



FENCECO—FENCING WITH A PERSONAL TOUCH

The Fence Post

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WORD TO THE WISE: CHOOSING FENCE CONTRACTORS

The economy is in a downturn and businesses and individuals are watching every dime to make sure their money is spent wisely with every purchase; but going with the lowest price doesn't always mean the best value! As desperate as times may seem, it is never good to invest unwisely!

To help builders and individuals make key decisions about their investment dollars, FenceCo offers this informational brochure to provide guidance to anyone hiring contractors.

Many companies work off one premise only: "The lowest bid gets the job," but time after time, this attitude is exemplified by shoddy workmanship, inferior materials, and overall poor quality work from all types of contractors.

For the fencing business, in most instances, low bids can mean several things:

Inferior Products—Landscaping timbers for posts, 2"x4"s 'ripped' in half for rails, and paper-thin, discolored pickets

Short Cuts—Posts buried only 18" or less with "dry-pack" cement; gate hinges not double-posted nor framed correctly

Apples-to-Oranges—No two bids for the same job are identical; one contractor's "standard quality" may be the next guy's "poor quality" when it comes to both materials and workmanship

Inexperienced or "Minimum Wage" Labor—Employees make or break a jobsite; poor attitudes make for poor fence builders

Tardy Work—Are your deadlines important to the contractors? De-

layed starts and extended absences affect everyone's bottom line

Incomplete Jobs Invoiced and Expecting to be Paid—A down payment is customary, but if they can't start until they have money for materials, how do you know they'll be able to finish?

Fencing should not be thought of as an expense, but an investment covered by most homeowners' insurance adding value to a property. Consider the cost over the lifetime of a fence; poor quality will require more maintenance expenditures and may eventually detract from the property value. In any case, all investments should be vetted carefully before any money is put down, FenceCo would be delighted to consult with you and advise you on your fencing projects.

BEFORE HIRING A CONTRACTOR, CONSIDER THIS:

- ◆ Do they have general liability insurance in case they cause damages to your property?
- ◆ Do they have adequate Worker's Compensation insurance in case one of their employees is injured on your property?
- ◆ Do they have a business license, or is it just two guys in a truck with a sign and cell phone number as their only contact info?



FENCECO IS YOUR RESOURCE FOR QUALITY!

We know you have many choices when it comes to fence companies—but during times of economic chaos while you are trying to make the wisest investments for the future, don't fall victim to someone who is just out to make a quick buck.

FenceCo has worked too many times to repair other fence contractor's "problems", redo their work, and completely take over projects they failed to start in a timely manner. We would prefer never to have the opportunity to do that, but when the low bid-

der is unable to perform, FenceCo can, and does so in a timely and professional manner.

At FenceCo, we work to provide you the best value for the buck. We promise to do what we say and put it in writing!

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