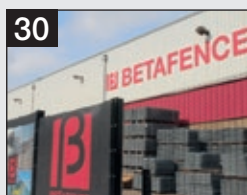
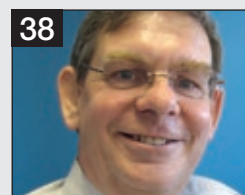




Supplier warns he's prepared to go to 'war' on prices



Betafence says that profits are back after changes



Jeff Gardom is leaving an industry in which he has spent 40 years

Training must be priority

■ Director warns the industry faces crisis

THE OUTGOING regional director of the UK's largest contracting organisations is warning that the industry must act to secure its future.

Joe Hughes, who retires this month after more than 60 years in the industry, is concerned that not enough young people are coming into the industry.

'It used to be the case that son would follow father, but that has long since disappeared,' said Hughes, who is regional director of Darfen in Scotland.

'Now fewer and fewer youngsters are taking up the trade and we are facing a skills shortage that could spell disaster. It could be potentially crippling.

'Any sort of economic recovery drives up demand for labour and there simply isn't the people either wanting to come

into the industry or being given the chance of a career path into the industry.

'Companies need to invest in staff not just for their own sakes but for the sake of the industry'

Tim Drew, director of FaCT, Fencing and Construction, said he concurred with Hughes' comments.

'In so many ways we agree with his comments and are very aware that there is a real need to recruit more young people,' said Drew.

However, he said that options were available and companies needed to engage with the opportunities that are available.

It is estimated the industry needs 500 new recruits each year.

More details page 3 and page 8 ■



Racing away...

IAE Fencing got into fast lane when it made sure that London's first roadway Formula E motorsport event went ahead without a hitch.



Speed style...

Gate motors that can be more than 100 times faster than their predecessors have gone on the market.

Safety first...

Gate Safety Week will again be looking to raise awareness after it was revealed there could be more than 200,000 automated gates in the UK that can be described as 'unsafe'.

For a full update see pages 14 to 18 for details.



Nice gets into the fast lane as latest motors come into the UK

■ Range offers nine separate options

THE success of an access control system is in the majority of cases judged on the opening speeds and that is exactly where specialists Nice has concentrated its development over the past two years.

Now the company is claiming that its new hi-speed motors launched this summer offer some of the fastest opening times on the market.

'In one case it is better by over 100 per cent,' said Alvis Brosadola from the Nice headquarters in Italy. 'The speed of opening is crucial to many and that's why we have been so determined to offer the best speeds possible. We really do believe that we have taken gate motors to a new level of operation.'

It is no surprise that it was the South African market where this latest generation of motors was born where entry speeds are seen as key

to safety.

'Being a global operation means there is cross fertilisation and what is needed by one market today can become the product of another market tomorrow and such it is with these new hi-speed motors.'

In total there are nine new motors that have been brought into the UK, powering gates weighing from 400 kilos through to 1200 kilos.

'It means there is a new high speed motor for almost every domestic, industrial and commercial application, each offering better opening speeds than have ever been achieved before. Like with the Run 400 which is 106 per cent faster on sliding gates than the non hi-speed Robus 400.'

Nice has launched four of the new hi-speed brands for the sliding gate sector and five for swing gates. The entire range uses a 24-volt power supply for ease of installation.

'While our goal has been to make the motors faster in operation, we have also made the motors contractor friendly and with the sliding gate motors there is the opportunity of using the Nice BlueBUS technology, allowing the control unit to be linked to up to seven couples of photocells control, security and signalling devices through just two wires. Also these motors for the sliding gates incorporate our own specialist obstacle detection system.'

'Of course all the units conform to safety standards. Safety is a priority and that is why all our systems are fully compliant with the UK regulations and guidelines.'

With the new hi-speed range now available into the market place, Nice is offering one-to-one training and familiarisation courses to installers.

'While the motors are essential the same we are of course giving the fullest technical support to installers who feel they may require it. Of course, these new motors are fully functional with the 'O-View' programmer system that allows for maintenance checks from virtually anywhere.'

'Making systems easy to install and user friendly is another priority for Nice. That is exactly the case with these new motors.'



But the determination of Nice to cement its position in the market will lead to further new products this year with the company set to introduce its Era gate accessories into the UK - a new line of safety accessories for gate and door automation.

'As always we are continually looking at developing products to meet a variety of requirements,' said Brosadola ■



HQ offers versatility

NICE UK is continuing to grow its market share with product range and focused customer support.

With its 13,000 sq. ft. UK hub in Nottinghamshire, Nice has seen year-on-year growth and managing director Ian Alderson is confident that will continue.

'Today we are seeing something in the region of a 20 per cent turnover growth,' he said, 'and that's down to product and the integrated infrastructure we've succeeded in putting in place in the UK. While Nice is a global operation, the UK, as with other markets, requires specialist knowledge and we are able to provide just that.'

Offering technical back-up on its own products, the company has focused on safety, being a founder member of the DHF Powered Gate Group and also offering its own one-to-one training, as well as making its facilities available for the PGG diploma training.

'For Nice UK safety is not one of a list of priorities it is the priority, and we ensure that for all our products and the guidance we give.'

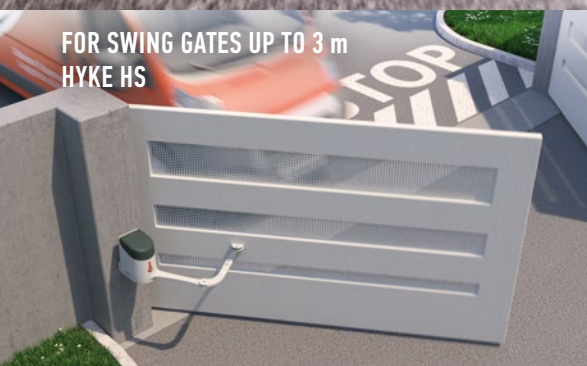
'Gate safety must be top of the list and that's why we are supportive of all that is done to raise awareness; ensure products are compliant and make sure we know the recommendations and what is happening in the market.'

While the company has carried out its own training course at the Sutton-in-Ashfield headquarters, it has also provided those self-same facilities for the PGG.

'We recognise the key role of training for a safe installation, hence our willingness to play our part.'

'But as a manufacturer we also have to play our part with a fully compliant motor. It may sound basic stuff, but photocells, correct open and closing manoeuvres are equally essential. That's why we are continually updating and introducing new products, so that safety is taken that one step further. As a market leader, it is our responsibility to ensure the industry is not only compliant, but also striving to attain higher standards' ■

THE **NICE** SIDE OF **BUSINESS** WITH **HI-SPEED** **AUTOMATIONS**



FOR SWING GATES UP TO 3 m
HYKE HS



FOR SWING GATES UP TO 3 m
FAB HS



FOR SWING GATES UP TO 6 m
TOONA HS

Nice, the reference name in commercial and industrial gate automation, adds value and convenience to the way you do business.

Our state-of-the-art technology brings the right solution for any site demands: the new line of powerful high-speed motors for sliding and swing gates ensures the shortest waiting time, maximum precision, reliability and security.

Keep your business on the cutting edge with Nice.



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