

FENCING TIMES

UK & Ireland - 2024, Issue 11

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Fencing Times

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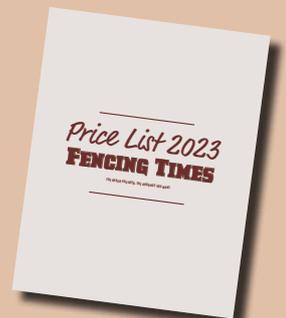
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Teamwork makes the dreamwork

In a previous column I wrote about the importance of a healthy working atmosphere – which is actually something that every company needs to have in order to run smoothly. If you want to go a step further than just ensuring that your business has a healthy working atmosphere, you can build team spirit.

‘Team spirit’ is the superlative of the ‘healthy working atmosphere’. It gives your business wings. It really does: if your company’s performance when there’s a healthy working atmosphere is fairly average, then with good (or would you say ‘high’?) levels of team spirit things will really pick up steam and you can move mountains.

Just take two installers who can’t stand each other, and try sending them out together. Then the next day send the same guys out, but this time each with a colleague they get on well with – you’ll see the difference immediately.

When there’s good team spirit, colleagues will collaborate rather than dumping problems on each other’s plates. They’ll learn from each other, and they’ll help each other out with tasks. Colleagues become friends, who together are prepared to take on bigger challenges because each of them knows that if they get to a point where they don’t know how to proceed, the other one will get them through.

Team spirit makes people more creative, because they’re more comfortable and less afraid of other people’s (negative) comments. This can uncover hidden talents, and it encourages people to get the best out of themselves and to take responsibility for doing so.

We recently came across a study that found that staff who work for companies with good team spirit feel 74 per cent less stressed, have

106 per cent more energy, and are 50 per cent more productive. We haven’t looked into how the researchers measured this, but the figures are certainly impressive. Less stress means less downtime, less chaos, and fewer mistakes. And being 50 per cent more productive would mean getting one-and-a-half times more metres into the ground – with a hefty pile of additional profit as a result.

“Yes, but,” I can hear you saying, *“to have lots of team spirit, you need to have people who are open to that. People who enjoy working as part of a team. If you have even a couple of those in your company, you’re lucky. If your people aren’t team players, then what can the boss do about it?”*

And you’d have a point there. Some people are rigid thinkers who are only worried about their own tasks and their own problems. People who certainly don’t want to get involved in their colleagues’ issues, because oh no, what if it means that they don’t get their own work finished and have to work overtime – or end up getting told off by the boss.

But if you have people like that on your staff, then why not think outside the box and ask yourself whether you couldn’t maybe manage to cope without them completely? No one’s forcing you to keep them on. Especially if it feels like they’re a handbrake on the smooth running of your business, it might be a good idea to let them go.

Because every team needs team spirit in order to grow. Even teams that look good from the outside end up stalling if there’s no team spirit. They simply stop developing.

Team spirit is based on trust, safety and appreciation. Despite belonging to the team, team members must be seen as individuals and need to feel that their personalities are valued. The most important aspect here is trust.

When there's trust, you feel safe to share and implement your own ideas. It encourages you to keep trying and to stay curious. It gives you the courage to admit your mistakes and to share your successes. In a safe team where the members trust each other, problems are raised and discussed rather than being swept under the carpet.

But this sort of team spirit doesn't happen by itself. Even if all your staff are great people, who enjoy working as part of a team and are open to building close bonds with their colleagues, team spirit is something that you actively need to work on.

That doesn't mean having to spend a weekend a month on the side of a mountain doing a survival course with all your staff, or going to an Escape Room every Friday. Just like developing a good working atmosphere, building team spirit starts with the little things. Things like saying 'thank you' and 'hello'.

"Um, what?" Yes, really. That's where it starts. With saying 'thank you' and 'hello' just like they taught you back in kindergarten. It should be the most normal thing in the world, but you'd be amazed how many companies there are where it's normal to just march straight in and get to work. You need to introduce the death penalty for that, immediately.

When your staff arrive at work, have everyone do a quick round of the colleagues who are already there, just to say good morning. For the first three weeks you'll have to make it compulsory and insist that they all do it... and after that it will become a habit. And don't forget to create a separate 'Water Cooler' channel or the like in your chat app for those who are working from home.

The same goes for giving feedback in a friendly way, listening to each other, and looking your colleagues in the eye when they're speaking to you: It's the little things that show that you appreciate each other. And when it comes to team spirit, appreciation is the most important building block.

"We really don't have time for that here," is the most commonly-heard excuse for not doing all these things, but it's also the most typical factor that eats away at appreciation. Express your appreciation and let other people know that you value them. Look other people in the eye, really listen to them when they speak, say thanks – even when you're in a rush.

All the good things you give to your team will come back to you, in the form of increased team spirit.

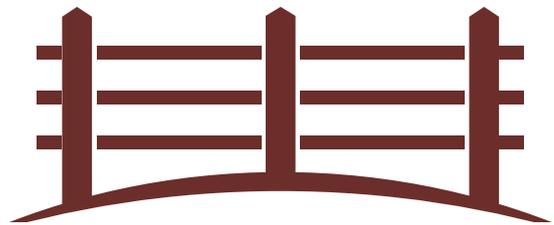
Some other important factors in improving team spirit: be clear and straightforward. Give everyone in a team a clearly-defined role, with clear tasks and responsibilities. Be clear about your vision and goals for your company, and about the goals the team needs to achieve.

Communication might not need too much of your attention in everyday matters, but the more important or complicated the issue or project, the more of your effort it will require. As a general rule, it can rarely be said that colleagues talk too much about important issues. I've never heard anyone criticise a colleague for explaining something too simply and too clearly.

And don't forget to celebrate your successes, too. Treat your installers to waffles or ice creams, if they wrapped up a big project on time yesterday so you can now pop a nice big invoice in the post. Sponsor two crates of beer for the Friday afternoon drinks. You'll recoup the cost tenfold once the various teams in your company get up to speed.

And of course, once you've done all these things – and the additional team spirit has made you extra-successful and brought in buckets of extra money – there's nothing to stop you from organising regular mountainside survival weekends, city trips, and other fun outings for your team. ■





IN THIS FENCING TIMES:

The Publisher:

Teamwork makes the dreamwork 4

From our readers:

Fence Post 9

Foto of the month 12

Livia's fence photos 26

News from suppliers:

RealityFence releases universal AR app 15

Aligates introduces new curved top gates 19

First Fence to use new distribution hub 22

And also:

UKCA no longer required for foreign products 28

Lots of wood at Paysalia 30

Fences in the News 33

Win a barbecue with the Fencing Times 39

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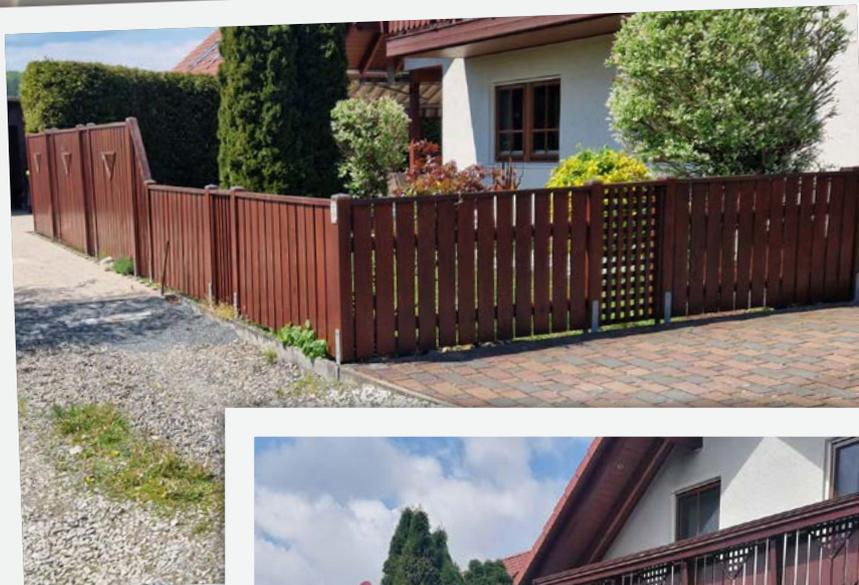
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FENCE POST



Elli@TGM

Elli Klein of fencing company Thein Grimm Marre in Braunschweig sent us these before-and-after photos. Elli's installers replaced a wooden fence with an ornamental fence from Rüschoff. Beautiful job, Elli. That transitional element in particular is really nicely done. Here on the editorial team we always find it irritating when the horizontal lines don't flow smoothly. Presumably there's an official name for this condition and we've always wanted a good psychiatrist to help us get over it, but fortunately it's not an issue when looking at this photo. Thanks for sending it in!

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.



Korneliusz@Bedo

Korneliusz Stańczyk of Bedo Technology from Świdnica in Poland, a village to the south of Wrocław, sent us this photo of a colonial-style fence that he made himself. Nice work, Korneliusz!



Denis@Walput

Denis Valput of fencing company Draht Walput in Rheinstetten, near Karlsruhe, sent us this photo. It shows a fence at the 'Bundesgartenschau' garden show held in Mannheim last spring and summer. "We installed a fence with swing gates and turnstiles around the whole site, which was formerly an American army barracks," Denis writes. "But there was also a lot of work for us on the site itself, such as here, where we needed to fence off the cable car terminal. The cable car transports visitors to and from the city centre, and was built especially for the Bundesgartenschau." Great photo, Denis, once again demonstrating that even a simple mesh fence can look great!





Michael@Zaunteam

Michael Baumann of Zaunteam Main-Rhön in Euerdorf, between Fulda and Würzburg, sent us this photo of a stainless steel gate. You don't see this sort of thing every day. "The customer came to us with a pencil sketch," Michael writes, "asking whether we could make something similar. We did just that, in our own workshop." It's turned out beautifully, Michael! Thanks for the photo.



Basri@Bever

Last summer, Basri Esen of Bever & Klophaus in Schwelm holidayed in the Turkish resort town of Çeşme, near Izmir. He spotted this gate there, with its built-in logo. Thanks for the photo, Basri.



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PINTENMATTE 6



Photo of the month

The photo of the month comes to us this time from Urs Vogel of gate installer Ema-Tech, based in Nottwil near Lucerne in Switzerland. "A painting business in the nearby village of Willisau wanted an artsy kind of gate, something that shows that it's an innovative company that's prepared to think outside the box," he writes. "It was a very special project – the painter, the artist and a whole team from Berner, the manufacturer, worked on it for over eighteen months." It's extraordinary, Urs. This month the construction radio will be heading to Nottwil.



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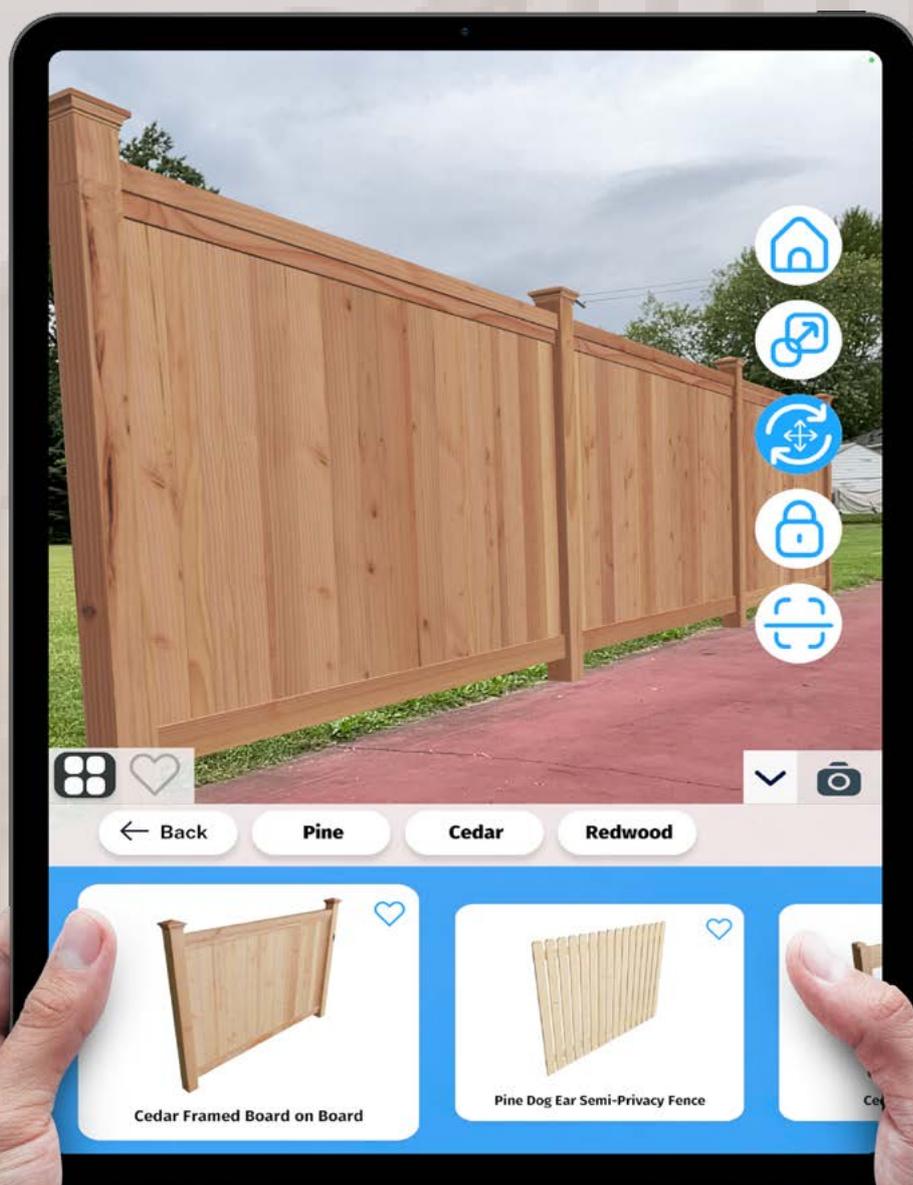
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RealityFence releases universal AR app

RealityFence, a software development company from West Bloomfield, near Detroit in Michigan, launched a new app in September that allows you to easily show customers the fences you sell. The app uses augmented reality (AR) to show how the fences look in the real world. With the app, RealityFence aims to make the sales process easier.

“My grandfather Terry Gladstone owned a fencing business for 20 years,” says creator and co-owner Drew Baskin. “I’ve been going there since I was little. When he started getting a bit older, I’d often drive him to the customers and I noticed that when you show people the photos in a catalogue, they often have trouble imagining what the fence is going to look like in the end. You can see the uncertainty on their faces. But wherever they can just point to a neighbour’s fence, it’s the other way round: you can see how certain they are. Then they’ll say, ‘I want a fence like that,’ and within five minutes you’ve got the order. Once I realised that, I knew I was going to build an app to show customers what the fence they’re buying is going to look like in their own garden.”





REALITYFENCE

Baskin, who was already programming and developing at the time, enrolled in various augmented reality courses at MIT, Wharton University and the Tandon School of Engineering of New York University and began work on developing the app. He approached his former high school teacher and mentor Adam Shireman, whom he knew had experience selling software, and together they started the RealityFence company and app. *“With the RealityFence app, you can put a fence in your customer’s garden with just a few taps of your finger,”* says Baskin. *“Then you show them your iPad screen and they can see what they think of it right away.”*

FAST

The app is emphatically not a configurator – which would require you to draw the fence across its full length or around the entire garden. *“You’d need to work on that in the customer’s garden for half an hour or more,”* Baskin says. *“Our app is designed to help the customer to make a purchase decision fast. Every type of fencing is available in the app in a length of 10 to 12 yards¹ – that’s three or four elements or sections. That’s enough to fill the iPad screen when you’re with the customer looking at the fencing line from a distance. The customer can see what the fence is going to look like and knows immediately whether it’s what they’re after – or not. And after that you can show them different alternatives, very quickly: first mesh, then vinyl, then wood. If the customer likes the look of wood, you then show them different models of wood fencing. With or without an arch, with horizontal or vertical planks, you name it. Usually the customer makes a decision right away, but if they want to think it over then you take a photo of their favourite two or three options, which you can then email to them. Your name and phone number are at the bottom left of the photo, so the customer can easily get in touch once they’ve made a decision.”*

1) 10 yards is 9.14 metres

TYPES OF FENCING

RealityFence's fencing library mainly includes US fencing types so far. "We started with the bestselling types of fencing in the USA," Baskin explains. "So far we have mesh fencing, vinyl fencing, aluminium vertical bar fencing and many types of wooden fencing in the app, with around 140 different models in total. But we have an amazing team of 3D artists who are working hard to add new fencing types to the library. There are new ones every week." For all models, the emphasis is on ensuring that they look as realistic as possible. "Obviously it's not just about the shape and the measurements; customers want to see exactly what they're paying for, so we make sure that the surfaces of all sections, slats and boards look as true to life as possible. When you see a cedar fence in the app, the wood grain and the colour look exactly like they do on a real cedar fence. That way the customer knows exactly what they're buying."

VERSIONS

Several subscriptions of the RealityFence app are available. The Pro version allows you to choose 30 types of fencing from the library. In the Pro Plus version you can choose 50, which can be shared with five different users. "The main reason to opt for Pro Plus is that you can then provide drawings and specifications for your own fences," Baskin says. "Our team of artists use them to create 3D models, which you can use in the app within just a few days." The RealityFence app works best on tablets and phones that have a lidar² scanner. "iPad Pros from 2020 and later have lidar," Baskin says, "and so do the iPhone Pro models from iPhone 12 onwards. With lidar you can position the fence very precisely where you want it. But the app can also be used on other modern phones and tablets that run either Android or iOS." ■

2) Lidar (also written as LIDAR, LiDAR or LADAR) stands for 'light detection and ranging' and is a method of determining distances by aiming a laser at an object or surface and measuring the time it takes for the reflected light to return to the receiver.



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Aligates introduces new curved top gates

Aligates, a British aluminium gate manufacturer based in Warrington, Cheshire, is expanding its range to include swing gates and sliding gates with a curved top beam. All swing gates in the range with a passage width of 5.5 metres or less are now available with a curved top, as are sliding gates up to 5.2 metres passage width.

It's something we've wanted to do for a long time," sales manager Kevin Brooker says. "Our gates are regularly used as a high-quality alternative to the classic wooden entry gate. These types of gates often have a curved top, so we wanted to be able to offer that on our aluminium gates as well. We spent 3 years working on development, and last summer we were finally able to present the first models."





HIGH-END

"The reason for the long development time was because we manufacture everything ourselves," Brookes goes on. "That was our philosophy when we started manufacturing aluminium gates almost 10 years ago, and we've always kept to it. It means that we have full control over every step of the manufacturing process, and we know for sure that we're supplying a top-quality product. We make the moulds for the aluminium extrusions ourselves, we have our own powder-coating facilities, and all the sawing and cutting work is done with CNC machines so it's accurate to a tenth of a millimetre."

BONDING

"For the same reason, we bond the extrusions together, rather than welding them," Brookes explains. "We do this using a bonding process designed for the luxury car industry – Aston Martin and Lotus use the same technique. The reinforcements for the automation and the corners of the frame are joined together at the same time, and immediately form a robust frame. The corners have a holding power of more than 180 kilos per square centimetre (2600 pounds per square inch), making them stronger than the traditional welded gate leaves. The big advantage of bonding, besides the extreme strength, is not only that no welding seams are visible but also that you can combine sections of various colours, because the bonding is done after powder-coating."



MODELS

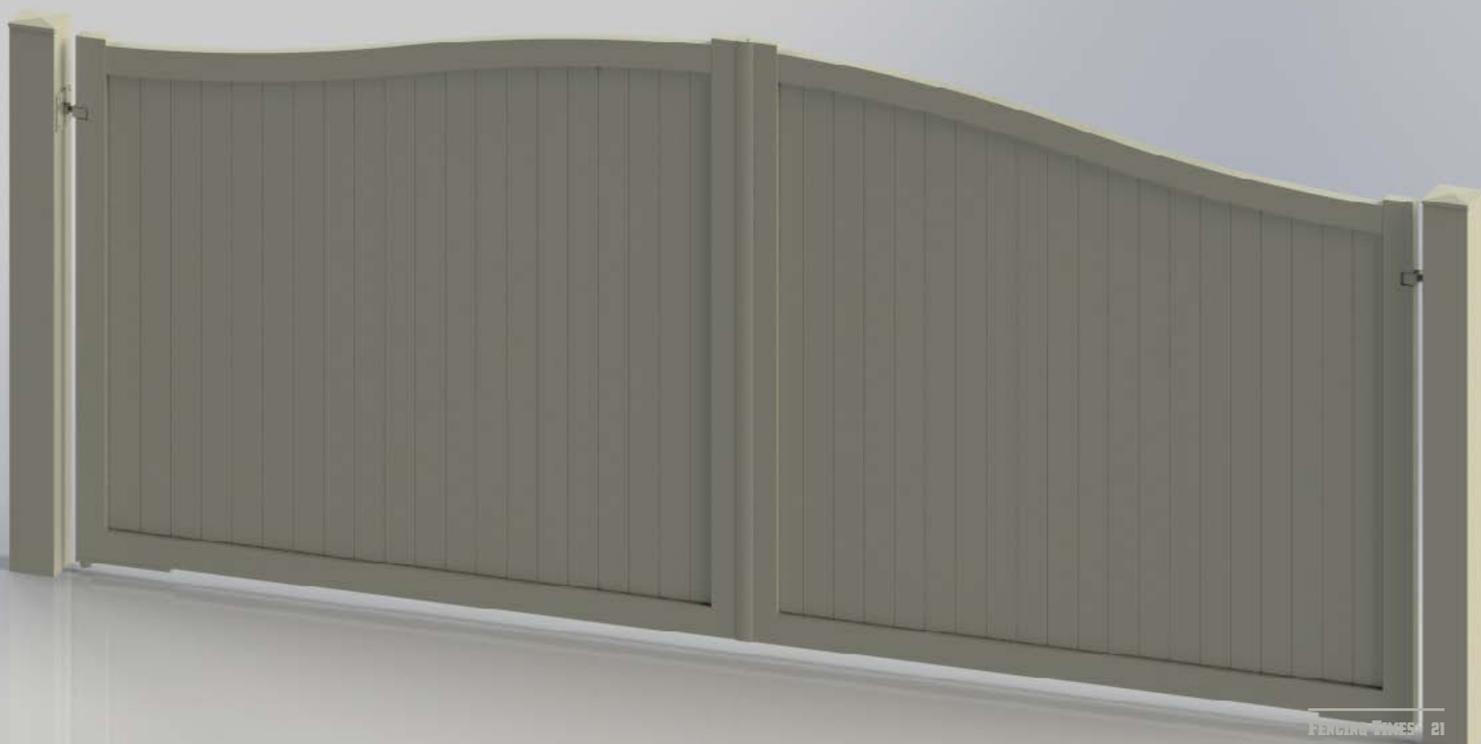
All the swing gates in the range with a passage width of 5.5 metres or less are now available with a curved top beam. There are two variants: the standard curve, and a swan neck. The swan neck starts and ends with a straight line, a little like a stretched-out 'S'. Both upper beams can be installed the other way round if desired, meaning that the customer can choose to have the gate higher in the centre than at the gate-posts, or the opposite. Customers can order the sizes they require, as all gates are built to order.

CURVED TOP

Aligates manufactures the curved-top gates in its own factory in Warrington. "There we have special profiles extruded for the purpose, using a type of aluminium that's not quite as hard as the extrusions we normally use," Brookes says. "We then roll those profiles into the right shape ourselves. We purchased a CNC-controlled roller in Germany for the purpose; it ensures that all the curves look the same. After that the profiles go into the oven to harden the aluminium further. Then they're powder-coated and we make them into gate leaves."

APPEARANCE

Like all other profiles, the curved top profiles can be coated in a wood-grain pattern. "We sublimate the profiles ourselves too," Brookes says. "We do this on our own sublimation line, where we pull the patterned film onto the profile using a vacuum. The line can process both curved and straight profiles, so customers can order the curved profiles with a wood-grain pattern immediately. All in all, this is a major addition that we're extremely proud of—the curved profiles give fencing installers a very different gate to offer their customers." ■



First Fence to use new distribution hub

Fencing manufacturer and wholesaler First Fence, from Swadlincote in Derbyshire, will start using a new distribution centre in Hucknall, near Nottingham, in February. From then on it will be the company's base to supply its various branches across the country.

“Until now all our stock has been spread across our six branches around the country,” says managing director and owner Vinny Kotecha, “meaning that we’ve been driving materials back and forth on a regular basis. So we’re now setting up a new National Distribution Centre, stocking our entire extensive product range. Then we can supply the depots across the whole country from there.”

HUCKNALL

The new distribution centre is located in Hucknall, near Nottingham. “It’s close to our depots in Huthwaite and Swadlincote, while also being centrally located between all the major cities in England,” Kotecha says. “We’re able to reach all depots quickly from here, so if materials aren’t in stock at a particular depot, we can transport them there overnight. Once it arrives, it can be added to other materials from the order and we can deliver the full order to the customer the next day. Providing that fast service is how we’ve built up our business, so we’re doing everything we can to ensure that we’ll always be able to deliver quickly.”







SOFTWARE

In order to make those fast delivery times possible, First Fence themselves wrote part of the order processing software. "When we started out in 2010, we wanted to do everything digitally right from the outset," Kotecha explains. "For starters, it means there's less chance of mistakes. Orders don't need to be entered and re-entered as often. But more than anything, processing orders digitally is much faster. Sometimes a forklift driver can have a packing list on his iPad within 5 minutes of the customer placing an order. The software knows exactly which products are needed, as well as when and where, and can issue internal transport orders quickly. From now we won't need materials to come from other depots – just from a single central hub – so we're currently making changes to the software for that."

SPACE

In Hucknall, First Fence has a 100,000-square-foot hall¹ on a site measuring 3.5 acres². "We can store all product groups there for which we offer same-day and next-day delivery," Kotecha says. "We have enough space outside that we can load and unload trucks at the same time, and then there's still room left over to park empty trailers. The new location is a big step forward – it's going to allow us to have quite a growth spurt." In addition to the large amount of storage space, the location will feature a small film and photo studio, where First Fence plans to take their product photos, as well as recording videos for the website and social media. The new distribution hub is scheduled to go into operation from February. ■

1) 100,000 square feet is 9290 square metres

2) 3.5 acres is 1.42 hectares or 14,200 square metres







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.

UKCA no longer required for foreign products

This summer, the UK government announced an 'indefinite' delay to the cutoff point for accepting the CE product mark alone on products manufactured outside the UK. These products will not need to be marked 'UKCA', providing that they carry the CE mark. This decision means that the government will recognise CE markings for machinery indefinitely, with the deadline for change – 31 December 2024 – now obsolete.

For our industry, this means that any product in a gate kit used to make a gate or barrier (for example safety devices, drives, operators, electrical components) will be permitted to carry the CE mark in place of the UKCA one, as long as the item was produced outside the UK. This is especially relevant to us given that most equipment in this genre is imported from the EU. Under the original legislation, EU equipment manufacturers would have been required to UKCA-mark every single product intended for the British market. This massive task is unlikely to have been actioned, thus rendering all installations non-compliant.

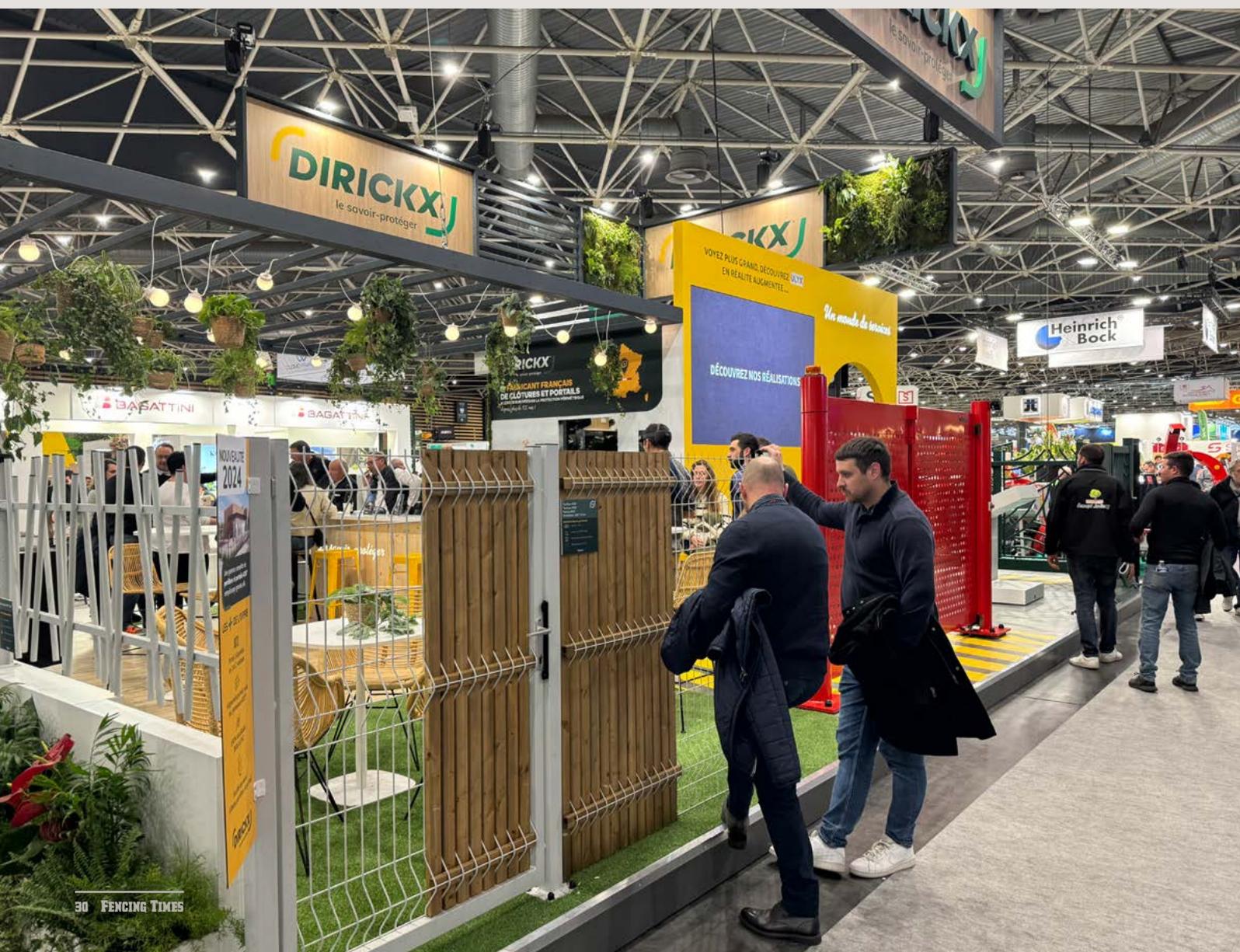
The indefinite delay only applies to products manufactured outside Britain. Products manufactured in England, Scotland or Wales will require the UKCA product mark from January 2025. Different rules apply in Northern Ireland. For products that can use a UKCA marking in Great Britain, these must meet EU rules in Northern Ireland, including a CE marking. British manufacturers who wish to export these products to the EU will need to register them for the CE mark too. The EU doesn't accept UKCA in place of CE, nor is it likely to do so at any time in the future. ■

The CE marking logo, consisting of the letters 'C' and 'E' in a stylized, bold font.The UKCA marking logo, consisting of the letters 'UK' stacked above 'CA' in a bold, sans-serif font.



Lots of wood at Paysalia

France's Paysalia trade show took place in Lyon at the start of December. Paysalia is a trade show for gardeners and landscapers (paysage = landscape), but given that these sorts of companies also install a lot of fences, the last decade has seen plenty of fencing and gate manufacturers among the exhibitors. This year was no different, with around 80 to 100 attending.





France always leads the way in terms of trends (this was the case with gabions, closed aluminium fencing, aluminium gates, and woven plastic privacy strips), so Paysalia is always a good gauge of the direction that fencing design is heading across the whole of Europe.

Once we'd visited the first stands, the thing that immediately stood out at this edition was the high proportion of wooden items. Fences with wood, fences made completely of wood, wooden gate infills, combinations of wood with steel or with aluminium, and fences made of another material but with a wood motif – France's fencing manufacturers are clearly going all-in on everything related to wood.

Another thing we noted was that the motifs laser cut in metal sheets are moving with the times: they're becoming more complex and varied. We also saw an increasing number of manufacturers combining different types of infill in one fence. And of course we also saw lots of new models and types of fences and gates; we'll share more on that in other articles.

Ever since Paysalia began, its organisers have had a policy (which we on the editorial team don't understand) of not viewing fencing as a separate industry. It doesn't even have its own category on the list of exhibitors. If you're a fencing professional and only interested in the fencing exhibitors, you're going to need good walking shoes, because the fencing stands are scattered across the site and you can't even look them up in the catalogue if you don't know the names of the companies.

For us as journalists, it means that we can't tell you exactly whether the trade show's fencing offering has been getting bigger or smaller over the years. We had the feeling that there were a few less stands with fences and gates this time than there had been at the 2021 edition, but it was just a feeling. Overall the trade show was – considerably – larger than the previous edition, with 1732 exhibitors (21 percent more than in 2021) and 38,101 visitors (a 32 percent increase). The next edition will be held in December 2025, once again at the Eurexpo in Lyon. ■



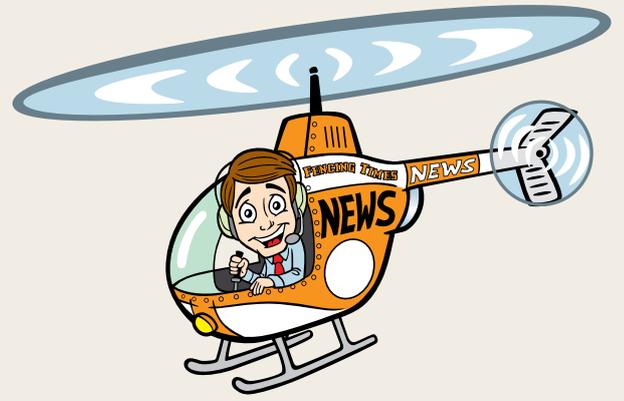


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FENCES IN THE NEWS



24 JANUARY 2024

Kool-Aid Man Challenge plagues US suburbs



America has a famous brand of squash called Kool-Aid, sold as a flavoured powder to which you add water. To promote the brand, marketers have devised a jug-shaped mascot known as the Kool-Aid Man. In old tv ads he came storming straight through doors or even through walls to deliver Kool-Aid to thirsty kids, usually shouting out the words, "Oh, Yeah!" The drink is extremely

popular in the US and every American knows the adverts, which have been running since the 1970s.

And of course something else we know about America – sorry, American readers – is that the quality of the fences they install there isn't up to European fencing standards. We have no idea why that might be. One possibility is the attitude of: "I've got dogs and guns to keep

intruders out; the fence is just there to keep the dogs in." In any event: what do you get when you take a cool tv advert of a mascot breaking through walls, and put it together with low-quality fences? Exactly: yobbish young people who may or may not shout out, "Oh, Yeah" as they bash their way straight through the fences. Just for fun. Ever since the first video of this appeared on social media years ago, new

reports of broken fences have been popping up across the country every weekend. While we don't necessarily want to argue that America would look better if all Americans installed twin wire fences with woven plastic infill around their houses, we can still see opportunities for fencing installers who want to take a European approach to selling fences there in the land of unlimited possibilities. ■

Moose calf rescued from barbed-wire fence



For our monthly dose of feelgood news, we now go to the Uinta Mountains in Utah in the western United States. Hunting guide Dave Beronio drives (hobby) hunters around the mountains and shows them the best places to hunt. During one such trip guiding a client through the wilderness last autumn, he spotted a young moose calf with its hoof trapped in a barbed-wire

fence. *"He had twisted himself into an awkward, immobile position,"* Beronio tells our fellow magazine-makers at Outdoor Life. *"His head was downhill, his left front leg was twisted up in the air, and his rear hind leg was caught between the left front leg and his body. If starvation or restricted blood flow didn't claim him first, nearby predators would have."* So Beronio set to work to free the animal.

It wasn't an easy job, not only because the creature was obviously in a total panic and was thrashing around violently, but also because the calf's mother and brother at first didn't realise that Beronio had good intentions and attacked him several times. And on top of all that, he only had primitive tools to work with. *"I normally always have pliers with me, but that day I'd taken a different pickup. All I had was a*

rock to prise in between the strands of barbed wire, and an axe to ward off the mother's attacks." Finally, after 20 minutes, the creature was finally free – and after another 10 minutes of soothing and cuddles, the moose calf was able to stand again and disappeared off into the forest with its mother and brother. Nice work, Dave. Let's just hope the calf doesn't end up getting shot by one of your clients. ■

Australian primary school gets a million for new fence

In Atherton in Far North Queensland, the board of the local State Primary School is celebrating being allocated 1.1 million Australian dollars¹ to build a new fence around the school. There have been a few break-ins and some vandalism at the school in recent years, causing unrest in the community. "We want to make sure our students feel safe at school," Emily Larcombe, who chairs the school's Parents' & Citizens' Committee, told local media. "We

want our teachers and staff to have security in their workplace and not be worried that their classrooms aren't safe over the weekends or school holidays." But that would seem to mostly be a PR statement, because immediately afterwards in the same article she says: "Our main priority is to improve the school fencing to stop the thoroughfare of people cutting through from the bridge to Woolworths straight through the school to Armstrong Street." We took a quick look on Google Maps: Woolworths is a supermarket, and on the other side

of Armstrong Street there's a large residential area. From now on the residents of that neighbourhood will have to walk about a kilometre out of their way, because the school is having a fence built for 1.1 million. Larcombe explains herself slightly better later on: she thinks that some of the crime is being committed by opportunistic criminals who, if they're no longer able to walk past the school, won't set about stealing or destroying things there. We on the editorial team have our doubts about that. But what we really want to know

is: What's that fence going to look like, if it's going to cost 1.1 million dollars? Will it be made of solid gold? Google Maps was still open, so we took a few measurements: if the fence is installed around the entire whole school, it will be about 750 metres long. At a total price of 1.1 million, that comes to over 1400 Australian dollars (roughly 860 euros) per metre. Nice work if you can get it. As of next month you won't be getting the Fencing Times anymore, as we're leaving to start up a fencing business in Atherton, Australia. ■

¹) 1.1 Million Australian dollars is approximately 673.000 euros, 647.000 Swiss francs or 580.000 British pounds



Canadian brown bear braves electric fence for a meal of honey

Here at the editorial office we had the idea that brown bears mainly ate meat and fish, supplemented by a bit of plant matter like tubers and roots. The only one who ate honey, we thought, was Winnie-the-Pooh. But we were totally wrong, according to video footage from a security camera somewhere in western Canada, which we

came across on YouTube. The footage shows a brown bear trying to outsmart an electric fence surrounding a group of beehives. It manages to get past the electric fence on two occasions. But then, when the bear tries to get a beehive open, both times it makes contact with the fence again in the process, getting such a fright that it flees. We looked into it right

away: bears definitely love honey. They have sweet receptors on their tongues that attract them to honey, and their keen sense of smell can detect honey even from over 1.5 kilometres away. And by the way, when a bear approaches a beehive, it's not just the honey it's after: bears also eat the bees and their larvae as well, which are excellent sources of protein. Out of all the

different bear species, brown and black bears have the biggest craving for honey. And once they've tasted it, they definitely want more. Polar bears and pandas are not known to eat honey. Every day's a school day. According to the description below the video on YouTube, the owner of the beehives has improved his fence to prevent it happening again. ■



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



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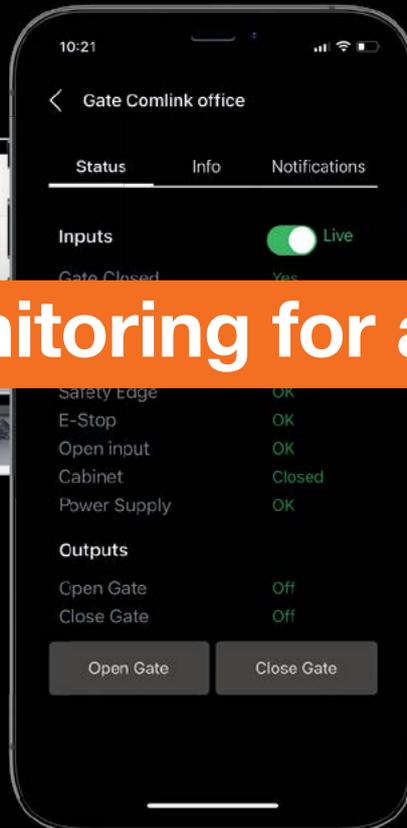
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Win a barbecue with the Fencing Times



We move with the times here at the Fencing Times. For a while now we've been on Instagram, the photo-sharing social media app. Our account is @fencing_times, why not follow us?

We've come up with a fun idea to promote both our new Instagram account and our great magazine: the reader who submits the best

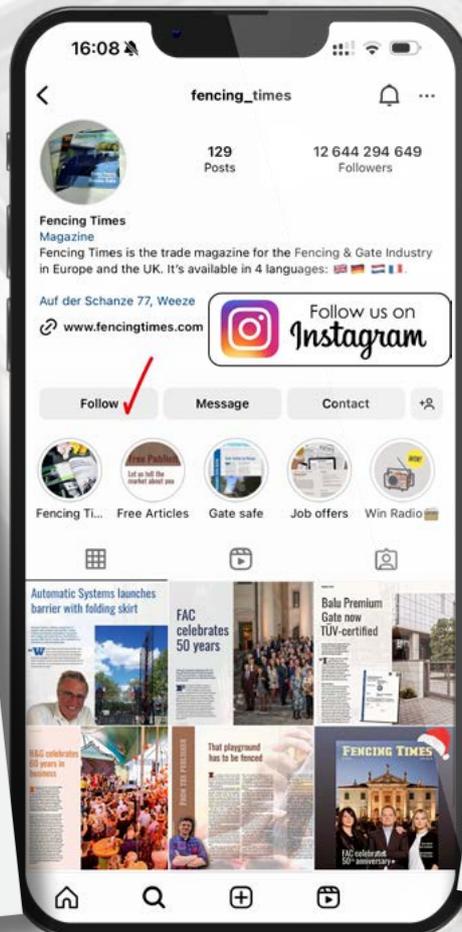
photo of themselves or a colleague reading the Fencing Times will win a handy portable barbecue.

You can photograph yourself reading the Fencing Times at the office, in the workshop, in your van, on the job site, or at home, on holiday, or even at the supermarket. The more creative, the better. The funnier, crazier or more unusual, the bigger the chance you have of winning.

All photos submitted will be posted on the new Instagram account. The photo that gets the most likes by the end of 1 May will win a barbecue. Then you won't have to head for the chip shop at lunchtime, but can barbecue your own sausages while you're putting up fences. The winner will be announced in the June issue.

Send your best photos to us at foto@fencingtimes.com, or share them with us directly on Instagram. We don't make a big fuss about copyright and conditions; both you and we can use any submitted photos however we wish. You can send us as many photos as you like. Don't wait too long, because the longer your photo is up, the more time it will have to attract likes.

Oliver Boyd of AES in Northern Ireland knows how to put his work break to good use: drinking tea and reading the latest fencing news. Simon Zumbrunnen of Zaunteam in Switzerland went that step further and took the Fencing Times with him on holiday to Jordan, so he'd have something to read while bobbing around in the Dead Sea. Nice work, guys! Thanks a lot for inspiring this competition. Naturally your photos will be eligible to win the prize.





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