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**Parking Facilities
adds more
options to its
ranges**



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**Charting the
changes - Colin
Stead of Pearts
Fencing
gives his views**



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**Signing up – an
agreement has
been reached
between two UK
companies**

Gate safety back in spotlight

■ HSE publishes guidance after talks

GATE SAFETY campaigners have achieved a significant move forward with the HSE publishing its recommended guideline.

It is something for which all organisations have lobbied and comes after talks with the Government body.

Representatives from the DHF Powered Gate Group; Gate Safe and CAME Safe were all involved as part of a combined bid to get HSE to issue 'official' guidelines.

This comes after an incident in South Wales at a primary school, leading to

the Swansea local authority carrying out a district wide check on school gates.

Plans are also taking shape for this autumn's Gate Safety Conference - the third to be staged in the UK. It will be held in the Midlands and bring into focus the latest developments.

Allied to it the DHF PGG will having its second Gate Safety Week to heighten industry and consumer awareness.

For full details see inside articles - Conference: page 2. Guidelines: page 14 ■



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Expansion double...

Fence First has begun trading from its second regional depot - this time in Bristol while also acquiring major factory premises in the Midlands.



20/21

Automation...

Manufacturer Nice is set to introduce new products as part of its expansion into the UK market.

On track...

IAE Fencing has had to put the production accelerator down after winning a prestige contract.

The Stoke manufacturer was given pole position by organisers of the first motor racing Formula E event this summer with a contract for more than 7,000 metres of spectator protection debris fencing for the Battersea Park circuit.

Production of the 1800 panels and posts began in March and the contract is worth over £1 million.

'It is our largest single order to date,' said Richard Harper of IAE Fencing, 'and has involved more than 42 artic loads at six a day.'





Nice builds on quality as designs continue to win it market share with UK distribution

■ Direct route added to supplier options

DESIGN and engineering qualities are the foundations on which Nice gate automation has built its reputation.

Aesthetics have influenced much of what Nice has developed over the years and that's not surprising from a company that has its roots in Italy.

While the company was started as a family concern 22 years ago, today it is a global operation in the home automation field with a turnover of around 270 million Euros and employing over 1,200 people and supplying more than 3,000 products.

It was nine years ago that Nice UK was established as an operational subsidiary and it's 13,500 sq ft plant in Nottinghamshire (pictured above) is testimony of the company's determination to gain a foothold in the UK market. That investment in the UK hub was central to moving forward in a market that was, at the outset, not automation minded.

'Europe had the lead when it came to gate automation and Nice was one of the leaders with the experience; technical knowledge and the design focus that meant its transition of products into the UK was not difficult,'

said Nice UK managing director Ian Alderson. 'Having said that the UK took its time to embrace automation.'

'Today, though it is very different and the demand for gate and barrier automation, together with allied products has grown beyond recognition and we see it growing even further.'

It is not just one sector of the industry where Nice has made its presence felt but throughout industrial, commercial and residential where demand has gone beyond expectations.

'That's where Nice has made its mark with a wide variety of product that

caters for all options and site demands,' he said.

The UK operation acts as a distributor for all Nice products with manufacturing done elsewhere within the company's worldwide set up. Main production plants have been established in Italy and Germany - Brazil, America and China are subsidiaries with additional production plants, incorporating research centres to serve the local market. However, the central R&D is carried out at the company's headquarters at Oderzo in Italy close to Venice.

'Italy, as you would

expect, is very focused on design and bringing to market integrated automation systems that are both smart but easy to use,' said Alderson. 'Alongside of that all products have the engineering qualities to cope with the demands of all types of situation.'

While the UK subsidiary has traditionally used suppliers as the route to market, it has developed direct trade and retail sales.

'We realised that we needed to build a structure that enabled direct sales, offering technical back-up and guidance as well as product awareness. So now we can take the UK operation a step further by having a face-to-face relationship with installers and users. Our technical centre looks to offer practical solutions with effective products.'

The Toona range offers swing gate automation for gates from 3-metres to 7-metres. Developed four years ago, they are easy-fit operators that cover all sectors with the Toona 7 able to cope with palisade or other similar heavy duty gates.

'It's about durability and doing the job. The Toona 7 can handle anything up to 1700 kilos, so it is a substantial operator with a 24-volt power unit that incorporates a magnetic encoder that's designed for heavy use,' said Anderson, 'and yet it looks good like all Nice products.'

For heavier gates the Run is a motorised unit designed to handle gates from 1800kg to 2500kg, while the Big-Fab is an underground installation for swing gates up to 5-metres.



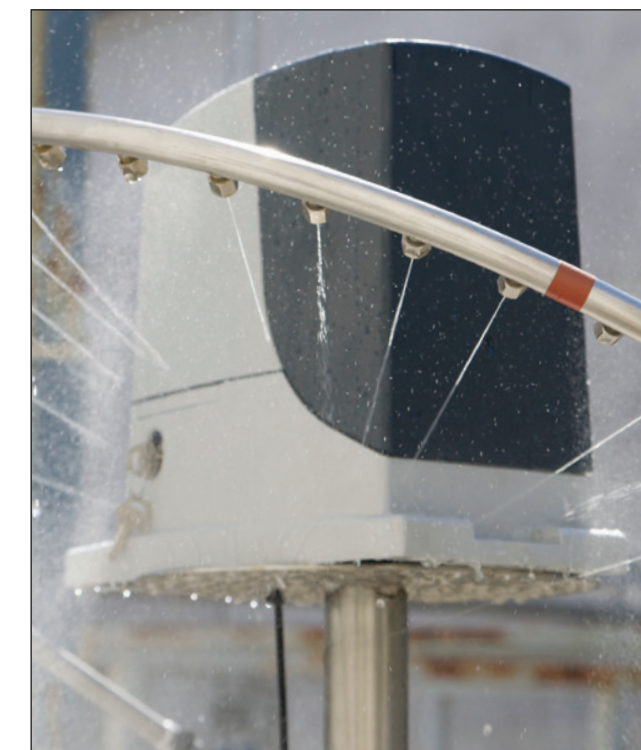
'Our product range is extremely comprehensive and that's why talking directly to customers is so

essential when it comes to getting the right product for any given circumstances when it comes to

automation. Allied to that we have the road barrier systems - with the L-Bar 24 Vdc motor for bars from 7

to 9-metres. That though are just a few of the products within the Nice range, but are very

representative of what we have to offer the UK from a manufacturer with global resources,' said Alderson ■



NEW MOTORS BORN OUT OF MARKET NEED

INNOVATION has been key to the Nice product development since it began manufacturing over 20 years ago.

'We are always looking to respond to the market place as well as lead it,' said Alvise Brodadola of Nice Italy. 'Design and innovation go hand in hand. Considerable resources are invested each year in research and development activities. These cover exhaustive laboratory prototype tests plus comprehensive on-site field stress testing.'

Latest evidence of this philosophy has come with the launch of the new hi-speed gate automation motors (pictured right). Nine new motors have been introduced with the emphasis on speed. Newly designed 24-volt high speed motors offer up to 40 per cent increase in opening times with the upgraded underground motor achieving nearly 90 per cent increases.

'This new line of motors comes after a specific market's requirement within a particular country and now Nice is introducing them into the global marketplace. For years these motors have been tested around the world with opposite features

in term of external and working temperatures, power input supplies, frequencies, absorptions and work cycles.

'These latest motors take account of user demands for higher speeds, while matching all safety

standards. They can handle anything from a 400 kilo gate to a 1200 kilo system. Standing time can be crucial and so being able to offer these sorts of speeds we are ensuring customers get what they want and, of course, they are safety compliant.'

Alongside of this, Nice has developed the 'O-View' programmer, enabling function maintenance from almost anywhere.

'While the technology may be complex, using 'O-View' (pictured above) is extremely simple,' said Brosadola. 'It allows engineers working many hundreds of miles from a site to log into systems check functionality and re-programmed products if necessary. It is perhaps one of the most labour saving devices of its type in the automated market. Engineers do not



have to be on-site, they can access what's going on many, many miles away and provide solutions.'

Over the years the Nice group has diversified into other automation sectors and this has brought with it an exchange of technical information.

'What works in one sector can also work in another sector such as access control and gate automation. A company with our resources is able to ensure that we make the most of all opportunities. That will certainly continue and the market will be seeing many more advancements from Nice' ■

