURG

Tel. +49 9492 8954600

mail@holler-tore.de
www.holler-tore.de

SWITZERLAND



Holler Tore Schweiz AG
Obere Au 4 / Rosental
9545 WÄNGI

Tel. +41 71 558 47 47

office@holler-tore.ch
www.holler-tore.ch

BENELUX



Holler Benelux B.V.
Kerkstraat 15
4126RR Hei en Boeicop

Tel. +31 6 27 42 53 47

info@holler-benelux.nl
www.holler-benelux.nl

POLAND



Holler Polska Sp. z o.o.
Szarych Szeregów 2
33-100 TARNÓW

Tel. +48 733 791 167

info@holler.pl
www.holler.pl

SLOVENIA



Holler, vrata in ograjni sistemi d.o.o.
Ukmarjeva ulica 4
1000 LJUBLJANA

Tel. +38 641 973 679

prodaja@holler.si
www.holler.si

ITALY



Holler Italia SRL
Viale Vittorio Emanuele II n.51/2
31029 VITTORIO VENETO (TV)

Tel. +39 331 270 8050

info@holler-italia.it
www.holler-italia.it

ROMANIA

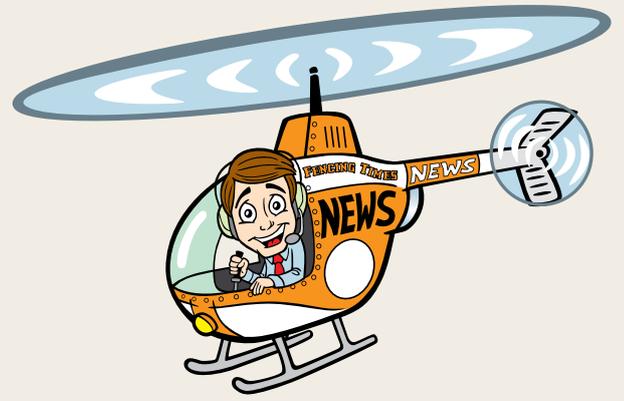


HOLLER ROMÂNIA
Str. Ciucaş 14
505800 -ZĂRNEȘTI, BRAȘOV

Tel. +40 734350987

contact@holler.ro
www.holler.ro

FENCES IN THE NEWS



15 NOVEMBER 2023

Neighbours with more time than sense fight over nails in fence



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

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

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

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

Blonde grizzly bear won't let fence stop her

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

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



Friendly neighbour paints garden furniture with fence paint



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

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

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

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

Neighbour and dog play with a ball

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

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



Light mast crushes fence in Altena



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

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

Mama Bear helps cub over fence

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



See you at Paysalia?

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



Fencing calendar

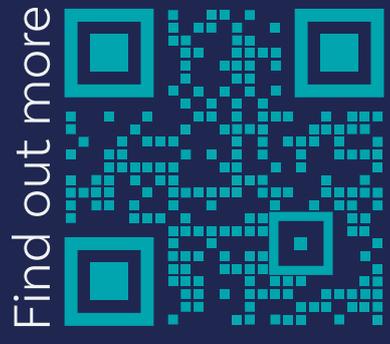
This overview lists all trade shows and events that we think might be of interest to fencing professionals. This is why we have included events that only partially overlap with our industry (such as construction, security and infrastructure trade shows). NB: not all events are free of charge, and events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



**SAVE
the
DATE**

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

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



Discover Excellence

Precision Welded Mesh Products

Proudly Made in the UK