

# FENCING TIMES

*XL-Edition*

*2024, Issue 16*

50 Years of  
Strainrite

Came launches  
Easyscan



**New aluminium range  
by Wiśniowski**

# Choose your favourite way of reading Fencing Times

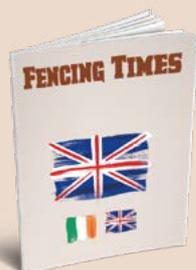


## FREE DIGITAAL FREE FOREVER

Digital subscriptions are free of any charge. Just sign up with your email address and we'll notify you as soon as a new issue is available.

## FREE GEDRUKT ONE PER COMPANY

Every fence installation company in  is entitled to one free print subscription of Fencing Times. Don't receive your free copy yet? Let us know and we'll take care of it.



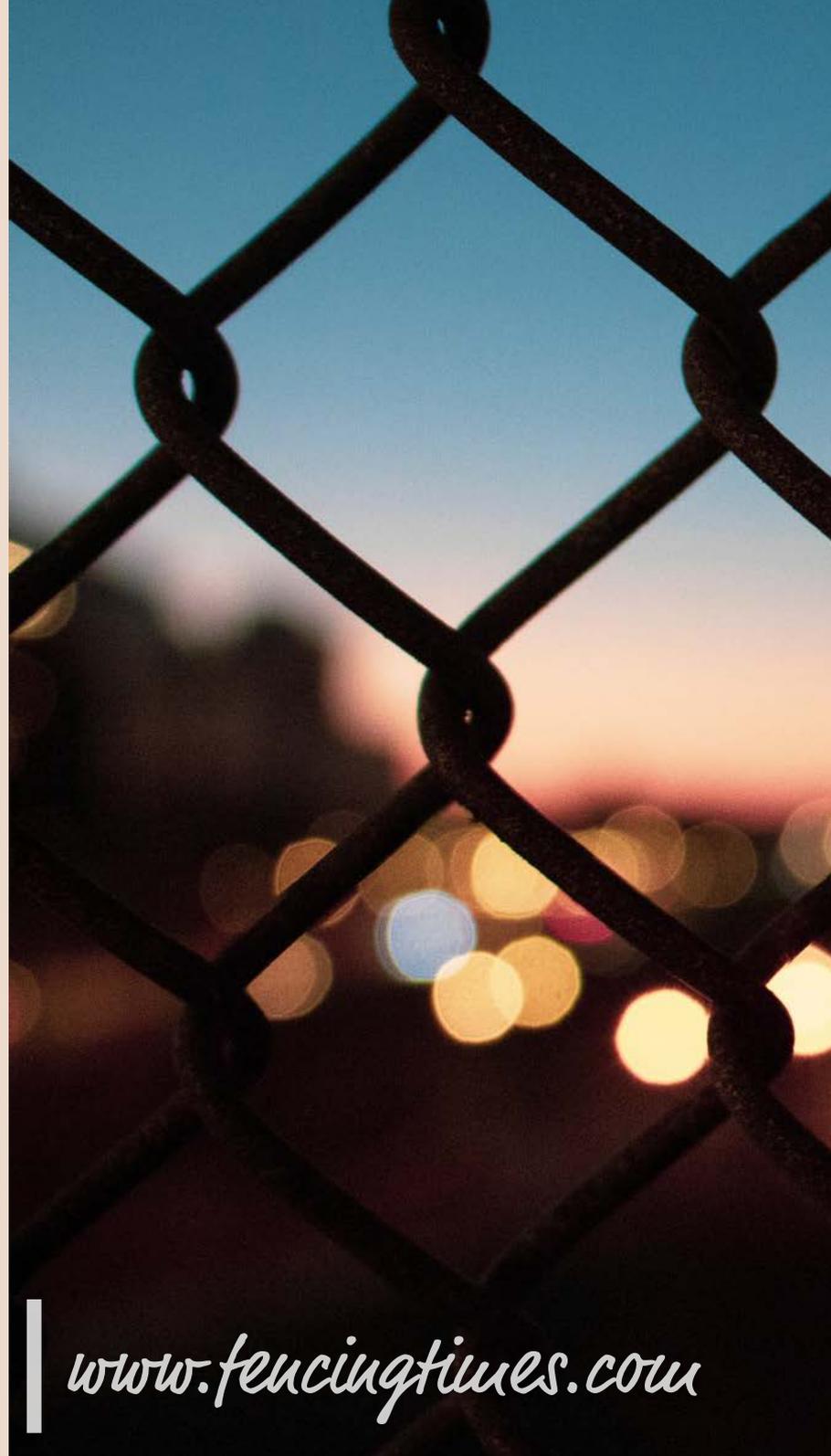
## SUPPORT SUBSCRIPTIONS FOR OUR FANS

Never fight about who reads first. Just order as many copies as you want, in your own language, from € 12,50 per month.

Your subscription helps us to create even more and even better content.



Go to [www.fencingtimes.com](http://www.fencingtimes.com) and subscribe!



[www.fencingtimes.com](http://www.fencingtimes.com)

## Fencing Times

### TEAM:

Editor: Rembrandt Happel  
Design & Organisation: Janina Gemblar  
Newsroom & Campaigns: Kristina Khomenko  
Translations: Kelly Atkinson, Janina Gemblar, Pascale de Mari & Astrid Homan

### CIRCULATION:

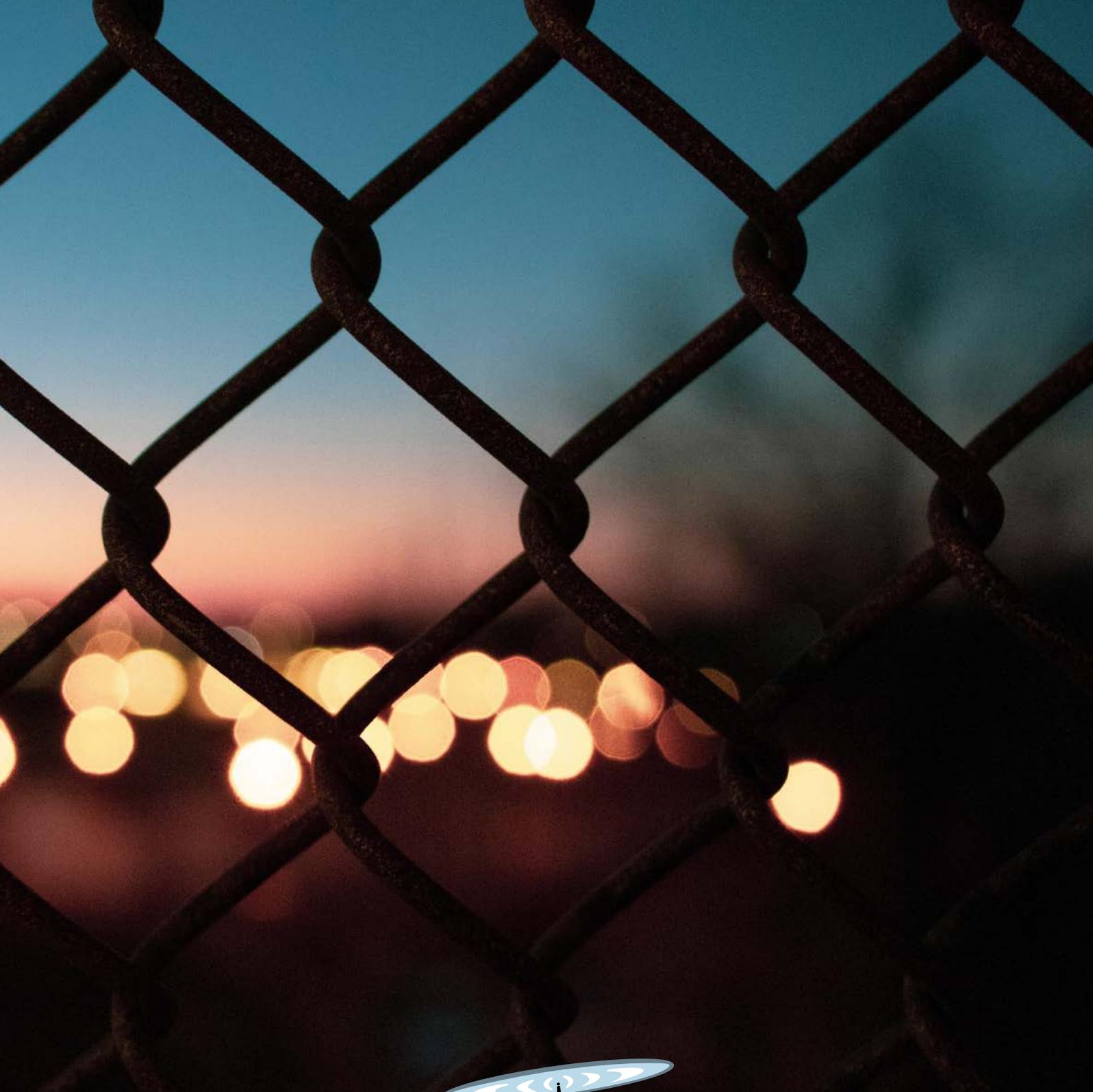
Fencing Times is published in both print and digital editions. More than 17,000 readers in 7000 businesses across Austria, Belgium, France, Germany, Ireland, Luxembourg, the Netherlands, Switzerland and the UK read Fencing Times in their own language. An additional international edition in English is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

### COPYRIGHT

The distribution and forwarding of individual articles or the entire issue to third parties is both expressly permitted and highly appreciated. We are happy to send you the original files for this purpose, if required. It is forbidden to copy articles or parts of articles without giving the source, or to pretend or imply it is your own content.

### THE SMALL PRINT:

While this magazine has been compiled with the utmost of care, we are unable to guarantee the completeness, correctness or accuracy of the information provided herein. No rights can be derived from any of the information presented in this magazine. The opinions in this issue do not necessarily reflect the personal opinions of the editorial team or the publisher.



### CONTACT:

Fencing Times GmbH  
Auf der Schanz 77  
47652 Weeze, Germany  
E-mail: [team@fencingtimes.com](mailto:team@fencingtimes.com)  
Phone:  +44 1227 919552  
 +49 2823 9453014  
 +31 85 2088447

### SEND US YOUR NEWS

You've got news, that you'd like to share with the fencing industry? Contact our editors via [team@fencingtimes.com](mailto:team@fencingtimes.com) or call +44 1227 919552. Editorial articles are always free of any charge.

### ADVERTISE

Like to advertise in the coolest magazine of the fencing industry and brand your company with all fencing installers? call +44 1227 919552 or send an email to [team@fencingtimes.com](mailto:team@fencingtimes.com) and we'll tell you all about it.



# The Neverending Story

**I**n an earlier column, we described an ordinary day in the life of a random fencing installer. We exaggerated a bit, which isn't unusual for us. Exaggeration adds a bit of extra fun and excitement, plus it can help to get a point across. In that particular column, we had a wide range of problems arise in the course of a single day.

Fortunately in real life there's usually a bit more time in between the issues that arise. But even in real life, every day brings new challenges to deal with. We've all got our problems; life is essentially a constant stream of them. The other day we had a beer with a fencing installer and that was what we discussed: that it doesn't matter how many problems you solve, there's always going to be a new one popping up to keep you awake at night. That installer called it a 'Neverending Story'.

And he was right. The steady stream of new problems is never going to stop. Motivation coach Brian Tracy compares it to the ocean: the waves come rolling in in a neverending stream. Problem after problem. After each and every wave you tackle, there's one thing you can be sure of: another one is on its way. Every now and then an extra-big wave comes along, a crisis that makes all other problems pale into insignificance.

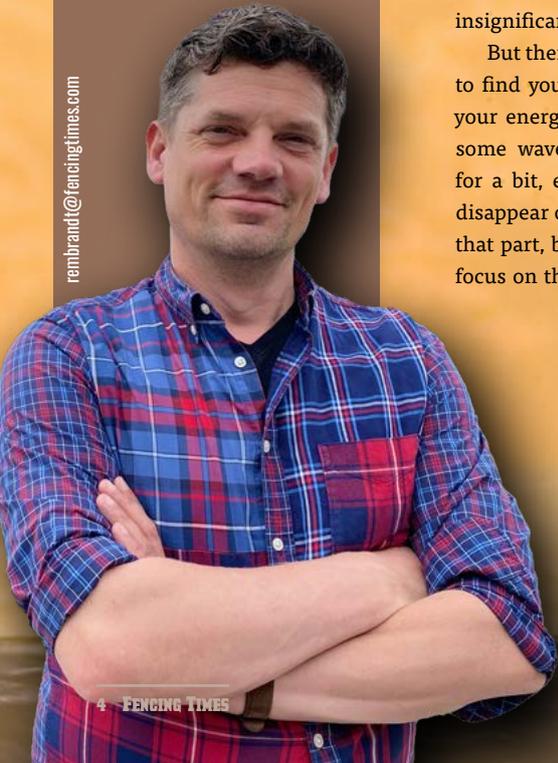
But there's also a lull after each wave, a time to find your feet again and breathe, to gather your energy for the next wave. And although some waves can drag you along with them for a bit, eventually they all get smaller and disappear on the beach. Often you don't notice that part, because you're already training your focus on the next wave. But just think back to

the summer of 2023. What was the problem that worried you the most? How's that looking now? And how did all your 2018 problems turn out?

At the same time there are some waves that, at the moment they come rolling in, take all your strength to overcome. Some of them drag you quite a long way. It's hard to make progress when you're constantly being swept off your feet by new waves. It's hard to keep on swimming forward when each new wave drags you back towards the shore.

But you can do it. Even just the fact that your business still exists is proof that you're able to swim well enough to handle any wave. The trick is to take a good deep breath at exactly the right moment and to jump at the right time, so it takes you right over the wave, so to speak.

One of the most effective things you can do to tackle these challenges more effectively is to make a list. Grab a notepad and write down all your problems, one on each line.



Then give each problem a number according to this table:

|               | Urgent | Not Urgent |
|---------------|--------|------------|
| Important     | 1      | 2          |
| Not important | 3      | 4          |

Take a fresh sheet of paper and copy out all the problems that you've given a 1. Then the first piece of paper can go straight into the shredder, because there's only one rule for issues that fall into categories 2, 3 and 4: f\*ck it.

When Mrs Brown calls and threatens to give you a zero-star Google review if you don't send someone to polish the scratches from her fence within the hour, it can instantly send you into a sort of panic mode. It can be tempting to drop everything and jump straight into the car because 'aaargh, help.'

But how important is that Google review really? If you always deliver good work and already have plenty of four- and five-star reviews under your belt, new customers are surely going to see through those few moans and complaints. They're well aware that there are Mrs Browns out there, people who are impossible to please. The few people who can't look past them are probably moaners and complainers themselves, so you definitely don't want them as customers anyway.

The Mrs Browns of the world clearly belong in category 3. Urgent, but not important. In other words: f\*ck it. Mrs Brown will be scheduled when someone needs to be nearby anyway and doesn't need to drive more than five minutes to get to her. Until then, it's just bad luck for her.

You'd be better off taking the hour and a half it would have taken you to assist Mrs Brown immediately, and using it to think about how you're going to convince that client with the massive project and the big margin to give you the job. That will generate more cash flow, and with more cash you can solve a lot of Category 1 problems.

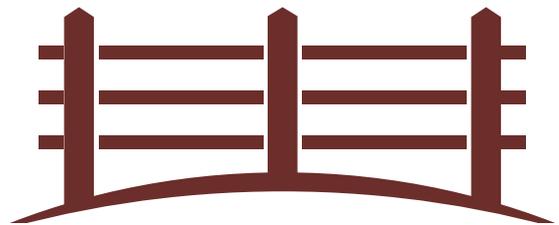
Category 2 and 4 problems, too, are also best ignored. Category 4 speaks for itself, and category 2 can be left for a rainy Sunday afternoon. Learning to quickly categorise all your problems into one of these four boxes will make your life much easier.

There are lots of other ways to learn to better manage the problems in your business – and in your life. Removing all emotion from them is another one. When you do that, you're able to be calm and matter-of-fact about your decision. Thinking bigger in terms of money helps too. Often what pays is not to scrimp and save on the tenners, but to reflect on how to bring in the hundreds and the thousands.

There are many more skills along these lines that make it easier to brave the waves that roll in. And the beauty of it is that they're all skills you can learn. You don't need to have a talent for it, or some special type of problem-solver DNA. Every skill can be learned.

Those who master all these skills will find that they slowly turn from a swimmer to a surfer. The better you get at tackling the problems, the more enjoyable it is to solve them. Then the waves are no longer annoying obstacles; they're fun challenges. And before you know it, the waves can never be big enough for you. ■





## IN THIS FENCING TIMES:

### The Publisher:

The Neverending Story ..... 4

### News from suppliers:

Strainrite celebrates 50<sup>th</sup> anniversar ..... 14

DAS Access expands QR access control range ..... 18

Zaunteamers get together at Summer Forum ..... 26

Thibo markets its own aluminium sliding gate ..... 32

Kopal launches swing gate with wood filling ..... 40

Came presents simple access control with Easy Scan ..... 47

Van Merksteijn acquires Becker ..... 52

Wiśniowski launches new aluminium line ..... 58

### And also:

Fences in the News ..... 65

# HOLLER

GATES - FENCES - AUTOMATION

ONLY TRUST  
THE ORIGINAL

Holler HOME - Complete gate system: double gate, pedestrian gate, fence and balcony railing, customised design with laser-cut infill.

## Reliable solutions for perimeter protection and access control

Extensive standard programme and individual solutions for aluminium gates up to 25 m width and 5 m height

### AUSTRIA



Factory  
Production

Holler Tore GmbH  
Dorfstraße 31  
8435 WAGNA

Tel. +43 3452 86031-0  
mail@holler-tore.at  
www.holler-tore.at

### GERMANY



Holler Tore Deutschland GmbH  
Parsberger Straße 9  
92355 VELBURG

Tel. +49 9492 8954600  
mail@holler-tore.de  
www.holler-tore.de

### SWITZERLAND



Holler Tore Schweiz AG  
Obere Au 4 / Rosental  
9545 WÄNGI

Tel. +41 71 558 47 47  
office@holler-tore.ch  
www.holler-tore.ch

### BENELUX



Holler Benelux B.V.  
Kerkstraat 15  
4126RR HEI EN BOEICOP

Tel. +31 6 27 42 53 47  
info@holler-benelux.nl  
www.holler-benelux.nl

### POLAND



Holler Polska Sp. z o.o.  
Szarych Szeregów 2  
33-100 TARNÓW

Tel. +48 733 791 167  
info@holler.pl  
www.holler.pl

### SLOVENIA



Holler, vrata in ograjni  
sistemi d.o.o.  
Ukmarjeva ulica 4  
1000 LJUBLJANA

Tel. +38 641 973 679  
prodaja@holler.si  
www.holler.si

### ITALY



Holler Italia SRL  
Viale Vittorio E. n.51/2  
31029 VITTORIO VENETO (TV)

Tel. +39 0438 1693620  
info@holler-italia.it  
www.holler-italia.it

### ROMANIA



Holler România  
Str. Ciucaş 14  
505800 ZĂRNEŞTI,  
BRAŞOV

Tel. +40 734350987  
contact@holler.ro  
www.holler.ro

### FRANCE



Holler France  
2 Hameau de Coursouris  
02220 SERCHES

Tel. +33 7 89 35 53 25  
info@holler-france.fr  
www.holler-france.fr



Sliding, swing gates and much more  
with the right opener - complete door systems from Berner!

› Our product highlights:

- › garage door opener and matching accessories
- › The SafetyGuard - the mobile access control system
  - › The new BS50 and BS60 gate barriers with innovative design and integrated LED lighting
- › Elegant swing and sliding gates as well as fence elements from the DT-live and ST-form entrance gate lines

› Talk to us about the new attractively priced ST-live sliding door range!

We look forward to every project!

Berner Torantriebe KG · 72108 Rottenburg/Germany  
Tel.: +49/(0)74 72/98 12-0 · [www.berner-torantriebe.eu](http://www.berner-torantriebe.eu)



**The Gas Powered Post Driver  
from Fast Fencing Systems.  
The petrol driver that works every time.**



FAST FENCING SYSTEMS BV  
[WWW.FASTFENCINGSYSTEMS.COM](http://WWW.FASTFENCINGSYSTEMS.COM)  
CALL ROGER: +31 6 50292988  
OR ARNO: +31 6 52330914

# FENCING TIMES

# SHORT NEWS

## New establishment for Grillages Brossard



**M**ESSIMY, France – Grillages Brossard, a mesh manufacturer and fencing supplier just outside Lyon, moved into new premises on its existing site in June. This

way, the company now has 230 square metres of additional office space and more than 500 square metres of additional covered storage space. Grillages Brossard was founded in 1880 by Claude Brossard. The company

was passed from father to son several times, before being taken over in 2020 by fencing manufacturer SBFM from Eysines, near Bordeaux. That acquisition helped make the expansion possible, which now enables the

company to stock an even wider range of fencing products. The total surface area of the Brossard site is now 2300 square metres. ■

# Postsaver celebrates 30<sup>th</sup> anniversary

**P**ostsaver, which manufactures various products including wooden posts, is celebrating its 30<sup>th</sup> anniversary. Brothers Richard and Jim George from Gloucester founded the business in 1994, when Richard found himself needing to replace the wooden posts of his new fence after just a short time. The brothers used their experience in the plastics industry to create a plastic 'shoe' for the entire underground section of the post. It was quickly

apparent that a shoe-style cover was overkill, as poles mostly rot at the ground line. Based on this, an initial version of the sleeve was developed – one that slides over the post – which the company still produces today.

"Once Postsaver for fence posts launched in 1994, the product underwent rigorous testing by the BRE," Richard says. "These proved its effectiveness and meant that we were able to offer a 20-year guarantee. We've continued to develop the product, using better

and better solutions and better coatings, ever since producing our very first sleeve. This year we launched an extra-long sleeve, the Postsaver Plus, for use on construction timber. We're proud of our achievements in the wood protection field and we work closely with trade and industry organisations to promote the use of wood in general, because wood is the most environmentally-friendly and sustainable building material out there and we're passionate about its future."

As far as the near future is concerned, the company has its sights set on the US market. Sales there are being expanded and an online store created. "2024 looks set to be a record year for us," Richard says. "We're really excited about the future." At the time of writing, it was still unclear whether and how the anniversary would be celebrated. Sources within the team tell us that they're hoping for a big party, but there has been no official announcement as yet. ■



Jim and Richard George

# MZT Annual meeting in Bayreuth

The Richard-Wagner-Festspielhaus is an opera house designed by Richard Wagner and dedicated entirely to the performance of his stage works. It is known as one of the opera houses with the best acoustics in the world (according to Wikipedia, we ourselves do not know anything about Opera).



**B**A Y R E U T H , Germany – The upcoming annual meeting of the German trade association Gütegemeinschaft Metallzauntechnik will take place

in Bayreuth in mid-October and not in Bamberg as announced in the fencing calendar of Fencing Times issue 14. The places both start with a B, and they are only 50 kilometres apart (perhaps that

is why we could easily mix them up), but it is still annoying if you are wandering around Bamberg this fall and cannot find your hotel because it was wrongly advertised in the Fencing Times.

One more time just to be sure: the event takes place in Bayreuth. We will be there as well: we will see you there!

## Fachverband Drahtzaun meets at Stahl Metallzäune

**I**n July the members of Fachverband Drahtzaun, a trade association in Northern Germany, gathered at Eileen Stahl Metallzäune in Celle for their quarterly Stammtisch. Eileen Stahl Metallzäune, which is a member of the association, manufactures ornamental fencing. “Eileen runs the company along with her husband Denis,” says Fachverband Drahtzaun chairman Markus Vogt. “The couple also run a general metalworking business together. We were given a tour of the workshop, with a detailed demonstration of how everything is manufactured. That was really interesting.” Afterwards the group

adjourned to a Croatian restaurant a few kilometres away for drinks and a delicious meal. *“The Stammtisch is one of the most important aspects of our trade association; it brings everyone together on a regular basis and in a casual setting. Members have the opportunity to share advice and tips with each other and strong bonds are forged, which come in handy when you suddenly need each other’s help. We try to switch up the location a bit so that it’s not always the same members who have to travel a long way; that means that we go all around Lower Saxony. This edition was another great success –bring on the next one!”* ■



# Tschœppé presents new balcony railing

**H**ERDT, France - This spring, fencing manufacturer Tschœppé from the French town of Hœrdt launched a new collection of aluminium balcony railings. The range is called Garde-corps Barreaudés, and its design has been kept as minimalist as possible. It features posts made of 50 by 12 millimetre profiles, with no visible fixings. The handrail options are a round 50-millimetre tube or a rectangular profile measuring 65

by 27 millimetres. For the infill, customers have the choice of glass plate, aluminium sheet infill with a cut-out motif, or horizontal strips. The posts are no more than 1.5 metres apart and can be installed in either the French style (on the floor) or the English (against the façade or wall). Combining the different handrails and infills in different ways creates 26 different models to choose from. ■



## New mini excavator from Develon

**D**OBŘÍŠ, Czech Republic - South Korean construction equipment manufacturer Develon is launching a new mini excavator. Develon, the parent company of Bobcat, is itself owned by Hyundai Infracore Equipment. The DX10Z-7 is a 1-tonne mini excavator with zero tail swing and significantly improved performance compared to its predecessor, the DX10Z. The 1.45-metre boom has been redesigned and the arm length increased from 810 to 890 millimetres, which brings the digging reach at ground level to 3355 millimetres and the dumping height to 2205 millimetres. The track length has also increased to more than a metre, improving the vehicle's stability and increasing traction. ■



# New wire panels from Schertz

**B**ERTHELMING, France – This spring, French fencing manufacturer Schertz, from Berthelming in Alsace, launched two new wire panels: Athletico 244 and Athletico 545. Prototypes had already been presented at Paysalia in Lyon last December.

Athletico 244 is a lightweight 3D panel made of 4-millimetre wire. At 2.4 metres long, it can

be loaded crosswise onto a truck. This makes transport and transshipment in distribution centres easier than for panels that are 2.5 metres wide. Athletico 244 is available in heights of 1230, 1530 and 1730 millimetres.

Athletico 545 is a twin-wire panel with 5-millimetre horizontal wires and 4-millimetre vertical wires. Like Athletico 244 it is 2.4 metres long, enabling easy

transport. The mesh size is 55 by 200 millimetres, the same as the mesh size for Athletico 244. Athletico 244 is available in heights from 1230 to 1830 millimetres.

On both panels, the vertical wires extend for 30 millimetres on one side; customers have the choice of whether to install the panels with these wires extending upwards or downwards. The panels come in green and in

anthracite as standard, and are compatible with the privacy slats and privacy strips from the Schertz range. ■



# Strainrite celebrates 50th anniversary

**R**obertson Engineering, the New Zealand company behind the Strainrite brand, is celebrating its 50<sup>th</sup> anniversary this year. Back in 1974, owner Maurice Wooster bought a company specialising in abattoir and other meat works equipment. The work meant that Wooster visited a lot of farms, and he developed a passion for making farmers' work easier with useful tools. In addition to the Runrite brand, for abattoir equipment, he started Cutrite for harvester blades and Strainrite for fencing tools and equipment.

Many companies have moved their production to Asia over the past 50 years, but Wooster always wanted to keep manufacturing his products in New Zealand. *"I wanted us to keep all the skills and know-how right here in our own factory,"* he says, *"because once they're gone, they're gone. We try to automate as many things as possible, but at the same time we employ around 60 people. We're very proud to be a 100 percent New Zealand business, and we're the only company in the country that manufactures wire tensioners."*



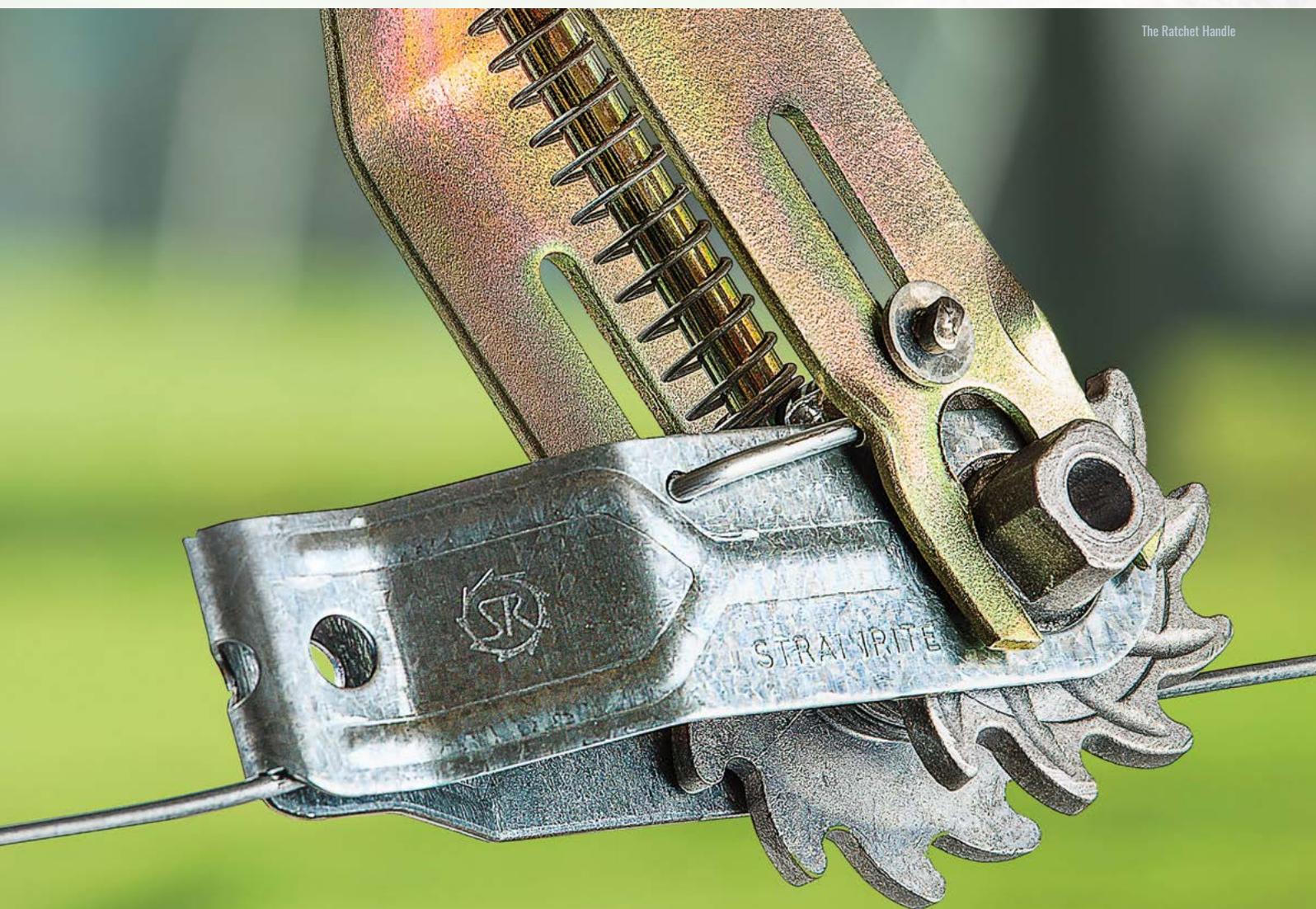


Reflecting on his long career, Wooster singles out developing the Ratchet Handle as a particularly proud moment: "I went off to the workshop one Saturday morning, and two hours later I'd designed it and created an initial prototype. I wanted to ease farmers' frustrations with a universal product that's suitable for other brands of wire tensioners too, not just ours."

Another standout memory is the first time he saw a Strainrite wire tensioner in use at the New Zealand Fencing Championships. "Only one of the 10 teams had our tensioners, but it was still a proud moment for me. These days almost all the competitors use Strainrite. We get lots of support and feedback from fencing installers and competition entrants, both for existing products and for new ones. We use all these ideas to create products and tools they can rely on. My policy is that I want to serve the industry; that's what it's all about for me." ■



The Ratchet Handle



Your supplier for maintenance-free  
fencing systems



Now with a new  
configurator tool  
for our  
sales partners



mein-zaun.de



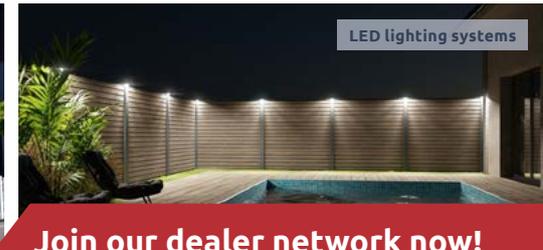
Privacy and noise protection fences



Front yard fence systems



LED lighting systems



Join our dealer network now!

PROFEX Kunststoffe GmbH • Rudolf-Diesel-Straße 18-20 • 31311 Uetze  
Tel.: +49 51 73 / 98 36 55 • zaunbau@profex-gruppe.de

www.profex-gruppe.de

# Agricultural fencing *from the experts - for the experts*

Professional and low-maintenance Fences! Take advantage of our 25 years of experience



Our catalogue -  
Browse online now



our robinia posts  
natural - sustainable

Highland Stall & Weide GmbH | www.hsuw.de |

# DAS Access expands QR access control range

DAS Access, a Belgian manufacturer of access control equipment based in Heist-op-den-Berg, released a new range earlier this year. Scan&Go Basic makes it easy for owners and managers of small car parks to control access to their sites.

“Our Scan&Go Pro line has been a great success for 16 years now,” managing director and owner Mario Elia says. “Scan&Go Pro prevents unauthorised users and visitors accessing car parks and business premises, with no need to issue relatively expensive RFID cards or transponders.







We do this by managing temporary (and often one-off) users such as customers, visitors, and suppliers, using technologies such as ANPR and QR codes on mobile phones at barriers, sliding gates and swing gates. No server, centralised database or PC application is required. This makes Scan&Go Pro extremely popular with supermarkets, leisure centres, office buildings, and all sorts of other locations. With Scan&Go Basic, we make this system available to retailers, businesses, hotels and other smaller users as well."

### SCAN&GO

"Temporary access provision, in particular, is a difficult issue for a lot of providers," Elia explains. "By 'temporary access' I mean places like, for example, doctors' surgeries; they want to give car park access to their patients, but not to random strangers. Currently these often use a barrier and a remote control, but it always requires staff to operate them. Small and medium-sized businesses with many different customers and suppliers needing to access the premises encounter the same issue. They can hand out RFID tags, in the form of key fobs or cards, but that's quite an expensive hobby because a lot of people don't return them. Or they can programme the truck driver's phone number into the GSM module, but that – besides it being extremely cumbersome to use SMS codes – is dangerous, because often people forget to remove the numbers again, and eventually half the world is able to get in."

### QR CODE

"So that's why we developed our QR code system," Elia goes on. "It makes it very easy for a site owner to invite guests and grant them access. They install a code scanner on a pillar at the entrance, and then create a QR code that they can either email to their guest or print on a booking confirmation. The guest takes the ticket – or the email, on their phone – to the pillar and is able to get in... or get out, depending on the situation. The QR code contains all the relevant authorisation details, such as the time, the number of hours or days for which the ticket is valid, the printer ID, and so forth. This ensures the highest possible security and convenience for both operator and user, without the need for the devices to connect via networks or mobile data. The user can also run it as a ticketless system by entering the visitor's number plate into the system and installing a number plate scanner."

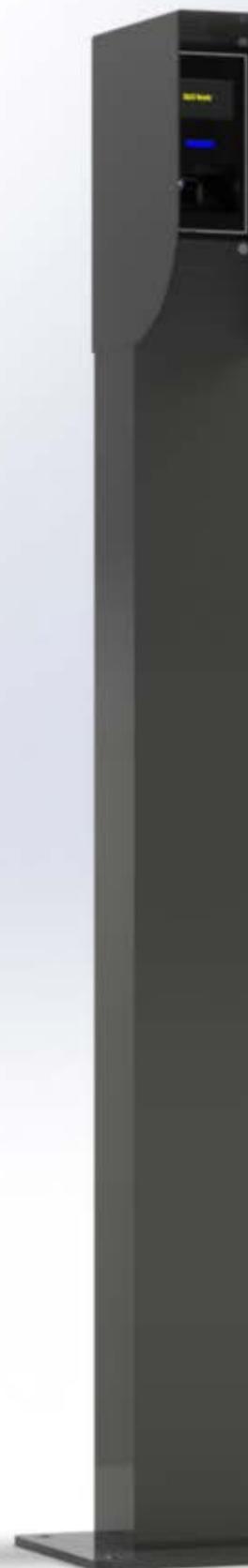


Mario Elia



## **BASIC**

*"We've now simplified that system in Scan&Go Basic," Elia says. "The Basic line is intended for simple, low-traffic situations. The major advantage is that all you need is electricity. You don't need to lay network cables, there's no need to worry about complicated configurations, the customer doesn't need to install any software, and you don't need to log in to anything. The line is completely plug and play. You install a barrier, install our pillar with a scanner, and give the customer a ticket printer. Connect it all to the power, and you're done. The customer is then able to print tickets with QR codes for anyone they want to let onto their site. This is how we've made Scan&Go available for small-scale applications, for example for a shopkeeper in the town centre who has five parking spaces on his own premises, which he wants to reserve for the exclusive use of his own customers. And the best part is that Scan&Go Basic is so simple that anyone can sell and install it – even installers without extensive technical knowledge of access control systems, networks, or IT. It's easier to install than a barrier, and it can be installed within minutes if necessary, without using a laptop or software."*





## PAID PARKING

In addition to being used purely for access management, both Scan&Go systems can be used for paid parking. "The Pro line includes various payment terminals, in which the customer can configure their payment provider's details," Elia says. "Then that customer has a stand-alone system that allows visitors to pay for parking using their debit cards or mobile phones. For the Basic line we have a desktop printer, which retailers can put on their sales counters and use to print out tickets in return for payment. Obviously that will only work during opening hours, but the payoff is that it's super-simple to install and use."

## APPLICATIONS

DAS Access is emphatically not targeting the very large car parks with its Scan&Go lines; rather, it is aiming for the market immediately below. "Places like airports and the big inner-city Q-Park facilities are not our target market," Elia says. "Those need coin-operated machines – which have to be emptied – and pricey 24-hour service and maintenance contracts. Almost all major barrier manufacturers have their own divisions that have that market completely covered. But for the market immediately below that one, Scan&Go is ideal. For hotels, apartment complexes, supermarkets and shopping centres, single-company and multi-tenant office buildings, campsites, and so on, those complex systems and their associated contracts are often too complicated and expensive; that's our market."

This market is also of great interest to fencing installers, because Scan&Go eliminates the need for a big access control department, meaning that they don't have to turn down orders for barriers and gates as soon as access control is requested. It enables every fencing and gate installer to find a fast, easy, and always-affordable solution for almost any application a customer might request... and they can install and maintain them themselves for their customers. With the Basic line, we've increased the number of potential applications even more."

### RANGE

The Scan&Go Basic range consists of a scanner unit (which can read QR codes on paper, tickets, or phone screens from 20 centimetres away), a ticket printer, and aluminium pillars. The scanner has a display, a code reader, and a LED ring, and is suitable for both indoor and outdoor

use. The ticket printer features two buttons as standard. The first has the standard option of printing a ticket that allows the user to exit until midnight, while the second button limits exit time to within 30 minutes of issue. The printer settings can be customised using the built-in DAS software. "The customer can also connect the printer to a computer," Elia says, "and if they then install our Virtual Printer software, they can add an unlimited number of virtual buttons to the screen, each with a different validity period. But the printer can also be operated on its own." The aluminium columns are supplied on a base plate and are available in three heights: one for cars, one for pedestrians, and one for cars and trucks (which is equipped with two scanners). The columns come in anthracite grey as standard, but can be powder-coated in other colours if required. ■





# WKM 15.160

TIME-SAVING  
PILE DRIVER  
FOR FENCING INSTALLERS

100% REMOTE CONTROLLED



# wikam



2000  
kg



Wikam B.V. De Ronding 13, 8072 TB Nunspeet, Netherlands t +31 (0)341 79 53 43 e info@wikam.nl i www.wikam.nl

© tortec GmbH / ANZEIGE F085 1/2022



30  
years 1992-2022

# Partner in gate construction

tortec® GmbH | Cantilevered Sliding Gate Systems made of steel & aluminium | Oberer Westring 23  
D-33142 Büren | phone: +49 (0)2951 92000 | fax: +49 (0)2951 92002 | mail to: info@tortec.de | www.tortec.de

# Zaunteamers get together at Summer Forum

All Zaunteamers gathered in Frauenfeld, Switzerland, on the first weekend in July for their annual forum. There were lots of exhibitors showing off their latest products, workshops were held, and it goes without saying that everyone celebrated together.

**“**Our forum is one of the highlights of our year,” Zaunteam managing director and founder Wädi Hübscher says. “We get together with the franchisees to celebrate the past year’s successes, exchange information, learn, and experience the team spirit that we’re known for in the market.”

## EXHIBITION

The first participants arrived as early as Thursday, but the event kicked off on Friday morning with an exhibition. Part of a hall in Zaunteam’s main building had been cleared for the purpose. Exhibitors like Came, Deutsche Zauntechnik, Hadra, Highland Stall & Weide, Profex, Rockwool, Schnabel, Tell, TPS Activ, Wisniowski and many others were in attendance with their own stands to showcase their latest products and models. Outdoors on the site, various machinery manufacturers demonstrated their machines. During the trade show there was a barbeque right outside the hall and there were pastas and salads as well, so there was no need for anyone to go hungry.



nteam  
erfolgreich.







## CHRISTENING

In the evening there was food for everyone, followed by watching the football together: Germany vs Spain. When the match was over, Hübscher took the stage and called together all the installers who had successfully achieved certification over the past year. "That's another one of the areas in which we want to make a difference," he says. "Being a fencing installer isn't officially a profession, the sort for which you need to pass specific exams. That means that anyone can call themselves a good installer, whether they are or not. For that reason, in 2020 we set up a training course to certify installers who are able to install fencing to a certain high standard. It's an intensive course: you have to be able to install a mesh fence, a twin wire fence, a wooden fence and a gate

within a certain time. That's followed by written and oral exams; these test your knowledge of materials and, for example, how you deal with customers. The exams are pretty tough; by no means everyone passes the first time." Those who do pass are honoured at the annual forum and they're even christened certified fencing installers: they have to swear an oath, and stand in a cage made of twin wire mesh where they have a bucket of water poured over them. After that the successful candidate is presented with a fraternity jacket that bears the words 'Fence Expert' and has their name on it. "The ceremony is an impressive experience that celebrates each certified installer, and isn't one they'll soon forget."



## PARTY

In addition to all the official items on the programme, there was plenty of celebrating going on. The vacant land in front of Zaunteam's main building was filled with a bar, a DJ van, a stage, and several campfires. Attendees could even sink into a hot tub if the mood seized them. "Work hard, play hard, is what we call it," Hübscher says. "When you work hard together, you also need to be able to party together now and then. It's something that people often don't consider, but we think it's important that you also have a lot of fun with the people that you've worked with all year long. It creates a bond, it helps you to get along better, it gives you the confidence to bring up something that might be bothering you sooner rather than later, and on top of all that, it's good for solidarity. We place a lot of importance on that – it's part of our success." On Saturday morning the Zaunteam Games were held: at 30 different stations, participants could tackle agility courses for the chance to win a prize. After that the attendees headed home... except for the team from headquarters, that is. They had to stick around for a few more hours to clean up. ■



# PRIVAICON BV

## HEKWERKEN

**FLEXIBLE and  
RELIABLE**



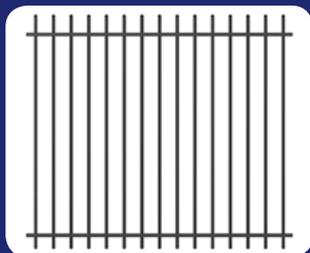
**Single Leaf Gates**



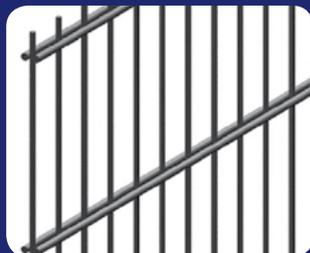
**Industrial Gates**



**(Automated) Cantilever Sliding Gates**



**Railing Systems**



**Rigid Mesh Systems**

Privacon Hekwerken BV  
Houtzagerijstraat 22  
NL - 5451 HZ Mill

Privacon Poland Sp. z o.o.  
Zławieś Mała 60A  
PL - 87134 Zławieś Wielka

Privacon Baltics SIA  
Druvas Iela 8  
LV - 5001 Ogre

T: +31 485 442398  
F: +31 485 470184  
E: info@privacon.nl

T: +48 56 637 6355  
F: +48 56 637 6305  
E: info@privacon.pl

T: +371 65067710  
F: +371 65067711  
E: info@privacon.lv

[www.privacon.nl](http://www.privacon.nl)

# The only way is up

## 10 Reasons for a Sesampoort

### Space Saving

No space needed for a turning or sliding gate leaf.

### Quiet

Hydraulic drive, so no rattling gears.

### Fully closed

No ground clearance necessary. So the entrance is closed from the ground up.

### Also on a slope

The length of the infill sections can be adjusted to the angle of the driveway.

### Advertising tower

In open state, the Sesampoort is an eye catcher that can also serve as a tower of power for advertising.

### Easy operation

Works with all signal suppliers: remote control, detection leaps, card readers, whatever.

### Secure

Secured with laser scanners. Complies to all European norms and regulations.

### High Quality

Built to the cold temperatures, high winds and massive snow loads of the Scandinavian climate.

### Plug & Play

Comes fully wired and pre-assembled. Ready for use immediately.

### Outstanding

Sell your customer a gate his neighbor has not.

**SESAMPOORT**  
the surprising way of opening

Belgerenseweg 45,  
5756 PP Vlierden  
Tel: +31(0)77 466 94 80,  
info@sesampoort.nl  
sesampoort.nl

# Thibo markets its own aluminium sliding gate



In April, Dutch fencing manufacturer Thibo of Beek en Donk near Eindhoven launched its own aluminium cantilevered sliding gate. The new Europa is a lightweight, aluminium gate on a lower beam reinforced with steel cables, with which Thibo aims to make its customers more competitive.

**“S**afe and dependable, powerful in its simplicity, that is how we describe the Europa sliding gate,” says managing director Heino Thijssen.

“Sometimes it is essential that a gate simply opens and closes safely, without additional requirements. For such projects, the gates included in our product range were too elaborate.



Those gates have various infills, lighting options and invisible drives, which drive up the price. As a result, our customers sometimes missed large projects. We are changing that with the Europa.”

## EUROPA

The new Europa is a so-called tension gate, meaning that two steel cables are tensioned in the lower beam to give rigidity to the gate. “As a result, less aluminium is needed, which reduces material costs compared to gates without cables,” says Thijssen. “In addition, we have set up a highly efficient production line with welding cobots<sup>1</sup>, where we can produce the gate in series. With this gate, we can provide excellent support to our customers in projects where price is decisive.”

1) Cobot stands for collaborative robot. It is a robot that collaborates with the welder.

## STRONG

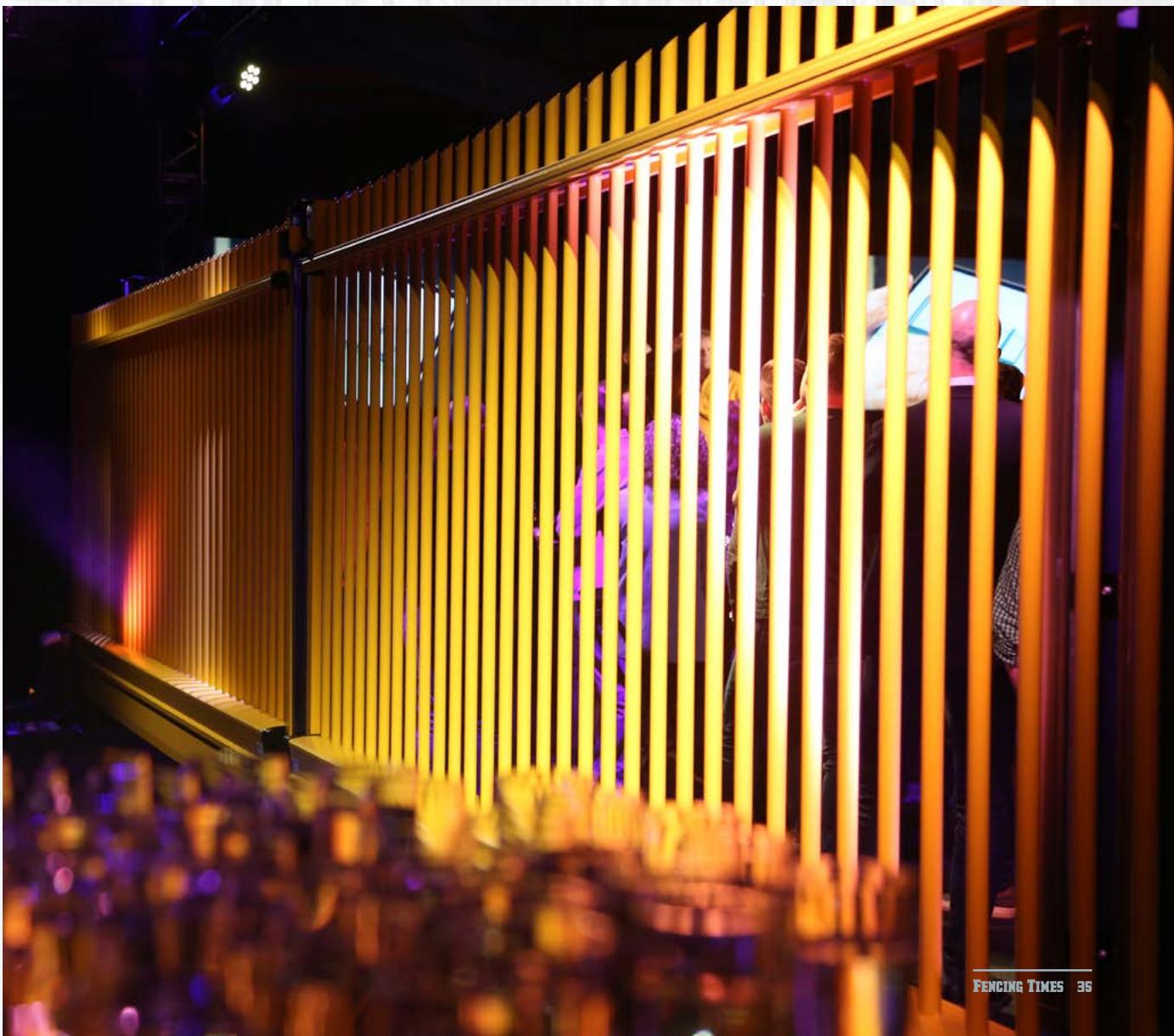
The new gate was developed for the entry-level market, but Thijssen says that does not mean it is a discount model. “On the contrary,” he says. “The Europa is competitively priced, but we did our best to make it the best gate in its category. The lower beam is a robust extrusion section, which is so sturdy that tensioning cables are actually unnecessary at the smaller openings. The gate has welded rather than clamped or crimped infill tubes and the gate is rated for wind class 2. The portals and both sides of the leaf have active safety edges, we took the best photocells we could find, and we use two robust and reliable motors from Cardin for the drive.”





## TOP SECRET

Thibo worked for a long time on the introduction of the Europa. "I had it on my wish list for about ten years," says Thijssen. "But yes, developing your own sliding gate is a big step. If you want to do it right, there is a lot involved. We finally started concretely a year ago. We hired an engineer, made extensive calculations and drawings, created several prototypes, and evaluated the prototypes for over half a year." The new gate was introduced in early April at a secretive event. Thibo had invited all its customers and contacts to the factory in Beek en Donk, where 'a big secret would be shared with them.' An assembly hall had been partly cleared and dressed in black cloths. Visitors were treated to snacks and drinks. After two short speeches by directors Ralph Beukers and Heino Thijssen, a big red button was pressed, after which two cloths fell. The new Europa had been officially unveiled and could immediately be extensively viewed, studied, and discussed in every detail, as fencers like to do.





## EXPANSION

The Europa is an expansion of Thibo's existing sliding gate product range. "For the premium segment, we partner with Austria's Holler Tore for Belgium and the Netherlands," says Thijssen. "The Holler product range includes gates suitable for non-stop opening and closing, with any kind of custom infill you can think of and with an opening width of up to 25 metres for a single leaf. That is exactly for the opposite side of the market. We also have several other brands in our product range, which are accompanied by our own Matic SL guide column and a drive from the Italian company Cardin. We have been successful with that for years. The Europa is an extra addition, allowing our customers to compete with the bigger fencing companies in the Netherlands."

## COMPETITION

Thijssen clarifies: "Large projects, such as distribution centres, office parks or even airports, often consist of several components. The front at the entrance demands a robust premium sliding gate, with many access control functions. Attractive railing is often requested to the left and right of the entrance, towards the back it can be mesh or rigid mesh. Then various swing and sliding gates for service or supplier entrances are needed, in varying combinations, manual or automatic and often some turnstiles. We were already strong in all those other products, with the Holler gates for the main entrance, with our own production lines for swing gates and railings and a large network of suppliers for all the chain-link and mesh material, where our large volume allows us to buy against razor-sharp prices. With the Europa for entrances where a secure opening and closing is sufficient, we now have the complete package. This offers our customers a serious opportunity in the tendering process of large projects."



## UNIVERSAL

The new Europa sliding gate comes with a passage width from 3 to 10 metres, in 1-metre increments. All sizes have the same lower beam, a closed extrusion section of 200 by 300 millimetres. *"With electrically driven gates, the toothed rack is concealed in the lower beam,"* says Thijssen. *"That is more attractive and safer. For the same reason, we have concealed the guide wheel in the upper beam. It's a robust gate."* Gates up to 8 metres opening have one guide portal, the 9 and 10-metre gates have two. The infill consists of round tubes with a diameter of 30 millimetres and a spacing up to 110 millimetres. The tubes can be inserted in or pierced through the upper beam. On gates without pierced bars, a pointed comb can be ordered from 1.5 metres high. There are two drives available for the gate. The standard drive has an opening speed of about 16 centimetres per second. For those for whom that is not fast enough, there is also a drive that opens the gate at around 50 centimetres per

second. Both drives are manufactured by the Italian company Cardin. There is also a manually operated version: it has no built-in toothed rack, but does have a Locinox lock. Europa has been inspected and certified by an independent party: all versions comply with the Construction Products Regulation and the two versions with drives also comply with the Machinery Directive.

## EUROPA

The name Europa refers to the area where the gate can be utilised. *"We did our utmost to create the best gate in terms of quality and price,"* says Thijssen. *"We are convinced that it is suitable for all European countries. That is why we plan to build a European dealer network. First we focus on neighbouring countries, such as Germany, France, and the UK, and then possibly further afield."* For the future, Thibo is also considering expanding the line with other filling types, such as mesh panels or Mykadoo railing. *"The Europa offers many possibilities. We are immensely proud of it." ■*

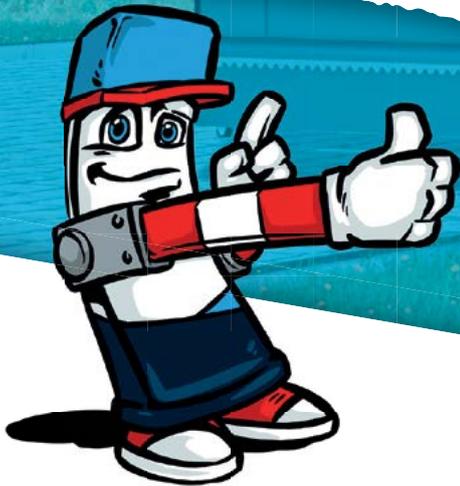


**ELKA Slide gate opener**

**With frequency converter controller**

**EST-FU 1500 and EST-FU 3000**

**Now at an introductory price  
for ELKA partners\***



**Register as a partner in our webshop and order directly online!**

**For gates with opening  
widths of up to 30,000mm**

**Hypoid bevel gearbox  
with high efficiency**

**Sufficient power in  
every situation**

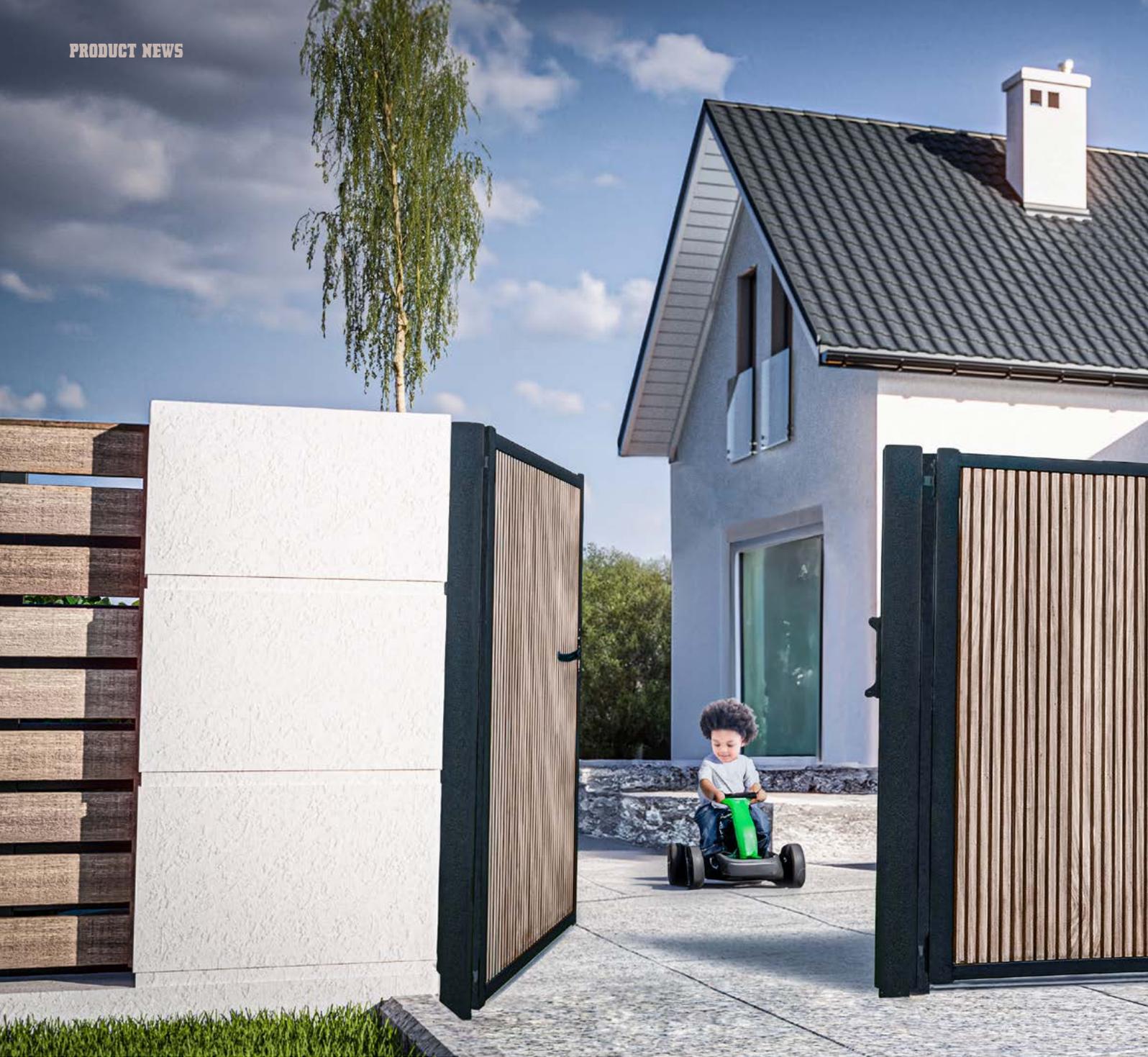
\*This promotion cannot be combined with existing discounts other discount campaigns and is valid up to and including 30<sup>th</sup> September 2024.



**ELKA-Torantriebe GmbH u. Co. Betriebs KG**  
Dithmarscher Str.9, 25832 Tönning / Germany

✉ [info@elka.eu](mailto:info@elka.eu)  
🌐 [www.elka.eu](http://www.elka.eu)

☎ + 49 (0) 4861 - 9690 - 0  
📠 + 49 (0) 4861 - 9690 - 90



# Kopal launches swing gate with wood filling



The Belgian gate manufacturer Kopal from Kortemark, between Bruges and Kortrijk, launched a new swing gate this spring. The Pluteo is made of steel but has a factory-fitted wood filling. Kopal is aiming at the private market with this product.

“Until now, we only made gates prepared for wood filling,” says commercial manager Eline Vandromme. “Fence workers, or the customer himself, could then apply their own wood infill on them. But we see that the demand for wood infills is increasing and far from every fence worker is equipped to make their own. Therefore, we are now releasing our own gate model with wood filling. This way, we cater to the private market with a ready-made and solid solution.”

## AYOUS

The filling of the Pluteo consists of planks of so-called Thermo Ayouos wood. *"Ayouos, also known as Abachi, is a soft, fast-growing and therefore affordable type of wood,"* production manager Stijn Pylyser takes over the conversation. Pylyser and founder and owner Stefaan Talpe were the driving forces behind the new gate. *"Thermally treating the wood gives it the durability and spring of tropical hardwood. Like hardwood, it is highly resistant to rot, pests and weathering. Furthermore, its rapid growth gives it a dense, robust fibre grain structure that looks particularly attractive. That's why it was the ideal choice for us."* The Ayouos boards have gullies milled out on the outside, making it look as if the filling is made of narrow slats. Kopal joins the vertical boards together at the factory with cross slats to form elements, which are then screwed into the wing as a whole.

## PRIVACY

*"By using tongue and groove boards with gullies milled out instead of narrow slats, the infill as a whole gains more strength,"* Pylyser continues. *"Moreover, this way you cannot see through between the slats, making the gate completely sight-tight and also allowing you to sell it as a privacy gate. For the gaps between the leaves themselves and between the leaves and the posts, we therefore supply blinding strips."* If the customer wants fencing in the same style to the left and right of his gate, this is also possible: Kopal also supplies the wood filling as fence panels 2 metres wide, with an aluminium cover strip that ensures no water penetrates the open side of the wood.





## PLUTEO

The leaves of the new Pluteo are constructed of a framework of tubular profiles, with welded-in strips to screw the wooden panels onto. They are suspended with 3D hinges from Locinox on posts made of 100 by 100 millimetres tubular profiles. The built-in lock also comes from Locinox. The Pluteo comes with a passage from 1.1 to 4 metres and heights from 1.50 to 2 metres. The base of the gate and the location of the hardware are designed

such that each gate can open left and right as well as inwards and outwards. *"This allows any installer in any situation to install the gate without fuss,"* says Pylyser. The steel parts are coated in matt black as standard. *"That colour is popular in the private market,"* adds Eline Vandromme. *"We want to meet the demand for affordable, sturdy and aesthetic gates. That's the Pluteo: a harmony of steel and wood, as we call it."* ■



# TEMPORARY FENCES

100% SAFETY WITH  
MESH WELDED INSIDE



## THE NEW BASE

Manufactured with 100%  
recycled plastic.



**FERRO BULLONI FRANCE S.A.**

[www.ferrobulloni.fr](http://www.ferrobulloni.fr)

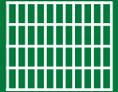




Sliding Gates



Swing Gates



Fencing Systems



Detection



Sports field products



Boom Barriers

# INOVA<sup>®</sup> Perimeter security

## Made in Germany

**berlemann**

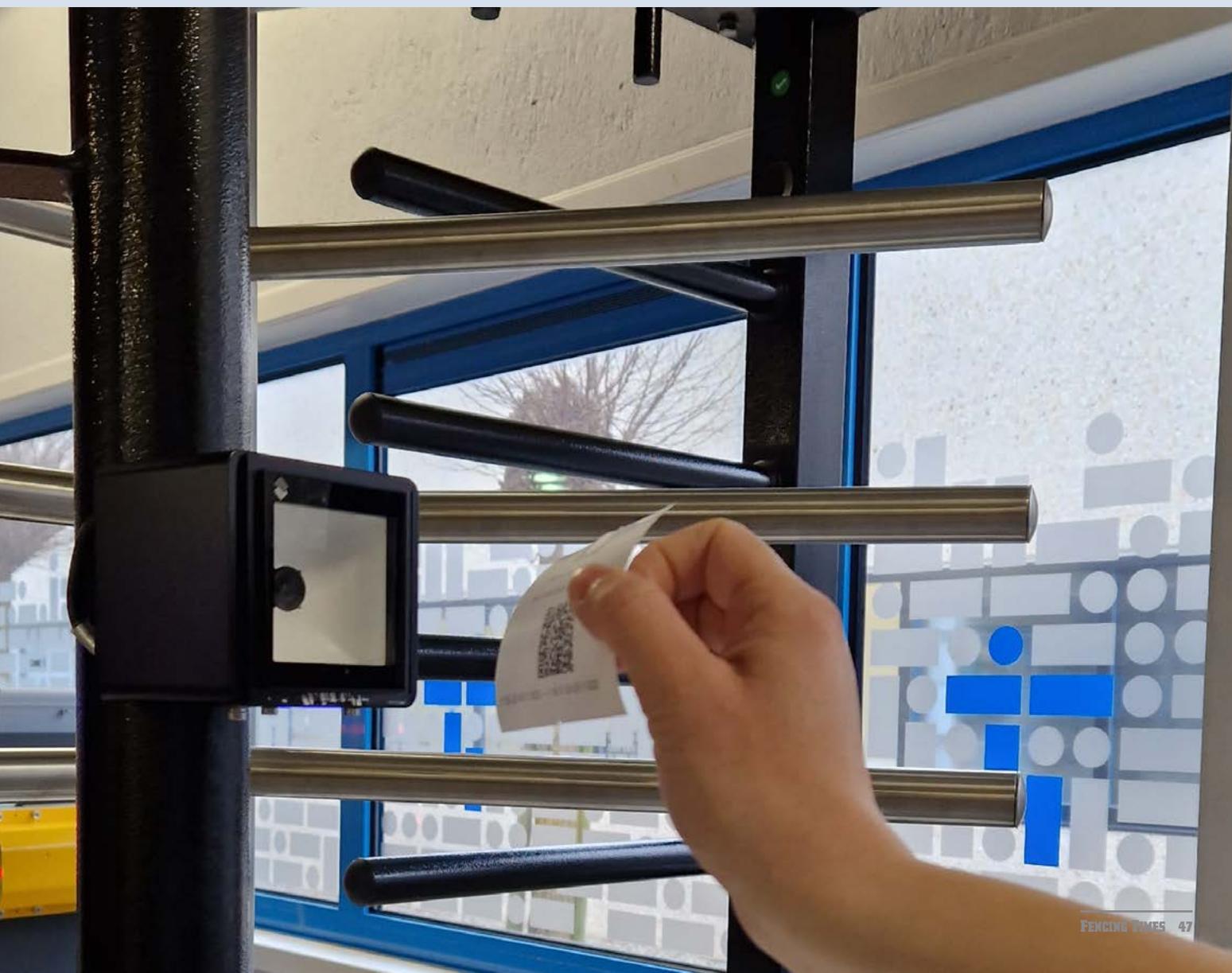
Berlemann Torbau GmbH  
Ulmenstraße 3  
D - 48485 Neuenkirchen  
Tel.: +49 5973 9481-0  
Fax: +49 5973 9481-50  
E-Mail: [info@berlemann.de](mailto:info@berlemann.de)



[www.berlemann.de](http://www.berlemann.de)

# Came presents simple access control with Easy Scan

Italian drive manufacturer Came presented a new, simple access control system that allows customers to easily control access to their premises at Intertraffic in Amsterdam in April.





“**A**bout two years ago, we developed the ACS01 here at the Belgian site,” says Jimmy Duquesne, business projects development manager within Came Benelux. “The ACS01 is an access control system where you can bring together all the several types and systems of access control. When we started marketing it, we found out that there are also many applications where you do not need all the functions and capabilities of a large system, but rather the simplest possible solution. At that point we started developing the solution, which became the Easy Scan.”

#### **EASY SCAN**

The ACS Easy Scan is an offline ticketing system that gives access via QR code tickets. The system comes in a ready-made kit consisting of a desktop ticket printer with a 4.3-inch or 7-inch display and a ticket scanner. The printer enables the owner or manager of the gate, turnstile, or barrier to print a ticket with QR code, which guests or visitors can use to open the barrier. The reader is built into a separate column or directly into a box section of the barrier or turnstile. As soon as someone holds the ticket with the QR code in front of the scanner, the barrier opens. The system is mainly intended for applications where a large number of single-use or sporadic users need temporary access.



## APPLICATION

*"Take a company that has to leave a lot of trucks outside," says Duquesne. "An exit loop will not do, because then thieves can drive out too easily. Giving remote controls or even badges to the usually strange driver is overly expensive, because you never see those badges again. Programming a PIN code, the driver's phone number or licence plate number into a single-use system is cumbersome. This is where Easy Scan comes in. You print a ticket with a QR code that is valid for 15 or 30 minutes and give it to the driver. The latter can close his truck at his leisure, go to the toilet and leave at his convenience, without having to report back and without you having to accompany him."*



# PARKING SOLUTIONS

- ACS PS**
- Modular entry and exit console (keypad, badge reader, QR code reader, payment integration, licence plate recognition)
  - Customizable touch screen
  - Intensive use



## EASY

"Or take the example of a hotel with its own car park in front," Duquesne continues. "That hotel wants everyone to be able to drive in easily and freely, but not that the car park is misused – or, if it is a paid car park, for guests to pay before leaving. Again, the Easy Scan is the perfect solution. The receptionist prints a ticket that is valid for as long as the guest has paid, and the hotel guest can drive out with that ticket. In the case of the hotel, the scanner is linked to a barrier, but you can of course link it to all forms of access management. We supplied an Easy Scan for a holiday park in Marseille in France because guests there need to be able to obtain access at reception at the front of the resort to the swimming pool, a kilometre away. At reception, a ticket is now printed that is valid for the duration of the holiday booked and guests can use it to go through the turnstile at the pool."

## ADDITIONAL BENEFIT

"Another typical application of the Easy Scan is, for example, a shop in a town centre," says Duquesne. "We delivered a kit to a pharmacy, with its own car park across the road to which it could not pull any cables. That car park was always full of cars that did not belong to customers. That pharmacist has been helped out tremendously with a barrier and Easy Scan. The cashiers print a ticket for the customers, the customer can get out of the car park, but a stranger cannot park. In this kind of situation, the Easy Scan is also a generator of extra revenue for fence workers, because without the Easy Scan, you would not be able to sell a barrier at that pharmacist's premises either. If cashiers have to ask every customer what kind of car he has and then use a remote control to open the barrier every time that customer is in front of the barrier – while they are already helping another customer – that does not work. That is far too inconvenient."

## INSTALLATION

The word easy in the name Easy Scan not only stands for the simple applications – according to Duquesne, assembly, installation, and configuration are also extremely simple: "The scanner and the printer from one kit are already linked together. You do not need an electrician to connect or configure it, because you just push the plug into the outlet, and it works. Anyone can install it. Anyone can implement it, and anyone can work with it. You do not need to connect it to the internet, you do not need to create users, you just need to connect the power, and you are done. The printer uses standard TM80 cash register rolls that can be bought anywhere. It is a system that any fencer worker can sell, even fencer workers who are not familiar with access control or electrical installations." ■



# Van Merksteijn acquires Becker





Last June, Dutch company Van Merksteijn acquired German wire panel manufacturer Drahtwerk Becker-Prunte of Dattel, on the northern edge of the Ruhr region. Becker's machinery will enable Van Merksteijn to fill out its range of wire panels.

**"B**ecker has seven multifaceted production lines," says Martin van den Hemel, Managing Director Fences at Van Merksteijn. "With just one exception, these aren't high-volume machines, unlike our machines in Almelo. Instead, they're for manufacturing small series in every possible size. They will enable us to expand our range considerably."

## HISTORY

Drahtwerk Becker-Prünste was founded more than 100 years ago, and has worked with wire for all that time. The company's last director and owner was Frank Becker, who took the helm more than 60 years ago after his father passed away when Frank was still a student. In the 1960s and 1970s, Becker manufactured mesh alongside other products. The business was one of the largest fencing companies in West Germany at the time, with salesmen and installation teams on the road in every region. The company was also a big player in the production of single wire panels for the mining industry, with the panels used for support in mine galleries. Norbert Bläser, who until that time had been a competitor, bought into the company in 1992. The company was renamed Becker-Bläser-Draht, and since then has specialised in manufacturing fence panels. In exchange, Bläser ceased its own production and Bläser Zaunsysteme served as a trade company, alongside a few wholesalers.

## VAN MERKSTEIJN

In 2007, both the production company Becker and the trading company Bläser were sold to Dutch company Van Merksteijn. Norbert Bläser retired at the time of the sale, but Frank Becker continued to run the production company. Van Merksteijn moved some of its machinery to Almelo, with the machines left in Datteln mostly those for manufacturing specials. In 2012 Van Merksteijn wanted to place even more emphasis on high-volume production, and plans were made to close the Datteln site. When Frank Becker heard this, he bought the company back. Since then the company has been known as Drahtwerk Becker-Prünste, and has mostly sold specials. In recent years the company has been plagued by various challenges and setbacks, ultimately resulting in its bankruptcy at the end of last year. At first an appointed receiver attempted to restart the company in its existing form, but without success. Subsequently Van Merksteijn bought its assets – primarily the machinery – last June. Many of the staff moved to Van Merksteijn too.





Roy Tijhuis and Martin van den Hemel

## 2.0

"A lot has changed since 2012," Van den Hemel explains. "Back then – just after the Lehman Brothers crisis – our focus was very much on high-volume production. But over the past 12 years we've transformed from a panel manufacturer to a system supplier, one that can supply everything a fencing installer needs. In Almelo we have an ultra-modern production line for pipes and posts, we manufacture our own swing gates in Sobienie-Jeziory just outside Warsaw, and now on top of that, a bit further down the industrial estate in Almelo we have a massive logistics centre where we stock an incredibly wide range of products, from harmonica mesh through to privacy fencing and just about anything you can think of. With Becker's machinery we'll be able to round out that range with the few items we still didn't have: wire panels with special mesh widths."

## RANGE

"And by 'special' we really do mean special," Roy Tijhuis takes up the thread of the conversation.

Tijhuis is the sales manager for VM Fences and Bläser Zaunsysteme. "You can request almost any mesh width and wire thickness you like. You can have some of the wires double and some single, we can even omit wires altogether in a particular place – anything you want. Never again will we need to say no when a customer's architect comes to us with special requirements. And in addition to those one-off special panels, there are the specials that we're asked for again and again. Twin wire panels with a mesh width of 100 by 200 millimetres for the top of the

ball-stop fencing, panels with mesh measuring 25 by 200 millimetres for the return area of a sliding gate, panels that have the top 200 or 400 millimetres bent at a 45-degree angle, panels with their pierced wires sharpened like pencils, all that sort of thing. We're now incorporating some of these specials into our standard range: we'll manufacture them in large series in Datteln and then transport them to Almelo, so we can deliver them from stock throughout the whole of Europe." From now on the company will be known as Drahtwerk Becker. ■

### Becker 'Specials' to be added to Van Merksteijn's range

Twin wire with a mesh width of 25 by 200 millimetres

Twin wire with a mesh width of 100 by 200 millimetres

Twin wire with a 45-degree angle for 200 or 400 millimetres

Twin wire of 2000 millimetres wide for the construction market

3D panels

358 panels

Decorative twin wire panels

Rebound twin wire panels with 50 by 66 at the bottom 50 by 200 millimetres at the top

### Specials that Becker itself will supply to the market (via wholesalers)

Twin wire with sharpened ends

Single wire panels

Twin wire with mesh widths other than 25, 50 and 100 millimetres

Twin wire panels with a transverse hollow tube for detection purposes

Wire panels for use as fall protection in car parks

Wire panels for gabions and wire baskets

Custom-made twin wire panels for gate infill

Flat wire panels made from wires and strips

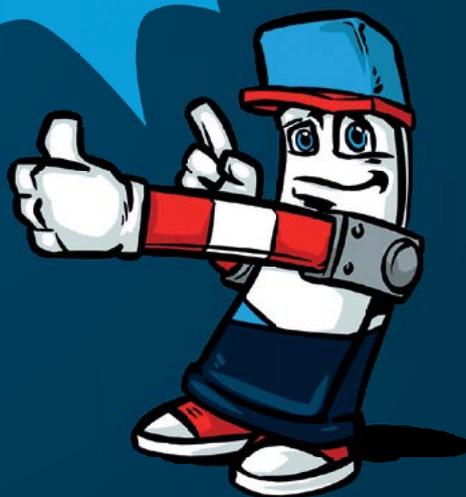
Custom-made designs, for panels with a wire thickness of 4 to 8 millimetres and the customer's choice of mesh width

# ELKA Slide gate openers EST-FU with frequency converter controller

NEW



With boost-  
functions



- ✓ Higher rated power for a short time when the gate starts up
- ✓ Unrestricted operation even with low mains voltage from 200Vac upwards (Power Factor Correction)

For gates with opening  
widths of up to 30,000mm

Hypoid bevel gearbox  
with high efficiency

Sufficient power in  
every situation

# ELKA

ELKA-Torantriebe GmbH u. Co. Betriebs KG  
Dithmarscher Str.9, 25832 Tönning / Germany

✉ info@elka.eu  
🌐 www.elka.eu

☎ + 49 (0) 4861 - 9690 - 0  
📠 + 49 (0) 4861 - 9690 - 90

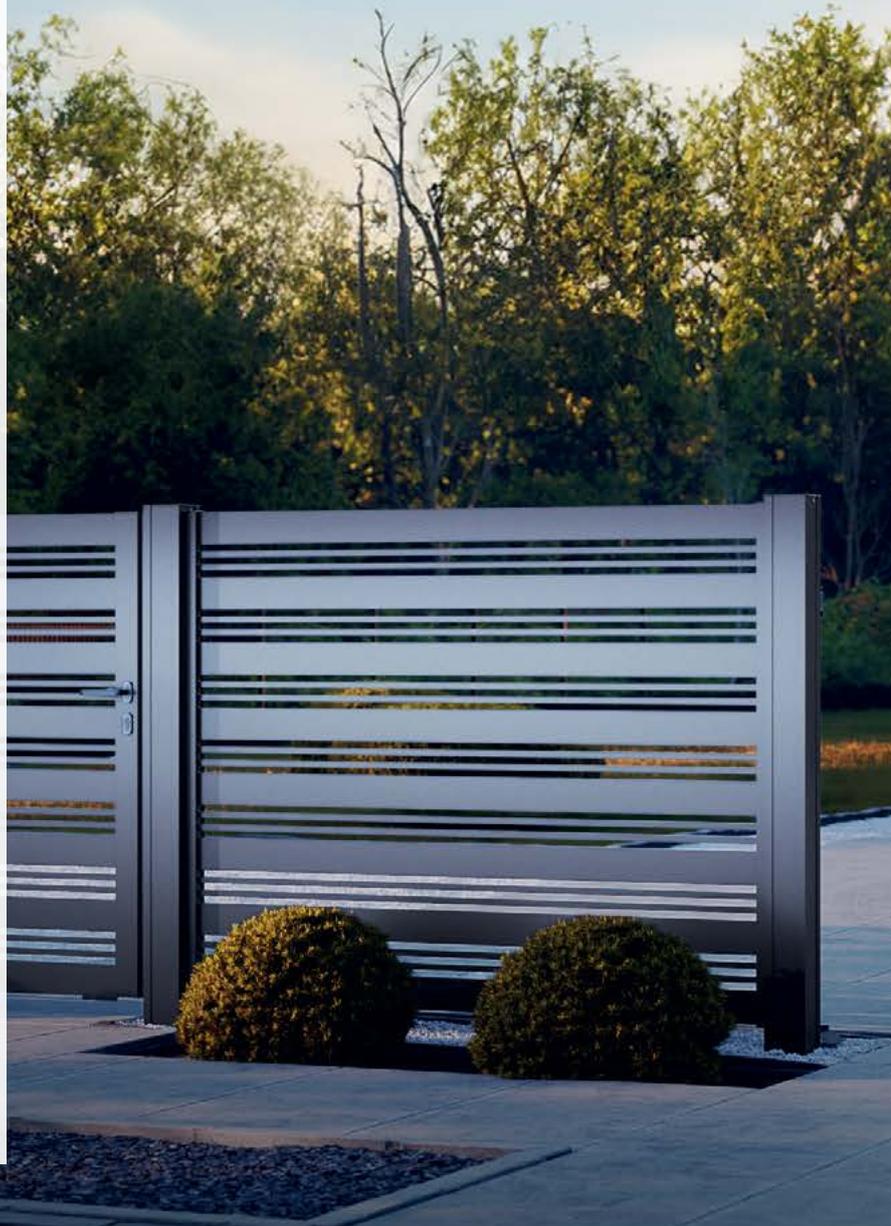
# Wiśniowski launches new aluminium line

Polish fencing manufacturer Wiśniowski, based in Wielogłowy to the southeast of Kraków, is launching a new line of aluminium fencing complete with swing and sliding gates. With this new line, the company aims to offer its customers a broader package of options.

“Until now we’ve manufactured all our ornamental fencing from steel,” says Grzegorz Mruk, director of product management. “But when designing our latest, extremely modern models, we ran up against its limitations: steel sections always have rounded corners. On top of that you have to roll them, and that only pays off with large-series production. And to finish off, customers are becoming increasingly more critical. Big-budget customers in particular don’t want to be able to see any welding seams, or vent holes from the galvanising process; everything has to have a very sleek finish. That only works with aluminium.”

## RANGE

That’s the reason why Wiśniowski is launching an entire new range of aluminium fencing. The line consists of nine different models of fencing, mainly targeting the residential market. All models include fencing panels, swing gates and sliding gates. Something that’s new for Wiśniowski is that the fencing elements and gate infill are not welded; instead, the various extrusion profiles are glued, riveted, screwed or clicked together. “Or a combination of those,” Mruk says. “It’s very difficult to find welders who are good at welding aluminium. And the idea was to get rid of the welding seams in the first place, for an even more attractive appearance. An additional advantage of glueing and screwing elements together after powder-coating is that we’re now able to combine multiple colours in a single fencing element. That’s something else that’s new for us.” For Wiśniowski’s new aluminium line, the only welded parts are the footplates under the posts and some of the joints in the gate frames.





Grzegorz Mruk

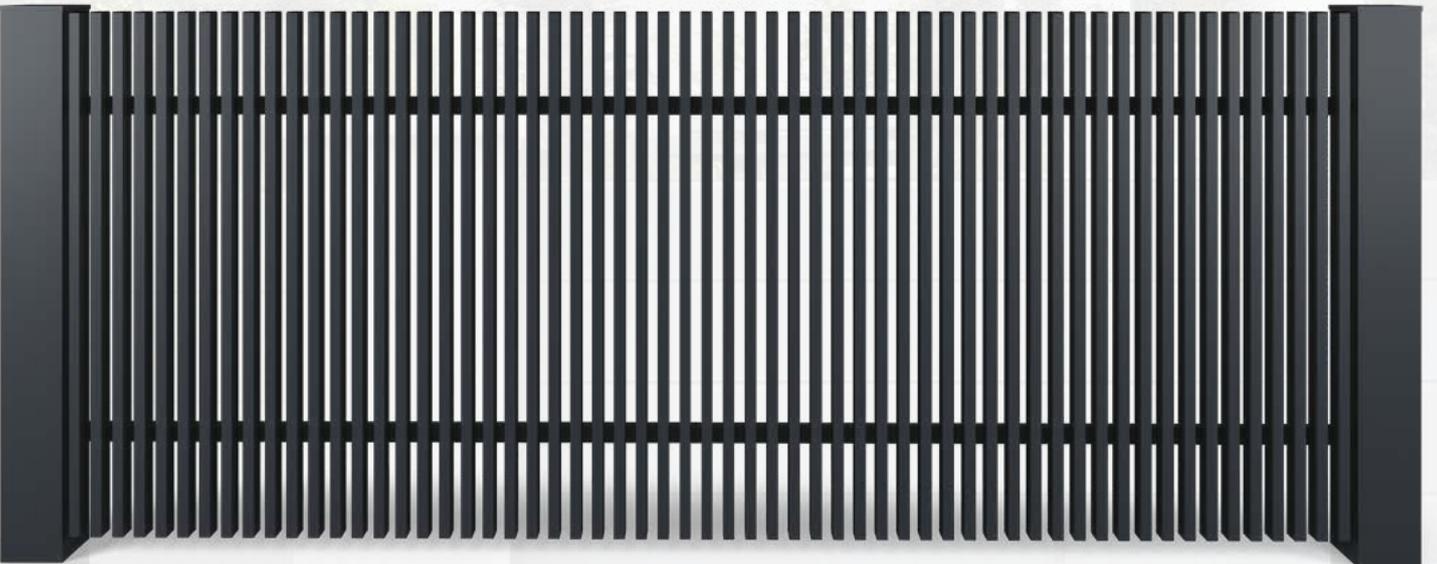


## HISTORY

The new line is the result of years of development. “When Covid brought the entire world’s logistics to a standstill a few years ago, the price difference between steel and aluminium almost completely disappeared,” Mruk explains. “Prior to that, aluminium had been 25 to 30 per cent more expensive – which was always one of the reasons for us to stick with steel. So when that happened, we started off with extensive market research to determine exactly what the line should look like. We wanted it to be a modern line, and suitable for use in as many European countries as possible. It was quite a challenge, because Austria and France in particular are countries in which aluminium is very popular, but the trends and the technical design are very different in each country. Then we created a separate team with product developers from the fencing department working together with engineers from the door department, because they have lots of experience with aluminium. That team spent six months drawing, and designed the various models.”

## DEVELOPMENT

“By that time almost two years had passed, and still the range only existed on paper,” Mruk laughs. “We have a CNC milling machine here that you can put a 70-centimetre-high block of aluminium into, and mill all sorts of shapes out of it. We used it to mill out the profiles that had been drawn – there were more than 30 of them – so we could test whether they could be attached to each other in the way we’d planned. After that we looked for an extrusion partner, and the moulds needed to be made. Once the first profiles came in we could create prototypes, and then we modified some of the profiles based on those prototypes, because once they’d been coated they didn’t fit anymore. At the same time the production staff were setting up a production line, with special cutting machines to cut the extrusion profiles to size, and work tables at which the profiles are screwed and glued together. We then took another three months for certification, to ensure that all products in the line complied with the Construction Products Regulation, as well as the Machinery Directive where necessary.”







## MODERN

The new Modern model consists of rectangular horizontal slats that are 50, 100 or 200 millimetres high. Combining the three different slats – either with or without consistent spacing – creates six different variations on the model. A seventh model uses rhombus profiles, which let light through but make it impossible to look through the fence. *“These are the models we’re starting with,”* Mruk says. *“We’ll certainly be adding other variants in the future.”*

## HOME INCLUSIVE

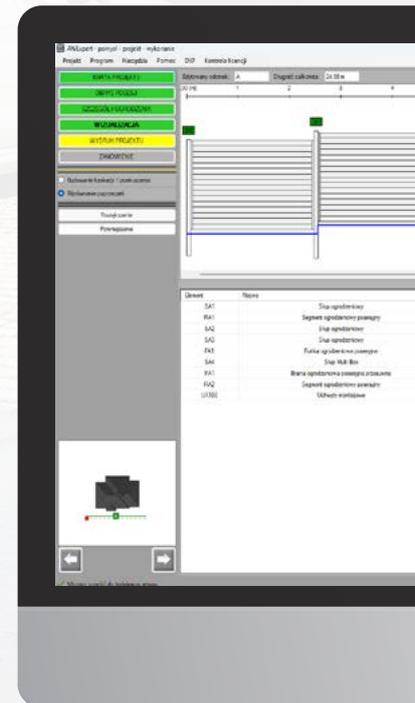
The Home Inclusive model uses the same rhombus profiles, but installed transversely to allow more light through. There is a matching front door and garage door available. *“Home Inclusive is intended more for new construction projects than for the replacement market,”* Mruk says. *“It’s a distinctive subrange in our catalogue, with the front doors, garage doors, fencing units, swing gates and sliding gates all matching. It means that you can keep to the same look across an entire house or building.”* For Home Inclusive there is a range of 16 different fine-textured powder coatings available that are not on the Ral chart.

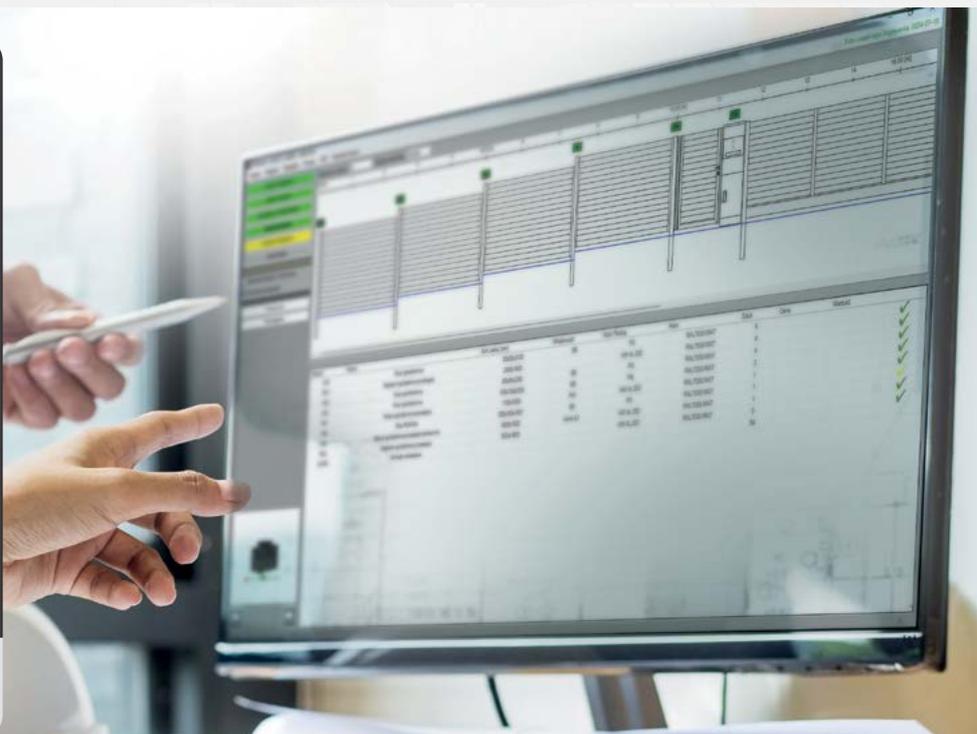
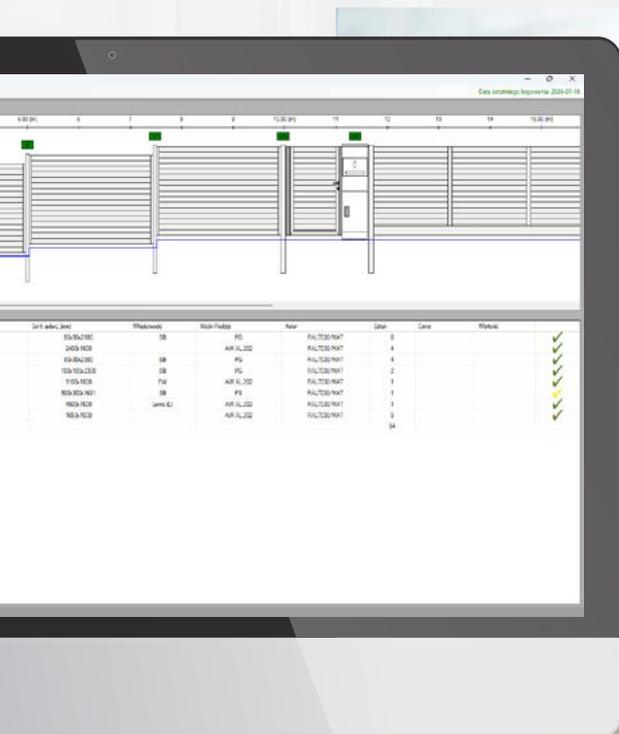
## CLASSIC

The final new model is called Classic. It consists of narrow vertical slats measuring 20 by 40 millimetres, installed against two horizontal beams with the narrow side facing forward. *“With Classic, we’re playing into the retro trend that we’re seeing popping up here and there in Europe,”* Mruk says. *“Back in the day, before mesh panels, railings and privacy fencing became popular, you’d often see fencing made of upright wooden slats. We’re harking back to that idea with aluminium profiles. That’s why this model is called Classic, despite being brand new.”*

## AW EXPERT

All models have been available in AW Expert since their introduction. AW Expert is Wiśniowski’s proprietary software that enables fencing installers to quickly and easily put together a complete fence from posts, panels and gates, which they can then send to their customers as a quotation or forward to Wiśniowski’s internal sales team as an order. *“AW Expert speeds up the whole process, and reduces the chance of errors in communication,”* Mruk says. *“The vast majority of our customers use the software for all their quotes and orders, which is why we wanted to have all the models in AW Expert right from the start.”* All aluminium models have been available since the start of July. ■





# D&D Technologies®

World's most trusted gate latches, locks and hinges



LokkLatch® Deluxe



LokkLatch® Plus



Privacy and security gate latches that lock from both sides. Made from industrial strength polymer and stainless steel. Highly adjustable, will not rust, sag, bind or stain.



TrueClose® Regular



TrueClose® HD



Self-closing hinges for wood or vinyl gates. Easy to install and adjust including self-closing speed. Suitable for child safety or high-traffic applications.



Place your first order & receive a **FREE Gate Handle\***

\* Quote reference FT23



Available now, contact our team

UK +44 (0) 1342 327280

NL +31 (0) 30 291 98 47

enquiries@ddtechglobal.co.uk

www.ddtech.com

Warranty conditions vary according to gate or door application and usage. See full Warranty details and limitations on D&D Technologies' website.

# FENCES IN THE NEWS



## Elephants too big for wire mesh fence



**I**n Lepchakha, a town in Bhutan, a small country between China and India in the Himalayas, almost every day farmers have to repair the chain-link fence around the wetlands on which they grow their rice. The 7-kilometre-long fence was built by the government last year, to protect the 280 hectares of wetlands

from wild boars and elephants, who trample the crops and eat the fruits. But they are obviously not working. The elephants in particular do not care about the chain-link fence at all, they just push it over. As a result, the wild boars also have free rein. The area where the farmers grow their rice is one of the most fertile areas in the world and

could yield 12 tonnes per hectare every year, but because the farmers have to guard their area at night and repair the fences during the day, they don't get around to their farming activities and the fields yield only 7 tonnes of rice per hectare. The farmers would like an electric fence, or if that is not possible, at least a barbed-wire fence, and point

to the government to have it built. The government says the farmers built the existing fence incorrectly and that the fence is not properly maintained and has no planning on spending money on another fence. Conclusion: the real victims here are mainly the Bhutanese fence installers, who for the time being will not get a 7-kilometre job. ■

# Electric fence protects children from elephants



**T**hat fences exist that are quite capable of stopping elephants is proven by the following story from Amboseli National Park in Kenya. A fence was built there (with western sponsorship money, of course) around a small school, after an elephant had used the school's water tank (in 2020 already) to quench his thirst, but then expertly demolished the tank. This not only created frightened children at the

time, but it also meant walking 3 kilometres each way to fetch water. The latter is not so bad by Kenyan standards, by the way – some pupils at the small school walk 8 kilometres one way every day to get to the school at all. Nevertheless, the Kenyan branch of the World Wildlife Fund sponsored 1.2 million Kenyan Shillings (that seems a lot, but is less than 10,000 euros, apparently fences are not very expensive in Kenya), and a

1.2-kilometre-long fence was built around the school. This time it was electric, though, complete with solar panels for power. That fence has been ready for a while now and since then there have been no elephant attacks on the school's drinking water supply or the school itself. According to vice principal James Obunga, the fence also helps keep students in: since the fence is in place, there are far fewer truants. ■

## Fences around Glastonbury not high enough

**G**lastonbury, near Bristol in England, hosts a huge five-day festival every year where famous artists perform. Tickets are expensive (355 Pounds Sterling) and difficult to come by, so alternative ways of getting in are seriously sought every year. One such way is human trafficking on a small scale: so-called guides lead illegal visitors for 50 pounds across the fields and through the woods around the festival site to places where they have a good chance of climbing unseen over the fences. According to the British tabloid press, hundreds of visitors entered the grounds illegally in this way. ■



## Cybertruck demolishes fence

**A** short video appeared on YouTube in June of car blogger Supercar Ron driving a Tesla Cybertruck 30 metres or so from demolishing a PVC fence from the ground for fun (?). Perhaps people who don't know about fences might find that otherwise commentary-free video somewhat funny, but here at the editorial office we don't understand at all what the point of it was. The fence is

constructed of PVC and does not appear to be reinforced with steel sections. So the video cannot have been shot to show how strong a Cybertruck is: a Dodge Ram would have had the exact same effect. Indeed, we are guessing that even a Suzuki Jimny would have come a long way. On the other hand, it also seems unlikely that someone with a blog about cars would suddenly want to demonstrate the

mediocre quality of American PVC fences. So why? The only possibility we can think of is that the fence at that location had to be demolished anyway to make way for a better or newer fence, and that the Cybertruck was therefore allowed to drive through it for fun. Either way – at least now a new fence is needed, so the local fence contractor can look forward to an order. ■



# Complete buffoons ban privacy fence

**F**or our monthly sensational story, we turn to Mickleave, a village near Derby in the English Midlands. Someone there bought an old cottage and first refurbished the cottage and then the garden. The garden to the great delight of the neighbours, as especially the garden had not been maintained for decades and had grown into a jungle that blocked all sunlight into the adjacent street. Instead of the wall of tall bushes, the new owner put up a wooden privacy fence, but this was against the wishes of the municipality, given that the fence would not suit sufficiently in the

characteristic cottage, which is already old and has a protected status. The municipality now wants the fence to be taken down again, which leads to the unusual situation that the neighbours are now extremely annoyed, because they were so happy with their new view. Extraordinary, because normally it is exactly the complaining neighbours who want a fence removed, rather than the other way around. The fact that supermarket chain Tesco was allowed to put up a large, 3-metre-high blue sign half a metre next to the plot, warning supermarket customers not to take their shopping trolleys into the

village and not to throw food packaging into the neighbours' gardens, is not a valid defence for the municipality. The fact that the new cottage owner built the fence precisely to prevent his newly refurbished garden from being cluttered with those Tesco food packages does not count either. The fence must go. Quality newspaper the Daily Mail spoke to the neighbours, one of whom called municipality officials complete buffoons, and another thought they should have their heads tested. Nevertheless, the municipality remains unrelenting: the fence must go. ■



FENCING CHAMPIONSHIP

PRESENTED BY

**FENCING TIMES**

# FENCING CHAMPIONSHIP 7 & 8 SEPTEMBER 2024

SAVE  
THE  
DATE

## LOCATION

Wenschdorf near Miltenberg  
(60 km south of Frankfurt)

## LINE UP

SATURDAY

- Training
- Qualifying
- Fencing Party

SUNDAY

- Championship
- Entertainment for young and old



SCAN FOR  
MORE INFO



” **Easy installation  
and no recalls, what  
more could I want?**

*Installer Danny*

**LOCINOX**

Let's make it better together

The weakest point in a fence can be the gate, if it isn't self-closing

## Locinox® gate closers

- Have the perfect closing time in terms of comfort and safety
- Can be mounted worldwide thanks to their temperature independence
- No unexpected interventions in your packed schedule!



Locinox, +32 56 77 27 66, [locinox.com](http://locinox.com)