

FOBS ■ MAGAZINE

THE FENCING OBSERVER

Trade journal for fencing and gate installers, perimeter security specialists, landscapers, architects and city planners

- **European demands on an automated swing gate**
- **Van Merksteijn Fencing Systems Netherlands moves**
- **Zabag's crashworthy Mapo gate**

International version



Auch in Deutsch erhältlich

Ook beschikbaar in het Nederlands



AOS Stahl expands management team

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More choosy than the customer

We often hear fencing installers grumble about “stupid customers” who “do not know what they request or buy”. That often goes hand in hand with grumbling about price fighting colleagues who “mess up the market with cheap junk”. And we understand that. Of course it is not fun to always hear as the first argument that you are “much too expensive” - only when you go in depth, you will find out that the customer is comparing apples and oranges. Which often is the case.

But we cannot blame that customer. Everyone outside the industry simply is ignorant when it comes to fencing. We wrote this once before: when a customer wants to buy a new car, he can find arguments on half a million websites for why he should choose a BMW or a Vauxhall. But when he needs a fence, there is not one independent website where he can read why he should choose a chain-link fence, a welded mesh fence or a railing system.

Customers have to depend on the story of the first professional they encounter. Sometimes that professional is a fencing installer who only wants to sell the best possible quality. Sometimes he is a price fighting fencing installer and sometimes he is a seventeen-year-old boy who helps out at the local D.I.Y. shop on Saturdays.

But it is not just about how much information about quality our customers do or do not get. It is also about how important that information is to them.

To us professionals a fence is something great, that will at least specify the plot boundaries for the coming decades and with some luck also keep out all kinds of intruders. But to many of our customers a fence is ‘just’ a fence.

To make the comparison with the automotive industry again: when you go to pick out a new car, you consider a hundred things before you decide. The brand, the looks and the shape. The additional taxable benefit. If you are Dutch, you also want to know if it can pull the caravan. And your wife wants to determine the colour. But when you go to rent a van at Sixt on a Saturday to help your daughter move to a new home, would you care whether it is a Mercedes Sprinter or an Iveco Daily? I do not think so. As long as it can fit a lot of moving boxes, all of the other arguments are irrelevant.

And that is exactly the way many of our customers think about fencing. Of course there are customers with whom you can talk about the wire gauge and the zinc layer thickness elaborately. Who are sensitive to your arguments of really rather wanting an aluminium cover on the post instead of a plastic cap.

But the majority of our customers wants ‘just’ a fence. With mesh, just like the neighbour. With zinc on it, so it does not corrode too quickly and painted a nice colour, because the missus likes that. They could care less about the type of posts, fixings and post caps you use. Just like the wire gauge.

**FLEXIBLE and
RELIABLE**



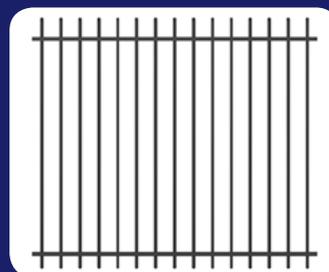
Single Leaf Gates



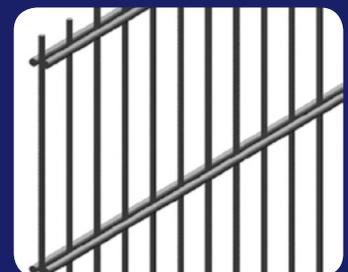
Industrial Gates



(Automated) Cantilever Sliding Gates



Railing Systems



Rigid Mesh Systems

So we as professionals can shout out that a BMW is better than a Vauxhall - that a post with a clamp strip is sturdier and better-looking than a post with three clamping brackets. And that an 8-6-8 panel is sturdier than a 6-5-6 panel. But when people do not want to spend money on something that is *"just supposed to bring them from point A to point B"*, we will definitely not sell them that BMW.

In fact: we dare to assume that in our industry a lot of BMWs are sold at the price of a Vauxhall, just because we really like to sell quality. Meanwhile the customer thinks he is paying for a Vauxhall and is getting a Vauxhall.

It is worth considering dropping some of the principles on the quality every fence should have. To just supply a Vauxhall to customers who come for a Vauxhall. ■



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Issue 70

16



36



MONTHLY

The publishers	2
Readers Mail	12
Photo of the month	32
Fencing World	46

28



COLOPHON

Circulation

FOBS Magazine is published monthly in Dutch, English and German by FOBS GbR. Our more than 5,000 recipients are all fencing contractors, distributors and manufacturers from all over Europe.

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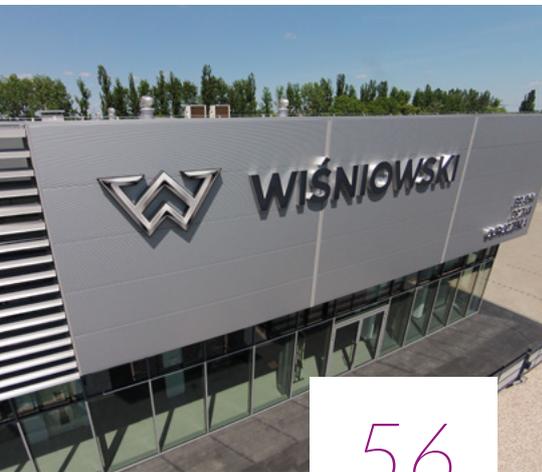
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50



HEADLINES:

BAS.T presents quality label	6
Avantgates expands Eco line	16
European demands on an automated swing gate	22
Van Merksteijn Fencing Systems Netherlands moves	28
Tram depot in The Hague	36
AOS Stahl expands management team	42
Zabag's crashworthy Mapo gate	50
Wiśniowski opens extra showrooms	56
Privacy strips 2.0 by Zaundruck	58



56



58

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BAS.T presents quality label



BAS.T, the German industry association for drive and control technology, presented a new quality label at a press conference at the Bau 2017 in Munich in January.

“With the new label we want to offer manufacturers of high-quality gate drives, gate controls and gate safety components the opportunity to clearly distinguish themselves from manufacturers who do not meet the label’s high standards,” says BAS.T director Olaf Heptner.

The label does not only demand products to comply with all of the laws, directives and standards, but also makes demands on the watertightness of the casings, the quality of the plastics that were used, the connection options of safety measures and so on, right up to the corrosion resistance of the bolts and nuts. *“The purpose of the label is to shape the current jungle of certificates more transparently and more conclusively,”* says Heptner. *“Not just by making requirements in all kinds of areas, but also by making the label suitable for drives and controls as well as safety products such as safety edges.”* All of the requirements the label makes are public and a special committee was invoked to monitor the certifying process and perform regular checks.

“This makes it possible for gate installers to sell labeled products as products with clear added value in the areas of safety, reliability and durability. Furthermore the label can help as a protection from liability claims.” BAS.T is planning to disclose more details about the label in May at a meeting in Kalbach, near Fulda, where the association has a test centre at its disposal on the grounds of Belfox. The official introduction of the label is scheduled for the summer. ■



PUMA The aesthetic hinge for residential gates



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Modularity



Ease of Installation



Trusted Quality



Full Support

Bircher Reglomat presents new loop detector

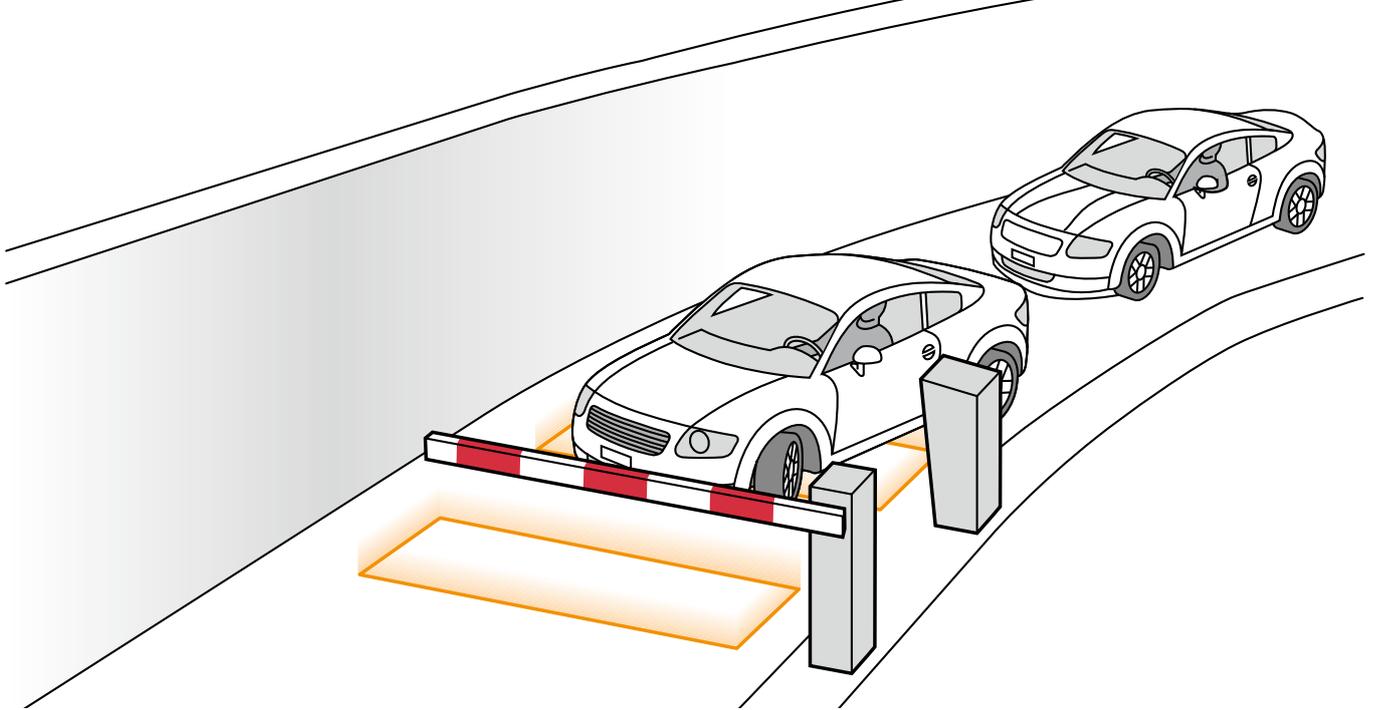
In January, Swiss sensor manufacturer Bircher Reglomat from Beringen launched a new loop detector for industrial gates and barrier systems. It is called the Proloop Lite. As its name suggests, the Proloop Lite is a basic version of the more advanced Proloop 2.

Features

The Proloop Lite has all the same standard features as the Proloop 2, including Automatic Sensitivity Boost (ASB). When enabled, this feature automatically configures the detection loop to maximum sensitivity when a vehicle is detected. This results in guaranteed detection, even extending to vehicles with a high degree of ground clearance. The loop detector also has a range of frequency settings to prevent interference from other loops or sources. And the response time of the outgoing signal can be changed to suit the preferred application.







"The trigger to expand the range for loop detectors came directly from the market. When developing the Proloop Lite, we focussed specifically on the provision of standard functions in order to offer our customers an even more attractive price-performance ratio. In selecting the functional scope for the slimmed-down version, we worked in close collaboration with our sales team and a number of key customers," Nelson Celestino, technical product manager at Bircher Reglomat, explains. ■



Nelson Celestino



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SECTIONAL
DOOR



ALUMINIUM DOOR



SLIDING GATE

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WIŚNIEWSKI



W

inter had a slow start this year, but all of a sudden, at the end of January, we had a week and a half of incredible cold.

During one of the nights in that period humidity and wind were just so that fences all over Northwest Europe were covered with a layer of hoarfrost.

We received photos from various readers. The prettiest came from Christian Brokern of German sheet metal supplier Nordbleche, from Justin Laurens, the man behind Dutch fencing wholesaler Deci Wand Systems and from Rainer Kutrovatz of Austrian company Brix.





Christian Willering of German/Austrian company Balu sent us these photos of a design gate he encountered in Friesoythe, a small town in Ostfriesland, Germany, at the driveway of a veterinary practice.



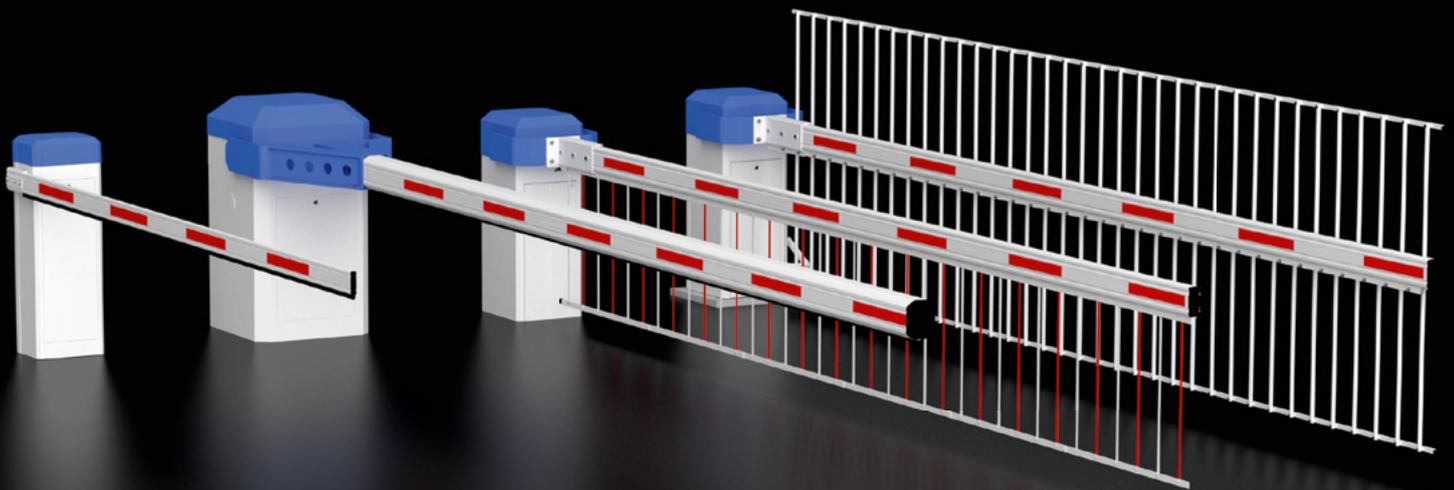
Rob de Haas, a free agent of Lacey Fence, among others, came across this sign at a sports park in Nijmegen, the Netherlands. In English it literally says: "This object is secured by security company ISIS". We don't know whether that is such good advertising...



Christophe April sent us this photo, without any comment. Maybe he thought he would have a better chance of winning the Locinox construction site radio, if he sent us a photo of a Locinox lock. Unfortunately the resolution of the photo is not quite suitable for filling a spread, Christophe. But it does make for a good opportunity to call upon our readers again to send us photos, because we could never have too much beautiful photos of fences and gates or photos of beautiful fences and gates!



Ruud van Esch, manager at German company Bläser Zaunsysteme, sent us this photo of a design gate with an infill of tools that were welded together. Dohm Metallbau is a welding and construction company from Dortmund, that apparently wanted to draw attention with this gate. Mission completed :-)



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ELKA
MOVEMENT BRINGS MORE

Avantgates expands Eco line

Economical and space-saving gates for industrial purposes



Miriam Molegraaf

Avantgates, an Italian manufacturer of hydraulic vertical gates from Rimini, has extended its Eco line with gates for industrial purposes. These gates are equipped with a hydraulic high-pressure unit, enabling the gates to be lifted vertically. These models are available as of the beginning of this year.

Economic

“Eco stands for economic,” says Gian Maria Lenisa, export manager at Avantgates. “Customers often want the best product, without spending too much on it. That is why we have developed an economy line, the Eco line. By using less materials, we can keep the price for our customers lower. Naturally our gates are safe and meet the European standards. So all of our gates are equipped with a safety edge and photocells.”

Industrial use

Lenisa continues: “In 2015 we introduced our Eco line with three models for residential use. Because of the positive response from the market, we have extended this series with two models for industrial purposes, the AFL-C and the AFL-C Double. These gates are available in widths of up to 8.5 metres and create a single or double passage. Just like with all of Avantgates’ other vertical gates, these gates need less space than for instance sliding or swing gates. Apart from that, they are also suitable for situations with uneven surfaces and they can endure extreme weather conditions like snow, ice or high temperatures.”









Other models

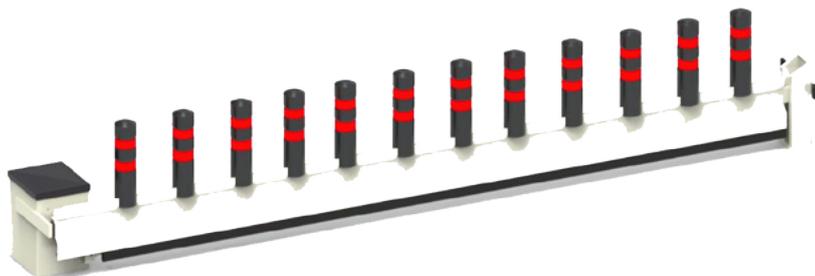
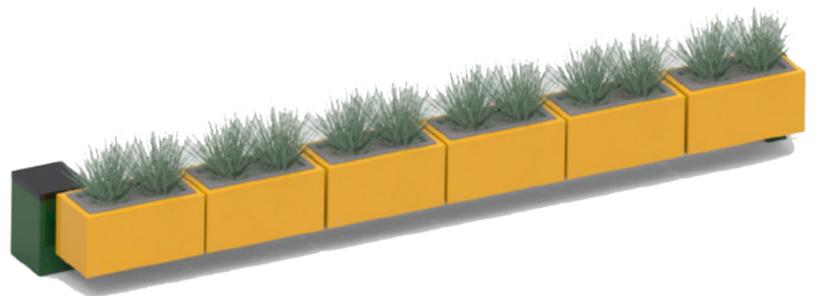
Lenisa: "At the moment, three different models for residential use are available. The VI STD rotates, before it ascends. This saves even more space. The AFI and AFI-C have a fixed panel that goes up." Lots of accessories like planters, bicycle racks and benches can be fitted to the AFI, so this gate blends in with its surroundings. All of the gates are available with widths of 3 to 5.5 metres and heights of 1.2 to 1.8 metres and have an opening speed of twenty seconds.

Certification

"We started developing the Eco line in 2014," says Lenisa. "This took about a year. Twenty people worked on the project. The biggest challenge was the certification of the gate itself and of the machines we use for testing. These also have to meet certain standards."

Results

Lenisa continues: "We are happy with the results and we have noticed that our customers also are very enthusiastic. Nearly fifty percent of the gates we will be manufacturing in the next two months, are Eco gates. Both for the domestic market and beyond. Meanwhile we sell our gates in Italy, Norway, Switzerland and Germany."





Rapid growth

Avantgates is part of the Gentili Group, a family business that was founded in 1960 by Benito Gentili. This manufacturer of hydraulic aggregates and components started manufacturing and selling hydraulic vertical gates in 1994. Avantgates was born and manufacturing these patented gates became the core business activity of the company. "The Gentili Group now has eighty employees, divided over three companies: Smoes, Gentili and Avantgates. Due to our rapid growth, we are expecting to move to a new building within a year," says Lenisa. ■

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European demands on an automated swing gate

A powered gate is considered by UK and European law to be a machine and is required to be safe for users. Machinery law does not describe in detail how to make a system safe, it simply demands

that all hazards are identified, resolved by safe design or controlled to safe levels by safe design, or safety systems and devices. The actual safety performance and methods for providing safety are described in the relevant standards which have been in place since the millennium without significant change.



Nick Perkins

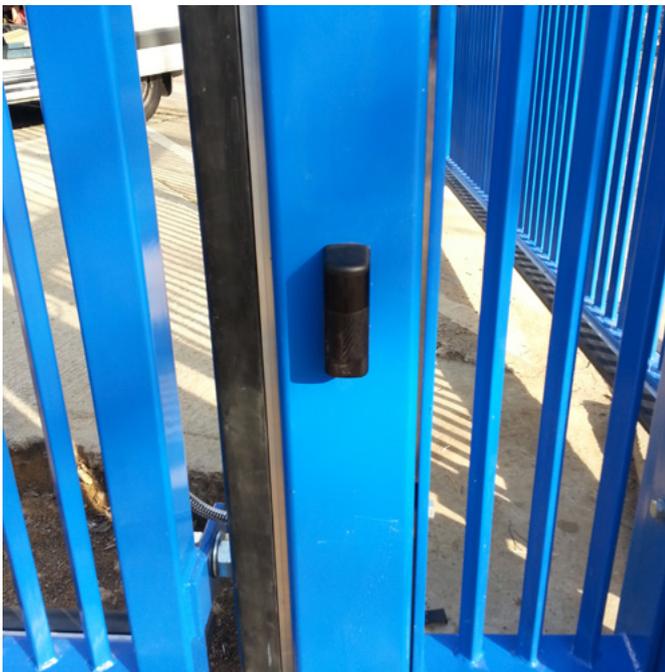


EN12453:2001

This standard describes the requirements for safety in use of an automated swing gate. This standard initially describes the common hazards likely to be found; the main hazards that are applicable to a swing gate are, in order of severity:

- structural failure of gate, post or hinge = 'mechanical failure'
- hinge area reducing gaps = 'at gaps that change their size' and 'at secondary edges'
- swept area, opening and closing = 'at the perimeter of openings' and 'at obstacles within the sweep of the gate.'
- at the vertical leading edge where the gate closes = 'at the main edge'

This does not mean that these are the only hazards, where others exist they must be resolved.



Structural integrity

EN 12453 deals with structural integrity by making reference to another standard from the same series: EN 12604:2000. This standard describes the steps needed to achieve structural stability, foremost of which is the design strength necessary:

- 2 x actual load without permanent distortion (any distortion that is present must not result in a reduction in safety)
- 3.5 x actual load without structural failure

In addition, EN 12604 requires that falling-down or collapsing is prevented during normal use or in the event of the failure of a suspension element. This means that the gate, its posts and its hinges must either be so strong that they cannot fail (hence 3.5 x actual) or be provided with some form of backup device (catch strap or similar). The standard also requires that the gate will be secured at its terminal positions to protect against uncontrolled movement (wind etc.)



Moving part related hazards

EN 12453 provides five methods for controlling exposed moving part hazards:

- guards or enclosures to prevent access
- hold-to-run (type A & B)
- inherent force limitation (type C) – provided by the drive unit
- safe edge force limitation (type C) – pressure sensitive devices
- light curtain/photo scanner technology (type E) – electro sensitive devices

There are some limitations to the application of these measures, for instance, inherent force limitation cannot be used to control draw-in hazards and either type of force limitation must be supplemented by photo beams at the main edge whenever untrained persons might encounter the gate or where the gate will operate automatically (auto-close and timers, etcetera). Please note that EN 12453 does not allow for the use of photo beams alone as a control measure, they are only specified as a supplement to effective force limitation.

The allowable force in EN 12453 is 400 Newton for crush hazards (horizontal reducing gap less than 500 millimetres) and 1400 Newton for impact hazards (horizontal reducing gap greater than 500 millimetres). In order to be safe, either these peak values must reduce to below 150 Newton in 0.75 seconds (of first reaching 150 Newton) and further reduce to below 25 Newton in 5 seconds (of first reaching 25 Newton).

Light curtains or photo scanners (type E) must prevent all possible access to hazardous movement across the entire hazard zone from ground level up to 2.5 metres.

Hinge area gaps

As hinge area reducing gaps can be designed out (so that they do not exist) the Machinery Directive requires that this should be the design criteria used wherever possible (essential requirement 1.2.1 Annex 1). To arrive at this all gaps at the hinge area must remain constant throughout movement and prevent fingers etc. being drawn in. In the UK, there is an additional fencing and railings standard (BS 6180) that requires gaps to be kept below 100 millimetres, so it would be wise to avoid gaps above this figure. So now we have some parameters to apply to the formula:

- no gaps smaller than 25 millimetres (to prevent any finger draw-in)
- no gaps above 100 millimetres to prevent children's heads ever being inserted

With those two provisions catered for we can then allow minor gap changes as any body parts that could enter will be flexible to some degree, in the UK it is agreed that a maximum change of 20 percent is permissible. It must be noted however that this applies to the hinge area, not just the end stile of the gate and hence if a hinge area is to be of safe design, it cannot be centre hung between large piers, it must be hung at the rear corner. Wherever safe design cannot be achieved the reducing gap must be protected or forces controlled to safe levels, this will mean the application of flexible guard, the use of a safe edge, light curtain or hold-to-run.

Force testing with the prescribed test meter is not always possible at the hinge so an alternative method is required to verify safe force where a safe edge is to be used at this location. The DHF suggests using plastic pipe off cuts that have been shown to display visible distortion below 400 Newton by testing the tube against a test meter in a vice or similar. This sort of verification is only viable at the hinge where approach speeds are incredibly low.

Finally, if flexible guards are to be deployed at hinge area hazards the powered gate designer should be aware that unlike with safe edges, flexible guards are not covered by any standard (that is harmonised under the Machinery Directive or otherwise) and hence the designer of the gate will be responsible for the Machinery Directive compliance assessment process. The relevant essential requirement in Annex 1 of MD is 1.4.1 and requires that the guard:

- must be of robust construction
- must be securely held in place
- must not be easy to bypass or render non-operational
- This will mean that the guard must be able to resist fingers etc. pushing into the reducing gap.



Swept area hazards

The swept area of a swing gate generates two possible hazards, firstly the most obvious hazard is that of impact; the potential to push along or knock over a person anywhere in the swept area of the gate during the opening or closing cycle. The maximum acceptable force for this hazard is 1400 Newton (horizontal reducing gap greater than 500 millimetres), reducing to below 150 Newton in 0.75 seconds (of first reaching 150 Newton) and further reducing to below 25 Newton in 5 seconds (of first reaching 25 Newton).

The impact hazard may become a crush hazard if there is less than 120 millimetres under the gate (risk to feet, hands and arms from EN 349) or moves over sloping ground (risk to any body part), in which case 1400 Newton must be discarded and 400 Newton applied as the maximum. If slow-down is in use force must be measured in both the slow zone and the full speed zone to know that all hazards are properly protected.

As force is a factor of weight, speed and torque and hence across the width of a swing gate speed is highest at the leading edge and least at the hinge but torque is least at the leading edge and highest at the hinge. The effects of speed and torque (weight being constant) do to a large degree balance each other out across the leaf width but this relationship loses all credibility in the final 10% of leaf width where the force applied in crush becomes incredibly high, the impact force however is by now almost insignificant. This means that measuring force at the leading edge (the only practical location on many gates) does in fact give a good indication of the energy likely to affect anyone impacted in the sweep of the gate.

This will mean that a swing gate driven by drive units that cannot provide effective force limitation by inherent means (stop and reverse) will need safe edges on both sides of both lower rails for impact and/or crush protection.

Alternatively, light curtain/photo scanner technology or hold to run could be deployed instead.

Additional measures may also be required where an opening gate leaf comes to within 500 millimetres of any other fixed object, for example a wall, fence or bollard; the same basic principle must be applied; apply inherent force limitation, safe edge, light curtain, photo scanner or hold-to-run.

Leading edge crush hazard

Where the leading edge of the gate comes to the closing post in the final 500 millimetres of closing there is a crush hazard present. An acceptable force in this zone is 400 Newton (horizontal reducing gap less than 500 millimetres), reducing to below 150 Newton in 0.75 seconds (of first reaching 150 Newton) and further reducing to below 25 Newton in 5 seconds (of first reaching 25 Newton). This can be achieved by safe edge or by inherent force limitation provided by the drive unit.



Alternative methods of protecting this area are light curtain/photo scanner or hold-to-run.

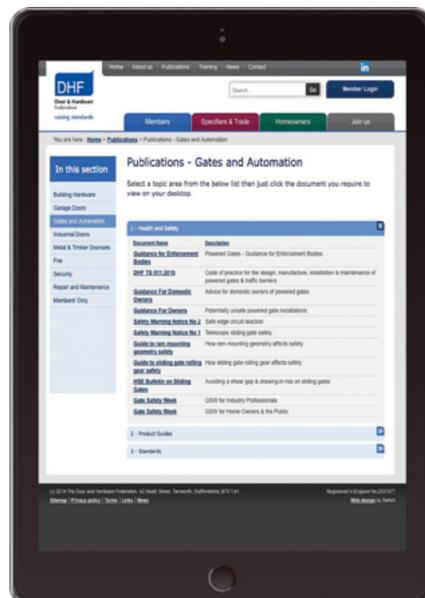
Photo beams

There is no basis in any published standard for using horizontal photo beams as the control measure themselves, they have only ever been specified as supplementary to effective force limitation. This is because they are far too easy to overcome or defeat them by standing astride, leaning or reaching over the beam. On many of the gates where death or injury has occurred in the UK there were perfectly functioning photo beams in place, prosecution did of course follow because the beam could not or did not prevent the incident.

A horizontal photo beam can only alter the probability of contact; a safety measure is required to control the possibility of injury. Beams are of course an excellent supplement to any system and must be used wherever necessary to supplement effective force limitation (stop and reverse on contact).

There could be an occasion though where a single beam could become the sole control measure, this is where the light beam fills the entire hazard zone; for example, on the underside of a traffic barrier or lower edge of a vertically moving door. When this is the case the beam must be monitored against faults to category 2/3 (see EN 12978 for details).

For more detail and clarification on all of these points, see Annex B of DHF TS 011:2016 by free download at <http://www.dhfonline.org.uk/publications-gates-automation.aspx>.



Nick Perkins is a training officer of the Door and Hardware Federation. The DHF is a British non-profit trade federation that can trace its roots back as far as 1897. Today it represents a wide range of access-based industry sectors that include:

- building hardware, door fitting and lock manufacturers
- door set, timber and metal pedestrian door manufacturers
- industrial doors, from shop front shutters to aircraft hangar door manufacturers and installers
- garage door, manual and powered domestic door manufacturers and installers
- powered gate and traffic barrier manufacturers and installers

The DHF has a long history of working with the British Standards Institution on a wide range of British and European standards and, where necessary, have developed industry-specific technical specifications. Their stated aim is to promote best practice and raise industry standards for users and the trade alike.

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Van Merksteijn Fencing Systems Netherlands moved to Vriezenveen

Van Merksteijn Fencing Systems Netherlands - the Van Merksteijn subsidiary that supplies fencing installers in the Benelux countries with fencing materials - moved its storage to Vriezenveen in January of this year.

"Up to now we supplied our customers with materials from our warehouse in Hengelo," says sales manager Edwin van Leeuwen. "But we are growing enormously. The number of customers increased by over thirty percent last year and on top of that we are still expanding our product range. That is why we need more space for storage. We did not have that space in Hengelo. In Vriezenveen we have three times the amount of space."



Miriam Melegraaf



Product range

The extra space is used for the storage of welded mesh panels, 3D panels, gates, tubes, posts, chain-link and fixings. Van Leeuwen: *“Our factory in Poland, where the standard swing gates are manufactured, extended its range at the beginning of this year with double swing gates. Here in Vriezenveen we now have enough space to keep large stock of all of the standard dimensions and standard colours of the single and double gates.”*

Speed

“In this process the focus is mainly on speed,” says Van Leeuwen. *“We have really specialised in that. That is why we actually need this large stock. We just want to be able to plan transport immediately, as soon as a customer calls, without having to wait for the materials.”* For this purpose the branch works with Raamsman Transport from Raalte. *“This company has done Van Merksteijn’s transport to all of the nooks and crannies of Europe for many years now. They have a large fleet of lorries so they can react quickly. Exactly what we need.”*



Systems

Van Merksteijn Fencing Systems Netherlands was founded in 2013 as a Customer Service Center for the Benelux countries. Meanwhile fifteen Service Centers are active within Europe, among which are branches in Germany, the UK, France, Slovakia, Hungary, the Czech Republic and Russia. These Service Centers supply fencing companies and installers of complete fencing systems. Apart from the well-known mesh panels of the parent company and the aforementioned in-house manufactured gates, the Fencing Systems companies also sell matching local products, such as posts and tubes, gates, chain-link and fixing materials. ■



Edwin van Leeuwen



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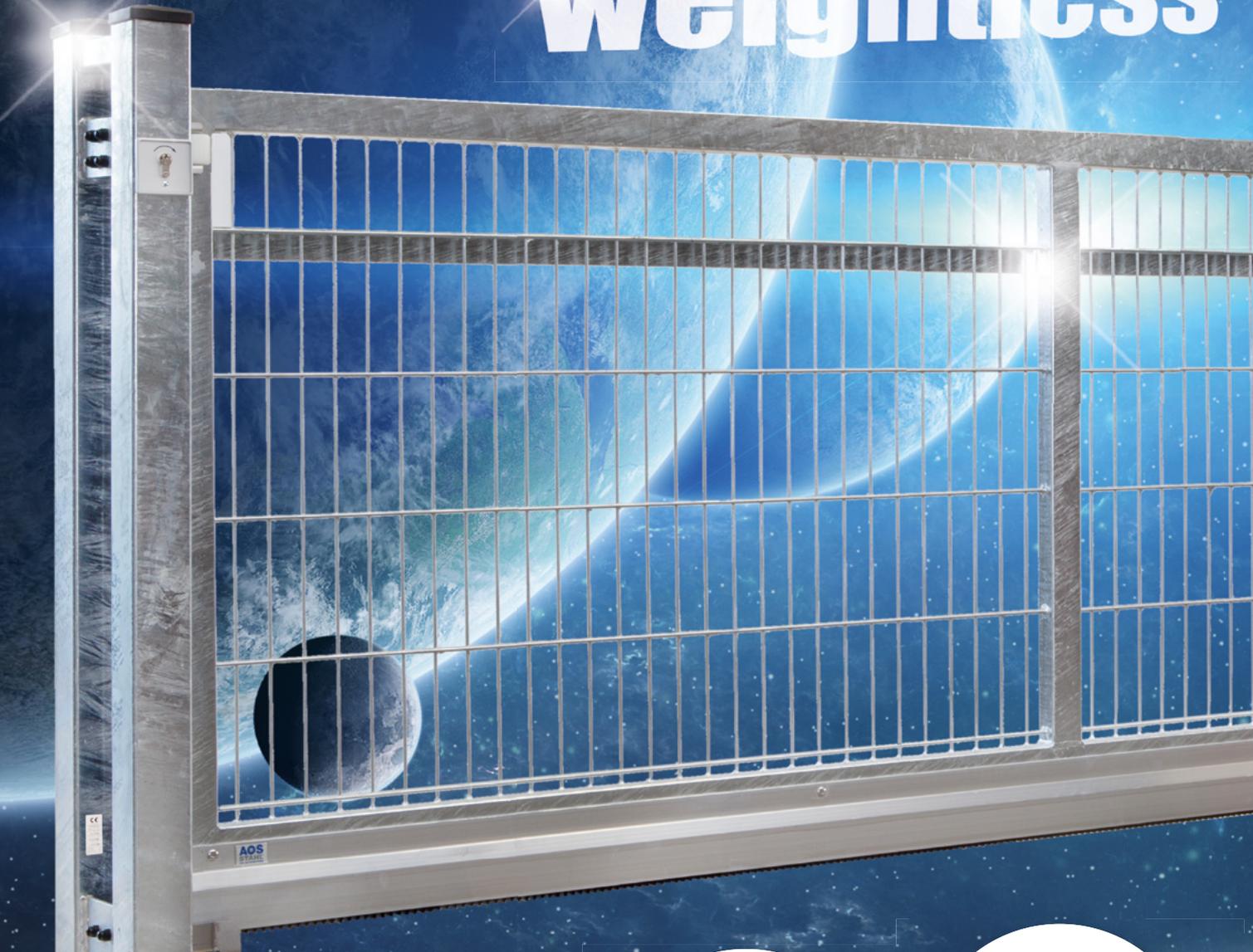
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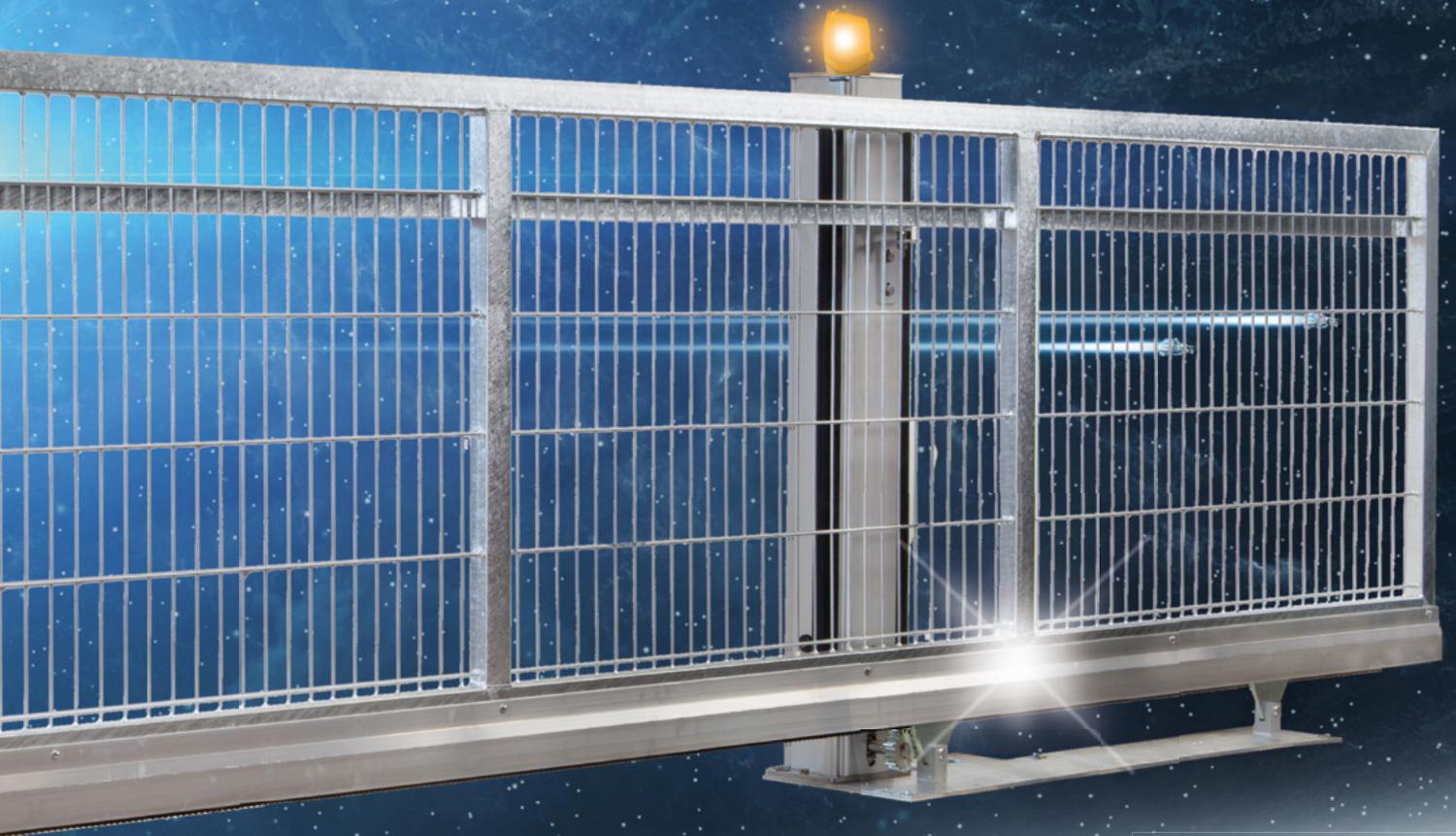
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cantilevered

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The photo of this month was sent in by Timo Prielipp, sales manager at Elka Torantriebe (English: Elka gate drives) in Tönning, in the northern part of Germany. He took this photo of a typical Japanese high-lift gate in Japan.

Thank you for your photo, Timo.

Do you also have a nice photo of a fence or gate? We could never have too much of those! Send them to hello@fobs.eu and win a Locinox construction site radio!





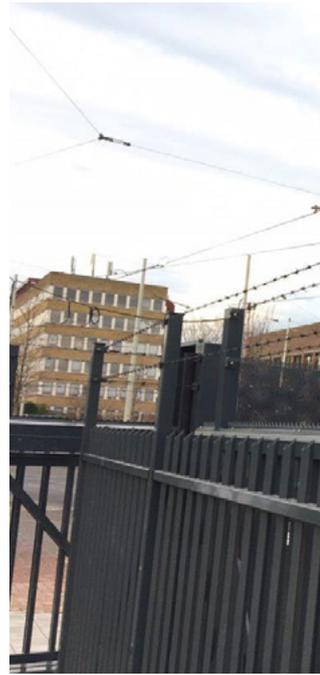
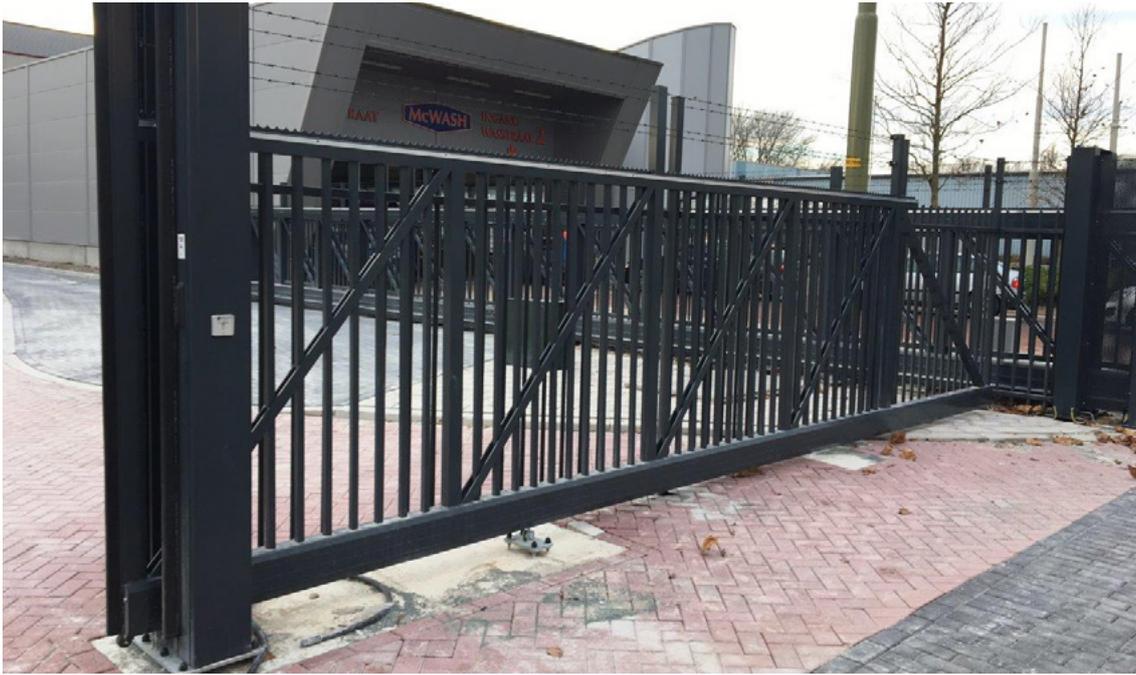
Tram depot in The Hague

Dutch fencing company ABC Fencing Westland put up fences around a tram depot for the public transport operator of the city of The Hague, the HTM.



Rembrandt Happel





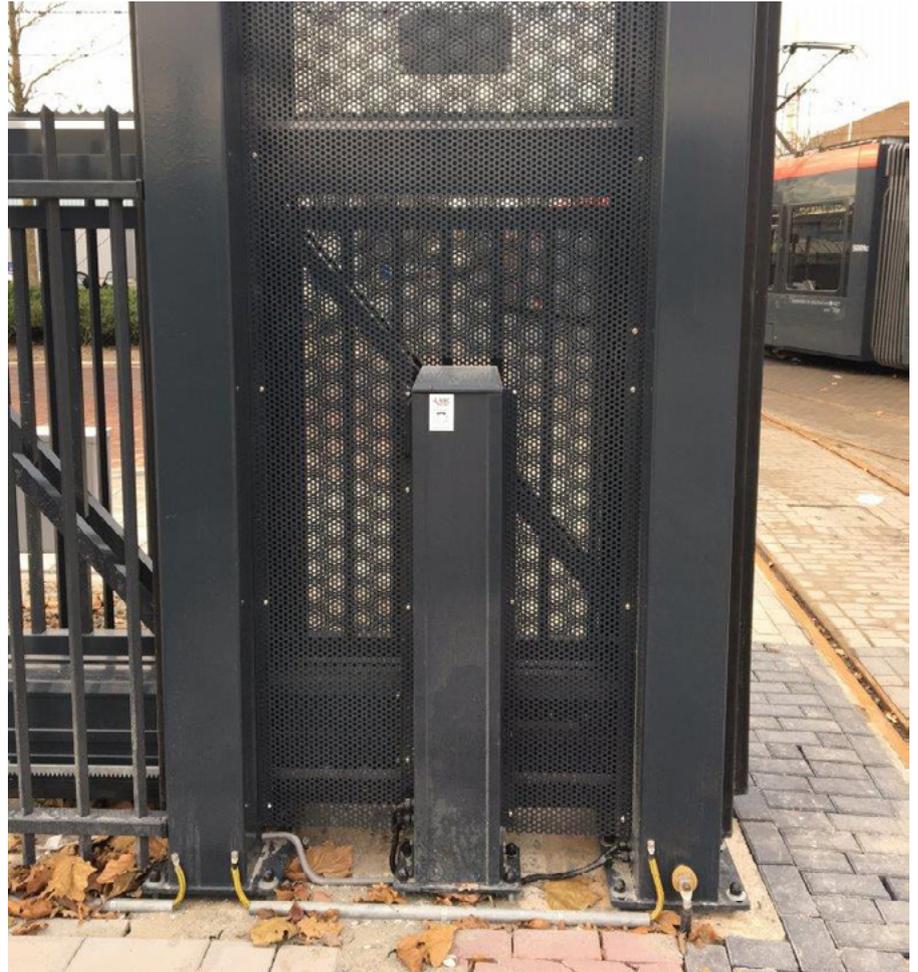


The fence that was put up is of the Ambassador type. That is what ABC calls the extra sturdy railings in which the square vertical bars were welded at a 45° angle. Two rows of barbed wire were drawn above the fence to make climbing over extra difficult.

“But even better are the automated sliding gates, one of which has a 16.5 metre passage width,” says Marco Linnenbank, the regional manager who sold the project. The Balu sliding gates, manufactured by Austrian company Holler Tore and supplied by Dutch distributor Privacon, also have two rows of barbed wire for added security.



“Everything about this gate is big,” says Linnenbank. “That applies to the big, linked bottom beams and the thick supports as well as the extra strong drive. Furthermore we have applied traffic lights that signal when the tram can pass through the gate. Another fact that is worth mentioning is that the fence and the gates are all earthed, so if the overhead contact line were to break, the current would not be able to move through the fence.” ■



Thank you for your photos and your story, Marco!

Do you also have nice photos of a beautiful or nice project for us? Please send us the photos! We are happy to make room for them.





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AOS Stahl expands management team

German company AOS Stahl, the company behind the Deutsche Zauntechnik brand among others, expanded its management team. Founder and director Oliver Schake has appointed Samuel Adolph and Benjamin Wiemann as managing clerks*.

"When I started out in 2002," Schake says, "I had not dared to hope that we would grow this much this rapidly. Apart from our head offices in Wetter an der Ruhr we now have four branch offices and 130 employees. That rapid growth is fantastic of course, but it also means we have now reached a size at which it has become impossible for me to make every important decision myself."

Sales manager Adolph has worked for AOS since 2008. He is responsible for the sales department, which meanwhile consists of 30 sales people and a back-office. Wiemann entered the company in November as an accountant. He is responsible for the accounting department and financial planning. ■



Benjamin Wiemann, Oliver Schake & Samuel Adolph



In Germany the system of multiple directors is not used often in medium sized companies. Instead the Geschäftsführer (who would be called Managing Director in English) grants the department leaders 'Prokura' (power of attorney), so they are fully authorised signatories for their own departments. In the English language Adolph would have received the title of 'sales director' and Wiemann would have been appointed as 'finance director' or CFO.

Who is... Benjamin Wiemann?



Benjamin Wiemann is an accountant. He is responsible for human resources, the accounting department and financial planning. *"That means I am also at the table at nearly all of the important negotiations,"* he says. *"With banks and insurance companies of course, but also with suppliers and big customers. And internally I have a key vote in all of the strategic decisions."*

Versatile

"That is precisely the thing I like so much about this job," Wiemann continues. *"Before this, I have worked in accountancy for eleven years, I primarily made tax declarations and annual reports. I learned a lot about many different companies there. At AOS I can literally put all of my accounting and financial knowledge into practise, which makes the numbers tangible. That knowledge also contributes to the structure of the company and its growth. And when I would like to know what a certain journal entry looks like in real life, I only have to walk into a production or storage hall. I am very much looking forward to this new challenge and to the future. Together we already have a few large projects in the pipeline."*



Who is...Samuel Adolph?

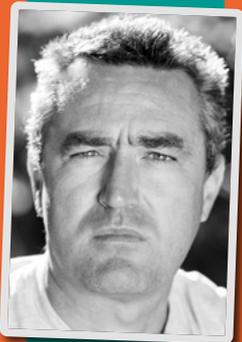


Samuel Adolph has worked at AOS Stahl since 2008. Since then he has expanded the sales department from 7 to 31 employees and to a great extent was responsible for founding the Deutsche Zauntechnik brand. "Prior to this I had a leading position in the kitchen and furniture industry," he says. "In that line of work you primarily deal with end customers. As a sales manager at Deutsche Zauntechnik I can build and deepen long-term relationships. Building a good relationship with all of those different kinds of customers is a daily positive challenge that gives me great pleasure."

Ideas

"But I have also just been lucky to have Oliver for a boss," Adolph continues. "He is always open to new ideas and is not afraid to take risks. I am always given space to go my own way. For that matter, being appointed managing clerk also is a nice token of appreciation and trust." ■





floris@fobs.eu

Tsunami

President Trump is associated with another fence as well. And with dog poo. Parents in the town of Klaaswaal, in the west of the Netherlands, have put up a fence around a lawn next to their children's school. The fence is 30 metres long, 1 metre high and covered with chicken wire. The fence should keep the field next to the school's entrance free of dog poo. Parents had been bothered by the 'poo terror' for a long time. One of the parents spoke of "a real tsunami of dog poo" and added: "Trump is not the only one who builds fences, we do it too."





Women

It has been a while since we reported on the fence around the White House in Washington last. Six months, to be exact. Apparently nobody thought it was worth the trouble to harass Obama during the last months of his presidency. No one who, dressed up as Pokémon or not, climbed over his fence. But in the meantime, the residence at 1600 Pennsylvania Avenue has a new inhabitant, it will not have escaped your attention. One day after his accession hundreds of thousands of women and sympathising men protested for equal rights for everyone. And they also left something at The Donald's garden fence.



Dachau

The entrance gate to former Nazi concentration camp Dachau was found again in Norway. Police recovered the iron gate leaf with the infamous words 'Arbeit macht frei' (English: work liberates) in the city of Bergen, after receiving an anonymous tip. The 100-kilo door disappeared in the night of 2 November 2014 at the entrance of the current

Dachau memorial centre in South Germany. Both the door and the offenders remained untraceable. Meanwhile a replica was put up. Once the gate returns to Dachau, it will be decided if it will return to its original location or if it will get a spot inside the museum.



Donation fence

In the Northern German city of Hamburg the homeless were causing nuisance. They were always boozing on the waist-high wall at the train station. That is why the municipality had a fence put up on the little wall, so sitting on it is impossible now. Well-meaning citizens seized the opportunity for humanitarian aid. They baptised the fence the 'donation fence' and asked people on Facebook to hang watertight plastic bags on it for the homeless, filled with non-perishable food, personal hygiene items, clothing, dog food and so on. Alcohol was not on the list. The people of Hamburg did not need to be asked twice. The result: grateful homeless people.



Selfie



People do the most backward things for a selfie, sometimes even resulting in death. Just look on YouTube. A selfie with a seal seems to be a lot less dangerous. And it is - at least for the human... In the Belgian seaside town of Nieuwpoort the municipality fenced off resting places for seals in the marina. The animals - in increasing numbers - reenergize for hunting there and they let their fur dry there. If they cannot rest, they die. But resting comfortably is very difficult when a fool with a selfie stick is slowly backing up towards you. So let's hope people will take notice of the fences. They do not look to be that high...

Complaint

One objector and you are out of 250,000 Pounds. In the Scottish town of Dumbarton a complaint from one neighbour led to building a soundproof fence around a football field. The money comes from public funds. With 250,000 Pounds the municipality could also finance 132,275 meals on wheels or appoint 9 full time teachers. By the way, the costs for the fence could still add up to double this amount. What is remarkable is that no one ever had any problems with the sounds around the football field. Except for that one person that is. Boy, will he be satisfied!





iOS



Android



Windows Phone



Bluetooth 4.1



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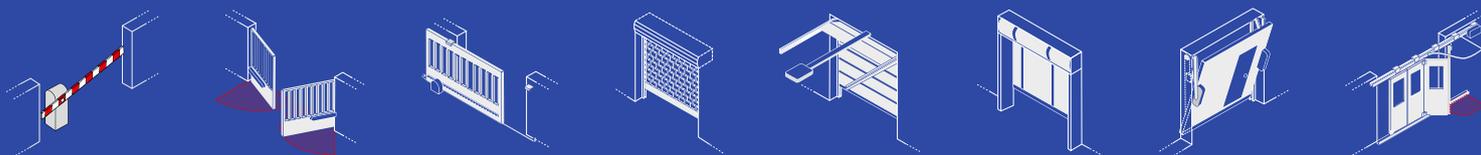
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Zabag's crashworthy Mapo gate combines building security and personal protection





Hannah van der Valk



Zabag Security Engineering from Grünhainichen (Saxony, Germany) is reminded of its participation in the Security exhibition in Essen of several months ago with great regularity. This is due to the presentation of a newly designed high-security gate at the exhibition. Many quote requests relate to the prototype that was shown there.

High-security gates are nothing new for Zabag. This type is one of the three production lines the company has under the brand name of Mapo. *“The idea to introduce this crashworthy double gate at the Security exhibition derived from demand from the market,”* is how director Michael Simon explains the background of the product development. *“The prototype meets all of the requirements in the area of high-security that reached us in the months prior to the Security exhibition.”*



Michael Simon

Challenge

The result is a double swing gate that is crashworthy up to 611 Kilonewton. The manufacturer has implemented all of the necessary development stages in-house. The gate is equipped with an articulated drive and a programmable microprocessor. Simon: *"A separate challenge was formed by the combination of the required crashworthy characteristics and the safety of people. Up to now installations of this size were mostly about securing objects. With the development of this prototype we also wanted to ensure the safety of those who come into contact with the gate. Imagine a bollard or a wedge barrier. It comes up without taking the dangerous situation it causes for the driver involved into account. The new design that was shown at the Security will abolish such risks and yet effectively secure buildings."*

Safety

For that reason the swing gate is equipped with various systems in the area of video surveillance. Besides a hand scanner, license plate recognition and security cameras, it also features 3D presence detection. The integrated long distance laser detects obstacles and individuals at a maximum of ten metres distance. *"The laser technology that was applied here has the advantage that it secures a larger zone than for instance photocells or safety edges. This is how accidents are prevented,"* says Simon. The various components can be integrated modularly. *"License plate recognition for example is only interesting if there is a limited number of vehicles that uses the gate."*





Retrospect

Zabag offers the crashworthy gate with various drives. Important parameters for determining the optimal drive are weight and frequency of use. For moderately loaded gates a compact unit can also be used instead of an articulated drive. When determining the force of impact the company orientated on the average number of requests. This was checked by an external structural engineer. Crash tests are also planned. In retrospect of the Security exhibition Simon says: *"We have received extremely positive feedback on this new design. Just a minute ago a customer granted us a big order. So it was the right decision to take the prototype to the Security."*

International

Zebag also supplies the high-security production line to the international market, both directly and through dealers with the security certification this sector demands. *"We receive quote requests from all over the world. That has to do with the general security situation that is quite tense, of course. That increases the need for high-security solutions for vital infrastructures,"* says Simon. At the beginning of this year the company also presented the prototype of the swing gate to the visitors of the Intersec in Dubai. *"Products that are well-established in Europe are very popular in the Middle East. We also already had this experience with other systems."* ■



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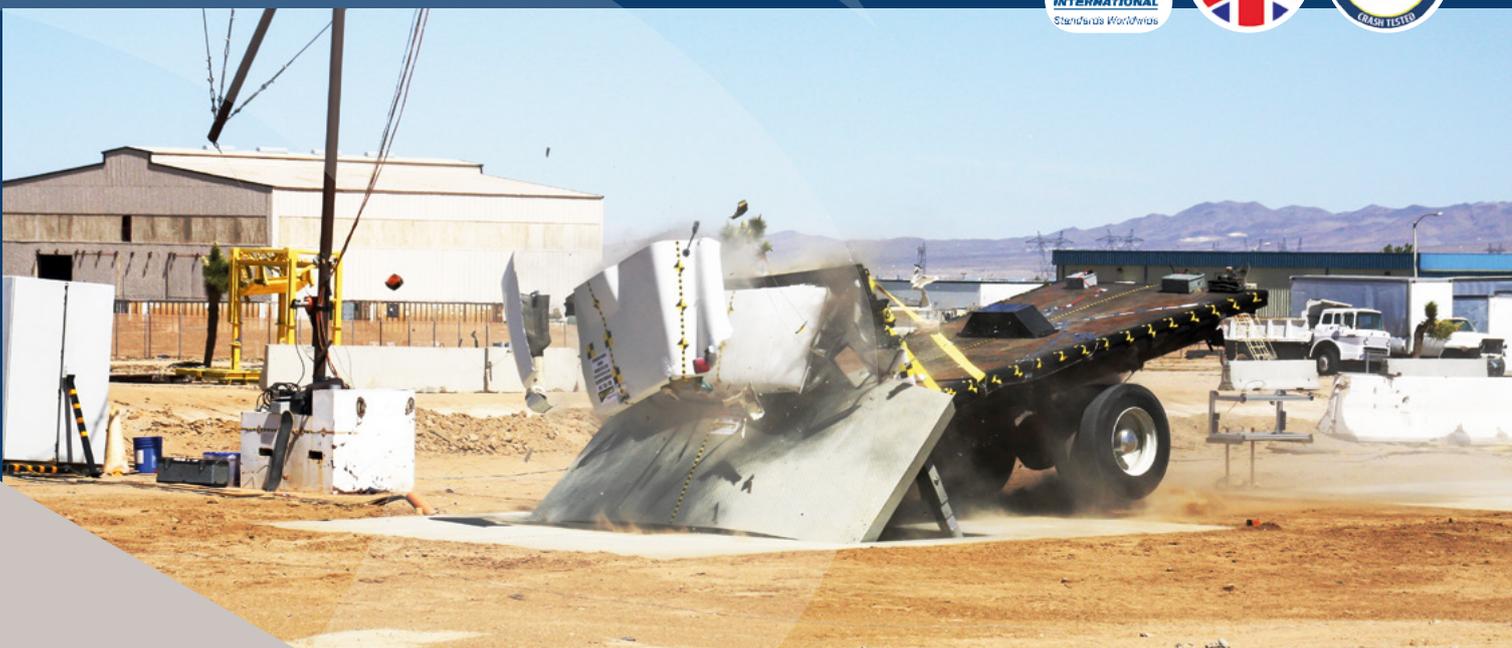
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Wiśniowski opens extra showrooms

Wiśniowski opened two new showrooms in Poland last year. One in Sadowa (near Warsaw) and one in Ruda Śląska (near Katowice). They showcase Wiśniowski's products in an exhibition space of over 1,000 square metres. The showrooms function both as exhibiting and storage space and as conference and training space for customers and business associates.

By opening these showrooms Wiśniowski wants to show they are close to the customer and that they understand the local market. Furthermore it makes it easier for fencing installers to show their customers the products they sell. So this project offers a lot of opportunities for the future. Wiśniowski wants to open more showrooms, in Poland and in Europe. ■





The decorations and ornaments for the main part also consist of fencing materials.



Privacy strips 2.0 by Zaundruck





Rembrandt Happel



Privacy strips as we all know them are 190 millimetre wide strips out of plastic, that you can braid through the mesh of a mesh panel. They make it impossible to see through the fence. They have been around for about twenty years and over the past ten years they have especially become very popular in Belgium and Germany.

Meanwhile there are multiple factories that manufacture thicker and thinner kinds of plastic strips. Thinner material is cheaper, thicker material is sturdier. Other suppliers have materials with a structured layer, which camouflages the scratches that braiding causes them. But they all have one thing in common: they are all very boring.

Textile printing company

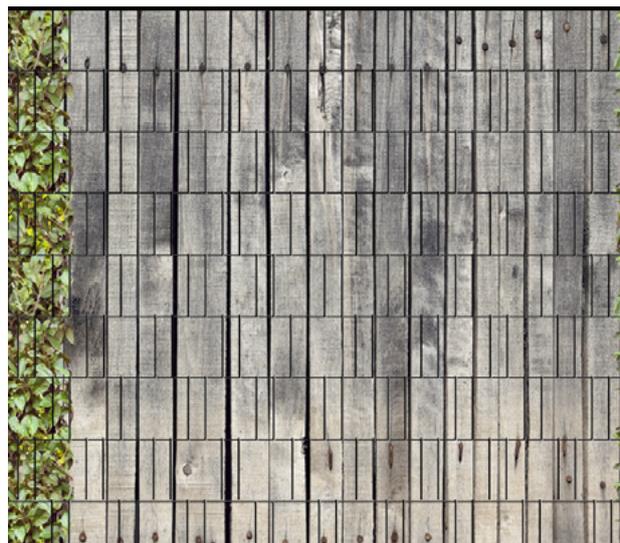
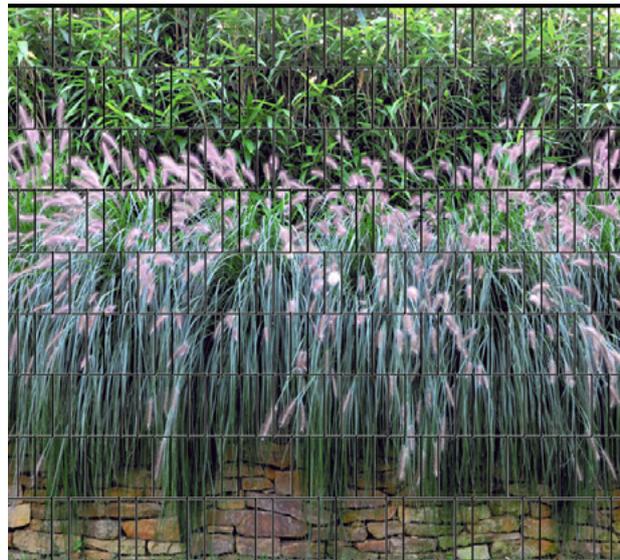
The latter is not something we are saying, but they are Volker Maaßen's words. Maaßen is sales manager at German textile printing company Hagemann, in Ochtrup (a town between Osnabrück and the Dutch border). Hagemann is a printing company that became successful because they printed on all kinds of textile. From curtains through car seats to women's coats. Maaßen saw how everywhere around him fences were braided with boring plastic and he immediately also saw the possibility of doing this with cheerful motives and images. He asked for and was awarded a budget and the capacity to develop a new product and some time later Zaundruck (English: fence print) was born.

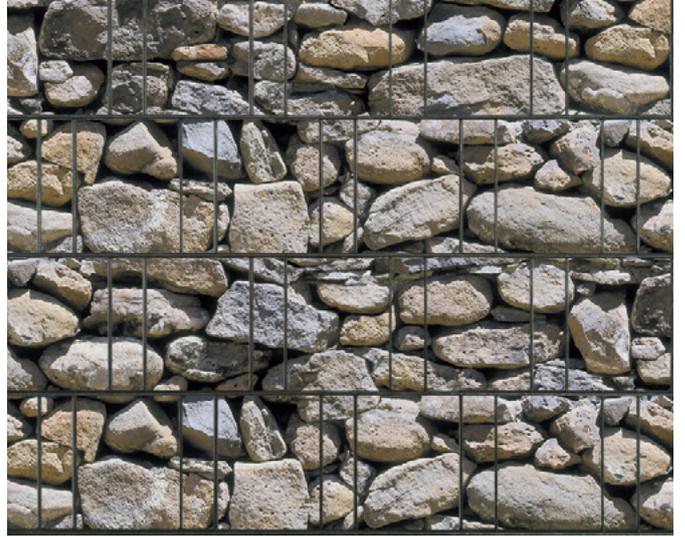
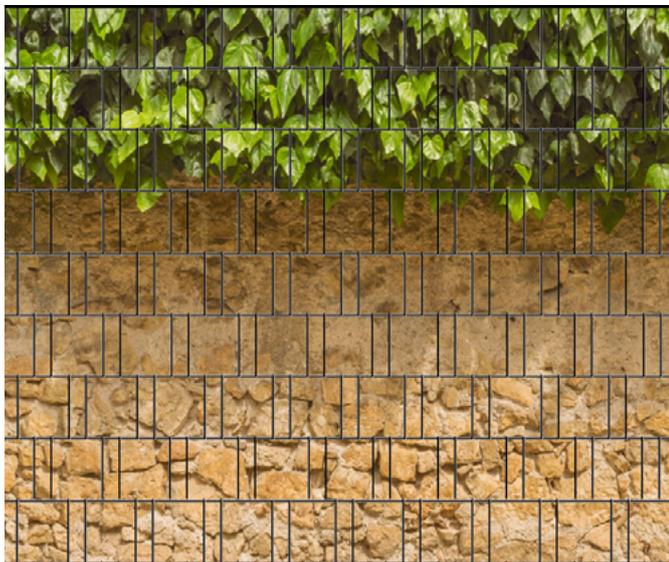
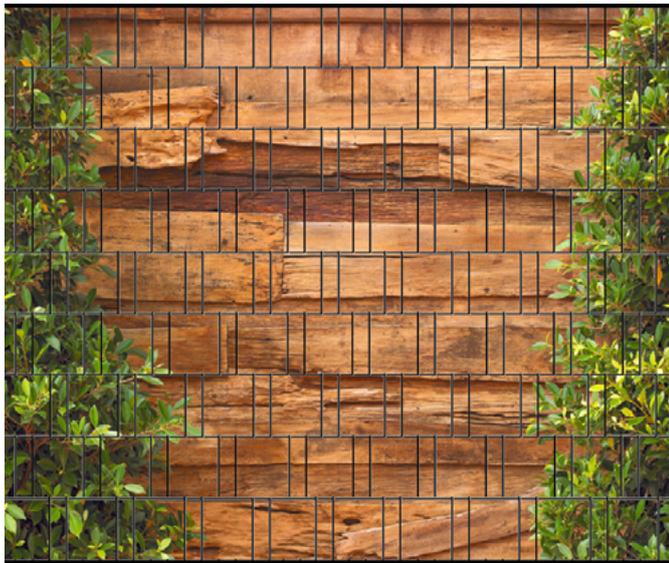
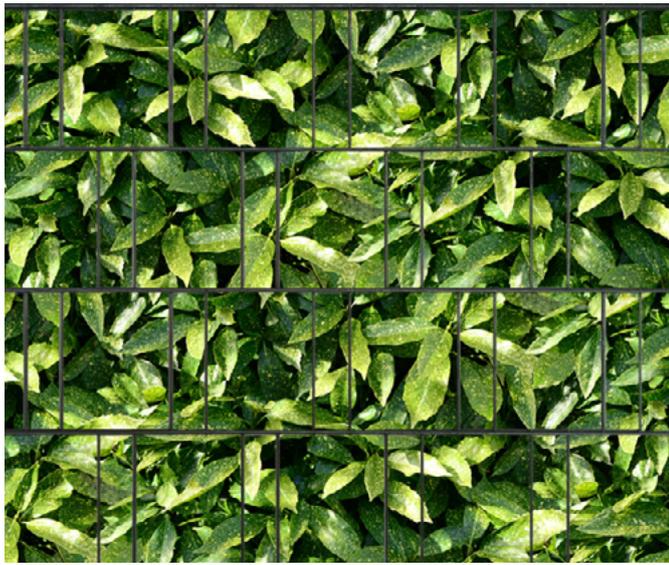
Material

Maaßen consulted with a wool supplier about what material to use for the new strips. A membrane out of polyethersulfone (PES) was chosen, because it is very suitable for outdoor use. *“It does not deform easily, is low maintenance, weatherproof and UV resistant,”* says Maaßen. *“It also has a matte finish, that looks very natural. And it does not contain PVC, that also was an important argument. PVC is very controversial environmentally and especially soft PVC has been banned for children’s toys since 1999.”* For printing Zaundruck uses very lightfast dyes, that are also used in the automotive industry. *“When we started testing, we got results of 7 and 7+ on the Blue Wool Scale. The highest grade on that scale is an 8.”*

Motives

Once the material was chosen, the search for cheerful motives and images started. *“That was the most difficult part,”* says Maaßen. *“Especially because anything is possible. But in the meantime, over the past three years, we have compiled a whole range of motives. Among them are especially many stone, wood and ivy motives. They are made in such a way that they span multiple strips, when installed next to each other. Your fence then looks like a long wall of ivy or one long gabion. But we also have images in sets of three or five panels, like the one with the sheep on the dyke. And individuals can also upload their own images to us of course. Pets and holidays are examples of photo subjects customers often upload. And sometimes it is a cheap way of putting a Porsche behind the fence, haha.”*



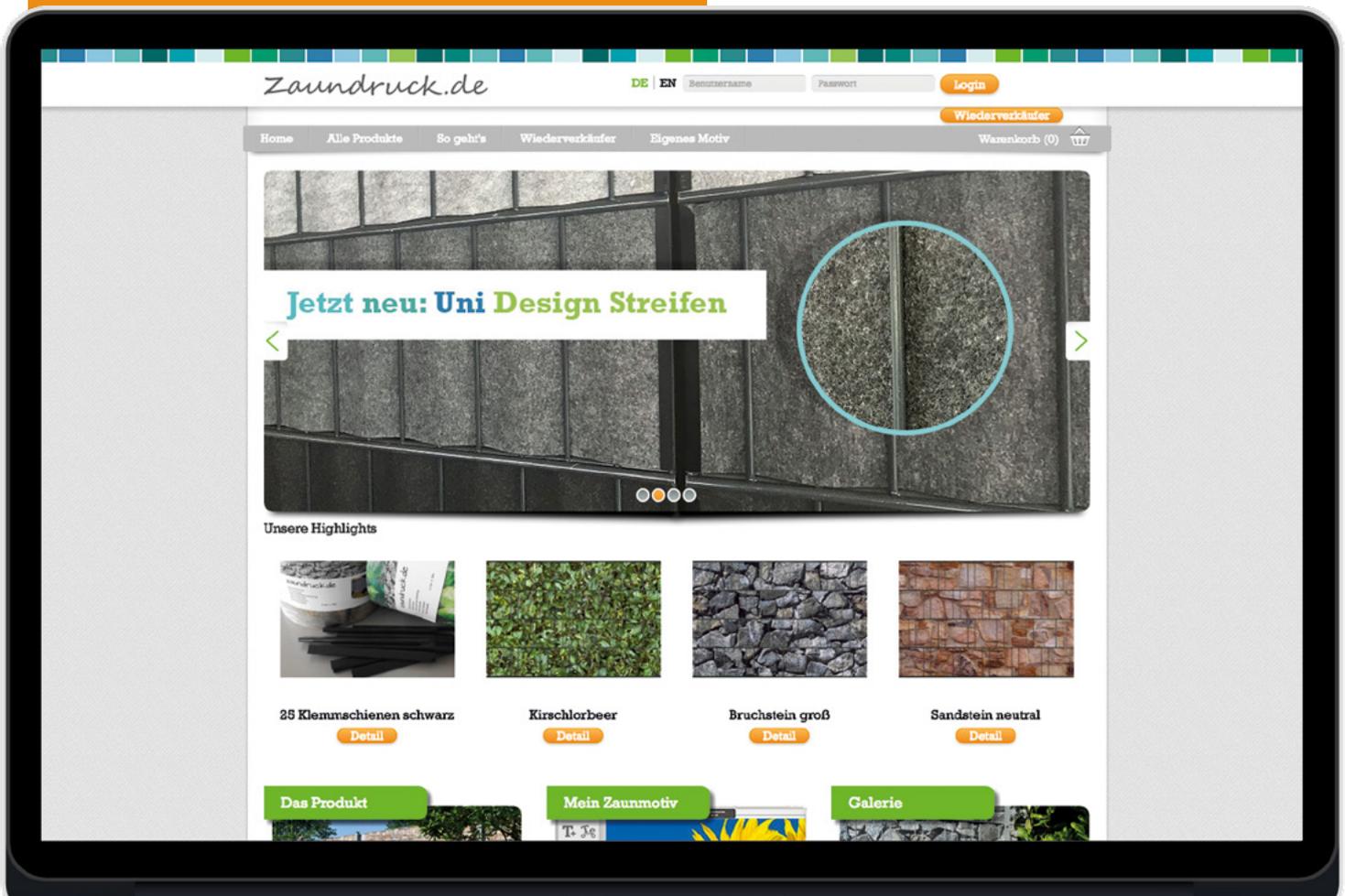


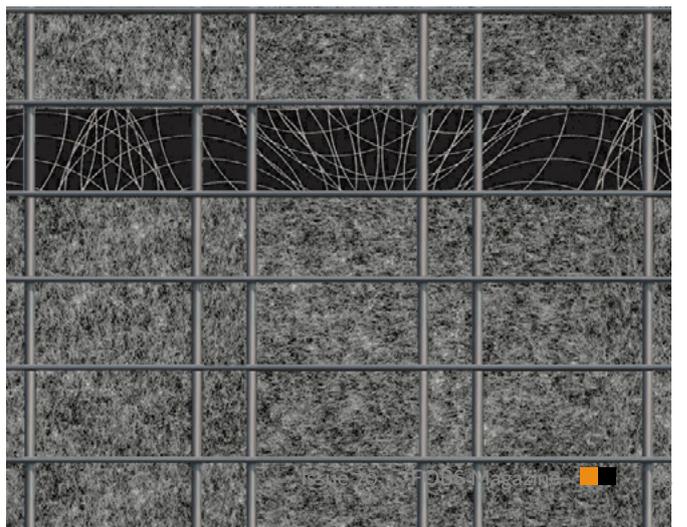
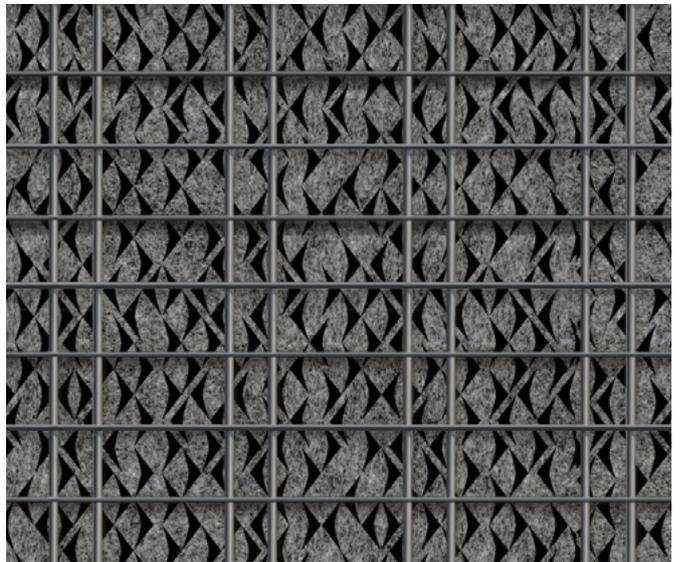
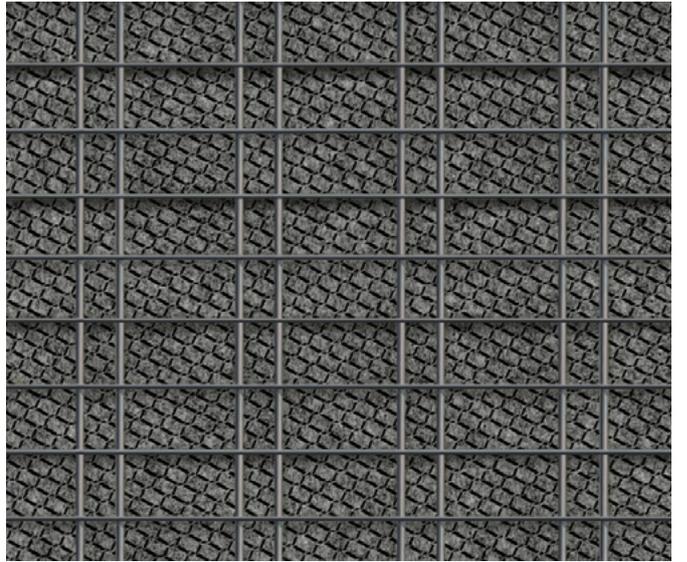
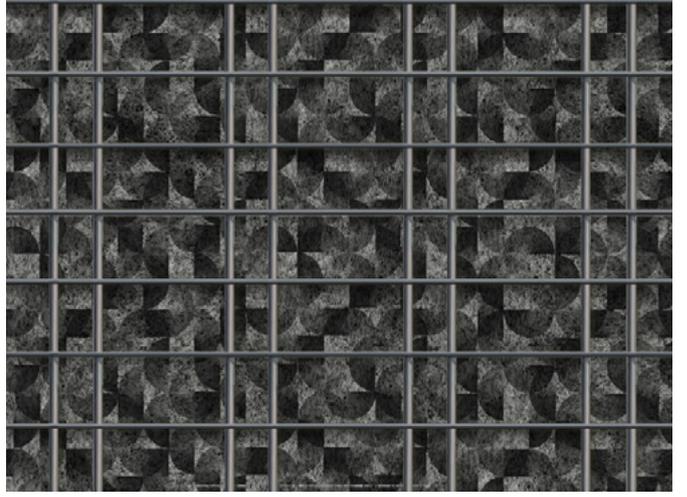
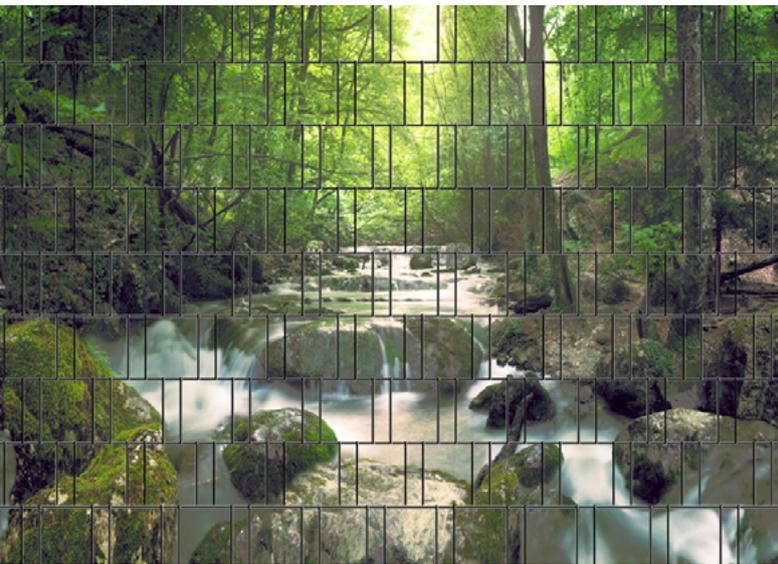
Webshop

Hagemann sells the Zaundruck strips in a webshop, directly to consumers. Maaßen: "There is a large group of customers who buy their fence in the D.I.Y. shop, or they want to upgrade an existing fence. We reach that group through the shop. But we also like to sell through fencing installers of course. Fencing installers who would like to sell our products get a discount, so they can offer the strips for the same price as in the webshop."



Volker Maaßen with his colleague from back office (and his conscience, he says) Veronika Kuhls-Melin.







Justin Laurens