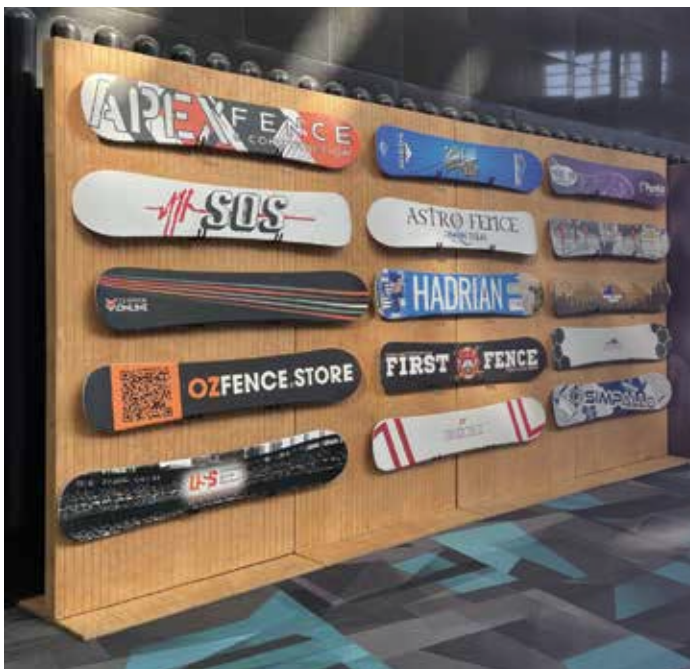




AFA FENCETECH 2025 IN REVIEW

By Vicki Jones, Editor



AFA Fencetech 2025 was held at the Salt Palace Convention Center in Salt Lake City, Utah, from Feb. 24 to 28. Event sponsors were acknowledged at the trade show with a creative display that reflected the spirit of Salt Lake City.

Each company contributed a custom-designed snowboard featuring their logo, blending brand recognition with a nod to Utah's activities and culture.

The convention city was conveniently located near the Great Salt Lake State Park and within walking distance of the Utah Jazz Delta Center arena and most of Salt Lake City's top hotels and restaurants.



5,182 ATTENDEES

AFA reported that the total attendance for the annual fence, gate, and perimeter security trade show (including exhibitors and general attendees) was 5,182 people.

That total is significantly less (31%) than the record-breaking number of 7,519 attendees at the 2024 show in Nashville, Tenn. However, 2025 Fencetech attendance was up (11%) from 2023's reported total of 4,601.

FENCETECH ATTENDEE TOTAL (Includes exhibitors and guests)

Year	Attendee total
2025	5,182
2024	7,519
2023	4,601
2022	3000+

BUSY SHOW FLOOR: The trade show floor was bustling with people on day one. Many exhibitors said they were pleased with the strong attendance.

343 EXHIBITS

Fencetech 2025 featured 343 exhibits. That is the highest number of exhibits out of the last four events – 5% more exhibitors than last year's show in Nashville and 18% higher than the number of exhibits from just two years ago.

EXHIBIT TOTALS

Year	Exhibit total	Location
2025	343	Salt Lake City
2024	326	Nashville
2023	281	Oklahoma City
2022	240	New Orleans



Attendees caught a sneak peek of several new products, including two barrier gate operators from LiftMaster and All-O-Matic.



KEYNOTE PRESENTATION

On Wednesday, Evangelo "Vann" Morris delivered a powerful and inspiring Keynote to Fencetech attendees. Drawing from his personal experiences and military background, Morris highlighted the values of alignment, patriotism, and unity; urging the audience to embrace these principles to "be the best version of themselves."

His compelling and dynamic storytelling enhanced by striking imagery and music energized the audience while Morris encouraged them to become strong leaders in the industry. The presentation ended with the audience giving Morris a resounding standing ovation.

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2025

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OUT OF THE LAST FOUR EVENTS



TRAINING AND EDUCATION

A multitude of intensive training programs were offered throughout the week, including the Fence Contractor Business School, Gate Automation Design School (GADS), Leadership Academy, Sales Training School, and the Operators Manager School.

Fencetech also featured nearly 40 educational sessions on a wide variety of topics ranging from troubleshooting and installation techniques to finance and business strategies. Plus, untraditional training formats like DASMA's Mock Trial and Kahoot! Gate Systems Installer Quiz Show added unique sessions for attendees.



The Mock Trial featured an "all-star cast" of industry professionals. Following the session, the "jury" of nearly 40 attendees engaged in a lively discussion about liability and accountability.



During the "Kahoot!" quiz show, contestants competed by answering questions from the IDEA certification program. The three individuals with the most correct answers in the quickest time received cash prizes ranging from \$50 to \$150.

KEY GROUPS PANEL DISCUSSIONS

Training sessions also included panel discussions hosted by key AFA groups including "Veterans in Fence," "Hispanic Fence Professionals," and "Women in Fence." These forums provided a platform for each group to explore relevant industry issues.

In the "Women in Fence" forum, attendees selected their top three options from a list of topics and participated in group discussions. Whether improving social media presence or establishing a better work-life balance, women shared their best practices for thriving in the fence industry.



CERTIFICATIONS

AFA reported that 109 certification exams were administered for the various programs, including Certified Fence Contractor, Certified Gate Automation Designer, Certified Gate Automation Technician, and Certified Operations Manager.

AFA AWARD WINNERS

Association Award description	Name of recipient	Pro Award description	Company name
Ambassador	Brian Boutte	Access Control	Complete Fence
Ambassador	Sam Williams	Chain Link	Asheville Fence
Contractor of the Year	Seagar Fence	Deck/Rail	Western Fence Co.
Distinguished Service Award	Tom Richmond	Farm/Ranch/Agriculture	Hadrian Fence
Hall of Fame	Scott Meckes	Multi-Use	Aruba Ironworks
Manufacturer of the Year	BD Loops	Ornamental	Apex Fence & Construction
Outstanding Service Award	Shelby Kelland	Vinyl	Reliable Fence
		Wood	Reliable Fence

Source: Fencetech statistics and award information provided by AFA staff.

MARK YOUR CALENDAR

AFA FENCETECH 2026
FEBRUARY 2-6
INDIANAPOLIS, IND.



AFA recognizes two DoorKing employees

DoorKing President Tom Richmond received the AFA Ambassador of the Year Award and DoorKing Regional Sales Manager Scott Meckes was elected to the AFA Hall of Fame during the AFA banquet and awards ceremony.