





# Pouleyn simplifies the installation process

 Rembrandt Happel

Pouleyn, a Belgian manufacturer of luxury gates, based in Anzegem (between Ghent and Lille), now supplies its gates on a steel frame. This shortens the installation time and makes it easier for fencing companies to sell and install Pouleyn's gates.

Pouleyn's initial success came with the production of luxury wooden windows and doors, but soon they expanded their program with swing and sliding gates for driveways. In Belgium, the company supply their own installation crews. Sales outside Belgium are made through independent dealers. *"We are about to expand our dealer network significantly,"* says CEO Koen Lepoutre. *"The new frame makes it more attractive for fencing companies to include our gates in their selection."*

## Unique

Pouleyn's gates are individual in many ways. *"They are sustainable in every sense of the word,"* says Lepoutre. *"They offer maximum comfort for the user. We also place great value on design."* The gates are often covered with Afrormosia, a high-quality African wood. A special treatment makes it extra water-resistant. *"However, we can also cover the gates with aluminium profiles or ceramic panels. Sometimes we even use a material that was used in the construction of the customer's house. As well as covering the leaves, there is also potential to cover the gate posts. This makes our gates look far from industrial. For us, it's all about aesthetics and robustness. This is the reason we only use underground drives and clad the gates inside as well as outside. This means that our customers can enjoy their beautiful entrance too."*

## Craftsmanship

"This means a lot of craftsmanship is needed for our gates," Lepoutre continues. "Several things need to be taken into account, not only during production but also during installation. Think of differences in height in the terrain and the necessary foundation and drainage, stability in all weather conditions, possible electric drive and of course safety. And, especially the positioning of the posts must be accurate to the millimetre, just like the adjustment of the hinges."

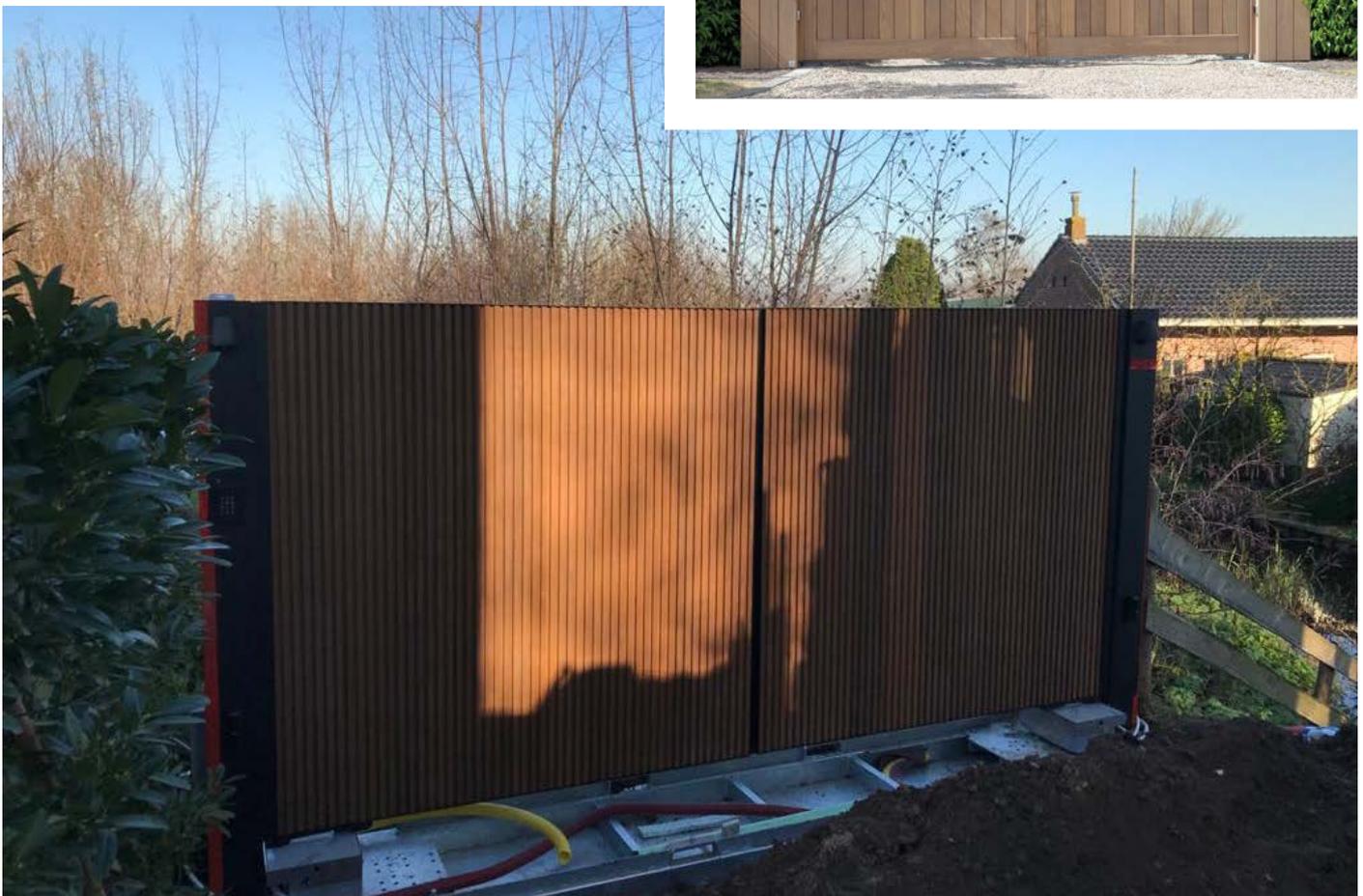
## Frame

Pouleyn has been delivering its swing gates on a steel frame since the autumn, which makes the installation a lot easier. "The gates are mounted on the frame in the production hall in Anzegem," Lepoutre explains. "As a result, the gates can already be perfectly adjusted in the factory by technicians who specialise in this. At the same time, they can also fit the drives and add potential lighting or an intercom while neatly concealing all cables." The frame is adjustable and can be used for swing gates with almost any width. Pouleyn has patent protection on the product.

## Plug and Play

With the new frame, the installation time has been shortened considerably. "The only thing that still needs doing on-site is digging a hole," says Lepoutre. "We have our own lorries, with a crane on them. They arrive and hoist the gate with its frame in the allocated spot. As soon as the gate is in place, the only thing that needs doing is a connection to the power network. Subsequently, cement or quick-drying concrete is poured, and the gate can be activated within just a few hours. The installer thus needs less time for installation. They also make their client very happy, because his driveway can be used again on the very same day." ■

*Pouleyn's gates have very little or no visible space between the leaves and the posts, and therefore the adjustment of the hinges is very close.*



*The newly patented frame.*