

FENCING TIMES

The UK & Ireland

2023, Issue 2



Youdoo
new Startup for
privacy fencing




Fencing Times

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Are you a fencing installer, but don't receive the Fencing Times? Call or email us and we'll put it right. You can also call or email us to sign up for a digital subscription; we'll be happy to add you to our mailing list.

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1) In Belgium, Germany, France, the UK, Ireland, Luxembourg, the Netherlands, Austria and Switzerland.

Time for Fencing Times

When the first issue of the Fencing Times appeared last month we had quite a few questions come in about what was happening with FOBS, so I'd like to return briefly to that topic. Was that the end of FOBS, people wanted to know? We'd assumed this would be obvious but yes, it's true: Fobs Magazine is no more. After 139 issues the owners – of whom I was one – ended their partnership and dissolved the FOBS company.

And then it was time for something new... with almost the same editorial team and the same translation team, but with a fresh layout and a new name. It didn't take long to get the new layout worked out, but coming up with a new name was a bit of a challenge. Ideally we wanted a play on words. The American trade association AFA publishes a magazine called Fence Post, which is clearly a brilliant name for a fencing magazine! We have given this name to our readers' letters section in its honour. Then in New Zealand there's a magazine called Wired which is another great name, with the double meaning of fencing wire and also of being connected – to information, in this case. But we also wanted a name that makes it instantly obvious that we're a magazine for fencing installers, and

on top of that, something that sounds good and is easy to pronounce in various languages. There was only one option: Only Fence. No, all jokes aside: we considered The Fencer, Fence Builder, Fencing Gazette, and Fencing Telegraph. In the end we chose Fencing Times.

Our aim with the Fencing Times is to keep all fencing installers up to date on all available news, in a way that interests and appeals to them. We have two calls for contributions that will help us to do this. The first one is for everyone on the supply side of the market. If you have any news, current affairs or another development that's of interest to fencing installers, please let us know and we'll write an item on it. We never charge for this, because our aim is to present independent news. And the second call is the reverse: if you're a fencing installer and there are any topics you'd like to learn (more) about, don't hesitate to let us know! We'll look into them.

Photos of your projects and any nice or crazy fences you happen to come across are very welcome too. Have another scroll through the photos on your phone and send us your favourites – we can never get enough. ■

rembrandt@fencingtimes.com

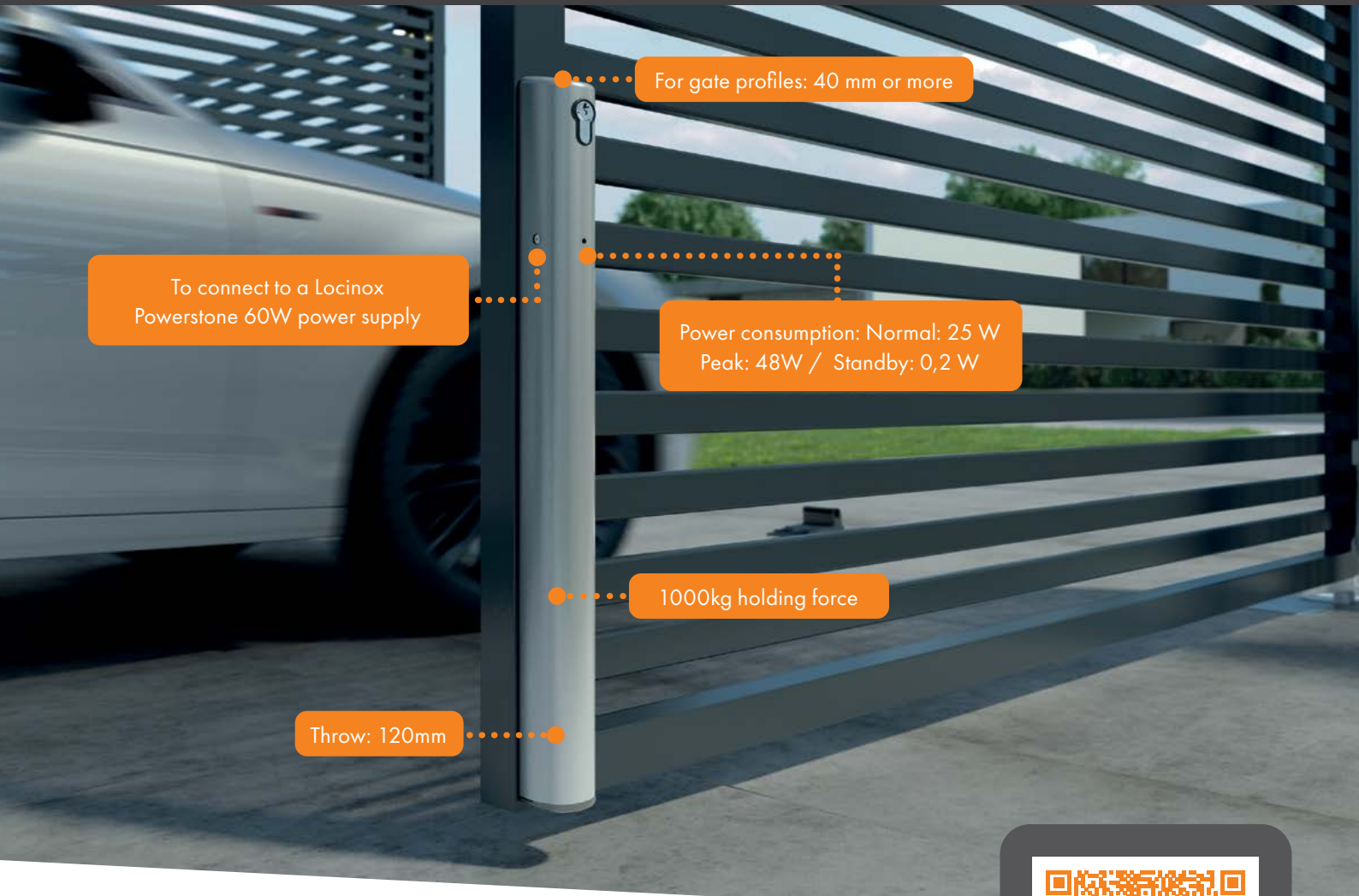


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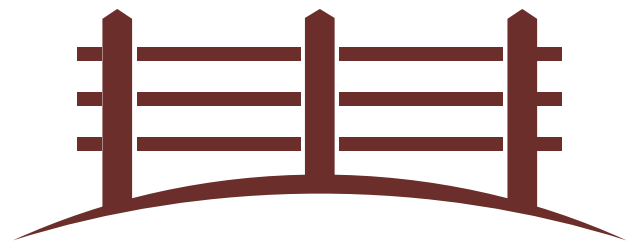
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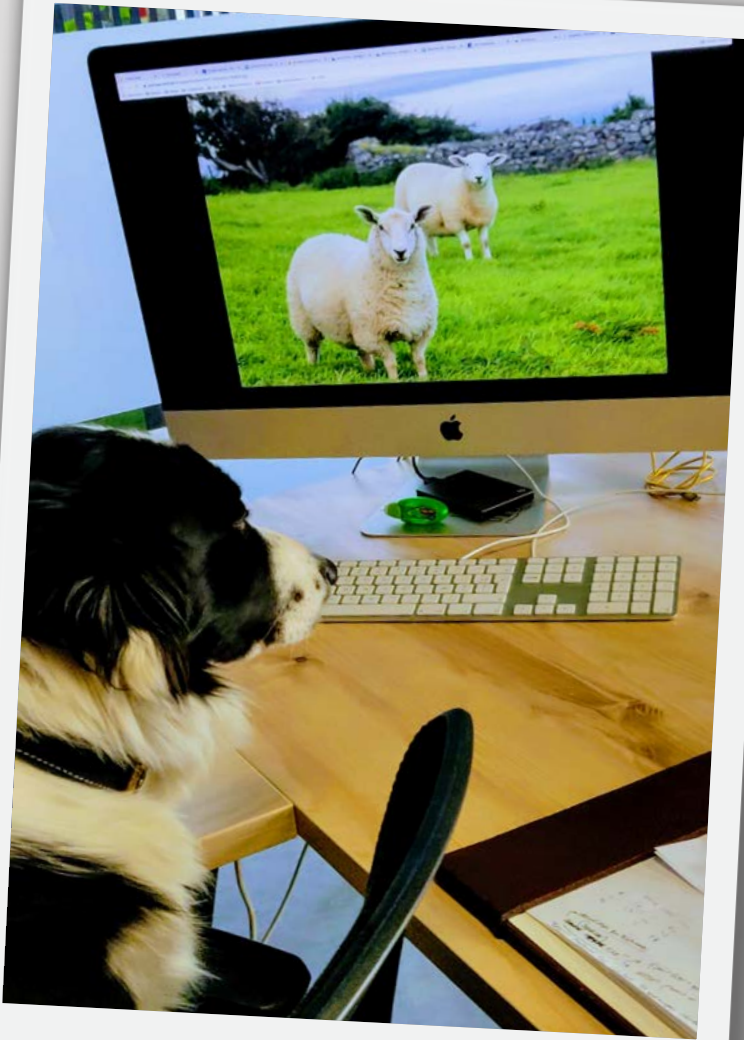


Tsvetomir @Rossima

Tsvetomir Stoynev, an ex-salesman for the Rossima fencing company in Sofia, Bulgaria, who it seems cannot tear himself away from the fencing business, sent us these photos of a gate on the driveway of the Rohzen monastery, high up in the Pirin Mountains. You can't have a monastery gate without a cross, that's obvious.

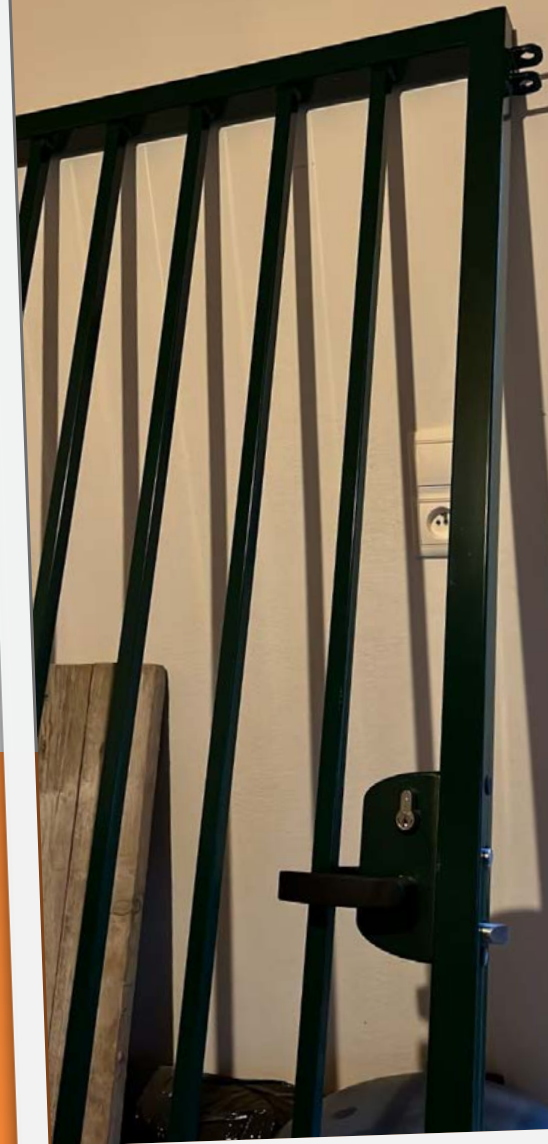


Tsvetomir also sent us this great looking fence made from perforated and profiled sheet. It's certainly different from your usual fence. Thanks for the images, Tsvetomir!



Rudolf @Retic

Rudolf Opáth from the Slovakian fencing wholesaler Retic in Nové Sady sent us this photograph. He got the photo from a customer, a fencing installer who was asked to come and install this gate leaf somewhere. "We've installed the hardware ourselves already," said the client. "All you need to do is hang it!" Well now, we bet that worked well, haha. Many thanks for the photo, Rudolf!



Frauck @Jardin Design

Rather than send us a picture of a fence this time, Franck Walravens at Jardin Design in Chastrès, Belgium, came up with a picture of his most trusted worker: his border collie who accompanies him to every project, either to record the number of metres or encourage the installers. "You should see what happens if I leave him on his own," he wrote. Yes, indeed Franck. In addition to all websites for 18+, it looks like you'll have to block sheep websites in your browser from now on, if you want your colleagues to get on with their work. Thanks for the photo!



Lars @Herling

This photo arrived from Van Lars Hohmann of Herling Tortechnik und Zaunbau, based in Siegen, Germany. It had the caption "Fence at an angle!" A strange sight for those with OCD, when the horizontal wires of a wire panel no longer run horizontally - but then again mounting the panels stepwise wasn't really an option here either. Nicely done, Lars!





Frank @Draht Mayr

Frank Schmidt of Draht Mayr in Altena was on holiday in South Tyrol. That is a province of Italy, high in the Alps, which isn't exactly Italian nor is it exactly Austrian (with apologies to our South Tyrolean readers). Here, Frank came across what the locals call Speltenzäune: fencing made of wood woven together in a special way. There are only a few South Tyroleans left who still know how to do this. Many thanks for the photo, Frank! Special fence, nice background. The Locinox Construction Radio is coming to Altena!

Keep sending us your photos!

Would you also like to share a fun photo with your colleagues in the sector? Scroll through the photos on your phone and send the best looking or most amusing ones to fencepost@fencingtimes.com. You can send several if you want, we can't get enough of them! Whoever sends the best looking or most amusing photo each month will win a Locinox radio for their workplace.



AFI and WPA collaborate on fence post performance investigation

The Association of Fencing Industries (AFI) and the Wood Protection Association (WPA) are conducting a joint investigation into reports from AFI members about the poor performance of recently-installed treated wood fence posts.

At last year's AFI Timber in Ground Contact Conference in Newark, at which the WPA were guest speakers, fencing contractors voiced concerns that the service life of some treated fence posts is not meeting expectations. The British Standard for preservative-impregnated wood, BS8417, sets the

desired service life for treated wood in direct contact with the ground at 15 years. AFI members told WPA representatives that the premature failure of posts was affecting their confidence in the use of treated wood.

Both the AFI and the WPA recognise the importance of establishing the facts surrounding contractors' experiences. They have reached an agreement to investigate treated posts that have not met the service life expectations, in order to identify the root causes and help prevent a recurrence. Both organisations are urging contractors to send samples for this investigation.



Neil Ryan, WPA director, explained: “We have had an ongoing dialogue with the AFI and recognise that action is required. We need an evidence-based, fuller understanding of why some AFI contractors are experiencing premature failures of fence posts. With the help of AFI members, we are collating information and collecting post samples to investigate and establish the cause of the reduced service life. We’re committed to raising the quality and performance bar for treated wood. Building buyer confidence in the life expectancy of timber products in ground contact is a strategic priority for the WPA and its members.”

Pete Clark, CEO of the AFI, confirmed: “The AFI is not anti-timber, but we want timber to last the required years and deliver sufficient service life in ground contact for it to be sustainable. We have seen the massive uptake in other materials by members, driven by the lack of confidence in timber. By working together, we are much better placed to agree on a viable resolution to take us forward with renewed confidence. This study aims to get results – not just data – as we need to resolve the issue fast with a confident supplier route from forest to fence.”

AFI members who wish to help with this initiative can visit the AFI website for a full explanation of what is required and where to send their samples for investigation, or contact either the AFI or the WPA. ■



Pete
Clark



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Fens kicks off in Istanbul

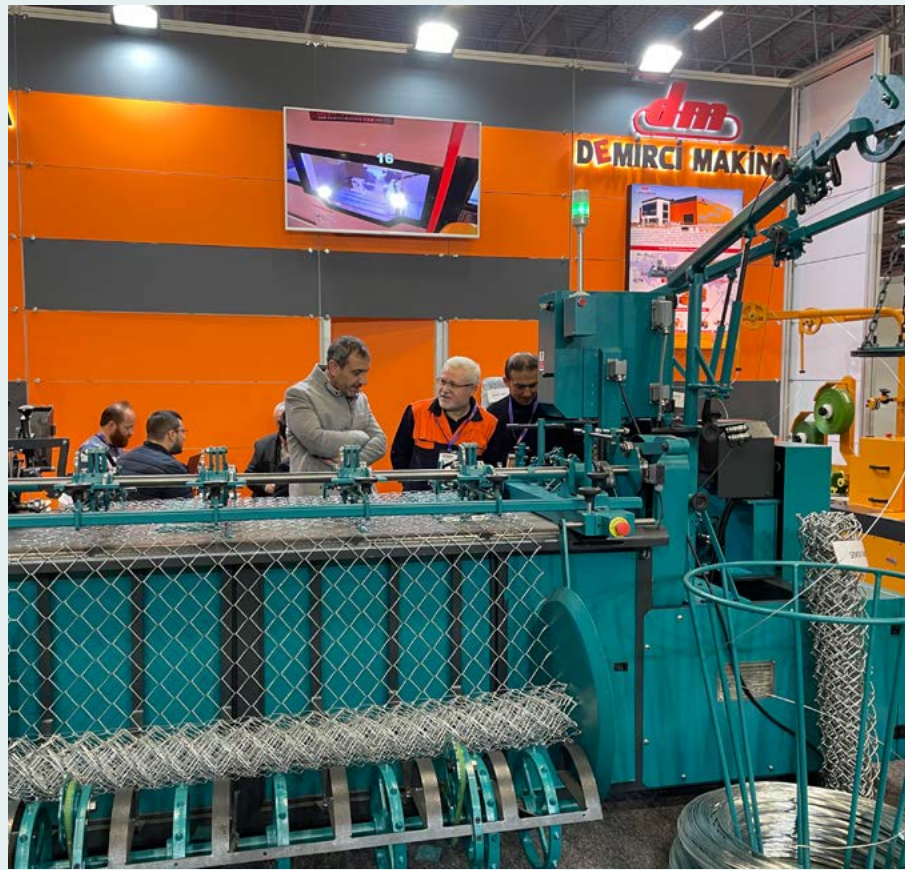
In January all fencing eyes in Western Europe were on Perimeter Protection in Nuremberg, but that wasn't the only trade show of interest to our industry: in Istanbul, Fens was held from 12 to 14 January. Alongside Fencetech in America and Fencex in England, this is one of the few trade shows in the world focusing purely on the fencing market.



Fens has its origins in Atrax, a trade show for the attractions, parks, games and sports fields industry. “A lot of attractions need fencing too,” says Nergis Aslan of organiser Tureks, “but there’s not really an answer to this within the attraction industry itself – and until now it hasn’t had anywhere to go for that, because there’s no specific trade show for fencing. Then one of the members of Atrax’s organisational team came up with the idea of organising a trade show for fences and gates.”

FIRST EDITION

“The fencing market has grown rapidly over the past few years,” Aslan continues. “The sector has strong manufacturers and buyers in Turkey and the neighbouring countries. At the time we made the initial announcements, the interest was greater than we’d expected. Unfortunately there was a major trade show in Germany at almost exactly the same time, meaning that a number of exhibitors postponed their participation until next year. Even so, we took an important step in the first year and planted healthy seeds. Exhibitors gave high marks to Fens, thanks to our offering exciting national and international collaborations. The product groups were of interest to the visitors, too.”



VISITORS

With Fens, organiser Tureks isn't just targeting Turkish fencing installers and manufacturers: "Istanbul's strategic location makes the trade show particularly interesting for the international fencing industry as well," Aslan says. "We've seen visitors from Europe, the Balkans, Africa, the Middle East, Russia, the Arab Emirates, and even further afield. Since Corona, international trade has been booming – and the fencing market is no exception. There's a great need for opportunities to make new contacts, amongst both exhibitors and visitors. We're responding to that with Fens." Fens and Atrax together attracted more than 22,000 visitors during the most recent edition, including more than 6,000 from abroad.

2024

The next edition of Fens will be held in 2024. "That's straight away, next year. There's no trade show in Germany that year," Aslan says. "After 2024 we want to go on to hold Fens every two years, so the trade shows don't interfere with each other. That will mean that international players who want to seek new customers in Western Europe, as well as in Central Europe, the Balkans and the Middle East, are able to take part in both trade shows." The second edition of Fens will take place from 11 to 13 January 2024, once again in Istanbul. ■



Comlink update their Cloud Unit W5

Swedish company Comlink, a company that enables gates to be controlled remotely, has released an update to the Cloud Unit W5. The device is now able to tell whether a gate's safety edges are working properly, pressed, or broken.

“There used to be two statuses,” founder Johan Borg says. “Either everything was ok, or it wasn't. If it wasn't ok, you didn't know whether that was due to an obstacle on the driveway, or because the edge was broken. Now there are three statuses and you do know what's going on.”

REMOTE MANAGEMENT

This extra information is useful because the Comlink Cloud Unit W5 has been developed to enable you to be able to tell, remotely, what's happening with a gate. For the owner, this is useful as he'll be able to see whether the gate is open or closed. For the installer this is even more useful, as he'll be able to see the status of the drive and the safety accessories, remotely. “How often does it happen that a customer calls you and says that you need to get there right away, because the gate won't close behind him and he absolutely has to go out? And you then find, having raced over there with your tyres screeching, that it's just that the glass on the photocell is dirty due to splashes of mud or snow. Something you can fix in two seconds and for which you can hardly send an invoice in good conscience. With our Cloud Unit that's a thing of the past. When the customer calls, you can log in to his gate while you're still on the phone with him and see that there's a problem with the photocells. Then you can tell him then and there to try cleaning the glass, and to call back if that doesn't solve the problem.”

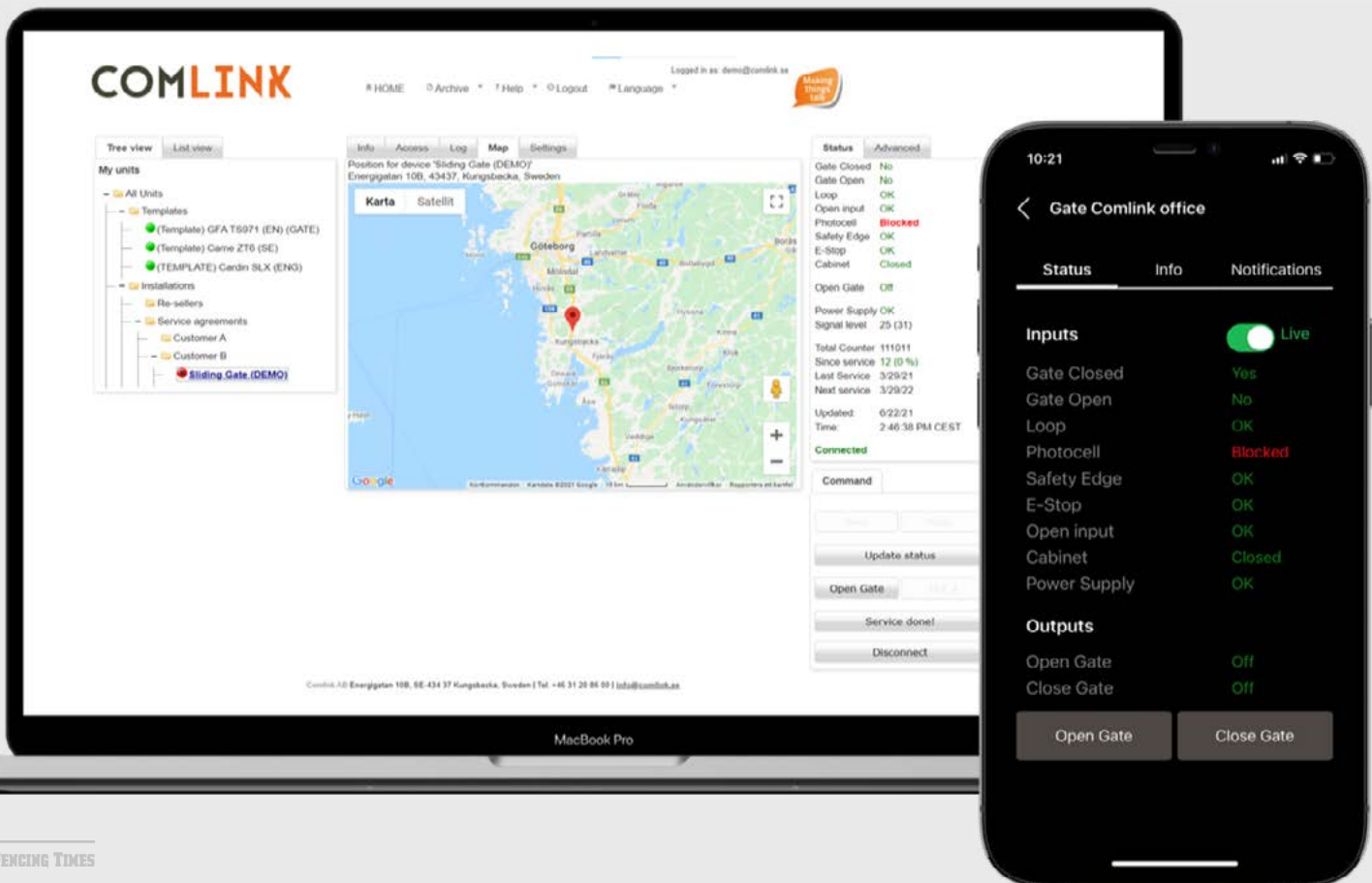




Johan Borg

SAFETY EDGES

“The new update solves the problem with monitoring safety edges with 8,2 Kiloohm resistors,” Borg goes on. “Those are the most common safety edges in the industry. Now you can tell, remotely, when the edges are pressed in and that therefore the gate is being blocked by someone or something. In that case, you send the customer out to see what’s blocking the gate. Otherwise, you can see that there’s a problem with the edges and they’re malfunctioning. Then you know right away that you’re going to need to drive out to the client – and that you should take a new set of edges along with you.” The new feature is incorporated into a firmware update, which you can easily install on the unit over the air. Customers don’t need to buy a new unit in order to use this feature. ■



Sesampoort creates vandal-proof barrier gate





slagboom
sluit



uitgezonderd
bestemmings-
verkeer

SEMPOR

Dutch vertical gate manufacturer Sesampoort has released a new vandal-proof arm barrier. The Sesame Boom, as the barrier is called, is based on the Sesame Gate and available in passage widths of up to 10 metres.

“Marco Mertens, one of our clients, was responsible for servicing an arm barrier for a municipality, and it kept getting damaged,” Sesampoort founder Wil Thijssen says. “The municipality wants the arm barrier in order to combat cut-through traffic – so-called ‘rat running’, but the drivers aren’t really on board with that idea. The barrier frequently gets knocked down. With the standard arm barrier models this is very easy to do – you just lift the lightweight aluminium barrier boom up a little and push against it, until it snaps off its mounting. After that you won’t need to take a detour for a while, until the barrier is fixed. Obviously these sorts of lightweight barriers aren’t intended to make access impossible; they’re more for regulating the traffic. But anyway, the municipality was sick of the constant damage to the barrier and so Marco asked me whether I could make an arm barrier out of a Sesame Gate. Sesame Gates have a steel support beam of 160 by 80 by 4 millimetres, so it’s not something you can just push out of the way.”

SESAME BOOM

The new Sesame Boom is constructed in the same way as a Sesame Gate but the support beam is lower, located 1 metre above the ground. In place of infill tubes, the beam is fitted with reflective tape, flashing lights, or both. The hydraulic cylinder on the Sesame Boom is shorter than that of the standard Sesame Gate, because the barrier itself is closer to the ground. “The cylinder is

double-acting,” Thijssen says, “meaning that it both pushes and pulls. The advantage of this is that both the opening and closing motions are very smooth, but on top of that – and this is very useful for this arm barrier – it means that you can’t lift the barrier up when it’s closed. And furthermore, the Sesamboom’s design obviously makes it much more sturdy than a standard barrier gate. You’d really need a tractor to push it out of the way.”

ACCESSORIES

The new Sesame Boom is secured by an arm barrier laser from Bea, and can be fitted with various types of LED lighting. “For the municipality that we made the first model for, we fitted the barrier boom with red flashing lights like the ones used on railway crossings,” Thijssen says. “The municipality wanted those because the barrier was across a road. But we’re also able to install continuous LED strips, or in fact any other type of lighting. In addition, this barrier has a GSM module – residents have the barrier’s phone number and can call it to open it – but obviously we can install any type of signal transmitter. The cabinet is the same one used in the Sesame Gate, and has plenty of room.” The new Sesame Boom is available in passage widths of up to 10 metres. ■



Missing out on a mega-job

Now and then I just have to shake my head and I feel like I don't understand the world anymore. How come? Because of the crazy way some people seem to think!

A former neighbour – and almost a friend – that I still keep in touch with, asked me to do so some fencing. For mates' rates, of course. It was just 13.3 metres, with a gate measuring 100 by 80 centimetres, to stop his dog getting into the back section of the garden. I made the measurements myself.

So I went and had a look at what I had lying around. It needed to be cheap – but I didn't want to sell old leftover rubbish to a mate, losing my good name in our circle in the process. So I took a gate from my stock, with a frame of 60 by 40 sections with 8-6-8 twin wire infill, a mortice lock, adjustable hinges, hot-dip galvanised and powder-coated in anthracite, including the posts. Then there were some 34-millimetre tubes in anthracite lying around, which are perfect as intermediate posts. There were a few metres of mesh in anthracite somewhere here too. So everything went together pretty well in terms of colour, and they were mostly materials that would have been hard to get rid of anyway. I can't even remember which project those thin round tubes were from. But anyway, I totted up the original purchase prices, all in euros:

I wanted to sell the whole lot to him, including delivery, for 270 euros. I might even have agreed to 250 or even 200 euros, if it came to that. The crews could have used the money for a few crates of beer for Friday afternoon drinks, or something along those lines.

So today I had a call from the ex-neighbour: he'd rather have a look on eBay. My quote is too expensive for him, and I shouldn't be too disappointed that I didn't get the job.

Um... what? Did I miss something? Why would I be disappointed? Because I'd missed out on a big job with mega-profit, and had to cancel that holiday to the Maldives I'd just booked?

I hadn't even included the working time for our welder, who probably would have ended up spending another hour on the gate to make it fit. All the components would have had to have been gathered together, packaged and loaded, then driven to the front door and carried to the installation site by hand.

Pff, I'm happy that I didn't get this mega-order. With a bit of luck I'll be able to sell the gate in the normal way, which will save me work and my free time.

Some people really are funny. ■



Markus Vogt

Markus Vogt, chair of the Northern Germany trade association Fachverband Drahtzaun, owns fencing company Stäblein in Hanover and is a regular reader of the Fencing Times. He often sends us photos of unusual fences he comes across on his travels, and now and then he gets an experience with an unusual client off his chest – as he does here.

Quote

Round tube posts	66.54 euros
Struts, wall connection, bolts	41.10 euros
Intermediate posts	51.24 euros
Chain-link and sundries	58.24 euros
Gate	<u>379.65 euros</u>

Total net amount	596.77 euros
Total gross amount	710,00 euros

Wiśniowski introduces the Multibox

Fence manufacturer Wiśniowski, from Wielogłowy, has launched a new parcel box with built-in intercom. Known as the Multibox, it is a pillar that does double duty as both a letterbox and a parcel box. Its big advantage: The pillar is integrated into the fence.





“Demand for parcel boxes has been increasing for years, with COVID-19 giving it an additional boost,” product manager Dawid Pietruch says. “And the demand will keep on growing: experts say that by 2040, 95 per cent of all purchases will be made online. For that reason, we wanted to create a smart and handy package box, which you can easily integrate into your customer’s fencing line.”

MULTIBOX

The new Multibox is half a metre wide and 300 millimetres deep. The height can be chosen between 1400 and 2050 millimetres, depending on the height of the fence. The pillar can fit packages of up to 190 by 380 by 640 millimetres. “We chose the sizes to ensure that the majority of packages will fit into the box,” Pietruch says. Wiśniowski works with Polish intercom manufacturer Vidos for the electronics; they supply two different intercoms for the parcel pillar: Duo and One.



DUO

The Multibox is supplied with Vidos's Duo video intercom as standard. The Duo is a two-wire intercom module with an indoor unit. "When the bell rings, the customer can see on the indoor unit that it's a courier," Pietruch says. "They press a button indoors, which unlocks the parcel box so the courier can put the parcel in. If the customer is not at home, at time of delivery, he can provide a one-time code for the courier at the time of ordering or delivery. The courier enters the code and is able to deliver the package, with no need for the customer to be home or to have access to the internet. If there is a gate fitted with an electric opener or a wicket equipped with an electric strike next to the pillar, the customer can use the indoor unit to operate that opener too. This is handy if they regularly receive large parcels that are too big for the box, or if they want to use the intercom for their general visitors too."

ONE

The second option is the Vidos One intercom. "It's connected to the internet and works not only with an indoor unit, but also with an app," Pietruch explains. "When the courier rings the bell, the app triggers an alert on the customer's phone. Then they can see on the screen that there's a courier at the door. It doesn't matter where in the world they are – as long as there's an internet connection, they can unlock the box for the courier and accept the package." The One can also be supplied with a code panel, to have similar functionality as the Duo intercom.

MULTI

The new Multibox is named for its versatility. "You can configure it as an end post or intermediate post, so it can be integrated into the fence," Pietruch says, "but it can also be ordered as a locking post for swing or sliding gates. It can also be ordered with a laser-cut house number. The Multibox really is multi-purpose, haha." ■



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YouDoo: new privacy fencing startup

YouDoo is a new Danish startup for slot-in privacy fencing. The company aims to make privacy fencing accessible to the general public thanks to low prices, fast delivery times and a new sales model.





Martin Hestnes

“In recent years, slot-in fencing has greatly increased in popularity across the whole of Europe,” says CEO Martin Hestnes. “But at the same time the price point is still a lot higher than for, say, twin wire fencing with plastic privacy slats. With YouDoo we’re changing all that by making privacy fencing affordable for everyone.”

RANGE

The YouDoo range consists of a single slotted aluminium post, which can be used as an intermediate, end or corner post, plus six infill profiles: two made of wood, two of wood-plastic composite (WPC), and two of aluminium. “And that’s it,” Hestnes says. “We have oil-impregnated wood and black-painted wood, composite profiles in anthracite and brown, and aluminium profiles in anthracite, black, and self-colour mill finish. We’re already working on a gate system, which will be very easy to assemble and install thanks to an innovative click system. That will be launched very soon. In the future we’ll expand the range even further, but for now we’re focused on the most popular materials and colours. It means that we can turn over large quantities and keep prices low.”





LOW PRICE

“Obviously those low prices are good for our competitive position, but they also mean that we’re expanding the market. Customers who in the past would have grown a hedge, or used rolls of a welded mesh from the hardware store to install a simple fence, are now able to afford a real privacy fence thanks to YouDoo. A YouDoo privacy fence is cheaper than a rigid mesh fence with plastic infill slats. We’re able to achieve this by – besides keeping to a very basic range – cutting out all the overheads and automating as much of the entire sales process as we can. The materials are packed onto pallets in the factory, then delivered straight to the installer. There’s no middle man, and no intermediate storage.”

LOCAL PARTNERS

“A lot of factories skip the installer in order to drive down the price for the end customer; we’ve deliberately avoided that,” Hestnes says. “It would mean that we’d need to set up distribution centres across Europe, set up a marketing department and a call centre and whatever else, and then go into competition with the local installers. We’ve turned that around: we leave out the distribution centre and hand that final stage over to the installer. From our point of view it’s much more efficient; the installers already have contact with the local market. They already conduct marketing in their own regions, and they’re able to provide local customers with much better assistance than we can from our office in Denmark. So we ensure that local installers can provide super-fast delivery at an unbeatable price, then they do the rest. That way all of us, from customer to installer to YouDoo, benefit from it.”

MODEL

In the YouDoo model, the customer orders from the installation partner. “Either by phone, in person, or via a handy YouDoo configurator that installers can put on their websites,” Hestnes says. “As soon as the order comes in, the materials are sent from the factory in Denmark to the installer wherever they are in Europe. Customers who want to do the installation themselves can pick up the materials from the fencing installer, or the installer can deliver it. Obviously the customer can have the installation done for them if they prefer. What’s important to us is that the installer keeps in contact with the customer. He can give them advice, sell gates or accessories to go with it, and make sure that the customer’s completely happy. The installer also invoices the customer directly; we don’t get involved in that.”

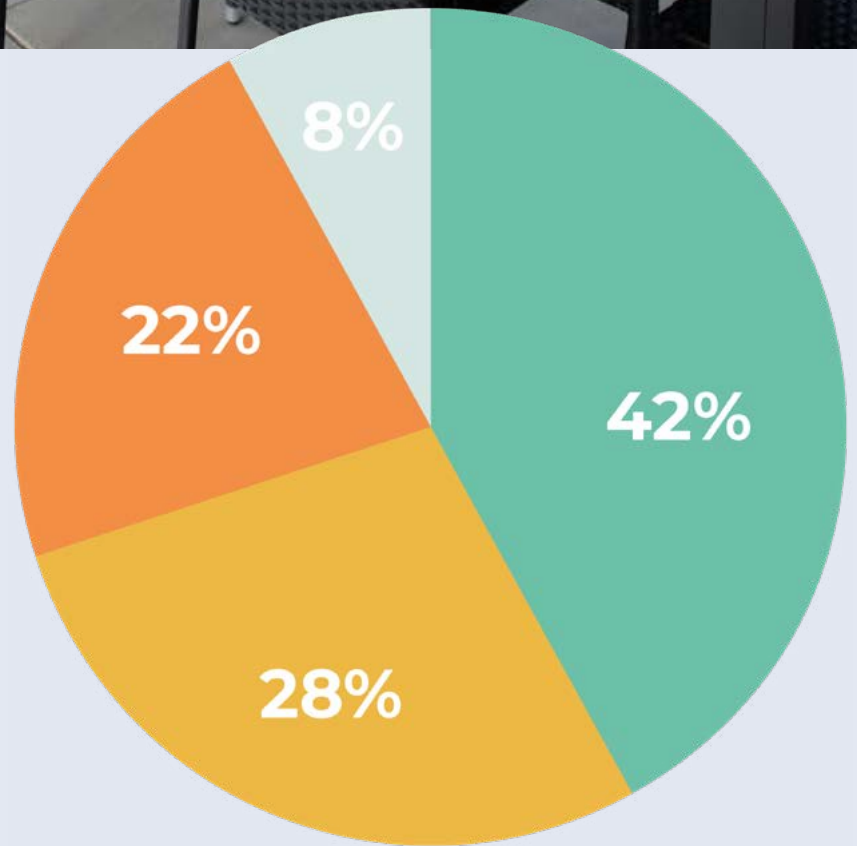


FOR FENCING INSTALLERS

“One of the additional benefits of this sales model is that we return internet customers to the installers,” Hestnes explains. “A lot of customers who plan to do the installation themselves don’t go to a fencing installer; they just disappear online and the fencing market never sees them again. That’s why we created the handy YouDoo configurator, which installers can easily add to their own websites. It allows the installers to reach internet-savvy DIYers. It’s also why we’re called YouDoo: our system is so simple and comes with such good documentation, that customers really can do it themselves. With YouDoo, fencing installers can also supply customers that they wouldn’t otherwise have reached.”

TRANSPARENT

Those who become YouDoo partners know in advance exactly what they will earn. “YouDoo products and services are available to everyone, always at the same price and with the same fast delivery, installation and service,” Hestnes says. “That price is visible to everybody, as are the margins. In addition, prices for both the materials and the installation are fixed all over Europe, but there’s a good margin built in for the installer – an amount for which he can easily deliver and install the fence. Even if the customer wants to do the installation themselves, there’s a good margin for the partner. In addition, all partners are listed on the YouDoo website and orders are passed on to them from customers in their region who have ordered through YouDoo’s own website.”



YouDoo's pricing structure. 42 per cent is for the cost of materials, packaging, and preparation for transport. 28 per cent is for YouDoo, which is responsible for transport, storage, order processing and packaging. The local fencing partner gets 22 per cent for handling the order, and if the customer wants the materials delivered there is also 8 per cent built in for transport.

SUSTAINABLE

An additional argument to convince those customers, according to Hestnes, is the sustainability of YouDoo fences. "Our products are mainly made in Scandinavia and according to the most stringent environmental requirements," he says. "For example, we work with one of the world's largest aluminium producers, which powers its smelters with electricity from hydropower plants. We've also invested heavily in a packaging line to enable us to transport very efficiently. Many metres of YouDoo fencing fit on a single truck. This is how we ensure the lowest possible carbon footprint, the highest level of recyclability, and the lowest environmental impact."

NETWORK

YouDoo will be active throughout Europe right from the start. "We aim to make YouDoo the largest privacy fencing supplier in Europe. That's the reason for our large-scale approach and for seeking out good logistics partners who are able to deliver throughout Europe. It means that we don't have to conquer countries one at a time and that any installer, anywhere in Europe, can become a partner. We have a lot to offer them: they're able to supply privacy fencing at an unbeatable price and with super-fast delivery times. They reach a whole new customer base too. Where else can you find that?" ■





 HASTAG

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.



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Gate Safety by Design

We at Gate Safe have always believed that every automated gate must undergo a strict risk assessment to review the key factors impacting the safety of each specific installation. We have also long advised that safety needs to be designed into the gate at the outset, rather than being tacked on as an afterthought – the latter approach is potentially dangerous, both in terms of the possibility of the gate causing

a serious accident and with regard to the additional expenditure required to make changes after the fact.

This is why we're launching a new campaign for 2023: Gate Safety by Design. Each month we will give tips for installers to ensure that the fundamental design of the gate represents a safe installation that will avoid the hazardous consequences of a single point failure. This month our focus is on three as our magic number.



Richard Jackson

For many years, Richard Jackson was responsible for running English fencing business H.S. Jackson & Son. Based in Ashford, Kent, it's one of the largest fencing companies in the UK. In 2010, after separate gate accidents took the lives of two children in quick succession, Richard founded Gate Safe, a charity dedicated to increasing gate safety. In 2012 he handed the reins of Jacksons Fencing to his brother Peter, freeing himself to focus entirely on Gate Safe.

TWO IS NEVER ENOUGH

The British and European Standard BS EN 12604 was updated in 2017 to state that all swing gates should be fitted with three hinges. However, bafflingly, we note that some gate manufacturers have still failed to address this issue – putting themselves directly in the firing line in the event of an accident and any associated claims. This matter clearly needs to be taken more seriously within the gate industry.

Installers should be aware that the simple fact that the standard has been updated does not infer that gates fitted prior to that date can be deemed safe; it merely means that the danger had not previously been recognised. When servicing any swing gate installed prior to the introduction of the new guidance, installers should protect their businesses and their reputations by fitting a third hinge or, at the very least, a tether fixed between the hang post and the gate leaf, in order to eliminate of a catastrophic gate fail.

THE UNDERGROUND OPERATOR MYTH

There also appears to be a view circulating in the field that fitting a third hinge with an underground operator is not good practice, due to the difficulty of aligning the hinges accurately. Remember, the purpose of the additional hinge is simply to prevent the gate leaf falling in the event that one of the other two hinges fails. It does not need to offer constant support. The solution to this problem is to position the third hinge with a little clearance between the pin and the eye, for example a 19 millimetre pin in a 25 millimetre eye. This is sufficient to stop the gate from toppling in the event of a hinge breaking.

INVERTED HINGE WARNING

We still come across newly-installed gates with an inverted top hinge, which is done to prevent the gate leaf being lifted from its hinges. Always remember that gates with inverted hinges – even if there are three of them – can pose even greater risks. Installations featuring inverted hinges mean that the full weight of the gate leaf is being supported by one hinge, therefore significantly increasing the possibility of failure – and thus of the gate leaf falling. ■





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LET'S GO HIGH-TECH

How do you use detection to create security for a car dealership?

Mercedes-Benz



raijmond@fencingtimes.com

Raijuoud Roudeel

Raijmond Roudeel 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

For certain, perimeter detection is always made to measure and never 'off the peg'.

There are many kinds of differing forms of perimeter security with detection systems. Each of these has its particular pros and cons. But in practical terms how do you deploy all these systems? When do you propose which system? The only answer is that there is no standard answer. For certain, perimeter detection is always made to measure and never 'off the peg'. To provide you with more insight into this area, different example projects will be presented in forthcoming editions. I'll take you step-by-step through all the considerations and aspects that are involved in a perimeter detection project.

Given that no two projects are ever the same, you should almost never omit going to view a project yourself before making an offer because on-site you'll see things that are not apparent on a drawing or photo. During such a visit, look in particular for the weak spots through the eyes of an intruder. As I was a bit of a bad boy myself during my teenage years, me and my friends visited many an outdoor location in the local industrial

estate to see if there was anything fun to get up to, what we called 'having an adventure', and this background has proved rather handy in this profession. Part of the sport was being able to get into the location without being seen. This was back in the 70s, long before electronic perimeter alarm systems came on the scene. I don't think we'd dare to do the same in today's world, and for the record we never stole anything, just messed around.

CAR DEALERSHIP TOP VIEW



CAR DEALERSHIP

Today we're going to secure an exclusive car dealership on the edge of an industrial park. Located next to a passing motorway, the business is highly accessible. That makes for good advertising since every one who passes sees the cars there. There is a lovely looking building with a glass façade that serves as the showroom in which are displayed all the shiny new and exclusive models. Outside, neatly lined up, are all the nearly new pre-owned models. There are additional parking places for the employees, customers and for cars that are in for service. The site also features a petrol station and car wash. The owner has leased this part to a tenant. The station's opening hours are restricted to between 07:00 and 22:00. This is because people coming to fill up with petrol have to cross our dealership's premises and the dealership prefers not to have strangers on the premises at night. It means that during the day the outside area will be open as usual, allowing customers to get petrol and view pre-owned cars even outside of the dealership's opening hours. There is a separate parking area behind the premises for the new cars awaiting collection. No one can be allowed to enter this area without being seen. Not by car nor on foot. The back of this area represents a particular challenge since there is a stream here that runs past the property and the banks of this stream are frequented not only by many walkers but also by the mischievous teenagers I just mentioned. The site also features a workshop and a warehouse, but we'll leave the security of the inside and the petrol station for the moment as these are clearly subject to a different approach. We'll limit ourselves to the outside security of the car dealership's site.

COMPLEX

This car dealership example is a complex situation in fact. We need to make it as unattractive as possible to thieves intent on stealing. At the same time the site needs to be attractive and accessible to customers who come to look at pre-owned models or to purchase fuel. In other words, one part of the site needs to be hermetically sealed while the other part needs to be quite open. Moreover, we need to take into account two kinds of thieves: Those who come to just steal airbags and petrol from cars and those looking to steal complete cars. When it comes to the luxury car segment, thieves are often not afraid to deploy extra resources such as tow trucks. The high-visibility location on a busy road is also a factor here: not only does it draw in customers but it also increases the appeal to thieves. They view the busy road as a great escape route. As our famous footballer Johann Cruiff always said: *"Every advantage has its disadvantage."*



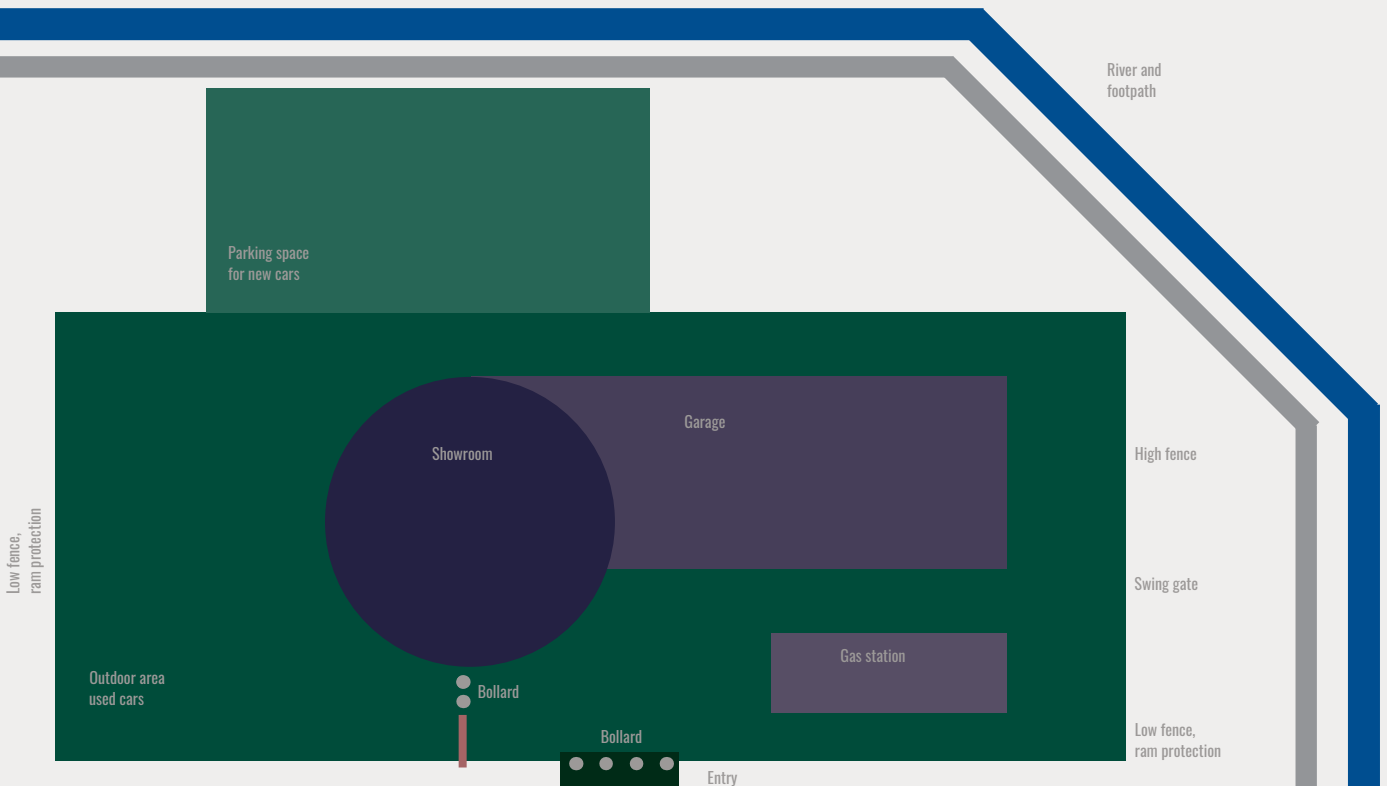
REQUIREMENTS

Let's first consider the mechanical side of things, namely fences and gates. Something you know more about than me. Our dealership doesn't want a high fence at the front as it wants to keep its lovely premises visible. It can accept a low anti-ram barrier. This will at least stop rapid break-ins with heavy (tow) trucks. A sliding gate at the turning to the street is also acceptable as long as it is kept low. At least this will enable us to force thieves to park their car at night either next to the busy main road where it will stand out, or a long way off thus preventing them from enjoying a quick getaway. We're allowed to erect a high fence in the area behind the workshop and the parking area where the factory comes to drop off new cars. Additionally, the petrol station should be accessible to vehicles from 7 am to 10 pm, but for the pre-owned car area such accessibility by car isn't desirable. If visitors are able to park their cars at the front - in sight of the petrol station owner - and then go and inspect the pre-owned cars on foot, this is satisfactory. Thus we still need a second sliding gate or something similar that screens the pre-owned car area from the large filling station area, which also has parking spaces for visitors.

ACCESS

The Achilles heel of the mechanical protection are the access areas. That low anti-ram barrier with its extra solid foundation does its job well. But how do we properly close off the entrances to a site with a low fence? A normal sliding gate isn't going to be sturdy enough. A sliding gate with an extra heavy bottom beam, preferably with the narrowest possible opening, might do the job. I always recommend manually operated ones in the case of low gates, sliding or not. From a legal standpoint, every electric gate should be capable of manual operation, with an emergency release. This is usually located in the control cabinet. These cabinets are often fitted with a simple lock, which is very easy to break open. For a low gate in particular, one which you just step over, an electric gate then becomes pointless. If the gate still has to be electric per se, you could fit the control cabinet with a contact linked through to security. Straight away then, I would put a contact on the gate as well, so you know for sure that it's closed. Bear this in mind in any case. Retractable bollards may also be a good alternative. The sliding gate (or bollards) that closes off the pre-owned car section from the parking area stays open during the day to give visitors easy and quick access.

CAR DEALERSHIP TOP VIEW



Once the car dealership closes at 6 pm, this is shut. Then only the parking and petrol station parts remain open until 10 pm. But as anyone interested can still come on foot to look at the pre-owned cars, no detection can yet take place. Only after 10 pm when the petrol station manager closes the sliding gate to the street can we switch on detection for the pre-owned area. But how are we going to detect intruders here?

SECURITY FACTOR

I discussed the security factor before. This has to be greater than 1 for there to be good security. You derive the security factor by dividing the resistance time by the response time. The resistance time is the time an intruder needs to get past the mechanical barrier, calculated from the moment he is detected by you. The response time is the time security personnel need to receive the alarm, verify it and arrive at the scene. Putting it simply: the sooner you detect an intruder, the better because it gives you more time to react.

DIFFICULTY

The problem we have with our dealership is that as regards the pre-owned section, there is in principle no resistance time. This area is freely accessible. The only thing in the way is the low anti-ram barrier to prevent vehicles from being towed away but the air-bag or petrol thief can just step over it and go looking for his spoils at leisure. The resistance time is extremely short, virtually zero. What this means is that we also have to detect intruders immediately, just as soon as they step over the low barrier, in order to still achieve a security factor of 1. The response must then be to immediately engage the control room, which will then speak remotely to the intruders and scare them off. There is simply insufficient time to arrive at the scene in a hurry due to the lack of a barrier. This also means creating remote eyes that can track any intruders' movements. Thus, cameras that can be operated by the security guards in the control room.



DETECTION

The electronic security and detection of people at the pre-owned section is further highly dependent on how the cars are positioned. It is generally the case with field-detection systems that cost space, that they almost never come to fruition. Space is expensive. If you tell a dealer that he can display ten fewer cars outside, or that everything has to be set three metres away from the perimeter because you want to install a microwave detector or radar system, or laser scanners or infrared pillars up to a certain height, he immediately starts to splutter. Fencing detection systems don't need such space because they are fitted to the fence. But clearly we can't make use of those here either because you can simply step over the low anti-ram fence. All this means we are basically left with only two systems for securing the pre-owned section. Either a camera system with integrated detection or a ground detection system. Both have their own advantages and disadvantages. It is, of course, possible to combine them.



BALANCING ACT

For an existing situation, the camera system is the more attractive solution because the installation costs will be far lower than with the ground detection system. For a new car dealership that has yet to be built and which will necessarily involve a lot of street works and ground works, ground detection could be a fine alternative. An added advantage of the camera system is its highly preventive nature. Every visitor cannot help but notice the presence of cameras. The owner can also use the footage during the day to ascertain which employee's driving was responsible for which dent in which car. But the camera system has the disadvantage that its detection reliability in the dark and in bad weather leaves a lot to be desired.

FALSE ALARM

This can result in both too many reports or too few of them. In practice, both come at the expense of the response time, which was already small due to the absence of a mechanical barrier. You may have agreed informally with a control room that if on a chilly autumn night the camera has already generated a few superfluous reports, the next one will probably be unnecessary too, am I right? In the end, it's the people in the control room who verify the alarm images and who take the decision to respond or not. It doesn't help if there have already been several superfluous reports that night. You could solve this through the use of thermal cameras. Even in complete darkness or bad weather, they can still reliably trigger an alarm. These cameras are more expensive of course and you can only use them for detection. Their images are of no use during the daytime since you cannot recognise anyone from them.



They are good for detection though. Especially if you also make use of line crossing. This means drawing a virtual line in the image and the camera then checks that no persons or objects that radiate heat cross this line. The inherent disadvantage is that the dealership will have to take this virtual line into account when arranging its cars.

GROUND DETECTION

This works differently for passive ground detection systems. It's a system with two cables. It doesn't involve any loss of space. The parked cars can be on top of it without affecting the system's functionality. Furthermore, this type of system delivers unmatched detection reliability. It always functions well, even in complete darkness or on that chilly autumn night. The detection probability is virtually 100 per cent and the false alarm ratio (VAR) virtually zero. That means no superfluous alarms. You can really depend on it. When the guards in the control room get an alert from this system, they will immediately go into response mode. They can switch the light on, bring up the camera image onto the big monitor and set up a voice connection with the loudspeakers at the site as there is certain to be someone walking or creeping in between the cars. Each alarm is a genuine hit.

COMBINATION

If money is no object, which may be the case with high-end luxury brands, the best way to secure the pre-owned section would be to combine both systems. You mount standard cameras at strategic spots. You then need fewer cameras because they aren't being used for detection.

Then during the day you will also have instant good images of intruders who come to reconnoitre beforehand, and you can use the images for all sorts of other things. This also has a decent preventive effect. For detection, you can completely depend on the ground detection system. When detection occurs in the dark, you can switch on additional lighting. This will enable the cameras to capture good footage and you can have that footage reported to a control room for verification, if necessary. The control room will then respond quickly by directing some cleverly positioned controllable cameras towards the intruders and setting up a voice connection. There are even movable cameras that can aim a type of laser beam at intruders and actually track them automatically. Intruders will then have to be very sure of themselves if they still intend to carry out their evil designs under these conditions.

PERFECT

To my mind, this is the perfect situation. You harness the advantages of both systems while minimising their disadvantages. If the dealership opts for a one-sided option then in the case of existing construction, it will often be the camera system, in which case permanent good lighting is essential for reliable detection. Unless you deploy thermal cameras. The dealership will then economise on the cost of the ground detection system but will have to put up with lower detection reliability and up to a factor of 10 in additional false alarms.



PARKING AREA

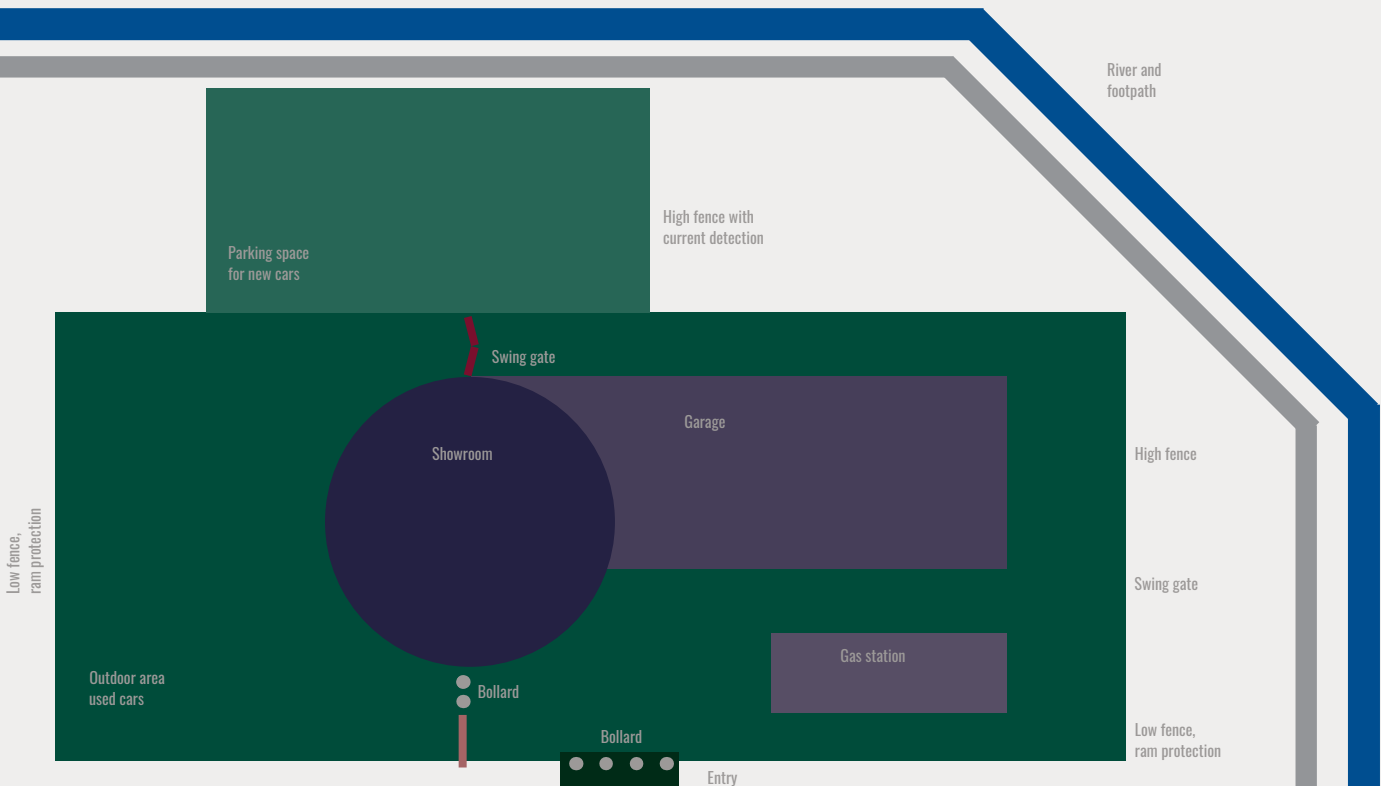
The starting principles for the parking area where new cars are dropped off are completely different. The dealer doesn't want anyone to be invisible in that area at any point in time. But this area isn't adjacent to the street so a high fence is not an issue. This means we can install a good, highly resistant barrier there. For example, a fence using twin wire panels or railing panels that are at least 2 metres in height. If it's a nice rectangular site with enough space, perhaps we could cover the inside with a field detection system such as a microwave detector or infrared pillars. In that case the cars will have to be parked some 3 metres away from the fencing. But if we detect on the inside, there is detection only once the intruder has already scaled the fence. The same goes for the use of ground detection. This is often unacceptable to the owner. Gangs exist that break open new cars and remove everything of value

in no time at all, often to order. If you only detect such criminals once they're already inside, you're too late. They will have flown before the security guards or police get there.

FENCE DETECTION

What we need here is the fastest possible detection and that is usually a fence detection system. This is attached either to or on the fence and it detects any attempt to overcome this barrier. No faster way exists. It could, for example, be a microphone cable system or an induction system. A good alternative is thermal cameras with line crossing technology aligned on the fence. With fence detection you do need to make sure that the fence is high enough. If an intruder is able to park his van next to the fence and use its roof for jumping over the fence, neither the fence nor the associated detection are much help.

CAR DEALERSHIP TOP VIEW





GATE

We also need to think carefully about what is the Achilles' heel here, namely site access. In this regard, we're actually facing the self-same problem as previously with the low anti-ram barrier. If we consider an electric swing gate or sliding gate, an intruder could probably gain easy access to the emergency release with a decent crowbar. So a manually operated gate is preferred. But whether you install an electrically operated gate or a manual one - neither is that suitable for securing with a cable fence detection system. Certainly not in the case of a railing gate. Moreover, the gate portals can be readily used as support for climbing over the gate. This means we still need additional detection behind the gate, provided by an infrared pillar, radar or an additional thermal camera. The gate is often the problem child of this protected space.

ELECTRIC FENCE

This is the reason why - especially in the Netherlands, but in Belgium and England too, I am increasingly seeing a so-called high-voltage electric fence system being used for these kinds of situations. Strung between pylons placed on the inside of the fence are electrified wires carrying 8000 volts. These wires simultaneously provide deterrence and detection. They also increase the height of the fence to at least 2.5 metres and almost all systems can also be installed on gates. This makes climbing over rather difficult and

as for climbing over undetected, that's now pretty much impossible. This also means that the gate can now also be an electric one. The preventive effect of this kind of high-voltage system is enormous. It's hugely intimidating and would-be thieves would rather go next door where they don't have this kind of system. They'll think twice. Such systems have clearly shown their worth in the Netherlands. Go and look around an average industrial estate where the big dealerships are. The preventive effect of this kind of system turns out to be so huge that car thieves simply don't try it any more - and that is worth gold to the car dealers. But it does have one downside: the site quickly starts to resemble a prison. This isn't so much of a problem in the parking area for the new cars at our dealership because it's a long way from the street and out of sight. In areas where you need to tempt customers in, you cannot always deploy these systems.

ROME

As you can see, there are several options in each sub-area and each option involves a different set of trade-offs. Often, there simply isn't a perfect solution and several roads lead to Rome, as it were. The art lies in applying whichever system features the fewest disadvantages or the most advantages and that also fits the customer's wants and budget. When weighing everything up, above all you should never forget to be honest. If something

won't work, just tell the client it won't. With an electric fence system, for example, it's vital that the fence is well maintained and that the underneath in particular is kept free of weeds, long grass and suchlike. Ideally, a clean, paved and weed-free surface. If during your inspection you see that the weeds are half a metre high, simply forget it. The system will soon cease to function because tall and wet weeds or grass will cause short circuits between the high-voltage wires, which will lead to superfluous notifications and an unworkable system. Don't be afraid to say 'no, that won't work' to your client - it can be one of the most important answers. If you apply a system because you don't want to disappoint the customer or are scared you may not secure the order, it could cause you a world of pain later on - and just like a boomerang it always comes back to haunt you. ■

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

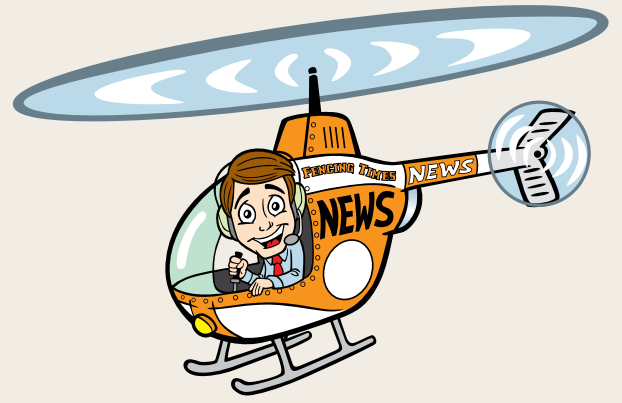


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FENCES IN THE NEWS



3 MAY 2023

Mesh fence around animal shelter makes for a warm winter for dogs



In the US state of Idaho at a place called Idaho Falls there is a 'warm fence'. A what? It's called 'Fido's Fence of Warmth' on account of the numerous dog coats hanging from it. So many dog coats were donated and sponsored this winter at Snake River Animal Shelter in Idaho Falls that the staff decided to pass on the coats to the poorer dog owners in the village who can't afford to buy coats for their dogs themselves. To that end, they hung the coats on the fence around the Shelter, so that anyone who needed a dog coat could just take it from there. Why the dog coat fence is called 'Fido's Fence of Warmth' and not simply 'Dog Coat Fence' is not revealed in the piece of quality journalism where we came across this item of news. The coats will be left hanging on the fence until they're all gone, so if you need another coat for your dog but are hard up at the moment, you could always book a return trip to Idaho Falls: the address of the Snake River Animal Shelter is 3000 Lindsay Boulevard. ■

Mexicans use fence as wall of art



In Mexico City, the municipal authorities were short of exhibition space at which the city's artists could exhibit their works.

So they converted the fence on Paseo de la Reforma, a boulevard along the Bosque de Chapultepec, or Chapultepec forest, into an exhibition space.

The gallery displays historical, ecological and multicultural exhibits.

The exhibitions are changed two to three times a year and, according to the organisation, they are always deeply informative. ■

Volunteers remove fences in Gila Wilderness

Here in the editorial office, we subscribe to the motto that there is always plenty of work in the fencing industry – whether or not the economy is in crisis – purely because the world's population is still increasing. Every year, thousands of fencing installers erect tens of thousands of kilometres of fencing to divide the available land on earth into smaller and smaller pieces, because all these new people also all want their own piece of land. But it can happen the other way round too. Every now and then, fences are removed.

And not to replace them with new fences, but to return the land to nature. Like in the Gila National Forest near Mimbres, in the state of New Mexico. There, a group comprising four volunteers and a dog from the New Mexico section of the Backcountry Hunters and

Anglers, a sports association dedicated to preserving America's wildlife, joined up with staff from the Gila National Forest to clear one-and-a-half miles of old agricultural mesh and wire fencing.

"My sincere thanks go out to the volunteers who gave up their time to help remove this outdated and unnecessary part of the fence," said Wilderness District Ranger, Henry Provencio. *"As well as stopping wildlife from getting entangled in it, removing the fence helps to improve the undeveloped character and quality of the Gila Wilderness."*

It begs the question: what do you call someone who removes a fence, instead of installing it? A fence remover? A fence deinstaller? Ideas gratefully received in our mailbox: team@fencingtimes.com. ■



Fencing not suitable for protection against crocodiles

Last month in this column, we ran a piece about a town in Australia where tourists are now protected from dingoes with a Dingo fence. Our comment on that item was that it might have been a better idea to protect the tourists from saltwater crocodiles, with which the region is awash, with a much more robust fence.

We learned this month that such a robust fence would then have to be seriously robust, and what's more contain a clever anti-climbing system, if it were to be effective. In the meantime, we actually carried

out an in-depth study (read: we watched three YouTube videos) and it shows that your average mesh fence or railing is not at all effective against crocodiles.

The first video was about mesh fencing around a US air force base near Jacksonville, Florida. A woman who drove past the base videoed an alligator crossing the road in front of her, then climbing over the fence and disappearing somewhere on the base. A second clip, from a Miami suburb, showed an alligator disappearing from a car park over a fence into a lake.



And we saw an alligator in Placida, near Fort Myers, just crash right through a railing as if it didn't exist.

As it stands, we are pretty much unaware of all the differences between the various types of alligator and crocodile and thus

we also have no idea whether one species climbs better or worse than the other, but we have definitely decided not to take any chances by staying well away from all crocodiles, even if they are on the other side of a fence. ■

American from Seattle builds Door Fence

On Vashon Island, off the coast of Seattle in the Salish Sea, there lives a certain Oz. Oz really wanted a fence around his yard but instead of getting a fence installer to come, Oz

decided to take up the hobby himself. "Aha, here's another fool who doesn't want to part with his money and has started fiddling with his neighbours' leftover interior doors,"

we thought when we first saw these photos. But then we took a closer look and what became apparent? Oz didn't use old doors for his project, but built doors

from films, series, books and games. For instance, one door has the address 221B Baker Street, which was Sherlock Holmes's address.

Another door features Kermit from the Muppet Show and we also recognise the door of Mister Sanderz, behind which Winnie the Pooh lives, but that's the limit of our knowledge of doors from series and games.

If you see any doors you recognise, please let us know via team@fencingtimes.com. The first person who sends us a complete list will be sent a cream cake and earn our lifelong respect.

If you're ever in the neighbourhood: the address for the door fence is 99th Place SW, Vashon, Washington.

Take a few extra photos for us while there because it looks like Oz is still expanding his door fence. ■





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