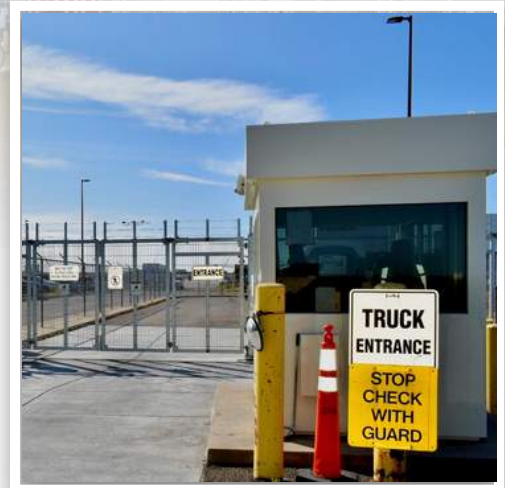




FENCE | AUTOMATION | SECURITY

# TAYLOR FENCE: DELIVERING TURNKEY EXCELLENCE FOR FEDEX EXPRESS DENVER INTERNATIONAL AIRPORT



In the fast-paced world of logistics, where every second counts, seamless operations are crucial. This is especially true for FedEx Express, a global courier delivery services company known for its unwavering commitment to efficiency. In the heart of this logistical frenzy at the Denver International Airport (DIA), Taylor Fence emerged as the unsung hero in a project that epitomized precision, speed, and excellence.

“Proud to have found this company.”

~ Christine Lang, Facilities Advisor, FedEx Express



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## The Challenge

A bustling hub of activity, this FedEx facility had long been dealing with an aging infrastructure that demanded relentless maintenance and frequent repairs. The culprit? Outdated vertical pivot gates that were showing their age, rusting away, and causing an operational nightmare. For FedEx, this was not sustainable, and they sought a solution with Wallace Perimeter Security and Taylor Fence.



Wallace is an international leader in building the most reliable, durable and effective security gates. When FedEx approached Wallace about replacing their current gates with new bi-folding speed gates, Wallace needed to refer them to a local vendor for quality installation and project management.



Enter Taylor Fence, a company renowned for its expertise in fencing and security solutions. A multiple-phase project, with the FedEx facility being fully operational and trucks moving in and out around the clock, the challenge was immense. However, Taylor Fence was uniquely positioned to address this challenge.

“I think Taylor Fence is definitely a little more sophisticated in the way that they approach business. They're really talented installers, {and a} smart, knowledgeable team. I really do enjoy working with them.”  
~ Stephanie Olynick, National Sales Director,  
Wallace Perimeter Security



## The Solution

The defining factor in choosing Taylor Fence was their promise of a "turnkey service." Unlike other contractors, Taylor Fence did not just offer gate replacement; they offered a comprehensive solution, including the role of the General Contractor. Jeff Poulin, Preconstruction Manager at Taylor Fence explains, "A lot of times when we do this type of project, we would work underneath the general contractor, but we did this work directly for FedEx."



## Coordination Amid Holidays

Timing was critical. FedEx's peak holiday season was approaching, and the gates had a lead time of 12 to 14 weeks. The pressure was on to complete the project before the busiest time of the year.

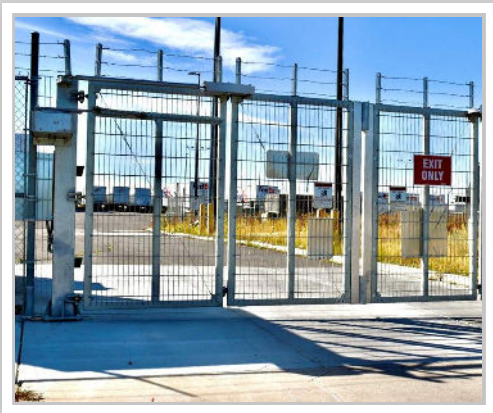
Jeff Poulin elaborates, "Because we had to shut down two of the gates at a time, we did the west entrance first where all the trucks came out, so the trucks were able to come in one direction and leave the other direction. They turned the two entrance gates into an entrance and an exit, and then shut the roadway down, put a temporary fence up and had the fence inspected and approved by the airport security. We had to make a special temporary fence that was on top of concrete Jersey barriers, because that's what DIA required. The team just did a fantastic job.

But it was just a mad scramble to get it done before December so that we could get FedEx Express back up and fully open for their peak busy season."

The road to success was paved with concrete barriers, temporary fencing, and 24/7 security personnel to ensure a smooth transition.

## Security Matters

Being in close proximity to an international airport meant dealing with stringent security protocols. Taylor Fence navigated the complex network of airport guidelines, policies, and permits with precision. The gates were more than mere access points; they were a part of the airport's flight line security system. Safety and security were non-negotiable, and Taylor Fence delivered.



## A Project That Kept Growing

One success led to another. During discussions with DIA security about gate replacements, Taylor Fence uncovered another opportunity.

FedEx was looking into replacing the guard booths as well. Taylor Fence secured a separate contract for the replacement of two guard booths, further expanding the scope of their engagement. Two prefabricated guard booths

were custom-designed to provide not only the highest level of FedEx's security needs, but also within a similar design to the rest of the facility.

Taylor Fence turned to a trusted relationship with B.I.G. Enterprises, Inc to engineer these booths, knowing that both companies share the highest standards in quality manufacturing and installation.

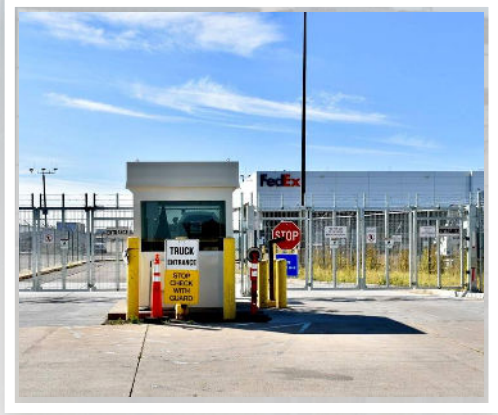
"I know our products are going to be properly installed, so the quality stays intact, which is very important. As security needs to continue to grow, I am quite willing to refer Taylor Fence to any one of my customers."

~ Dave King, VP/Sales, B.I.G. Enterprises, Inc



## Cost Savings and Peace of Mind

For FedEx, the decision to choose Taylor Fence translated into tangible cost savings. FedEx was spending \$10,000 to \$20,000 a month to keep the old gates operational, and there has not been one callback since the new installations were completed. The project was not just an investment; it was a testament to Taylor Fence's commitment to quality and reliability.



## A General Contracting Experience

This project was more challenging than Taylor Fence's typical projects. They assumed the role of the general contractor, coordinating the electrical and concrete subcontractors, managing permits, and overseeing every aspect of the logistically challenging project.



Christine Lang, Facilities Advisor at FedEx Express, shared, “It was a very complicated project with a lot of moving parts and they just did amazing!”

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## Conclusion

The FedEx Express facility project was a resounding success. Taylor Fence demonstrated their ability to provide turnkey solutions for complex projects, setting a new standard in the industry. Their collaboration with FedEx, and a commitment to excellence have positioned Taylor Fence for even greater achievements.

Christine Lang concluded, “Things went smoothly from start to finish with photo and video documentation at every stage.”

In the world of logistics, where efficiency and details matter, Taylor Fence delivered more than just security gates and guard booths; they delivered peace of mind, cost savings, and a brighter future for FedEx Express at Denver International Airport. This project, a testament to their commitment to excellence, will be remembered as a defining moment in the world of security and fencing solutions.