

Business

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TODAY

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Aber Fence Makes It To The Big Leagues

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Stadium at University of Houston

By Karen Barbier

When Aber Fence & Supply Co., Inc. was awarded the contract for Enron field, the company realized they would need to work hard and put in long hours. But just like many of their other jobs, the company went the extra mile to bring the job to completion at their usual level of excellence. The fact that Aber Fence & Supply was awarded the project really came as no surprise to the president of Aber.

"Part of what happened on the new baseball stadium was that it was a type of wrought-iron fence that required specialty machining

and I was familiar with the type of tooling required," explains Tim Thibodeau, President of Aber Fence. "It didn't stump me. Some of the other companies might have been a little nervous about the type of design."

He adds, "we were able to price it accordingly and subsequently we were awarded the contract."

Other Notable Projects

Enron Field is not the only large contract the company has enjoyed. In addition to the Enron Field, Aber Fence (a company that is fully bondable) was awarded a contract for the new federal juve-

nile detention center. The company installed over 700 extra large wire mesh panels on the exteriors, which Thibodeau proudly says was completed by company installers in a three-month time frame. He explains that it helps having some of the finest craftsmen in the area working for us.

"The success that this company is enjoying is because of the people who work here, from the sales force, estimators, fabricators, and installers, to the office personnel," says Thibodeau of his employees.

Thibodeau explains that the detention center job required specialty scaffolding. However, rather



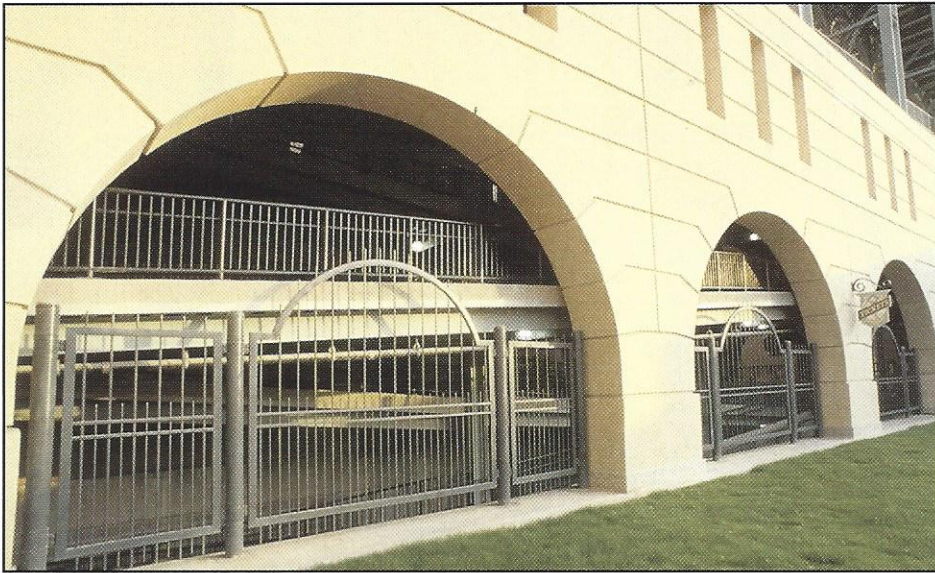
than avoid a contract that might be difficult, they contacted experts in the field. Consequently, they learned from the scaffolding professionals the necessary skills to complete this project and will carry that knowledge to the next project requiring specialty scaffolding.

Another reason Thibodeau believes that Aber Fence will continue its success is because of the commitment Aber's employees have for seeing a job to completion. Thibodeau says that when the company won the contract to complete the fencing for the University of Houston Robertson Stadium, all of the employees realized that finishing the job in the compressed time frame was going to require a lot of hard work.

"Because of the time frame and time crunch, we were all working until 9 and 10 p.m. at night," says Thibodeau. "Not one person complained about the extra time needed to complete this project."

Professionals Fulfilling All Fencing Needs

Originally an ornamental iron fabricator only, Aber Fence has extended its business to include chain-link, wood, vinyl and a full line of access control equipment. According to Thibodeau, he wants his company to offer a "turnkey" installation of all fence related products. In other words, Thibodeau would like for the company to be one that can bid on the job, gather the materials and construct or install all of the equipment.



Enron Field wrought iron fencing.

According to Thibodeau, the company is now going after projects that other fence companies typically avoid, which include stairs, balcony railings and apartment complex gates and fences.

Thibodeau credits a strong diverse background, from his bachelor's degree in mechanical engineering to his master's degree in business administration and past employment with such industry giants as Black & Decker, with giving him his "hands on" approach for running his current business. It is this way of thinking that has helped Aber Fence gain and keep some of the company's extraordinary customers.

"Although the commercial side is a large percentage of our business, we offer the same expertise to our residential customers. Whether it is a small breezeway fence or a large perimeter fence with gates and gate operators, Aber Fence provides a quality installation," says Thibodeau.

Quality Means Everything

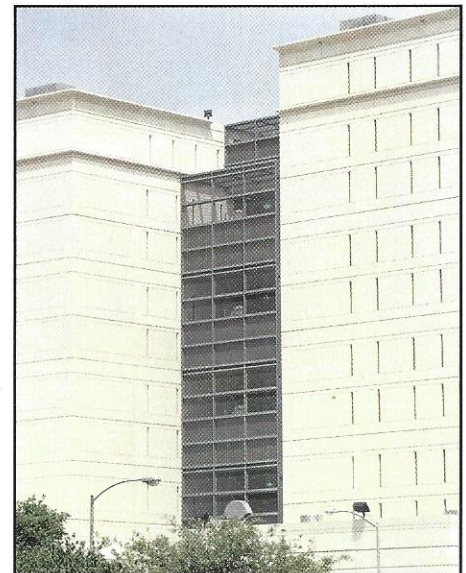
Aber Fence employees share

Apartment complex fence for the pool area. Also, stairs and railings for apartment and condo projects.

Thibodeau's belief in quality work. This strong work ethic has definitely helped raise the company to its present level of excellence.

"I inspect everything that goes out of this place," says Thibodeau about the company's materials. "If we find something is not right with the materials or products, we will not install the job until it is corrected—we do not want to do a job twice, we would rather do it right the first time."

In addition to their pride they have in their workmanship, the company also wants to give back to its community. In conjunction with Associated Builders and Contractors (ABC), Aber Fence



New Federal Juvenile Detention Center. Over 700 extra large wire mesh panels on the exterior.

works with Habitat for Humanity. Thibodeau says that ABC built the house and Aber Fence provided the fencing for the yard. "We really enjoy giving back," says Thibodeau.

This type of thinking is part of the whole package at Aber Fence. According to Thibodeau, the company's new logo incorporates a star to its design. Thibodeau explains the star will have a dual meaning: "Partially the star will reflect the Lone Star found on the Texas flag, but it will also represent the company as a rising star." ■

