

# FENCING TIMES

*UK & Ireland*

*2025, Issue 24*

Wiśniowski  
presents  
Infinity

Demex  
presents  
Sumo



# How much do you do under the table

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It's probably the least discussed topic in the industry, even though almost every fence builder deals with it: cash under the table. It's everywhere. We don't really know a single fence builder who hasn't sold a job off the books at least once.

The extent to which these jobs are sold off the books varies widely, though. Some fence builders set themselves a limit and don't do more than three or five percent of their turnover under the table, keeping the risk of getting caught low. Or they only sell off the books to friends or acquaintances. We also know fence builders who sell under the table wherever they can, keeping half their turnover off the books.

Cash under the table doesn't just flow from customers to fence builders. We also know fence builders who started their fencing

businesses specifically because they needed a legal front to launder the cash from their brothel or their shady used car dealings. Our small, inconspicuous niche industry, which nobody's ever heard of, is perfectly suited for that.

If you occasionally dabble in some off-the-books business, you don't need to feel ashamed as far as we're concerned. Cash under the table is everywhere. Even in good, obedient Germany, where you'll get fined for not parking in the direction of traffic, you can open a pizzeria or ice cream parlor and keep three-quarters of your turnover off the books. You just accept cash only – supposedly because the transaction fees for card payments are too expensive – and the tax office has no idea how many scoops of ice cream you're selling. They can't even make estimates if they can't pull card transactions from the bank. Most hairdressers, nail salons and tattoo shops operate this way, and no one bats an eye. Apparently, that's how the politicians want it.

That doesn't mean accepting cash under the table is legal. Quite the opposite. If the tax office catches on, you'll face a hefty fine, and if you overdo it, you could end up in prison for a few years. Plus, the tax office will make a (usually generously high) estimate of how much you've earned under the table and tax you on it. Then you'll end up paying everything anyway. And more.

But the key here is the word 'if'. The risk of getting caught isn't all that high. The approach varies by country, of course – the Dutch and German tax authorities are known as some of the most thorough, while you can get away with almost anything with their Belgian and Greek counterparts – but generally, the tax office only steps in if they stumble across irregularities in your books during a random audit. And even then, only if the inspector thinks there's more to gain than the investigation will cost.

A lucky break for fence builders is that a fence is made up of parts. The average tax office desk jockey has no clue how many meters of fence you can build from a bundle of posts or a pack of mesh panels. They also have no idea how often a fence breaks during its warranty period





and needs to be repaired for free. So if you sell a small portion of your legitimately purchased materials under the table, but your books otherwise look clean, it can go unnoticed for years.

There are limits, of course. You can't have a full truckload of materials worth 20,000 euros delivered every week if you're only invoicing 4000 euros a week. There's no talking your way out of that.

Some fence builders solve this by buying under the table too. There are plenty of factories and wholesalers with owners who are happy to pocket some extra tax-free cash. Especially with factories that buy steel and aluminum to weld fences and gates, it's nearly impossible for the tax office to figure out exactly how many gates can be produced from the purchased steel.

We know factories where, if you include a special code in your order reference, you'll never get an invoice. Instead, the sales rep comes by to pick up an envelope. The order disappears from the system after delivery, and if anyone ever asks, it was an order canceled at the last minute, with the materials supposedly hauled off by the scrap dealer.

Finally, you can still get caught when spending your cash under the table. If you report to the tax office that you earn 50,000 euros a year but have three Lamborghinis registered in your name, questions will eventually come up. The fence builders we know with a lot of cash under the table, who haven't been caught yet, spend it on things that aren't registered in their name and can be paid for in cash. Like for example white party powder. For that, under the table cash is particularly handy. A seasoned user can easily snort through 1500 or 2000 euros a month, and if you can cover that with cash under the table, you'll never have to explain to your wife why the grocery account is always empty.

These aren't – ahem – tips on how to earn (or spend) cash under the table without getting punished, by the way. It's just a description of various phenomena in the market. We don't want to make

ourselves liable by encouraging illegal activities, so to be clear: here at the editorial desk, we're strongly against off-the-books dealings. We urge all our readers to absolutely not keep orders off the books. Pay all the taxes you owe on every euro, pound, or franc you earn. It keeps you out of jail and, morally speaking, it's better too – that way, government agencies have more money available to do useful things that benefit society and that 'we' all profit from.

But if your next order accidentally ends up being an off-the-books one, at least you know you're in good company. We wish all our readers good business! ■





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# FENCING TIMES

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# 2025

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installer  
with a little  
passion for  
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This movie's phone scenes have helped it from the leading company because it's so. Despite the fact that the phone is a gimmick, it's quite good. The movie is [very good](#).

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## Ornamental Gate

Céline Mestadier from the French fencing company Établissements Mestadier in Libourne, just outside Bordeaux on the Dordogne, sent us this photo of an ornate gate full of decorations.



Handmade in their own workshop. Beautiful gate, Céline! Thanks for the photo!

## Long Grass

This photo comes from Gerald Grünert of Grünert Zaunbau in Schrobenhausen, Bavaria. He came across this gate with an artistic filling of long grass somewhere in Italy. Is that by chance in a tourist village, Gerry? We vaguely feel like the same gate was submitted by another reader years ago. Or maybe it was a gate at a different location from the same manufacturer, that's possible too. Anyway: nice gate and nice photo, so perfectly suited for this section. Thanks for sending it in!





## Solar Park

Robert Stöckmann from Draht Grimm sent us this photo. He had a job involving hundreds of meters of twin wire mesh around a solar park. "With jobs like this, it's always a challenge to plan the project so the fence can be installed quickly, well, and cheaply," he wrote. It certainly looks neat, Robert. Thanks for the photo!



## Action Photo

Paul Henry from the English company Fenceways in London sent us this photo of his boys Dan, Dylan, and Chris. It's always great to see fencers in action. Thanks for the photo, Paul!



## Tulip Fence

We took this photo ourselves when we happened to be in Zaandam, a town near Amsterdam. Zaandam is known outside the Netherlands for the windmills at Zaanse Schans and the buildings around them, built in a typical style: the so-called Zaanse architecture. The new town hall, completed in 2011, follows the same style, and here the

architect didn't forget to include the fence in the design. We like that! Something different from a boring pine cone or a French lily on the bars of the railing. Which of our readers made this? Feel free to get in touch if you'd like; we're very curious about how this project came about.







## Photo of the Month

This month's photo comes from Bulgaria, from the fencing company Rossima in Sofia. Tatyana Petkova took this photo of a gabion wall. It looks great, Tatyana! The Locinox [radio is on its way to you.](#)





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](mailto:fencepost@fencingtimes.com)





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# FENCING TIMES SHORT NEWS

## ASD starts distribution of Comlink



**CORK, Ireland** – ASD, an Irish distributor of fencing, gates and access control, has announced a new partnership with Comlink, a Swedish developer of wireless monitoring and control devices. Under the new partnership, ASD will become the distribution partner for Comlink in Ireland.

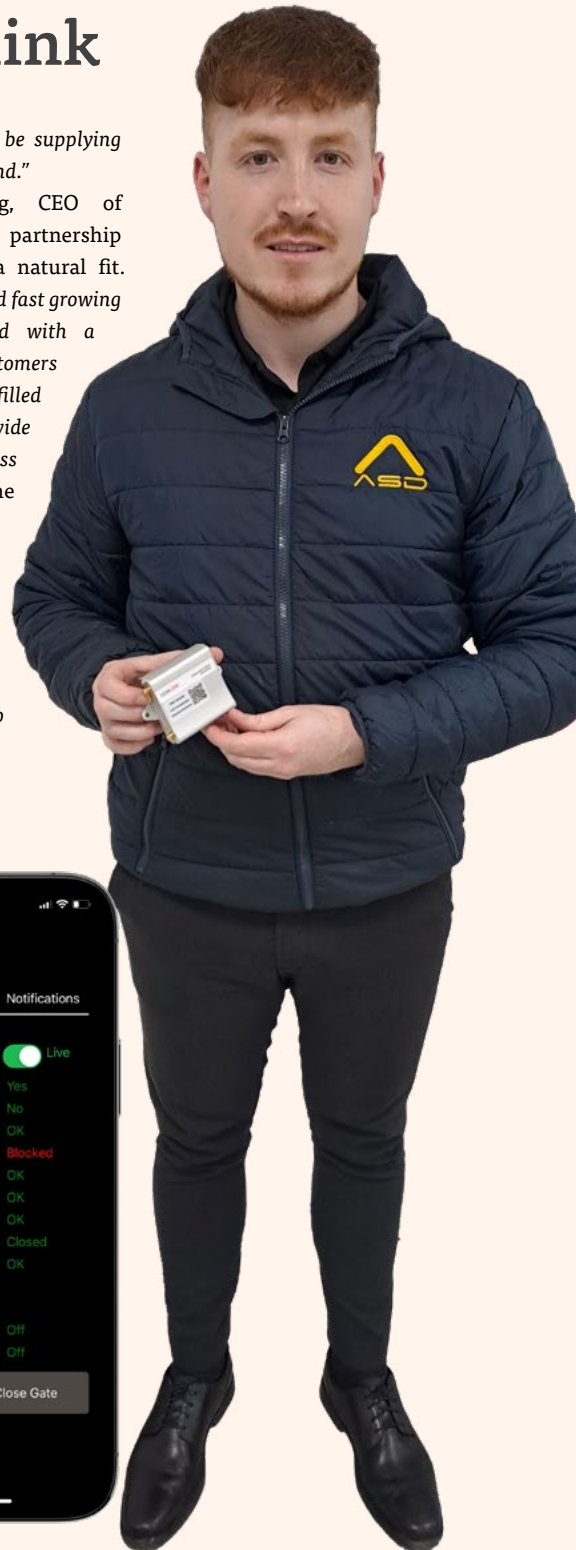
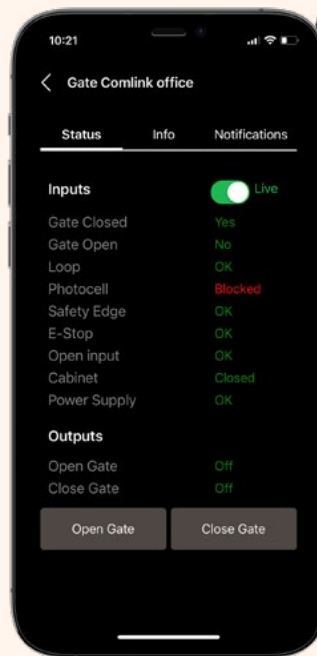
“The Comlink system was developed for gate installers, so they are better able to plan regular gate maintenance and can fix malfunctions more quickly,” says ASD sales manager Conor Quinn. “At the same time, end users are able to use the system as an access control system to manage their gate remotely. The system consists of a small box, called Cloud Unit, that’s connected to the gate controller, a cloud service, and an app. The box transfers all data from the gate to the cloud via the mobile network. It saves both the owner and the maintenance technician a lot of unnecessary trips to the gate. The owner is able to see remotely whether the gate is open or closed. They can programme the annual clock remotely, or add new users who can then use their mobile phones to open the gate. Service

technicians can see the gate’s current status remotely, or see how many times it has already opened.”

The more data an installer has, the better – and above all the faster – he can help the customer, according to Quinn. “How often does a technician drive all the way to a gate when a malfunction is reported, only to find out once he gets there that it’s just that the photocell’s lens is a bit dirty? And then you get a dissatisfied customer who didn’t want a big bill for call-out charges for such a small problem, and an unhappy technician who was called away from his other work for something trivial. With Comlink, you can log on to the gate as soon as the customer calls to report the problem. You can immediately see that there’s a problem with the photocell, and the customer can clean off the lens. The photocell is a simple example of this – the more information you have, the more issues you can solve remotely. And if you can’t fix them remotely, you often have a better idea of which parts you need to take with you. End customers are happy to pay a premium on their maintenance contracts for this fast service. We are

really thrilled to now be supplying these products in Ireland.”

For Johan Borg, CEO of Comlink, the new partnership with ASD feels as a natural fit. “ASD is a promising and fast growing distributor in Ireland with a focus on serving customers as complete and fulfilled as possible with a wide range of gates and access control accessories,” he says. “ASD’s expertise in access control and automation solutions makes them an ideal partner for us. We look forward to working together.” ■





# Bobcat Introduces New Mini Excavators and Upgraded E88 at Bauma 2025

**DOBŘÍŠ, Czech Republic** – At Bauma 2025, an exhibition for construction machines in Munich, Bobcat presented its latest range of 1.2 tonne mini excavators alongside a refreshed version of the E88 mini excavator. The new line, featuring models such as the E16, E17z, E19, and E20z comes after three years of development.

*“The process involved over 50 engineers and designers, 80 customer visits and more than 20,000 hours of testing to ensure the machines meet the precise needs of our customers in Europe, the Middle East and Africa,”* says Product Line Director Robert Husar. *“A key technical upgrade in these models is the integration*

*of a robust engine with a modern load-sensing hydraulic system. This setup, typically found on larger excavators, allows operators to perform multiple functions simultaneously – even when using demanding attachments. The enhanced hydraulic performance aims to offer smoother, more responsive control on the jobsite.”*

Complementing the new mini excavators, the updated E88 model has been refined for improved operator comfort and functionality. The cab, which borrows design elements from the E60 model, features better window and windscreen operation, reduced noise and vibration, and a range of new



# Tornado Wire's Pro-Strain System Wins Silver at Lamma

**BIDFORD-ON-AVON, UK** – Tornado Wire, a mesh manufacturer from the Midlands, has secured the silver award in the Livestock Innovation of the Year category at Lamma 2025. Lamma is a yearly agricultural machinery and technology show, held at the NEC in Birmingham. The accolade recognises Tornado's Pro-Strain System, a post and strut system that was brought to the market in 2024.

*“Pro-Strain is larger and more robust than other steel alternatives,”* says Tornado's CEO Rebecca Galley. *“Installation is easily adapted to specific ground conditions and topography, the galvanised steel has a longer lifespan than wooden posts and the components are also*

*lighter-weight than timber, which makes them ideal for poor access installations. But the biggest advantage of Pro-Strain is that it is super simple and fast to install.”*

*“The Pro-Strain System addresses common pain points, such as time-intensive tension adjustments and the frequent need for repairs due to wear and tear,”* Galley continues. *“By streamlining these processes, the system needs less maintenance. Installers who have already adopted the Pro-Strain system report significant time savings and increased confidence in their fencing's reliability. This is especially impactful for large-scale operations where efficiency is key.”*

The Lamma Awards celebrate innovations that enhance





# The revival of emergency phones in Switzerland

standard features. Options such as a rear-view camera and a multifunction radio system are available to further enhance usability. In addition to these production-ready models, Bobcat also showcased early-stage concepts, including an autonomous loader and an all-electric skid-steer loader. ■



agricultural efficiency and sustainability. "Our Pro-Strain System stood out among a competitive field, impressing judges with its practical benefits, innovative design, and potential to set new industry standards. Winning this silver award is a testament to our commitment to providing solutions that make a real difference. Pro-Strain embodies our dedication to innovation and quality, and we're thrilled to see it making such a positive impact. It motivates us to keep developing." ■



**CHUR, Switzerland** – Almost all European countries have or had emergency call pillars along their highway networks. For our readers under thirty: Such a call pillar is equipped with an intercom or telephone that connects to the control center of roadside assistance services or highway patrol. Those who encountered a breakdown could report it via the call pillar so that the roadside assistance service could help them.

Nowadays, everyone uses their mobile phone if they have a breakdown; the pillars along highways are rarely used. In the Netherlands and Belgium most pillars have even been dismantled. They remain only in tunnels, as required by European tunnel regulations. But in Switzerland, new pillars are being added – not along highways, but in central

locations in villages and cities. The aim of these pillars is to continue providing a way for the population to reach the police, fire department or other emergency services during power outages or disruptions in the mobile network.

The pillars are equipped with a Polycom intercom. Polycom is the communication system of the Swiss emergency services, comparable to Airwave in the UK. Polycom has its own network of transmitters, which are equipped with generators or emergency batteries. The new Swiss SOS pillars also have batteries, providing the population of a village or district with a backup option to reach emergency services.

And now you're probably thinking: Nice, but what does that have to do with fences? The

canton of Grisons (Graubünden), one of the first Swiss cantons working on a comprehensive network throughout the entire canton, uses a stand pillar from gate manufacturer Berlemann for the emergency call pillars. This pillar is usually used in combination with (sliding) gates or barriers to install key switches, code keyboards, or intercoms. "Therefore, they are also excellent for use as an emergency call pillar," says CEO Nikolaus Berlemann. "For us, it's a nice sidestep; we hardly had to adjust the existing pillar. The success in the canton of Graubünden has already led to the canton of Schaffhausen showing interest as well. Meanwhile, there are about a hundred of them in Switzerland, and many more are planned. We are proud to be part of this important infrastructure." ■





# Demex presents



Swedish fence manufacturer Demex from Smålandsstenar, roughly situated between Helsingborg and Jönköping, showcased its new Sumo folding gate at the Perimeter Protection exhibition in January. It is a heavy-duty version of Demex's existing Jet Gate, designed for heavy-duty applications.



# Immolo Gate





*"We developed this gate because there is an increasing demand for stronger and safer solutions," says Dan Malmström from Demex. "We supply many gates for police stations and prisons. They want a gate that can withstand heavy loads and extreme conditions better than an industrial gate, but high-security gates with crash-test certification are overkill for them. With the Sumo, we fill the gap between these two classes."*

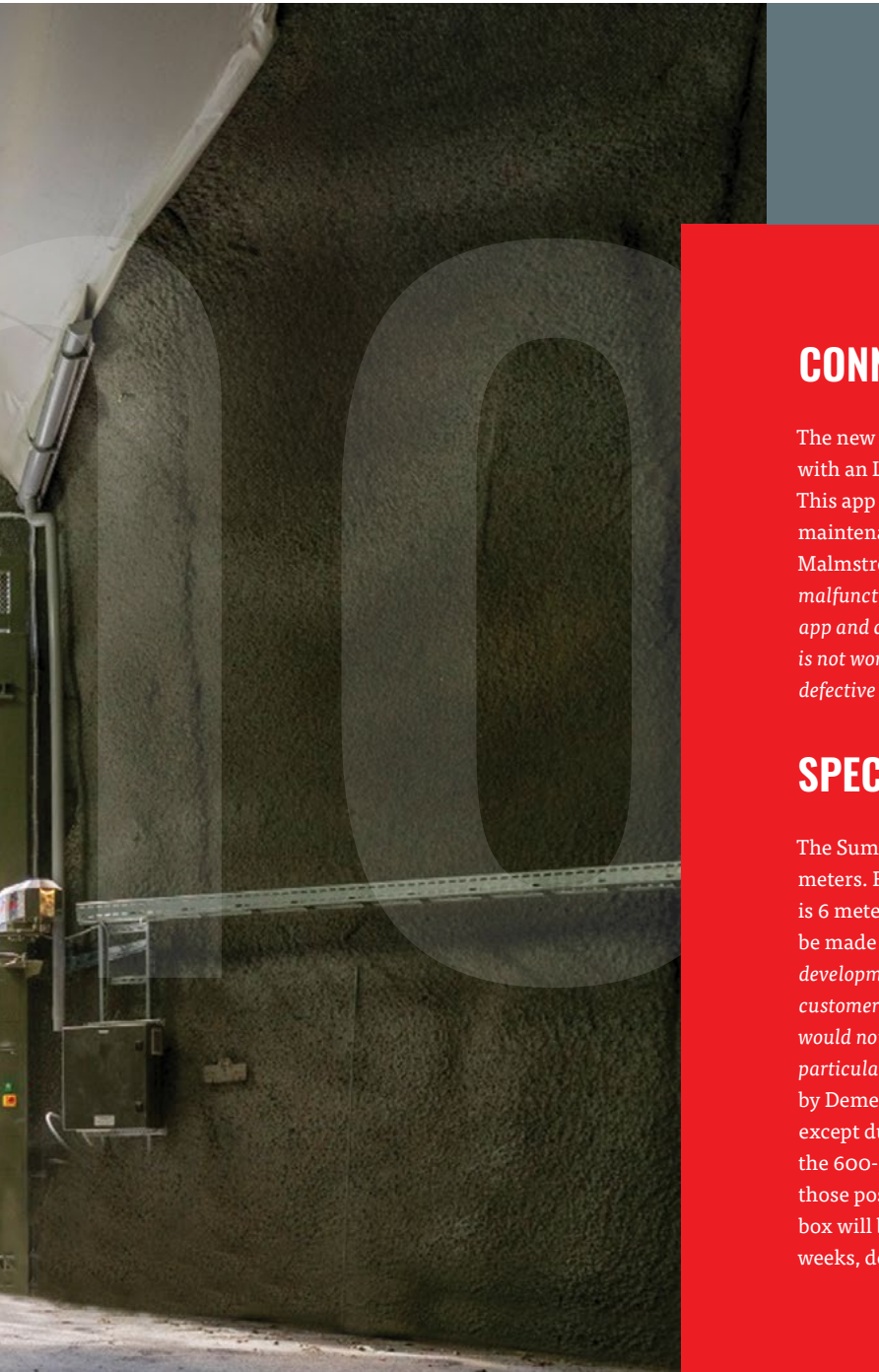




## CONSTRUCTION

The difference with Demex's Jet Gate is that everything is just a bit heavier. The most notable changes are the posts, which are 400 by 400 millimeters or 600 by 400 millimeters for the Sumo, with a wall thickness of a full centimeter. "But all other components are also heavier," says Malmström. "The leaves are made from hollow sections of 100 by 60 instead of 80 by 60 millimeters, the hinges are heavier, the pivot arms of the

drive are heavier, and the drive itself is also heavier. This means the Sumo is not only better suited for intensive use, but it can also withstand higher wind loads than the Jet Gate. Police stations and prisons, as well as data centers, distribution centers, and factories – essentially everywhere you think the gate might endure a bit more, you can now offer the Sumo."



## CONNECTIVITY

The new Sumo, like all other gates from Demex, is standardly supplied with an LTE module and is fully compatible with the Demex app. This app was specially developed to simplify both operation and maintenance. "Users can open and close their gate with the app," says Malmström. "They receive notifications if the gate is left open or if there is a malfunction. Installers have an overview of all the gates they manage in their app and can analyze errors remotely. If a customer calls in stating their gate is not working, the installer can immediately see if it is, for example, due to a defective photocell."

## SPECIFICATIONS

The Sumo folding gate is available with a passage width of up to 14 meters. For a passage width of up to 8 meters, the maximum height is 6 meters. It is standardly supplied with twin wire infill but can also be made with bars or an infill made of steel sheet. "The trigger to start development was an order for a tunnel entrance," says Malmström. "The customer wanted a picture of the mountain as the filling, so the tunnel would not stand out as much. For such special requests, the Sumo is also particularly suitable." Both the drive and the control system are designed by Demex itself. The maximum opening speed is 1 meter per second, except during the soft start and soft stop. If the gate is supplied with the 600-millimeter-wide posts, the control box is integrated into one of those posts. If the customer opts for the 400-millimeter posts, a separate box will be provided. The delivery time for the Sumo is approximately 8 weeks, depending on the configuration. ■



# Wiśn





# Wiśniowski

## presents new Infinity fencing collection

Fencing manufacturer Wiśniowski from the Polish town of Wielogłowy presented in January its Infinity collection at the Perimeter Protection in Nuremberg. It's a new, minimalist fencing line inspired by the ancient palisade fencing.

*"The increasing popularity of minimalist fencing models triggered us to develop the Infinity collection," says Marcin Burek, Wiśniowski's Sales Director for Germany, Austria, Switzerland, the Netherlands and Flanders. "We wanted to provide a solution that is both aesthetically pleasing and functional, and that seamlessly integrates with modern architecture."*



## DESIGN

The Infinity collection is characterized by a sleek and contemporary design, inspired by the ancient palisade fencing. The fencing elements are made from upright rectangular hollow steel sections measuring 60 by 40 millimeters, welded to a bottom section of 100 by 40 millimeters. The tops of the sections are typically fitted with black plastic caps, with optional colours such as white or anthracite. There are no posts; the elements are tightly installed against each other on a continuous foundation. *"This gives it a unique, uninterrupted and elegant appearance," says Burek. "To the eye, the fence no longer consists of segments or parts; it is one whole. To give the fencing line its sleek appearance, we do not use standard rectangular sections, but specially rolled ones with extra sharp corners."*





## VARIANTS

The Infinity collection offers two main variants: the standard version and a version with a top rail, which is welded as a reinforcement on the inside against the vertical sections. *“That extra top rail is mainly intended for fencing heights of more than one and a half meters,”* says Burek. *“It provides extra sturdiness. For gates, the top rail is standard; we need it to give strength to the frame. For sliding gates, we use it as a guide rail.”* Additionally, the spacing between the vertical sections is variable: customers can choose from 40, 50 and 60 millimeters. The fencing elements can be mounted above ground – on a wall, asphalt, or concrete – but also below ground. *“If you place the foundation below ground level and then cover the bottom rail with soil, gravel, or wood chips, the minimalist appearance of this model is exceptionally enhanced. It looks just stunning.”*







## COLLECTION

Wiśniowski's Infinity collection consists of fencing elements with matching swing and sliding gates. *"For customers who want the same upright sections as infill everywhere, we have also created gates in the same line,"* says Burek. *"However, we cannot do without the horizontal top rail for the gates; otherwise, the leaves would not be sturdy enough. Therefore, we also offer the Infinity fencing in combination with gates from the Home Inclusive, Classic, or Modern lines. The combination with the closed infill gates from the Home Inclusive line is particularly beautiful."* Customers opting for the Home Inclusive line can also receive front doors and garage doors in the same style if it is a new construction project.



## FEATURES

The Infinity fencing elements are 1.20 meters long and are bolted onto a continuous foundation with adjusting bolts. They are available with fencing heights ranging from 0.6 meter to 2 meters. The elements can be supplied with a cross rail 30 millimeters from the top, which gives especially the taller elements some extra rigidity. The sections have a wall thickness of 1 millimeter and are capped with a plastic cover. All elements are hot-dip galvanized as standard, allowing them to be mounted below ground without corrosion issues. Both the swing gates and the sliding gates are available with an opening of up to 6 meters. Wiśniowski is working on an aluminium variant of the line, that will be introduced later this year. The steel version can already be ordered. ■







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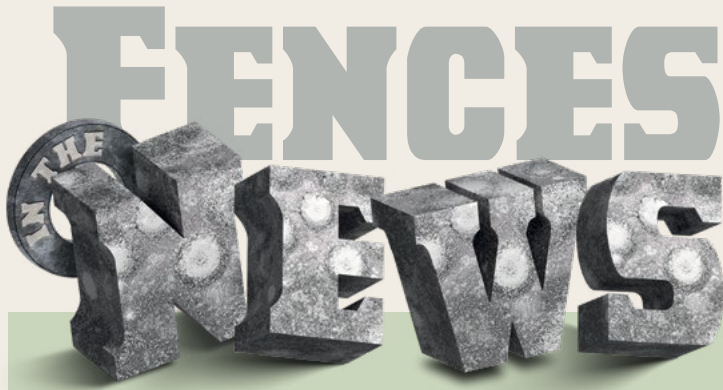
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9 APRIL 2025

FENCES IN THE NEWS

PAGE 1

## THE SIOUX FALLS FENCE FIASCO – 70 GRAND FOR A USELESS FENCE

Sioux Falls,  
South  
Dakota,  
USA

Sioux Falls, South Dakota, USA – In Sioux Falls, the city council has come up with a plan so brilliant it deserves its own sitcom: they want to build a 70,000 dollar fence around a vacant lot. Uh, what? Exactly. The local residents are scratching their heads harder than a dog with fleas. It's not like there's oil in the ground there or anything. It's just a patch of asphalt with some weeds poking through here and there. Yet the city council is dead serious about it – there has to be a fence. And not some cheap chain-link job, mind you, but a fancy iron bar fence.



So what's the deal? The lot is next to a homeless shelter – the Bishop Dudley Hospitality House – and it's a regular hotspot for trouble. But contrary to what you might think, the homeless folks aren't always the culprits; more often, they're the victims. They get robbed, beaten up, chased off or all three. Frequently, they also clash with visitors to the Banquet Union Gospel Mission, a mission post across the street, which – funnily enough – is owned by the same entity as the shelter: the Catholic Diocese of Sioux Falls. Last year, the police had to show up at the lot 1800 times

(that's an average of 5 times a day), and nearly half the time, an ambulance tagged along. That costs a ton of money and annoys the heck out of the neighbors.

And apparently, all of this will get better if they put a nice fence around the lot. At least, that's what the city council thinks. They came up with the fence idea as a solution because the police often can't take action against the people loitering on the lot since it's technically private property. If someone so much as sets one foot on that land, the police have to track down the owner before they can do anything. And that owner just happens to be – you guessed it – the Catholic Diocese again.

Right now, the Diocese has to keep sending someone along with the cops to 'grant access' to the property. If there's a fence around it, the loiterers will stay on public land, and the police can intervene more easily. That's the logic, anyway.

In reality, it'll take less than a week for the homeless folks to saw through a few bars or unscrew some brackets, and then the whole mess starts over again. The only difference? The city will be 70,000 dollars poorer. And even if the fence did manage to keep all the troublemakers off the lot, it's not like they'd vanish into thin air. They're not suddenly going to move to Canada or something. They'll just shift to the next vacant lot

down the road. Where the smartest city council in all of America will then, a few months later, decide to build another fence.

Sigh. So, if there are any fencing contractors from South Dakota reading this who could use some extra gigs: Take a drive around Sioux Falls and make a list of vacant lots that don't have a fence yet. Send it to the city council, and with a bit of luck, they'll let you build a nice fence for them. With your own tax dollars.



## EVERY INCH COUNTS IN TADWORTH

Tadworth,  
Surrey, UK

Tadworth, Surrey, UK – There's nothing quite like a good old-fashioned neighborly feud over a fence. These kinds of spats happen everywhere and all the time, but when they take place in England, the tabloids jump on it, and then we get wind of it too. And that means we get to write about it. This time, the spotlight's on Tadworth, a sleepy little village on the southern edge of London. That's where the Bell couple and the Myers couple live next door to each other. They can't stand the sight of one another – and, more importantly, they won't give each other an inch of land.

The trouble started a few years ago when the Bells wanted to add an extension to their house. To figure out how far they could build, they needed to know exactly where their property line was. Since their house dates back to the 1930s and the only available plans were rough sketches from the 1950s, they called in an expert – a surveyor, as they call it over there. The surveyor determined that the boundary was actually 1.2 meters further into the neighbors' side than previously assumed. So when the Bells built their extension, they had a strip of shrubs and an old fence removed and promptly put up a new fence – 1.2 meters closer to the Myers' property. The Myers, unsurprisingly, were not thrilled. They hired their own surveyor. Apparently, in England, a surveyor isn't some official figure from the local council or land registry; it seems

any chump with a little consulting gig can call themselves a surveyor and whip up a report. Or maybe – and this could be it – a proper survey team from the land registry is just too expensive, and these lovely neighbors didn't want to shell out the cash to get it done right. If any of our English readers can clear this up for us, we'd love to hear it.

Anyway, the Myers weren't having it. One weekend when the Bells were away, they moved the new fence back to its original spot. The Bells were furious. They bided their time until the Myers were out, then shifted the fence back to the new boundary. But then they went off to visit their daughter in Australia, and – you'll never guess what happened next – the Myers had had enough. They took drastic action: they ripped out the entire fence, along with all the plants and shrubs in the “new” strip of land. They relocated a whole shed and put up their own fence. The old fence and plants? Neatly dumped on the Bells' patio, right in front of their kitchen door.

Now the Bells are whining to the newspapers about their awful neighbors. As if that's going to help. However, if these Tadworth neighbors keep going at it like this, the local fencing contractors might as well start offering fence subscriptions instead of one-off jobs. ■





## NEIGHBOR DOGS GET A DOGGY DOOR IN THE FENCE



Somewhere on the internet – Not all neighbors are always at each other's throats. The following story is about two dogs living next door to each other who liked each other so much and wanted to play together so badly that whenever they heard or smelled the other one outside, they'd whine and shove their noses under the fence until one of their owners let them be together. Eventually, the owners got fed up with it and installed a doggy door in the fence. Now Grump and Fritz can visit each other without having to ask their humans first. Well done, owners! ■





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