When Joe the horse decided to use the family car as a scratching post, it inspired Bill Gallagher Senior to solve the problem by electrifying the car. Joe got the message and the concept for the world’s first ever electric fence system was born.

That innovative drive remains at the heart of Gallagher today.

Now, as an international company, we still push boundaries as we work alongside our customers to explore - and discover - the solutions which will redefine the potential for their businesses.

With over 1000 people worldwide we’re proud to be a global leader in the Animal Management, Security, Fuel Systems and Contract Manufacturing sectors, building enduring partnerships with customers across 130 countries.
The long term commitment that Bill Gallagher Senior, made over 75 years ago, to design solutions that allow customers to do things they never thought possible, is still the founding principle on which the company stands today.

Now united under a single Gallagher brand, each of the business units is aligned to a core philosophy, to redefine what’s possible for our customers. This customer centric approach to research and development is a philosophy that’s endorsed with almost 10% of the group’s total revenue reinvested in Research & Development each year.

By listening to, observing and learning from our customers we gain significant insights which continue to inspire the solutions that allow customers to do things they never thought possible. This customer centric approach to research and development is a philosophy that’s endorsed with almost 10% of the group’s total revenue reinvested in Research & Development each year.

Innovation Timeline

1938 New Zealand’s First Energizer Developed

This was the period during which the legendary Gallagher mains-powered fence unit (or ‘energizer’) was developed. This product became immediately popular because it enabled farmers to extend their electric fence systems to cover an entire farm.

1958 First Mains Powered Energizer Developed

By the late 1950’s Gallagher’s Animal Fencing customers were also looking for something more from their electric fences and wanted better peace of mind that their valuable livestock were secure. With the introduction of SmartPower the Energizers could now provide valuable information on the fence line.

1970s Export & Awards

Electric fencing is taken to the world and Bill Gallagher Senior wins the first of many innovation awards.

1984 Gallagher Expansion and Acquisitions

In the mid-80’s Tumble Engineering and Gallagher Plastics Ltd were added to Gallagher’s growing stable of businesses.

1988 Gallagher Security i3Born

Recognising that electric fencing had a wider application beyond just animal management, the company became the first in the world to enter the perimeter security market using monitored pulse fencing.

1998 World’s First Intelligent Energizer

By the late 1990’s Gallagher Animal Fencing customers were also looking for something more from their electric fences and wanted better peace of mind that their valuable livestock were secure. With the introduction of SmartPower the Energizers could now provide valuable information on the fence line.

1999 Gallagher Diversifies

Security customers needed a more comprehensive solution to address issues of containment and access. Gallagher’s 1998 acquisition of PEC, a security technology company, provided the additional component Gallup Security and its customers were looking for – access control.

2007 Weighing & EID

Gallagher enters the exciting new world of Electronic Identification, and in 2008 launches on-farm management with the introduction of the Livestock Manager TSI.

2010 A new customer platform

Gallagher expands its security technology platform with the premium integrated solution, Command Centre v7.50, delivering enhanced security around the world.

2011-2015 A Continuous Stream of World Firsts

The world’s most intelligent energizer; the i series, now continuously monitors the fence as well as the power its the don’t have to. In 2015, the world’s most powerful Energizer, Fence Energizer MD, 2011, was introduced. HX3 Hand Held EID Reader with onboard keypad enables farmers to record and edit animal data right at the point of reading.

2014 Ring Top Post

Providing a super strong design, the award winning Ring Top Post significantly extends application which introduces a mobile Command Centre v7.50.

2016 New Modular Fuel Pumps

The PULSE pump range brings a vast range of customizable models to the market in configurations never previously available, coupled with future-proofing connectivity for other forecast technologies.

2016 Command Centre v7.50

Command Centre v7.50 introduces an application which significantly extends visibility and control of access and perimeter alarms.

TODAY Continuing to Redefine What’s Possible

Today, Gallagher is still led by Sir William Gallagher. We distribute to 130 markets around the world and have over 1,000 staff worldwide.

Our Story | Innovation Timeline

Now united under a single Gallagher brand, each of the business units is aligned to a core philosophy, to redefine what’s possible for our customers. This customer centric approach to research and development is a philosophy that’s endorsed with almost 10% of the group’s total revenue reinvested in Research & Development each year. By listening to, observing and learning from our customers we gain significant insights which continue to inspire the solutions that allow customers to do things they never thought possible. This customer centric approach to research and development is a philosophy that’s endorsed with almost 10% of the group’s total revenue reinvested in Research & Development each year.

The long term commitment that Bill Gallagher Senior, made over 75 years ago, to design solutions that allow customers to do things they never thought possible, is still the founding principle on which the company stands today.

Now united under a single Gallagher brand, each of the business units is aligned to a core philosophy, to redefine what’s possible for our customers. This customer centric approach to research and development is a philosophy that’s endorsed with almost 10% of the group’s total revenue reinvested in Research & Development each year. By listening to, observing and learning from our customers we gain significant insights which continue to inspire the solutions that allow customers to do things they never thought possible. This customer centric approach to research and development is a philosophy that’s endorsed with almost 10% of the group’s total revenue reinvested in Research & Development each year.
For over 75 years we’ve created groundbreaking solutions that make lives easier and more enjoyable and farming more efficient and profitable.

As the market leader in electric fencing, weighing and electronic identification (EID) systems, our in-field teams partner with customers offering advice, training and support for all solutions.

**Electric Fence Systems**

No matter what the requirement, Gallagher has an electric fence system for the job. The comprehensive range is cost-effective, durable and designed to meet the highest quality standards.

**Weighing and EID Systems**

Monitoring animal performance is critical to successful farming. Gallagher’s range includes a number of world firsts, is simple to use, sturdy and technologically advanced. Respected worldwide, our systems for animal weighing, data collection and EID can improve farming and help maximize profitability.

**Gallagher On Farm Service**

To ensure customers get the best from our products, our On Farm Service helps with the selection, purchase and installation of our entire range - from up front decision making, to set up and beyond.

Gallagher understands no organisation can afford to compromise on security, be it for risk management, personnel workflow or business continuity. There are no second chances. We have researched and built some of the world’s most powerful security systems to ensure first rate security and safety.

We partner with world-class technology partners to constantly test existing solutions and lead the way in breakthrough innovations, ensuring all our systems meet growing and changing security demands.

Gallagher’s state of the art security systems are scalable, fully integrated and securely managed. They include:

- Electronic access control systems. Accurate, unobtrusive, reliable with integrated biometric technology.

Gallagher’s state of the art security systems are scalable, fully integrated and securely managed.

- Fully integrated intruder alarm management with the ability to channel all alarms from integrated systems through a central management platform.

- Energised perimeter fencing for high risk security installations to small commercial applications.

Our systems deliver more than security however, by integrating with a number of key business systems, they also increase operational efficiency, cost savings and enforcement of business policies.

We work closely with large and small organisations to create purpose built security systems, meeting highly individual needs. Global businesses, municipalities, governments and institutions have all benefited from our collaborative, technology led approach. It’s a matter of trust, partnership and world leading expertise.
Fuel is a costly and volatile commodity so it’s critical that fuel systems are as efficient, safe and accurate as possible. This is an area of specialist expertise for Gallagher and we’ve led the design, development and supply of fuel dispensing systems throughout Australasia and the Pacific – including the first centralised vacuum system for vapour recovery to achieve TUV certification. The goal is to make fuel systems simpler, smarter, safer and more cost-effective. We apply newly developed technology to fuel management systems and the design of fuel pumps that:

- Combines the Tatsuno fuel metering system with our own customised electronics and general pump design
- Includes integrated retail automation/EFTPOS equipment
- Can be customised to create bespoke products on a ‘one off’ basis, or for a full production run – such as full pump design reflecting specific brand requirements
- Utilises computerised production based on MRP-II model
- Uses future proof technologies to deliver cleaner, greener forecourts.

Production departments
We have a full range of production services, from electrical assembly and testing, machining and tool making to foam packaging, software cloning and electronic repair services.

Competitive material procurement
High value supply accounts with international suppliers and distributors and an international purchasing network (for difficult to find components), give our customers access to competitively sourced components.

Our manufacturing expertise and access to leading technologies and international purchasing network means we can offer an unusually cost-effective contract manufacturing solution, allowing our customers to concentrate on other key areas of their businesses.

Our manufacturing costs are extremely competitive even for short-run or low-volume products thanks to our ‘build to order’ production systems and processes. High-volume production is even more competitive.

We offer a full range of production services – from simple assembly and test work (where customers provide all components) through to turnkey systems involving procurement, manufacture, warehousing and technical support.
“We have always been an innovative company - right from the start over 75 years ago.”

Our Values

The Gallagher story is one that illuminates the approach we still take today in designing brilliant solutions for our customers.

At Gallagher, people - our customers and our staff - are at the heart of everything we do. Our commitment and passion is driven by quality leadership encouraging a collaborative partnership that is focused on success. It’s in our DNA to discover, design and deliver customer inspired solutions to redefine what’s possible for customers around the world.

We are Customer Inspired
Our customers are the focus of all our decisions and actions. Our goal is to provide them with the best products, service and profitability.

We are Relentless Innovators
We strive for excellence through continuous improvement. We constantly explore ways to ensure our long term competitive advantage.

We are committed to Outstanding Quality
To achieve customer satisfaction - quality, fit for purpose, innovative products and services are our committed priority. We make hard decisions in the best interests of the company and its stakeholders in line with The Gallagher Way.

We build Enduring Partnerships
Integrity is never compromised. All of our conduct must be personally and socially responsible. We treat each other with trust and respect. Staff empowerment, responsibility and progression are core to our success.
Customer: Melco Crown Entertainment operates two world renowned casinos in Macau:
- City of Dreams - the second largest casino in the world.
- Altira - 38 storey complex featuring 216 lavishly appointed guest rooms.
- Studio City - Asia’s first leisure resort to integrate television and film production facilities, retail, gaming and hotels.

Problem: With over 8000 personnel with varying access requirements spread across three huge sites, a seamlessly integrated security solution is critical to business performance.

Solution: The highly versatile Gallagher Command Centre.

In the casino industry it is imperative that the security team has the ability to monitor every aspect of the multifaceted facility. With a reputation that is second to none for getting in alongside the customer and really understanding their pain points, the Gallagher team have designed a world class system that literally keeps City of Dreams moving.

"The Gallagher Command Centre system has allowed us to operate more efficiently by communicating with other systems."

David Mackay  
Vice President Security and Surveillance

Not only did Gallagher adapt their software for City of Dreams to make sure that their Gallagher Command Centre could integrate with their thousands of CCTV cameras, three different types of elevator software and much, much more, they also understood the need for one central control room.

With Gallagher’s help City of Dreams have reduced costs as they don’t need three teams to monitor each complex separately. With the Gallagher Command Centre, seven day a week, 24 hour watch can all occur from one location. This also allows the team to monitor certain individuals if they move from one casino/hotel to another rather than having to communicate with another security team to do so.

The Gallagher Command Centre’s usability and ingenious integration capabilities have helped City of Dreams reduce operational cost and give their site a total security solution that works exactly the way they need it to.

"[Gallagher] truly understand the way we operate so we can continuously improve."

David Mackay  
Vice President Security and Surveillance

"Only representative of Melco Crown Entertainment"
Toland Merino operates a 808ha (2,000 acres) operation in Violet Town, Victoria, Australia.

Problem: Vital that animal measurements and record keeping are accurate as they have a strict selection for weight.

Solution: TSi2 Livestock Manager, HR5 Hand Held EID Tag Reader & Data Collector, Sheep Auto Drafter and EID Tag Reader Controller BR.

Toland Merino is a leading performer in sire-evaluation schemes and Sheep Genetics. The highly specialised operation markets around 200 rams and 110 bales of elite, 18-18.5 micron fine wool annually.

To achieve this, the business has strict selection criteria. Measurements are vital, including animal weights, fleece details, worm resistance and carcase analysis.

Anna Toiland, who runs the business at Violet Town in north-east Victoria with her husband Simon Riddle and father Phil Toiland, says they continually select sheep for conformation and doing ability under competitive grazing conditions.

“It’s important that our measurements and record keeping are accurate. The tools we use for this are a TSi2 Livestock Manager, HR5 Hand Held EID Tag Reader & Data Collector, Sheep Auto Drafter and EID Tag Reader Controller BR, which are all from Gallagher.”

Anna says with the TSi2 they are able to identify animals that aren’t performing well and class them out at any stage.

“I can create notes or a particular area for these animals to be placed, then, when it comes time to draft them out using the TSi2, it’s simple. It saves a lot of time rather than walking up and down the race trying to find individual numbers. Usually you don’t have much time in the yards to look at animals up before they get drafted out, but using the new TSi2 is easy and quick."

“Because our business relies on accurate data, we record a lot of information and have created several custom fields on the TSi2 — we certainly use it to its full potential, which is vast. Whenever I’ve needed help from tech support, I nearly always need it there and then. I can call them at any time when I’m in the yards and they respond straight away — so I don’t have to muck around trying to get it going again! They’re very good.”

“Overall I love the Gallagher gear and swear by it. Because of what it allows us to do, we can run our business the way we want: making fully objective decisions on animals to ensure our productivity remains excellent.”
Customer: Oil Industry.
Problem: In the fuel industry, high quality and accuracy are critical factors in ensuring safety and profitability at the pump.
Solution: Unique combination of highly sophisticated pumps and extremely accurate flow meters with an outstanding long life reputation.

The Gallagher fuel dispensers are designed with the highest quality standards in mind. They have to operate in a potentially flammable vapour atmosphere without the possibility of ignition even under the most severe fault conditions. In order to meet this demanding requirement, the quality system in place exceeds the demands of ISO 9001 and complies with the IEC 80079-34 standard which deals directly with equipment in explosive atmospheres.

The electronics that are designed in house to meet these demanding standards must monitor and control the flow of petrol, diesel, LPG and +Blue accurately within a fraction of one percent. The Tatsuno meters that are installed operate for the entire life of the pump with extreme accuracy which is evidence of their exceptional high quality.

“We have seen a pump returned to us after 25 years in service, still with its original seal in place on the meter. Out of interest we conducted a calibration test and found it was still within allowable tolerance, there was less than a teaspoon discrepancy in a 20 litre delivery, a remarkable testament to the meter.”

Gallagher Fuel dispensers are renowned for their reliability. Gallagher source components from all around the world to ensure that their products are of the highest quality. Combined with superb workmanship, the result is equipment that continues to operate with incredible accuracy throughout Australasia beyond its expected life.

“The quality systems in place in the manufacturing environment mean that everyone is striving for excellence. The quality that we put into our products is recognised by our customers as the quality they get out of owning a Gallagher product.”

“There was less than a teaspoon discrepancy”
Richard Coxon
Managing Director, Gallagher Fuel Systems
Gallagher is committed to building partnerships locally and internationally with business partners and communities alike.

From the arts to sporting codes, education projects and health awareness events it’s a philosophy which began with our founder, Bill Gallagher Senior.

Around the globe we maintain a wide variety of partnerships including Habitat for Humanity, a worthy recipient of manpower for their projects in countries worldwide. Local to our Head Office, the Gallagher Family Hospice and Westpac’s Rescue Helicopter Trust is a significant contributor to valuable research and helps saves lives every day.

Our commitment to developing local and international sporting codes is built from the internationally celebrated Gallagher Great Race on the Waikato River to the Rowing New Zealand High Performance Centre at Lake Karapiro where New Zealand’s gold medal winning Olympians train each day.

As well as this, one of our most celebrated partnerships is one with the mighty Gallagher Chiefs. Chief’s CEO Andrew Flexman believes that the bond Gallagher has with their local community and their local rugby team is second to none.

“The Chiefs and Gallagher are both iconic Waikato based organisations who are constantly seeking excellence and to be world class in our respective fields. Gallagher’s success is built on hard work, innovation, persistence, loyalty, connection to community and a great team culture, and these are values we look to emulate in the Chiefs organization.”

When we create a new partnership we always ask ourselves, would our staff be proud to be part of this project because they play a huge role in the success.
Sir William Gallagher is a man of relentless curiosity. His questioning of ‘why?’ and ‘how?’ inevitably leads him to ‘why not?’ It is this energy, rigour and innovator’s persistence that is at the heart of Gallagher’s operation and approach.

Sir William believes collaboration brings genuine breakthroughs, so travels extensively; meeting business partners and customers, working to understand their business goals and exploring ways to assist in achieving them.

This close involvement also underpins his relationship with the Gallagher team, building an environment based on coaching and pragmatism. It is an approach that has seen him invited to many conferences, seminars and field days where he is a respected motivator and teacher. Sir William’s achievements have been officially recognised with a number of awards. In 2011 he was awarded a Knighthood in the New Year’s Honours List, honouring his commitment to enterprise and leadership. He was also the 1996 winner of the prestigious Excellence in Communication Leadership award, the first time in its history it had been awarded outside North America. He also received an MBE in 1987 followed by a New Zealand Order of Merit in 1998 in line with The Gallagher Way.
Kahl Betham  
**Global General Manager**

Kahl is on a relentless mission to deliver more tangible, business-relevant value than any security company has ever achieved. The key to achieving this is to focus on creating enduring partnerships with our customers and to solve their business problems in ways that they never dreamed were possible.

Mark Junge  
**Chief Operating Officer**

Mark and his global team have a clear purpose – to ensure our customers extract maximum value from their Security solution. With a strong history in a wide range of leadership roles, he heads up a highly technical, customer-focused team who deliver on that promise every day.

Steve Bell  
**Chief Technology Officer**

With more than 25 years experience at Gallagher, Steve's array of knowledge provides a well-balanced technical and commercial experience base to deliver business-relevant, innovative solutions that solve real world problems. Steve believes using a customer-centric and innovative approach is Gallagher’s key to success.

ANIMAL MANAGEMENT

Stephen Hoffman  
**International Sales Executive**

Stephen believes that a true partnership is where both parties protect the interests of the other to deliver true “Win Win” outcomes. Even after 40 extremely successful years in the Ag industry, 25 of those with Gallagher, he remains excited about the new opportunities his global sales team can offer.

Sarah Adams  
**Brand Manager**

Sarah has had a long association with Gallagher products having been involved in farming her entire life, and has developed a great respect for the brand, its innovation and position in the market. Her extensive experience of over 20 years in agricultural business development allows her to apply real context to the delivery of projects.

FUEL SYSTEMS

Richard Coxon  
**Managing Director**

Our key competitive advantage in the oil market is our unique ability to create tailored solutions. Richard spearheads a highly skilled team working alongside his clients and applying 25 years of his own technical experience, to ensure we consistently exceed our rigorous expectations.

MARKET SOLUTIONS

Sarah has had a long association with Gallagher products having been involved in farming her entire life, and has developed a great respect for the brand, its innovation and position in the market. Her extensive experience of over 20 years in agricultural business development allows her to apply real context to the delivery of projects.

SECURITY

Kahl Betham  
**Global General Manager**

Kahl is on a relentless mission to deliver more tangible, business-relevant value than any security company has ever achieved. The key to achieving this is to focus on creating enduring partnerships with our customers and to solve their business problems in ways that they never dreamed were possible.

Mark Junge  
**Chief Operating Officer**

Mark and his global team have a clear purpose – to ensure our customers extract maximum value from their Security solution. With a strong history in a wide range of leadership roles, he heads up a highly technical, customer-focused team who deliver on that promise every day.

Steve Bell  
**Chief Technology Officer**

With more than 25 years experience at Gallagher, Steve's array of knowledge provides a well-balanced technical and commercial experience base to deliver business-relevant, innovative solutions that solve real world problems. Steve believes using a customer-centric and innovative approach is Gallagher’s key to success.

ANIMAL MANAGEMENT

Stephen Hoffman  
**International Sales Executive**

Stephen believes that a true partnership is where both parties protect the interests of the other to deliver true “Win Win” outcomes. Even after 40 extremely successful years in the Ag industry, 25 of those with Gallagher, he remains excited about the new opportunities his global sales team can offer.

Sarah Adams  
**Brand Manager**

Sarah has had a long association with Gallagher products having been involved in farming her entire life, and has developed a great respect for the brand, its innovation and position in the market. Her extensive experience of over 20 years in agricultural business development allows her to apply real context to the delivery of projects.

FUEL SYSTEMS

Richard Coxon  
**Managing Director**

Our key competitive advantage in the oil market is our unique ability to create tailored solutions. Richard spearheads a highly skilled team working alongside his clients and applying 25 years of his own technical experience, to ensure we consistently exceed our rigorous expectations.

MARKET SOLUTIONS

Sarah has had a long association with Gallagher products having been involved in farming her entire life, and has developed a great respect for the brand, its innovation and position in the market. Her extensive experience of over 20 years in agricultural business development allows her to apply real context to the delivery of projects.

SECURITY

Kahl Betham  
**Global General Manager**

Kahl is on a relentless mission to deliver more tangible, business-relevant value than any security company has ever achieved. The key to achieving this is to focus on creating enduring partnerships with our customers and to solve their business problems in ways that they never dreamed were possible.

Mark Junge  
**Chief Operating Officer**

Mark and his global team have a clear purpose – to ensure our customers extract maximum value from their Security solution. With a strong history in a wide range of leadership roles, he heads up a highly technical, customer-focused team who deliver on that promise every day.

Steve Bell  
**Chief Technology Officer**

With more than 25 years experience at Gallagher, Steve's array of knowledge provides a well-balanced technical and commercial experience base to deliver business-relevant, innovative solutions that solve real world problems. Steve believes using a customer-centric and innovative approach is Gallagher’s key to success.

ANIMAL MANAGEMENT

Stephen Hoffman  
**International Sales Executive**

Stephen believes that a true partnership is where both parties protect the interests of the other to deliver true “Win Win” outcomes. Even after 40 extremely successful years in the Ag industry, 25 of those with Gallagher, he remains excited about the new opportunities his global sales team can offer.

Sarah Adams  
**Brand Manager**

Sarah has had a long association with Gallagher products having been involved in farming her entire life, and has developed a great respect for the brand, its innovation and position in the market. Her extensive experience of over 20 years in agricultural business development allows her to apply real context to the delivery of projects.

FUEL SYSTEMS

Richard Coxon  
**Managing Director**

Our key competitive advantage in the oil market is our unique ability to create tailored solutions. Richard spearheads a highly skilled team working alongside his clients and applying 25 years of his own technical experience, to ensure we consistently exceed our rigorous expectations.

MARKET SOLUTIONS

Sarah has had a long association with Gallagher products having been involved in farming her entire life, and has developed a great respect for the brand, its innovation and position in the market. Her extensive experience of over 20 years in agricultural business development allows her to apply real context to the delivery of projects.