



Whether you are purchasing a fence for the first time or replacing an existing one, there are many items to consider before making that purchase.

OK. You have decided you want to purchase a fence. Now the questions: What type of fence do I really want/need? What type of warranty do I get with each type of product? These are the two questions that come to mind, but there are many more you may not have considered. After answering this questionnaire, you will be more prepared to discuss your options with your estimator.

Specific Fence Questions You Need to Ask Yourself:

- ✓ *What am I really looking for the fence to do: provide privacy, keep pets and/or children in/or out of the fence enclosure, or provide a decorative look to my property?*
- ✓ *What height fence am I looking to purchase? Fence comes in standard heights beginning at 4-foot. Most pool enclosures must be at least 4-foot. (Local codes may vary).*
- ✓ *Will I need any walk gates or driveway gates? If so, how many and where do I want to have them installed?*
- ✓ *What type of material would I like my fence to be? The most popular choices are chain-link, vinyl chain-link, vinyl, aluminum and wood. (You may check out the different materials on our website).*
- ✓ *What styles and colors am I most interested in? (Are there ones you have seen that you like or dislike)? There are many styles to choose from with today's materials. Check the *Available Materials* tab on our website to view some of those styles.*
- ✓ *Where do I want my fence located? Any obstacles: large tree, rocks, garden. Is a pool in my future?*
- ✓ *Do I have items that might get into the way: buried drains, sprinklers, water, pets, foundations?*

- ✓ *Would I like any special accent pieces on my fence? Solar or wired lights on a timer add a nice accent to your fence and there are others available. Check our web site for the types of accent pieces available for the type of fence you are interested in having installed.*
- ✓ *Am I going to use part of an existing fence (tying on)? If so, is the fence going to match or compliment?*
- ✓ *Do I have an old fence that needs to be removed and disposed?*
- ✓ *What is my timeframe for having the fence installed? Is there a special occasion coming up?*
- ✓ *Do I need the added security of an access control gate?*
- ✓ *Do I need to obtain a permit to have the fence installed? Check with your local community. Peachtree City requires a permit.*
- ✓ *Do I live in a community with a HOA? If so, it would be a good idea to check with the association to determine if there are any restrictions on the type and placement of a fence.*
- ✓ *Would financing help me in my decision to purchase a fence? Financing is available.*

Questions You Want to Ask Your Estimator about the Company:

- *How many years have you been in the fence industry?*
- *Are you a Certified Fence Professional and / or a member of the American Fence Association?*
- *Are you licensed, bonded and insured?*
- *Are you a member of the Better Business Bureau? Have you ever had any claims against you with the BBB?*
- *What type of training do you provide for your employees? Do any of your employees attend the AFA field training school?*
- *With the ever changing industry, by what means do you keep current with technology and education in the fence industry?*
- *What quality level is your work? Do you ever sacrifice quality for price?*
- *Will you provide me with references of your work and any letters of recommendation you may have received?*
- *Are your projects started and completed on time? If not, explain why.*
- *Has a customer ever sued you?*
- *Have you ever filed bankruptcy?*
- *Is your business a drug free work place?*
- *Do you use sub-contractors?*
- ***Tell me why I should choose your company and products over someone else.***
- *What do you offer your customers that the competition does not?*
- *What does your job site clean-up include?*
- *Who are your closest competitors that I should also get estimates from?*
- *Is financing available? If yes, what do you offer?*

Questions for Estimator Concerning Warranty and Maintenance:

- ❖ *What type of warranty do you offer?*
- ❖ *What are your warranty claim procedures?*
- ❖ *Have you had any warranty claims? If yes, what was/were the issue(s)?*
- ❖ *Are your warranties transferable?*
- ❖ *What do you do to ensure your products are the best in the industry?*
- ❖ *Who do you get your material from and how long have they been in business?*
- ❖ *Does the supplier protect your product in transport?*
- ❖ *Is there a procedure in place to resolve any problems that may occur with my fence?*
- ❖ *What maintenance level should I expect from your product?*
- ❖ *What is the life expectancy for my type of fence?*

Questions to ask Estimator about the Fence:

- ❖ *What type of materials do you offer/recommend for the type of project I have in mind?*
- ❖ *When can you start and complete this project?*
- ❖ *Will your company stay on my job from start to finish?*
- ❖ *How will you keep me informed of the status of my fence?*
- ❖ *What type of security can you offer me?*
- ❖ *Will the fence roll with the grade, run level or stair step?*
- ❖ *Do I have any easements to contend with?*
- ❖ *Am I responsible for locating my property pins or will you do that for me?*
- ❖ *If there are buried utilities in the way of the location of the fence, what action will you take? What about private buried utilities?*
- ❖ *What is your procedure if a buried utility line is cut?*
- ❖ *Who takes care of calling to locate utilities?*
- ❖ *What is the minimum and maximum space under my fence?*
- ❖ *Can you remove and dispose of my old fence?*
- ❖ *What will you do with the extra dirt from digging the postholes?*
- ❖ *How deep will the posts be set? How much concrete will you use in each hole?*