

The newly launched apprenticeship scheme is offering companies the chance to attract new recruits and upskill its workforce

PAGE 6



BFT Automation is expanding its training support for customers with the latest appointment

PAGE 24



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July 2023, No. 136

Fencex shapes up for the future

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Association of
Fencing Industries

Fencex will be making its return to the industry calendar this autumn with a new organisational set up.

The Association of Fencing Industries has moved to take a major holding in the operation with plans to reshape the show in the future.

This comes as the show, still three months away, is attracting heightening interest.

Two major companies from Turkey will be exhibiting, along with a number of European

firms, plus most of the major UK companies.

For the full story - see pages 4 & 18.

DHF - Door and Hardware Federation - will also be introducing a new seminar format at Fencex.

The Federation will be staging CPD accredited seminars at the show - a first for Fencex.

With places limited, visitors wanting to attend the seminars will have to register.

See page 12 for full details ●

First Fence is using the latest media technology to 'change customer experience'

See page 14



DHF expert Nick Perkins gives his latest industry advice

See page 35



KICK OFF

Heras has upped its turnstile production with soccer clubs eager to revamp entry security.



MORE TO COME

Best practice days are set to become a part of the AFI's annual calendar following the last event.



DOUBLE SUCCESS

Zaun has launched a new architectural system and secured the latest security ratings on another range.



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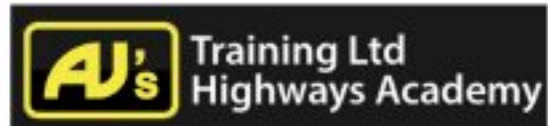


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AFI to take Fencex forward after this year's exhibition

The Association of Fencing Industries has become a major stakeholder in Fencex with plans to enlarge the show in coming years.

Members of the AFI board rubber stamped the agreement last month.

'We are delighted at having this opportunity and view it as a major

steppingstone in our ambitious plans to expand the AFI in the coming years,' said chairman Chris Hackett.

'Over the years Fencex has cemented itself as an essential part of the industry and we are excited what the future holds,' he said.

AFI executives will work

This has been something we had on the horizon as we look to build recognition for the organisation and its members

CHRIS HACKETT, AFI



alongside the current organisers for this year's show being staged on October 11th at Stoneleigh Exhibition Park near Coventry and afterwards will take a controlling interest for subsequent exhibitions.

'We have the chance to gain valuable experience with this year's show and

put down the foundations for the future,' said Hackett.

'This has been something we had on the horizon as we look to build recognition for the organisation and its members,' he said.

Fencex now in its 20th year, is staged once every two years and moved to Stoneleigh Exhibition Park some 15 years ago where it has remained.

Prior to that it had been at Edgbaston in Birmingham but soon outgrew the venue.

This year the show has attracted companies from Turkey, Italy, France, and major UK manufacturers.

'We are delighted that the AFI have taken this step,' said Ian Law, organiser of Fencex. 'The AFI continues to establish

its credentials as an organisation and Fencex will give it yet another string to its bow that will benefit the industry as a whole.'

CEO of the AFI Pete Clark said that this was a 'golden opportunity' for both the industry and Fencex.

'It is an exciting prospect and we have many plans to extend Fencex in the future,' he said.

● **FENCEX is heading to another sellout with some 30 companies set to exhibit at the one day show.**

A number of companies that have previously not been at Fencex have taken space this year.

For full details on the show see page 18 ●

Fencex

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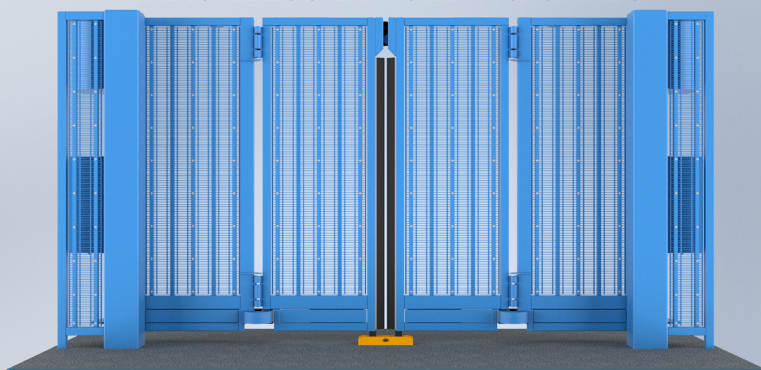


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FRONTIER PITTS KEEPS PACE WITH CHANGE

Frontier Pitts ability to offer multi-layered security systems is paying dividends for the manufacturer as it links with contractor needs.

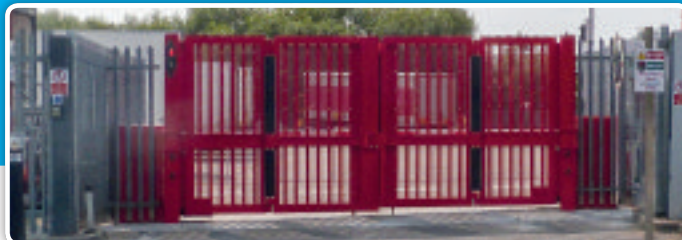
The Sussex based company has introduced products to mirror the changing requirements of both specifier and end-user.

'Keeping close to the industries that we serve is essential,' said Sally Osmond of Frontier Pitts, 'so that we can ensure they have the product solutions they want. Over the years needs have changed which is to be expected, but likewise we have been able to respond to those changes with product.'

The company has seen demand for a mix of LPS1175 security rated gates to match the fence line coupled with layered options with hostile vehicle mitigation the final barrier as part of an integrated security system.

'Such a network requires an interface which not only opens and closes all gates but also monitors it on a second by second basis,' said Osmond.

'That's what sets us apart in this market is our ability to produce a wide range of bespoke automatic perimeter security gates barriers blockers, bollard and turnstiles to suit specific and individual site requirements,' she said.



'We can manufacture automatic gates with simple push button controls and we can also manufacture some of the most sophisticated high security products.'

The company offers technical design assistance.

'Our experience can be extremely advantageous to customers as they begin to look at security requirements.'

'For instance, we recommend that pedestrian access should always be separated from the vehicle access using pedestrian

turnstiles and gates and these can be programmed and controlled by the site wide interface network. It's all about achieving the client's vision, yet ensuring it is a practical solution,' said Osmond.

Frontier Pitts has grown its UK maintenance support team in line with market trends.

'We offer contracts with a response time as little as four hours,' she said. 'It is an essential as opposed to a luxury add-on these days for high security and high use sites' ●

Apprenticeship scheme offers opportunities to upskill as well as giving new entrants training route into industry

Installation companies could be by-passing a major training initiative because they believe it is only for new employees.

The recently launched apprenticeship scheme can be used to up-skill existing employees for no more than £400 a trainee.

'I think some companies have wrongly assumed that the scheme is only for new entrants,' said Andy Williams of AJ's Training Academy, 'and that most certainly is not the case.'

Working in unison with the Association of Fencing Industries, the company has seen an initial take up of some 50 separate individuals.

Dependant on the pathway the learners follow will decide on the training that is completed with two options – general fencing and VRS. However, if there is evidence of training and assessments in both sectors the candidate will receive a certificate which is equivalent to holding both the General and VRS Diploma's.

'There is always an assumption that the candidates must be away from the workplace to conduct training each

week, but this is not correct,' said Williams!

The amount of learning hours required for the apprenticeship does depend on their contracted hours per week and holiday entitlement. An average of 400 hours of learning will be recorded during the training programme, this will either be completed at their company's place of work or at an approved training area.

'Most of the learning will be recorded from what they are learning whilst working, with AJ's Training completing a wide range of courses to ensure the learners are fully able to work in the industry and be able to use the approved tools to work safely, - we have a full list of the courses for both pathways,' said Williams.

'Companies should not, and I stress not, assume the learners need to be away for six hours per week from the workplace. This is certainly not the case, and we have been working hard to ensure any training that is required away from the workplace is completed without affecting on site contracts, ideally during

Companies should not, and I stress not, assume the learners need to be away for six hours per week from the workplace. This is certainly not the case

ANDY WILLIAMS, AJ'S TRAINING ACADEMY



quite times or between projects.'

The final assessment by Smart Awards' assessors is completed independently of AJ's Training on behalf of the apprenticeship service.

This then gives candidates a Level 2 fencing apprenticeship certification and the much-coveted FISS/CSCS card as a skilled installer.

Williams, who has more than 40 years' experience in the fencing industry, establishing AJ's Training 15 years ago, has been dedicated to seeing the industry have recognised training courses.

'This is crucial if the fencing industry is to be seen as a professional and skilled industry,' he said.

Most candidates for the new scheme have come from larger contracting companies within the industry and Williams is anxious that the smaller firms do not miss out.

'There are real opportunities here that could make all the difference to a company, and they should not be overlooked, he said.

Discussions to introduce accredited apprenticeship schemes in the industry have been going on for more than six years.

At one time it was thought that designated colleges would become an integral part of the scheme, but that failed to materialise.

'Now there are two pathways to gaining the appropriate FISS/CSCS cards either in general fencing or vehicle restraint,' said Williams.

'VRS has its own training requirements under NHSS 10B and we are able to complete a lot of courses under this scheme to fulfil this pathway.'

Pete Clark, CEO of the Association of Fencing Industries said that the apprenticeships were now

an established option for companies to address various problems.

'It provides the route to ensure the industry can attract new blood and also address the skills shortage that has been plaguing the industry for some time,' he said.

Clark said that he too was anxious for the scheme to be seen as an ongoing way of making the current workforce fully trained as well giving employment futures to new entrants.

'Every company, whether they are big or small, needs to look at their workforce and assess just how the apprenticeship scheme could benefit them for what amounts to a very small outlay.

'Everyone must play their part and not ignore the options that are being afforded to help them grow and the industry gain the recognition it deserves' ●

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La Toulousaine off shelf gates' growth for Rolling Center

Leeds based Rolling Center UK is upping its stock levels of off-the-shelf aluminium gates as it sees sales grow for the newly introduced La Toulousaine range.

Three months after launching the Access gates into the UK, Rolling Center has reacted to demand by increasing the stock it holds.

'Aluminium ready made gates have been gaining an ever growing foothold in the UK,' said Simon Smith, managing director of Rolling Center, 'of that there has been no question. Our decision in introducing the Access range has brought a very good response and hence

we are increasing our stocks.'

The Access has already proved itself in the European market and Rolling Center has concentrated on three sizes - 3metres to 4metres wide in heights from 1.5metres to 1.8metres.

'This has enabled us to gain market knowledge, and that has shown there is little doubt that the UK demand for off-the-shelf aluminium gates is expanding faster than in previous years,' said Smith.

A major global manufacturer, La Toulousaine has 60 years of manufacturing expertise and produces more than 2,000 variations of gates.

'Their unrivalled experience and production skills provide a solid foundation in moving forward,' said Smith, 'and we believe we are offering one of the best engineered off-the-shelf aluminium gate systems in the world.'

'There are few who can equal the quality because

There are few who can equal the quality because La Toulousaine have included elements in the Access range that are found in their bespoke range

SIMON SMITH, ROLLING CENTER UK

La Toulousaine have included elements in the Access range that are found in their bespoke range.'



immediate delivery.'

Smith has invested in reshaping his warehouse facility at Whitehall Cross, giving more space to hold the La Toulousaine stock. Alongside of this he has redesigned and refurbished the office and showroom facilities which were being showcased at a open day towards the end of last month (June).

'We don't believe in standing still and never will do,' said Smith.

CEO of La Toulousaine, Pascal Brouard said that the partnership with Rolling Centre UK continued to be a significant expansion move and the competitive Access range was in line with UK market trend.

'It is our aim to bring quality products and innovations to market at competitive prices and this is an illustration of just that,' he said ●



This includes using the MECA'CLAV multi chamber profiles that give rigidity and strength plus a 25 year guarantee.

'No one else can match that when it comes to a ready made aluminium gate,' said Smith. 'Having that is unheard of and the only reason is because of the La Toulousaine build quality. And product is in stock here in the UK for

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Manufacturer makes moves in both security and architectural sectors

Zaun strengthens both its product range and management team

Zaun is continuing to press its manufacturing prowess with a product double that sees it strengthen its position in two sectors.

Inside an eight-week period the Wolverhampton company upped security ratings on a range of gates and then launched a new architectural system.

It was in May that the company received LPS 1175 Issue 8 C5 (SR3) on its new range of high-

security gates at IFSEC where it exhibited for the first time in almost four years. The new ZR3 Swing Gates are being offered with a choice of infills to combine with existing high security fencing systems to achieve product integration.

In the following month, Zaun took another significant step launching its new architectural fencing and gate system -

Returning to Zaun to strengthen and be part of the special journey that Zaun is now on was something I could not say 'no' to

STEVE BAILES, ZAUN



Picture-Perf Fencing.

'This new innovative solution allows images and graphics to be recreated via perforation onto fences,

gates and hero fence panels,' said Stewart Plant, head of marketing at Zaun.

'The Picture-Perf Fencing system really is a game changer in terms of what you can do with a fence. The recreation of images via perforation allows customers to offer their clients something that is both safe and visually striking, removing the associated issues with a laser cut fence.'

Fencing panels can be manufactured from stainless steel, aluminium and, galvanised powder coated steel in heights of 2.0, 2.4, 3.0 and 4.0m for the fence line or hero fence panels.

The system has already been installed on a major project in Canada.

Alongside of the product

launches Zaun has appointed a new business development manager, with Steve Bailes, who previously worked at Zaun from 2016 to 2018, rejoining the team.

'Returning to Zaun to strengthen and be part of the special journey that Zaun is now on was something I could not say 'no' to,' said Bailes, 'and I really look forward to expanding the customer experiences Zaun are delivering as the company grows.'

The appointment of Bailes is seen as part of the ongoing strategy of founder and managing director Alastair Henman to build a strong management team to move the business forward ●



Stewart Plant (right) receives the latest high security certificate



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CPD accredited seminars to be offered by DHF as part of Fencex plans

Delegates to Fencex will be given the chance to attend a CPD accredited seminar as part of the DHF's training programme.

The seminars will be offered free to those attending the show on October 11th, where DHF will be exhibiting.

Availability will be limited to 30 for each seminar session which will focus on force limitation and non-contact presence detection for gates, traffic barriers and doors.

'The seminars will be open to both DHF members and non-members, free of charge' said DHF's commercial director, Patricia Sowsbery-Stevens.

'Our focus has always been to raise industry standards and spread the safety message. The CPD seminars complement the training programme offered by DHF and is another illustration of that commitment as well as our continued support of Fencex, which offers such a good promotional platform.'

As part of the ongoing

development of its training programme, DHF became a member of the CPD certification service in March and will be hosting its first two accredited CPD webinars for members only on August 10 and 24.

'The learning value and practicality of each webinar has been examined thoroughly to ensure both are of high quality and comply with CPD requirements,' she said.

The complimentary webinars will feature force limitation and non-contact presence detection for doors, gates, and traffic barriers respectively and will be aimed at installation and maintenance engineers of industrial and garage doors, powered gates, and traffic barriers, as well as managers of installation and maintenance engineers; business owners of installation and maintenance companies, and facilities managers, retail landlords/managers with responsibility for maintenance teams.

The force limitation webinar explains how to



assess force limitation on powered gates, and traffic barriers, industrial and garage doors, under EN 12453 including what safe force and time limits apply in a range of hazard locations, how to test at the main closing edges and how to verify safe force at hazards that cannot be easily or safely measured directly to achieve legal compliance.

The non-contact presence detection webinar covers one of three ways in which powered doors, gates and barriers can be prevented

from injuring people and how compliance with EN 12453 can be achieved. It explains how to assess non-contact presence detection on industrial and garage doors, powered gates, and traffic barriers under EN 12453 and will enable delegates to understand what non-contact presence detection is, how non-contact presence can be used to prevent powered doors, gates and barriers harming people and how to test it for compliance in a range of hazard locations.

The webinars are delivered via Teams and last around an hour and a half, including time for a Q&A session. Although the webinars are delivered electronically, these can also be delivered at members' open days, face-to-face upon request, with the DHF

seeing this as a further benefit of membership.

'DHF continues to stress the importance of a competent workforce and that the correct training is sourced, including increasing knowledge on important topics like those covered in our webinars,' said Sowsbery-Stevens. 'We encourage companies involved in the installation and maintenance of doors, gates, and traffic barriers to ensure they are meeting safety standards, as well as recognising when to bring in a specialist contractor.'

'Our CPD-accredited webinars offer information on topics that enable staff to understand how these safety elements can be used to ensure doors, gates or traffic barriers are safe and we are delighted to be able to provide these for our members,' she said.



Our focus has always been to spread the safety message within the industry and the CPD seminars are another practical illustration of that commitment as well as our continued support of Fencex

PATRICIA SOWSBERY-STEVENS, DHF

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First Fence video will change customer experience

First Fence is creating a 'knowledge hub' as part of its ongoing plans to draw closer to its customers.

The four-part video series will be aimed at non industry customers looking to purchase perimeter and security products.

It is part of media initiatives being introduced

by the company's new product innovation manager Toby Roberts-Davies.

He joined from Gatemaster where he had been for five years having previously been involved in the temporary fence custom vented sheeting industry.

'The aim is to involve customers more in the purchasing process and also in the company,' said Roberts-Davies. 'It's all about engagement and treating customers as partners.'

From how to site survey; what tools to use; understanding what fence best suits a site, the video moves to the order process of talking with the sales team and payment options before moving to the depot procedure and delivery. The video concludes with installation including site preparation and adjustments on products such as gates.

'We don't believe that anything like this has been done before and hopefully it will give customers confidence in the company, in the products they purchase and the support they receive from

an experienced team,' he said.

'It's about showing transparency; illustrates best practice and that we have the expertise to back the purchase.'

First Fence have for



many years used technology to introduce new features to the customer processes.

'The whole aim of the 'knowledge hub' is to make the process of purchasing a perimeter system less of a challenge and to ensure customers get the right products for the right job,' said Roberts-Davies.

It is scheduled to have the videos available at the end of the summer on various social platforms as well as the company website.

'We are delighted to have Toby on board, he is a great addition to the First Fence team, and we can't wait to see more initiatives like the video series in the coming months,' said Vinny Kotecha, director at First Fence.

The whole aim of the 'knowledge hub' is to make the process of purchasing a perimeter system less of a challenge and to ensure customers get the right products for the right job

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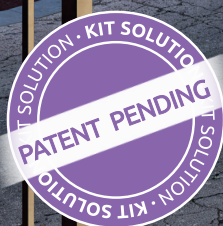
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Ellard partnership with Comunello flourishes as UK sales grow

Five years after linking with Italian automation and gate hardware manufacturer Comunello, Manchester based Ellard is seeing major sales gains in the UK.

Investment in both stock and personnel has paid dividends for the partnership.

Andy Perry, head of commercial at Ellard, has seen a shift in customer demands.

'Consumers are placing more importance on the quality of the products they are buying and giving more consideration to their high-value purchases such as gate installations,' he said, 'and that's where our partnership with Comunello scores because it is a partnership that is consistent in putting quality first.'

Ellard has not been afraid to invest in stock at its warehouse and in its customer support.

'Precisely manufactured, competitively priced and with lots of stock availability, Comunello's product offering meets all needs to make a gate automation purchase worthwhile during these difficult times,' he said.

'As a distributor, Ellard understands the thought and consideration that goes into every purchase made and we ensure that when a purchase is made customers receive products that are reliable, durable and exceed expectations. Ellard is certain that our partnership with

Comunello allows for this with every purchase,' said Perry.

Ellard has not been afraid to invest in qualified personnel, establishing a product support team.

Adam Robinson, senior business development manager, has spent the first half of 2023 proactively working with the Ellard sales team and the internal key accounts team.

'We have been reaching out to gate customers, organising face-to-face visits and supporting pricing, literature and product information,' he said. 'In addition to this we are now actively offering

product training on gate automation to all customers. This training is in-house at Ellard and will be hands-on, giving customers the chance to set up control panels with the addition of accessories such as photocells, safety edges and other ancillary devices. Everyone at Ellard works hard to ensure that their service does not end after the purchase, with bespoke, complementary training. When you are not just getting the motor. Anyone interested in attending training at Ellard HQ on the Comunello range or any other of the Ellard

products only needs to get in touch,' he said.

Ellard makes no excuse that it has set its sights high with the aim of becoming one of the leading distributors of gate and barrier automation in the UK.

'We are confident that Comunello is the right solution for customers to be able to fit and walk away without the worry of being called back to the site for repairs. As Ellard are working in partnership with Comunello we have full technical support and product awareness and staff are constantly undergoing refresher training on the range to

ensure customers are given the best knowledge to be able to offer a solution to their customers,' said Robinson.

Ellard's marketing support is also an important cog in the business wheel.

Danielle Clubb, Ellard's marketing manager said: 'The ethos of going the extra mile is ingrained in our company mission which is to align quality knowledge and support in everything we do. To achieve this all areas of the company, work hard to provide five-star service and support'.

The marketing department at Ellard is trialling new ways to help customers with day-to-day sales and marketing activities.

'Customers requiring help with anything from imagery and promotional literature to social media partnerships can rely on Ellard's marketing team to help produce the best possible marketing support plan. This is great for those smaller businesses that may not have the time or resources to focus on marketing internally.

'At Ellard we understand that each purchase made is an investment, and every Comunello product is guaranteed to be safe, secure and durable. Most importantly, paired with our extra support, a purchase with Ellard will be a wise investment,' she said. ●



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Fencex draws European exhibitors as show moves towards sell out



FENCEX has this year attracted a number of overseas companies with the exhibition on course to be a sell out.

Demirhan, which produces a wide range of fencing products, will be showing at Fencex for the first time as will wire specialists Cokyasar. Both are based in

Turkey.

Gate hardware specialists Comunello from Italy will also be debuting at the one-day show on October 11.

Once again it is being staged at Stoneleigh Exhibition Park near Coventry.

'We decided to attend this event because we think it's a crucial event for the UK market and proof of our commitment as sales grow,' said Giosue Acco of Comunello. 'We will be showing our gate hardware and automation gate products.'

FAAC UK is another first at Fencex.

Sarah Cosby, marketing manager said: 'FAAC UK Ltd are excited to be part of this event, with our range of automation systems we have solutions for all



It is good that we again have many of the companies returning to show at Fencex and once again we expect the show to hit another high proving its worth as central to the perimeter protection, access control and fencing sectors

IAN LAW, FENCEX

types of perimeter protection and access control requirements, and we're excited to have the opportunity to network with such a key audience.'

Barnsley based Naylor's Concrete Products will also be making their first appearance at the show with the spotlight on their range of palisade and V-mesh fencing.

Helen MacIntosh, company technical director, said: 'We have decided to exhibit at Fencex as we believe this will be the ideal platform to promote our recently launched security fencing business.'

Already organisers have seen a rush on registrations with the show still almost four months away.

'It is good that we again have many of the companies returning to show at Fencex and we expect the exhibition to hit another high proving its worth as central to the perimeter protection, access

control and fencing sectors,' said organiser Ian Law.

Two years Fencex managed to stage a post Covid exhibition which proved to be highly successful.

'Although we had to downsize for obvious reasons as we were just turning the corner of the pandemic, exhibitors felt it was very worthwhile and we appreciated their support.'

Frontier Pitts is one of those companies which is again taking stand space at Fencex.

Mike Jones of Frontier Pitts said he had been impressed by the turnout for the previous Fencex.

'High quality candidates with impressive footfall at a centralised, dedicated venue, working in partnership with an industry respected and renowned brand,' he said.

Both the DHF and the AFI will be running seminars during the show ●



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Heras looks to get it spot on as football season end brings upgrade rush

Manufacturer Heras has got the 'ball rolling' after seeing an upturn in turnstile systems.

The company has teamed up with a number of soccer clubs up and down football pyramid to either install new turnstile systems - or upgrade existing equipment.

The company - which is one of Europe's leading end-to-end supplier of permanent and mobile perimeter protection solutions - turned its focus on manufacturing systems ready to be installed this summer in grounds soon after the final whistle was blown on this season's campaign.

Heras, which has its UK head office in Doncaster, has seen a steady stream of enquiries over the last few months from clubs from the Premier League down to the National League eager to find ways



of increasing the speed at which fans can safely enter football matches.

It has been in talks with football clubs that are building new stadiums, those that need upgrades to cope with increased attendance following promotions, and clubs that are looking to modernise turnstiles - which will spell the end of clubs needing staff to operate them on

matchdays.

Graham England, the

This summer we will be installing our turnstiles at one football club which has a state-of-the-art entrance control system which will integrate seamlessly to make it easier and quicker to enter the ground

GRAHAM ENGLAND, HERAS

company's head of installation said that demand was being driven by the changing way in which clubs interact with fans - particularly around the match day experience.

'It wasn't that long ago that football fans queued up at a turnstile and showed their ticket to a member of staff who then admitted them to the ground,' he said. 'Top flight clubs are leading with the way in the use of smart card technology that not only admits a fan into a stadium, but that can also be used for purchasing on-ground refreshments and merchandise. Clubs are using this technology to get closer to fans by tracking their purchases and activity - to tailor their matchday experience.'

'This summer we will be installing our turnstiles at one football club which has a state-of-the-art entrance control system which will integrate seamlessly to make it easier and quicker to enter the ground. This is especially helpful at grounds that have stadium capacities in excess of 40,000 fans,' said England.

Heras has put the production spotlight on manufacturing its flagship B700 in the UK over the past few months and it has been storing them ahead of deploying

installation teams to commission them in the coming few weeks.

B700 is Heras's best-selling turnstile and is available in a range of configurations to match a wide variety of security levels, operational and aesthetic requirements, such as: 90' 4-arm, 120' 3-arm, single or double, trombone or straight arm, mesh or solid rotor. Materials and finishes include polyester powder coating in a wide range of colours, and optional galvanised and stainless steel frame and rotors to withstand harsh environments.

England said that many clubs have contacted Heras directly because of the company's track-record in turnstiles.

'Heras turnstiles are already in operation at the vast majority of Premier League football clubs and we are fortunate that our reputation proceeds us - so clubs specify our turnstiles,' he said.

'We're in for a busy summer - especially as we know that we have an immovable deadline ahead of the next football season starting in August' ●





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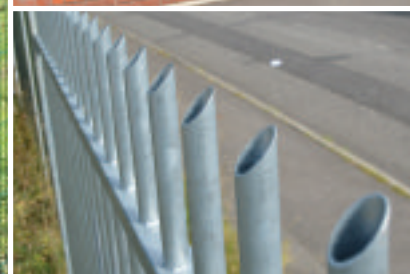
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FAC adds another space saving kit to bi-fold options

FAC - the Italian gate hardware specialist - has brought another new space saving device on to the UK market.

The new Bi-Folding 180 degree is seen as an essential part of its ongoing programme to expand its product options as it looked to increase

market sales share.

Engineered with a larger movement angle, the Bi-Folding 180 provides an enlarged entrance space.

'This kit exploits all the advantages of a bi-fold system and goes a step further,' said James Evans of Barrier Components, the UK distributor of FAC

products.

It is designed for openings of up to 4-metres in width and that is extended to 8-metres with a double leaf gate.

'With no ground rail so is very easy to install. The Bi-Folding 180 kit from FAC includes column joint; leaf joint; special 180 degree hinges; aluminium hinges for the gate leaves and special protective guards,' he said.

'Throughout its history FAC has always looked to innovate and offer hardware that moves the market on,' said Evans, 'both in terms of quality solutions but also in offering labour saving benefits. The Bi-Fold 180

This kit exploits all the advantages of a bi-fold system and goes a step further
JAMES EVANS, BARRIER COMPONENTS

is yet another example of that progression,' said Evans.

It was three years ago that FAC introduced the

BiFold HD kit for single leaf openings of up to 8-metres and 16-metre double with panels of up to 80mm thick weighing 500kg. This too does not require ground tracking.

'The benefits of the bi-fold gate are becoming increasingly realised within the market place and FAC continues to produce high quality engineered products that are in tune with market demands,' he said ●



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BFT Automation ups customer training support

Automation specialist, BFT Automation, has named James Downey as its new UK training manager, as it continues to grow its support for installers.

In his new role, Downey heads up the BFT UK Training Academy, the company's dedicated training arm, which offers a range of courses covering gate automation and access control to anti-terrorism bollards, plus technical guidance on the

company's full range of products.

He has been promoted to the newly created role after spending six years as part of BFT's technical team, where he gained extensive, hands-on knowledge of BFT products and customer support.

The BFT UK Training Academy runs sessions at the both the company's Swindon and Stockport offices.

Courses are offered at three levels, with an introduction to automation and products at Level 1 and advanced engineers' courses at Level 2. A specialist training level includes anti-terrorism bollards and pedestrian speed gates.

'Installers can really benefit from face-to-face training, where they're able to practice their new skills by getting hands-on with products and have the chance to ask questions and discuss future projects,' said Downey.

'Whether they attend as an individual or a company team, our range of training courses allows them to choose modules which best match their needs. And not only is training ideal for apprentices and others who are new to installing, we work with installers at all stages in their careers.

'The automation industry

is continually evolving and future proofing skills is important to the installer community.

'There's often something new to learn or an opportunity to upskill - particularly for those looking to diversify,' he said.

BFT's training courses can be tailored for installers who have particular areas in which they are keen to build their skills, or specific products.

'We've always aimed to offer more than just a manual and our training provision has become a bigger focus for our business in response to increased demand from the installers we work with,' said Kevin Spinks, managing director at BFT Automation.

'With his extensive experience, product knowledge and enthusiasm, James is the ideal person to lead the



Installers can really benefit from face-to-face training, where they're able to practice their new skills by getting hands-on with products and have the chance to ask questions and discuss future projects

JAMES DOWNEY, BFT

and we're already getting great feedback from those who take part,' said Spinks ●



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AFI set to add further best practice events to calendar

Best practice days are set to become a permanent fixture in the fencing calendar after the success of the second in Cumbria.

More than 100 contractors took part in the day-long event organised by the Association of Fencing Industries.

It was the second to be staged and now the trade organisation is actively looking at organising a third later in the year.

'This again proved a very worthwhile exercise,' said AFI chief executive Pete Clark, 'and certainly we would like to run a third day some time later in the year.'



The first such day in Warwickshire in October of last year was seen as a 'trial run' but immediately brought calls to stage further events.

'There is a demand out there as we have proved and we are more than happy to try and meet that demand, especially when it is helping the industry become more skilled,' said Clark.

Held at the Tornado Wire factory in Millom, the day involved both practical and discussions based around agricultural fencing. It included a factory tour to view production processes and demonstrations on the installation of strained wire fencing. Emphasis was put on various elements like box ends, struts, footing posts and tie backs and the various knots used to tie wire.

'The aim was to cover as many of the peripherals as possible,' said Clark, 'including how to check for underground services which is often an overlooked essential and can easily be done through 'Line Search Before You Dig' who attended to



From the two events that we've run there is no doubt 'best practice days' are of value and so hopefully we can take them forward

MARK EVANS, AFA

discuss the service and broader underground detection issues across the whole network from low to high pressure pipes.'

Feedback from the day confirmed that contractors would like to see the day expanded.

'Certainly, that is something we are looking at, but we also not want to get drawn into trying to deliver too much and therefore diluting the effectiveness of the day. That said though it is very obvious that there is still a need for educating the market place in general,' said Clark.

Heading up the team was Mark Evans, chairman of the AFA - agricultural fencing association - part of the AFI.

'It was definitely worthwhile. We had some very appreciative comments with quite a number of people coming up and asking questions which is always good,' he said. 'It was obvious that this can help the industry and it would be good to have another one in the autumn. However, that relies on people with the depth of knowledge being prepared to give up their time as instructors.



'From the two events that we've run there is no doubt 'best practice days' are of value and so hopefully we can take them forward.



Instructors at the Cumbria event were: Rob Bell, James Corbett, Jono Bradley, Charlie Wright, Peter Redgwell, Nic Quan, Si Gibbs, Ross Heaven, Rory and Duncan Samson ●



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AFI led awards aim to up standards and win recognition for industry



The Association of Fencing Industries is this year staging its second UK Fencing Industry Awards with nine separate categories. Three more than in the first year. It is part of the Association's mission of 'delivering excellence for all in fencing'. But just why have companies offered to support the awards and just who will be judging? Each explains the reason for their involvement.

AFI'S TRAINING ACADEMY- sponsor of Project of the Year

"As AJS Training has been in the industry since 1985, we have seen the hard work that is completed by companies in fulfilling the clients demands and design requirements. It is an industry that needs great leadership and expertise that rightly needs to be recognised for the fantastic work that is being achieved.

By sponsoring the UK Fencing Awards Project of the Year, we will be supporting the skills of the industry.

Andy Williams will be judging the entries. Andy has been in fencing since 1985 so is well experienced to look for issues companies had to overcome with design (something outside of the standard), the new skills staff needed to develop to enable the project to be completed safely and how specialist equipment was used around so many different locations. In essence, Andy will be looking at why your project stands out from what could be seen as a standard installation!

BIRKDALE - sponsor of Contractor of the Year: Domestic

"We are company born out of the challenges John Abernethie saw as a fencing contractor himself 30 years ago, predominately focusing on the accessories.

More recently we have used our in-depth knowledge and understanding of the challenges in the market to bring a steel fence post system that is stronger, tested and much easier to install than traditional methods - DuraPost®.

We have been impressed by the recent changes to the AFI and can see they are really starting to create a community for fencing like never before, therefore as market leaders in this industry, we want to give back to the teams that are out there using and installing our products every day.

We are looking for entrants that are wanting to change and be forward thinking about how they can be more sustainable, look after their staff (H&S conscious) and think about the long-term benefits they can offer their clients with new products that replace traditional methods. Nominated judge, is Bruce Dickson, DuraPost product manager, has over five years

at Birkdale and comes from a family business in fencing contracting so is perfect for this role.

McVEIGH PARKER - sponsor of Contractor of the Year: Agricultural and Equine

"McVeigh Parker, one of the UK's premier stockists and specialists in the supply of fencing, landscaping and agricultural products, are delighted once again to sponsor the second AFI UK Fencing Industry Awards.

The Awards showcase the fencing business as a real profession with a long future, emphasising the exacting standards that those entering the trade can aspire to and by supporting the Awards we celebrate quality workmanship.

The AFI Awards help demonstrate the wide variety, high standards, premium products and quality erections needed to achieve such goals; this can only encourage the next generation to make it their vocation of choice. The Awards also endorse the quality of work achieved to a broader audience, which can only be a positive for the industry.

McVeigh Parker's judge will be Stuart Mills, an experienced sales person who can demonstrate best practice having worked with an learnt from fencing contractors throughout his career.

ZAUN - sponsor of Contractor of the Year: Security

"Security Fencing is an area close to Zaun's heart and one we are proud to support as a sponsor of the Contractor of the Year: Security category as part of the UK Fencing Industry Awards 2023. From our inception in 1996, we have helped to develop numerous physical perimeter security fencing and gate solutions through problem-solving and our own in-house British manufacturing.

With the added intricacies of LPS 1175, Secured by Design, and CPNI/NPSA to consider on a security project, delivering the right solutions requires constant engagement between the contractor and the manufacturer.

As a company, we firmly believe in helping contractors overcome the challenges of a security fencing project and

working with them to deliver the best protection for the asset and site.

This is why we are proudly supporting the UK Fencing Industry Awards 2023 to celebrate the achievements of the many great fencing contractors who tirelessly work to provide a secured fencing solution to projects across the United Kingdom.

Judging the security category on behalf of Zaun will be Stewart Plant who has excellent knowledge from his background in fencing and industrial.

CLD Physical Security Systems - sponsor of Contractor of the Year: Sports and Education

"At CLD Physical Security Systems, we take pride in being a world leading provider of physical security solutions. Exceptional quality and teamwork are two of our core values, so we believe it is important to celebrate this and overall excellence in the industry. For this reason, we are proud to support the awards for another year.

Our security fencing and gates have been specified on some of the most challenging projects around the world, and we want to see the safe, secure, and sustainable security solutions that are tailored to each site's needs by security fencing contractors. Judge Hugh Bennet will therefore be using his unrivalled knowledge and passion for delivering the best physical security solutions to choose the winner.

IAE - sponsor of Contractor of the Year: Industrial

"IAE has chosen to sponsor a category at the AFI awards in order to give back to the business community we are part of. We want to show that we appreciate the work people perform, respect them for it and recognise their accomplishments.

The AFI Awards gives IAE greater opportunity to connect with new customers, as well as gain valuable insights and achievements of the nominees along with the positive impact this has had on their business and employees. We're looking forward to engaging with the customers and suppliers to support others and encourage entrepreneurship.

Andrew Buxton has been selected as the representing judge for IAE because of his

personality, character, patience and compassion. With a reputation for honesty, integrity and fairness in all aspects of his personal and professional career, Andrew looks for clear objectives, creative and effective implementation and demonstratable results. Helping others to become what they want to be and persistent in his pursuit for excellence. Andrew cares about doing what is right for IAE customers and colleagues.

BLOK 'N' MESH - sponsor of Contractor of the Year: Temporary and Hoarding

"Blok 'N' Mesh is a market-leading manufacturer, supplier and installer of temporary fencing, site hoarding and barriers so, from construction to security, we're looking for some excellent entries.

Blok 'N' Mesh is proud to be sponsoring the Contractor of the Year (Temporary and hoarding) at the 2023 UK Fencing Industry Awards organised by our friends at the Association of Fencing Industries.

Every year we see a huge range of temporary fencing and hoarding projects completed, in a variety of creative ways, providing a wide range of solutions to site security and safety. It is exciting to be celebrating excellence and innovation among contractors in our industry alongside the values of the AFI incorporating safety, quality, and professionalism.

With such variety, there will be two judges from Blok 'N' Mesh - Tim Stewart and John Tonge bring a wealth of experience in temporary system design and installation so will join forces to look in to the entrants.

SAFEROAD - sponsor of Contractor of the Year: Highways and Railways

"Saferoad are supporters of the UK Fencing Industry Awards and are pleased to be involved as we strongly believe fencing contractors deserve recognition for their ingenuity and hard work as does the industry. The awards are one of the mechanisms which allows this to happen.

There are many AFI members who complete projects to outstanding levels of quality, providing excellent customer service in the

process and this needs to be acknowledged.

The fencing industry is blessed with many people who are innovative and proactive, constantly finding new and better ways of doing things. This combined with the foregoing is why Saferoad support the awards and the recognition of endeavour within our industry.

Saferoad's nominated judge is James Anson, the perfect candidate with his 20 years experience. Starting as an operative learning his trade to become a lead installer and eventually advancing to the top of the contracting business, James has great knowledge and understanding of what it takes to run and build a project to a high standard.

DHF - sponsor of Contractor of the Year: Gates and Barriers

"Door & Hardware Federation (DHF) is delighted to be sponsoring the gates and Barriers award category at the 2023 Association of Fencing Industries' (AFI) UK Fencing Award and is looking forward to recognising and celebrating the important work of the fencing sector.

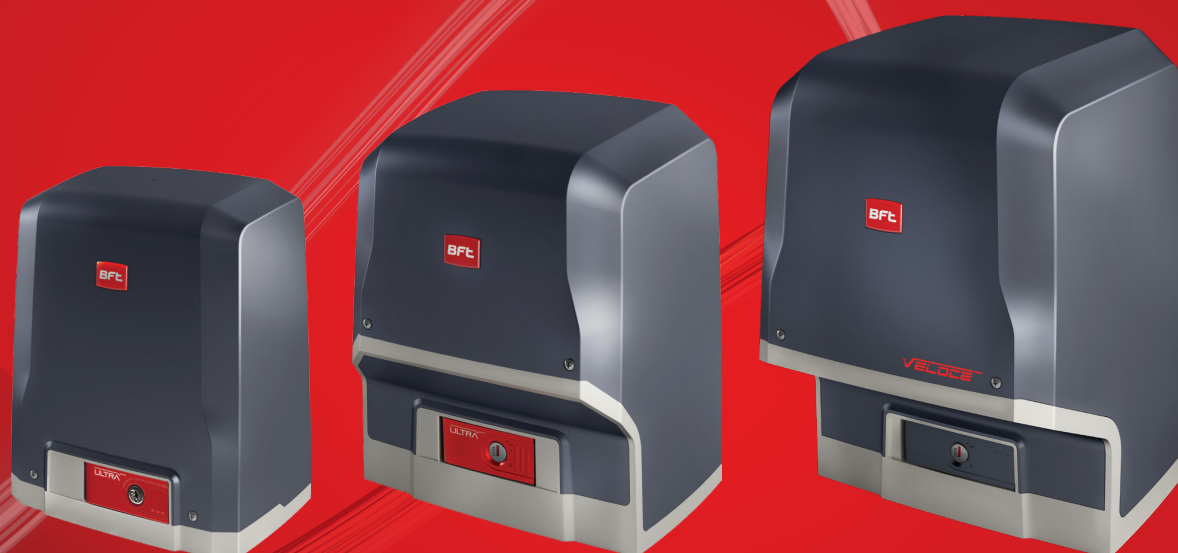
There is a close synergy between AFI and DHF, with both organisations aiming to raise standards in the industries they represent. DHF has sponsored the Gates and Barriers category because many fencing contractors often get asked to turn manual gates into automated ones and, likewise, those working on highways may be required to install a traffic barrier.

DHF would be very interested in seeing details of any testing that was conducted to confirm the newly installed gate/barrier was safe and compliant as we always aim to raise standards in our industries.

Judge Steve Hill brings 35 years experience in gate manufacturer and installation to consider entrants and if the gate/barrier project involved any unique or challenging elements and to understand how these were overcome ●

Ian Law, Editor of Perimeter Systems and organiser of Fencex will be assisting judging in all of the nine categories. He has over 40 years experience in reporting industry sectors.

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Open day gives FAAC chance to show off updated facility and latest products

FAAC's updated UK headquarters has given the company the chance to showcase its latest products.

Using an open day, the automation specialist was able to put the spotlight on its newly introduced range

of gate operators.

The C4000i; S2500i and the C851 have all been introduced into the UK.

'It was a good opportunity to show these latest products and let customers experience our revamped premises', said

It was a good opportunity to show these latest products and let customers experience our revamped premises

SARAH COSBY, FAAC UK

Sarah Cosby, marketing manager with FAAC UK.

Technical teams from the company staged presentations on the product range.

'This was an chance to give valuable insights into the solutions offered by the company plus exchange information and networking,' she said.

With the new products just arriving into the UK, the open day gave customers a close up of the latest operators.

Each is aimed at offering a solution for a particular segment of the market with the C4000i gearmotor aimed at residential.

'It is our first column integrated motor for sliding gates with a leaf length of up to 8-metres and a weight of up to 400 kg,' she said.

The S2500i is an integrated operator for swing gates and is FAAC's first actuator integrated in a swing gate with a maximum 2.5-metre leaf

and up to 250 kg in weight.

'It can be adapted to any architectural setting, ideal for homes and apartments that are attentive to design and quality,' said Cosby.

FAAC s C851 is for fast sliding gates for the industrial sector, handling gates weighing up to 1800kg with a speed of up to 0.7 m/s and of up to 20-metres in length.

'This is a powerful gearmotor that is ideal for

stores, warehouses, malls, prisons and embassies where fast, high use is a priority.

'These are all part of our continual development to bring the best to an ever changing market,' she said ●



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Linkcare sets its sights on extending operations with increased product range



A company set up over 30 years ago concentrating on the sale of gate automation equipment is set to extend its product ranges.

Linkcare, based in Middlesex, had made its name in the market concentrating on a specific number of products.

Now, however, the company, which has a staff of 10, is looking to stock an expanded range.

Sharon Wellington, manager at Linkcare, said that the company was now well positioned to grow its business.

'We have won a reputation as a reliable independent gate automation company in the London area,' she said. That foundation means we are able to look to the future with great

confidence to offer a more enlarged service.' Linkcare will up its stock levels at its Uxbridge headquarters and expand the number of products.

'We will be looking to offer multiple brands in the future,' she said. 'Alongside of that we will, of course, continue to offer training and technical support our customers.'

The company has already invested in online sales; tele-sales; walk-in options and next day delivery to increase its customer base.

'As our expertise and experience grows so does our reputation as a leading

independent supplier,' she explained.

Six years ago the company set up its Stargates production operation in Derbyshire importing and manufacturing aluminium

gates.

Since it was established there has been a three-fold increase in turnover with it firstly sourcing gates from a European producer before extending its operations to manufacture a number of gates to order.

'That has added a significant branding and opened up new sales opportunities which we see increasing in the future,' she said ●



Cova keeps track of market needs to tailor its support services

Investment in support services is an integral part of Cova Security Gates operations.

The Sussex based company has, over the years, developed its back-up systems in line with market demands as end-users look to one stop shop services.

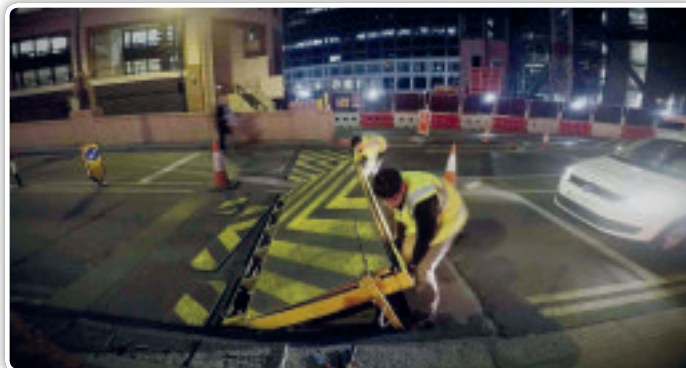
This has led the company to develop a raft of options in repair, maintenance and remote monitoring.

'It's not just about selling the equipment,' said Mark Wood, senior sales and marketing manager with Cova. 'Customers need to have the confidence that they are buying from a company that has the after sales structure that's why we have put so much into advice and support packages.'

Cova has spent much time analysing customer feedback to tailor its support services, offering either packages or tailored-made solutions.

'There are a whole range of elements in what a customer wants and what is needed to ensure long-life working for a gate from regular maintenance to reduce wear and tear to ensuring a gate is compliant with the latest safety guidance,' he said.

'From regular servicing to technology based remote monitoring, Cova is quick to make



customers aware of the options and the reasoning behind each option.

'One solution does not necessarily fit all,' said Wood, 'and that's why we like to educate ie from the basic one of reducing wear and tear through regular maintenance to knowing the latest safety standards.'

Service sales manager Eamonn Geoghegan said that he had seen a rise in market awareness over the past five years.

'Neglecting maintenance can lead to more significant problems further down the line and that can mean costly repairs and site security being put at risk,' he said.

'Customers are also realising that safety compliance needs to be prioritised and that a well maintained gate can also add to a property's value.

'At Cova we offer advice as well as adaptable servicing solutions that fit client needs,' said Geoghegan ●

Customers need to have the confidence that they are buying from a company that has the after sales structure and that's why we have put so much into advice and support packages

MARK WOOD, COVA SECURITY GATES



NEW COMPANY WILL BRING 'NEW DIMENSION'

A former security equipment technician with more than 20 years' experience has set up a spare parts and accessories supply company in the West Midlands.

Damian Speer aims to offer 'a new dimension' with Perimeter Security Equipment.

Part of the Parking Facilities team for over 15 years, he now aims to offer independent options in automatic gate and barrier accessories, plus new safety technologies.

'Sourcing the right parts at the right price can be particularly difficult in the industry which has grown out of all proportion from when I first entered it,' said Speer, 'and that's where Perimeter Security Equipment can make its mark along with introducing much needed improvements in technology.'

With premises on the outskirts of Birmingham, he is looking to develop his customer base with a 24-7 service combined with a trade counter service.

He set up the company at the beginning of the year.

'Initial reaction from the market has been very good and we are confident that we are offering a much needed service,' said Speer ●

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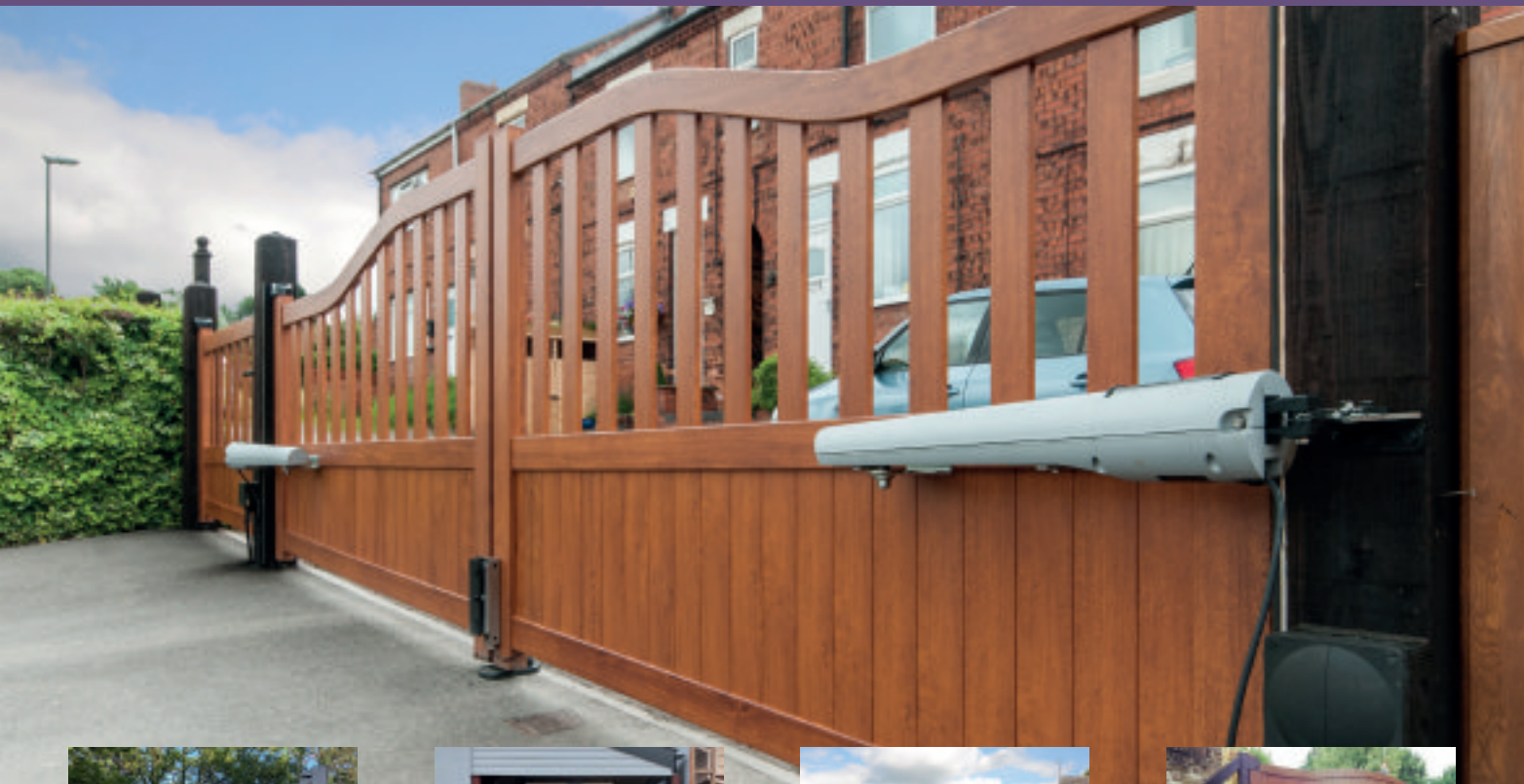
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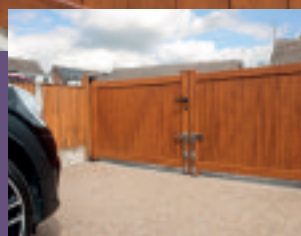
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Safely maintaining powered gates and barriers can be a complex, and often, confusing procedure, with legal ramifications continually ‘front-of-mind’ for the product owner, manager or maintenance provider. DHF’s Senior Training and Compliance Manager, NICK PERKINS, offers clarity on a complicated process.

The complexities that can lead to legal problems if process is not followed

“The first question will often be what constitutes a safe system?”

There is a common misconception that if a system was compliant on the day of installation, then it will always be compliant unless modified.

Indeed, serious criminal prosecutions within our industry have demonstrated that the test of compliance (reasonable and practicable measures in health and safety law) would relate to current product specific standards.

The legal position of both parties, which can be a further area of confusion, can be separated as follows:

- Most owners/managers (except domestic owners) have a legal obligation under the Health & Safety at Work Act 1974, to ensure that any systems under their control are safe for anybody who may come into contact with them. This could include members of the public in areas such as car parks or schools. There is a further requirement for owners and managers at workplaces, under the Workplace (Health, Safety & Welfare) Regulations 1992, Regulations 5 & 18, to ensure that gates and barriers in the workplace are maintained and in a safe condition.

- The maintainer has a requirement under the Electricity at Work Regulations to isolate the



system for maintenance. There is also a requirement under the Health & Safety at Work Act to ensure that any systems on which they have worked are left in a safe condition.

To manage the process from the maintainer's perspective, DHF recommends the following four-step process:

- Before going on-site, the maintenance contractor must explain to the client that, as a duty of care to themselves, the system must be taken out-of-service for initial electrical and structural safety checks prior to the actual work or assessment process. If, during maintenance or assessment work, the system proves to fall below an acceptable standard of safety, it will not be put back into service by the maintenance contractor.

- Once on-site, the maintenance contractor must assess the system for safety before starting

“It is vital to remember that in the event of an investigation, any contractor who has worked on the system in question needs to be able to answer the question: ‘What did I do to prevent the incident?’”

work, in so far as is possible in its current condition.

The maintenance contractor must also assess the extent of work requested to be done by the system manager in terms of its likely impact on the safety of the system. If step two reveals that the system will be safe on completion of the proposed work, then the maintenance contractor can continue with the contracted work. If step two reveals that the proposed work may not result in a safe system, the maintenance contractor must explain all the exposed hazards to the system manager and what additional work (if any) might be necessary to properly diagnose the hazards, for example, it may prove necessary to replace or adjust drive units, control boards, hinges or rolling gear before a complete assessment is possible.

In addition, the maintenance contractor must inform the system manager in writing of the necessary measures to make the system safe.

- The maintenance contractor must then request clearance from the system manager to complete both the

contracted work and the required safety upgrade work. If the system manager requires the maintenance contractor to only complete the contracted or diagnostic work (some client organisational, procurement, tendering or contractual issues may dictate this), the system cannot be put back into service if it has safety critical defects, and explanation must be given as to how it has been made safe, for example, by explaining where the switch is or how it has been secured against collapse.

In this case, it would be reasonable for the contractor to assume that the required safety upgrade work is intended to be undertaken later.

The contractor should also inform the system manager in writing, (using an unsafe system notice) that there could be legal consequences in the event of an incident involving the system if it is returned to service in its current state.

- If, on a subsequent visit, the maintenance contractor finds the unsafe system is still in service, the process must be repeated and the system manager re-informed in

writing of the potential hazards and consequences.

The maintenance contractor must not be the person who puts the system back into service in an unsafe condition at any stage.

The only reason that an unsafe system is in service is that the owner or manager has elected to keep it in service. This might well be in response to other security or safeguarding legal responsibilities that they have, but it should be at their own volition.

From a maintainer's perspective, they are responsible for working safely, informing the client accurately, offering solutions, and always leaving a system in a safe and compliant condition.

It is vital to remember that in the event of an investigation, any contractor who has worked on the system in question needs to be able to answer the question: ‘What did I do to prevent the incident?’

For further information on guidance for system owners and managers, please visit the DHF website, www.dhfonline.org.uk





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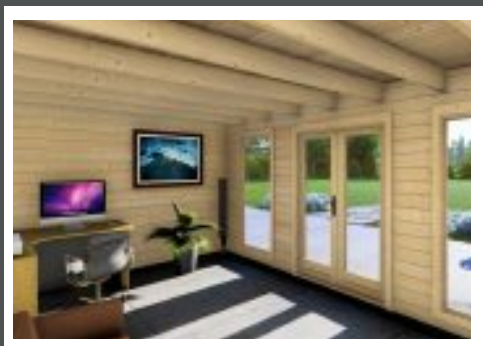
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