

FENCING TIMES

UK & Ireland

2025, Issue 28



ELKA
launches
bollards series

First Fence
presents Court
in a Box

Clarke Metals
moves
to Alsager



MAINTENANCE Contract Reflections

Before I started this magazine, I worked for a while at a company that manufactured (among other things) sliding gates. One of my first tasks there was handling a complaint. A major client had installed six or eight automatic sliding gates for a large project a year earlier, but they were no longer functioning well. They asked me to take a look.

The project was on the Maasvlakte, the newest part of the Rotterdam port – a man-made peninsula practically in the middle of the North Sea. It's always windy there, often extremely so, and the wind carries salt, sand, and moisture.

When I was called to inspect the gates, they were maybe a year old but looked like they were fifteen years old and had endured six million cycles. My predecessor had been smart enough to sell the gates with a double coating, which was about the only thing still in good shape.

None of the wheels rolled smoothly anymore. Some didn't roll at all. Everything squeaked and creaked. The force regulators on the drives were fully cranked up, yet the gates struggled to close, often reversing halfway or just stopping. Sand and salt were everywhere.

The client's client, the owner of a large bulk goods transshipment site, was furious. They had spent tens of thousands of euros on new gates that failed within a year. They felt that, even on the Maasvlakte, the gates should last at least ten years. Threats of lawsuits and damage claims were thrown around.



The Maasvlakte

Our client, the fencing contractor, terrified of being held liable, fully sided with their client and hurled accusations at me. It was outrageous here, ridiculous there – how could these otherwise reliable gates perform so poorly?

Long story short: a big meeting was held with three directors from the transshipment company, two from the fencing company, and my director. My director calmed everyone down and promised to refurbish the gates under warranty or as a gesture of goodwill. He sent a technician from the factory to the Maasvlakte, who replaced nearly every moving part.

I don't know how long the gates lasted after that. I worked for the sliding gate manufacturer for another year and a half before becoming a publisher, and there were no further complaints during that time. But I highly doubt those gates are still standing fifteen years later.

My boss had no issue being lenient here. The fencing contractor was one of his biggest clients, and he wanted to keep them happy. He shrugged and said, "Well, now we know what the gates can and can't handle." I, however, still get a bad taste in my mouth thinking about that project.

If you buy a new Volkswagen Golf tomorrow, you might enjoy it for 30 years. Maybe you can drive a million kilometers with it, during that time. But that only happens

if you do two things: drive it calmly and maintain it well. If you take it rally racing in the Sahara, it'll be scrap within a few thousand kilometers. And if you complain to the factory in Wolfsburg that you expected more than 3000 kilometers of driving fun from your brand new Golf, they'll laugh you out the door.

The gates on the Maasvlakte weren't treated gently. They were constantly pushed to their limits. And they weren't maintained. There was no maintenance contract – it hadn't even been offered by the fencing contractor.

"We never do maintenance contracts," they said. "It wouldn't have helped here anyway, because the first issues appeared after six months, and with a contract, we'd only have returned after a year."

That was a weak excuse. What they meant – or should have meant – was: *"Yes, the conditions here are extreme. If a maintenance contract made sense anywhere, it was this project. We should've visited every two or three months to clean off the caked-on sand and salt and replace the seized wheel bearings. We probably could've sold such a contract, but we didn't know how."*

This highlights a problem we see often in the industry, though usually less extreme. Many fencing contractors find maintenance contracts tricky, and they're right – it's a complex topic.

It starts with the word 'contract,' which sounds like you need a lawyer or notary to draft it. Contracts are full of fine print, and before you know it, you miss a clause that your client can use against you.

Selling a contract is also hard. Clients see it as a hassle and an expense, often thinking you're trying to get rich off their backs, even though they'd benefit greatly.

Then there's the execution. Once you've sold a bunch of contracts, you have to perform the maintenance. You need a system to ensure every gate is visited annually, and you must track what work was done when.

If you decide to offer a contract, what do you include? Just maintenance – cleaning, oiling, and on to the next client? Or do you include annual safety inspections to ensure the gate complies with laws and regulations? And who handles breakdowns?

A gate that opens 300 times a day needs more maintenance than one that opens in the morning and closes at night. If the client is a local roofer, they can wait until after the weekend for a repair. But if the gate is at the main entrance of a shopping center, you need to fix it that same night, or 200 stores will have no customers the next day. In short: one contract won't cut it – you need different ones at different price points.





Difficult or not, if you're not offering contracts yet, it's worth the effort. Not just to avoid disputes over what's covered by warranty if the gate was properly maintained, but because contracts are one of the few products in our industry with healthy margins. It's extra revenue without needing new clients. It also generates more work. Visiting clients annually keeps you top of mind as their fencing supplier, increasing the chance of getting extensions or new jobs.

And last but not least: contracts make your business more valuable. A potential buyer gets guaranteed revenue, as contracts can run for 10 or 15 years, which has significant value to him.

If you want to start offering contracts but don't know how, ask your manufacturer. The Maasvlakte case was extreme, but even in less dramatic cases, gates without maintenance contracts lead to more warranty disputes, especially for parts that wouldn't fail – or would fail much later – with proper maintenance.

These disputes are a headache not only for you, the fencing contractor, but also for the gate manufacturer. Manufacturers have a direct interest in you selling maintenance contracts for their gates. They won't see you as a nuisance for asking for help – they'll be glad. And if they're not, they should be.

Manufacturers can also assist effectively. Serious ones have maintenance checklists for every gate type they sell. If you're lucky, they might have sample contracts or can connect you with other clients who successfully sell maintenance contracts. Don't hesitate to ask for help.

The same goes for manufacturers: don't be afraid to encourage your clients to sell more maintenance contracts. It's a tough topic, so expect some resistance, but that doesn't mean you should give up.

Take the Golf example: its dashboard lights up with warnings after 30,000 kilometers, signaling that service C is due. If Volkswagen has the client's email, they'll send reminders to take the car to the dealer. Something similar is possible with automated gates.

In extreme cases, you could even state that there's no warranty on moving parts without a maintenance contract. That doesn't mean you should leave the fencing contractor high and dry – you can still be lenient. But it gives them an extra argument to sell their contract.

There's much more to say and write about this topic, and this column is already too long, but we'll see if we can give it more attention in future issues. If anyone in the industry has opinions or tips, please share – they're very welcome! ■

content

2025

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

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CLARKE METAL SERVICES

FENCE POST



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



Cheerful



Michael Heckwolf from MHD Zaunsysteme in Münster sent us this photo of a fence around a local school, woven with colorful privacy strips. He didn't mention why these rather unusual colors were chosen. They

don't seem to match the school's logo colors. We looked up the school online and couldn't find any connection to countries like Moldova, Romania, Venezuela, or Andorra, which have these colors in their flags. Red, yellow,

and blue are primary colors, so maybe that's why they were picked? Or perhaps they were just the favorite colors of the person placing the order? Either way, thanks for the photo, Michael! It's a nice change from the usual dull anthracite. ■



Fábrica de Tabaco

Sebastián Petidier works for the Spanish branch of Betafence. He came across this beautiful gate at the University of Seville. "Seville was the center of the world after the discovery of America," he wrote. "You can see it in the most magnificent buildings. The building in the photo, for example, was the headquarters of a tobacco manufacturer until it was taken over by the university in 1960." Great gate, Sebastián! Thanks for the photo. ■



Horizontal

Crescens Barbeyrac from the French branch of the Swedish gate manufacturer Demex sent us this photo of a fence he wove for a client with wood-colored rattan-like strips. It's unusual, those horizontal strips in a 3D panel, as we normally see vertical strips in France. Thanks for the photo, Crescens! ■



French-Danish Fence

We came across this fence ourselves in Middelfart, a village on the Danish island of Funen. If it had been in France, we wouldn't have batted an eye, because fences with varying bar thicknesses and irregular spacing are now standard there.

But outside France, you don't see this often, and in always-modest Denmark, we certainly didn't expect it. There was no nameplate on the fence, so we don't know which fencing company installed it, but we wanted to share it anyway. ■



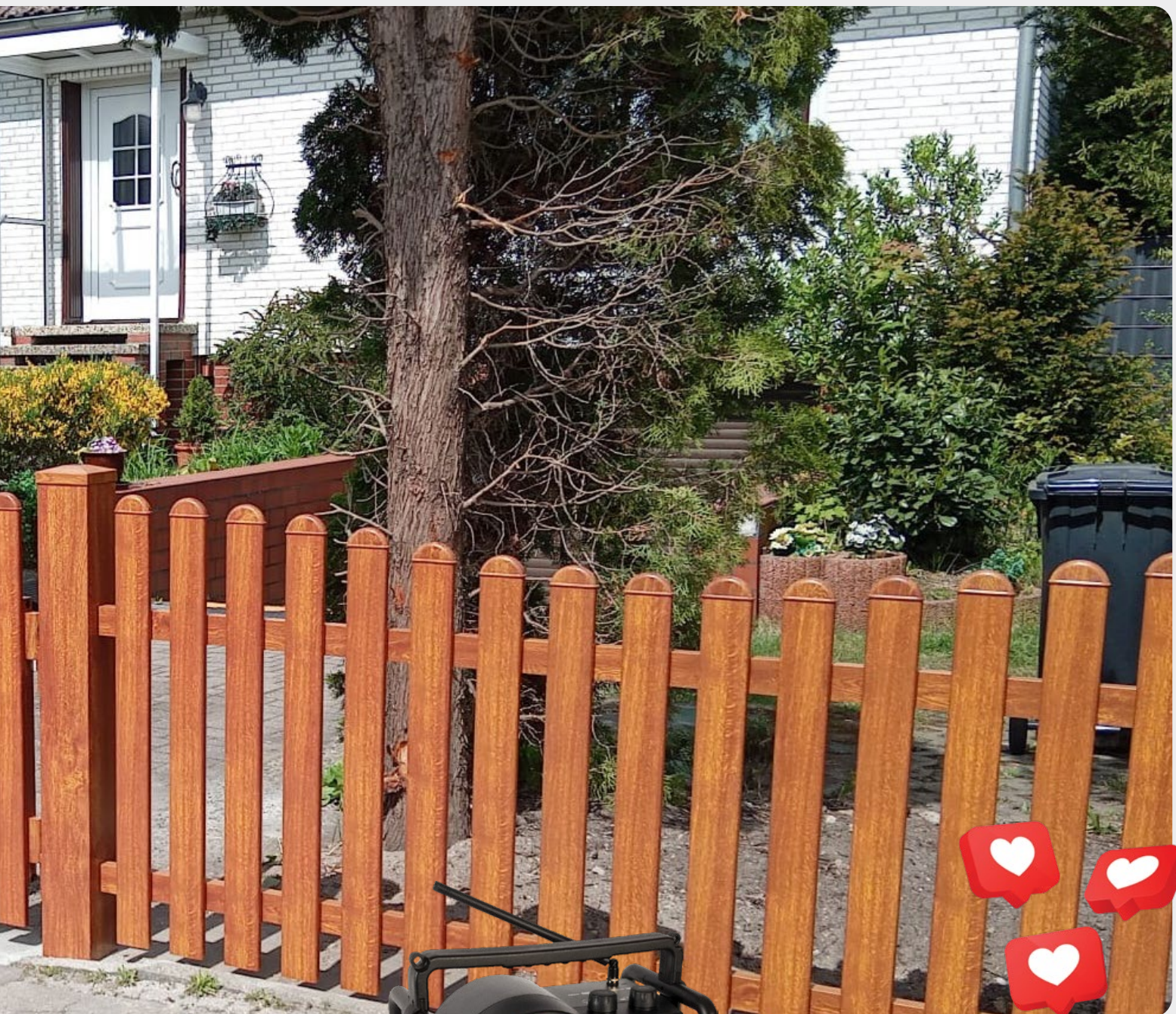


Photo of the Month

Metamorphosis

This month's photo comes from Elli Hans of the fencing company Thein in Braunschweig. Her installers built a Guardi aluminum fence for a client. "Our guys can sometimes work magic," she says. "Before we came, this client's garden looked dark and dreary, and now look

how beautiful it is! You can hardly recognize the property. I'm incredibly proud of our installation crew." Indeed, Elli, what a transformation. Or, to say it in German: Tolle Arbeit! The Locinox construction radio is coming to Braunschweig. Enjoy it! ■



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.



FENCING TIMES

CONTACT

Fencing Times GmbH
Auf der Schanz 77
47652 Weeze, Germany
E-mail: team@fencingtimes.com
Phone: +49 2837 6631005

Editor-in-Chief:
Rembrandt Happel
Design & Layout:
Kristina Khomenko

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TEAM



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Fencing Times The NEWS

UK & Ireland

ASO's Lisens Scan Radar Sensor Now Available

LIPPSTADT, Germany – In December 2024, ASO Safety Solutions, a manufacturer of safety accessories, announced the Lisens Scan radar sensor. This safety sensor replaces contact edges, photo cells, and inductive loops, providing a robust solution for securing gates, barriers, and machines. Unlike laser sensors and cameras, the Lisens Scan operates flawlessly in fog and heavy rain, thanks to advanced radar technology from the automotive

industry. The sensor, which accurately detects small objects, is an all-in-one 'E' device according to EN 12453, making additional safety components unnecessary.


The Lisens Scan is now on the market for barriers with a comfort feature. The comfort feature means you can use it as a signaling device, for example, as a replacement for an exit loop. The safety function—which protects people and vehicles from closing barriers—is still

in development and will be available later this year. ASO is also working on versions for swing and sliding gates.

The sensor is compact, has a range of 13 meters, and a wide opening angle. It monitors three-dimensional zones and supports up to three configurable comfort zones (the mentioned virtual inductive loops). Installation is straightforward via a user-friendly web interface, without extra apps. ■



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Locinox Named Best Managed Company for the Fifth Time

BRUSSELS, Belgium – Locinox, a Belgian manufacturer of gate locks, gate closers, and other gate hardware, has been named Best Managed Company for the fifth consecutive year. This is a label awarded by the accountancy firm Deloitte to companies that excel in strategy, leadership, innovation, and sustainable growth.

"This recognition crowns a year in which we once again made clear progress," says CEO

Bram Dieryckx. "Guided by experienced business coaches and after a thorough evaluation by an independent jury, several achievements were positively distinguished: the expansion of our product range, new initiatives around employer branding, the successful realization of various IT transitions, and the smooth transition to Locinox 4.0 without impacting customer experience. Furthermore, the jury praised our operational efficiency, innovative

strength, and the ability to focus strongly on internal growth. The jury explicitly expressed appreciation for our clear vision and the concrete plan with which we intend to maintain sustainable growth for Locinox."

The Best Managed Companies label aims to become a global mark of quality and excellence. The program was developed 28 years ago in Canada and has since been rolled out in over

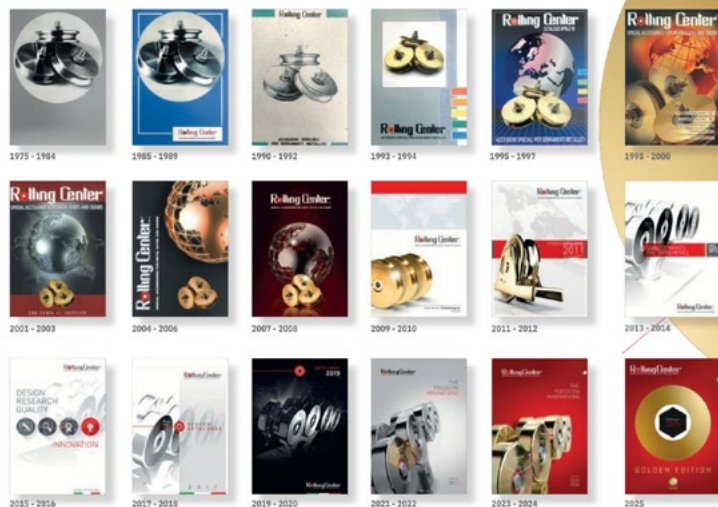
35 countries worldwide. In Belgium, Deloitte collaborates with Econopolis and KU Leuven for this endeavor. Locinox received the label at the end of May during a special gala evening at the Brussels Expo. "Five consecutive recognitions as Best Managed Company is an achievement to be particularly proud of," says Dieryckx. "My sincere thanks to all the colleagues who contribute to this every day." ■



The title of Best Managed Company, along with an accompanying award, was received by Stijn Claeys, Christophe Bollaert, Ann-Sofie Tuytens, Joachim Verplancke and Frank Saelens (photo: Illias Teirlinck).

Rolling Center Celebrates 50 Years

1975



La nostra storia
dal 1975 ad oggi

2025

Congratulations!

TREVISO, Italy – Rolling Center, a manufacturer of gate components from the Venice area, is celebrating its 50th anniversary. The company was founded in 1975 and initially focused solely on the production of wheels. During the 1980s, hinges and rails were added to its range. Today, the gate hardware catalog includes more than 1200 products. The company has branches in the UK, France, and Poland and exports to Europe, the USA, and Asia. ■

CLD Opens Customer Experience Centre

ANDBACH, UK – Fencing manufacturer CLD Physical Security Systems welcomed two Members of Parliament in June. Sarah Russell and Andrew Cooper, representing Mid Cheshire, visited to open a new Customer Experience Centre at the company's main site in Sandbach. "I love meeting with local businesses," Russell said afterward. "This visit was a particular pleasure because CLD have an exciting vision for local growth, alongside a strong ethos of supporting and developing their staff." ■



Gate Safe founder Richard Jackson awarded OBE

CANTERBURY, UK – Gate Safe founder Richard Jackson has been appointed an Officer of the Order of the British Empire (OBE) in the Birthday Honours List, in recognition for his services to improvement of the safety of automated Gates.

Jackson, who started Gate Safe in 2010, following the tragic deaths of two young girls in separate electric gate accidents, will be invited to an investiture to formally receive his award later this year.

The prestigious accolade comes as the charity celebrates hitting over 4000 installers on the Gate Safe Register, all of whom have undergone the specialist 'plain English' training to enable them to understand the protocols required to install or maintain a safe and legally compliant automated gate or barrier. Jackson's work as an Expert Witness working closely with the Health and Safety Executive (HSE) and Trading Standards was cited within the award nomination, with his substantial industry knowledge and expertise gleaned over a 40-year period regularly being accessed by both organisations. Philip White, currently Director of Building Safety Regulator commented: "The Health and Safety Executive supports the work which Gate Safe began in 2010 to improve the safety of automated and manual gates and barriers in the UK. We commend the charity's commitment



Richard Jackson

to providing clear, practical and easy to understand information on what constitutes a safe and legally compliant gate." As a registered charity, and a pioneering force within the industry to address the need for action, Gate Safe works to put a stop to any further automated gate and barrier accidents.

Following the OBE announcement, Jackson said: "I

am incredibly humbled to have been nominated, let alone confirmed as a recipient of this distinguished honour which I view as an accolade for the whole Gate Safe team. Setting up Gate Safe has been one of the most rewarding – but also most challenging – undertakings in my professional career given the complexities associated with extending our messaging to

such a wide and varied audience. Gate Safe's mission has always remained constant, to prevent any further accidents and to deliver the essential guidance needed to ensure a safe gate in a highly practical, and simple to follow format. The team derives huge satisfaction from knowing that the work that we do can literally help save lives." ■

OFFICER OF THE ORDER OF THE BRITISH EMPIRE

The Officer of the Order of the British Empire (OBE) is a rank within the British honours system, specifically the Order of the British Empire, established in 1917 by King George V. It is awarded to individuals

for distinguished service or significant contributions in various fields, such as public service, charity, arts, sciences, business, or community work. It's purpose is to recognize outstanding achievements

or service to the community, typically at a national or regional level, that have a significant impact. The Order of the British Empire has five ranks. OBE is the fourth, after GBE, KBE/DBE and CBE.

Thirty years of Gatemaster

BEFORE



NOW



BOGNOR REGIS, UK – Lock manufacturer Gatemaster from the English South Coast, exists for thirty years. Founder Simon Napthine worked as a sales engineer in London in the early nineties and had regular contacts with different metalworking companies, including gate manufacturers. While he supplied them with components for their machinery, he soon realised that they were missing one key component for their finished gates:

an easy-to-fit gate lock. With a clear vision in mind, it did not take very long before the first prototype of the 'Signet 40' bolt-on lock saw the light.

The idea was simple enough to get started with and first clients quickly realised how much easier this was compared to their regular cut-and-weld locks. Napthine founded Signet Locks in 1995 and started production from his garage in South London, which slowly grew

into a real workshop with presses, finishers and other machinery. His wife was his first helper who also learned to operate the machines, and later, his daughters joined the company. Interestingly, one of those machines is still being used in the factory today during the first stages in the R&D process.

The next step came soon, as growing demand led to collaboration with FH Brundle, who are now Gatemaster's most

significant distribution partner in the UK. As the company grew, the manufacturing side was renamed Gatemaster, while the trading name Signet continued to operate in the UK. A few relocations followed before Gatemaster arrived at the current site in Bognor Regis, where it found the space to grow the business that once started in a garage into an international company, selling into over 10 countries. ■

Optimus 50 BM: New Barrier from Tiso

KYIV, Ukraine – Barrier manufacturer Tiso introduced a new barrier in May. Named the Optimus 50 BM, it features a 24-volt brushless DC motor. With an opening time of 3 to 5 seconds, the new barrier is suitable for high-traffic applications. The housing is hot-dip galvanized and powder-coated, and the barrier arm is made of aluminum. ■





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Clarke Metals moves to Alsager

Clarke Metal Services,
importers and distributors
of mesh panels, posts, steel
sections, profiles and other
steel products, moved into a
new bespoke office in Alsager.





"In the past 30 years that we're in business, we have travelled a lot to European suppliers," says managing director Shaun Clarke. "On the Mainland, businesses and offices in general look much nicer than here in the UK. It always was my dream to have such a beautiful office for my own company, instead of renting. After Covid, we were finally able to make that happen."






CLARKE METALS

SPACIOUS

The new office building is located in Alsager, 3 miles from the previous location in Crewe. It was designed with a Scandinavian style in mind. Lots of wood, glass and corten steel were used, creating a modern, sleek feeling. Clarke Metals has 3250 square feet of office space here. *"At the moment we're with a team of six, so there is plenty of space for everybody,"* says Clarke. *"But we are planning to grow, so it's nice to know that we can bring in more people in the future."* Apart from the main office, the new building has a large and modern meeting room and a well equipped kitchen with an adjacent terrace. *"The guys can barbecue here on a Friday afternoon and have a few beers to start the weekend. It's a real pleasure to work here."* Construction began in July 2024 and took around 8 months, the CMS team moved in by March 2025.

TRADE

"We are traders," Clarke adds. *"We specialize in providing the larger companies with full truckloads of mesh and posts. When it comes to supplying larger quantities, the orders are mostly well plannable, so we don't need a stock yard. No matter if it's just standard mesh, a specially rolled hollow section or a super special press break section: we have great relationships with our supply partners – not only here in the UK, but in Belgium, Germany, the Netherlands, Poland and Turkey. Whatever panel or post you need, with any specific requirements: if there's a machine to manufacture it, we can deliver it to your facility."*



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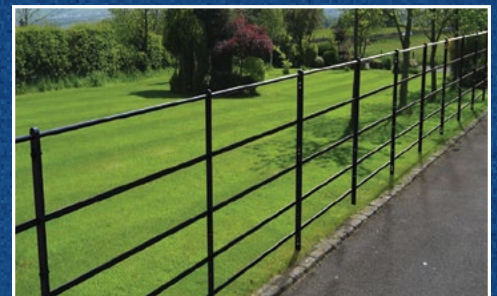
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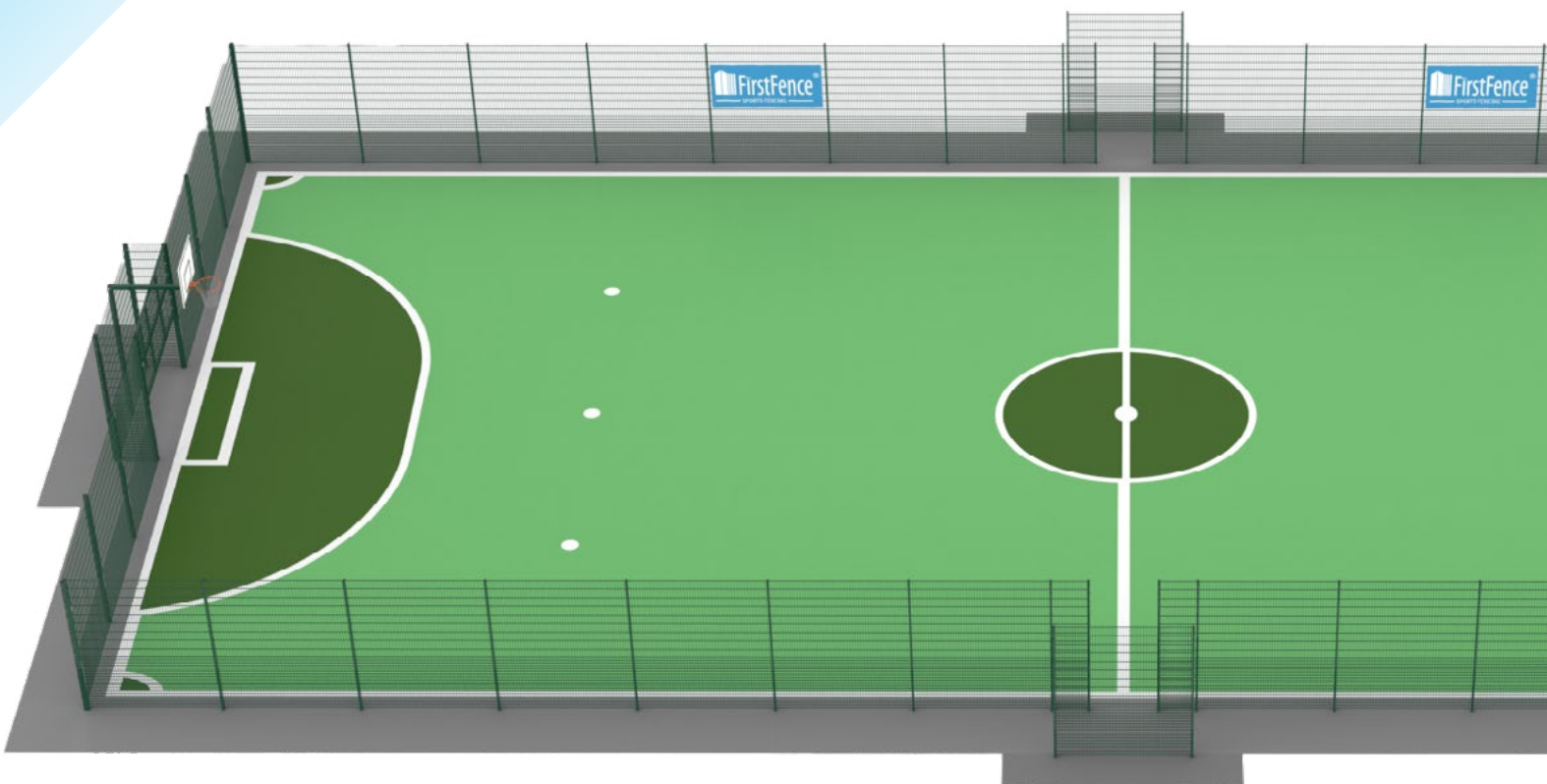


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First Fence

PRESENTS COURT IN A BOX

Fencing manufacturer First Fence from Swadlincote near Nottingham is launching MUGA kits this summer. The company aims to simplify the ordering process and shorten delivery times.





"Until now, ordering materials for a MUGA (Multi-Use Games Area) court has always been tricky," says Product Innovation Manager Toby Roberts-Davies. "How many panels and posts do you actually need? What connections do we make at the

corners? What type of gate is included? What do you do if a gate isn't required? How do we secure the basketball hoop above the goal? We wanted to eliminate that confusion. That's why we're now launching the courts as special kits."

Toby Roberts-Davies



BOX

The 'Court in a Box', as the new kits are called, consists of twin wire panels, posts, goals, corner posts, a lintel panel for above the goals, basketball nets, and everything else needed to set up one sports pitch within the fencing. *"It's not literally a box or a crate," says Roberts-Davies. "That doesn't fit; one kit consists of several pallets and bundles. But you do receive one package of materials. This way, you can't forget anything. Ordering a court becomes much easier."*



TYPES

The MUGA kits come in different sizes and types. There is a small court of 12 metres by 24 metres, featuring low level height (1.2 metre) rebound mesh panels without gated access, ideal for small children and primary schools. The larger variations for more public use consist of either a 17 metre by 35 metre court or a 18 metre by 38 metre court. Both kits are available with or without a rebound mesh gate, and totalling 3.0 metres in height.




SAPCA

The courts are designed in accordance with strict guidelines and recommendations from the Sports and Play Construction Association (Sapca). *"The demand for this type of sports field is on the rise,"* says Roberts-Davies. *"Councils across the country are currently spending a lot of money on them. By working with Sapca specifications, we ensure that the kits are tailored to the dimensions of the courts that are being installed everywhere, and we also make sure that fencing contractors can use the kits for almost all projects, as ninety percent of councils also use the Sapca specifications when a court is commissioned."* The MUGA Courts in a Box have been available for order since July. The materials for all types are in stock in green and black, making the Courts available for next day delivery. ■



GARDENODE

presents
profile for
corner posts



Gardenode, a Belgian fencing supplier from Mouscron, brings a special corner profile to the market that allows variable, stepless corners from 0 to 180 degrees in its Equinox composite and aluminium fencing ranges.

David Deslypper

*“The perfect angle is
no longer a challenge”*

“Installing a fence with a clean, solid, and aesthetic angle has never been easier,” says managing director David Deslypper. “With our new adjustable angle profile, we are reinventing modular fence installation through a solution designed for professionals in the field. A true time-saver that delivers precision and material efficiency for demanding installers.”





0 TO 180 DEGREES

The Equinox adjustable angle profile was developed to enable the creation of angles in composite or aluminum fences, ranging from 0 to 180 degrees, without the need to double up posts. The profile fits directly into both types of Equinox posts, in the 80 by 80 millimetre as well as the 70 by 50 millimetre posts, and can be adjusted to match any configuration of the site.

"The profile has a movable component that in its default position allows for right or acute angles 0 to 90 degrees," says Deslypper. "When reversed, it can accommodate obtuse angles from 90 to 180 degrees. The new profile offers a level of versatility rarely seen in modular fencing systems."

BUILT FOR THE FIELD

Gardenodes system is based on a straightforward principle: the profile clips directly into the existing post, with no need for screws or additional components. *"The result is less material, faster installation, and fewer logistical constraints,"* says Deslypper. *"At a time when professionals are focused on optimizing their workflow, this kind of profile directly addresses a real-world challenge: eliminating the need for double post configurations in angled sections, while preserving a clean finish and consistent alignment of boards."* The product is available in Gardenode's standard color range: Anthracite, Quartz Grey and Jet Black. ■

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BUISKLEM launches long-lip bracket for box sections

Dutch hardware producer Buisklem from Veghel is expanding its range of so-called long-lip brackets with brackets for box sections. The brackets are available as corner, end, or intermediate models, in two sizes. This new variant complements the existing brackets for round posts.



Rob van den Langenberg



"The long-lip bracket is the best-selling bracket in the Dutch fencing market," says business operations manager Rob van den Langenberg. "It was developed in the nineties to mount twin wire mesh panels – then a new product – securely and easily to

round posts. At the time, round posts were widely used in chain-link fencing and kept in stock everywhere. Thanks to the long-lip bracket, fence builders could expand their range with mesh panels without needing a new post system in stock."

ADVANTAGES

"The long-lip bracket has three major advantages," van den Langenberg continues. "First, you don't need to drill holes or fix some clips. You just take a smooth, untreated post from the rack and start building. Second, a fence with long-lip brackets looks the same from both sides, which is useful when neighbours share a property line. Third, you get more room for adjustment than with a wire clamp and back plate. On top of that, installation is fast – especially if you use post caps with suspension hooks."

ANGE

The new brackets fit box sections of sixty by forty and sixty by sixty millimetres. *"We designed the sixty by forty bracket mainly with the German market in mind,"* says van den Langenberg. *"Every German fencer keeps smooth sixty by forty posts in stock. If they also stock a box of our brackets, they're ready to install a fence at any time."* The range also includes new brackets for sixty by sixty posts. These join the existing brackets for round posts with diameters of sixty, seventy-six, and eighty-nine millimetres.

SYSTEM

Just like the current models, the new brackets come in corner, end, and intermediate versions for both sizes. Corner and end brackets are packed in boxes of fifty, and the half intermediate brackets come in boxes of one hundred. All brackets are available in hot-dip galvanised finish or powder-coated in black, anthracite, or green. Other colours can be ordered in batches of two hundred or more. ■



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GIBIDI

upgrades hydraulic Floor series for swing gates

The Italian drive manufacturer Gibidi from Poggio Rusco, Italy, has upgraded its hydraulic underground drive of the Floor type. The ground box is now better protected against corrosion, and the transmission has been reinforced. With the new Floor, Gibidi addresses the needs of customers on the northern side of the Alps.

"In the last 2 years, Gibidi has seen its sales of automation with hydraulic technology grow," says Sales Director Mauro Negrini. "In particular in the markets of the United Kingdom and in Central-Northern Europe. These results have been the fruit of the hard work of the branches Gibidi UK and the new Gibidi BNL in Belgium since the end of 2023. The direct presence and the continuous dialogue with the major customers, but above all, with the new customers migrated from other brands, has pushed us to study and make significant improvements to the Floor series, one of our most iconic products."





Mauro Negrini

WEATHER

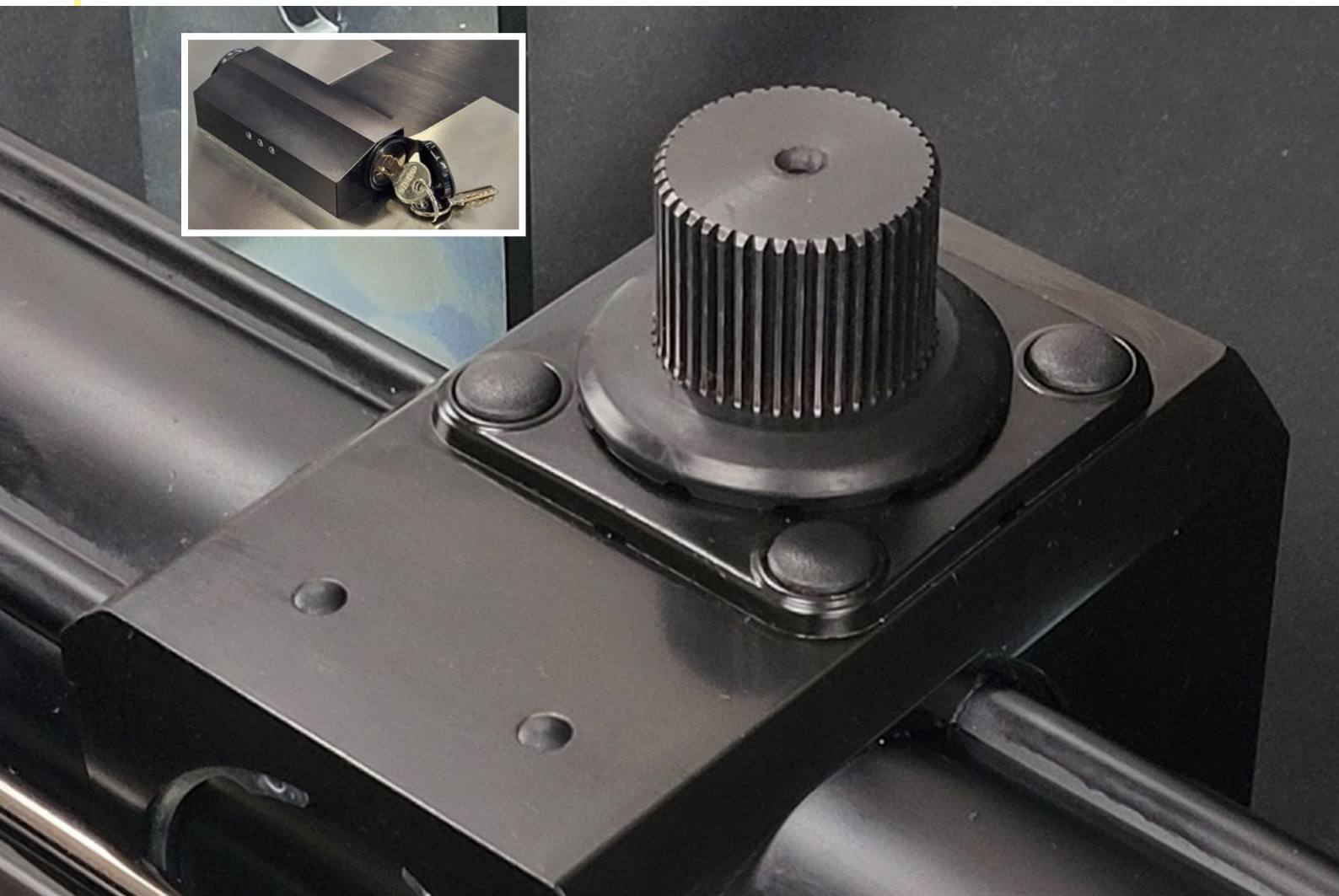
"Given the environmental context in which these products are often used, in addition to a still poor maintenance habit, we equipped these products with a protection of the construction material," Negrini says. "We use a specific cataphoresis treatment for that: hard anodizing with a thickness of up to 10 microns and also nickel plating. This also gives the new drive a shiny black finish. That's why we call the new version Floor Black."

TRANSMISSION

Apart from the ground box, Gibidi also updated the transmission shaft and the central body of the drive. "That is the most important part of the hydraulic jack," Negrini says. "The previous bronze bushings and O-rings have disappeared and everything has been updated to a new concept of very high protection using a bearing to ensure alignment over time. A double face-to-face gasket for greater protection, an aluminium cover with its own O-ring and, finally, a new 'umbrella' cover made of elastic techno-polymer that adheres perfectly to the grooves of the transmission shaft. This part is compatible with the entire old Floor series."

OPENING

"Another highlight of the Floor drive is the opening range," Negrini continues. "It is available for openings up to 180 degrees without the use of chains or other accessories. It is equipped with flow regulators, also known as 'braking valves' which are of great help in managing those gates that are subject to problems related to the presence of wind. Additionally, we have upgraded the hydraulic technology to the latest quality standards for vacuum oil loading. That's something unique on the market. It avoids oil bleeding or the need for topping up, keeping the oil always at its best for many years. It causes a significant reduction in maintenance costs."



RELEASE

The final novelty for the Floor family is a new optional release device, with a customised lock. "It is completely treated to resist atmospheric agents," says Negrini. "It is supplied pre-assembled on a stainless steel lid and pre-loaded with oil in the factory. It can be installed in less than 5 minutes and

is also adaptable to all previous Floor models." The new Floor Black and its personalised release device will be officially presented to the public at the Sicurezza exhibition in Milan, but is already now available for sale. ■

HOLLER

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ELKA LAUNCHES BOLLARDS SERIES

Arm barrier and drive manufacturer Elka from Tönning in northern Germany is launching its own series of traffic bollards. The EP 600-EM and EP 800-EM complement Elka's range as robust, well-thought-out, and low-maintenance solutions for pedestrian areas, parking spaces, factory entrances, or access controls in public spaces.

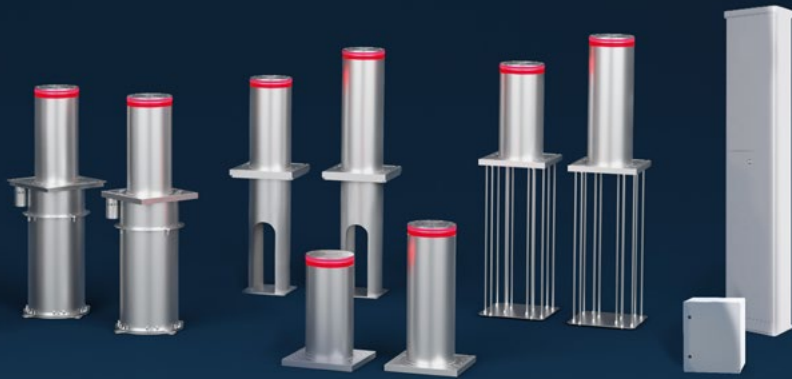
"Our customers appreciate the quality of our barriers and gate drives," says Rocco Eihlsler, sales representative and product manager for bollards. He was the driving force behind the project. "They increasingly asked for comparable technology for retractable bollards. So, we set out: What should a good bollard achieve? What requirements really arise in everyday life – wind and weather, continuous use, under load? We started concrete development based on the requirement profile."



ELKA

ELKA

Rocco Eihlsler



EVERYDAY

"In addition to a robust construction, a low-maintenance drive was also a focus," Eihlsler continues. "We set all these requirements as our goal and were able to maintain and implement them during development. A central element is the choice of materials: the cylinder and all components visible after installation are made of high-quality V4A stainless steel. The ground sleeve is made of V2A stainless steel. Thus, the bollards remain resistant to corrosion and mechanical stress even under demanding weather conditions. Especially in the highly stressed area, we have also doubled the wall thickness from 4 to 8 millimeters – for additional stability. The drive unit is also designed for durability and reliability: The maintenance-free, brushless DC motor operates with high efficiency and is designed for up to five million motion cycles, with up to 2000 movements a day. The motor and gearbox unit is sealed watertight and meets the IP68 protection class, allowing it to resume operation even after temporary flooding."





EMERGENCY RELEASE

"Another point in the development was the possibility of quick, manual lowering," Eihlsler adds. "For this case, we have provided a secured manual emergency release: After opening the small cover in the lid, for example with a fire brigade triangular key, the emergency release rod is pulled out with a draw loop – the bollard lowers."

FORCE MONITORING

The new bollards feature integrated force monitoring with automatic reversal. If the system detects an obstacle when rising, the movement is stopped, and the bollard lowers again. *"This minimizes the risk of damage to the bollard or parked cars, for example,"* says Eihlsler. To increase visibility – especially at dusk or at night – an LED light is integrated at the top edge of the bollard. Additionally, an auditory warning signal in the

form of an optional buzzer is available. *"Our specially developed lift function provides even more attention: During the up movement, the bollard lifts a few centimeters. The LED light becomes visible for traffic and flashes. Only after a set waiting time does the bollard fully rise. This function is particularly suitable in areas with frequent pedestrian traffic or limited visibility."*



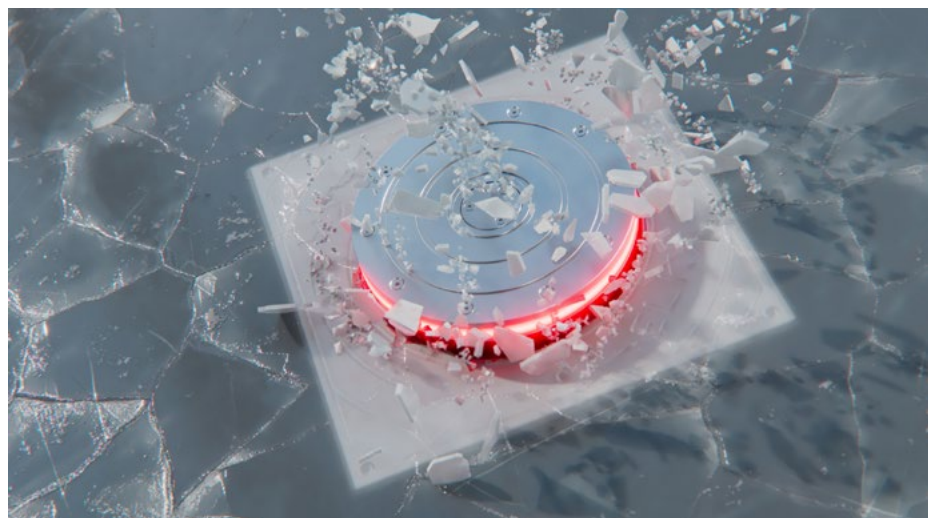
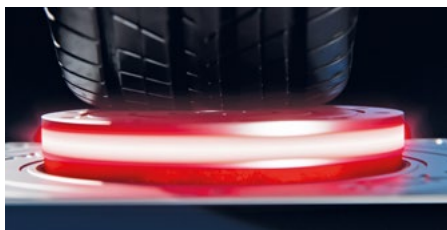
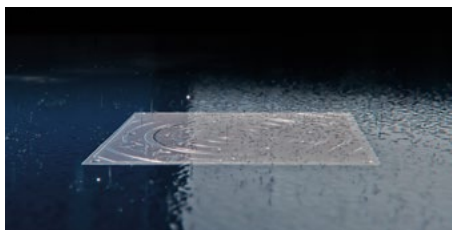
INTEGRATION

The external control unit allows the operation of up to three bollards – either simultaneously or individually, for example, for partial opening. The programming is simple. Depending on the requirement, the control can be integrated into a plastic housing, a control column, or an existing housing. Numerous connection options are also available: radio receivers, induction loops and safety devices with performance level C can be integrated. This is intended

to facilitate the installation in existing systems as well as the implementation of new systems with a high degree of automation. In parallel with the retractable models, Elka also developed fixed versions. These are suitable for the permanent blocking of areas or as a complement to retractable bollards – for example, at particularly wide entrances or to clearly separate roads and walkways.

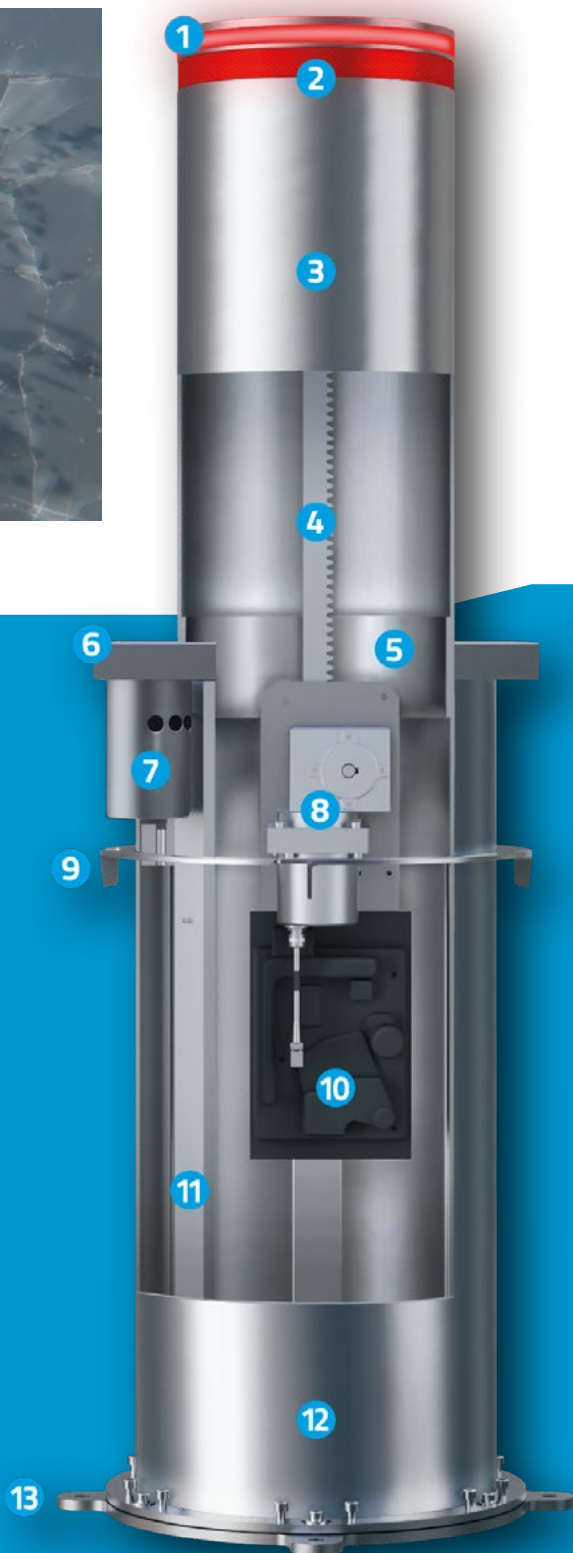
COMPACT

“The installation depth is often underestimated when choosing a bollard,” says Eihlsler. “Especially in urban areas with utility lines under roads and walkways. That is why we have kept the installation depth minimal: It is only 852 or 1052 millimeters, with cylinder heights of 600 or 800 millimeters respectively. Overall, it is an innovative solution for access control in public, commercial, and private areas. The models combine robust technology, well-thought-out safety features, and easy handling – a solid overall package for projects where durability and reliability are paramount.” The new bollard series has been available since June. ■



Bollards EP in partial section view

1. Lid with programmable LED lighting and access to the manual emergency release
2. Red reflector stripe
3. Cylinder made of V4A stainless steel (wall thickness 4 millimeters)
4. Rack
5. Reinforcement tube 4 millimeters in highly stressed area (total wall thickness 8 millimeters)
6. Base plate with transparent wiper ring (LED light is also clearly visible in retracted state)
7. Connection box with casting gel for waterproof wiring (IP 68 protection class) with bollard control
8. Watertight motor and gearbox unit (IP 68 protection class)
9. Anchoring ring for improved anchoring in the foundation
10. Motor control, watertight encapsulated (IP 68 protection class)
11. Cable duct
12. Ground sleeve made of V2A stainless steel (is embedded in the ground)
13. Base plate with fixing points for optional mounting on foundation



FENCES IN THE NEWS



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FENCES IN THE NEWS

PAGE 1

INDIA BUILDS MOST USEFUL BORDER FENCE IN THE WORLD

Tamu,
Myanmar



In the border town of Tamu, Myanmar, a shiny new fence was sprouting up, courtesy of the Indian government. Why? India claimed it was to curb drug and arms smuggling across their 1643 kilometer border with Myanmar, a project costing a cool 31 billion rupees that India is working on since 2022. In Myanmar (formerly Burma), a civil war is ongoing, with various freedom movements fighting against the military junta,

which is supported by China. The unofficial reason for the fence, of course, is that India has no desire to get involved in this civil war and does not want it to spill over into Indian villages.

However, the border in that area is very irregular and apparently the Indian border fence builders are not working very precisely. The Tamu Township Administration, led by the People's Defence Force (PDF), wasn't having it. They cried foul, mapping out six spots where the fence cheekily encroached onto Myanmar soil – some bits by 60 meters, others a whopping 400 meters! "This is our land!" they bellowed, demanding India halt construction and discuss the borders first. India, scratching its head, insisted on dealing with 'official authorities'. Meanwhile, the Tamu PDF, amid their resistance against the junta, sent maps and complaints, hoping to stop the fence building.

But what about the local residents, on both sides of the fence? They couldn't care less about the geopolitical drama. They saw opportunity. They just use the fence to dry their laundry. ■





Bonn district of
Niederholtorf

RESIDENTS OF NIEDERHOLTORF HAVE NO LIFE

Another gem of a fence story. This time from the Bonn district of Niederholtorf. In 1982, back when Bonn was still the capital of West Germany, a small football field was built there. Apparently with typical German thoroughness, because it still exists and is still being used. There are two ways to get in: one official entrance via Am Waldrand street and an unofficial one via Am Bolzplatz. The unofficial route leads across a garage yard with six garages. These garages are on private property, but over the past forty years, the owner never seemed to mind that villagers crossed his land to get to the field. Or walked their dogs through there, because the shortest way to Am Waldrand for more than half of the village runs across that garage yard and the field.

For forty-one years, there were no problems in Niederholtorf. Kids played on the field, dogs were walked, and all 1853 residents

lived peacefully side by side. Until 2023. That year, one of the garage renters claimed it was dangerous for children to walk across the garage yard. An accident could happen. Could the city maybe put up a fence between the garages and the field to eliminate the danger?

A city official came to take a look and agreed. The city freed up a budget of one thousand euros and used it to put up a two-metre-high fence. Eight metres long, four galvanised posts, three twin wire mesh panels. Credit to the fence builder – you sold that job for a great price. Problem solved, you'd think. The dangerous situation that didn't cause a single accident in forty years is now officially safe, and everyone in Niederholtorf can sleep soundly again.

But of course, it's never that simple. A large number of residents were not okay with having to walk a long way around to get to





the field. According to Google Maps, the detour is at most three hundred and fifty metres. For most villagers, it's no more than two hundred and forty. But for a Niederholtorf local who feels wronged, every extra metre is one too many. And apparently the people of Niederholtorf have so few actual problems that they took this as an opportunity to start a full-blown neighbourhood drama. There were community meetings. A petition with 114 signatures. Talks with the city. Complaints on Facebook about how residents should have been consulted before the city made such drastic decisions. All of it was useless. The city stood firm: the fence stays.


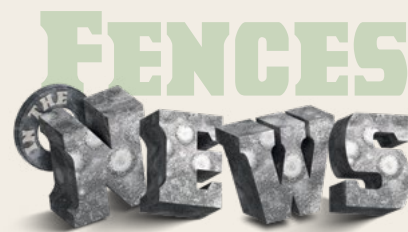
To placate the locals, the city is now looking into whether a small footpath can be created behind the garages. Some

bushes have already been cleared, but to make the path usable, a small staircase made of tree trunks is needed (a so-called Knüppelstufenanlage). That would cost five thousand euros, and first they have to find the budget for it. According to the residents, this new route is much more dangerous than the old one, but it's unclear whether another round of local meetings will follow.

Which leaves us with one final question: what's so special about this field that Niederholtorfers absolutely must be able to walk there directly? Do gold coins grow on the trees? Is the field full of whirlpools where naked models bathe in champagne? No. It's a weedy patch of grass with two forty-year-old goalposts.

Dear residents of Niederholtorf: please get a life. ■





NORWAY TO BUILD BORDER FENCE AT RUSSIAN FRONTIER

Northern
Norway

In northern Norway, the border crossings with Russia and the surrounding area will be upgraded this year with tall fences. The country is preparing for the coming winter, when it stays dark almost all day above the Arctic Circle, making it much easier for migrants to cross the border unnoticed. Last winter, Russia sent large waves of migrants toward Finland. Finland responded by closing all

its border crossings and putting up fences. That's why Norway now fears that migrants will try the same route toward its own border. A large part of the 198-kilometre border runs along two rivers, but around the Storskog crossing, there's a lot of open land. That's where the fences are being built. Good news for the local fence builders – there's a nice job coming your way, boys. ■





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