

FENCING TIMES

UK & Ireland

2025, Issue 30

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inside!

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weekend
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to shake up
high security
market**



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Do You Talk to Your Customers About Money?





Do you know that feeling? You've finally landed that fantastic job you've been working on so long and so hard to get. A job that immediately boosts your turnover by 20 percent, with a fat margin – making this year your best year ever. A job that makes you instantly think: *"Wow, now I can finally hire that extra colleague we've needed for so long. And maybe there'll even be money left for that Porsche I've been dreaming of for years."*

A job for which you sent out the order confirmation right away, so the customer wouldn't change their mind? With a number at the bottom right you still can't believe is real? A job that got you working enthusiastically to organize everything so the project would run smoothly? To make sure you meet all promised delivery times and that nothing gets damaged during transport or installation?

A job where the handover also goes fairly smoothly. Where the customer is delighted with your work, doesn't complain about scratches or posts sticking out too far, and signs the acceptance form within ten minutes? A job that makes you stop by the Porsche dealer on the way back from the handover, just to take a closer look at the new 911?

And then you get back to the office that same afternoon, happily send out the invoice, and in the following weeks you watch a few YouTube videos on the 911 every morning. About a red 911 Carrera 4S on the Stelvio Pass. About a yellow 911 Carrera 4 GTS Cabriolet on Highway 101 in California, beautifully filmed by a drone.

And every afternoon you log into the bank to see if the customer has paid yet. But the money doesn't arrive. Not within the agreed payment term. And not in the week after that, either.

And then, after two weeks, you start to worry a little and quietly put your Porsche plans back into the freezer. And after six weeks, when you've already paid all the incoming invoices for this big job and your bank account is practically empty, the money still hasn't arrived?

Do you know that? That when you call and politely inquire, you're told this company always pays *"150 days end of month"*? Which means by the time you're already technically bankrupt? Do you know that?

MORAL

In recent years, payment behavior has improved a lot. Across Europe, people pay faster than they used to, but there are still big differences between countries. The Netherlands, Poland, and Switzerland score highest in all the statistics we could find – you're most likely to get your money within the agreed term there. Belgium, Germany, and Austria sit around the European average, France and the UK are well below, and Italy trails behind.



Slow payers come in all shapes and sizes. Private individuals still pay the fastest. Large companies are generally slower than small ones. You'd think governments would always stick carefully to agreed deadlines – but they don't. If you, as a private citizen, don't pay your local taxes on time, you'll have a bailiff at your door within three days. But if it's the municipality that owes you money, in many countries you could easily be waiting 90 days.

With businesses, long payment terms have different reasons. Sometimes they want to pay but can't, because their own customers are paying late. That's at least a reason you can have some sympathy for.

There are also companies that deliberately pay slowly because they use the money they actually owe you for investments and other things. It's a culturally ingrained way of borrowing money – not from the bank with interest, but for free from suppliers. Those

who urgently need their money just have to send endless reminders and dunning letters, while the rest are forced to play the role of the bank.

Because what can you do as a supplier? Say you'll never deliver again unless you get your money faster? You wouldn't dare. Late money is still better than no money at all. Companies know that. So they push the limits and see what they can get away with. And their suppliers just have to deal with it. Even if those suppliers are small companies that desperately need (part of) the invoice to put food on their family's table.

In reality, there's only one thing you can do if you don't want to wait long for your money: you have to bring it up beforehand. *"How do you pay?"* If the answer is *"120 days end of month,"* at least you have a chance to negotiate. And if that doesn't work, you can decline the order or accept the long payment term.

It's not always fun and sometimes difficult to bring up the subject in advance. But it's always better than having to beg for – your own – money afterwards. Money you worked hard for. Personally, I always feel like a beggar then. Like a junkie whining for a few euros so he can get his next heroin shot.

Here at the editorial office, luckily we also experience the opposite. We have customers who seem to turn it into a competition to see who can pay the fastest. If we send them an invoice in the morning, an hour later we get an email saying it's been received. That same afternoon, another email says the invoice has been approved and released for payment. And the next day, the money is in the account. Those are the best customers we have, and the ones we work the hardest for.

Unfortunately, so far the amounts haven't been big enough to order a brand-new 911. But we're working on that. ■

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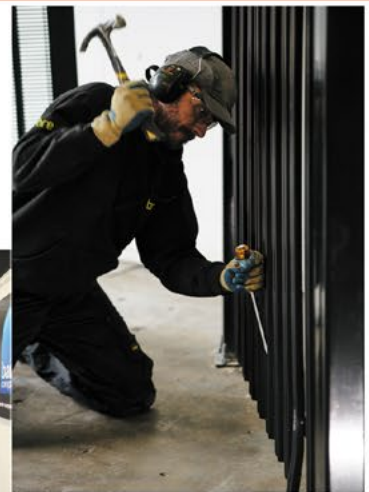
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FENCING TIMES

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TEAM



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2025

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

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FenceX

Don't miss it.

FENCE POST



FENCEPOST@FENCINGTIMES.COM



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



MOTORCYCLE FENCE

Rafał Purzyński from the Polish fencing company Staldetal in Lisów sent us this photo. A motorcycle enthusiast clearly got creative here. Thanks for the photo, Rafał!

RECYCLING GATE

Hans Geurts from the installation company Matic in Gemert was on holiday in Sittard, where he came across this gate in front of a thrift store. Someone clearly spent a lot of time and effort on filling a gate that has obviously seen better days. One might think: if you had invested just a bit more time or money, you could have made it into a proper gate. Still, it's something different. Thanks for the photo, Hans!



FENCE BEER

The Ruhr Valley Cycle Route is a 240-kilometer-long cycling path from Winterberg in the Sauerland to Duisburg on the Rhine, running through the Ruhr valley. About halfway, in Westhofen, the route passes the garden of a generous German who offers you a beer if you ring his 'beer bell'. At least, if he happens to be in the garden and hears it. Tomas Praske from AOS Stahl in Wetter discovered the beer bell and took these photos. "You don't have to ride the whole route," he wrote. "Even if you just ride a short stretch and ring the bell, it works. I tested it, haha. The owner comes to the fence with two beers and enjoys one with you right there." Thanks for the photos, Thomas. We'll definitely have to try this ourselves sometime.



LONG FENCE

Paweł Kubaczyk from Certor in the Polish village of Wolsztyn sent us this photo of a very long fence. That's a lot of concrete panels, Paweł. Respect. The fence looks great in its setting. Thanks for the photo!



TAPE GATE

Sabine Görlitz from the wholesaler Metalleinkauf Nürnberg sent us this photo of a fence around a daycare center. The daycare has been open since September 2024, but the gate still hasn't been put into operation. "I wonder how that was specified in the tender?" Sabine asks. "Double swing gate secured against opening with tape," or something like that?" At the editorial office, we're always curious about the stories behind such photos. Did someone lose the keys? Or did the architect plan a gate in a place where it wasn't actually allowed? The gate won't ever look nice again: if you pull off the tape now, you'll forever see ugly marks where the glue damaged the coating. And it doesn't seem very safe either: older children could easily peel the tape off and walk straight into the street. In any case: thanks for the photo, Sabine!





PHOTO OF THE MONTH

Andy Bissen from the fencing company Besenius Portails & Clôtures in Mertzig, Luxembourg, sent us this photo of a swing gate with wild infill bars, adapted to the slope. Nicely done, Andy! Many thanks for the photo. The Locinox construction-site radio is heading to Luxembourg this month!



Would you also like to win a Locinox radio? Send us your most beautiful project! Do not be too modest, do not think your picture will never win anyway. Every project can be beautiful for its own reason, or a source of inspiration for fellow fencers. Send your photo to fencepost@fencingtimes.com.



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Fencing Times The NEWS

UK & Ireland

Wiśniowski builds new office and training center in Unna



WIELOGŁOWY, Poland – Fencing manufacturer Wiśniowski from southeastern Poland announces a new German branch. The company is constructing a modern office and training complex with showrooms and conference rooms in a new industrial area of the municipalities of Unna and Kamen, near Dortmund.

The new complex will be located on a plot of 8316 square meters. “Unlike our existing German branch in Hagen, we have the space here to showcase our entire product range,” says Zbigniew Matłag, director of Wiśniowski Deutschland. “And in the conference and training center, there is even more room for

technical and sales training. With our successful Best-Seller program, our trading partners enhance their technical and commercial skills, which helps them – and us – grow. Therefore, we want to further develop this, and in the new complex, we have all the space for it. The favorable location, right at the Kamener Kreuz where the A1 and A2

motorways intersect, also ensures optimal accessibility.”

The new building will be constructed eco-friendly and equipped with heat pumps, solar panels, and charging stations for electric vehicles. With this investment, Wiśniowski aims to create up to thirty new jobs in the region over time. ■

Gate Safe goes Down Under



MELBOURNE, New South Wales – Gate Safe, a British charity set up to improve the standard of safety for automated gates has established a licensing agreement with industry professionals in Australia. The move will address the growing need for specialist automated gate and barrier training they see in Australia, following a spate of accidents.

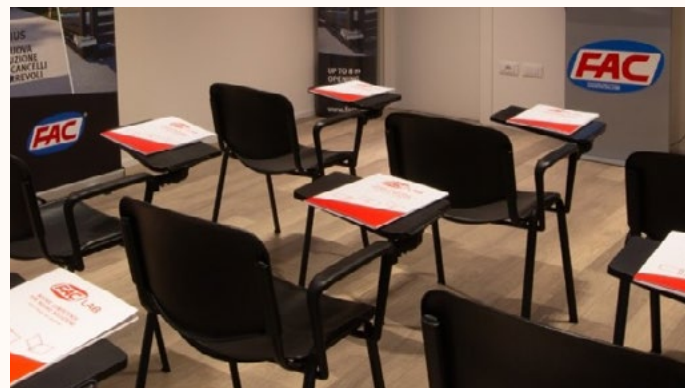
The organisation will trade under the name Gate Safe Australia, headquartered in Melbourne, and will have access to the Gate Safe training programme and associated technical guidance and marketing collateral. The business will operate as an independent organisation raising awareness of the correct protocols to ensure the safety of automated gates and barriers and delivering in person (and online) gate safety training.

Gate Safe Australia is run by Michael and Adrian Pretsel of Ideal Fencing and Gates. “They initially undertook the Gate Safe training which opened their eyes to

the scale of the problem in their own country,” says Gate Safe founder Richard Jackson. “Gate Safe tracks automated gate accidents all over the world and both parties could see that there was a need to address the approach to safety for automated gates in Australia, which currently is not in line with the protocols now adopted in the UK.”

“Our primary objective has always been to put a stop to further accidents involving automated gates,” Jackson continues. “Whilst our focus is clearly the UK, if we have the tools and resources to help other countries address this issue, and put bluntly, save lives, we will of course offer our support. The UK has been working on this important safety concern for over 15 years and we are well placed to provide access to expert counsel and years of relevant experience in the sector. We will be working closely with the team running Gate Safe Australia to ensure the Gate Safe messaging and standard of training remains consistent with the UK programme.” ■

FAC opens training center



ISOLA VICENTINA, Italy – Gate hardware manufacturer FAC opened a showroom and training center this summer at its headquarters at the foot of the Alps. The new space, named the Innovation Hub, is, according to the press release, much more than just a showroom: it is a place where all FAC products can not only be viewed but also tested. All components, mechanisms, and accesso-

ries are installed and operational, ready for detailed analysis.

The Innovation Hub is designed as a space where blacksmiths, metalworkers, gate manufacturers, and installers can update and enhance their skills. FAC organizes technical courses and practical sessions there, including training on CE marking, to support customers in improving their technical expertise. ■

Postsaver crowns Paul Nicholls as its Installer of the Year 2025



STAUNTON, UK – Gloucestershire-based manufacturer Postsaver named Paul Nicholls of PN Fencing in Lincolnshire as its Installer of the Year for 2025, in a yearly contest for partners in the Postsaver Approved Installers Programme the company launched last year.

Nicholls' winning project was chosen from a strong field of entries, submitted by professional landscapers and fencing contractors. "We are delighted to crown Paul our Approved Installer of the Year," says Tony Young, Head of Sales for Postsaver. "Paul was our runner-up last year, so it is fantastic to see him return with another outstanding project. His dedication

to quality and customer care came through clearly in his application and is echoed by the glowing feedback he receives from customers. The standard of entries this year was very high, and we'd like to thank all our installers for their hard work, creativity, and continued support." In addition to the title, Paul receives a Canopy & Stars holiday voucher for a break.

Nicholls was quick to share the recognition: "It's great to be recognised for a job well done, but I can't take all the credit. My dad works alongside me on most projects, and I couldn't do what I do without him – I might even give him a day off to celebrate PN Fencing's first award! I really enjoy working with Postsaver.

The product is great, easy to use, and customers quickly see the benefit. I use Postsaver on almost all of my jobs. Being part of the Approved Installer Scheme has boosted the visibility of my business, and I'd recommend it to any contractor thinking of joining."

Postsaver named two runners-up. "Leaf it Out from Devon and LT Fencing from Dundee also showcased exceptional work," says Young. "In general, we are very pleased with the response. The competition is in its second year and we continue to attract high-quality entries, showcasing the skill and dedication of installers across the UK." Nominations for Postsaver's 2026 title will open later this year. ■

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DEA updates photocells



PIOVENE ROCCHETTE, Italy – Drive systems manufacturer DEA, based near Vicenza, has updated its photocells. The previous Linear model has been given a new look and is now called Line-X. There are still three versions: a set of two mini-photocells that communicate with each other, a similar set with two photocells for wall mounting, and another set with a built-in battery-powered transmitter. The first two have a range of twenty meters, while the third set has a range of 15 meters. ■

HTC Acquires Tescon



WADDINXVEEN, Netherlands

– Dutch speed gate manufacturer HTC Group acquired the German company Tescon Sicherheitssysteme from Salzgitter in July. Tescon produces, among other things, high-security bollards, roadblockers, and anti-terror security solutions. The company filed for bankruptcy earlier this year following the sudden death of its founder, Peter-Eggert Reimers.

The activities will be transferred to a new entity, Tescon Security. For HTC, this is a strategic acquisition aimed at strengthening its position in the growing market for critical infrastructure protection.

“Tescon has decades of experience in anti-terror security and crash-tested bollards,” says Peter Thun, CEO of HTC Group. *“The company supplies certified systems designed to*

stop vehicle attacks with trucks up to 30 tonnes at 80 kilometres per hour, for critical infrastructure, airports, government facilities, and temporary security applications. Their expertise fits perfectly with our mission to make vehicle access points safer. The combination of their bollards and roadblockers with our speed gates ensures that a vehicle entrance is fully protected against break-ins and vehicle-based attacks alike.”

“The vision and daily leadership of the founder were essential to Tescon,” Thun continues. *“We have great respect for his craftsmanship and dedication. After his passing, we wanted to restart the business with the staff, products, and accumulated knowledge. This allows us to continue guaranteeing quality and build upon what the founder created. With our years of experience selling Tescon products, combined with our own speed gates in the Benelux and through our European export partners—many of whom also purchase bollards and blockers—we have a solid foundation to support this acquisition.”*

Tescon is also a strong geographical complement to HTC, with a solid presence in Europe, the Middle East, and other international markets. Robert-Jan Karsman, co-owner of HTC Group, adds: *“The market is looking for complete solutions, not loose components. Customers want a single point of contact for their entire perimeter security—from engineering to after-sales service. Thanks to this acquisition, we can meet that demand even better. This is not just a strengthening of our product offering, but also of our promise to the customer: simplicity, reliability, and maximum safety.”*

Tescon will continue to operate under its own brand name and will retain its production facility in Salzgitter. The existing management team will continue to handle daily operations, while the two companies will collaborate on product integration and market expansion. Alongside a new global marketing plan focused on boosting sales and brand recognition, HTC is fully committed to further expanding its product portfolio. ■

Elka launches multifunctional EntryTower



TÖNNING, Germany – Elka, the North German specialist in barrier and gate drive technology, has introduced its latest innovation: the EntryTower. This slim, modular column combines multiple access control solutions in one device and connects directly to Elka's IoT portal, Ejoin.

The EntryTower supports access via Bluetooth tokens, the MobileEntry app, QR codes, and license plate recognition. *"Reliability is the foundation, but operators now expect more comfort and flexibility,"* explains developer Timo Prielipp. *"With the EntryTower, we bring together convenience, connectivity, and easy management."*

Designed for commerce and industry, the EntryTower is available in two heights and features LED feedback lighting.

Its integrated controller links via LAN, WLAN, or LTE, enabling permissions to be managed remotely. Access rights can be changed instantly through the Ejoin portal, with five licenses included as standard.

Optional modules expand the system further. The EntryCam delivers high-speed license plate recognition, while the QR scanner allows temporary access codes for construction sites, events, or rentals. A 15-inch Full-HD EntryScreen provides visual feedback, branding options, and on-site commissioning support.

Available in bare aluminum or custom colors, the EntryTower is now open for orders through Elka's webshop, offering operators a flexible, future-proof access control solution. ■

Clonmel Show hosts Irish Stock Fencing Championship

CLONMEL, Ireland – Tornado Wire, a manufacturer of agricultural fencing from Bidford-On-Avon in Warwickshire, once again organised the Irish Stock Fencing Championship this summer during the Clonmel Show.

The Clonmel Show is an annual agricultural event held in Clonmel, in the south of Ireland. Dating back to 1865, it's one of the oldest agricultural showcases, celebrating rural life and farming traditions. The show features a wide range of competitions, including 118 sheep classes, 108 horse and pony classes, 57 cattle classes, 37 poultry classes, and 21 horse and pony jumping events, with some classes qualifying for major shows in England. Highlights include the Donkey Derby, a dog agility competition,

and a pet show. The event also offers family-friendly activities like a food village with live country music, a digger challenge, a children's entertainment section, Junction Festival circus acts, and demonstrations by the Garda (Irish police), emergency first responders, and Farm Safety teams. A big screen is often set up for major sporting events, such as the Tipperary versus Kilkenny All-Ireland Hurling semi-final in 2025.

Pete Clark of the Association of Fencing Industries (AFI) was flown in to join the judging panel. He says: *"The prestigious Clonmel Show is an event where tradition meets innovation at the heart of Ireland's fencing community. This year's Irish Stock Fencing Championship was a resounding success, with exceptional levels of craftsmanship, dedication,*

and professionalism on display throughout the day."

This year also marked the launch of the Irish Novice Stock Fencing Competition. Aimed at showcasing the next generation of Irish farmers, teams were challenged to install 20 metres of fencing. *"The Young Farmers Competition celebrated future talent,"* Clark says. *"The AFI*

is proud to support this talent progression and looks forward to seeing these rising stars continue to thrive."

The winners of this year's professional competition were: Peter Redgwell and Stuart Miles in first place, Jack Bennett and Henry Evans in second place, and Matty Cummings and Pauric Carroll ended up in third place. ■





2025 Fencing Awards presented by The Stig

Fast Cars, Fencing Excellence, and a Night to Remember

The UK Fencing Industry Awards, hosted by the Association of Fencing Industries (AFI), return on 13th November 2025. And according to the AFI, this year's celebration promises to be the biggest and boldest yet — set against the stunning backdrop of Mercedes-Benz World.



"As always, the Awards will shine a spotlight on the achievements of contractors, suppliers, apprentices and industry professionals across a wide range of categories," says CEO Pete Clark. "They'll recognise dedication, skill, and best practice in everything from agricultural fencing to high-security installations."



THE STIG

This year, the AFI is thrilled to announce Perry McCarthy — better known as the original Stig from BBC's Top Gear — as the guest speaker of the event, who will be presenting and handing out the Awards to their winners. "Perry is a former F1 driver, best-selling author and a truly compelling speaker," says Clark. "He'll be bringing a blend of high-octane humour, insight and energy that's sure to entertain and inspire. So get your entries in for the unique experience of hearing the Stig speak, unlike in Top Gear!"

F1 SIMULATOR

The event will begin at six in the evening and includes a champagne reception, bar, and three-course dinner, followed by the awards ceremony and an evening of celebration and networking. "Mercedes-Benz World is an iconic venue that perfectly matches the ambition and innovation of the fencing industry," says Clark. "Attendees will also be able to test their skills on the F1 simulator experience, with a prize on offer for the fastest lap of the night." The costs of the event are covered by sponsors. "The Awards simply wouldn't be possible without the outstanding support of our sponsors, who we'd like to thank for their generosity and commitment to raising standards across the industry."

CALL-OUT

"So whether you're a seasoned contractor, a rising apprentice, or a supplier supporting the trade, there's a category for you," Clark concludes. "It's an amazing chance to celebrate your work on a national stage. So join us at Mercedes-Benz World for a night of inspiration, recognition and a little racing rivalry — it's the fencing industry event of the year, and we can't wait to celebrate with you. Please note, you don't need to be an AFI member to enter!"



The Stig

The Stig is a masked, anonymous racing driver featured on the British TV show *Top Gear* and later on *The Grand Tour*. Dressed in a (first black, later white) racing suit and helmet, The Stig's identity is never revealed, adding to the character's mystique. The role is to set lap times for cars tested on the show, drive in challenges, and train celebrities for segments like 'Star in a Reasonably Priced Car.'

Multiple professional drivers have played The Stig over the years. The first, from 2002 to 2003, was Perry McCarthy, a former Formula One driver. Ben Collins, a stunt driver and racer, was The Stig from 2003 to 2010 but left after revealing his identity in a 2010 autobiography, causing a stir. Other drivers, like Phil Keen and Chris Harris, have taken the role in later iterations, with some seasons featuring multiple Stigs for different tasks.

The character's secrecy, deadpan humor, and superhuman driving skills make The Stig a cult figure, often introduced with absurd facts, like "Some say he's a tame racing driver... and that he once punched a horse to the ground." The Stig remains a symbol of automotive prowess and mystery.

British Fencing Industry Prepares for **FENCEX**





The countdown has started: the twelfth edition of Fencex will be held in Stoneleigh, just outside Coventry on the 15th of October. This year, the show is being organised for the first time by the Association of Fencing Industries, which purchased the rights two years ago from founder Ian Law.

The fair will be bigger and more interesting this year than in previous years; we already wrote about it in issue 27. The BRE will conduct live burglary tests, and there will be a Best Practice Day on the outdoor area where installers can learn the best techniques from practice. Similar to previous editions, there will also be various seminars this year. *"The UK's biggest fencing exhibition is shaping up to be an unmissable event,"* says Pete Clark from the AFI. *"The show brings together leading manufacturers, contractors, specifiers, and suppliers for a packed programme of new products, exhibitions, education, and live demonstrations."*





BEST PRACTICE DAY

The AFI & AFA Best Practice Day returns at FenceX 2025. *"The Spring event at Harper Adams was sold out,"* Clark says. *"The Fencex Edition will be bigger, broader, and even more hands-on."* This full-day practical showcase will take place outdoors alongside the main exhibition. Visitors will experience two full lines of fencing — one in metal, one in wood — featuring deer netting, horse netting with electric top rail, and stock fencing, as well as live demonstrations on adapting strainers, strutting, turners, and wire work in varied ground conditions. Linewatch will be present with utility identification guidance, and there will be wellbeing support for industry professionals.



EXPERIENCE

"The demonstrations will be led by some of the UK's most respected and experienced fencing contractors," says Clark. "Including James Corbett, Rob Bell, Charlie Wright, Peter Redgwell, Stuart Miles, Mark Evans, Nic Quan, Jono Bradley, Si Gibbs, Lewis Knox, Rory Samson, and Duncan Samson. This is practical, real-world learning you won't find anywhere else in the industry. And it's completely free to attend as part of your FenceX visit."

SHOW

The exhibitor list reads like a who's who of fencing, security, and access control. "Brands such as IAE, CLD, Barkers, Zaun, Lochrin Bain, Alexandra Security, First Fence, Birkdale, Henry Squire & Son, Gatemaster, Harper Chalice/Hirsch, Borg Locks, and DHF have all confirmed," says Clark. "Alongside international exhibitors like Locinox from across Europe and beyond. This year's show also includes representation from manufacturers of hoarding, concrete products, wire mesh, agricultural systems, automation, and more."

LIVE TESTING

A key feature of the day will be – according to the organisers – the largest destruction testing schedule ever held at a UK fencing show. Clark: "Barkers Fencing, Zaun, CLD Physical Security Systems, CLA Security Fencing Systems, Fastline, IAE, Henry Squire & Son, and First Fence will all push their products to the limit, in front of a live audience under the expert eye of BRE. And the Gate Automation Zone, curated by DHF, will showcase powered gate solutions and access control innovations, alongside a packed seminar programme."



BACON ROLL

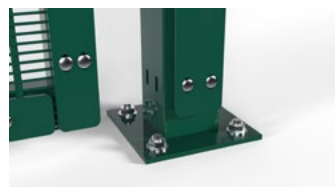
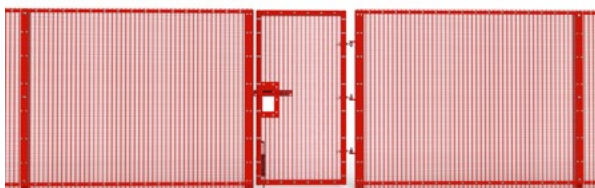
Entry is completely free. "To avoid queues at the entrance, it would be great if visitors would register in advance on the FenceX website though," says Clark. "Everybody is welcome: FenceX is open to all industry professionals: contractors, suppliers, clients, and specialists." The majority of FenceX visitors come from the UK. For them, the easiest way is to go by car, as Stoneleigh Park is relatively central in England but also somewhat remote. International visitors are best flying to Birmingham Airport. From there, they can take a train or express bus to Coventry, from where a local bus can take them to Stoneleigh Park. FenceX will be held on October 15. The Best Practice Day begins at 10:00 AM, the exhibition hall opens at 9:00 AM. The live tests will be conducted between 10 AM and 4 PM. The event lasts until 4.30 PM. We at Fencing Times will of course be there too — see you there! ■

First Fence

aims to shake up high security market

First Fence, a fencing and gates manufacturer from Swadlincote in the Midlands, is stepping into the high-security market. The company announces a range of SR2 (B3) rated fencing systems according to LPS1175. The first is a mesh system called Profence 2X, that will be unveiled with a live demonstration at Fencex.

The new range was born out of frustration with long lead times, slow quoting processes, and what First Fence calls a “big boys’ club” where pricing was opaque and customers waited days for answers. “Until now, we were trading the systems of some of the other producers,” explains First Fence founder Vinny Kotecha. “We were losing projects because of their slow responses. That’s why we decided to build our own systems. Profence 2X is just the first – we’ll also be launching high security railings, anti-climb railings and acoustic fencing systems at both shows, all of them with accompanying single and double gates.”





Toby Roberts-Davies

First Fence

FAST

"With our own systems, customers have the transparent and fast pricing, online configurators, and market-beating delivery times that we are known for," Kotecha continues. "Profence 2X will be the first SR2 fencing system in the UK available on an e-commerce platform. Customers will be able to configure sites online, including gates and corners. They will get instant pricing instead of waiting days for quotes and they'll be able to download operations and maintenance guides, tailored to their project dimensions. It will break the secrecy and definitely annoy the big suppliers – and that's the point."

SYSTEM

Profence 2X is available in 2 metre, 2.4 metre and 3 metre heights with options for bolt-down or dig-in installation. The system consists of heavy-duty prison mesh panels with 10 millimetre vertical and 4 millimetre horizontal wires, stronger than standard 358 mesh. Horizontal clamp bars at the top and bottom prevent attackers from cutting down the fence edge. The posts are 80 millimetre square hollow sections, with their own clamp bars. The system comes with swing gates up to 5 metres in single leaf and 10 metres in double leaf configuration, tested to the same SR2 standard.

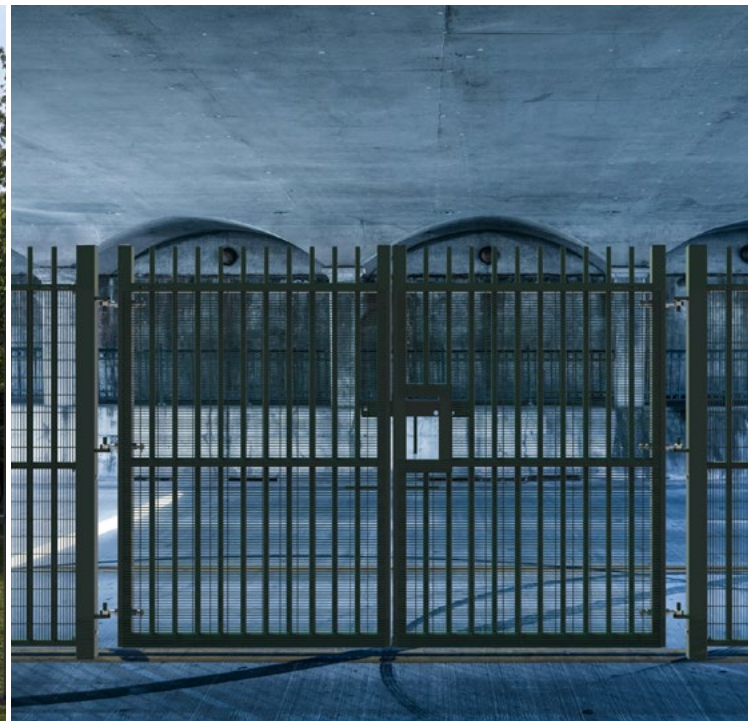


LEAD TIMES

The panels, posts, clamp bars and fixings will all be stocked in pre-galv. "This will enable lead times far shorter than the current industry standard," says Toby Roberts-Davies, who lead the development of the new systems. "Currently, we need 3 to 4 weeks after the order comes in. If there are no gates, it might even work in 2 weeks. But we're streamlining as we go and the goal is to be able to supply any full project within 2 weeks of lead time." The new Profence 2X will be live tested by the BRE at Fencex in the special demonstration area. The system will be ready for order before the end of the year.

ENVIROPROTECT

The next security system First Fence will bring to the market is EnviroProtect. "It's a market-leading, no-weld security railing system, developed in-house and produced with a patented process," says Roberts-Davies. "EnviroProtect delivers a 98 percent reduction in CO₂ emissions compared to traditional welded systems. More and more, specifiers value environmental friendly solutions. But the main advantage is its softer appearance. Not every site wants an LPS 1175-certified mesh or palisade system. EnviroProtect is ideal for visually sensitive sites such as schools, colleges and utility areas within residential settings that require an SR1 (A1) rated fence. The system was developed in direct response to contractor feedback."



WHAT IS LPS1175?

LPS1175 is the Loss Prevention Standard, developed by the Loss Prevention Certification Board (LPCB) of the Building Research Establishment (BRE). It sets out attack testing procedures for building components like fencing, gates, and doors. A product that passes, earns an LPCB certificate – a mark of trusted security performance.

SR1 VS SR2

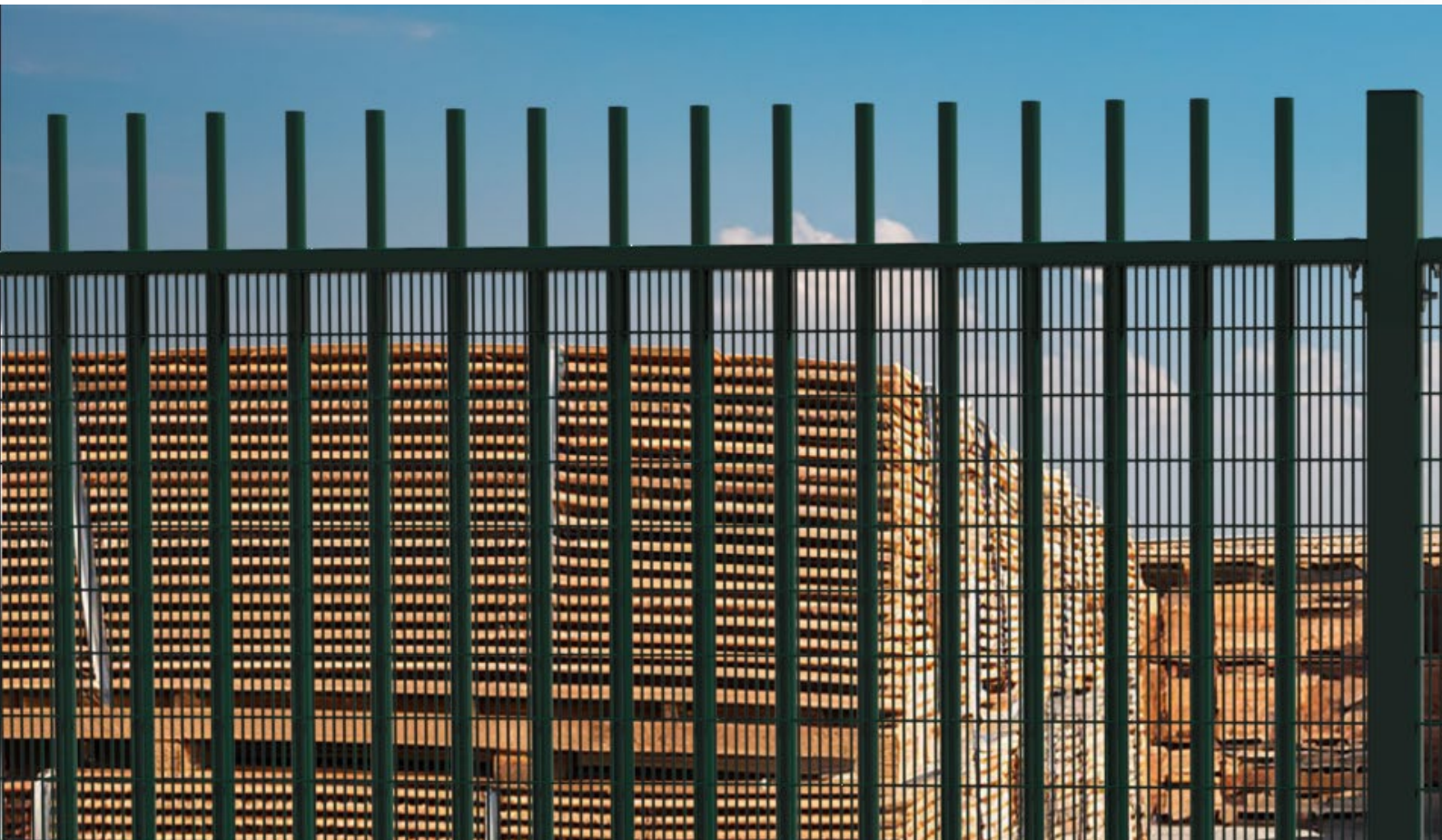
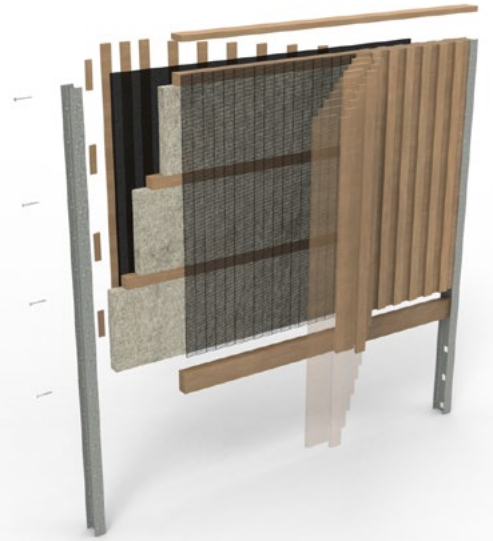
Under the older naming, Security Rating (SR) levels classified products by the tools and time needed to breach them. SR1 resists opportunistic attacks with basic tools like pliers and screwdrivers and withstands forced entry no quicker than 60 seconds, while SR2 withstands more sustained attacks using a wider set of hand tools, giving security teams more time to respond. The fencing system of this article, Profence 2X, achieved SR2, making it suitable for sites needing higher perimeter security than SR1 fencing can provide.

ISSUE 8 AND THE MATRIX

Since Issue 8 of LPS1175, the Security Ratings use a matrix with two variables. A letter (A–H), to describe the tool set used in the attack, and a number (1–20) to describe the time in minutes attackers are withheld. For example, B3 means tool set B with a three-minute delay. SR2 corresponds to B3, while SR1 is A1 under this new system. The matrix makes it easier to compare systems for specific threats and response times, but many in the industry still use the older SR1 and SR2 terms for simplicity.

ENVIROPROTECT ANTI-CLIMB

For projects that demand a certified railing system with a softer look, but enhanced anti-climb protection, First Fence developed a more substantial version of EnviroProtect, incorporating 358 prison mesh. *"This solution still offers the appearance of an ornamental fence, while delivering complete climb prevention,"* says Roberts-Davies. *"All while maintaining full LPS 1175 SR1 (A1) certification."*



ACOUSTIGUARD

The latest addition to the new high security range is AcoustiGuard. It's an acoustic fencing system tested and compliant with EN 1793, the standard for Road Traffic Noise Reducing Devices. "This really opens up a new sector for us," notes Roberts-Davies. "Historically, the noise barrier industry has been dominated by just a few companies offering reflective systems. AcoustiGuard ticks more boxes – it also absorbs noise – and as a bonus meets LPS 1175 SR1 (A1) requirements. We're really looking forward to launch this system."

HIGH SECURITY SYSTEMS

"The demand for high security systems is huge at the moment," Vinny Kotecha takes over again, "But the supply is poor. We want to break up the big boys club of high security people always selling to high security specifiers. We want to give all fence installers an option to sell high security fencing and so make it accessible for more people, whilst maintaining the critical nature of selling the right system to the right project. With configurators and calculators on the website where people see prices and lead times instantly. Where you can download the operations and maintenance guides without having to ask. With lead times that are way better than the current lead times on the market. That's our plan." All new systems will come to the market in the upcoming months. Fencing Times will present them in detail in upcoming issues. ■





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FENCES IN THE NEWS



CIA HAS ITS FENCING IN ORDER

Langley,
Virginia

Langley, Virginia – If there is one institution where you'd expect perimeter security to be in perfect shape, it's the CIA. And that does seem to be the case, at least at the headquarters on the Potomac River in Langley. Near that headquarters, on the George Washington Parkway, Immigration and Customs Enforcement (ICE) agents attempted to pull over a car this summer carrying three undocumented migrants. The

driver tried to flee but soon got stuck. The suspects then jumped out and ran onto the CIA campus on foot. They tried to climb the fences but failed. A little later they were arrested. Four more undocumented migrants in a second car were so startled by the chasing ICE agents that they also fled on foot – three of them ran straight into the CIA perimeter fences and were likewise arrested.

The CIA was not at all happy with the ICE operation. Even though no unauthorized person actually entered the grounds, a full-scale alarm was triggered, leading to a

lockdown in which, for an hour, nobody was allowed in or out until the entire perimeter had been checked. The ICE agents were politely asked to carry out future stops a bit further down the road. The ICE officers themselves, however, were quite pleased with the outcome: all the arrested suspects turned out to be undocumented, and one of them had already been deported twice. Nobody knows which Virginia contractor installed the CIA's perimeter fencing, but he can be proud of his work as well – not a single one of the migrants managed to get over the fence. ■



CITY OF ESSEN AND DEUTSCHE BAHN ARGUE OVER FENCE

Essen,
Germany

In this column we often tell stories about neighbours quarrelling over a fence. Usually these are private citizens, but that doesn't mean public authorities and state-owned companies can't clash as well. A dispute between the City of Essen and Deutsche Bahn proves just that.

What's the story? On the southern edge of Essen there's a pedestrian and cycle bridge crossing both a railway line and a motorway slip road. The bridge belongs to Deutsche Bahn, but the company has wanted to get rid of it since 2023. The Bahn is under enormous pressure because in Germany hardly a train runs on time, and it has been selling off any properties that have nothing to do with the rail business – including footpaths, cycle paths, roads and, in this case, the bridge in Essen. Maintenance takes time and money: in winter it needs gritting,

someone has to check regularly that the structure hasn't collapsed, and if Deutsche Bahn had its way, all of that would become Essen's problem.

Sounds reasonable, but of course the City of Essen has no desire to first buy the bridge and then also pay for its upkeep. So they shoved Deutsche Bahn's proposal into a drawer and left it there. After years of being strung along, Deutsche Bahn finally lost patience in September: the bridge was sealed off on both ends with a solid twin wire mesh fence. But the move was heavy-handed – no prior notice, no detour routes signposted, not even a few red-and-white reflectors. Anyone inattentive in the dark could easily ride straight into it. The city was soon flooded with complaints from residents now forced to take long detours. Essen then ordered the Bahn to remove

the fence, but the company didn't respond. *"It's our bridge,"* someone there must have thought. *"You don't want it. So whether we put up a fence or take it down, that's for us to decide."*

At that point the City of Essen took matters into its own hands and dismantled the fence – on Deutsche Bahn's property – so that the cycle path could once again be used. The city argues that civil law takes precedence over property rights here: any traffic space dedicated to public use must remain freely accessible. Deutsche Bahn, on the other hand, considers itself in the right, but whether it will actually take legal action against the city remains unclear.

Still, the Bahn did achieve one thing with its move: the file was dusted off, and the problem is once again on the city's agenda. To be continued, without a doubt. ■



Whitchurch, UK – Another little gem from the British tabloid press. What's going on? Two panels from the fence around the Sainsbury's supermarket in Whitchurch were blown over and are now lying in the garden of a couple living next door. The fence is apparently a bit old and in poor condition. A year ago the panels first tilted, and since then the neighbour has been emailing back and forth with the supermarket management and Sainsbury's head office about the damaged fence. But the supermarket managers had other things on their minds than worrying about two crooked panels and kept stringing the man along. Last August the two panels finally fell flat, at which point the local paper was called in and even a Member of Parliament was contacted. Because a supermarket that doesn't maintain its fence – well, that just can't be tolerated. What followed was a tear-jerking, clickbait-style story that used every possible angle to shame the 'big bad supermarket' – though most of the arguments made little sense. First, the couple claim they can no longer enjoy their garden. The garden in question is



a bare patch of grass where there was never much to enjoy anyway. Second, they say they can't let their seven-month-old puppy run free in the garden, for fear it might tumble onto the supermarket car park two metres below. As if it's the supermarket's responsibility that your dog doesn't run away. If you really want your puppy to play outside unsupervised, why not put up your own fence?

The question the article never asked: why didn't the man just step outside himself once it was clear the fence wasn't a priority for Sainsbury's? With a cordless screwdriver, five long screws and

a few scraps of wood, the fence could have been standing again in ten minutes. The puppy could have played happily in the garden all summer. The view of the bare lawn would have been "restored." And the neighbour wouldn't have had to fire off endless emails to Sainsbury's, involve the press and an MP, or waste so much time.

Still, all that fuss wasn't for nothing: Sainsbury's was contacted by the journalist, offered apologies for the long delay, and promised that a fencer would be called in straight away to repair the panels. All's well that ends well. ■



Whitchurch,
UK

WHINY COMPLAINING COUPLE TOO LAZY TO PUT TWO FALLEN FENCE PANELS BACK UPRIGHT



WOLFERSDORF FIRE BRIGADE HAS TO SLALOM AROUND FENCE WHEN CALLED OUT

Wolfersdorf,
Germany

Wolfersdorf, Germany – For our next quirky story we turn to Wolfersdorf, a small village in Bavaria. There the local volunteer fire brigade has found itself caught up in a neighbourly dispute. More precisely: the neighbour is in conflict with the municipality, and the fire brigade is the victim. Back in the seventies the municipality built a fire station, combined with a clubhouse for various village associations. The fire station was built right next to a Raiffeisen warehouse. Space was tight – the building looks as if it had been squeezed into a forgotten corner. No parking was provided, since

the Raiffeisen property had plenty of room. The warehouse owner didn't mind. Nor was it a problem that the fire trucks had to drive partly across the warehouse yard to reach their garage. The municipality and the warehouse owner got along well, and no legal right of way was ever recorded. Things changed in 2024 when the Raiffeisen warehouse was sold to a new owner. He wanted the municipality to pay for the use of his land. He asked 600 euros in monthly rent for the parking spaces and the fire station entrance. The municipality thought that was too much and

was only willing to pay 300. And then came the twist: association members were chased off the parking area, and a brand-new fence was put up in front of the fire station entrance to keep the fire trucks off the neighbour's land. Now, when responding to an emergency, the fire brigade has to weave through a tricky slalom – and if cars are parked on the street, they even have to shunt back and forth. An ironic detail: the municipality had the first right of refusal when the warehouse was sold, but declined to use it. Negotiations are still ongoing, so this story is bound to continue. ■

