



CASE STUDY:

Safeguarding Critical Infrastructure with Expertise and Dedication

In the realm of infrastructure protection, where every link in the chain is critical, Taylor Fence Company stands out as a guardian of security and safety. What began as a modest fencing enterprise has evolved into a loyal defender of critical installations in the Western United States. In an interview with Hugo Valdez, Senior Estimator for Taylor Fence Company, we gained invaluable insights into their mission, methods, and unmatched commitment to securing our communities, protecting our country, and saving companies from the threat of both financial loss and lives at stake.



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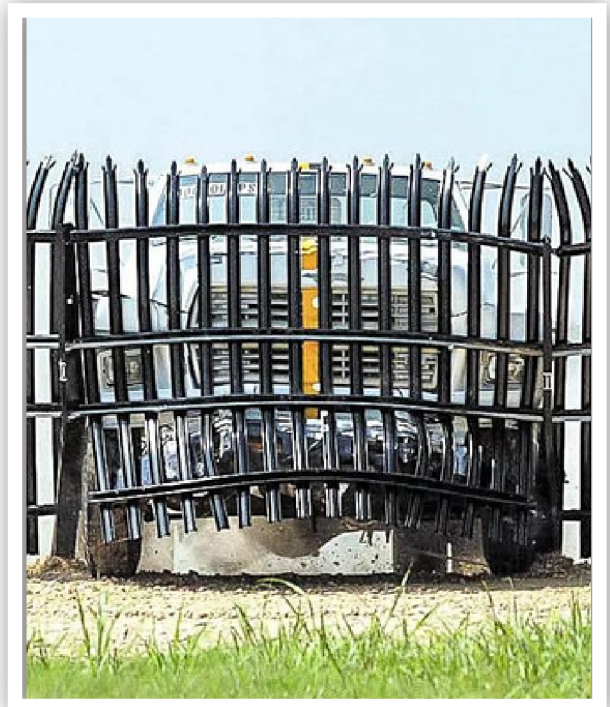
CASE STUDY:
**Critical
Infrastructure**



**Expanding the Scope: Safeguarding
Critical Infrastructure**

Taylor Fence Company's contribution to critical security transcends conventional boundaries. While they are often associated with data centers, their mandate extends far beyond, encompassing a diverse array of critical infrastructure. From water treatment facilities to power plants, data transmission hubs to military bases, police stations to fire departments, Taylor Fence Company is at the forefront, fortifying the very backbone of our nation's security.

As Hugo Valdez eloquently puts it, "Fencing is a niche within a niche industry. People don't often perceive fencing companies as vital to their lives, but we do projects that protect us as a country and safeguard our livelihoods. I have always believed that we are not so much in the construction industry, as we are more of a provider of security services. Thus, we are a service provider. And your level of service depends upon what level of security needs you have. This means we have to approach every project differently and tailored to that project specifically."



Expertise Born of Experience

What sets Taylor Fence Company apart is not just their expansive portfolio, but the depth of experience that underpins every project. A lot of companies combine years of key members' experience to get an inflated amount of professional expertise.

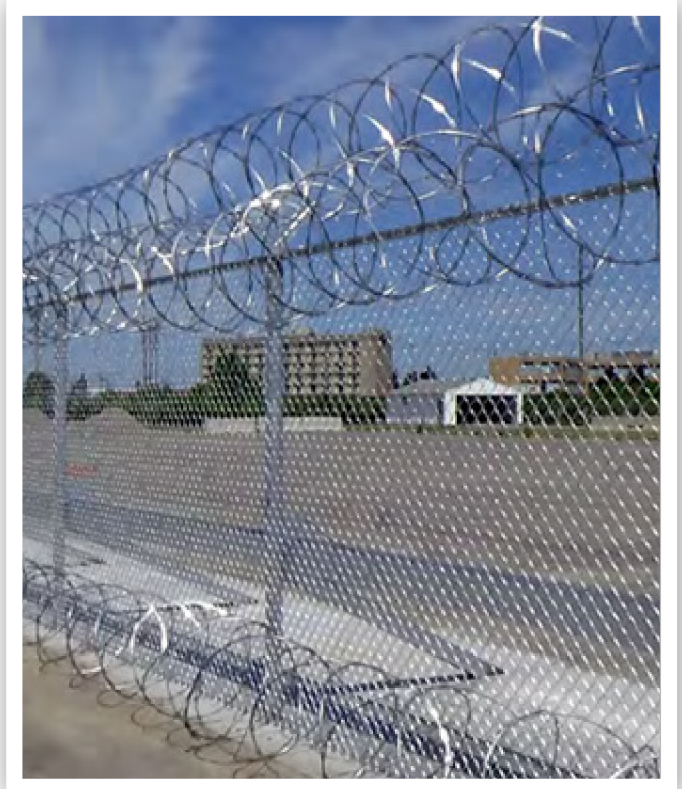
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**Critical
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With Taylor Fence Company, you work with a seasoned team of estimators and installers, in addition to a company that has been in the business for 82 years! This wealth of experience enables them to hone their craft and estimate projects accurately, which greatly reduces any additional costs and provides a transparent process from inception to completion.

"We've got some of the most experienced estimators and installers in the industry," Hugo Valdez remarks proudly. "Many companies seek us out because we get the job done correctly. There have been several instances where we've had to step in and 'rescue' projects that other contractors couldn't complete."

**Navigating Complexities
with Finesse**

Operating across multiple states brings its own set of challenges, from licensing requirements to logistical intricacies. Taylor Fence Company, however, navigates these complexities with finesse, having completed projects in 13 different states and currently active in five. Taylor Fence Co. is aware of the requirements in different states that they have worked in, are comfortable with the knowledge in each one, and can best predict and estimate on projects. Their successful track record is why customers keep coming back. This is where understanding the complexities of a project sets Taylor Fence Co. apart from their competitors.



CASE STUDY:

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For most projects, they are starting with an empty piece of land and are asked to estimate multiple aspects of the project. Due to their vast experience with different projects and contractors, the Taylor Fence team has the ability to intelligently talk about the details of many types of projects and the overall scope of work. As Valdez explains, "We do more scope than a lot of other companies do so, we don't just put the fence in. We put in the gates. We put in the foundation for the gates. We do a lot of low-voltage Access Control Systems. We've expanded into security components to where we do intrusion systems."

Among their many endeavors, Taylor Fence Company's work on the Meta site in Utah stands as a testament to their excellence. Having completed several phases of the project, they have showcased their prowess in securing high-profile installations with uncompromising dedication to quality and precision.



A Beacon of Safety Awareness

Taylor Fence Company's commitment to safety extends beyond their projects; it permeates their industry advocacy efforts. As part of a dedicated group within the American Fence Association (AFA), Hugo Valdez has championed safety awareness initiatives, ensuring that industry standards evolve in tandem with emerging threats and challenges.

"As the past president of the Colorado chapter of the AFA, I am part of a group of individuals that are really trying to grow safety awareness within our industry," Hugo shares. Their goal is to foster a culture of safety that transcends individual projects and permeates every aspect of the work they do.



American Fence Association

CASE STUDY:
**Critical
Infrastructure**



Conclusion: A Legacy of Security and Service

In an age where security is paramount, Taylor Fence Company emerges as a beacon of excellence and reliability. With an unwavering commitment to safeguarding critical infrastructure, backed by unparalleled expertise and a legacy of service, they stand poised at the forefront of national security. They are not just a fencing company; they're guardians of security, protectors of livelihoods, and stewards of safety. And that's a responsibility they carry with pride.

In the ever-evolving landscape of security challenges, Taylor Fence Company remains steadfast, ensuring that our communities are secure, our country protected, and our future safeguarded against threats both seen and unseen.

