





various Facebook groups. By now, we should be used to it. But once again, this was one of those tales that made our fencing-blood boil.

So, what happened this time? A fencing contractor we know - someone with a reputation for doing high-quality work installed an aluminium privacy fence for two neighbours, right on the shared boundary of their properties. Sixteen metres long, with a height difference at one point. He gave thorough advice, thought along with the clients, and eventually came up with a fair price. Everyone agreed.

Then came the installation. As usual, there were a few last-minute changes, meaning a couple of extra aluminium needed. boards were The contractor sent someone to the factory - an hour's drive - to pick up the two profiles at the last moment.

store to buy 30 euro's worth of PVC pipes and clamps, so the line could be repaired right away.

Once the installation was finished, the fence looked immaculate. The lines were razor straight, the height just right, everything perfect. The contractor sat down to make the invoice and thought: "I'm not going to squeeze the client dry." He only billed for the two extra aluminium profiles - not the diesel or man-hours it took to collect them, not the clamps or materials to fix the pipe. He simply didn't feel like arguing over 30 euro and who was at fault for the broken pipe.

"A decent guy, that contractor," you might think. But his client clearly saw things differently. This was one of those people who think: "If I don't haggle something off the price, my mates at the cricket club will laugh at me - so I have to find something to complain about."

repair might cost around a 100 euros. He offered to deduct 300 euros from the invoice - temporarily - until the damage was fixed. But the client's wife misunderstood and said, "We agree with that amount." The contractor quickly clarified: "I meant that you may hold back 300 euro until the post is repaired." He watched the woman's smile fade into disappointment.

Which told him all he needed to know: this wasn't about those tiny scratches no one would ever notice again. The client simply wanted to wring a few hundred euros off the bill. When the contractor wouldn't play along, the discussion escalated - and now the entire post had to be replaced.

"The kinder you are to your customers, the more they think they can strip you bare," wrote the contractor in his message to us. And that statement might just be true - at least when it comes to the moaners. If they're dealing with a cold, hard businessman, they sense there's little to gain. But when you're kind, they see room to squeeze.





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The Fencing Times is published in both print and digital editions.

More than 17,000 readers in 7000 businesses across Austria, Belgium, France, Germany, Ireland, Luxembourg, the Netherlands, Switzerland and the UK read the Fencing Times in their own language. An additional English-language digital edition is sent to readers throughout Europe.

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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.



FIXER-UPPER

Andreas Linse from Limes Brothers Zaunbau in Ludwigsfelde came across this gate in Mallorca, in the picturesque village of Cala Ratjada. The gate itself could use a bit of a spruce-up, but that doesn't detract from its beautiful ornaments. A splendid piece of old craftsmanship. Thanks, Andy!



ORNAMENTS

Katrin Kunert from TAM was in the beautiful city of Dresden this summer. There, she came across this gate at one of the entrances to the Residenzschloss. The Residenzschloss is the former main residence of the electors and kings of Saxony. The construction of the four-wing complex began in 1548 under Elector Moritz, designed by Caspar Vogt von Wierandt in Renaissance style. It was only completed in 1901 by King Albert, based on updated designs by Gustav Dunger and Gustav Frölich in Neo-Renaissance style. In 1945, it was completely destroyed by the British and Americans during the Dresden bombing, but since 1986, the Residenzschloss has been rebuilt for the Staatliche Kunstsammlungen Dresden and is now one of the city's most visited museums. Particularly noteworthy are the Grüne Gewölbe, the Kupferstich-Kabinett, the Münzkabinett, the Rüstkammer, and the ceremonial rooms of August the Strong. But









TREE FENCE

In this category, we often see pictures of fences that have completely merged with trees or bushes over time. Here's another one, from Inga Dohmes of Marschall + Hansen Zaunanlagen in Kerpen, near Cologne. "We came across this fence while on vacation in Austria," she wrote to us. "The old wooden fence was completely grown into the trees along its entire length. With the tree in the photo, the merging worked out best—we call it a bio-tree-post. The tree and the fence planks have become one here." Thanks for the photo, Inga!



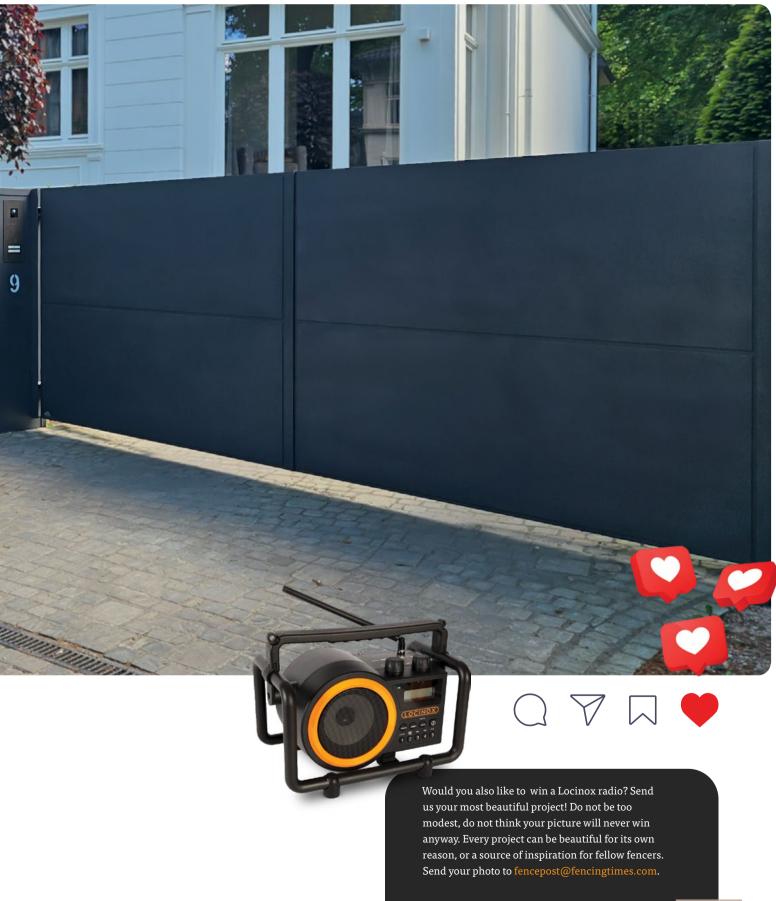


Photo of the Month

CLASSIC AND MODERN

This month's photo comes from Fabio Schammer of Nordzaun in Rosengarten, a village near Hamburg. He and his team created this ultra-modern gate for a classic villa in Hamburg. A beautiful combination, Fabio! The Locinox construction radio is coming your way!





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UK & Ireland

FAC expands Reverse Radius System

ISOLA VICENTINA, Italy – Gate hardware manufacturer FAC is expanding its Reverse Radius system. With a (Reverse) Radius kit, customers can have sliding gates open around a corner, running on a curved track.

The difference between the Radius and the Reverse Radius is that in the latter, the guide post is not positioned in the gate's opening space but, so to speak, around the corner. This keeps the passageway as clear as pos-

sible. For applications with even less available space, FAC is now extending the kit with a version for gates with an opening of 2.5 meters. The total space required for the smallest version of the system is now 2.9 meters. ■



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Bobcat shows off new compact excavators on Demo Days

DOBŘÍŠ, Czech – Excavator manufacturer Bobcat organised this year once again the Bobcat Demo Days. The event took place from 26 May to 4 June at the company's European headquarters in Dobříš, near Prague. Hundreds of customers from across Europe, the Middle East and Africa attended to test more than seventy machines and attachments.

This year's edition featured the first public demonstrations of Bobcat's updated R2-Series mini excavators in the one to two tonne range. The new models replace the previous M-Series machines and include a redesigned hydraulic system that allows operators to

perform multiple functions at once, even when using power-hungry attachments like flail mowers.

Attendees could try out a wide range of Bobcat products, from compact loaders and telehandlers to portable power equipment and forklifts. A new remote engine disable and enable feature for the company's telematics platform, Machine IQ, was also presented, along with a collision warning system for skid-steer loaders.

The Dobříš site combines Bobcat's European production, training and innovation facilities, making it a key location for testing and developing new machines. ■





DEMO DAYS





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UK & Ireland

Dirickx Systems opens new factory





PIOVENE ROCCHETTE, Italy -

Drive systems manufacturer DEA, based near Vicenza, introduced a new emergency battery with solar panel in June, under the name Green Energy-X. This solution allows customers to keep drives and access control accessories operational not only during power outages but also at locations where no mains power is available at all. The batteries charge when the sun is shining and ensure that energy is available at night or during overcast conditions.

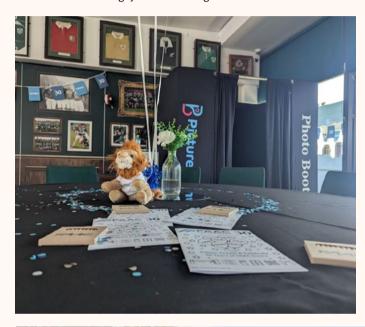


UK & Ireland

Faac UK hosts Family Day

BASINGSTOKE, UK – The UK branch of Faac took the 60th anniversary of its Italian parent company in June as an opportunity to organise a fun family day. For the occasion, the premises of the London Irish Rugby Club in

Hazelwood were rented out on a Saturday. All colleagues from Faac UK, Faac Entrance Solutions UK and HUB Parking Technology UK were invited to bring their families and enjoy a pleasant day together.









Hörmann Acquires Holler

WAGNA, Austria – Rumors had been circulating in the market since the Perimeter Protection event, but it was only at the end of June that it was officially and definitively announced: The Austrian sliding gate manufacturer Holler Tore from Wagna, near Graz on the Slovenian border, has been acquired by the garage door multinational Hörmann from Steinhagen, Germany, located between Dortmund and Hannover.

Hörmann was founded in 1935 by August Hörmann, who produced steel doors. His son Hermann purchased the production rights for the so-called 'up-and-over' doors in 1952 from their American inventor, Glenn Berry. The Berry gates were the breakthrough for the company, which eventually grew into a group with over a hundred branches worldwide, employing more than 6000 people and generating over one billion euros in revenue.

With the acquisition Holler Tore, the Hörmann Group expands its product portfolio with aluminum sliding gates, swing gates, and fencing systems for use in the industrial and commercial sectors, as well as in private residential construction. "With the purchase of Holler, we are excellently positioned to grow sustainably in the attractive market for property boundary gates," says Christoph Hörmann, who leads the group with his brother Martin in the fourth generation. "Together, we create the foundation to seize new market opportunities."

This is not the first acquisition in 'our' industry: in 2017, the Italian company Pilomat, a manufacturer of bollards and roadblockers, was acquired. Additionally, the barrier manufacturer Hermann Automation could be considered



part of our industry, although it primarily focuses on parking garages.

Holler Tore will remain an independently operating company under the Hörmann umbrella. The management remains in the hands of the Holler family: Ewald, who founded the company in 1992, his wife Brigitte, and their daughter Lisa will continue to lead the company as before. "After more than 30 years of successful entrepreneurship, I look

forward to leading our company into a promising future as part of the Hörmann Group," says Ewald Holler about the sale. "The shared values and long-term vision of both companies give us confidence that Holler Tore will be even more successful within the Hörmann Group in the future."

Through targeted synergies with the Hörmann Group, Holler Tore's market position is expected to be further strengthened. In Germany, Austria, Switzerland,

and Italy, the company will continue to operate independently in the market. "For our partners in these countries, nothing changes, and the usual contact persons remain available to them," emphasizes Lisa Holler. "In all other countries, sales will now take place in close coordination with the Hörmann Group. The acquisition opens new opportunities for us without neglecting our roots. We remain a reliable partner while broadening our horizons."



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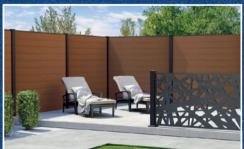
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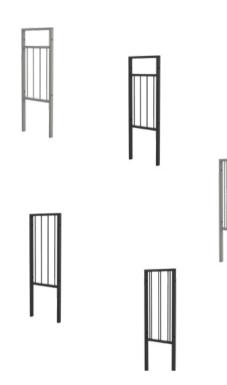
First Fence, a fence manufacturer from South Derbyshire, upgrades its pedestrian guardrail systems to be fully compliant with BS 7818, to meet growing demand from local authorities and contractors.













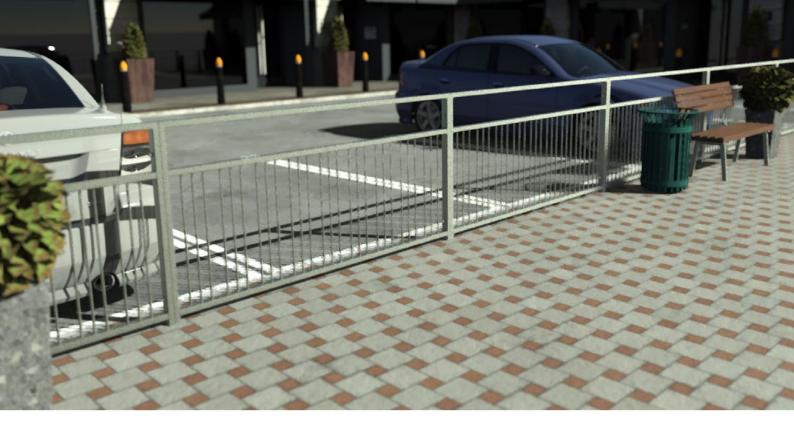
"BS 7818, the standard for pedestrian guardrail, was published in 1995," says Toby Roberts-Davies from First Fence. "But it's only until recently, that there's been a lot of push for compliance with that standard. That triggered us to review the entire specification and made a series of improvements to bring our pedestrian guardrail in line with BS 7818. These include changes to the frame, infill spacing and structural strength."

TYPES

The updated range includes PG1 and PG2 guardrails. PG1 is supplied without a sight top, while PG2 includes a sight top to improve visibility for wheelchair users and children. First Fence also offers four infill patterns: standard, staggered, double staggered and triple staggered. "Staggered patterns are designed to maintain driver visibility

at various road speeds and curves," says Roberts-Davies. "They are an important consideration in urban planning. The infill bars measure 12 millimetres in diameter and are spaced at 110 millimetres centres – that's a 98 millimetre daylight gap – to prevent climbing and enhance safety."



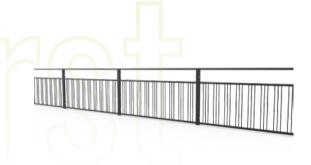






STOCK

Guardrails are available in widths of 0.5 metre, 1 metre and 2 metres. The total panel height is 1.4 metres with an installed height of 1 metre and a ground clearance of 50 millimetres. The frame is made from 50 by 30 millimetre RHS and comes hot dip galvanised as standard, with optional powder coating in a range of RAL colours including green, black, red, yellow, blue and dusty grey. First <mark>Fence</mark> has manufactured large volumes of PG1 and PG2 guardrails, holding over one thousand of each in stock. They are available for next-day and same-day delivery. Additional staggered infill variants will be stocked next year but are already available with a three-week lead time.







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Busy day at Aligates

open house

Fencing and gates manufacturer Aligates held an open day in June. Customers from across the UK, Ireland, and even the Isle of Man came to the company in Warrington, a city between Liverpool and Manchester. "It must have been the largest gathering of gate automation engineers and suppliers for many years," says sales director Kevin Brooker. "We had representatives from 2T-Technology, AES, Akuvox, BFT, Came, CDVI, Comunello, DEA, Fadini, Instarmac, Locinox, Roger Technologies, and Videx. These are the companies you have little contact with as a gate installer because they supply through dealers, but from whom you may sell many of their products. During our open day, everybody had the chance to ask them questions about the products they work with, enquire about new developments, and to give feedback. Lots of people used the opportunity; we saw many good conversations."

Aligates also showed its factory extension from four to seven units. "There is now 50 percent more space for production. Additionally, we set up a new showroom and now also have a training room where we can conduct sales and technical training." During the open day, visitors were guided around in small groups to see the powder coating line, the development area, the CNC department, and the final assembly line.









Aligates made sure there was plenty of food and drinks available throughout the day. "It was a resounding success," says Brooker. "The sun was shining, the atmosphere was buzzing, and the entire day went off without a hitch - our carefully planned programme ran as smoothly as could be. We were delighted to welcome around 200 visitors on our guided factory tours, which proved to be a real highlight! I'd like to extend our sincere thanks to everyone who attended and helped make the day such a success, with a special mention going to our suppliers for their generous prize $% \left\{ 1\right\} =\left\{ 1\right\} \left\{ 1\right\} =\left\{ 1\right\} \left\{ 1\right\} \left\{$ donations — your support means the world to us. We'll definitely organise a day like this again." \blacksquare







Locinox launches motorized hinge for pedestrian gates – the Magnus

This summer, the Belgian gate technology manufacturer Locinox from Waregem brings the Magnus to the market: a motorized gate closer and hinge in one, combining aesthetics and safety with ease of use.

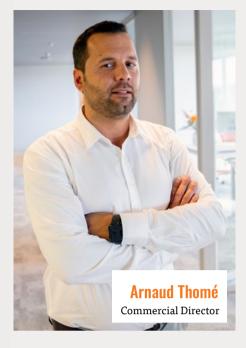
"Our first motorized gate closer, the Venus, had a very successful launch," says Arnaud Thomé, Sales Director for Europe.
"Customers love it, and the sales figures exceeded all our expectations. The demand is particularly high among wheelchair users and people with limited mobility. They gain a piece of independence back, as they are less dependent on caregivers, neighbors, or passersby. The Venus changes their lives. That's why we immediately wanted to create a motorized version of our Mammoth – a gate closer and hinge in one. That became the Magnus: the first motorized hinge for pedestrian gates on the market."

MOTORIZED

The motorized gate closer is a new product designed by Locinox. It is intended to bring the convenience, comfort, safety, and access control of automatic doors typically used indoors, outdoors. "Users can open the gate with a light push or pull, after which the motor takes over and smoothly opens the gate," explains Thomé. "You can combine the motorized gate closer with all forms of access control, such as a push button or keypad. In that case, the gate opens without you having to give it that initial push. In both cases, it makes it easier for your visitors to use the gate. Once the person has walked through, the gate automatically closes behind them."







SAFE

Like the Venus, the Magnus is equipped with a reversible brushless motor designed for intensive use. As soon as the motor detects an obstacle while opening or closing, it immediately stops exerting force. During closing, it reverses the movement and slightly reopens the gate. "In the standard 'Low Energy' mode, no safety edges or photo cells are needed," says Thomé. "The reverse function protects all users, preventing them from getting trapped. At the same time, this reverse function prevents blockage or damage to the mechanics or electronics, even if you constantly move the gate leaf back and forth."

MAGNUS

The new Magnus not only combines gate automation with a gate closer but also with a hinge. "With the Magnus, we go a step further than with the Venus," says Thomé. "The Venus is like a motorized Verticlose. It's ideal for motorizing standard gates. They come with their own hinges, and it doesn't really matter what dimensions those hinges have or where they are mounted on the post. The Venus always fits. The Magnus is the motorized version of our Mammoth. It has a more aesthetic design without an arm and is primarily intended for manufacturers and gate builders who want to integrate a gate closer into the design of their gate from the start. The gate closer and hinges are ideally aligned, and all resulting forces are evenly distributed."

INSTALLATION

The Magnus is attached using Locinox's own Quick-Fix plugs, in holes drilled with a supplied template in both the post and the gate leaf. A compact connection box with power supply is included for the electrical connection. "After that, you configure the gate closer with our app," says Thomé. "You connect your phone via Wi-Fi and are quided through all the settings step by step. It is extremely easy."

APPLICATION

Like the Venus, the Magnus is specifically designed for all situations with high pedestrian traffic or where pedestrians do not have free hands. "At schools, airports, hospitals, and other public buildings, at hotels, you name it," says Thomé. "But it's also very convenient for residential applications. Private users with bicycles, wheelbarrows, strollers, and heavy shopping bags need to pass through the gate. They enjoy the convenience of automatic opening while being sure the gate closes neatly behind them, preventing dogs or grandchildren from running into the street. You can really use them on many projects."

SPECIFICATIONS

The Magnus is suitable for gate leaves up to 1.5 meters wide and with a maximum weight of 200 kilograms. The motor operates on both 110 and 230 volts and has a torque of up to 100 Newton meters. There are also three configurable output ports with 24 volts DC, where you can power lighting or access control accessories. The system is resistant to temperatures from -30 to +70 degrees Celsius and is IP56 certified. The housing is made from anodized aluminum and is available in black and silver. The Magnus has been available since this summer.











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BRILLIANT OTTAWA PROVINCIAL GOVERNMENT REMOVES FENCE AROUND PRISON

NAPANEE, Canada - In a little village in Eastern Canada, an uproar has arisen because the Ottawa provincial government had a great idea. In the village of Napanee, there's a prison, the Quinte Detention Centre, and it needs to be renovated. They're adding 66 beds. Now, the expansion of that prison in itself isn't such a problem for the Napanee folks, but the fact that a fence is being removed because of it is. The fence is being taken down to give the contractors doing the renovation access to their workplace. However, inquiries from a concerned resident revealed that the Ottawa province has no plans to put a new fence

cording to the provincial government, because there's no exercise yard on that side of the prison. The residents of Napanee have serious doubts about this. If someone, so to speak, leaves a window open somewhere, the prisoners will be out on the street in no time. The prison is located right along Highway 401, via which potential escapees could immediately disappear in seventeen directions after their breakout. Moreover, the prison is right next to the village of Napanee, and the residents there are, of course, terrified that escaped murderers and rapists will start murdering and raping in their village. The chance of the latter seems small, because the Quinte Detention Centre mainly holds people arrested for minor offenses like driving under the influence and theft, but still, we share the concerns of the Napanee folks that it's not a good idea to have a prison without a fence in your village. Ottawa provincial government, a fence isn't that expensive. Compared to the construction costs of a prison wing for 66 beds, the cost of a few meters of fencing is negligible. Call a local fence builder quick! ■

back up. That's not necessary, ac-



CITY GOVERNMENT IN NEW YORK TREATS HOMELESS LIKE ANIMALS

Syracuse, New York

SYRACUSE, New York - A few editions ago, we had a report about the city of Minneapolis in Minnesota, where the city government put up construction fences around all the popular hangouts of tramps and homeless people. A museum and a library with some wooden benches in front, all sorts of cozy seating areas in a park, and a whole bunch of other facilities that were actually meant to make the lives of Minneapolitans more enjoyable were suddenly no longer accessible. In Syracuse, a city of 150,000 inhabitants in the north of New York State, they've now

come up with exactly the opposite solution to ensure residents aren't bothered by tramps and homeless people. A part of Dickerson Street, a street where a homeless shelter is located, has been completely sealed off with fences. This way, the homeless can't get into the city anymore. That is, not without having to take a detour. According to the city government, it's part of a program to protect the public from drugs and crime. According to the homeless, who naturally don't miss a moment in front of the local TV camera to complain about the fence, it's inhumane to

"lock up residents without a home like animals in a cage," ambulances that come to help after an overdose or a stabbing over drugs now have to "completely detour," and it's now impossible for the homeless to visit their – apparently not homeless – family in the city center. So, here at the editorial office, we pulled up Google Maps to see what the problem actually is. The detour the homeless now have to take to get to Downtown is 218 meters. Conclusion: the homeless in Syracuse are lazy.







SAINT MAWES, UK - On the English south coast of Cornwall, on the Roseland Peninsula, lies the picturesque little town of Saint Mawes. It's known for a well-preserved castle from the time of Henry VIII (built between 1540-1542) and a fairytale-like setting of a bay surrounded by steep cliffs and beautiful rock formations. It's also called the 'Saint-Tropez of England.' In that little town, you also have the Tavern Beach Slipway: a path that descends from the coastal road to the beach. Along that path stood a wooden fence. That fence was 90 centimeters high, and about two years ago, the municipality got the idea to replace that fence with a new one that's 1.5 meters high. Why the old fence had to be replaced exactly isn't mentioned in the BBC article. On Streetview photos from 2022, it still looks fine. We do know why it was made higher than

the previous one: the Council was afraid that 90 centimeters wasn't safe enough. We couldn't find any reports in the local newspapers of recent years about kids tumbling into the ravine in Saint Mawes, so the fear was apparently purely precautionary. But fine, sometime in early 2024, that new fence was finished, and the Tavern Beach Slipway had a nice and safe new fence. making it even harder than before for local and visiting kids, dogs, elderly people, people with balance disorders, and other persons and animals susceptible to falling into ravines to stray from the path and injure themselves in a more or less fatal way. All's well that ends well, you'd think. But that was without reckoning with Yvonne Fuller, a painter who loves painting seascapes around Saint Mawes. The new fence was, in her opinion, far too high and ruined the view for anyone descending to Tavern Beach via the Tavern Beach Slipway. With photos and (her own) paintings of the old and new situation, plus 500 signatures from supporters, she went to the council to object to the new fence. The council deliberated, then visited the site, deliberated again, had it investigated how high such a fence actually needs to be to meet safety requirements (why that wasn't done the first time, nobody knows), and eventually concluded that the fence could also be a bit lower. And so. there's now again a 90-centimeter-high fence at the Tavern Beach Slipway, and the residents of Saint Mawes (all 700 of them) have something to talk about in the pub and at birthday parties for the foreseeable future. Now let's hope no one falls into the ravine in Saint Mawes after all, because then all hell will break loose, of course.

Saint Mawes, UK

HIGHER OR LOWER? SAINT MAWES MUNICIPALITY CAN'T CHOOSE

Palm Bay, Florida

CROCODILE FENCE FOR INCLUSIVE PLAYGROUND



PALM BAY, Florida – In the Fred Poppe Regional Park, the Palm Bay Parks and Recreation Department recently had a new playground built. That playground cost half a million dollars and was, of course, as is the norm these days, completely inclusive with a carousel that's also suitable for wheelchair users, so that kids of all genders, skin colors, religions, with whatever disabilities, can play together. The only ones not welcome at the new playground are alligators. To keep

them out – or rather, to keep the kids in the playground and ensure they don't go on an adventure to one of the six ponds in the park in an unguarded moment – a vinyl fence is now being placed around the playground at Fred Poppe Regional Park. The decision was made after parents of children with special needs asked if a safety fence could be added as a precaution. City officials agreed. "This is Florida, after all," says park manager Josh Hudak in the local media. We

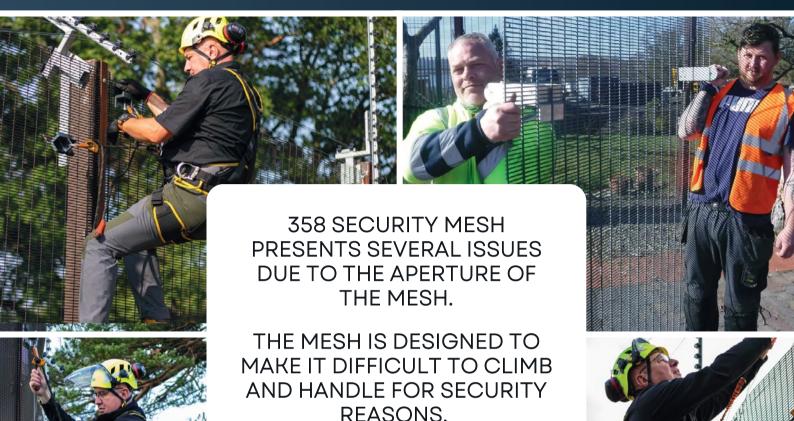
looked it up: about 1.3 million alligators live in Florida, so the chance that one might suddenly jump out of a pond is always there. Which makes us wonder aloud whether a simple vinyl fence is enough to protect the inclusive kids, but we don't live in Florida, so what do we know. Anyway, the new fence costs the city of Palm Bay a mere 15,000 dollars, a trifle compared to the 500,000 dollars the playground cost initially. ■





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