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# Press Release

## HOMEOWNERS' ASSOCIATION BOARD MEMBER SINGS PRAISES OF THE VINYL FENCE COMPANY

Orange County Register, CA, --- The dollar figure came as a shock to the homeowners' association board members: they were shelling out some \$40,000 every year to maintain the 5,200 feet of wood fence surrounding San Remo Villas, a Lake Forest community of 115 homes.

And that wasn't counting the hassle, recalls Mike Tierney, the board's treasurer at the time.

"Every time somebody's fence fell down or a slat came loose, we'd have to get bids on repairs from different contractors, and make arrangements with the homeowner. Then we'd have to have the new section of fence painted, and getting an exact paint match was nearly impossible," says Tierney.

This was a few years ago, when the board decided to make an in-depth investigation of costs and options regarding their ongoing fence-maintenance ordeals. Tierney was put in charge of the project, and spent a year researching the pros and cons of vinyl versus wood.

"As I learned more about the two, it seemed a no-brainer that vinyl was the better choice," he says. True, the up-front price tag was a good 20 percent higher than wood, but when he contacted Gordon Knott at The Vinyl Fence Company in Santa Ana, he learned that the vinyl fencing would come with a 30-year warranty.

The first part of San Remo Villas' fence problem had been solved. Tierney had found a product that looked like wood but never need repainting, was impervious to termites, and would never rot from landscape irrigation. Better, 16 homes with wrought iron fencing to keep their hilltop vistas unspoiled, could switch to wrought-iron-look vinyl that never rusted or needed paint.

Tierney was not as confident when it came to tackling the second part of the fencing problem -- that of finding a dependable installer. The decision was made to go with The Vinyl Fence Company, owned by Knott and partner Gary Khatchoyan.

After examining the community, Knott and Khatchoyan said that with one crew, they could complete the project in 115 days. Two crews could complete the project in half the time. But, Tierney recalls, everyone on the homeowners' board was feeling nervous.

"We opted for one crew because wanted to follow their work as closely as possible," he says.

What Tierney observed was that The Vinyl Fence Company crew was great at solving minor problems.

"They were able to work around dozens of glitches," Tierney says. "These homes had been here for 15 years. People had put in patios, planter boxes, patio covers, and all kinds of things that would affect the installation of a new fence."

Installation began in October and went through the holidays, rainy weather and all. Tierney was amazed that the crew bent over backward to accommodate individual homeowners, working on weekends and rushing jobs to make sure things were finished in time for a house party or barbecue.

The project was done in 115 days, just as promised. But that wasn't all.

“In our number-crunching, we figured the project would go at least five percent over budget, which would still be pretty good,” Tierney recalls. “But when the final numbers came in, it was exactly on budget, for more than a mile of fencing and 115 gates.”

Tierney is now an officer on San Remo Villas’ board of directors. He invites anyone curious about the beauty and efficiency of vinyl fencing to visit the community, at the top of Peachwood Road in Lake Forest. Out of 115 homeowners in the community, Tierney says, he has yet to receive one negative comment about the work done by The Vinyl Fence Company.

The Vinyl Fence Company is located at 3301 South Harbor Boulevard, Suite 112, in Santa Ana (at the corner of MacArthur and Harbor). For information, call (714) 210-8888.