

FENCING TIMES

XL Edition

2025, Issue 24

Wiśniowski presents Infinity

New privacy
kit panel from
Gardenode

New
structure
for Krapp

Demex
presents
Sumo

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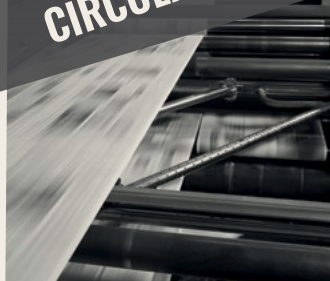
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How much do you do under the table

rembrandt@fencingtimes.com



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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2025

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

FENCING TIMES

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HOLLER

GATES - FENCES - AUTOMATION

ONLY TRUST
THE ORIGINAL



Bar
30 x 30 mm



Round bar
Ø 25 mm



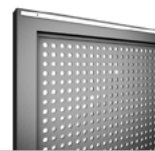
Continuous round bar
Ø 25 mm



Double welded mesh mat
Light Type 656



Double welded mesh mat
Heavy Type 868



Perforated sheet
Ø 10 mm
Ø 20 mm



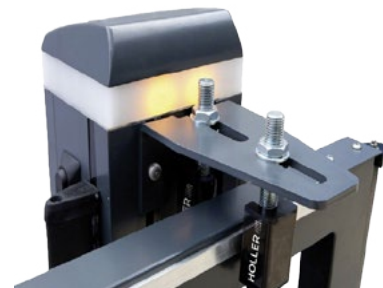
Perforated sheet
10 mm
20 mm



Plain sheet metal
2 mm

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FENCE

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

FENCE POST



Photo of the Month

The monthly photo contest from Fencing Times. Share the best fencing photos from across the UK. To see the winning photo and to enter the competition, visit www.fencingtimes.com

POST



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.](#)



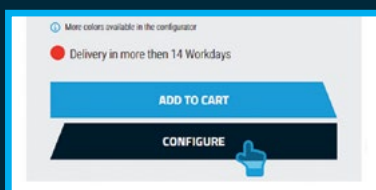
Would you also like to win a Locinox radio? Send us your most beautiful project! Do not be too modest, do not think your picture will never win anyway. Every project can be beautiful for its own reason, or a source of inspiration for fellow fencers. Send your photo to fencepost@fencingtimes.com

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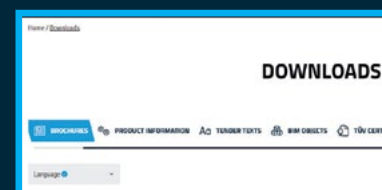
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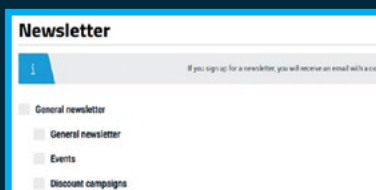
- ✓ Configuration options for selected products



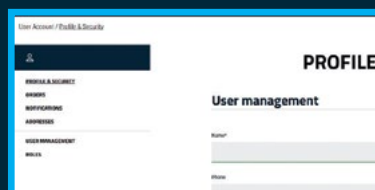
- ✓ Spare parts area with ordering function for barriers and gate openers



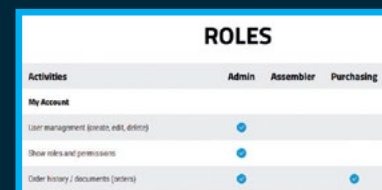
- ✓ Download area with extensive product information



- ✓ Subscription to newsletters with selected topics



- ✓ Order overview and role management in the partner profile



- ✓ Register and manage multiple users for one partner profile

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.

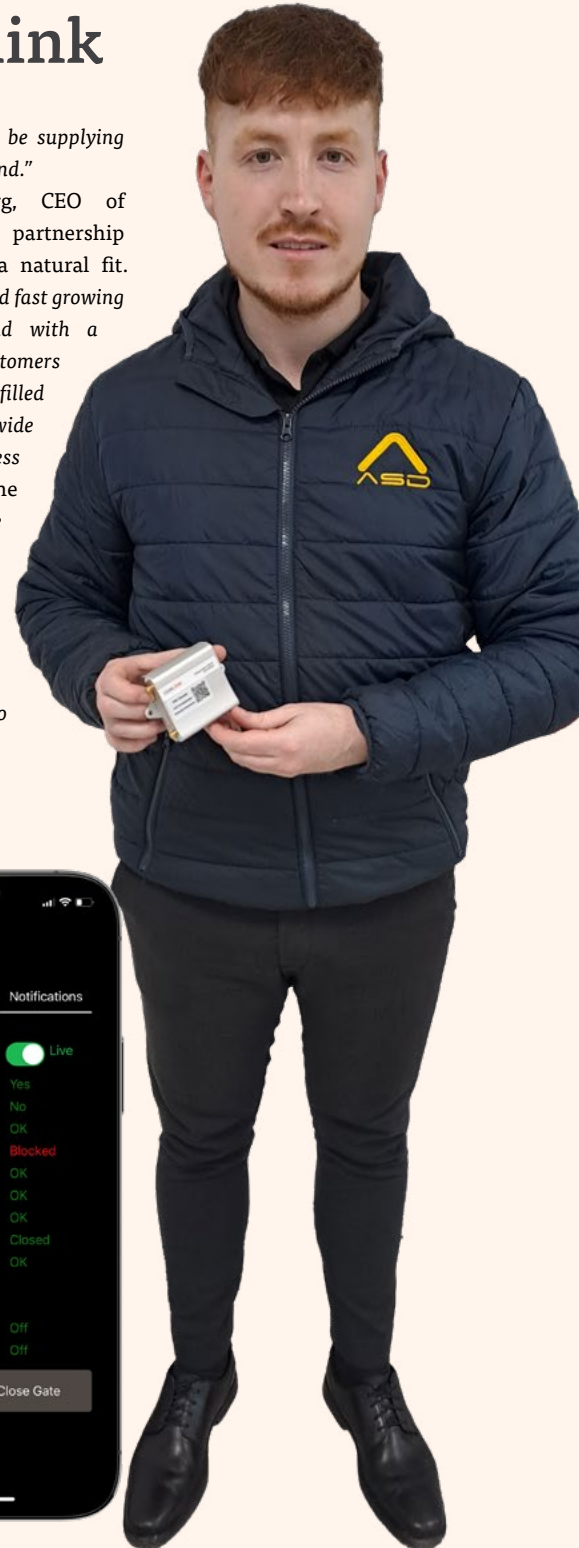
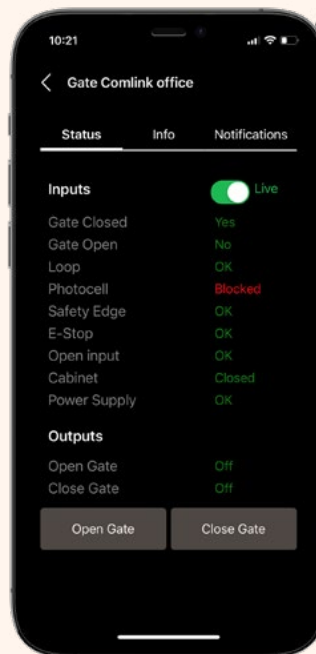
“The Comlink system was developed for gate installers, so they are better able to plan regular gate maintenance and can fix malfunctions more quickly,” says ASD sales manager Conor Quinn. “At the same time, end users are able to use the system as an access control system to manage their gate remotely. 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." ■



Michael Thomas organizes ThomTek Perilux and Bollard Workshop



WASSENBERG, Germany – Fence manufacturer Michael Thomas from Wassenberg organizes a workshop day for his customers on June 13. During the event, participants will receive comprehensive training on the ThomTek Perilux soundproof fencing and the various bollard systems that the company offers.

"The workshop is intended to support customers in the installation and sale of the systems," says Noel Thomas, who heads the Thomtek department. "During the workshops, we hold various presentations in which we go into detail about the technical possibilities and provide sales arguments that our customers can use in their sales efforts. In addition,

we inform participants about the latest developments in high-security fence, gate, and bollard systems, and offer a preview of the industry's perimeter protection tasks under the Kritis framework law."

The day will conclude with an informal and convivial gathering. *"We've noticed how much our bond with customers grows through these events," says Thomas. "That's why we*

try to organize one or two workshop days every year." The workshop takes place at the company headquarters in Wassenberg. The event is primarily aimed at Michael Thomas' customers. Participation is free, and food and beverages are provided. The event starts at noon and lasts into the evening. The number of places is limited to thirty participants. ■



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BENINCÀ PRESENTS THE TOM SWING GATE DRIVE

Drive manufacturer Benincà from Sandrigo, near the northern Italian city of Vicenza, introduced a new line of swing gate drives called Tom at the Perimeter Protection trade show in Nuremberg. The Tom is quiet, compact, and universal.

"We didn't have a drive with a telescopic cylinder in our range yet," says marketing manager Valentina Ambrosini. "Such a telescopic cylinder combines the advantages of various products in our assortment and allows us to circumvent some limitations of alternative solutions. It is a valuable addition to our product line."



TELESCOPIC CYLINDER

"The main advantage of the telescopic cylinder is that it requires less space," Ambrosini explains. "You can mount the drive closer to the leaf and also nearer to the gate post or column. This is useful for gates where space is limited, for example, when the driveway runs between two walls. When the leaf is in an open position close to a wall or fence, this often presents limitations with other types of swing gate drives. By installing a telescopic drive on such a gate, the wing can open further. A second advantage of the telescopic drive is that it can be mounted lower."

ADVANTAGES

"The telescopic cylinder itself is not new," says Ambrosini. "When we decided we wanted such a drive in our range, we thoroughly analyzed the solutions of competitors, gathered feedback from installers, and devised a solution that meets as many installer requirements as possible. The Tom therefore has a range of advantages over other products on the market. For instance, all settings and adjustments are easily accessible from the top. Additionally, you can easily set mechanical end stops. We have designed special rails for this purpose, located under the cover. The cable outlet is positioned at the bottom and is angled at 45 degrees, so you don't need to bend the cables when you mount the drive low. The rear hinge has three mounting positions, giving you great flexibility during installation. The spindle is made of stainless steel and the complete unit is no wider than 96 millimeters; it is the narrowest telescopic drive on the market. Furthermore, special attention has been given to the quiet operation of the motor."





TRUST

The new Tom drives are equipped with Benincà's Trust control unit. One control unit can operate two drives. The unit is equipped with a display and an integrated 433 megahertz receiver. The Trust can be fitted with additional modules, such as the Pro.up module, which connects the control to the internet via Wi-Fi. This allows installers to configure, diagnose, and perform firmware updates using Benincà's BeUP app on their phones. With the X.BE module, the control can be connected to all smart home systems that support the KNX protocol. The 24-volt version of the Trust control consumes only 0.8 watts in standby mode, complying with legislation that comes into effect in Europe in May of this year.



TOM

The name Tom has no special meaning. "We always try to choose names with a strong personality," says Ambrosini. "At Benincà, we began a tradition of personal names a few years ago, giving each product a real character. We usually opt for short, English names to appeal to our international audience." There are different

versions of the Tom swing gate drive available for gates with leaves ranging from 3 to 5 meters. All versions are available in 24-volt DC and, for more intensive use, in 230-volt AC. Additionally, the drives can be ordered with or without an encoder, with a total of 12 models available. ■



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money to
Poland**



The column at the front of this issue was about black money. Following up on that, here's a story from the old days: the best story to date we know about black money. It dates back to the 1990s, and it's true – we heard it firsthand. It's about a Dutch fence builder named Jan, from near Venlo, right by the German border. We've written a sentence or two about it here and there before. Jan had invented working under the table. He kept just enough turnover legitimate to pay his bills, and everything else was off the books. It was good for business – lots of clients liked not getting an invoice and saving on VAT. But the Tax Authority, of course, wasn't thrilled. When they caught wind of it, they immediately sent the FIOD (Dutch fiscal investigation service) to raid his place. Jan himself thinks they were tipped off, which could very well be true. He

was a thorn in the side of other fence builders in the region, steadily stealing more and more of their customers.

The Tax Authority seized his entire administration and started estimating, as only they can: they look at the profit you've declared and guess that your real profit was – say – ten times higher. And that you've been making profits like that for five years. Whether it's accurate or not doesn't matter to them. If they're wrong, you can probably prove it, or so they reason. That's what happened here: Jan got a tax bill for eight million guilders. An absurd amount of money back then. Payable immediately, of course. That wasn't going to happen. Jan had a few hundred thousand guilders and a hundred thousand German marks – even if he managed to talk the

Tax Authority down by a million or two, he'd still be in deep trouble. So what did he do? He pulled a slick move. With a straight face, he told the tax inspector: *"If you give me two weeks, I'll get the money together."*

The inspector looked delighted and agreed on the spot. He'd never had such an easy case on his desk and spent the next two weeks dreaming of a nice promotion. Jan, on the other hand, got to work hard. He sold everything he owned that could fetch a price. At the same time, he tried to buy up as much rolls of chain-link, tubes and gates as he could from his suppliers. In the final weekend before the deadline, he loaded up his trucks and work vans to the brim and set off for Poland with an entire convoy. The borders with Poland had only been open for a few years, and Dutch



police services weren't yet cooperating with their Polish counterparts. He chose Poland because his wife and most of his workers were from there – a fresh start would be least difficult there, even though Jan didn't speak a word of Polish.

And so it happened that on Monday morning, Jan's secretary showed up for work at 8am sharp, only to find a completely empty company. Everything was gone. The planning boards had been unscrewed from the walls, the office furniture was missing, all the materials were gone from the yard, the cars and the forklift were gone – nothing was left. At that same moment, Jan had already been standing at the Frankfurt an der Oder to Słubice border crossing for about eight hours. He'd end up staying there for a few days, too, because even though the borders were open, Poland hadn't yet signed the Schengen Agreement at that time. It turned out to be quite tricky for Jan to explain to customs that four trucks full of fencing materials were all supposed to cross the border as household goods. With every

passing day, the chance grew that the Dutch Tax Authority would tip off Polish customs, but luckily that didn't happen – or at least not in time. Jan got everything across the border and started a new fencing business in Poland, in his wife's hometown, leaving the Dutch Tax Authority empty-handed.

That fresh start in Poland was incredibly tough, but he made it work. In the evenings and on weekends, Jan built a house, an office, a workshop, and a warehouse, while during the week he built up a new customer base. He learned Polish and, after a few years, was doing jobs all over Poland. Things even worked out with the Dutch Tax Authority: about ten years later, he went to visit family in the Netherlands. When he drove into the country, he got caught in a random border check and was immediately thrown in a cell. But the next morning, he was free to go – his case had expired a few months earlier, and the Tax Authority couldn't touch him anymore. Jan's fencing business in Poland still exists today, and he now runs it with his son. ■

Do you have a fun (black money or otherwise interesting) story too?
Feel free to give us a call sometime – we'd love to hear it!



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Sake Witteveen

Sake Witteveen started in the fencing industry in 1990. He worked for years as an account manager for a fencing company. In all that time, his heart was really in developing special, custom-made solutions. In 2014, he started working for himself, to specialise on such projects. He occasionally reports for the Fencing Times on the projects that have a soul.



Even if, like me, you specialise in custom-made solutions, many projects are still 'market-driven' projects. Prefab electrically operated gates, for example, or wooden gates – the project may be called a 'special project', and the customer also has all kinds of choices and options that he does not have with a regular gate, but essentially, most suppliers produce and install these gates more or less on the same basis, even if everyone gives it their own flavour. Most of the material is standard material, the gates are already fully prepared in the

factory and at the job site, it only needs to be placed on its anchors... A fine basis for an ordinary sandwich. But it remains an 'ordinary' special project.

Fortunately, there are also those projects, which you can really enjoy. Like this project in Leiden, at a porch flats building. The building is in a neighbourhood where there has been regular nuisance

for some time. There are burglaries, several neighbours feel unsafe. Until now, this was mainly unfortunate for the people in the neighbourhood, but this porch flats building and its residents were spared, so additional measures were not necessary. Until the nuisance-makers suddenly discovered this porch flats building too. Then the owners of the flats in the building experienced what it is like to experience structural nuisance themselves. The flat owners, united in an Owners' Association, called on me. And well, what do you sell them? The whole idea of a porch flat is precisely its open character. People choose a porch flat rather than a flat on a gallery or in a flat complex, precisely because in a porch flat you are immediately outside when you step out the door. It was a big step for residents to close their porch with a gate. So could I supply a gate that does not look like a gate? An entrance gate, which does not have a defensive impact on the home surroundings.



A previously supplied emergency gate at the side of the property. Clearly the residents did not want this.
Endergebnis: ein Tor nach Maß im Eingangsbereich
Ein bereits bestehendes Fluchttor an der Seite des Gebäudes: genau das, was die Bewohner nicht wollten.



One that does not make residents feel like they are living in a fortress. An entrance gate closure that does not send the message to visitors that they are not welcome. An entrance gate that was never not there, as it were, that is present as a matter of course. The intention here was for residents to forget the reason for this measure - the nuisance that led to the purchase of an entrance gate.

Then you have to figure out how to turn an actual negative measure into added value. That is quite fun to think about. After all, an entrance hall in a home environment is a space where residents come every day. It is their home's calling card for visitors. It should be a pleasant, enjoyable welcome. We ended up with a custom-made gate, in the style of the 1930s, just like the building. The



infill consists of flat strips instead of bars or tubes, and instead of a dense metal sheet as a pull-through protection, we used expanded metal.

These are those projects where the calculation afterwards is actually not entirely profitable. Much more time sneaks into them than has been reasonably allotted. The return is then not a profit in money, but there is added value: pleasure in your work and a basis for the next,





The final result:
a custom-made
entrance gate
in a doorway



similar project. That is an investment in time and aftercare that you cannot 'buy', you have to be willing to do it yourself.

As I get older, I notice that I care less and less about my business or my vision for the market, or about money. Increasingly, I think that suppliers should essentially be no different from customers. We are all consumers. And consumers are (rightly) often critical. Whether you are a vendor of a manufacturer selling to fencing companies, or a vendor of a fencing company selling to end customers, you can always ask yourself the same question: Would I follow my own advice and accept my own

offer? Or is the sale only good for me and my business? So is there then a difference in motivations between what you are selling, and what you yourself would buy? Is your own interest greater than the customer's interest? Consciously or unconsciously? That may all sound a bit philosophical, but the bottom line is: a deal is only a good deal if it benefits both parties. Do not underestimate your customers in this respect: many people are the architects of their own lives. Similarly, they can be the architect of their own gate or fence. If you offer your customers something that you yourself would like to buy, it can be very pleasant doing business, for both parties. ■

50 metres of twin wire in half an hour? Yeah right.

Delivering 50 metres of twin wire fencing, completed and ready, within half an hour's time – sound impossible? At a Zaunteam event, three installers and one Speedpiler showed that it can be done. We've got videos to prove it. We admit, the circumstances were ideal. But installing between 200 and 300 metres in a day with a single crew is business as usual with the Speedpiler. Give us a call, we'd love to tell you more.



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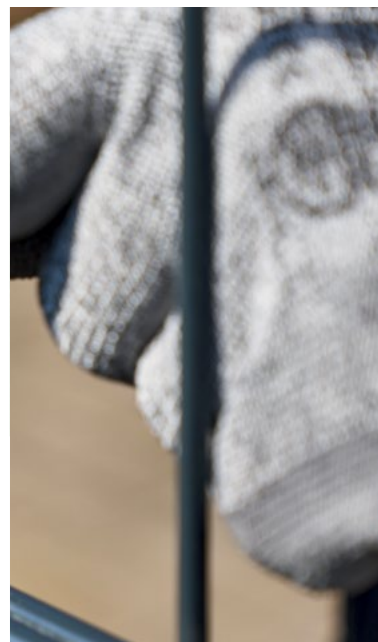




GARDENODE PRESENTS NEW PRIVACY KIT FOR TWIN WIRE PANEL



The Franco-Belgian company Gardenode, a supplier of composite and aluminum fences based in Mouscron, is launching a new privacy kit for 2D welded wire mesh panels on the market.



"The 2D kit is a real revolution," says David Deslypper, managing director of Gardenode. "Until now, twin wire fences were often covered with horizontally woven PVC or PE strips. The competition is enormous – and margins are extremely low. Customers can also buy these strips in DIY stores or on Amazon and often pay even less than they would with a fence installer. The product is becoming less and less interesting for distributors and installers to sell. Additionally, the installation can be tedious and time-consuming. That is why we have now created a version of our vertical WPC slats that fit twin wire panels."



VERTICAL

"Vertical slats are the standard in France," explains David Deslypper. "This comes from the fact that weaving horizontal strips into the V of profiled panels is not practical. About five years ago, almost all these slats were made of PVC. But since then, there has been a big change. The vast majority of the market now buys WPC slats. Customers find it more durable. WPC has a wood-like appearance and is very UV-resistant. German customers also appreciate WPC. There are already many WPC privacy fence systems, such as our Equinox fence range. This is why we believe the vertical WPC slats will sell very well in Germany."

2D KIT

The new 2D slats that David Deslypper is referring to are designed to easily fit between the horizontal wires. There are two variants: one with a thickness of 2.4 millimeters for 6-5-6 panels and one with 3.2 millimeters for 8-6-8 panels. "A kit consists of fifty vertical WPC slats, a patented Upkos fastening system and an aluminum top rail," says Deslypper. "All of these elements make up a kit that allows one panel to be covered." The kits are available for all fence heights, from 1230 to 2030 millimeters, in anthracite and brown. They will be available from June, but can already be ordered. ■

New!

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New Structure for Krapp

Krapp Eisen, originally a trade company for production supplies headquartered in Lohne, located between Osnabrück and Bremen, reorganized its structures at the beginning of the year. Management has changed, and the fence segment has become a separate company.

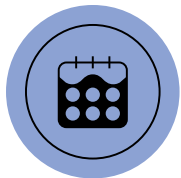


Roland Krapp, a partner and formerly the fourth-generation managing director, withdrew from the operational management as of January 1st to focus on the strategic development of the company. The four business areas of the company will now be headed by independent managers. Sascha Heil, who has been working alongside Roland Krapp as managing director since 2015, will take over as chairman of the management board.



FENCE & OUTDOOR FACILITIES

The new managing director of the Fence & Outdoor Facilities business segment is Jana Sommer, who has been leading the area for the past two years. She states: "With seventy employees in five separate locations focusing exclusively on fence materials, with our own sales team and trucks, we are already practically a separate company. There were only a few touchpoints with the hardware trade left. This has somehow developed over the last 10 years. To allow this business field to continue growing at its own pace, we decided to place the area in a separate company. Therefore, we are now called Krapp Zaungroßhandel." Zaungroßhandel means Fencing Wholesale Company.



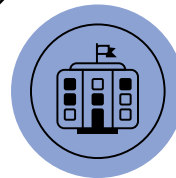
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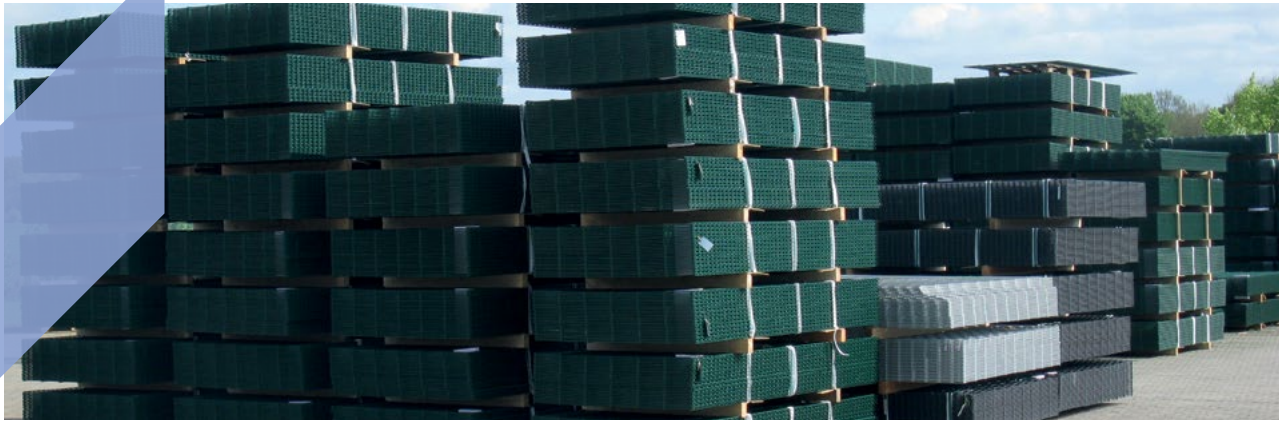
Clemens Krapp



Headquarters:

Lohne

KRAPP GROUP



GROWTH

The new structure with shorter decision-making paths in management and more independence creates room for growth. “We are quite ambitious,” says Sommer. “The program now consists of twin wire fences, swing gates, ornamental fences and aluminum sliding gates. Holler manufactures a custom Krapp gate for us. We intend to expand the program range in the near future with noise fences and other high-quality

ity fence systems. Additionally, we are also expanding our service program. We can already offer the commissioning, maintenance, and required annual inspections of electrically operated gates in some parts of Germany and we see great potential here. Finally, we can also grow geographically. There are still areas on the map where we do not have many customers yet.”



Branches:

29



Current Owner:

**Roland
Krapp
(4th
generation)**



Number of
Employees:

850



Revenue (2024):

**195
million
euros**



SERVICE

According to Jana Sommer, Krapp's customer orientation is the major strength that enables all this growth. "With us, you get everything," says Sommer. "Do you need a single blue post for a repair? Then we deliver it. We handle every project as needed – fourteen panels, fifteen posts, with a small gate, a corner post, and a wall connection. For example, we have just introduced so-called exoskeletons for our logistics employees. They look like Spider-Man with them, but they can now carry posts and other materials more easily and quickly. Furthermore, we continuously invest in digitalization. It's just an example, but what you know from Amazon – that you get a notification 10 minutes before delivery that the driver will be there in 10 minutes – that is also coming to us soon." ■




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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.

mmo

Gate



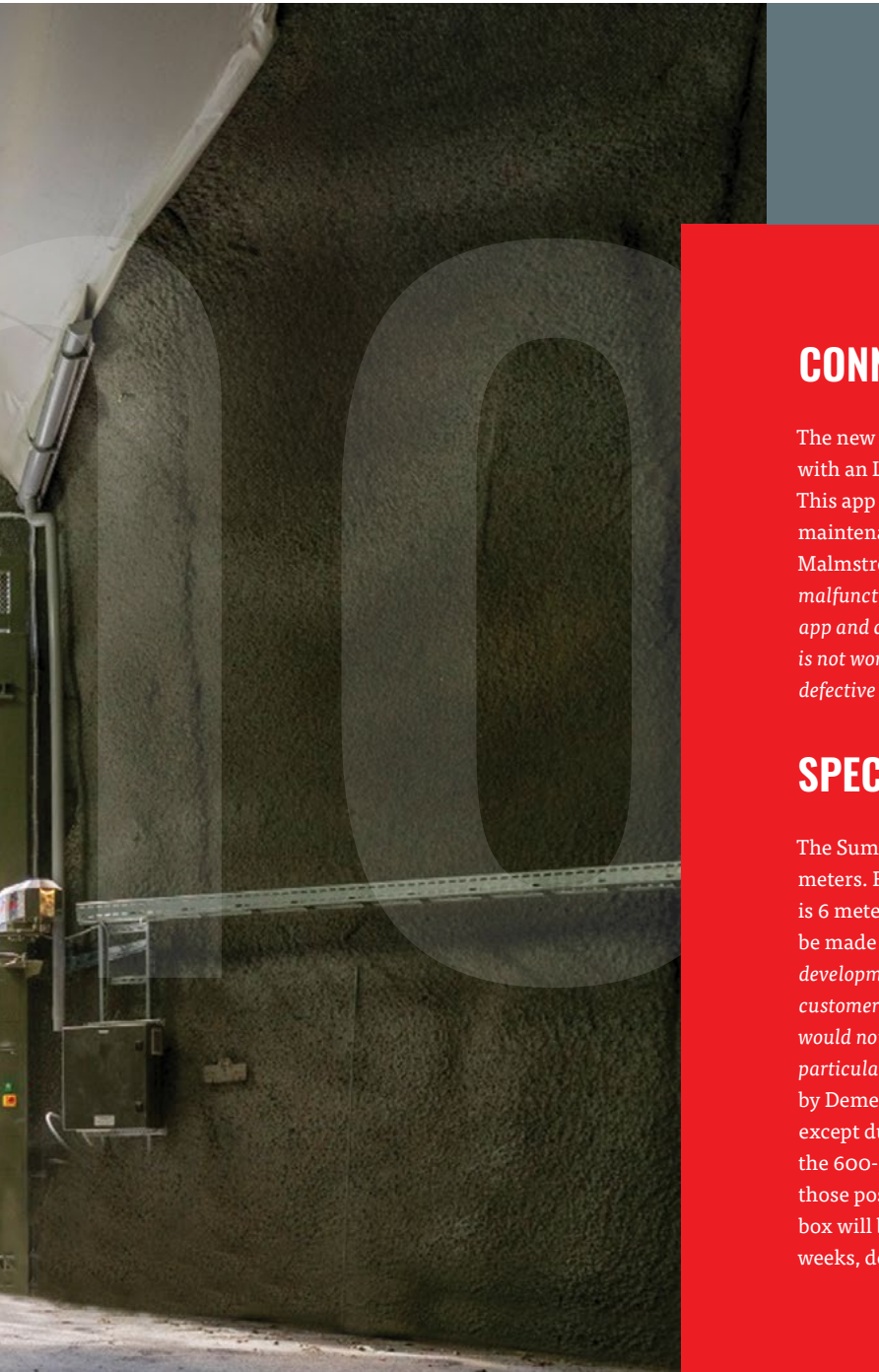
"We developed this gate because there is an increasing demand for stronger and safer solutions," says Dan Malmström from Demex. "We supply many gates for police stations and prisons. They want a gate that can withstand heavy loads and extreme conditions better than an industrial gate, but high-security 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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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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