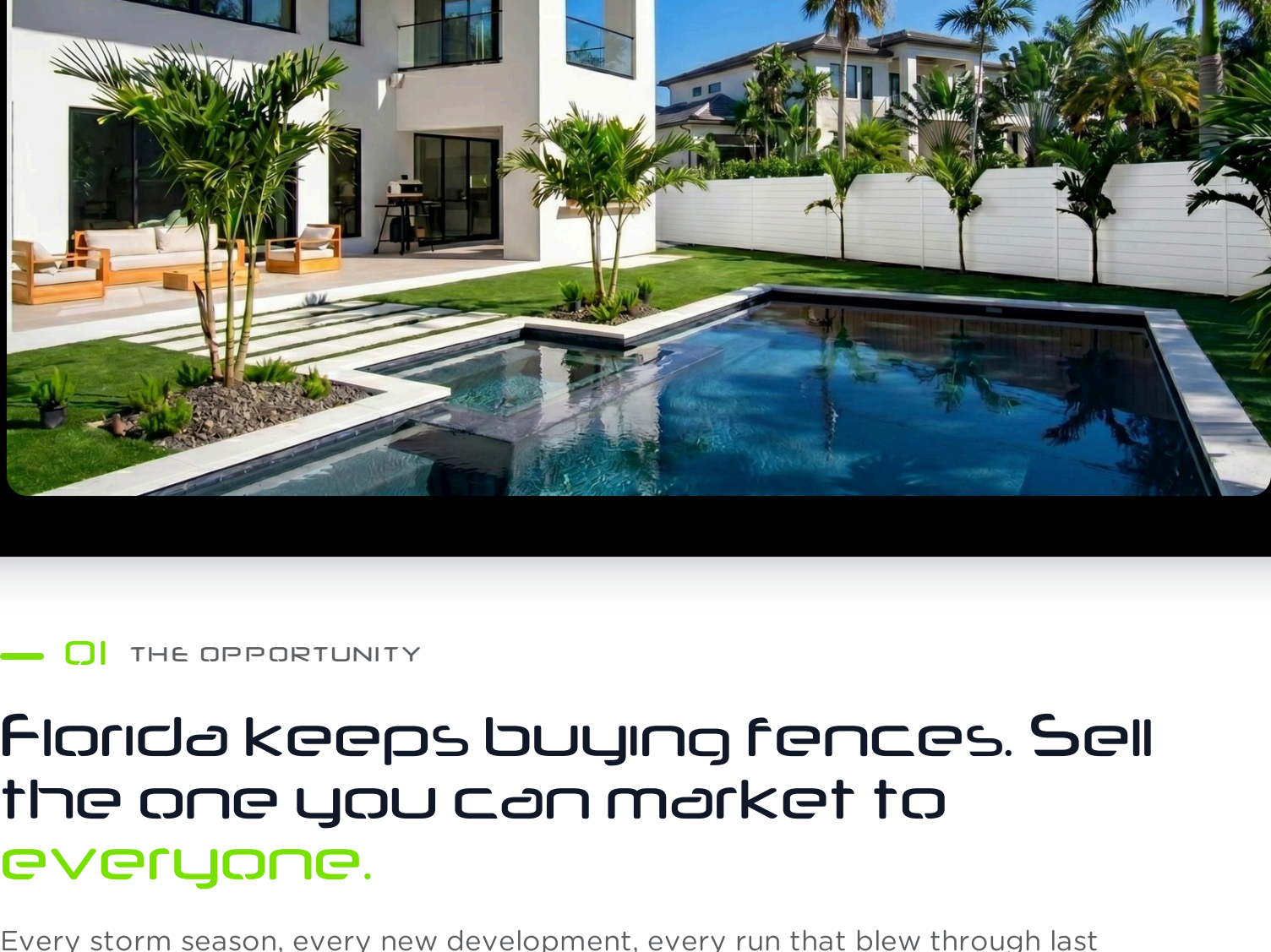




Stock the fence everyone actually wants.

A patented interlocking metal privacy-fence system — modern looks, easy to install, and priced with the wood and vinyl it outlasts. Here's the case for carrying it.



01 THE OPPORTUNITY

Florida keeps buying fences. Sell the one you can market to everyone.

Every storm season, every new development, every run that blew through last year. The buyer who just watched their fence come apart wants one that won't make them do it again — and that's a differentiated product, not another identical wood-and-post quote.

In storm-exposed Florida, non-engineered fence tends to get replaced on a short cycle as wind events take their toll — an industry observation, not a fabricated replacement figure. Market size plus that repeat cadence is the demand a distributor sells into.

\$9.1B → \$13.7B U.S. fence market, 2024 → 2032 · 5.5% CAGR · PS Market Research, 2025

41.1% Southern-U.S. share of U.S. fencing revenue (2025) · Grand View Research, 2026

~41% U.S. hurricane landfalls that hit Florida · NOAA / FL Climate Center

ecFence is a patented interlocking metal privacy-fence system (U.S. Patent 11,066,846 B1). The panels lock together into a continuous, rigid run rather than hanging as separate boards that rack, gap, and pull loose over time.

Built for the Florida environment
An aluminum-zinc (Galvalume®) coating with a durable factory finish. No warping, no rot, no repainting.

True privacy
A solid, continuous face — no slat gaps that open up as the fence settles.

Low maintenance
It stays looking installed, with no annual maintenance.

Clean, modern look
A finished architectural face, not a utility fence — it reads as an upgrade to the property.

25-year limited warranty

A written commitment your customer can hold — and one less objection when closing the sale.

115 MPH
at 6 ft and under

Up to 175 MPH
over 6 ft to 8 ft

ecFence is engineered to meet the Florida Building Code (2023) High-Velocity Hurricane Zone (HVHZ) wind and engineering requirements and is sealed by a Florida-licensed professional engineer; it has been permitted on that basis in Miami-Dade and Broward Counties (HVHZ). Wind performance is rated per height — 115 MPH at 6 ft and under, and up to 175 MPH over 6 ft to 8 ft.

ecFence offers PE-sealed engineering to meet the Florida Building Code (2023) HVHZ wind and engineering requirements (wind ratings vary by fence height), permitted in Miami-Dade and Broward Counties. HVHZ compliance applies only when the system is installed in accordance with the signed and sealed engineering drawings for the permitted configuration. Installation to specification is the responsibility of the installer/permit holder.

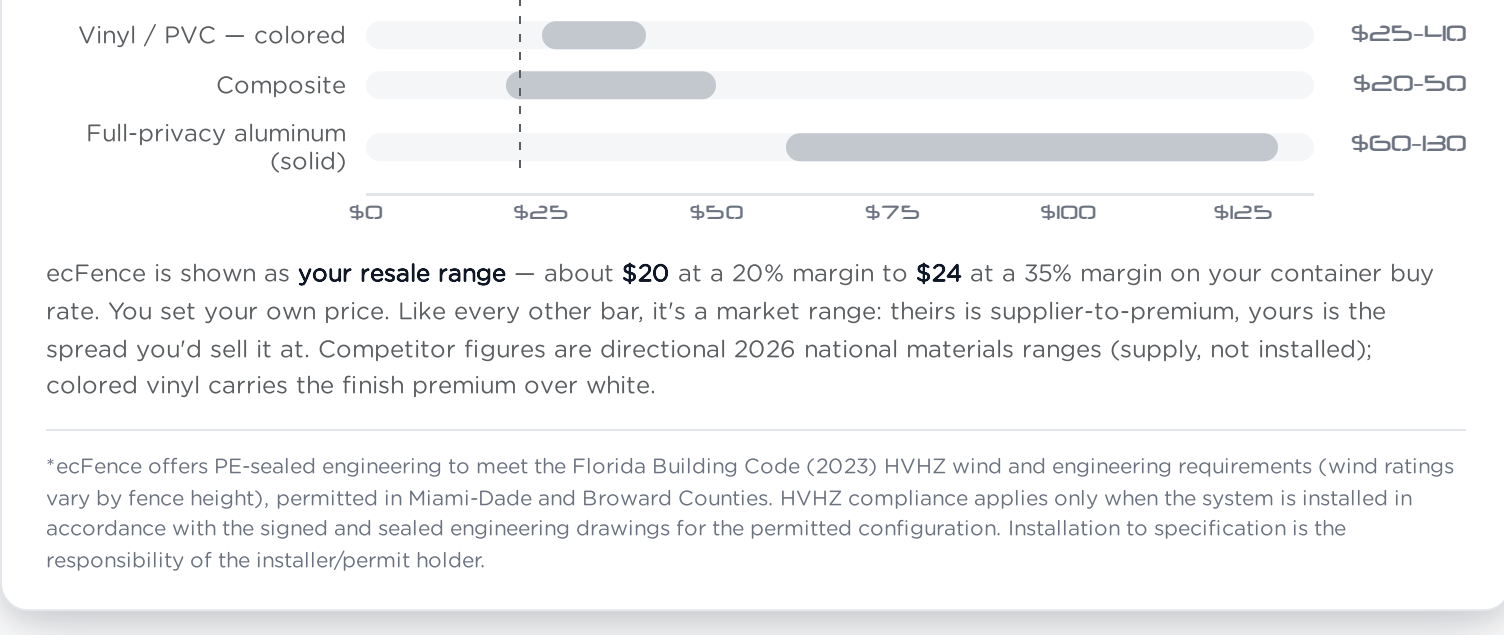
02 THE PRODUCT ADVANTAGE

Engineered metal, priced in the wood-and-vinyl range.

Against the full-privacy systems you already carry, ecFence competes on durability that wood and vinyl can't match — and lands at materials pricing in their range.

SYSTEM	TYPICAL LIFESPAN	ROT / TERMITE	MAINTENANCE
ecFence	25-year limited warranty	None	Very low
Pressure-treated wood	10-20 yr maintained (5-10 unmaintained)	Susceptible	High
Cedar	10-15 yr	Susceptible	High
Vinyl / PVC (privacy)	20-30 yr structural (~8-15 appearance, lower grades)	None	Low
Composite	20-30+ yr	None	Low
Full-privacy aluminum (solid)	30-50+ yr	None	Low
Corrugated / metal panel	Varies widely by quality / spec	None	Low

ecFence adds PE-sealed HVHZ engineering (see above) — its wind credential is its own; this table compares durability, not wind. Lifespan ranges directional.



03 THE COMPARISON

Top of the ladder — best economics, and your own protected county.

As an Authorized Distributor you sit at the top of the ecFence buying ladder: the best pricing, the strongest brand support, and something no other tier can earn — your own protected county.

TIER	BUYS BY	WHO
Authorized Distributor · YOU	the container	Qualified, full-container buyers — best pricing + territory
Trade / Pro	the pallet	Licensed contractors
Installer	the linear foot	Licensed contractors
Retail	the foot / project	Homeowners & DIY

Earn your county — the territory benefit

Every Authorized Distributor starts with open territory. Hit the sales threshold and you earn protected territory in that county — no other Authorized Distributor gets a store or reseller presence there. You hold it by performance. (Threshold and time window are set on application.)

We market **your** business, not just ours.

Listed on our site
Every Authorized Distributor gets a spot in the ecFencers directory, so customers looking for someone who carries the product find you.

Social spotlights
We feature distributors across our social channels, putting your business in front of our audience.

Marketing materials
We supply materials to help you sell, so you're not building a pitch from scratch.

04 THE PROGRAM

Buy by the container. Set your own price.

You buy at the container level — the best pricing ecFence offers — then set your own resale price. You're not marking up a contractor or retail rate.

YOUR BUY RATE — FULL-CONTAINER
6-ft fence · 2.5" post · 115 MPH · per linear foot · USD

Panels Only (panels, starters, seam covers) **\$13.80 / LF**

Full System (adds 2.5" posts, caps, screws) **\$15.89 / LF**

Pricing updated monthly — confirm current pricing on application. Excludes ecEnd / ecCorner trims (priced separately). Container yield: 6,276 LF = 12 pallets × 523 LF.

WHAT A CONTAINER COVERS
6,276 LF of fence per container
~31 projects of 200 LF each
1.2 mi of fence in one order

31 projects per container

YOUR BUY-IN — FULL CONTAINER

Full System container **≈ \$99,700**
6,276 LF × \$15.89

Panels Only container **≈ \$86,600**
6,276 LF × \$13.80

Container terms and deposit confirmed on application.

What your container returns

You set your own price; margin is % of your selling price (not markup). ecFence does not dictate distributor resale pricing.

YOUR MARGIN	RESALE / LF	GROSS / LF	GROSS PER CONTAINER*
20%	\$19.86	\$3.97	~\$24,900
25%	\$21.19	\$5.30	~\$33,300
30%	\$22.70	\$6.81	~\$42,700
35%	\$24.45	\$8.56	~\$53,700
40%	\$26.48	\$10.59	~\$66,500

*Gross profit on a full container (6,276 LF) sold through at that margin — a full container is roughly 1.2 miles of fence, so it's the potential, not an overnight flip. A tool comes with the line most fence products don't: ecCalc turns a fence layout into a complete, accurate bill of materials — panels, starters, posts, covers, fasteners — so you quote and order without hand-counting.

05 THE ECONOMICS

Short path, clear bar.

Qualify, place a container order, start selling.

1 Apply. Submit the Authorized Distributor application.

2 Qualify. Approval, plus the ability to buy a full container — every order is at the container level.

3 Get set up. Authorized Distributor status, your pricing, your ecFencers directory listing, and open territory to start.

4 Sell. Place your first container order — with ecCalc, social spotlights, and marketing materials working for you.

5 Earn your county. Hit the sales threshold and your territory becomes protected — held by performance.

Agreement terms are finalized on application. First-contact-to-first-order mechanics confirmed at that stage.

06 GETTING STARTED

The next step is the application.

Qualify, place your first container order, and start building toward a protected county that's yours — held by performance.

Apply now — Join the Fam → Become an ecFence Distributor

Apply / contact details finalized on the application.

ecFence Systems · Miami, FL · U.S. Patent 11,066,846 B1 · Authorized Distributor Program · ec-fence.com/join-the-fam/ Galvalume® is a registered trademark of BEC International Inc.