

FENCE News

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Equipment and maintenance yards on Indian Reservation demand secure and visually attractive perimeter fence, while logistics calls for creative solution

The Duck Valley Indian Reservation, which was established by the federal government in the 1870s and 80s, is home to the Western Shoshone and Northern Paiute Tribes. It straddles the Idaho/Nevada border and covers more than 400 square miles.

Even though it is situated equally in both states, most of the 1,600 to 1,700 native Americans living on the Reservation make their homes on the Nevada side. It is interesting to note that the tribal headquarters building sits squarely on the border of the two states, half in Idaho and half in Nevada.

Today, farming and cattle ranching are the primary sources of income for tribal members.

Vacationers, fishermen, and hunters also contribute to the local economy. The nearby Wild Horse Reservoir and the three lakes on the Reservation provide excellent recreational and fishing opportunities.

Over the past few years, the Tribes have been acquiring heavy construction equipment to start their own company under the SBA's 8(a) Business Development Program, which is designed to help small, disadvantaged businesses compete in the marketplace.

Once the business is fully operational, the Tribes will be able to maintain and upkeep more than 350 miles of roads on Reservation land as well as to perform projects off the Reservation.

As the Tribes' fleet of equipment grew, it became apparent they needed a new yard to provide a safe and secure location to store it.

With the help of federal highway funding, the Tribes were able to move forward and install a new chain link fence with factory-inserted slats that would provide the security and priva-

cy they needed. While security was an important issue to the Business Council, the fencing also had to provide an attractive appearance for visitors coming to the Reservation, especially from the south.

The Council determined that the privacy slats would provide privacy and look good, too.

"Because the Reservation is a sovereign nation, and because government guidelines mandate the process,

we had to advertise for sealed bids to construct the new fence. Working closely with the Business Council we put together a comprehensive design plan and advertised for bids in designated areas," said Steve Dean, the Tribes' Project Director.

Just by chance, Leonard Newman, father of Mark Newman, the owner of Boise River Fence in Boise, Idaho, happened to see the advertisement for bids in the Sunday newspaper. He thought it might be a good job opportunity and told Mark about it.

Mark, in turn, asked Mike Lincoln, the company's commercial estimator, to prepare and submit a bid on the project.

Lincoln immediately put together what he hoped would be a competitive bid and forwarded it to Dean at the Reservation.

(Boise River Fence is a full-service fence company installing fencing and offering related services since 2001. They install both residential and commercial fence year-around, and the Duck Valley project was well within their scope of operation.)

The Council accepted the Boise River bid, and soon after, Lincoln met with Dean to finalize the product and installation.

Lincoln knew that because of his competitive bid and tight cost projections, he would have to install a fence that went up quickly and easily.

He also knew that because of the remote location of the Reservation, the installation time involved would simply be too short to allow installing the chain link fence in one step and following up by inserting slats by hand on the job site in yet another step. It would be even worse if the crew had to make multiple trips to the Reservation for each step of the installation.

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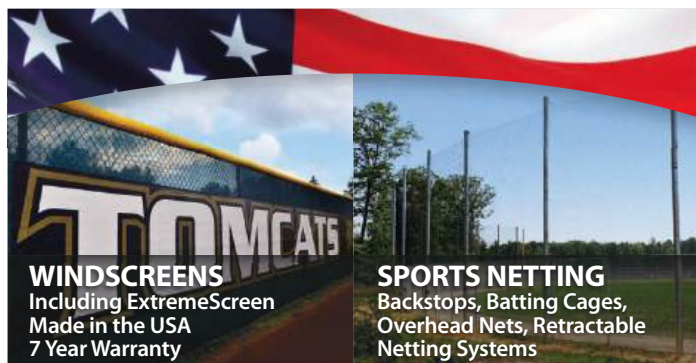
The new Noodle Link fence by PrivacyLink installed next to a section of the old fence at the maintenance yard shows the night-and-day difference the privacy slats made.



The entrance to the equipment yard has a large sliding gate to allow easy access for the Tribes' heavy equipment and other machinery. (Photos courtesy PrivacyLink®)

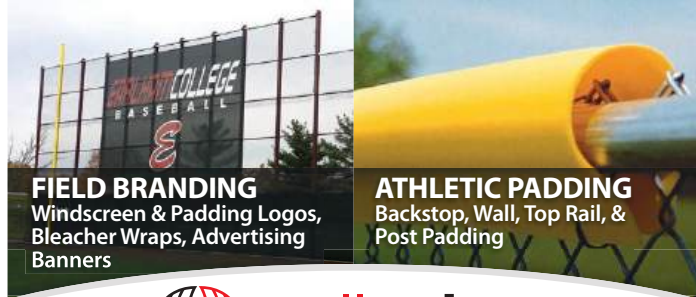


The above photo shows the recently completed equipment yard with the new PrivacyLink perimeter fence that provides privacy and security.



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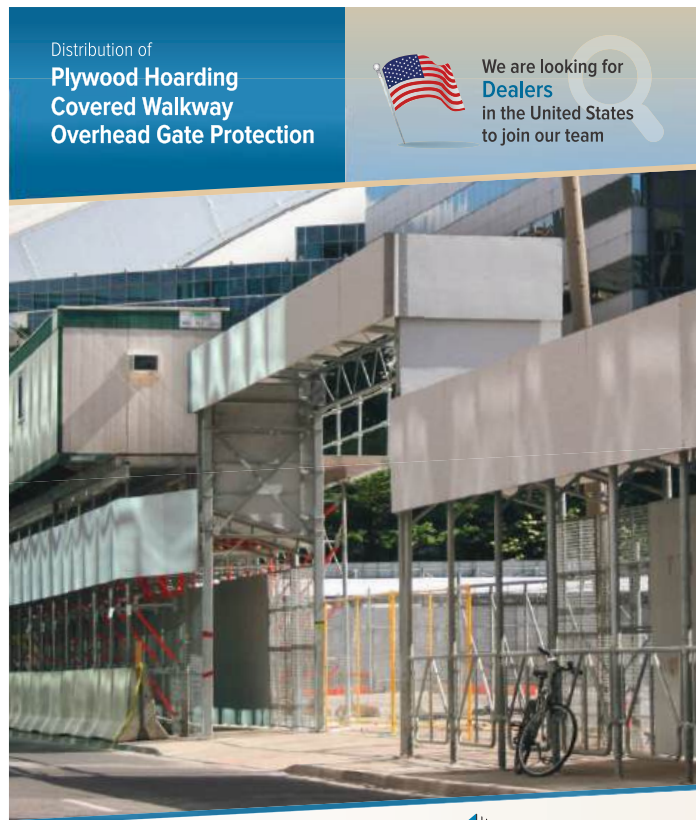
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Once the project for the new equipment yard got underway, the Business Council and Dean determined that the old maintenance yard, which was located adjacent to the new equipment yard, should also be secured with a



Pictured above, left to right: Steve Crossgrove, PrivacyLink national sales manager; Mike Lincoln, commercial estimator for Boise River Fence; Steve Dean, project manager for the Duck Valley Indian Reservation; and Scott Hoggan, president of PrivacyLink.



Look closely and you can see the round "noodles" which lock the slats in place at top and bottom.

new fence. At that time, it was only protected by an old dilapidated chain link fence, which had long since fallen into disrepair.

The project immediately increased in size.

Lincoln contacted his local fence distributor, the Merchants Metals Boise branch, for suggestions for a chain link fence that had the slats already in the wire.

During a call with Matt Lowe, the Merchants Metals account manager, Lowe recommended that Mike go with a relatively new product called Noodle Link™ that was designed and is manufactured by PrivacyLink® of Utah.

He informed Lincoln that Noodle Link fence uses flexible round tubes to securely lock the slats in place at both the top and bottom of the fence. And because both the noodles and the slats would already be in the wire when he received the fence, he would be able to install the chain link fence and the slats at the same time, which would cut down on his travel and installation



As residents of the Duck Valley Indian Reservation acquired heavy machinery to operate an 8(a) construction company, they needed a secure enclosure in which to store it. The fence also had to shield the yard and be visually presentable to the vacationers, fishermen and hunters who visit the area and contribute to the local economy. The remoteness of the location demanded that the number of installation trips to the jobsite be kept to a bare minimum. Utilizing chain link with factory-inserted privacy slats helped a great deal in meeting that goal. The above photo shows a full-on side view of part of the fence line, while the bottom photo shows a side view of a large section of the fence.



time and help ensure he would meet his bid.

Lowe also said that Noodle Link would look good over time and meet all of the Reservation's specifications.

Lowe sent samples of Noodle Link that included available colors to Lincoln, who in turn, showed them to Dean, who liked what he saw. Dean felt good about the fence, especially since it was available in beige, which he felt would blend in with the existing fencing they already had on site, and with the high mountain desert country of northern Nevada and southern Idaho.

Lincoln and Boise River knew they would have a unique situation going into the project.

The Reservation, being a sovereign nation, and because the Tribes have a Tribal Employment Rights Ordinance (TERO), Native American labor would have to be used to install the fence.

This would benefit the Reservation because it suffers from about 65 percent unemployment. Involving local forces would give at least one tribal member a job, although temporary, and would also provide an opportunity to gain valuable experience.

Konlee Decker was chosen to work on the project and help install the fence and, according to Lincoln, "Konlee did a fantastic job."

Boise River assigned Justin Stucker to install the fence. According to Lincoln, Stucker "Is one of the most knowledgeable fence installers in the

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Pacific Northwest.”

Lincoln said, “Justin and Konlee installed the entire fence in about two weeks, starting early and working until dark on several nights. The fence they installed at Duck Valley is an excellent example of a very tight chain link fence rolling with the terrain to function as it should and looking like it literally grew out of the ground.”

Dean commented that “the Tribes are quite pleased with the finished product and, even though we had some

minor issues that the fence manufacturer and the contractor addressed, we believe the fence will provide the Tribes with just what they needed for many years to come.”

Boise River Fence recently won the bid for the second phase of the project, and it has placed an order with Merchant Metals for an additional 3,225 feet of Noodle Link fence.

• *Boise River Fence is a full-service contractor serving residential, industrial and commercial customers in Idaho since 2001. The company offers ornamental wrought iron fencing, deck railing, vinyl fence, cedar fence, chain link fence, temporary fence, concrete fence, wrought iron arbors, agricultural fence, and automated security gates. Boise River Fence also*

operates its own full service metal fabrication and powder coating facility. For more information on the company and product offerings, visit www.boiseriverfence.com.

• *PrivacyLink®, headquartered in Smithfield, Utah, manufactures and/or distributes chain link fence with Factory Inserted Slats™, privacy fence slats, ornamental fence, steel privacy fence, concrete fence, simulated stone fence, and composite fence, as well as fence fittings, accessories and hardware. For more information, visit www.eprivacylink.com.*

• *Merchants Metals is one of the largest manufacturers and distributors of fence systems in the U.S. Its line of products includes perimeter security solutions for industrial, com-*

mercial and residential applications. The company's products are manufactured and distributed through 39 service centers and 4 manufacturing facilities strategically located throughout North America. For more information, visit www.merchantsmetals.com.

Steve Alsip to direct marketing and product development at Southwest Automated Security

DALLAS – Steve Alsip, a veteran employee of Southwest Automated Security (SAS), has been promoted to vice-president of marketing and product development.

Headquartered in Dallas, Southwest Automated Security is a non-installing stocking wholesale distributor of gate operators, access control systems, telephone entry systems, CCTV and peripherals for all types of applications. SAS has locations in Texas, North Carolina, Florida, Oklahoma, Louisiana, Arizona, and Nevada, and others are planned in the near future. SAS was established in 1996.



Steve Alsip

“I’ve been with SAS for close to 14 years now,” said Alsip. “I started my career in the warehouse doing shipping and receiving. Over the years I’ve done just about every job possible in the company. My main responsibilities now are to help us grow by showing the world who we are and what we do.

“I’ll be in charge of all advertising and promotional activities,” he said. “I’ll also serve as a liaison between our company and vendors, as well as with trade affiliates such as the American Fence Association, the International Door Association, the National Ornamental & Miscellaneous Metals Association and others.

“On the vendor side, I will help promote new products, and make sure everyone in our company is up to speed,” he added.

“I was born and raised here in Dallas. I love Texas, and I couldn’t imagine living anywhere else. That is, unless Jeff (president Jeff Goodwin) decides to open up an SAS in Hawaii, in which case I’ve got dibs.”

Alsip has been married to his wife, Amy, for 14 years. She’s a school teacher, and is about to finish up her PhD at Texas Christian University. They have two daughters, Lily, 10 and Gracie, 8.

For more information on SAS, its products and its locations, visit www.southwestautomated.com.

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