

# FENCING TIMES

*XL Edition*

*2024, Issue 17*

First Fence launches  
Apollo mesh gates

Heras acquired  
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It has to be  
**cheap**  
because the money  
has run out



When I was just starting in the fencing business and tried to sell a fence to one of my first customers, that customer said, "It has to be very cheap because all the money is already gone." Once back at the shop, I half grumbled to my boss: "Why do people let a fencer come if they don't have money for a fence?"

"Get used to it, kid," my boss said. "We fencer workers are always the last in the chain. The building is already there, the garden is already laid out, and then at the very last minute they think that there should also be a fence. Everyone ahead of us has already sent invoices for extra work and

often it turns out that the fence was not in the budget to begin with. If you stay in fencing, you are going to hear that comment very often in your life."

My boss was right. I heard that comment a million times after that. And I still hear it regularly, because almost every fence worker I know also hears it every day and whenever you have a beer with other fence workers, the subject comes up.

I outright accepted the words of my first boss when he uttered them and never questioned them in all these years. They also sounded very logical. And it all still sounds very logical today. A fence is indeed only a small part of a

whole construction project and indeed not the first thing you think of when you start building. That all the money has run out once it is time to install the fence is then a matter of course.

And all this time, whenever I came across such a customer with no money while selling fencing, I was tempted to accommodate that customer a little extra. Do you know what, dear customer? I am deeply sorry for you that your money has already run out. I will offer you one of the cheapest fencing types and take a little less profit than usual, at least you can still enclose your yard.



# THAT WAS STUPID.



A fortnight ago, I happened to be sitting at a table with a whole group of various types of construction workers. This included a painter, a bricklayer and a plasterer. There was also a landscaper at the table. At one point, the latter complained loudly that he had to work for a lousy price so often, because the building had already cost so much money that there was no money left for the garden. “Yes,” I said, “*we in the fence industry hear that every day as well.*”

“Gee,” said a concrete worker, who was also sitting at the table. “*With us, it is the other way round. If we have to pour foundations somewhere, it must not cost anything because the customers are terrified that there will not be enough money left for the rest of the building.*”

“Aha,” said the plasterer. “*We have it both ways. Either it has to be cheap because the structural work was more expensive than planned, or it has to*

*be cheap because there has to be money left over for the painter and the gardener. Sometimes we get all these arguments at the same time.*” The rest of the table concurred with him. Everyone had clients who ran out of money – or had to have money left – for another sector of construction.

I was astonished. Apparently, then, it is not at all because of our profession, our product or the order in which customers assign work for various categories of construction projects. It is simply a way for customers to indicate that they do not want to spend a whole lot of money, or by which they are trying to pressure builders to give a better price.

In reality, of course, it does not matter why customers want a low price. It would be nice, if the next time a client says that his entire budget has already been spent on the building and the garden and the street work, you could just say

to his face, “*Yeah, I am on to you. You say that to everyone!*” And that the client then says, “*Ok, I actually have more than enough money, just raise your price a bit.*”

But it does show that you do not have to let the comment “*the money has run out*” stop you from trying to make as much money as possible, just like with any other job. If all our predecessors were allowed to go over budget extensively because they were able to convince the customer to use better paint, nicer plasterwork, smarter lights, an economical stove, and more expensive roof tiles, then we fence workers are also allowed to do the same with a safer, sturdier, and more beautiful fence. ■





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# 2024

If you're a fencing installer with a little passion for the job, you can't live without Fencing Times.

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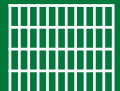




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# FENCE

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.



# FENCEPOST





### Steel fence construction

Nico Vanhoutte of the Belgian powder coating company Protech-Oxyplast in Ghent was in Venice, where he came across this fence made of structural steel. From a distance it looks just like a cheap plastic fence from Ali Express, but if you look closely

you can see that it is quite neatly welded together, with equal distances between the bars and so on. Only the posts could have been a bit sturdier. Thanks for the photo, Nico!



### Shoe fence

Simon Beniermann worked for sliding gate suppliers Balu and Holler and for the German gate installation company

3N. For the past year, he has been touring New Zealand with his girlfriend on a working holiday. And during that touring, he came across this fence full of shoes in Upper Takaka. Well, we have reported several times about the New Zealand Bra Fence, a fence covered completely with hanging bras, but we did not know that the Kiwis also have a shoe fence. Thanks for the photo, Simon! Are your shoes now hanging between those shoes as well?





**'Hang up your boots'**

## FENCE POST

We went looking and it turns out that there are actually several shoe fences in New Zealand. The first one was created in Waitomo on the North Island. A certain Irene, a farmer's daughter, hung her parents' work boots on the fence around the parents' farm when those parents died, after the English proverb 'hang up your boots' – meaning to draw a line under something. She also thought the boots were a nice symbol of the demanding work she had

always done on the farm with her parents, brothers, and sisters. She hung her own shoes next to them, as a sign that she herself was now done with farming work. Her siblings hung their shoes next to it, after which several neighbours and passers-by also hung their shoes on the fence. Close to where she hung the shoes was also the end of a hiking trail through the mountains. So hikers had often walked out exactly at the place of the shoe fence, and they too would

hang their shoes on the fence. Farmer's daughter Irene liked the fact that her shoe fence kept growing so much that she regularly stopped by the fence to tie new shoes to it so that the shoes could not blow away. Once, when a television station did a report on the fence, it received national attention, and several copies appeared on both the North and South Island.

### **Just a wild story about another shoe fence**

Incidentally, the internet is full of wild stories about how the various shoe fences came about. We read this about a shoe fence in Havelock, a little bit down the road: "The explanation for the shoe fence is really quite simple. You have probably already noticed that New Zealand is a very rocky country. As a result, sheep in large parts of the country regularly cut open their hooves on the sharp rocks. At one point, farmers

were tired of taking their sheep to the vet all the time with their hooves cut and bleeding. They asked the government for a subsidy to cover these costs. The government was not too keen on that, so it made a law, in collaboration with the animal protection agency, which stated that from now on farmers had to provide their sheep with shoes while grazing in rocky areas. Well, that was a disaster. Of course, the sheep

refused to wear those shoes and every night they threw them away, after which the farmers spent the whole next day collecting all the shoes and putting them back on the sheep. The farmers protested again and this time successfully: the shoes-for-sheep law was repealed. All over New Zealand there are now fences full of discarded shoes." Yeah, eh, right.



# FENCE POST



## Photo of the Month

Spider-Gate

Did you know that Spider-Man, who usually goes into action with his exploits in New York, also has a country house in France? At least, he must have one, because Cyril Michaut of Place Clôtures from Rouvignies in northern France came across this gate in Saint Cirq Lapopie, a little north of

Toulouse in the Lot department. Incidentally, it is not a sturdy gate, judging by the sign next to it (Merci de ne pas monter sur le portail = please do not climb on the gate). But it is a nice photo of a special gate, so Cyril, the Locinox construction radio is yours this month! Congratulations.





Would you also like to win a Locinox construction radio?  
Send your photo of a beautiful or special fence or gate to  
[foto@fencingtimes.com](mailto:foto@fencingtimes.com).



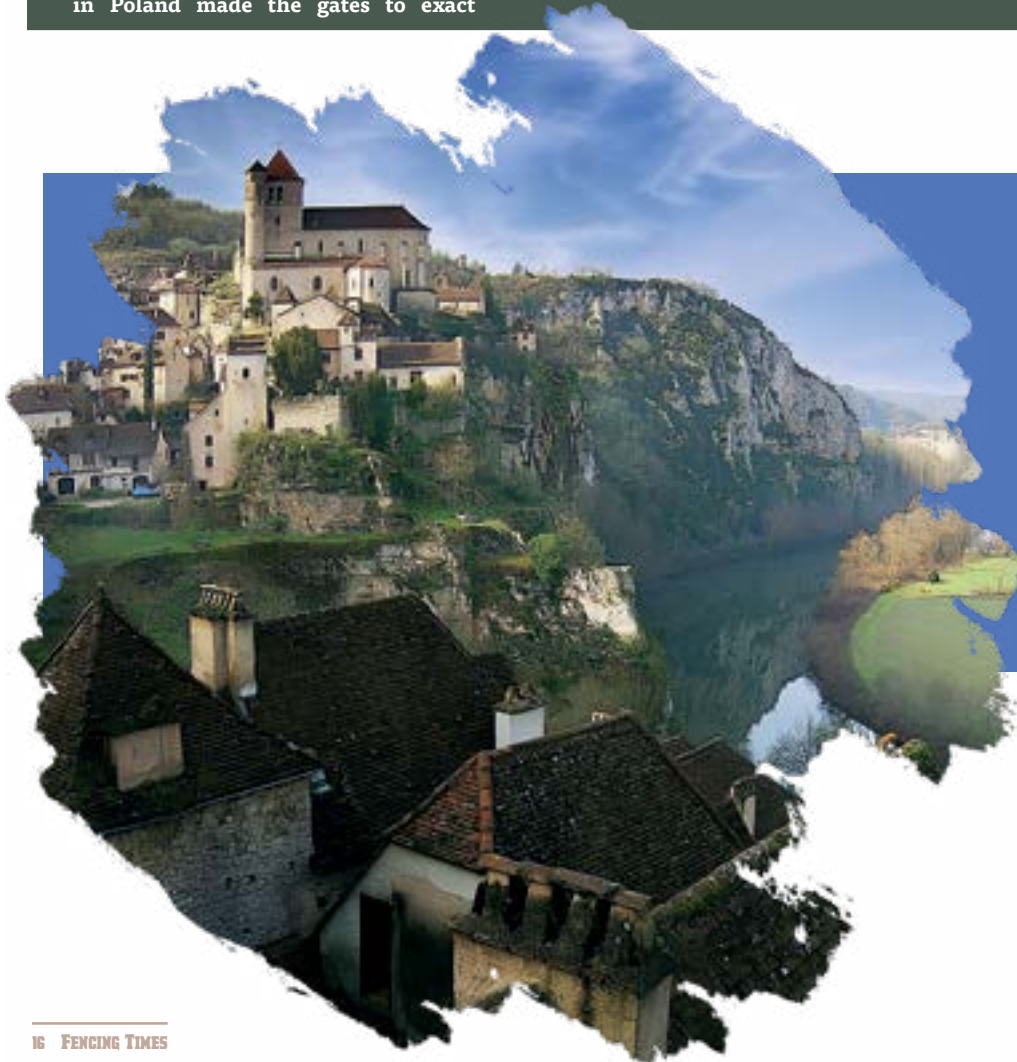


### Wood and wrought iron

Tanja Schicke of Ambiente Zaunbau from Buchholz near Hamburg sent us this photo of a project where the customer wanted decorative gates installed between existing wooden posts. "TPS Activ from Górkki Wielkie in Poland made the gates to exact

dimensions for us and powder coated them in the beautiful chocolate brown colour," she wrote with the photo. They did indeed turn out beautifully, Tanja! Thanks for the photo!

FENCE  
POST



## S a i n t C i r q L a p o p i e

Saint Cirq Lapopie is one of the most beautiful villages in France. In 2012, in a special broadcast on France 2, it was voted 'Le village préféré des Français' [The village preferred by the French] by French television viewers. Please paste your translation here.



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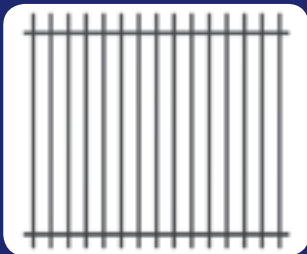
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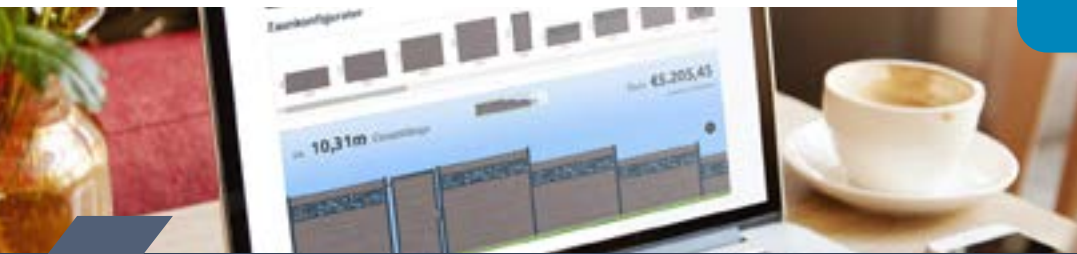
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# FENCING TIMES

# SHORT NEWS

## Mekon permanently closed



**ALTENA, Germany** – Fencing manufacturer and wholesaler Draht Mayr of Dielheim closed its branches in Altena (south of Dortmund) and Delitzsch (near Leipzig) in June. Both branches were known in the market as 'the old Mekon' – until 2018, they were branches of Mekon Metallkonstruktionen. Mekon, by then already largely owned by the owners of Draht Mayr, went bankrupt in 2018 and restarted under the name Draht Mayr Altena und Delitzsch, but was unsuccessful even under the new name. We could write a book about the history of Mekon, which

was founded in 1998 and seemed a promising new supplier on the fencing market in the first years of the new millennium. Quarrels within management, affairs between one of the directors and a whole list of employees, severely undervalued and exploited staff, highly paid consultants who lined their pockets without any significant quid pro quo and a range of intrigues that a team of screenwriters from Hollywood could not have imagined – Mekon had it all. Except profit: that was not or hardly made in all those years. Draht Mayr bought the company in parts from the three founders.

First, the technical director sold his minority interest (as early as 2008), whereupon the major shareholder - a silent partner, also wanted out. Over the following years, the working atmosphere became tainted by all the intrigues, and a number of good employees, who had ensured rapid growth in the early years, left. Subsequently, it had become impossible for Draht Mayr to make the company successful again. Here at the editorial department, we actually think it was a miracle that the plug had not been pulled much earlier, but according to managing director Kai Baumgärtner, the

company did not want to shirk its responsibility. "Mekon still had a team of industrious people that we had made commitments to. In the good Corona days, things were also going well, but then came two years that were very lean everywhere and, on top of that, a viaduct in Autobahn 45 was demolished, which meant that all customers from the North - especially the Ruhr region - suddenly had an additional hour of travel time. As a result, it was no longer sustainable. This spring, we started discussions with the team and made good arrangements, upon which we were able to close the doors at the end of June." ■



## CLD acquires Cova

**SANDBACH, UK** – CLD Physical Security Systems, a fencing manufacturer from the West Midlands, acquired high-security gates manufacturer Cova Security Gates in June. With this acquisition, the company plans to offer its customers a wider portfolio while at the same time expanding its service and maintenance offering.

CLD was launched in the 1990s as a spinoff from a landscaping company, which had started to import mesh panels and rolls of welded mesh for fencing companies in the region. After that the business initially grew to become a nationwide system supplier, dealing in wire panels and manufacturing posts and

gates to go with them. It then developed into a global provider of high-security projects, with its own BRE-Security-Rated fencing systems.

Cova Security Gates, from Crawley in the south of England, was founded in 1987 by two engineers who found that the access control solutions available at that time did not offer enough security. They developed road blockers, bollards, and crash gates; the press release on the acquisition says that they were the first to develop and market a crash-tested trackless folding gate. Cova, like CLD, operates worldwide. CLD has acquired 100 percent of the shares. ■

## Senstar releases new Multisensor

Senstar MultiSensor™ Detection System with Embedded Sensor Fusion Engine



**OTTAWA, Canada** – Sensor manufacturer Senstar is bringing a new detection sensor to the market. The Multisensor includes a radar unit, camera, vibration sensor, infrared sensors and an accelerometer, all in a single device. The built-in sensor gathers

and compares the readings from all these sensors at the same time, which Senstar says results in fewer false alarms as well as fewer threats missed than a system that is reliant on just one type of sensor. The Multisensor is made in Canada. ■



## Wiśniowski receives EPD for fencing and gates

## Siddall renovates staff quarters



**WIELOGŁOWY, Poland** – This spring, fencing manufacturer Wiśniowski received a Type III Environmental Product Declaration (EPD) for its (ornamental) fences, industrial gates and rigid mesh panels manufactured in Poland. In the declaration, Polish Building Research Institute (ITB<sup>1</sup>) confirms that the production process for these elements produces no by-products, and that the raw materials used are exclusively recycled or reclaimed. The ITB has verified Wiśniowski's manufacturing processes for these products before issuing the declaration.

*“The Environmental Product Declaration enables customers to trace the environmental impact of each product, in detail, throughout its entire life cycle via the so-called Life Cycle Assessment,”* says Karolina Dorula-Mamala, head of the product research and certification department. *“It starts with the purchase of the materials, and goes through the manufacturing*

*phase, transport, assembly, and use by the customer, through to its removal and recycling. They can see the carbon footprint, the environmental impact, and the raw materials used. The declaration is helpful for architects and planners, who are required to comply with all sorts of environmental requirements when designing their projects. And customers who want to be environmentally conscious in their purchasing decisions are able to make informed decisions using the declaration.”* ■

1)ITB stands for Instytut Techniki Budowlanej. This research institute is under the supervision of the Polish Ministry of Economic Development and Technology.

**BRIGHOUSE, UK** – Siddall & Hilton, a UK mesh panel manufacturer that's part of the Van Merksteijn group, has given its staff quarters a major overhaul. In addition to new changing rooms and showers, there's now a meeting room for staff to hold brainstorming sessions and team meetings, plus a big common room with a pool table, a dartboard and a TV where they can relax together. Outdoors there is now a garden with tables and benches for employees to de-stress and get some fresh air. There's also

a new laundry service too, so the factory workers no longer have to take their work clothes home with them.

*“Our people are our greatest asset,”* managing director Andy Dawson says. *“That's why we don't just want to invest in the latest machinery and in streamlining operations, but in the wellbeing of our team as well. These new facilities are an important step in ensuring that Siddall and Hilton remains a place where our employees feel valued and supported, and where they have everything they need to excel.”* ■





# AFI to hold Best Practice Day in Scotland



**PETERBOROUGH, UK** – In October, the Association of Fencing Industries (AFI) and the Agricultural Fencing Association (AFA) will hold the second Best Practice Day of the year, in conjunction with Tornado Wire and Scanpole. Following on from March's Best Practice Day in Lewes, near Brighton on England's South Coast, this second event will take place at Langdyke Farm in the Scottish village of Carrutherstown,

between Dumfries and Carlisle. The Best Practice Day is aimed at contractors in the region who want to expand their skills and knowledge. Attendees will gain hands-on experience and valuable insights into four types of fencing (two metal and two wood), including deer netting, horse netting with an electric top rail, and stock fencing. Adaptation techniques will be showcased, teaching participants how to

adjust strainers, strutting, turners and wire work for a range of conditions. There will also be wellbeing advice, focusing on how to ensure that you and your team stay safe and healthy on the job. LinesearchbeforeUdig will be there as well, with information on how to navigate underground services. And last but not least: a seminar on Business Finance and Estimating will be offered to attendees. The Best Practice Day

will feature demonstrations from experienced and respected fencing contractors, including James Corbett, Rob Bell, Charlie Wright, Peter Redgwell, Mark Evans, Nic Quan, Jono Bradley, Si Gibbs, Rory Samson and Duncan Samson, all of whom are giving their time for free. The event will be held on Saturday 19 October 2024, from 9am to 3pm, with tickets costing 10 pounds to allow for a breakfast bacon roll, tea and a small lunch. ■



# Handle for digital SUPERLOCK from Gatemaster



Gatemaster, a lock manufacturer from Bognor Regis on the south coast of England, launched a new version of its Digital Superlock this spring: one with a handle. Superlock is Gatemaster's range of bolt-on locks.

The existing version of the manual digital lock doesn't have a handle; instead it has a small knob to turn. "The new version with a handle is a simple – but essential – improvement to our range of digital gate locks," says managing director Jacob Naphine. "We had a lot of customers requesting it. It makes it easier for the user to open the gate."

**Jacob Naphine**  
Managing Director



The new Digital Superlock – like the existing version – is available as either a double-sided or single-sided lock. The double-sided version has a digital keypad on both sides, meaning that a gate can be secured on both sides and you can't just reach through to unlock it from the other side. This version is adjustable and can be installed on both left- and right-opening gates.





“Another great attribute of the Digital Superlock with Lever Handle is that it has an ‘anti-climb’ feature,” Napthine continues. “With the handles being flat we were worried some might use it as a foothold to climb the gate, but the handles automatically give way with any kind of pressure even when the gate is locked. When it is locked the latch won’t engage but the handle still moves. This also serves to protect the inner mechanisms if pressure was to be put on the handle without the code being inputted or the wrong code being inputted.”

The existing version with its small turning knob will remain in the range alongside the new addition. “We have lots of clients who prefer the small, discreet handle,” Napthine says. “And as well as that, the small knob is a good choice for emergency exit gates, where there’s a shroud installed in combination with a lock that can only be opened from one side. The small knob is harder to reach and to turn from the other side of the gate. On top of that, we don’t yet have a shroud that will fit the lock with the handle, although we’re already looking into producing one.” ■

# CONCRETE PLATE HOLDER

Bydsyd, the Austrian post manufacturer of the eponymous Bydsyd post, is expanding its product range with a concrete plate holder that is clamped between the two post halves in the same way as the double wire mats. This way there are no visible attachment points and assembly is super-fast.



# Bydsyd makes concrete plate holder for Bydsyd post



*“Especially here in Austria, customers ask for a concrete slab under their fence more often than you think,” says developer Eduard Holzbauer. “This way, they do not damage their double-wire mats with the lawnmower, in addition to which it creates a nice clean line. That is why we have now created a solution for that.”*

The Bydsyd post is a post for double wire fencing that consists of two rolled steel profiles welded between a base plate and a cover plate. When assembled, the wire panels are simply slid between the two profiles. They rest on studs on the inside of

the profile. Furthermore, special self-developed bolts are already invisibly pre-installed in the profile. As soon as these are tightened with the special Bydsyd spanner, the profiles are pulled together, and the wire panels are clamped.



*"Assembly is super fast and there are no screws or bolts visible on the outside," says Holzbauer. "This means that you can put up a complete fence without needing a single screw, clamping plate, U-bracket, or anything else to attach the wire panels. You do not even need to install a cover. It is a great system because parts you do not need to assemble can never be missing and you do not have to throw away their packaging material. You do not even need a clamping profile when installing synthetic privacy strips, they just end in the post. And best of all: you do not have to think which neighbour gets to see the best side, because both sides look the same."*

The new concrete plate holder is attached in the same way. It consists of a U-profile with two square bolts welded to the back, which can be pushed between the two profiles of the post and rest on studs so that they do not sink. When the two halves of the post are pulled together, the concrete plate holder is also fixed. ■





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# Sustainability and fencing – do they go together

**Sybille Bach**, Owner and Director of Zaunanlagen Bach in Schorfheide, near Berlin



These days everyone's talking about sustainability. How does that work when it comes to fencing? Can a steel fence be sustainable and environmentally friendly? YES, it can, and that has generally been the case for a long time already.

A steel fence is sustainable and fully recyclable. We, fencing manufacturers of the RAL Gütegemeinschaft, produce long-lasting fences using hot-dip galvanisation and an additional powder coating. And with the new ecoZinq hot-dip galvanising process, for example, they are even more climate- and CO<sub>2</sub>-friendly than with conventional galvanising processes: ecoZinq uses only CO<sub>2</sub>-reduced primary zinc from renewable energy sources, as well as more and more low-CO<sub>2</sub> primary-grade recycled zinc, significantly reducing its carbon footprint.

In contrast to conventional paint, powder coatings are much more environmentally friendly as they are completely solvent-free. Solid coating material (powder) is electrostatically charged and then, using

compressed air, is sprayed onto the steel components, which have the opposite charge. The attraction between the two surfaces causes electrostatic adhesion. The powder is then baked in an oven at high heat, creating a scratch-resistant, impact-resistant surface that protects the zinc coating as well. Most powder-coating systems are able to recover 99 per cent of the unused powder, and so are exceptionally efficient in their use of resources. If the powder-coater also generates his own electricity with solar panels, there's not much more we need to say about sustainability.

It would be a bit difficult for us installers to use a cargo bike to get to the site, given the size and weight of our materials. But with the use of new ramming techniques to install fences, we don't need concrete any more – so the earth won't be polluted or sealed off by concrete, and fewer materials will need to be transported. Perhaps in the future we'll be pedalling our cargo bikes from one construction site to another after all? It really couldn't be more sustainable and environmentally friendly than that! ■

Sybille Bach is the director and owner of Zaunanlagen Bach in Schorfheide, near Berlin. Zaunanlagen Bach is a member of the RAL-Gütegemeinschaft Metallzauntechnik, which is Germany's biggest trade association for the fencing industry. As one of the association's board members, Sybille Bach is mainly occupied with training and continuing education issues.



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# Schranken.de

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**W. Arnold, the wholesaler of barriers and licence plate recognition systems behind the Schranken.de brand from Langen near Frankfurt, is expanding its product range to include access systems from the Belgian company DAS Access.**

*"We sell many access control systems with the barriers from our product range," says owner Thomas Arnold. "Usually these are licence plate recognition systems or card readers. Coincidentally, three times in a row we had a customer who wanted to be able to grant access to large numbers of unknown users in a very simple way. Card readers and licence plate recognition systems were not very suitable for those projects. That is when we started looking and ended up with DAS. We sold their Scan&Go system, and all three customers were enthusiastic about it. That was the decisive factor to now include it in our product range as standard."*





## DAS ACCESS

The DAS Scan&Go system grants access based on a QR code. This can be held in front of a scanner, after which the barrier opens. There is a simple variation - Scan&Go Basic, where the code is printed on a receipt by a desktop printer. "The Basic version is intended for the simple low-traffic applications," says Arnold. "Its big advantage is that you only need a power supply. You install a barrier, install our column with a scanner and give the customer a ticket printer. Connect both to the power supply and you are done. The customer can now print tickets with a QR code for anyone he wants to let onto his premises. For example, a shopkeeper in a town centre can reserve the five parking spaces on his own premises for his customers only. In the Pro version, the system is combined with payment terminals, software and possibly also licence plate recognition. This then makes Scan&Go suitable for campsites, apartment buildings, hotels, shared car parks and numerous other applications. You can then print QR codes on an invitation or e-mail them to a visitor, you can let visitors pay online first before giving them access somewhere; the possibilities are endless."







## SHOWROOM

DAS Access is pleased to have Schranken.de as a distributor. Nicolas Asbeck, DAS' sales manager for Germany, Austria, and Switzerland, says: "For us, it is nice that Schranken.de has branches in Berlin, Hamburg, Munich, and Goslar in addition to its headquarters near Frankfurt, where the DAS products are given a spot in the showroom. This way, German fencer installers who want to see the product in action before offering it to their customers do not have to come all the way to Belgium. Our Scan&Go system will also be brought to the attention of a whole list of regular barrier customers in one fell swoop, which of course is also very valuable."

## PRODUCT RANGE

Besides barriers from Magnetic, Schranken.de's product range consists mainly of card reading systems and licence plate recognition systems. These will remain in the portfolio. "We grew up with card reading systems," says Thomas Arnold. "In the 1990s, we supplied these to big players like Siemens-Nixdorf for access control of lobbies at banks, where the ATMs are located. The number of application possibilities for the - now primarily RFID cards and badges - has exploded since then. Licence plate recognition has mostly come along during the last decade. In this last area, we have various systems, each with its own area of application." ■



# Garda Sikring acquires Heras

Garda Group, the parent company of Norwegian fencing business Gardas Sikring, has in July reached an agreement with Heras owner Equistone Partners Europe to acquire all Heras companies. Equistone itself acquired Heras in 2019 from Ireland's CRH Group, which in turn acquired the company from founder Frans Ruigrok back in the late eighties. Heras has

branches in eight countries and is active in more than 20 markets in all aspects of perimeter security, from design, manufacturing and installation through to maintenance and repair. With the acquisition, Gardas aims to strengthen and add to its own group, as a step towards its ultimate goal of becoming a leading provider of comprehensive security solutions across the whole of Europe.







# HERAS

*“We’re thrilled to welcome Heras – and its skilled team of staff – to the Garda Group,” said Jon Ola Stokke, Garda Group’s CEO. “Heras is a well-managed and innovative company, and has recently seen a lot of investment in the capacity, quality and efficiency of its manufacturing facilities. This acquisition brings us new expertise, a wider range of products and modern technical solutions, while at the same time adding to our Nordic presence, expanding our footprint into new territories like the UK, the Benelux and France, and bringing perimeter security solutions to our customers in Germany alongside the existing technical security solutions we offer.”*



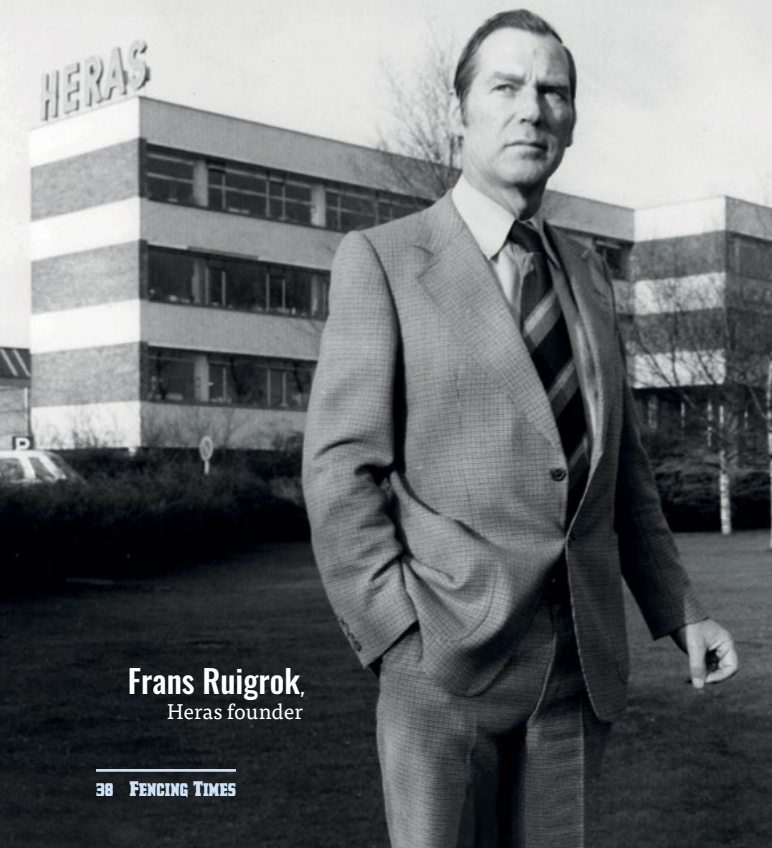
Heras CEO Emmanuel Rigaux adds: "I'm delighted that, following our successful transformation over the past few years, Heras is now set to join Garda Group. We're a good fit with the Garda Group companies, as well as being aligned with their business strategy, vision and values. Garda Group is a frontrunner in technology, and we've developed leading concepts in mechanical security and service and aftersales that we enjoy implementing ourselves. In the future both customers and staff will benefit from each other's expertise, product portfolios, and increased geographical reach."

Founded in 1952, Heras employs more than 1000 people and has its headquarters in the Dutch town of Oirschot, near Eindhoven. It has production facilities in the Netherlands, Belgium, France, and the Czech Republic. In Denmark Heras owns SER-Hegn, which it acquired from owner Henrik Rasmussen in 2021. Prior to that, Heras also acquired the Swedish company Tuvan Stängsel and a Norwegian branch of Gunnebo. Garda was already the largest fencing company in Norway at the time it was founded. In Sweden it has acquired Heda Security and Great Security in the past year, and in Denmark the company Kibo Sikring. This means that with the acquisition of Heras, Garda is now the owner of the two largest fencing companies in Sweden and Denmark. With Heras, Garda is also the biggest fencing company in the Netherlands. In Germany the focus lies more on perimeter security, with Heras acquiring Ba-Kro this past spring and Garda acquiring Freihoff: both are perimeter security companies.



**Emmanuel  
Rigaux,**  
CEO Heras

There is one caveat: the acquisition still needs to be approved by Heras's Works Council and by the Dutch competition regulator, the Netherlands Authority for Consumers and Markets (ACM). ■



**Frans Ruigrok,**  
Heras founder





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# FIRST FENCE LAUNCHES APOLLO SWING GATES

THE BRITISH SYSTEM SUPPLIER FIRST FENCE FROM SWADLINCOTE, BETWEEN BIRMINGHAM AND NOTTINGHAM IN THE MIDLANDS, LAUNCHES A NEW SERIES OF SWING GATES WITH MESH INFILL TO THE MARKET. THE NEW APOLLO GATES ARE UNIVERSAL AND MULTI-PURPOSE.

*"The existing line of mesh gates has been around for quite a while," says product manager Toby Roberts-Davies.*

*"During that time, we accumulated quite a number of customisation requests – too much to just make modifications. That's why we developed the whole new Apollo series."*

## IMPROVEMENTS

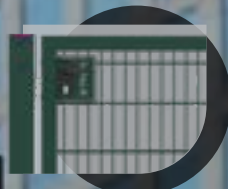
*"In this series, the panels are centre welded in the frame, so the gates look the same on both sides," says Roberts-Davies.*

*"In addition, we now weld the corners of the frames mitred, which looks much nicer. Also, the gates now have pre-drilled holes for a gate restrainer, so the customer can deliver the gate compliant with BS12604."*

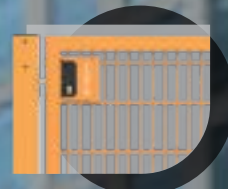




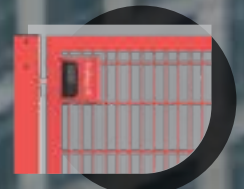
1.2m mesh gate leaf dig in kit - front view slider kit - wb - blue



1.2m mesh gate leaf dig in kit - front view latch & key - wb - green



1.2m mesh gate leaf dig in kit - front view key lock - wb - yellow



1.2m mesh gate leaf dig in kit - front view digital keypad - wb - red

## UNIVERSAL

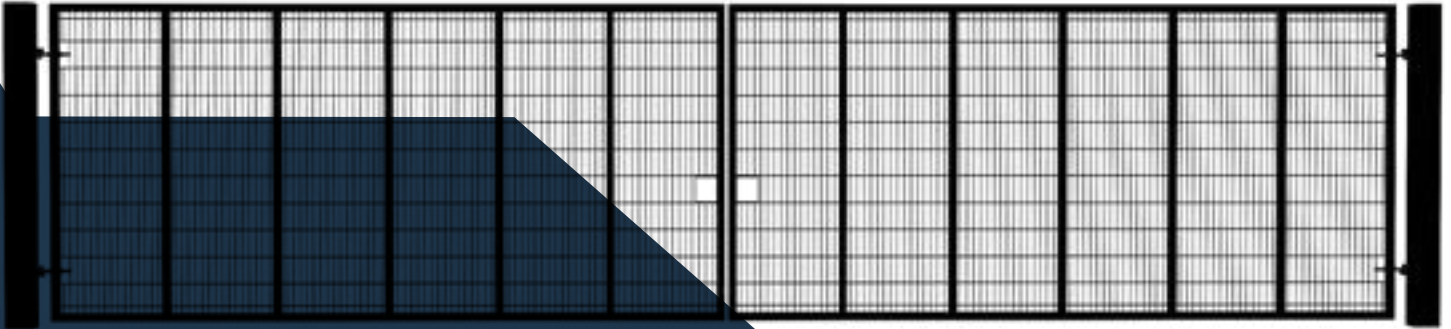
*“But the biggest difference is that the new gates are universal,” Roberts-Davies continues. “And this applies in two ways. First, the opening direction is universal – you can have any leaf open inwards and outwards and left and right. And second: the gates are prepared for Gatemaster’s complete range of hardware. When you order a gate, you get one or two leaves, two gate posts and the hinges. The hardware can then be added as needed: a sliding bolt on which the customer can install their own padlock, or a lock from the Superlock series. All locks and sliders come with an optional anti-climb plate. You can order an extra slam plate and of course you can order the safety tether. With double leaves we also supply a drop bolt that can be bolted to either one of the leaves. The gate posts and leaves have lasered holes for all the different accessories, so you never have to drill or mill during the installation of the project on site.”*

## STOCK

The new Apollo gates can be delivered in heights of 1200, 1800, 2000, 2400 and 3000 millimetres, with opening widths from 1 to 10 metres. Almost all dimensions are available from stock in green and black. "We have five or six halls filled with these gates at our distribution centre in Hucknall," says

Roberts-Davies. "That is a lot, but it is also necessary, because swing gates with mesh filling are in high demand, and frequently ordered through our same-day or next-day delivery service. We made another 2.5 million Pound investment in our fleet earlier this year to continue to enable those fast deliveries, we

now have 90 trucks on the road." The new Apollo range has been available since this autumn. The existing swing gates with mesh infill will disappear from the product range once the remaining inventory has been used up. ■







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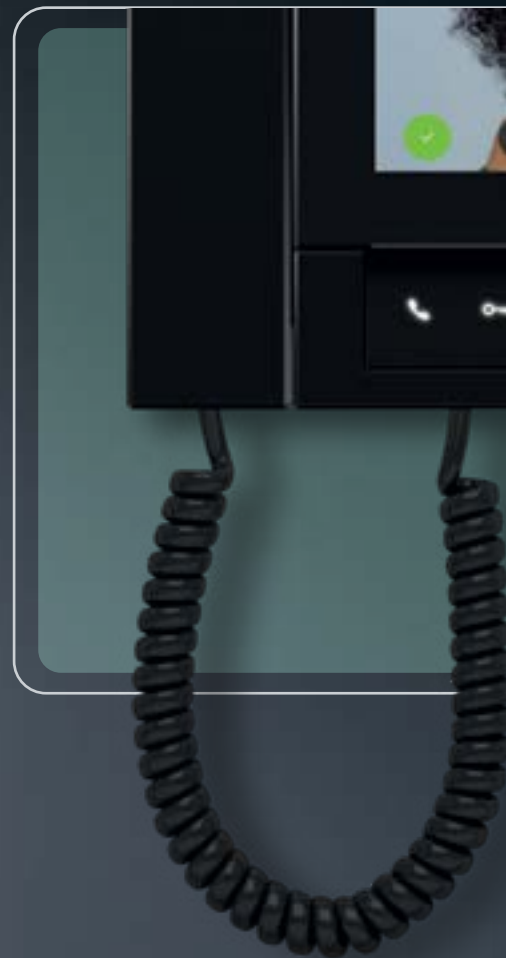
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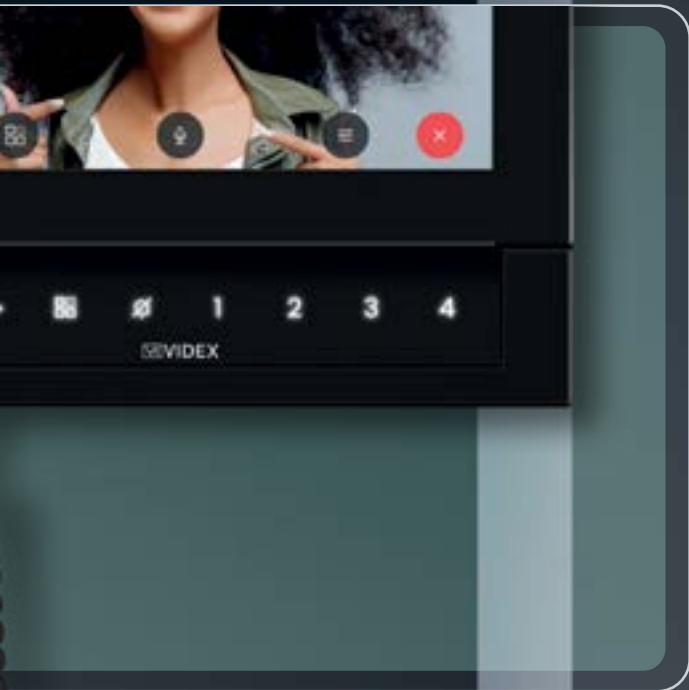
# New multifunctional indoor intercom from Videx

**V**idex, a British intercom manufacturer from the north of England, is launching a new indoor intercom. The Klass Monitor is not just an intercom; it's also an interface for all sorts of other systems, including smart home applications, and anti-burglary, video, and access control applications.

...







...

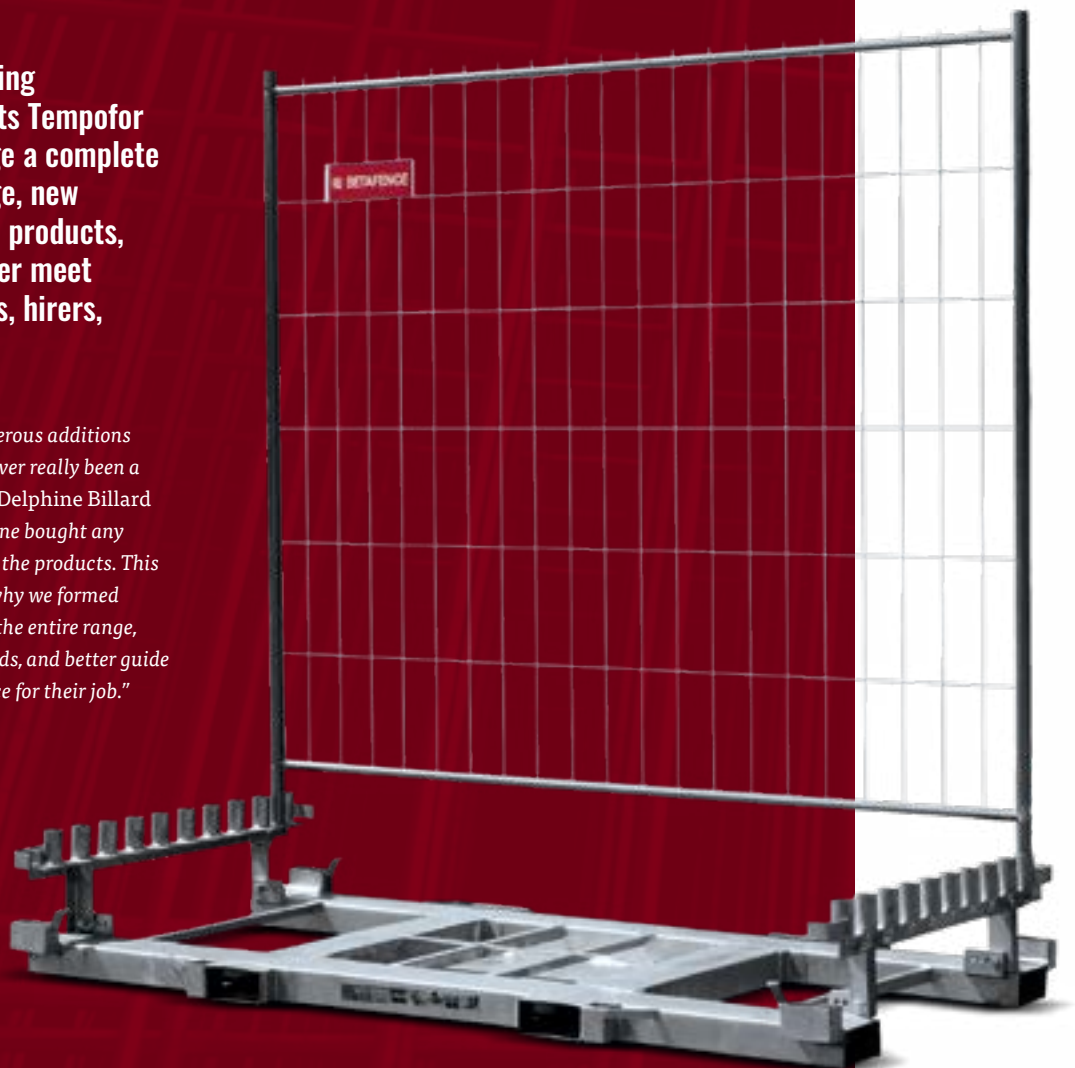
The monitor runs on Linux and uses standard IP protocols, which according to the press release allows unlimited integration of third-party devices. The monitor has a range of smart features, including proximity and ambient light sensors for automatic screen activation and adjustment; both sensors can be integrated with third-party systems to trigger automations. Picture-in-picture integration enables a real-time, multi-angle view of any desired entryway. All of the unit's functions can be easily controlled via the Videx App, which features the same user-friendly interface as the intercom. ■



# Total revamp for Betafence's range of construction fencing Tempofor

**Betafence, a Belgian fencing manufacturer, has given its Tempofor construction fencing range a complete overhaul. With a new range, new names and also some new products, the company aims to better meet the expectations of buyers, hirers, installers and users.**

*"Over the years there have been numerous additions to the Tempofor range, but there's never really been a proper cleanup," product manager Delphine Billard says. "It included products that no one bought any more, and names that didn't go with the products. This could be confusing at times. That's why we formed a new team to take a careful look at the entire range, restructure it to meet the market needs, and better guide the customer to choose the right fence for their job."*





## SEGMENTATION

The new Tempofor range is made up of three categories. “The products are now classified according to their purpose,” Billard says. “The Tempofor Protect category is for construction sites, the Tempofor Screen category is our range of temporary full

privacy fencing intended for use at events and on city-centre construction sites, and the Tempofor Control category is the crowd control barriers. It makes everything clearer for our customers.”





## STRAIGHTFORWARD

Things are also more straightforward within the categories themselves. *“Within each category the naming makes it easy to compare security ratings and prices. The purpose of the various construction fences is listed as well – for example public works, fencing hire, or construction sites at high risk of break-ins.”* For additional clarity, the new Tempofor team also scrapped

a number of models. *“There was no point keeping some of the fences in the range. We wanted to propose a short, clear and simple offer, aligned with the needs of the market. Customers will now start by choosing the most appropriate panel and will then select options such as overhangs, reinforced corners, nameplates and so on.”*



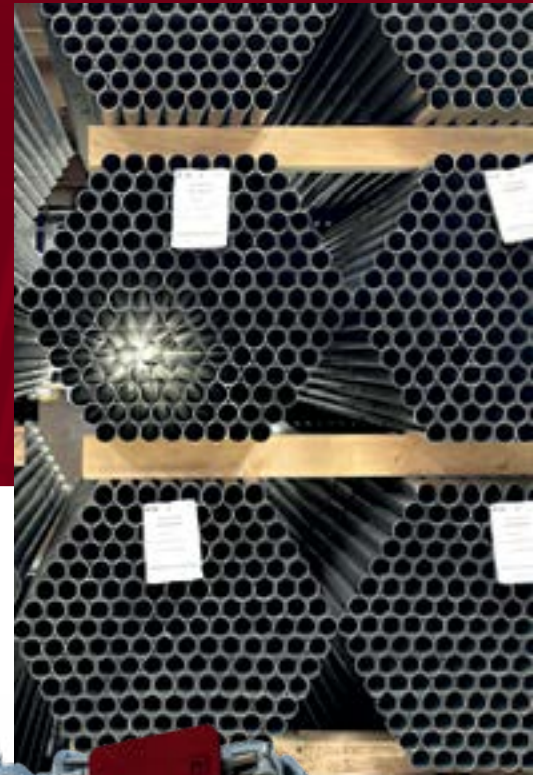
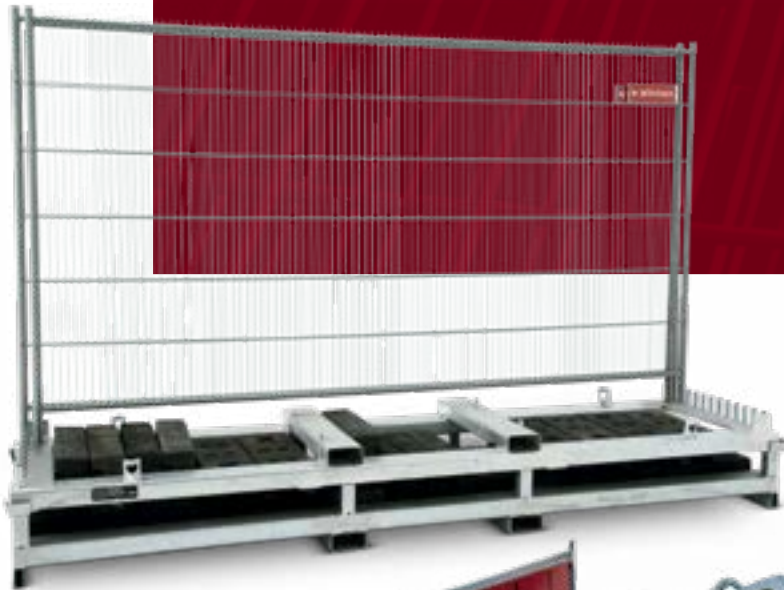
## COMPLETE

Some products were added too. For example, there's now a lock for the swing gate kit. "Until now all we offered was a hinge, a ring and a wheel," Billard says. "With the lock, you can now turn one or two construction fence panels into a fully-operational gate. We now have a temporary cantilever gate and mobile turnstiles too. The sliding gate is a lightweight

steel sliding gate from the existing range. It comes completely pre-assembled on concrete bases. If the customer wants automation, then a drive is installed on the guide rail base. We do the same for the turnstile; we install it on a steel base plate at the factory, so all the customer has to do is unload it from the truck and plug it in."



Delphine  
Billard  
product-  
manager



## NEW IMAGE

To accompany the transition, the team wanted to give the range a new identity. “The Tempofor construction fencing range now has its own logo, with a shield that represents the protection that the fences provide,” Billard says. “We designed a mascot as well – a superhero. It’s made out of different construction fencing components and represents courage, strength and perseverance.” To this day, all Tempofor Protect products are still manufactured in Betafence’s factory in Schwalmatal, Germany. ■





  
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# Avantgates launches mobile vertical gate

Smoes, the manufacturer behind the Avantgates brand, based in Rimini, Italy, has launched a mobile version of its vertical gate that has been created especially for temporary use, such as on events and at construction sites.

*"We made a mobile version of one of our vertical gates a few years ago, at the request of Amazon Spain for the expansion of their distribution center in Barcelona," says owner and managing director Loris Gentili. "We believe that the need for this type of gate will expand in the future, so we made an official version and presented that gate at the R+T exhibition in Stuttgart this year."*







### AVANT MOBILE GATE

The new vertical gate has been designed for use on construction sites, and at music festivals, village fairs, sports events and Christmas markets. "But obviously fencing installers can use it to replace damaged gates, too," Gentili says. "If a permanent gate of one of your customers is accidentally damaged beyond repair, you can temporarily close the driveway with the Avant Mobile Gate, until the new replacement gate is delivered. As a courtesy service, or by renting it out."

### 220 VOLTS

Gentili says that installation is super-fast, as the gate is plug-and-play. "It will probably take you more time to get 220 volts from somewhere than to actually install the gate," he laughs. "The controls are pre-programmed in the factory, and BEA laser scanners are fitted to the inside and outside of the gate. Fitting scanners to the gate eliminates the need to have posts for photocells. And we can set the range of the scanners in the factory, so there's no need to do it on site. It means that the gate really can be set up in no time."



## MOBILE

Not only installation is easy – transportation is, too. “You can put it on the back of a Fiat Ducato, and anyone with a car driving license can transport it,” Gentili explains. “For gates with openings of 6 meters and over, the support beam has a hinge, so you can fold the gate leaf and still transport it on that same Ducato.” The Avant Mobile’s frame has forklift clippings, as well as a platform that you can put a concrete block on once on site, to act as a counterweight. “We made a deliberate choice not to integrate that concrete block into the gate, because it’s easier to get it on site, which avoids transport costs.”







### SPECIFICATIONS

Like the other models in the Avantgates range, the Avant Mobile Gate is supplied with a hydraulic drive that straightens the gate leaf's support beam up while opening. The gate infill consists of mesh panels or bars; both types are installed on the single support beam. When the customer has chosen the bar infill, the bars are attached to the support beam using hinges in such a way that they fold together as the gate opens, like a barrier skirt. This means that the gate leaf takes up less space when open. If the gate is fitted with a counterweight, then no additional ground anchoring or other roll-over protection is required. The new Avant Mobile Gate is available in heights of up to 2,5 meters. The version with fixed wire panels has a maximum passage width of 5.5 meters, while the version with hinged bars is suitable for passage widths of up to 10 meters. ■

# DTreu

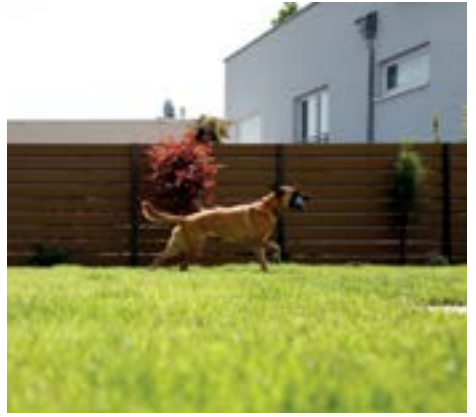
CELEBRATES THE  
TANGA SLAT'S **10th**  
ANNIVERSARY



*s l a t ' s*

Dtreu, a Swiss-Turkish privacy fencing manufacturer from Au, a village on the Rhine in eastern Switzerland, celebrated the 10th anniversary of its Tanga slat this spring. The Tanga is a diamond-shaped infill profile for wood composite infill fencing.





“The diamond shape is popular for wood fences,” says Edi Özsoy, who created the profile. “And these days you see it everywhere in aluminium fences too, but in composite it’s still something special. We wanted to commemorate that.”

”



# PVC

*"The big difference with all the manufacturers in Asia, which is where almost all the wood composite products on the European market come from, is that they use polypropylene or polyethylene for their composites – PP and PE, as they're commonly known," Özsoy says. "They're soft plastics; they're the cheapest. That's good enough for some applications, but they have their disadvantages: composite profiles made of PP or PE are quicker to discolour in bright sunlight and they're faster to show damage from rain and wind. Fifteen years ago, when we started out with composite products for outdoors and set up a factory for them in Istanbul, we said right from the start that we wanted to use more high-quality materials. That's why we mix the wood fibres with PVC, i.e. polyvinyl chloride. PVC is a hard plastic that's used in window and door frames all over the world. It's much stronger and it's more weather-resistant."*







# TANGA

“Because PVC is harder,” Özsoy continues, “it is also more difficult to process. Our engineers needed to come up with some clever adjustments to the extrusion machines themselves, and we adapted the recipe for the granule mix endlessly until we hit on the right blend. We started out with tongue-and-groove slats for completely closed fencing, but before long we had the idea of manufacturing diamond-shaped slats. This shape was very popular for wooden fencing, but there wasn’t yet a composite version available. So then we went back to the process of endless drawing and testing; we worked day and night on development. And eventually we achieved our goal: the first Tanga slat was born!”

# BREAKTHROUGH

*“The Tanga wasn’t a new form of product, but it was nonetheless a breakthrough in the fencing industry that set new standards,” Özsoy says. “We were incredibly proud of it.” We took Christian Bischof and Simon Brütsch of Zaunteam Zürich Oberland, who had helped us with development by testing prototypes in the field, to the factory in Istanbul, and we celebrated together as the first slat came off the conveyor belt. Back then we had no idea how popular the slat would become with customers worldwide.”*

”







# ANNI- VERSARY

“And that’s exactly why we want to commemorate it now,” Özsoy says happily. “We owe our company’s great success to the Tanga slat. We had a big celebration of the 10<sup>th</sup> anniversary by going out for dinner with the whole team.” Dtreu manufactures the Tanga slat from wood composite for infill fencing with a slot width of 24 millimetres. The slat is 150 millimetres tall and 1800 or 3300 millimetres long, and is available in the colours Tropic Brown and Stone Grey. In addition to the wood composite version, Dtreu also manufactures the slats from aluminium and two years ago introduced a hybrid form with an aluminium core covered in wood composite. “We’ve patented the latest version. By now everyone has the standard aluminium version, but as far as I know we’re still the only ones who have a diamond-shaped slat made of wood composite and we’re also the only ones with a hybrid slat. Bring on the next 10 years!”

”

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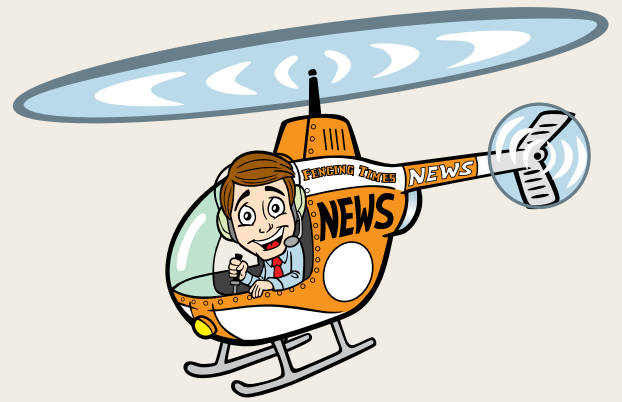
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# FENCES IN THE NEWS



23 SEPTEMBER 2024

## Norway considers border fence with Sweden to keep wild boar out



**OSLO, Norway** – The Norwegian Food Safety Authority (Mattilsynet) and the Norwegian Environment Agency (Miljødirektoratet) have announced a long list of measures to prevent African swine fever spreading to Norway. There is as yet no vaccine for this variant of swine fever, which spreads via wild boar living in the wild. Wherever the disease is found, it can result in mass deaths (including preventative culling) in pigs farmed for the meat industry. The disease originated in Africa, but spread rapidly throughout Eastern Europe

in 2007 after several hundred infected pigs arrived in Georgia on a cargo ship. African swine fever has spread since – via Russia, Ukraine and Belarus – to Poland and Germany, two countries where fencing was talked about a lot but fences were ultimately installed too late (and too few of them anyway). Denmark, on the other hand, was not too late: a few years ago, when the first reports popped up in East Germany, the Danes immediately erected a fence from the North Sea to the Baltic Sea, just along the German border. And we're not

talking about game fencing; this was twin wire fencing – we know a fencing installer who thought it was a really nice little job. Anyway: the disease has spread not only from Eastern to Western Europe, but to Northern Europe as well. That was obviously to be expected. African swine fever has made its way to Sweden, via northern Russia and Finland. The Swedes were too late to stop it. The Norwegians, on the other hand, hope to act in time to stop it and – alongside all sorts of other measures – want to build a fence along the border

with Sweden to prevent Swedish wild boar crossing the border into Norway. At least, the plans were announced back in February... but as yet not a single pole has been put in the ground. It's also a fair bit tougher for the Norwegians than it was for the Danes: the Danes had 70 kilometres of fencing to install, while the border between Norway and Sweden is 1,600 kilometres long. But at the same time we would recommend that the Norwegians try to pick up speed a bit; otherwise there won't be any need for the fence after all. ■

# Californian city council says resident can't park boat trailer on his own driveway



exactly like the real thing. "I'm not a rule-breaker," Constable told the local media, "but I like to make a political statement as necessary, as well as a humorous statement and a creative statement." Well it's quite a statement, Etienne. The municipality will not be taking further action against their rebellious resident. (They probably can't, anyway, because we refuse to believe that there's an ordinance that prohibits decorative paintings on your own fencing – although when it comes to California, you never know.) The City Manager of Seaside, Nick Borges, took Etienne's move in good humour. "We were getting complaints that we were too lax in enforcing the municipal regulations," he told the Washington Post, "so we hired someone to enforce them. That's the reason why Constable has only now received a letter, after decades of parking on his driveway without an issue. I called him personally and congratulated him on his fun response to it." ■

## SEASIDE, California, USA –

In Seaside, a small town on the Pacific Coast just south of San Francisco, they have some unusual laws. For example, according to municipal regulations, parking a non-passenger vehicle on your own driveway is not allowed. It would seem that the councillors of the City of Seaside feel that it's up to them to decide what the residents do with their own driveways. Etienne Constable is one of those Seaside residents. He regularly parked his boat (or other trailers) on his driveway, until one day the municipality sent him a letter telling him that he either needed to remove the boat from the driveway or to erect a screen of at least 6 feet tall (1.8 metres) to hide the boat from view. We probably would have just moved to another town quick smart the moment the municipality tried to dictate what sort of vehicles we were allowed to park on our

own driveway. Sadly we don't own a boat, so we weren't able to test what our own city council would do in this type of situation. Anyway, Etienne Constable went for a different solution: instead of moving house he had a gate

installed on his driveway, in front of the boat. And then he invited an artist to create a beautiful painting on the gate... a painting of a boat. Of Etienne's own boat, to be precise. The artist did an amazing job: the painting looks





# India to get first elephant fence that we're not rubbishing before it even starts

**WAYANAD, India** - In this section we regularly joke about all the elephant fences we've seen so far. They're always too cheaply built and too low; the locals always expect a great deal from them, but they're never strong enough and the elephants never pay much attention to them. But now: drum roll please... in Wayanad, a little town in India, they have a full-blown Ele-Fence, a fence that's both strong and smart. We'll start with strong: it consists of 5-metre-high steel posts, anchored in reinforced concrete foundations that are 1.2 metres deep. Netting woven from lasher belts is suspended between the posts; the elephants

can't (in theory) break through these. The 'smart' part includes things like trip wires, which provide advance warning that elephants are approaching the fence. There are also loudspeakers and flashing lights to scare them away from the fence and back into the jungle. Cameras have been fitted, too, so any elephants around can be monitored from a control room. If they don't 'behave themselves' and go back to the jungle, Rapid Response Teams from the local park rangers will be sent out. All in all, this is at least an elephant fence that we have a bit of faith in. Nice job, fencing installers of Wayadan!



# Edmond's biggest mystery seems to be solved, but remains a mystery



**EDMOND, Oklahoma, USA** - In Edmond, part of the Oklahoma City metropolitan area, a big mystery has been solved. A large block of land on the corner of Edmond Road and Kelly Avenue - locals called it 'The Compound' - had for decades been surrounded by a 2.4-metre-high privacy fence, but no one knew why the fence was there or why it had been installed. This summer, developer Richard McKown purchased the property to build an apartment building there, and he had sections of the fence removed. He had disappointing news for those who had long been curious about what the fence might conceal: "They were just the ruined foundations of an old house that used to be there," he told local media. "There were trees growing out of it. The house was demolished many years ago." Rumour has it

that the house in question was once used as a gambling den by 'parties with major interests'. Other rumours say that nudists lived in the house. But whether there's any truth to these rumours, and why the fence was ever installed, remains unclear. The new owner purchased the land from an investor, and has had no contact with the original owner. In any case, neighbourhood residents are happy that the fence is being removed, despite McKown's having stated that a new fence will be installed. "The neighbourhood can rest assured that the new fence will be an open one. We want the new apartment complex to have a welcoming feel." So that's good news all round, because it means that Oklahoman fencing installers can look forward to a nice job coming their way. ■