



Mulligan Fencing's outfit on the Aberdeen City Bypass - ground conditions are very hard



Andrew Bryce concludes the deal with Alan Mulligan at this year's Royal Highland Show

MULLIGAN FENCING REIGNS SUPREME

**Mulligan - Owner of
5 Bryce Post Drivers:
3 Bryce Magnums
2 Vulcan VR800s**

As a young farmer Alan Mulligan went to New Zealand at the age of 19 to shear sheep. He came back home and at the age of 24 was milking 130 cows on the family farm in County Meath. Quota restrictions kicked in during the early '90s and a subsequent loss of earnings meant looking elsewhere for an income. As a farmer, Alan saw opportunities in the fencing industry – the rest is history.

Mulligan Fencing has now become one of Ireland's leading fencing companies with many large projects being undertaken throughout the country and also the UK. Established in 1995 Alan Mulligan has developed a highly successful fence contracting business built on

reputation and quality workmanship. Mulligan have a staff of 70 on their payroll, 20 currently working in Southern Ireland, 25 in Northern Ireland and a further 25 are working on the new Aberdeen city bypass. Part of the Aberdeen contract involves 50km of post and rail with the balance of the contract being made up of stock fencing and deer fencing. In recent times in Southern Ireland major contracts to the value of between €7- €8 million were completed by Mulligan Fencing but contracts like this have come to an end, so like any good businessman Alan had to look for work elsewhere to keep everyone employed. Promoting his business at trade shows and knocking

on doors soon paid dividends with the result that they have now been firmly established in the UK for 10 years with their base at Cumbernauld in Scotland. Recently, not far from Cumbernauld a £3.5 million contract with a mix of all fence types was completed on the M80 motorway. Mulligan are totally committed to fencing only and their portfolio includes all types of industrial and security fencing, environmental noise barrier fencing, post and rail fencing, agricultural stock fencing and deer fencing.

The most challenging fencing project that the company has undertaken was that of security fencing in Shetland on peat bogs and as Alan says "not only were the ground conditions a challenge but logistically it took a lot of organising to ensure that things went smoothly."

says "Bryce are a big step up compared to anything else we have owned, seen or tried. They have excellent features, they perform well and don't fall to bits which is very important to us." All his machines are fitted with Quadshift and as Alan says "this allows us to get into all the awkward corners, we are never beat. We also find their speed down the fenceline exceptional and for our job there is nothing better than the Bryce." Karl Mulligan, who is on site for this contract, commented "damn good machine – you would be lost with anything else. Any other machine would have taken a lot longer and there would have been a lot of sawn tops off posts, and that is never a good thing".

It is immediate for all to see that Mulligan Fencing have the ability to complete contracts on time erecting any type of fence with a large team of skilled operators. As with any successful business you need focus, commitment and a determination to succeed. Alan has that by the bucket load but is acutely aware too that you need a good team around you so with that and good equipment his continued recipe for success looks guaranteed for a long time to come.

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From peat bogs in Shetland to the other extreme of their current contract on the Aberdeen city bypass, the ground conditions are seriously hard and as Alan says "it is all like working on ground that is as hard as farm tracks. We could never have done this job and made it profitable, without the VR800." As with any fencing contract business you need equipment to get a huge variety of posts into the ground under all conditions. Mulligan Fencing has used various makes of post drivers but in recent years has switched to Bryce. They currently run 3 x Bryce Magnums and 2 x Bryce Vulcan VR800s and Alan

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THE MIGHTY BRYCESUMMA

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