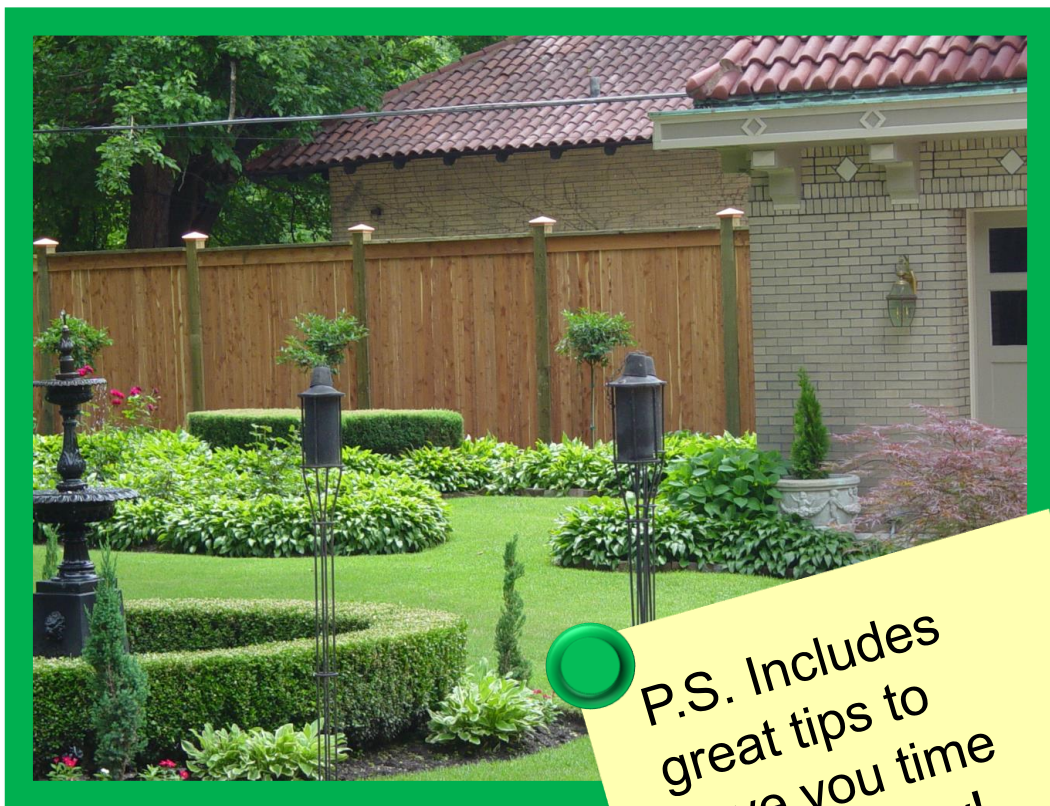




Houlihan the Fence Man's

Ultimate Guide to Buying a Fence



P.S. Includes
great tips to
save you time
AND money!

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CHAPTER 1:

What's Your Why?



This is the most important question when buying a fence.

Everyone decides to buy a fence for some important reason. Determining your why will help guide you in selecting the best fence for your home, family and budget.

HELP! I Need a Fence!

Where do I begin?

There are many reasons people decide to invest in a fence. Here are just a few:

- We're installing a new pool and it's required for safety.
- I want my children to be safe playing outside.
- I want my dogs to be able to run freely in our yard.
- I don't want other dogs using my yard as their bathroom.
- I want privacy on my patio.
- I need to replace my old fence.
- I'm not sure if my fence can be repaired or if it needs to be replaced.
- I want my property lines clearly defined.
- According to Zillow, it will increase the value of my home.
- I like the look of a fenced in yard.

It's important to take the time to get clear on your WHY. It will make deciding on style and material simpler.

Why Does My Why Matter?

Your fence is an investment and you want to make sure your fence meets all of your family's needs. Here are some things to consider:

- Pool
 - What is my city's laws regarding my pool's height and style of fence?
 - Do I want privacy when my family is swimming?
 - Make sure to get self-latching/locking gate hardware.



Make sure you are aware of pool code requirements.

Why Does My Why Matter?

➤ Children

- Is privacy important to me or am I only concerned about keeping my children contained and safe in my yard?
- If having sufficient airflow in the back yard is a consideration, there are some styles that allow for that more than others.



There's nothing more important than your child's safety.

Why Does My Why Matter?

➤ Dogs

- If you have a small dog, you need to know the distance between fence pickets so your small dog will not escape.
- If you have a dog that is a jumper, you need to know how high he can jump so you select a fence that is tall enough to contain your dog.



Pets are often considered valued family members. Let's keep them safe!

Why Does My Why Matter?

➤ Neighbors

- If you have neighbors that seem to invade your privacy or property, the height and privacy features of a fence may make a difference to you.
- Your neighbor may have an opinion about the new fence line.



"Fences make great neighbors."

Why Does My Why Matter?

➤ Repair or Replace?

- Fences will not last forever, but a professional fence installer can help you assess the structural soundness of a fence and whether or not you need it repaired or replaced.



Do I spend money on a repair to make my fence last longer or replace the fence and save the repair expense?

Why Does My Why Matter?

➤ Beauty

- Fences can add to the beauty of your home and make a statement while increasing your home's value.



What do I want my fence to say about me?

CHAPTER 2:

Fence Styles and Materials



Now that you know why you are investing in a fence, you can begin to look at which style of fence and type of material would best meet your family's needs and budget.

Where do I begin? There are so many choices!

Fence Styles & Materials

- Picket
 - Economical choice
 - Creates boundaries when privacy is not a concern



What do I want my fence to say about me?

Fence Styles & Materials

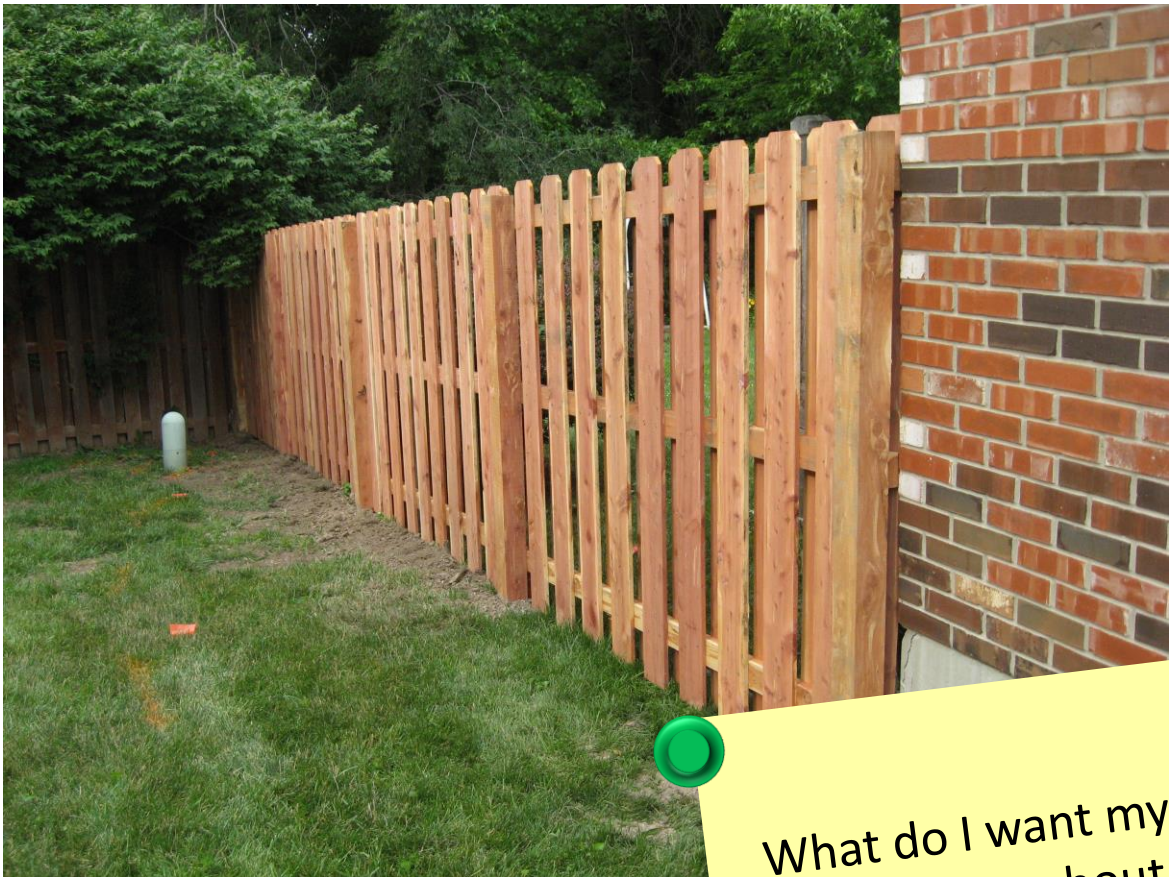
- Privacy
 - Creates a sense of intimacy
 - Standard is 6' tall
 - Some municipalities allow for up to 8' tall



What do I want my fence to say about me?

Fence Styles & Materials

- Shadowbox
 - Privacy benefits while allowing increased air circulation
 - "Good Neighbor" profile – looks the same on either side of the fence



What do I want my fence to say about me?

Fence Styles & Materials

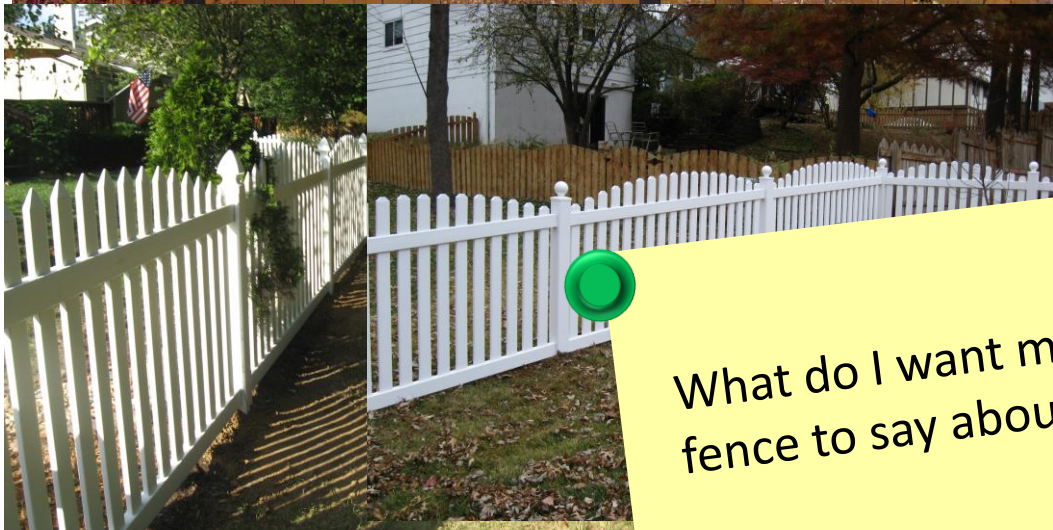
- Picture Frame
 - Upscale, classic look
 - "Good Neighbor" profile – looks the same on either side of the fence



What do I want my fence to say about me?

Fence Styles & Materials

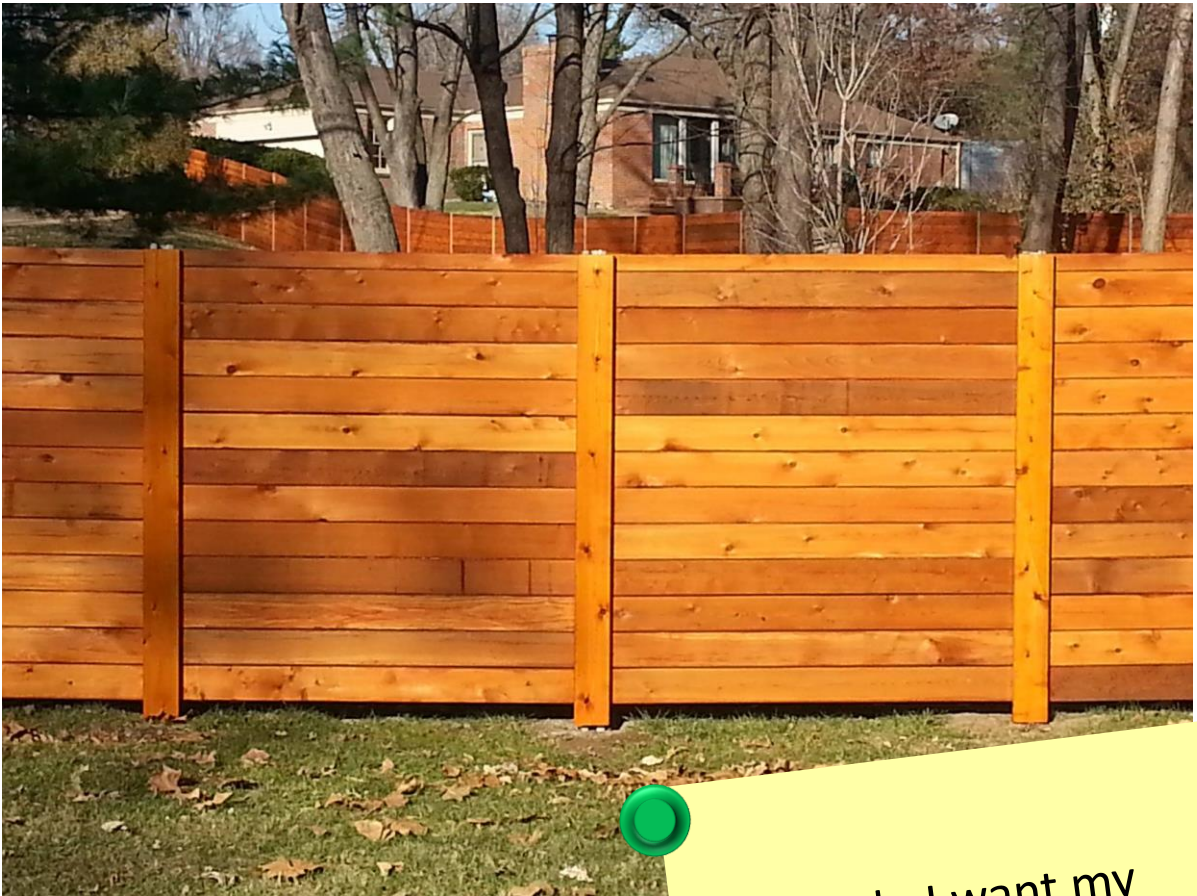
- Arched/Scalloped
 - This design feature creates a more interesting look that may compliment the style of your home.



What do I want my fence to say about me?

Fence Styles & Materials

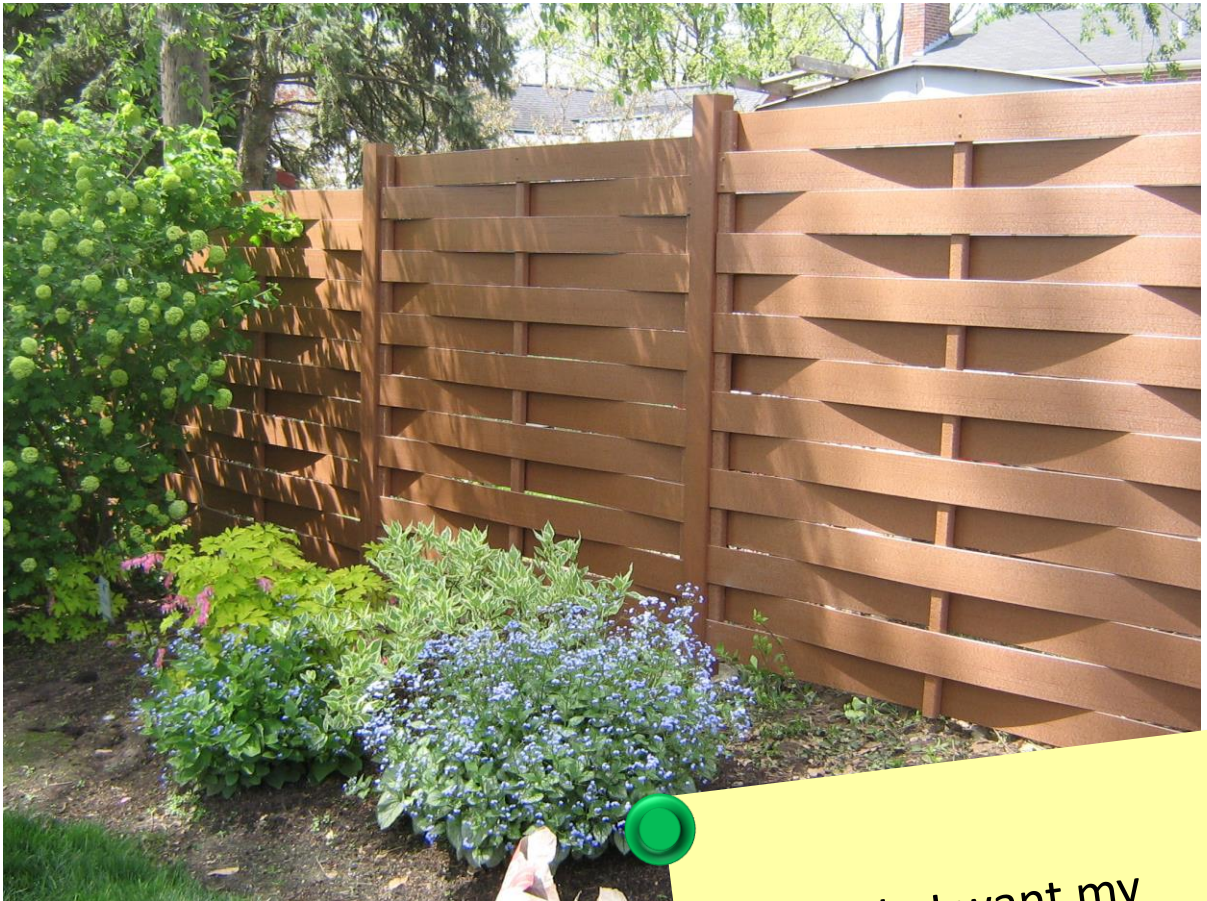
- Horizontal
 - This style brings a contemporary design to your backyard.



What do I want my fence to say about me?

Fence Styles & Materials

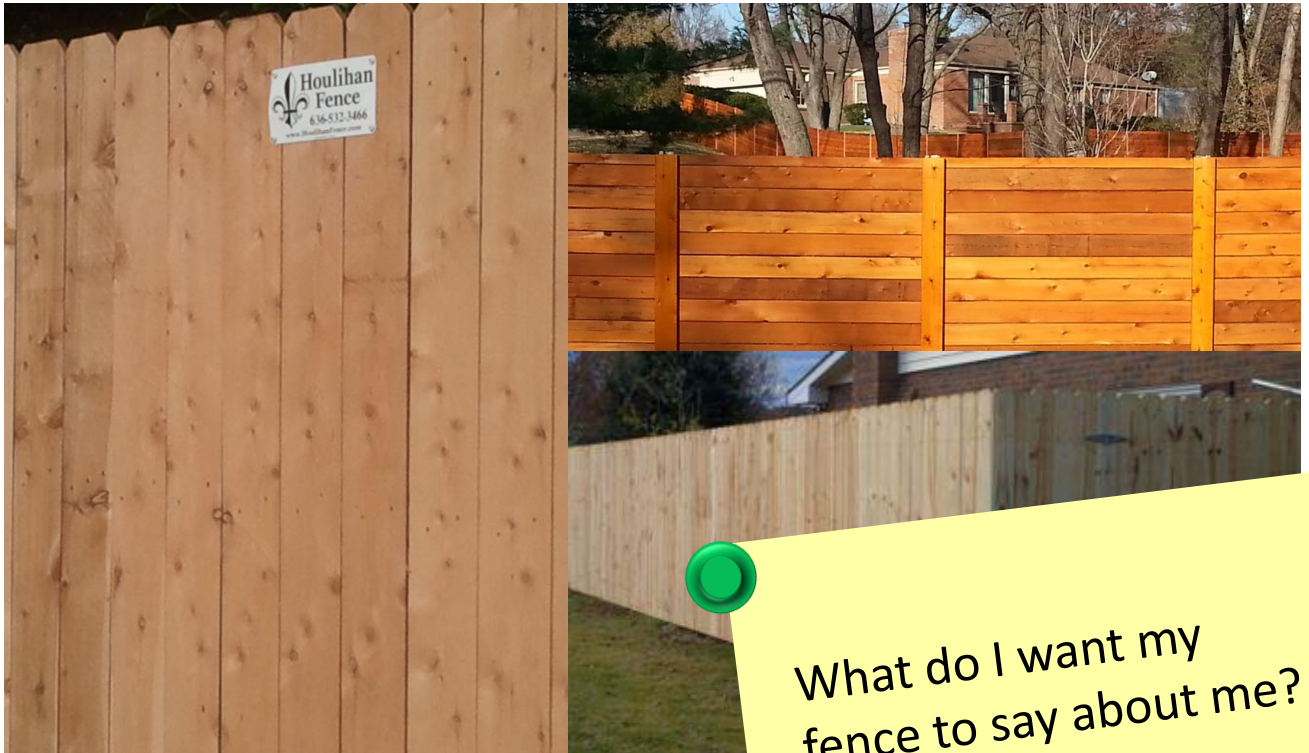
- Basket weave
 - This contemporary style allows for more airflow than the traditional horizontal fence.



What do I want my fence to say about me?

Fence Styles & Materials

- Wood
 - Eastern Red Cedar
 - Medium Hardwood
 - Longest lasting
 - Western Red Cedar
 - Softwood
 - Treated Pine
 - Medium Hardwood
 - Most economical



What do I want my fence to say about me?

Fence Styles & Materials

➤ Ornamental Fencing

➤ Aluminum

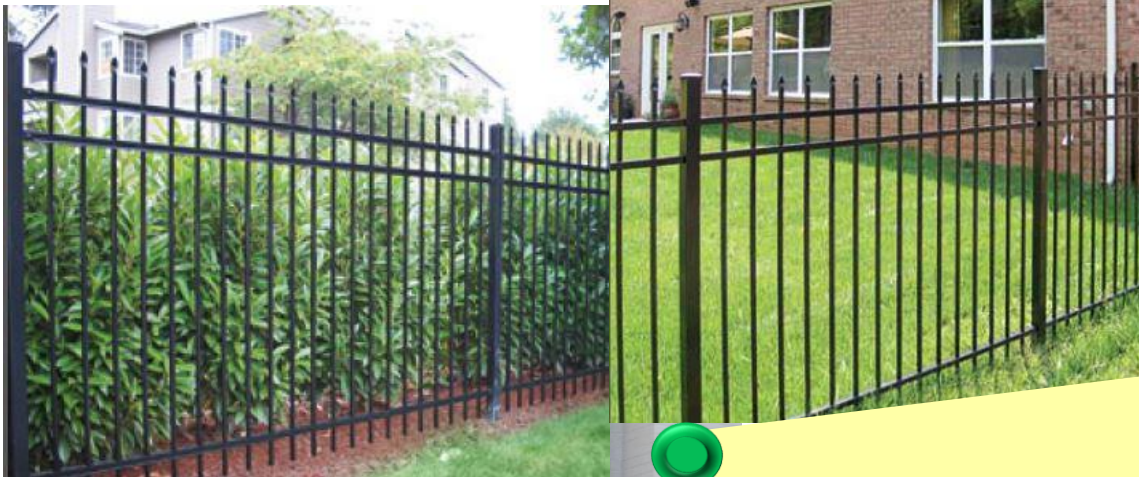
- Maintenance Free, Lifetime Warranty

➤ Steel

- 11 – 20 year Warranty, more durable than aluminum

➤ Wrought Iron

- Most expensive, highest maintenance, most decorative

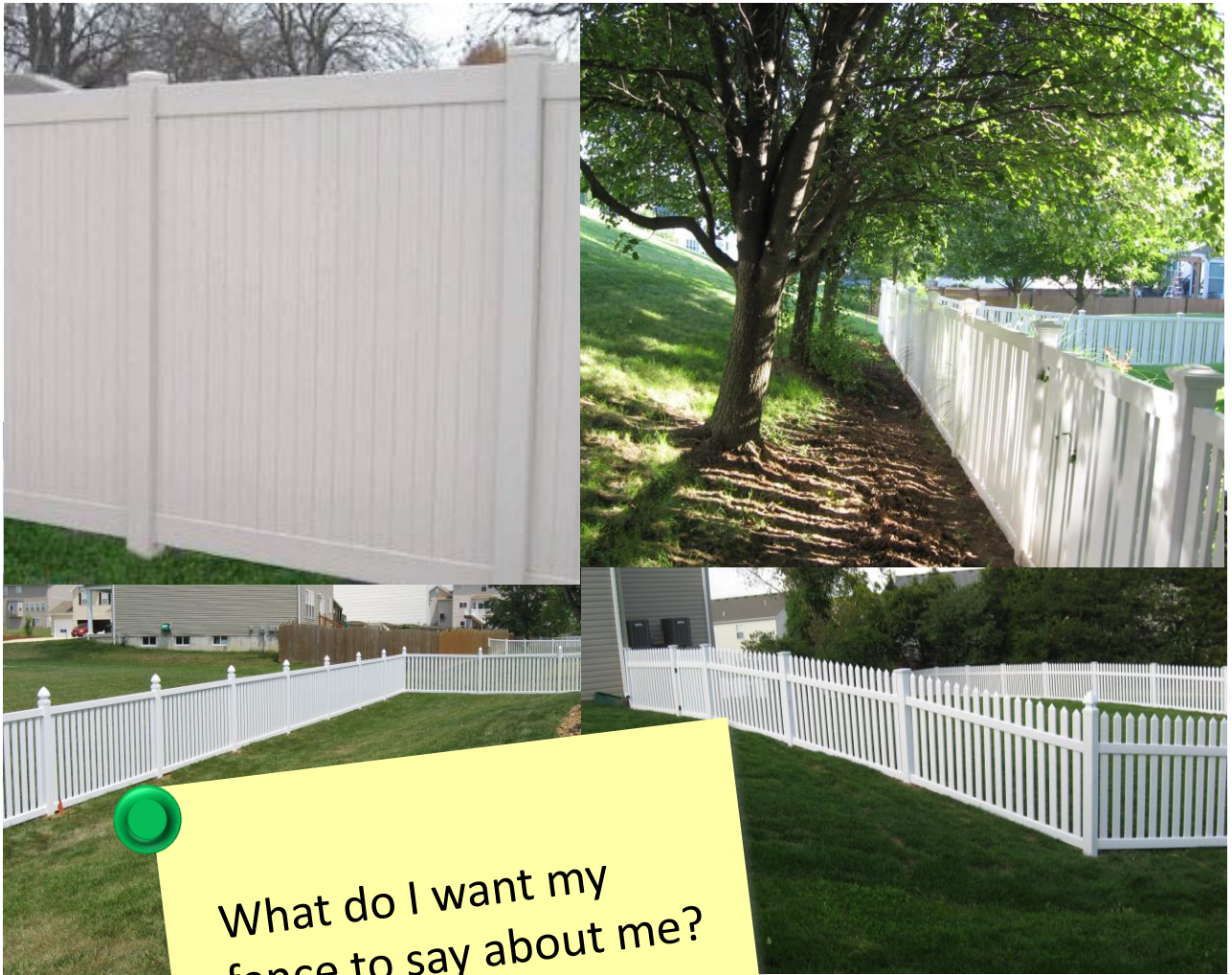


What do I want my fence to say about me?



Fence Styles & Materials

- Vinyl
 - Maintenance Free
 - Lifetime Warranty
 - Variety of Styles and Colors



Fence Styles & Materials

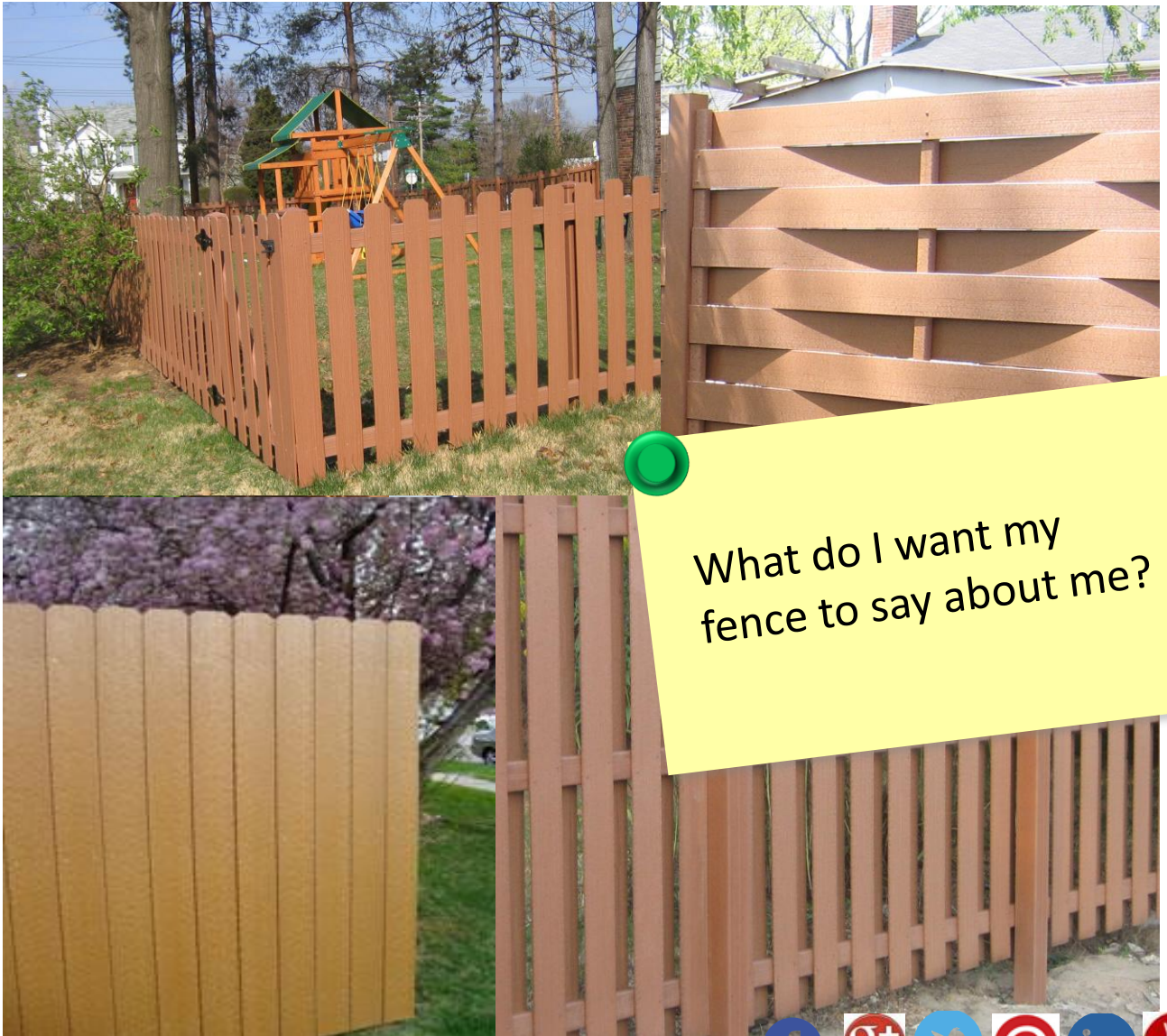
- Chain Link
 - Available in galvanized steel or vinyl coated
 - Galvanized most affordable



What do I want my fence to say about me?

Fence Styles & Materials

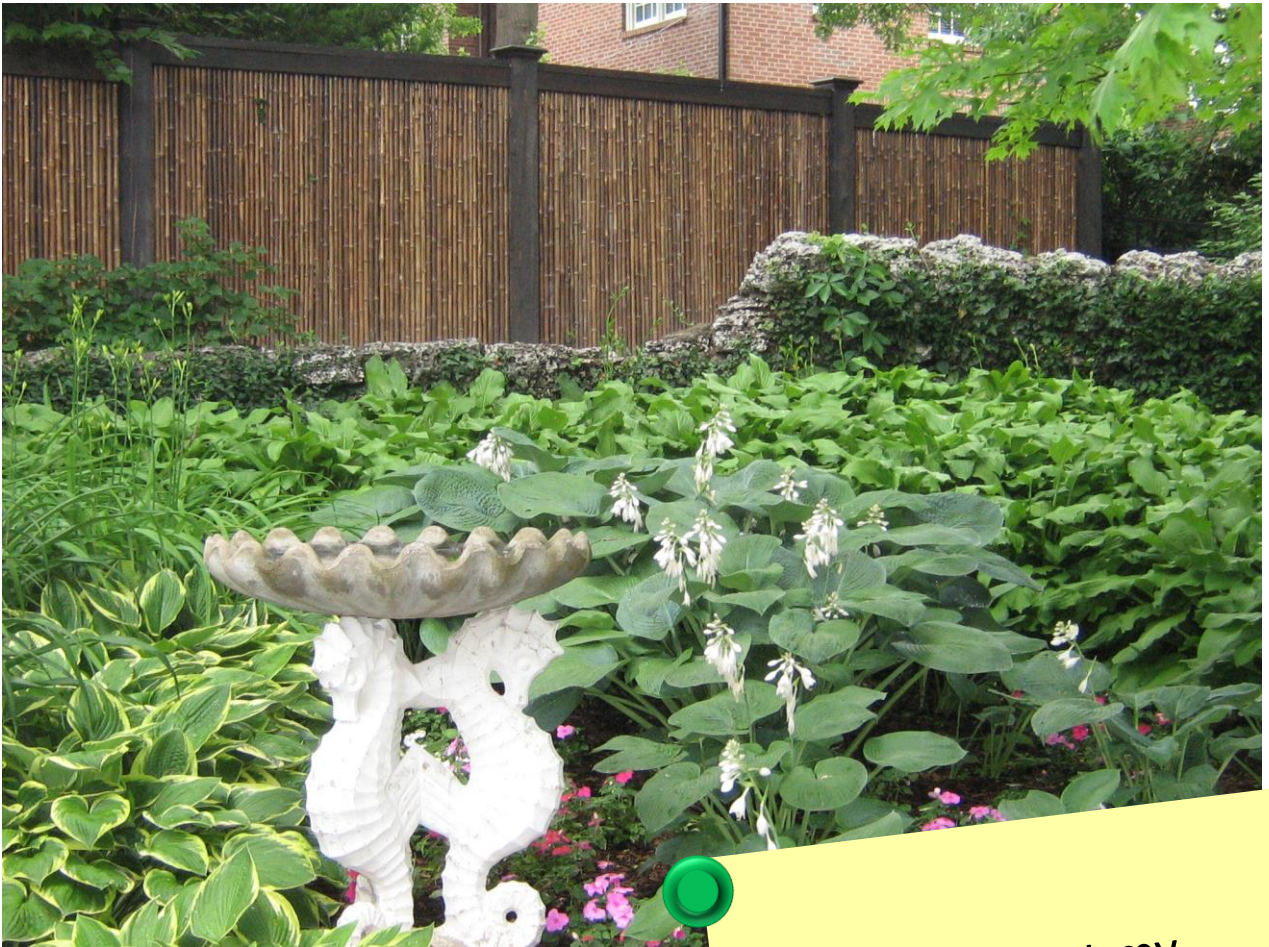
- Composite
 - Recycled materials
 - Maintenance free
 - Variety of colors and styles



What do I want my fence to say about me?

Fence Styles & Materials

- Bamboo
 - Transform any space into a tropical oasis



What do I want my fence to say about me?

Fence Styles & Materials

- "Concrete/Stone" Composite
 - Ideal for noise abatement
 - Natural looking textures



What do I want my fence to say about me?

CHAPTER 3:

Gates



What will I be moving in & out?

Determining how much space you need to have to move in & out of your fenced in area is important.

Gates

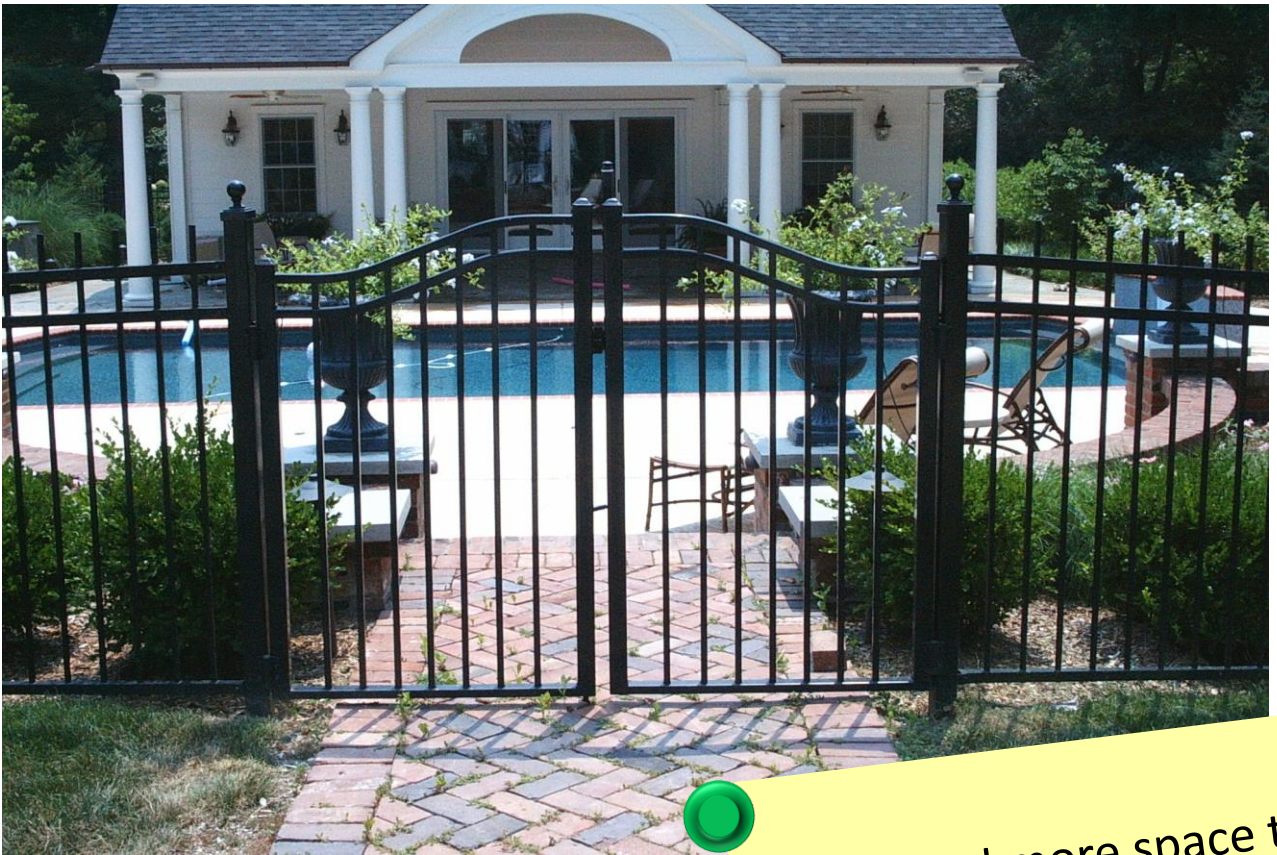
- Single Walk Gates
 - How wide of an opening do I need?
 - Do I need additional security features like a self-closing hinge or lock?
 - What will I need to move in and out of my enclosed space?



Will I be just walking through the gate?

Gates

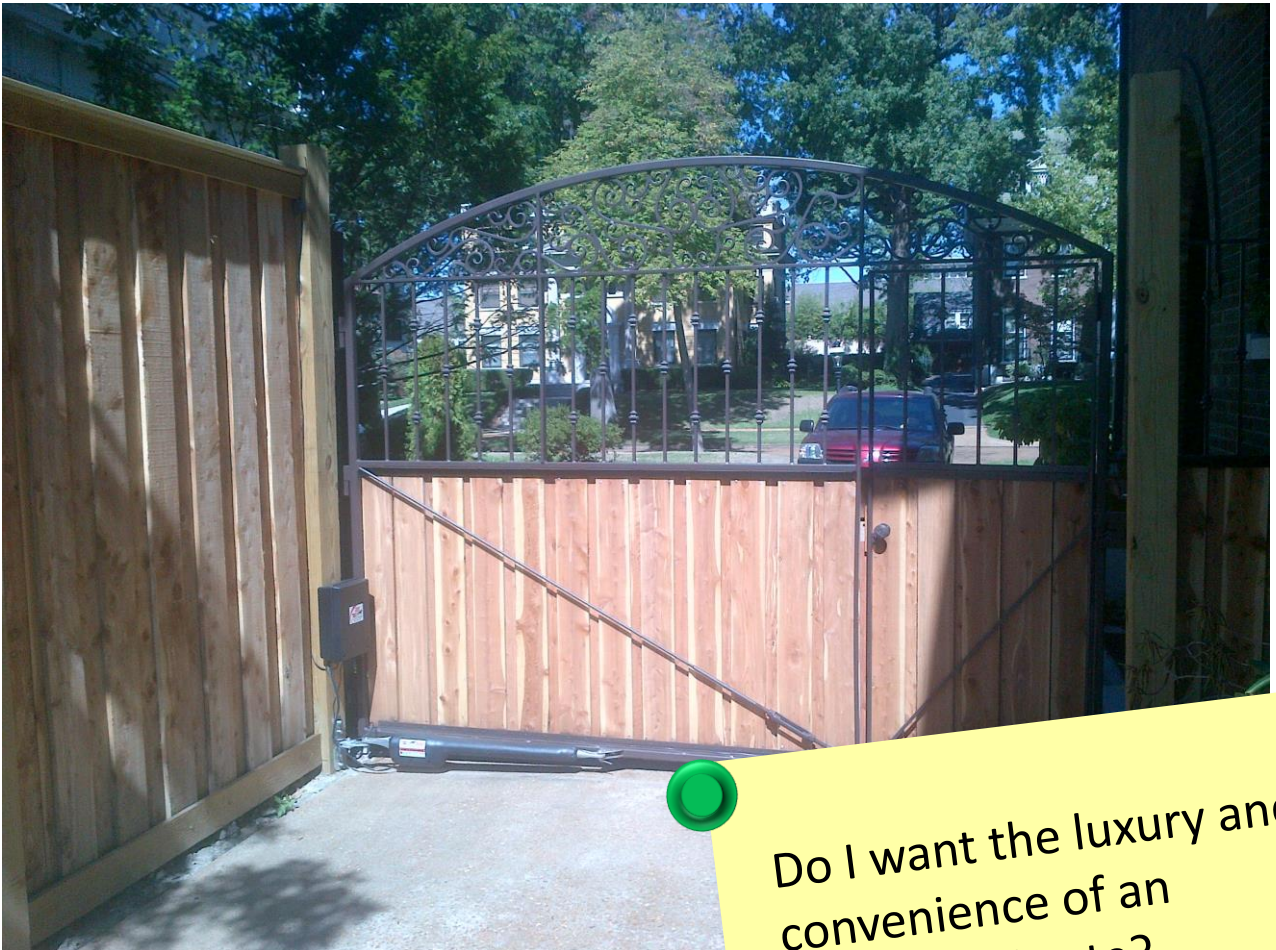
- Double Drive Gates
 - Do I need a larger opening for my riding lawn mower or other equipment?



Do I need more space to bring in lawn or pool equipment?

Gates

- Automated Gates
 - Electric and solar powered operators available
 - Adds convenience and security
 - Keypad or remote access



Do I want the luxury and convenience of an automated gate?

CHAPTER 4:

DIY or Professional Installation?



Time is money!

DIY is a consideration for homeowners who have carpentry skills, time to take on a project and a desire to save money. If you don't have all 3, you will want to invest in professional installation.

DIY or Professional Installation?

➤ DIY – What you need:

- Fence Materials, including concrete, screws/nails
- Post hole digger, shovel, hammer, string line, level, tape measure
- Fence Permit, if required by your city

➤ Basic Steps

- Step 1: Mark Fence Location
- Step 2: Set Posts
- Step 3: Cut Pickets
- Step 4: Assemble Fence Panels
- Step 5: Attach Panels to Posts
- Step 6: Assemble Gate
- Step 7: Add Decorative Finishes



➤ Resources:

- <http://www.diynetwork.com/how-to/how-to-build-a-custom-picket-fence/index.html>
- Some fence companies will offer consulting services to guide you through your project. This is a great solution – their expertise will save you time and money.

Do I have the skills and time to manage this project?

DIY or Professional Installation?

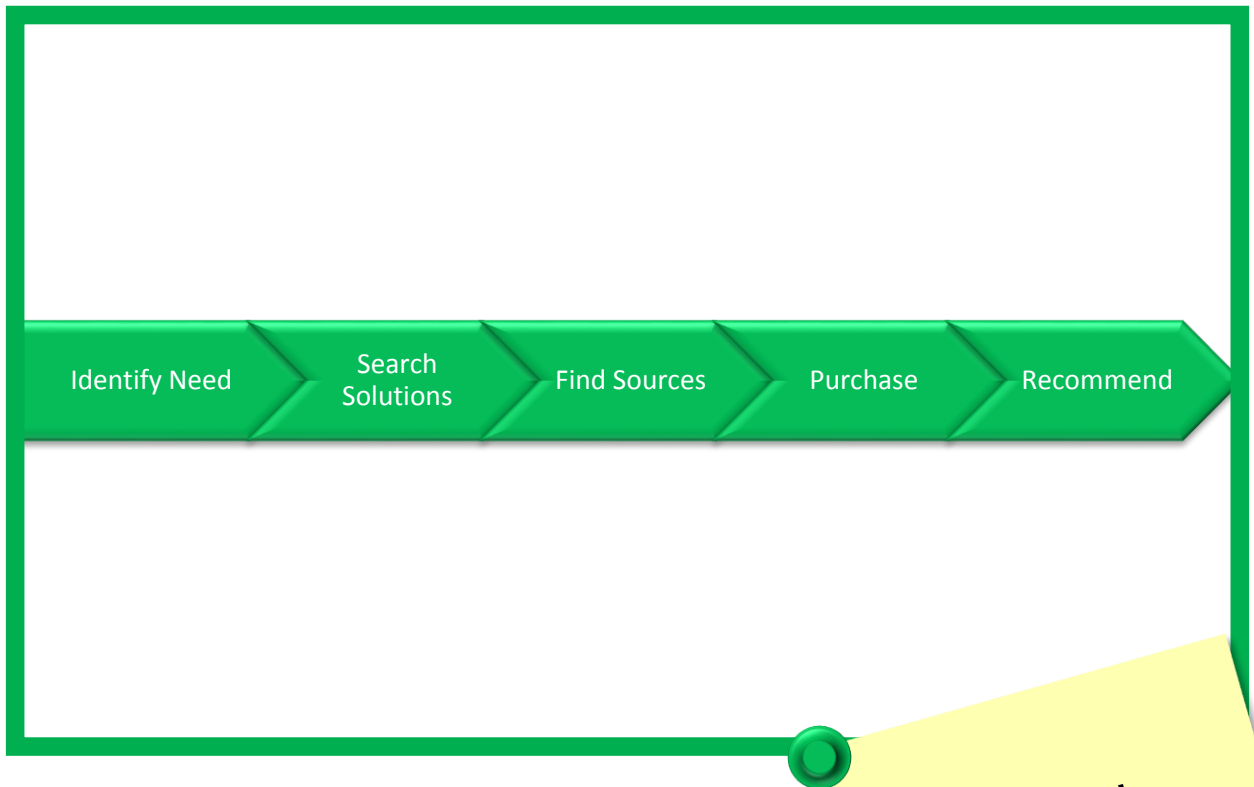
- Professional Installation – What to look for:
 - Experienced company with trained fence technicians
 - Reputable business with liability & worker's compensation insurance
 - Understand local fence regulations
 - Positive reviews online (Better Business Bureau, Angie's List, Google)
 - Informative website
 - Professional photos of their work on their website
 - Testimonials on their website
 - Free estimates available



Is it worth my peace of mind to put this project into the hands of the professionals?

CHAPTER 5:

The Buying Process



Now that you are clear about why you need a fence, what style and type of material best meet your needs, how many gates you need and you'd like a professional to install it, it's time to start shopping for the right fence company that will listen to what you want.

Where do I begin?

The Buying Process

- Identify Need
 - WHY are you buying the fence?
 - Review Chapter 1
 - Be sure to let the fence company know your WHY



The Buying Process

➤ Search Solutions

- Which style best meets my needs?
- Which material meets my maintenance needs?
- What is the best fence for my budget?
- What guidelines or restrictions does my city or subdivision place on my selection of a fence?



What is the best fence style and materials for my WHY?

The Buying Process

- Find sources you TRUST
 - Look for fences in your community that you like
 - Fence signs often have contact info
 - Ask friends and neighbors about their experience with their fence company
 - Ask friends if they know anyone who works for a fence company
- Online resources
 - Google
 - Social Media
 - Facebook, Google+, You Tube, Pinterest
 - Better Business Bureau
 - Angie's List
 - Yelp



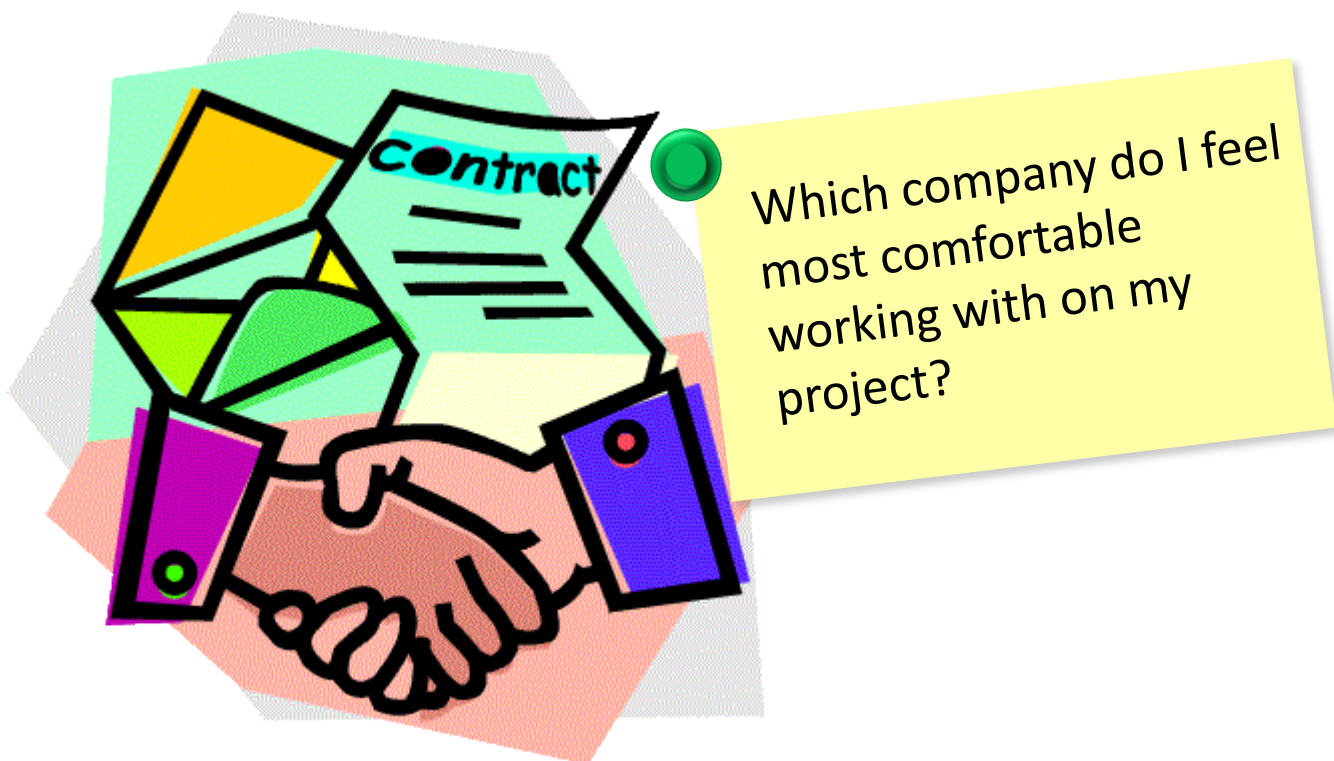
How do I get the best fence at the best price with the best company?



The Buying Process

➤ Purchase

- Which fence company do I feel most comfortable working with?
- Is the owner involved or only employees?
- Do they offer any type of financing?
- What should I look for in a contract?
 - Product Warranty
 - Workmanship Warranty
- Deposit is typically 50% so the fence company can order your materials



The Buying Process

- Recommend
 - Make a difference for others & post a review sharing about your experience.
 - Company's Facebook or Google+ pages
 - Google
 - Yelp
 - YP
 - Yahoo
 - Many reputable companies will reward customers when they refer their family and friends. Ask about a customer reward program.



Customer reviews can make a big difference for others buying the same product.

CHAPTER 6:

What to Expect During Construction



You are almost there! You've chosen the perfect fence with the best fence company. What's next?

What to Expect During Construction

Pre-Construction Details

- Fence line measurements are finalized, based on a survey, if required.
- Apply for a fence permit.
 - Many municipalities require a fence permit. This is the homeowner's responsibility. Your fence company should assist you in completing the paperwork.
- Subdivision approval, if needed
- Set installation date – weather can impact this
- As a courtesy, let your neighbors know about the fence.
- Fence company orders materials.
- Fence company calls in underground cables.
- Personal utilities, such as irrigation lines, pool plumbing, drain tiles, underground lighting wires, need to be clearly marked.



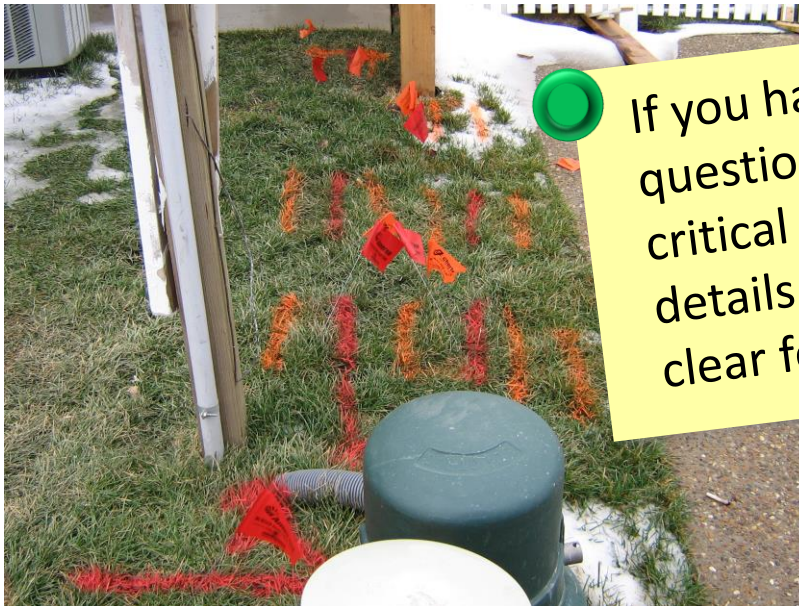
What are my next steps?



What to Expect During Construction

Getting Ready for the Installation

- 3 feet around the fence line needs to be clean and clear of any debris, brush, animal waste, etc.
- Let your fence company know how early or late they can be at your home
- Make sure they know where the outside electrical outlet and water spout are located.
 - If your outside water is turned off for the winter, be sure to turn it on during your fence project construction.



If you have any questions, this is a critical time to get the details of your project clear for everyone.

What to Expect During Construction

Construction Day(s)

- Remember, construction is messy – the dirt from post holes has to go somewhere.
 - Make sure you have discussed how you want the dirt to be disposed.
- If something needs to be changed, NOW is the time. Make sure you get the work change order in writing to avoid any confusion.
- Many times, it's not required that the homeowner is present during construction.
- Stay in communication.



Be clear who is responsible for landscape cleanup.

CHAPTER 7:

Maintenance & Repairs



How do I know
if my fence
needs repaired
or replaced?

Congratulations on your new fence!
Now you want to make it last and
keep it looking good as long as
possible.

Maintenance & Repairs

Maintenance Tips

Many fences do not require maintenance. It's a personal decision about how important it is to you that your fence remains looking like new.

- Wood
 - Staining/sealing is optional. The benefits of staining include lengthening the life of the fence and having it be a certain color. Unstained wood's natural color quickly fades.
- Vinyl/Composite
 - Can be cleaned with soapy water if necessary.
 - NEVER paint a vinyl fence.
 - NEVER place a barbeque grill next to your vinyl fence.
 - NEVER screw attachments to your vinyl fence as it could void your warranty.
- Ornamental
 - Aluminum & Steel are maintenance-free.
 - Wrought Iron needs rust mitigation.
- Chain Link
 - None required.
 - Can be painted with a roller.

How new do you want your fence to look?

Maintenance & Repairs

Possible Repairs

Email a photo of your repair to get a quick estimate from your fence company. Also, find out what your insurance company expects.

- Gate doesn't open/close
- Posts are rotten
- Wind damage
- Fallen tree branches
- Car accident
- Rust
- Animals chewing on fence/hardware



Maintenance & Repairs

Warranty Issues

- Keep a record of your warranty with your important paperwork. Details may be included on the original fence contract.
- Material warranties are handled directly with the manufacturer, although the fence company who installed your fence may assist with the warranty process.
- If your material is under warranty and fails, you will still have to pay for the labor to remove the faulty materials and install the new materials.
- Be sure to clearly read the warranty so you know what is covered and what is not. You also want to make sure you do not modify the fence to void the warranty.
- Reputable fence companies will include a workmanship warranty on their contract. Many times, poor workmanship errors are immediately noticed.



Be clear about what is covered and what is not.





Thanks for
reading!

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Fence estimate today!

<http://www.HoulihanFence.com>

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special
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