

FENCING TIMES

UK & Ireland

2023, Issue 8

Roadmap to
Super-Installer

Smart gate
opener by Tell

Revocation Right
more tough

How to secure
a (flat) roof?



Cardin develops new
underground Drive



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Fencing Times

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From fencing worker to super-installer

In the previous issue, I wrote about the super-installer - and that it would be a nice objective to see whether you could double the number of metres you currently erect in a single day. This provoked a lot of reactions. Like whether I realised how much hard work goes into installing a fence? Or did I think that most fencing installers stand around doing nothing half the time?

And, of course, those readers had a valid point. If tomorrow you can simply double the number of metres, then there's something not right with the way you're working now and you must always have been going about it in the wrong way. And it also depends on how many metres you currently manage. It's easier to double 20 metres than 200 metres.

Nonetheless, we do see big differences in the market. I recently enquired on Facebook about how many metres fencing installers can do. The question asked was based on a twin wire fence, 1.4 metres in height, with all the posts in their own concrete foundation. Also on the assumption that there were no access problems at all along the entire fence line and all other conditions were ideal. How many metres can you install with a team of two persons? The answers varied between 40 and 100 metres.

The latter was for installing metres for large industrial projects. It's easier to get the metres done for these than it is for a

fencing installer who mainly gets jobs for 40 metres here and 120 metres there. The industrial fencing installer is also under more pressure to be quick, because the competition for these big projects is tougher and the installation price is lower.

But it's true for both of them that it could still be done faster. And both of them would earn more if they were faster. Assuming they wanted to, that is. Because that's where it all begins, of course. If you're an average fencing installer, erecting an average number of metres for an average wage, but that wage is enough for you to get by on and live a happy life - then there's no need to get any faster. In that case, carry on as you are and don't let me get under your skin.

Alternatively: if you do want to become a super-installer and do want to earn more than all your former classmates, who went and learned a 'real' trade: it can be done. I'm certain that any installer can become a super-installer, provided he wants to. It's common in our industry to hear people say that they're 'just' a simple fence worker, or that a fence is 'just' a fence.

They're made to feel insecure by all those people who declare that you'll end up in the gutter if you don't do well in school. Or they feel that the electricians, bricklayers, decorators and all the people on the construction site look down on them because the latter went and learned a recognised trade. At a college.





Or they allow themselves to be pressured by customers, who at the very end of their construction project, when the building has already been handed over, the garden already landscaped and the driveway already paved, forgot that they needed a fence as well – and no longer have a budget for it. Those are the people who state that a fence is ‘just’ a fence. Because they need it done on the cheap.

But it's a load of nonsense. A fence is a useful thing and customers benefit if it is properly and solidly installed. Fencing is in demand throughout the world and that demand is only going to get bigger. The fencing industry is an industry like any other and there is just as much money to be earned. We know a lot of fencing installers who've done very well by installing fences. And if they could do that, without fencing school, without help from someone who took them by the hand – then why can't you?

You have to want it. You have to be prepared to invest in yourself. You also need to persevere and be disciplined – two characteristics you can train yourself for if you think they're not currently your strong points. If you have the willpower, you're bound to be successful. Because the basic circumstances are perfect for any fencing installer. You can train every day. Had a bad day? Tomorrow you have an immediate new opportunity. We've created a small roadmap to help you on your way. Good luck! ■

Roadmap to become a super-installer

Step 1

Make up your mind that you're going to become a super-installer. Right now, while you're reading this. Because you think it would be great if you were one of the best installers in the industry. Because you want to be rich. Because you want to drive the smartest car in town – in itself the reason is unimportant, as long as you take the decision. Say it out loud.

Step 2

Set yourself a big goal. A goal that makes your heart beat considerably faster, but is still realistic. You could declare that you want to be able to put up 6 kilometres of chain-link fencing in a day, but then you're not being serious. Twice as many metres as you currently achieve would be a great start, but any other goal is also good as long as you feel that achieving it will make you really proud of yourself.

Step 3

Set a deadline for when you want to have achieved the goal from step 2. A goal with no deadline isn't a real goal but merely a dream or fantasy. Just like the goal, the deadline has to be realistic. Doubling the metres tomorrow is not going to happen of course. But what if you take a year in which to train yourself? To think up things that will make you quicker? To try out tools, that could help? Would it then be possible?

Step 4

Draw up a list of things you can do to become better and quicker. I had a few examples in the previous column: Make a plan for each project first, so you spend the least time walking around empty-handed. Set a goal for where you want to get to each day. A couple of metres more every day. It forces you to think during the day about how you're going to achieve that. Dare to improvise a bit more. Dare to ask for good tools – and then take good care of them. Above all though, make your own list instead of copying mine. If you're a good fencing installer, you know it all better than I do anyway, ha-ha. Take a notepad and create a list of at least 20 different things you can do.

Step 5

Sort the list into order of importance. Choose the items on the list that will help you get ahead the most. Not the ones that are the easiest, or the most fun, but those that help you to achieve the biggest leaps. Write those at the top of a new sheet of paper and start carrying out your top point today. Work on it a bit every day until you get the hang of it.



Step 6

Think about whose help you need. From now on, ask your wife to kick you out of bed an hour earlier so you beat the traffic jams. Then you'll have the first win under your belt. Above all, talk to your boss about your goals and ask for his support. It's also to his advantage, so he'd be foolish not to help you. Ask the salesperson who measures up your jobs to take a good number of photos of each project from now on. Of the fence line and of the environment. So that on the way back from today's job, while your colleague is driving, you can preview tomorrow's job and think about how to set out the material the fastest.

Step 7

Make a list of any obstacles, the things that are preventing you from achieving your goals. Does the jack hammer keep cutting out because there's a break in the cable somewhere? Make sure it gets repaired. Are your work shoes uncomfortable?

Lash out 200 euros and treat yourself to some really good shoes that you can walk in all day with no discomfort. Does your colleague keep on about wanting to go and get a can of Red Bull or a Twix bar from the petrol station? Ask your boss for a different colleague.

Step 8

Think about additional skills and knowledge that can help you to advance. You might want to be able to dig holes faster, or to improve your ability to read technical drawings. Put every skill down on paper in a list. And when you're sitting on the sofa in the evening, don't watch some dumb Netflix series, but go to YouTube and look up videos on how to dig post holes quickly, or on understanding technical drawings. Each evening you can find something that you can then try out in practice the very next day.

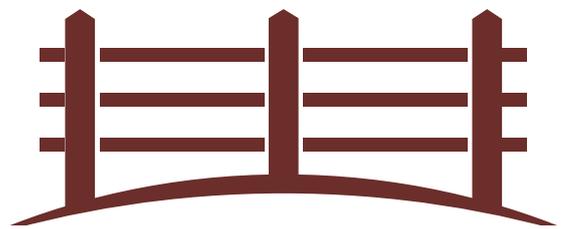
Step 9

Combine all the points from the previous steps into a single overall plan. Get an unused school notebook from your son or niece, write Super-Installer on the cover and write down in detail how you're going to make yourself a Super-Installer. Writing it all down will make it real for you. It will take up your Sunday afternoon, but it will be time well spent.

Step 10

Keep at it until you've reached your goal. Never give up. Every time you take two steps forward, something will happen to push you back one step. Sometimes you even have to go back two or three steps yourself. But that's not a bad thing. After all, Rome wasn't built in a day. A setback is more of a lesson than a failure. You wanted to become a super-installer, one who is twice as fast as other installers and you're still on your way to achieving that goal. You'll get there if you just persevere.





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FENCE POST



Geert @ Noyez

Geert Spenninck of Afsluitingen Noyez in Zonnebeke, Belgium (near Kortrijk) came across this sliding gate in Kallo near Antwerp. "Did the stock of reflective tape run out?" he wonders. "Whatever the reason, they came up with a creative solution." They did indeed. Beautiful it isn't, but it should show up well in the dark. Thanks for sending it Geert!



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.



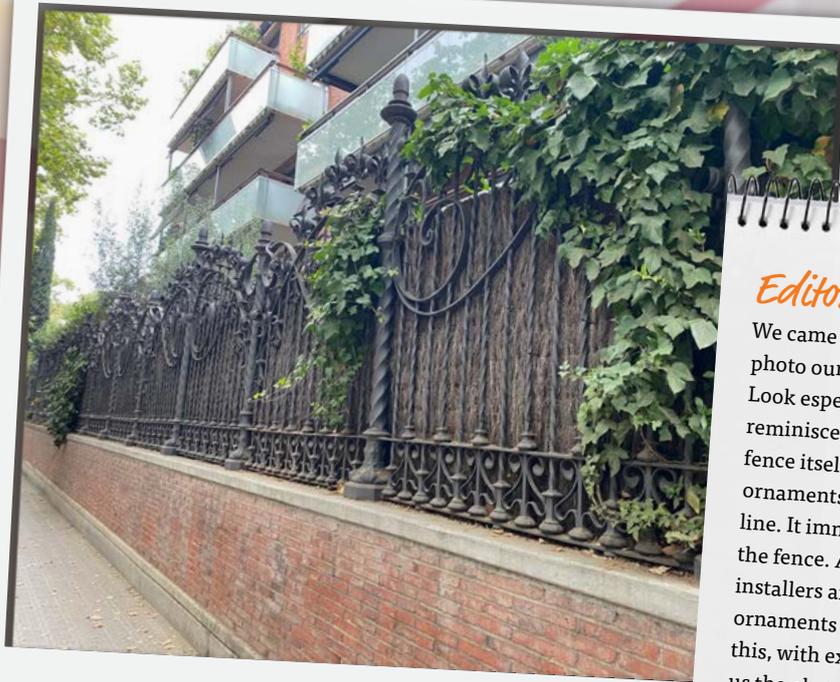
Nicolas @ Direct Factory

Nicolas Gabert at fencing retailer Direct Factory in Dottignies, Belgium, sent us these photos of a fence made of wood composite in the town of Le Rœulx, with a tailor-made sliding gate on a rail, featuring wood composite as filling too. Lovely project, Nicolas, and a lovely gate. Thanks for sending it in!



Wilhelm @ Zaubau Dinslaken

In the column of Number 6, we gave the tip that you should always write down colours with both their colour number and their name to prevent any confusion. By way of an example, we wrote RAL 8017, chocolate brown. Immediately after that number was published, Wilhelm Hegemann from Zaubau Dinslaken sent us a picture of a chocolate brown gate with brown privacy strips in it as well. The thought is father to the deed, or however the expression goes! Thanks for the photo!



Editors @ Fencing Times

We came across the ornamental fence in this photo ourselves in Barcelona in the summer. Look especially at the ornaments on top. They're reminiscent of crowns and are wider than the fence itself. It's not often that we see that - most ornaments curve longitudinally, or on the fence line. It immediately adds an extra dimension to the fence. A question for the ornamental fencing installers among our readers: do these kinds of ornaments still exist? Do you still sell fencing like this, with extra-wide posts and ornaments? Send us the photos!



Denis @ Walput

This rather special fence comes from Denis Valput at Draht Walput in Rheinstetten. It's tightly woven for extra privacy and also stands on a concrete wall as fall protection. Denis had special static calculations done for it and put the posts extra close to each other. Looks the business, Denis! Thanks for sending the photo.



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Photo of the Mouth

We know a lot of ornamental fencing manufacturers, but we've never come across a fencing company that can make something like this. Florius Pellikaan at fencing company Pellikaan Arkel in central Netherlands encountered this unusual gate along the road from Tirana to Lake Bovilla, in Albania. That's one hell of a gate, Florius. Great that you stopped to take the photo. The Locinox Construction Radio is on its way to you!

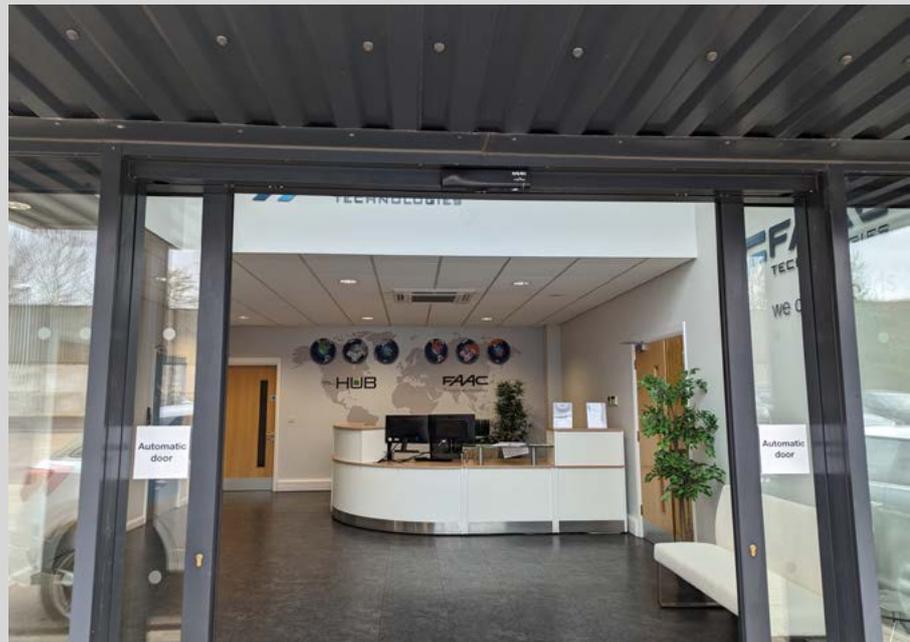
Would you too like to win a Locinox Construction Radio? Send us your nicest, prettiest and most bizarre fencing photos. The more the merrier, we can't get enough of them.

Faac UK opens doors of Basingstoke HQ

This spring the UK branch of Italian drive manufacturer Faac held an open day at its headquarters in Basingstoke, west of London. The company proudly displayed its new showroom and presented three new drives.

“After a gap of several years due to Covid, it was truly a special occasion to be able to host an event of this magnitude and reconnect with our valued customers,” sales director Anthony Parrish says.

Throughout the day Faac’s technical team delivered presentations on various topics, including the latest product range that features barriers, gate drives and new software systems. *“These sessions not only offered valuable insights,”* says Parrish, *“but also sparked intriguing discussions among the attendees.”*

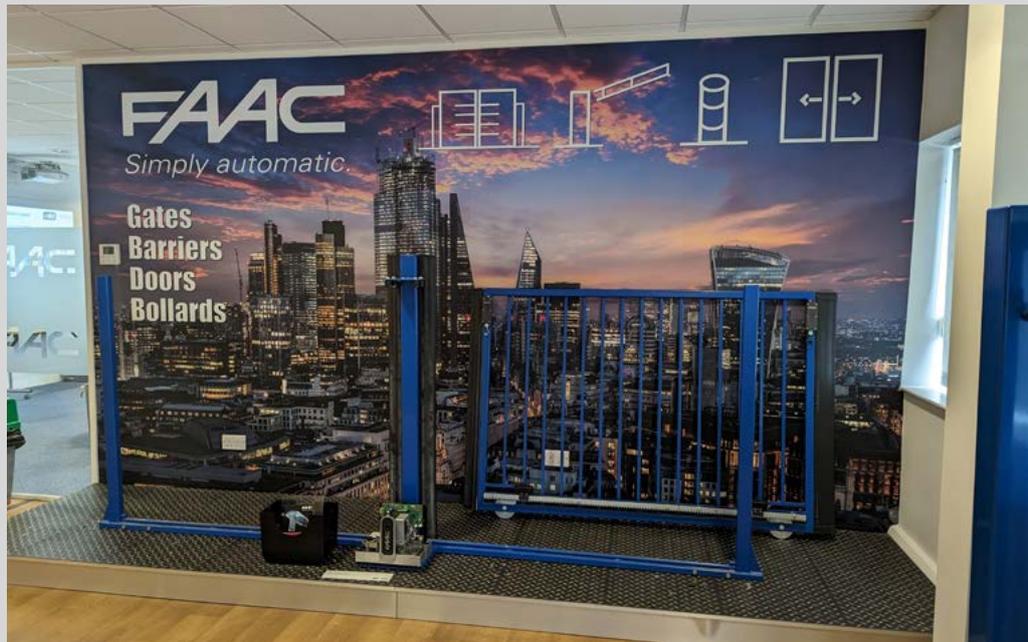


Moreover, the event provided ample networking opportunities, allowing participants to connect with industry peers and exchange ideas."

Faac UK also used the open day to launch three new products on the UK market. There was a new guide post with inbuilt sliding gate motor, a swing gate drive that can be installed on top of the hanging post, and finally a high-speed industrial sliding gate drive (more on that soon).

Parrish also enjoyed the opportunity to present the renovated showroom at the Basingstoke branch. "It now beautifully showcases our complete range of products," he says. "It was a pleasure to walk our customers through the impressive display and provide them with an up-close look at the cutting-edge technology we offer."

As the perfect finishing touch, a Mexican-food caterer provided burritos and tacos throughout the day to ensure that no one went hungry. "The feedback has been overwhelmingly positive," Parrish concludes. "It not only affirms our efforts in organising such events, but also provides us with valuable insights to further enhance future gatherings. We are grateful to our customers for their continuous support and look forward to hosting many more engaging events that bring us closer together." ■



Cardin develops new underground drive

Italian drive manufacturer Cardin Elettronica, from Codognè to the north of Venice, launched a new underground drive for swing gates earlier this year. Known as the HLXCore, it is available in 24-Volt and 230-Volt versions.

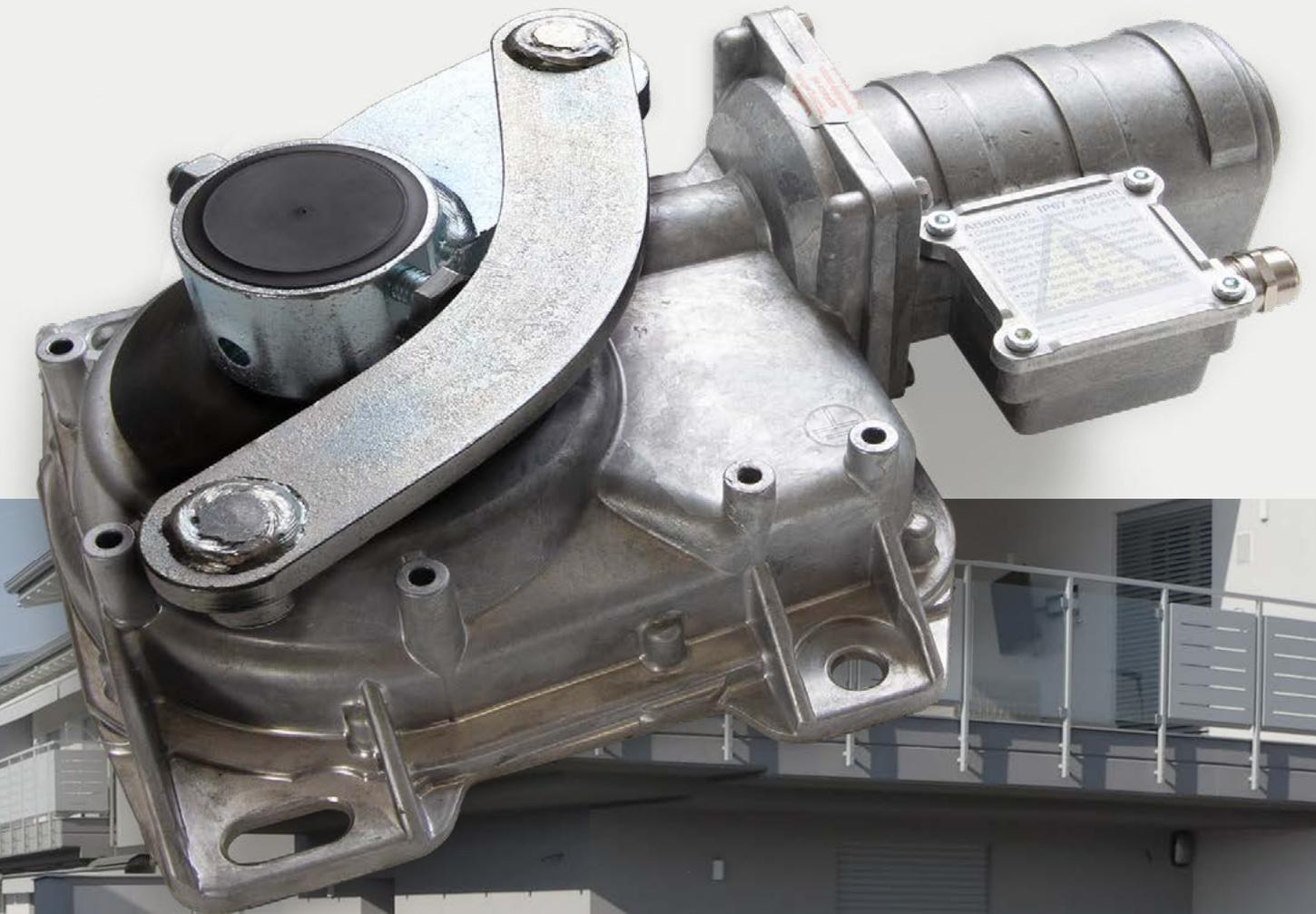
“This new range of drives is the ideal combination of our previous two motors, the HL and HLMole,” CEO Cristiano Cardin says. “Merging the two philosophies keeps the best aspects of the previous solutions as well as allowing for the addition of new components, in addition to greater reliability and compatibility, while retaining the already-great performance.”

There were a large number of improvements on previous models. “For example, we reinforced the aluminium motor housing,” Cardin says. “The bearings are new as well. The ones used in the HLXCore can withstand greater axial loads. We’ve also integrated mechanical limit switches into the arms and added an additional protective seal against water and mud. And to round it all off, many small details of the drive have been improved: we looked at every feature and component to see if there was something that could be done better, to increase the drive’s reliability and functionality. Our end goal was – although this goes for all Cardin products – for the drive to be so good that you can simply forget about it immediately after installation.”

The new HLXCore range consists of two models: HLXCore24 and HLXCore230. The first is a 24-Volt motor for gate leaves of up to 350 kilos, while the second is a 230-Volt motor capable of moving gate leaves of up to 550 kilos. Both versions are suitable for gate leaves of up

Cristiano Cardin





to 3 metres. A complete automation with an HLXCore motor consists of a range of components that are available separately, including the electronic controller (a different one for each of the 24- and 230-Volt models) and separate flush-mounted boxes made from galvanised or stainless steel, naturally in addition to all possible types of signalling and safety components. *"The motors are compatible with the HL and HLMole flush-mounted boxes,"* Cardin says. *"It means that you can easily fit a new motor to an existing gate, without the concrete in the foundation or the pavement getting in the way."*

On the 24-Volt model, the gate position is encoder-controlled and self-learning. *"That keeps installation time to a minimum,"* Cardin goes on. *"You can programme it quickly and easily. If the gate makes an emergency stop due to an obstacle being detected, then there's automatically a new learning cycle that re-establishes the position of the gate leaf. All in all, we're very happy with the new range. The HLXCore does exactly what it's supposed to do. It's quiet and, thanks to its ball-bearing, balanced rotary lever system, the gate moves very smoothly and evenly. ■*



Tell creates smart gate opener

Tell, a manufacturer of alarm communicators and gate controllers based in Hungary, launched a smart gate opener this summer. The device is called open.ioting. Customers can both open their gates, as well as manage who has access.

“We wanted to create a smart controller that gives customers a level of convenience in line with the times,” Gábor Kozák, Head of International Sales at Tell, says. “So last year we started developing a gate opener that doesn’t have a built-in GSM module, but instead is integrated into the customer’s network.”



APP

Open.ioting stands for 'opening with IoT', where IoT represents the Internet of Things. IoT refers to connecting devices – such as cars, refrigerators, coffee machines, and consequently gates – to the internet. Connecting the gate to the internet means that it can be controlled remotely. "Then you can control it with an app on your phone or watch," Kozák says. "Obviously the app features two big buttons for opening and closing, but you can also use it to see the gate's status. The open.ioting unit has two connections for this purpose, which you can connect to the gate's limit switches. You can also invite other users."

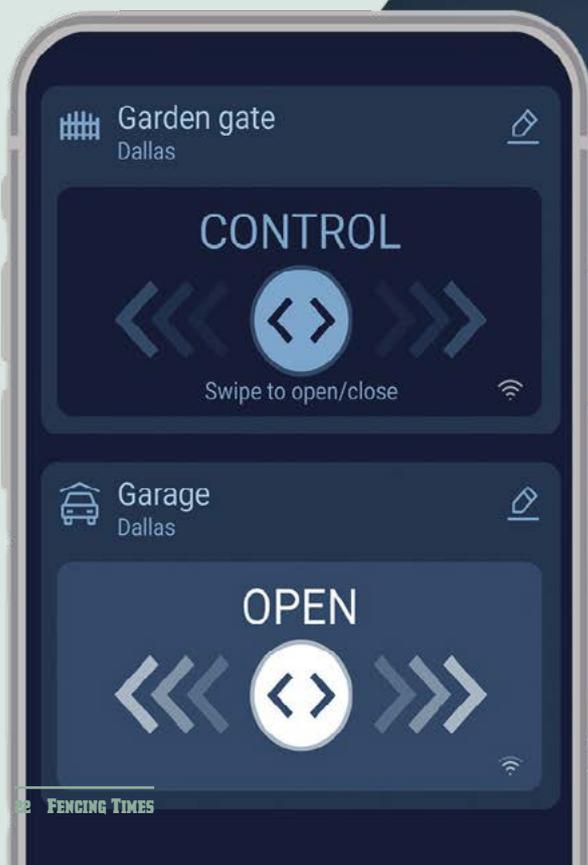
MANAGEMENT

The app distinguishes between two types of users: owners and invited users. The owner level has the highest level of access and can configure device settings and add users. For example, in a home situation, they can add family members; in a business setting, they can add co-workers, you name it. The first 50 users are free; after reaching that limit, the number

of users can be increased to 100 or 500 for a one-time fee. The owner invites users via email, and they then receive a link to the app. Once installed, users gain access to gate-opening options, but are not provided access to the management features."

FAST

The opening features aren't just in the app. "Even being able to control the gate with an app is very handy," Kozák says. "You always have your phone with you, so you never have to go looking for a remote control, but you still have to take your phone out of your pocket, unlock it, start up the app and then open the gate. We knew there had to be a faster way. That's why we made the app compatible with Siri Shortcuts. It means you can either add a button to your home screen to open the gate, or – even faster – ask Siri to open the gate."





HANDY

For people who don't like talking to their phone, there's also an app for the Apple Watch that allows you to add a gate button. "Then you get a button on the watch face," Kozák says. "Upon tapping it, two big buttons for opening and closing the gate appear. This allows you to keep your phone in your pocket and still control your gate super-quickly." Open.ioting's last handy feature is that you can receive a notification if you leave the gate open for too long. "If you've connected the gate's limit switches to the unit, which continuously displays the gate's status, the app can send you a message if the gate remains open for longer than a particular period of time. Sometimes this might be intentional, but usually it's not. In the app you can set the time after which you want the unit to notify you."

TECHNOLOGY

The open.ioting unit connects to the internet through the user's home network via Wi-Fi or an Ethernet cable. It doesn't require a SIM card. "These days there's internet almost everywhere," Kozák says, "both in businesses as well as at private residences. Without the GSM module and the SIM card that goes with it, we're able to sell the unit at an attractive price point that any gate owner can afford." The unit has two relays, but is suitable for a single gate control. "Some controls have separate connections for opening and closing, which is why there are two output contacts." The unit has three input contacts: two for limit switches, and one for connecting a separate opener. "If your gate control doesn't have enough connections and you need to, for example, disconnect the handheld transmitter receiver in order to connect the open.ioting unit, you can also connect the handheld transmitter receiver to our unit. That works too." The open.ioting app is available for Apple's iOS and watchOS, as well as for Google's Android.



“Open.ioting is
super secure”

SECURE

Tell uses RSA 2048 bit-encryption for communication between the app and the unit at the gate. “That is the technique used to secure online banking and digital signatures,” says Kozák. “It provides a significantly higher level of security compared to traditional remote controls.. Furthermore, the server is safeguarded with Cloudflare to counteract DDoS attacks and, finally, of course, the user's phone is still secured with a fingerprint or facial recognition. Unlike a stolen remote control, a stolen phone does not grant a burglar access to the gate. Open.ioting is really super secure.”

THE FUTURE

Tell has plans to add even more features to open.ioting in the future. “We’re currently working on a Geofence update,” Kozák says. “With this, you can create a circular area on the map around your home or business. The app will then monitor the location of your phone, and if you enter this designated area, the app will automatically open the gate for you. This eliminates the need for pressing a button or issuing a command to Siri. If you usually take the same route home, it’s a very useful tool. We are also aiming to extend our compatibility to other voice assistants such as Amazon’s Alexa and Google Home soon.” Open.ioting works with all brands of drives for garage doors, swing and sliding gates, turnstiles, and barriers. ■



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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.

According to a survey of 100 installers:

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

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

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



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



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

LET'S GO HIGH-TECH

How do you secure a (flat) roof?

Can you see the radar?



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

W

hen considering how to secure a perimeter with detection systems, we normally assume a free space around the object to be secured. Into that free space, we can then put fences, attach fence detection to them, install microwave and laser detection systems and bury ground cables. But there are also situations where that space is absent because the object to be secured is close to the plot's boundary. A wall, a side or the roof of the object then form the perimeter and so in this case perimeter security and object security are one and the same.

In my previous column, I discussed a microphone cable system, which you can use for securing walls and roofs in addition to fences. An attack on the building, by chopping, cutting, grinding or any other source of vibration, can be detected by the sensor cable and converted into an alarm. You have to understand though that this system only triggers an alarm once something is actually broken through in the building. So only when an intruder actually breaks, saws, slices or chops something open do such vibrations occur, enabling the system to detect. A person walking on a flat roof will not trigger an alarm with a microphone cable system. But it goes without saying that there are roofs where you would definitely want to know that someone was walking around. If an alarm only comes on at a bank building or the national museum when a hole is being sawn in the roof, then that's a bit on the late side. In these places you'd want to know immediately if someone was on the roof – or perhaps even earlier, as soon as an intruder tried to climb up onto the roof.

So if you need to propose a system that detects intruders at an earlier stage, what you need isn't a microphone cable system but something else. Actually, you could compare the flat roof to the part of a property behind a fence. The intruder has already got beyond the outer line of defence – the fence. He has climbed through or over it and is on his way to his objective: getting into the building. So he is actually in or on the last line of defence, before the building itself is attacked. This means that here we can apply the same systems as I've discussed in previous

columns: the so-called field detection systems such as radar, microwave and laser. And finally, you can also apply a system based on pressure mats here. This is an invisible system similar to ground detection systems, but on the roof in this case.

Naturally a lot depends on how the roof can be reached and the size of the surface area to be secured. A large industrial hall measuring 100 by 100 metres is secured differently from a roof measuring only a few square metres. There's no one-size-fits-all type solution, and customisation is involved once again. We have to identify the system with the most advantages – or least disadvantages – that matches the risk profile and budget of the object to be secured. I discuss the options here one by one, concentrating on the pros





and cons and not so much on the operation and technology, because I've already discussed these in previous columns.

RADAR

Doppler radar consists of a single device that incorporates a transmitter and receiver. This device is able to detect movement (direction and speed) and size (volume). The radar employs what is referred to as the doppler effect: Radio waves are transmitted and then reflected back by the objects they encounter. If an object moves, this modifies the frequency of the radio waves. By measuring the difference between the transmitted signal and the one received back, the radar knows the distance, speed and size of the moving object. The police love using the system to measure whether you're exceeding the speed limit. These are reliable detectors. The smallest ones that I'm aware of have a range of about 12 metres, but you can also get ones with a range of up to 100 metres. The smaller radars in particular make perfect detectors for securing a balcony or a flat roof of just a few metres, for example. The radar is completely unaffected by rain, hail, sun or snow, and since it can detect volume and speed, you can adjust it to detect an intruder while ignoring the neighbour's cat. You can easily fix the radars using a wall bracket. I've often used them where a flat roof of a carport or garage connects to a balcony, window or door of the building. Placing the detector next to that window or balcony means that intruders cannot enter the building undetected. Radar systems have an extremely high degree of reliability – or better expressed: high detection sensitivity. You cannot pass them unnoticed, and the detectors up to 24 metres range in particular are very reasonably priced by comparison to what you can achieve with them. Larger systems up to 100 metres are significantly dearer. These 100 metres can be divided into several zones, but that doesn't really add any additional value on a roof. As soon as you want to secure these kinds of distances, it's better to switch to bi-static microwave detectors. There are also 360-degree doppler radars. These then sit in one of those kind of domes you sometimes see on a naval ship or an expensive yacht. These



are capable of securing hundreds of metres of roof. With just a single device. But they don't come cheap, of course. Personally, I've never managed to sell one.

MICROWAVE DETECTOR

The bi-static microwave detector uses the same technology as the radar detector. It differs from the latter though in that there are two devices at work in it. The transmitter is installed separately from the receiver. They face each other directly. When the radio waves from the transmitter to the receiver are disturbed by an intruder, it causes the detector to give off an alarm. Its big advantage is that you can cover long distances relatively cheaply. Bi-static microwave detectors are available from 25 metres, but they can cover distances of up to 500 metres. Not that anyone's likely to request the latter for a roof any day soon. Sets with a range of between 50 and 120 metres are the ones mainly used on roofs. They are fitted to a post, which is weighted with tiles as a foundation. By fitting a post in each corner of the roof, you can fit four sets, thus securing all four sides of the roof. This then forms an invisible wall around the roof, so to speak. Intruders can no longer get onto the roof without being noticed. Assuming they still want to go ahead that is, given that they can clearly see the posts. They would probably

decide in the circumstances that it would be a better idea to break into a neighbouring house.

Like radar, the microwave detector is unaffected by hail, snow, sun or rain. It too can measure volume (mass) and speed, so you can tune it to disregard birds or cats on the roof. This does have its limits though. A single seagull won't set off an alarm but if an entire flock of them fly in at once that will be sufficient moving volume to trigger the alarm. This is unavoidable with this type of field system because all the criteria for a report are met: speed of movement and volume. One or two additional cameras for verifying any unnecessary alarms will be enough and that's a good idea with all forms of outdoor detection in any case. Compared to the distances they can measure, microwave detectors are relatively inexpensive. Certainly in comparison to doppler radars. But you have to take into account that a communication cable and power supply for the detectors will need to



be provided to each corner of the roof. These add to the cost. What is also sometimes done is to place the sets with wall-mounting brackets on the upper part of the wall, just below the roof. Then you'll detect intruders as soon as they lean a ladder or other climbing equipment against the wall.

LASER

The next option is the laser. Instead of radio waves, this works with light. A so-called laser scanner scans an area two-dimensionally. As soon as an intruder arrives in this area, the emitted beams of light are reflected and received back by the detector. By comparing the transmitted and received signals, the detector can determine the position, the size and the speed of the object measured. In actual fact, this detector does the same job as the radar. As the wavelength of light is shorter than that of radio waves, the laser detector is extremely accurate and can measure even tiny objects. That's useful for projects with a high risk profile, but it also increases the chance of false alarms due to birds again. And birds do love to perch themselves on the edge of a roof. Fortunately, a laser scanner can be finely tuned and you can tell it what volume or size and speed a target must meet to set off an alarm. This means that a lot of bird problems are avoidable. In addition, most properties with a high-risk profile also have guards who sit and monitor camera images all day, so then the odd false alarm is no big deal.

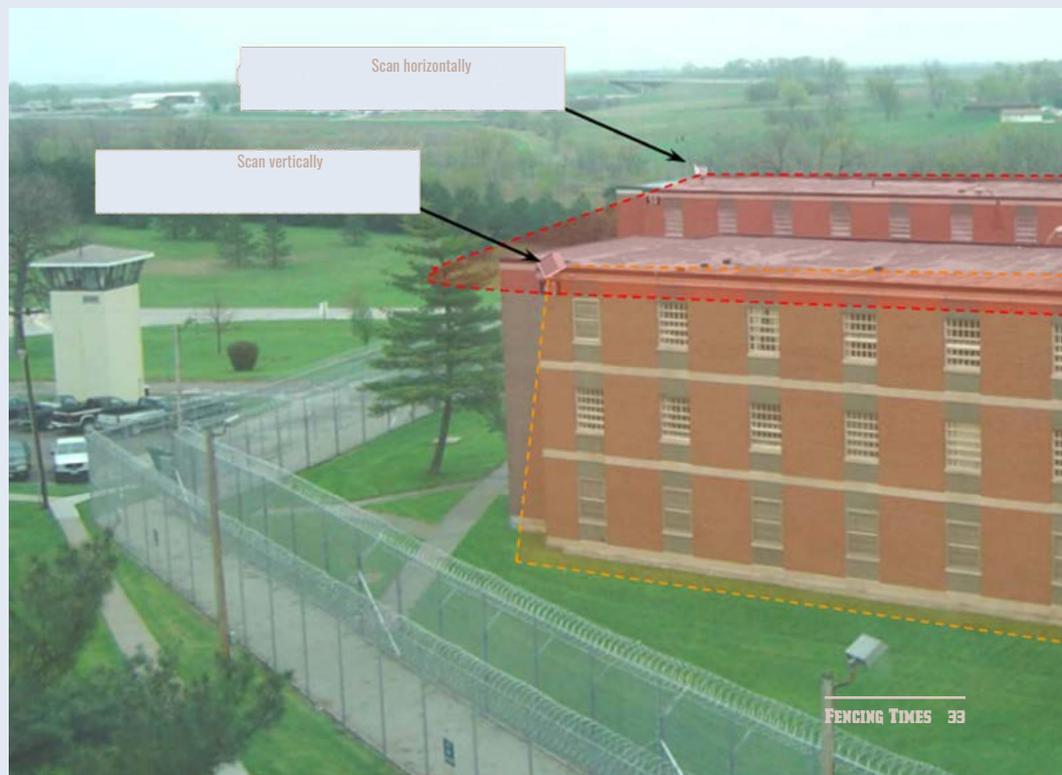
The laser scanner's big advantage is that it's just a single, relatively small, device. This small device is able to create a horizontal, invisible light screen across a flat roof at an angle of up to 270 degrees across a distance of up to 80 metres. As you can imagine, this offers many advantages. Certainly from a technical and cabling aspect. Whereas you'd need four sets of bi-static microwave detectors to secure 80 x 80 square metres of roof, it could now be done with a single laser scanner. So that's also just a single fitting and wiring operation instead of four of them. Provided of course that the roof has no obstacles, such as air-conditioning units or other ventilation equipment.

Hopefully you realise that on the shadow side of any such equipment there will be no detection. Another ideal feature of the laser scanner is that you can set its scanning range very precisely. You can tell it exactly how big the roof is – and what it needs to scan and monitor. For example, you can set it so that the scanner scans an extra metre beyond the area of the roof. Then if a ladder is used, this is going to detect it. There is no faster means of detection on a roof. The scanning may also skip just a particular part of the roof, because movement is happening there at times. For example, people smoking on a roof terrace.

The laser scanner emits laser beams. These are bundled light. Light is reflected by mist, snow and heavy rainfall. The laser beams are then reflected in all directions, which in the past often resulted in poor detection or unnecessary alarms. However, by deploying modern multi-echo technology, this is much less likely nowadays. So-called echo signals and software algorithms have made the laser detector much more reliable. But there are limits. In thick fog, the detector may cease to function. The detector will kindly report this to you, but it's a factor that should not be overlooked. A radar or microwave detector is completely

unaffected by this. This can be important in high-risk locations such as banks or museums. Therefore, you can also figure out whether you couldn't deploy the laser scanner differently. A flat roof often has a skylight or dome. This is usually what an intruder is aiming for. With a laser scanner, you can install a perfect light screen on the interior of the roof, i.e. under the

Laser scanners on a roof and a façade



skylight or dome. As mentioned, with a single device and for up to 80 metres. This light screen is then really and completely foolproof. Impossible to get past. And there, inside the roof, under that skylight or dome, it's never foggy, nor are there any birds. It will be at the expense of lost response time though, compared to placing on the actual roof. ■

INVISIBLE

Even a flat roof can be invisibly secured. There are systems based on a sensor cable, through which light is passed. A fibre-optic cable in other words. This sensor cable is connected to a unit that sends light through the cable. The end of the cable is also connected back to the box. The cable is laid in a meandering pattern under tiles, gravel, roof covering or boarding. As soon as someone moves and walks on the covering, their weight will cause a slight deformation in the sensor cable. Less light returns to the box than the amount sent out, and based on this, the unit can raise an alarm. Think of it like a garden hose through which water is flowing. If you go and stand on it, less water will come out of the end. There are ready-to-use rolls of roofing material specially designed for roof security. These have the fibre-optic cable already incorporated in them. This roof covering is waterproof, UV-resistant and is laid and glued on a flat roof just like normal roofing material. The beginning of each roll has

just 2 pieces of sensor cable coming out that need to be connected to the unit provided. The covering is about 1.40 metres wide and the rolls can be delivered in custom lengths. As standard, they come in 3, 5 and 10 metre lengths. This is ideal for smaller type roofs, such as for a balcony, carport or garage. One possible method is to cover just the first strip of a flat roof's perimeter with these mats. Anyone who climbs on the roof will step on this first strip and set off the alarm. Applying the same reasoning, you could also secure just the area around a roof dome. Why bother securing the entire roof when you can apply a specific kind of entrapment? Only lay the mat in the place where the intruder is to be expected. You can also get mats that aren't watertight or UV-resistant. These are a bit less expensive but will have to be covered with gravel, tiles or boarding, for example. If you fail to do this, then the mats will become completely weathered and shrunken after a few years and you'll be able to see the cable. Naturally, with the invisibility gone, you've lost one of the great advantages of this system. So cover up with gravel, tiles or boarding. Any potential intruder won't suspect that he'll be detected the moment he sets foot on the roof. Thus providing maximum response time. A further big advantage of this type of system is its reliability. The system can be adjusted according to weight, so in practice it will be set to the weight of adults,

Fibre-optic mat under boarding



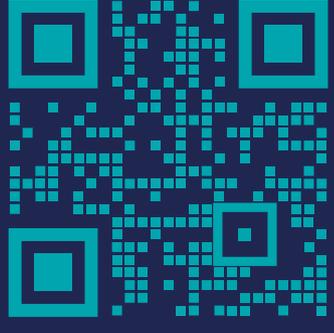
let's say from 50 or 60 kilos. Accordingly, animals such as cats and birds will not have any effect on the system. As it's a passive system, it adapts itself automatically as conditions change. If any ladies decide to put a really nice and heavy plant pot on the roof terrace, they can just go ahead and do that. The system will not be confused by this. What is important, though, is that the roof is properly drained. If 10 centimetres of water is left standing on the roof and a heavy frost occurs, the ice will stop the cable from deforming under an intruder's weight. As a result, detection will fail. But if you arrange the drainage properly, the system is otherwise immune to any kind of weather. Come what may, hail, rain or snow, there should be no false alarms from the system. Storms don't affect the system either. Light is not affected by the electromagnetic interference that can result from lightning. This, of course, is yet another additional advantage when securing roofs.

So, summing up, there are a number of different systems, each having its advantages and disadvantages. If you include them all in your range of services, there is no roof you can't secure properly. ■



Fibre-optic mat under tiles

Find out more



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The trade show season is here



It happens once every two years: a number of trade shows that are of interest to our industry line up neatly one after another – and that means that there's a full trade show season about to start. We on the editorial team are big fans of trade shows. You encounter new products that will help you stand out from the rest. You make new contacts and get new ideas.

The season has actually already started: in the UK, the International Security Expo in London was held at the end of September. This is a trade show at which – in addition to all sorts of other types of protection – you'll mainly find high-security fencing. And in October, also in the UK, was Fencex, a one-day trade show that for more than 20 years now has brought the market together

at Stoneleigh Park, an event centre close to Coventry in the West Midlands. In the Netherlands, Geran kicked off the season in September with the first edition of the Geran Vakdagen, a cross between an in-house expo and an open day.

The next trade show on the calendar is Paysalia, in Lyon at the start of December. Paysalia is a French trade show for landscaping ('paysage' = landscape), but we can recommend it to fencing installers from all over Europe.

At the most recent editions there were more than 100 stands from suppliers in the fencing industry, and as the French market is the most design-oriented of the European markets, there are many new models of fences and gates.

Fens & Fits in Istanbul follows in January. This trade show is focused on fencing and materials for parks and sports fields and is part of Atrax, a trade show for theme parks. At the same time, under the Atrax umbrella the trade shows Premo (for landscaping), Aquafun (for swimming pools, spas and wellness) and Vendist (for vending machines) will be held in other halls. Even though Istanbul is a long way away for most of our readers, we keep a close eye on this trade show as the Turkish manufacturing sector is growing fast. In addition, Istanbul's strategic location means that it attracts exhibitors and visitors from across Europe, Africa, the Middle East and Asia, which means opportunities to make contacts in new markets.

Security trade fair Intersec will also be held in January, in Dubai. It features drones, camera surveillance, alarm systems, personal security, and fencing as well. Dubai is even further away than Istanbul, but again its strategic location means that it attracts exhibitors and visitors from all over the world. If you want to visit all the international trade shows then after Intersec you can fly straight on to Nashville, Tennessee, which will be hosting this year's Fencetech. With almost 300 stands, Fencetech is the world's largest fencing trade show – but it focuses solely on the US market. Even so, there are plenty of ideas to be gained.

And finally, in February, there's the R+T trade show in Stuttgart. R+T stands for 'Rolladen and Tore' (roller shutters and gates); it's a trade fair for roller shutters, doors and gates, and solar shading. R+T is held only once every 3 years and the 2021 edition was cancelled due to Covid, so the upcoming trade show will be the first edition in 6 years. It can be an interesting trade show for fencing installers because almost all European drive manufacturers have stands there, in addition to various manufacturers of intercoms, gate components and other accessories.

We always try to attend as many of the abovementioned trade shows as possible, so perhaps we'll run into you at one of them. ■



Upcoming events

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
Saie Bari	19.10.2023	21.10.2023	Bari	Building & Construction
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.



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FENCES IN THE NEWS



History teacher discovers fence older than his country



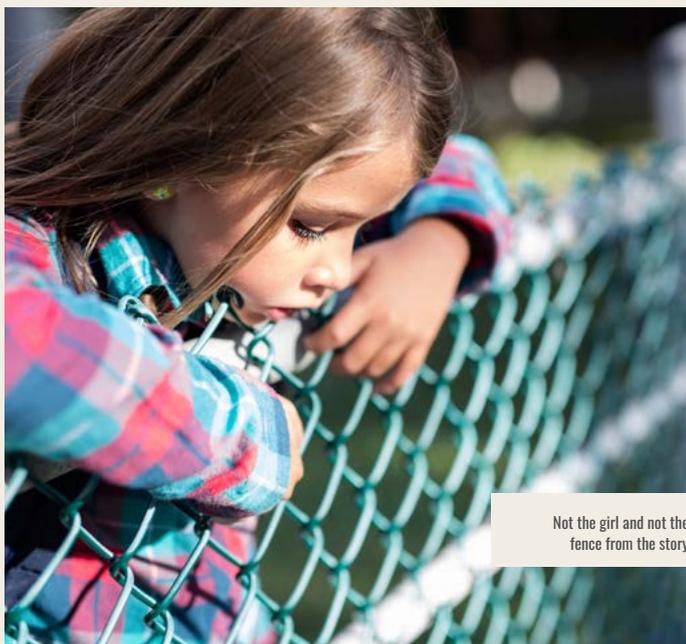
All his life, Robert Parks, a retired history teacher from Corpus Christi in South Texas, had been fascinated by an ornamental wrought-iron gate at the driveway of a villa. He recently discovered that this ornamental gate had been produced as early as 1750 and wrote a column about it for the local newspaper. “Can you imagine, 1750! That’s 26 years before

the Declaration of Independence was signed,” he says enthusiastically. On reading this, we immediately wanted to make a bunch of jokey comments about American cultural barbarians, who have no proper history of their own and regard anything older than 200 years as ‘amazing’ – but we would be doing this history teacher an injustice. It’s fair to say that a gate made of forged cast iron from the

year 1750 is really rather special even by European standards. Although the use of iron ore as a raw material in itself pre-dates the era, cast iron only came into use in the West from around 1400 onwards. The French and English made cannons for their ships from it. But it was only from 1700 onwards that they mastered the making of robust profiles from it, which could also be used in

building and manufacturing. As an example, it was only in 1779 that the world’s first iron bridge, the Iron Bridge in the English town of Ironbridge of the same name, was opened. Whereas the casting of this story’s wrought-iron gate took place as early as 1750, at the Imden Iron Works in New Orleans. It remains in use to this day. If you also know of some place with an ancient gate: feel free to report it! ■

Man hangs girl from fence and disappears



Not the girl and not the fence from the story.

In Jockgrim, a village near Karlsruhe, Germany, the Polizei is looking for a man in his sixties who hung a 6-year-old girl from her own fence. Do what? No, you did read correctly. The girl was playing in her own garden when the man lifted her up from behind and hung her up by her dress on the fence surrounding her own garden. He then left. Normally, on reading such an absurd news item, we're always a bit suspicious. Young children can invent the craziest stories

when they've climbed over a fence and are scared of what will be said about the rip in their clothes. But in this case, the girl's story was confirmed by footage from surveillance cameras. The man was walking down the street with a woman, when all of a sudden he grabbed the girl, hung her up on the fence and walked off. Luckily, the girl managed to free herself. She was not hurt in the incident. To put it in fencing terminology, someone clearly has a screw loose here. ■

Young deer disappeared due to arrival of fence



In Mississauga, a suburb of Toronto in Canada, five young deer disappeared without a trace due to the arrival of a wildlife fence. At least, that's what a worried resident of the nature reserve where those young deer were seen last spring is claiming. The previous summer, a fence was erected in several places in the conservation area to prevent newly planted trees and bushes from being trampled. The resident, who happens to be called Karen, now claims that the

new fence prevented the young deer from escaping when they were attacked by coyotes. She is demanding that the fences be removed because they are a threat to the deer population. According to the Credit Valley Conservation Authority (CVC), which manages the area, there is no evidence whatsoever for the woman's claims. Whether or not the five young deer were eaten by coyotes is by no means certain, and even if it did happen, it has had no effect on the deer population, which is still roughly the same size as last year. Even so, the resident has started a petition to get the new wildlife mesh fences removed again. She collected 220 signatures, but the CVC took no action apart from promising to keep the situation under review. ■



KAREN

Karen is a term used for a woman who is very demanding or acts like she is especially privileged in some way. The term is also used for women who make problems for themselves by first behaving in an interfering manner – or for those who don't get their own way

– and then ask to see the manager or call the police for no good reason. Karen is the stereotypical prejudiced, screaming, interfering and insufferable middle-aged woman, often characterised as having a plump figure and a short hairdo.

Seen a funny story about a fence in the news? Let us know via team@fencingtimes.com



Elderly couple escape death as fencing panel falls off truck

In Poulton-le-Fylde, a village near the English seaside resort of Blackpool, an elderly couple escaped death in June, according to the local tabloid press, when a fence panel fell off a pick-up truck driving in front of them. And when the tabloid press write about someone's narrow escape from death, you know very well that their car probably just got a bit scratched. Well, in this case it was rather more than a scratch. The panel fell from the pick-up truck onto the bonnet of the couple's Vauxhall Meriva, which sustained a dent, but then it bounced against the front windscreen and burst it. The elderly couple were showered in splinters of glass and were extremely shocked, but not injured at all (not even slightly). The driver of the pick-up truck

stopped a bit further on, but after a while he didn't feel like waiting any longer and drove off. According to the report, the couple followed police advice to remain in the car because it would be too dangerous to get out onto the busy road. They couldn't read the number plate at that distance and told the newspaper how upset they are that they cannot recover damages from the fencing installer.

But the latter is of course utter nonsense. Because whoever is to blame for this accident – it's by no means the fencing installer in the pick-up truck. We can be sure of that because fencing installers always secure their loads properly. They really do. It's simply not possible that the load would come loose because a fencing installer failed to secure it properly. What

is possible though – and even likely – is that the lashing strap broke during the journey. After all, that does happen from time to time. Or the panel supplier used too few or too weak straps to bundle the panels together. That also happens. So in all probability the manufacturer of the straps or the manufacturer of the fencing panels is to blame for this accident. Another possibility is that the lashing strap vibrated loose because there were too many potholes in the road. In that case, the road authority is at fault. And besides, the couple in the Meriva obviously didn't maintain enough distance. Everyone knows you need to keep your distance in traffic. If you're driving behind a loaded vehicle, you have to keep even more distance than usual,

something that everyone also knows. Through no fault of the driver, something can always happen to cause a load to come loose. So perhaps it's also simply the Meriva driver's own fault. And, of course, it was only logical for the fencing installer to drive off. Time is money and if fences need to be put in the ground, a fencing installer is not going to sit and twiddle his thumbs by the side of a busy road. Certainly not, if no one has been injured. It was good of him even to have waited a bit first, to see if anyone got out of the car.

Nevertheless, we wish the elderly couple a speedy recovery from their traumatic experience and hope for their sake that their Meriva won't cost too much to put right. ■

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