

World Fence News Selected Editorial Index 1983 to 1988

Articles of general interest. Not all issues will be represented in these listings and some may no longer be available.

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Be a sales magnet, Montelongo
Employee or independent contractor?
Construction contracts for November decline
The best of the story

March 2001

Information, education mark FENCETECH'01
Fencers urged to be first defense against drowning
Scenes from the trade show floor
Custom vinyl fencing adds Olympic touch
Preventing child drowning: prepare for unexpected
Hiring and keeping quality employees
Subliminal sales techniques make a difference
Collective bargaining and unions/1 Saucerman
When bad workers happen to good employers
Trends in ornamental fencing
Costly mistakes to avoid designing your web site

April 2001

Fence ordinances create woes for homeowners
Finding business is easy; getting paid is hard
ASTM reference guide available

How to handle the difficult customer, Montelongo
Collective bargaining and unions/2, Saucerman
Keeping the family business on track
Pop quiz: Do you know your OSHA regs?
Specialized tax rules govern worker classification
One-call system Q&A
Association explains how OSHA's standard works

May 2001

Fencer's Field Report
Horizons in vinyl: Special section begins
Recession proof your business/1, Montelongo
Who's driving the market on your block? Saucerman
Local fence ordinances from around the country
ASA kit helps subs fight rising insurance costs
ICBO offers building code references
If disaster strikes your company, Perry
Battling the labor shortage, Francis
Why contractors fail, Goudreau
Canvassing revisited, Grosso
Dealing with conflicts inherent in the family business
Honor roll: Graduating class of 2001 AFA school

June 2001

Fencer's Field Report
Field training school kicks off in Georgia
Gated communities: Are they really safer? McGoey
Recession proof your business/2, Montelongo
Stop burglars in their tracks, Perry
Are you customer focused? Goudreau
I hate meetings!, Francis
March construction activity slides
Western sawmills hope 2001 improves

July 2001

Fencer's Field Report
How can I build a team, Lowndes
Low or no cost marketing techniques, Montelongo
Taking care of business, Francis
How to control drug abuse, Perry
How change orders become costly traps, Goudreau
Gate operator system basics
Fence ordinances from around the country
A formal business plan

August 2001

Fencer's Field Report
Commercial Gate Operator section begins
ASTM to review automated gate standard draft
Barcode technology gaining popularity
Qualified gate techs help prevent costly problems
Customer sensitize your company, Lowndes
The difference between owner and employee
Sluggish economy slows commercial construction
The contractor's six pack to success, Goudreau
Toolbox safety talk
Protecting confidential business info, Perry

September 2001

Fencer's Field Report
Fence ordinances from around the country
Top 50 metro residential housing markets
Don't let the changing economy turn your business
Develop your personal excellence, Montelongo
Going back to school, Francis
Economist says U.S. should suffer no recession
Everything you wanted to know about DASMA
Guidelines for PVC coated tennis court fence
F.W. Dodge reports construction rebounded

October 2001

Fencer's Field Report
New fabrication techniques
Creating a winning estimate, Saucerman
The contractor's private entrance door, Montelongo
It's not how much you sell, Francis
Five keys to success, Goudreau
12 steps to a better property lease, Perry
Western lumber production down in first half
Subcontractor association asks industry leaders
Practical tips for tapping into commercial gate market
July construction contracting slides 5 percent

November 2001

Special section: Post driving equipment
Fencer's Field Report
Post driver safety starts with thorough training
Fence Truck of the Year Contest: Long-haul transport

Make top dollar: Establish your value, Montelongo
Rx for employee health insurance costs, Perry
Overcoming sales objections, Cibella
Create a winning estimate, Saucerman
The holiday bonus dilemma, Francis
As economy changes, what's in future? Goudreau
Three locks on one chain? Hooper

December 2001

Gate safety standards PSAs issued
FENCETECH'02 preview special section begins
Trade show floor plan/exhibitor list
Tips on dodging deadly delays, Saucerman
Fence truck of the year contest winner
Secrets of great yellow pages ads, Perry
Making bidding process work for you, Montelongo
Fence ordinances around the country

January 2002

FMI publishes new U.S. construction update
Pool fencing design competition at FENCETECH
True fence tales
Being a customer service leader, Price
Poor employee self image can hurt company, Grosso
Tips for dodging deadly delays, Saucerman
How to avoid problems with equipment leases, Perry
Avoiding pitfalls in contracting business, Montelongo
Seven deadly mistakes in business, Goudreau
FAQs about independent contractors

February 2002

Fencer's Field Report
CFIA hosts Fencecraft2002
Frequently-asked questions about redwood
Allright, salespeople . . . it's showtime, by Stover
ASTM name change reflects global scope
Overcome childhood roles in family business
New construction starts show decline
Viewing risk as a business tool, Saucerman
Are you a sales wimp or a closer? Grosso
Updated FENCETECH'02 exhibitor list
Seven marketing & selling secrets, Goudreau

March 2002

CPSC urges replacing older automatic gate systems
Fencer's Field Report
Tool box talk: General safe work practices
FAA cites minimum perimeter fence/gates reqmts
Trade assoc. honors excellent sports facility
Seven deadly business mistakes, Goudreau
More local fence ordinances
Survey of effects of terrorist attacks on construction
The 10 truths of bid day, Saucerman
Salespeople, it's showtime, Stover
Stop burglars with the right security system, Perry
Preventing common legal challenges, Eyres

April 2002

Fencer's Field Report
Construction industry definitions, Saucerman
FMI reports on the U.S. construction industry
Preventing falls on the job site
CLFMI develops security fencing guidelines
Key elements of a construction contract, Goudreau
Don't fall into the "I can't afford to hire" trap, Francis
Smart management tactics, Perry
Allright salespeople, it's showtime, Stover
Fence ordinances from around the country
FENCETECH'02 wrap up
Mega-marketing on a boot strap budget, Montelongo
Drowning prevention seminar review, 1 of 3

May 2002

Ten marketing mistakes small businesses make
What's up? Docks
NOMMA recognizes top metal fabricators
ASA fights anti-indemnity loophole before court
Gated community access control, McGoey
Drowning prevention begins with close supervision
Selling to friendly customers, Montelongo
The final four deadly sins, Goudreau
Don't get sued for what an employee does, Perry
The secret to profitable customer relations, Hunter
Construction activity in February edges upward

June 2002

Don't let chain saws get the best of you
Invest \$2.49 for your next big deal, Montelongo
Improve your promotional materials, Goudreau
More fence ordinances from around the country
Everyone represents your company, Fripp
Three steps to a great family business, Perry
Diagnosing employee performance problems, Bacal
AFA Field Training School Class of 2002
Getting word out about child drowning prevention
March construction shows 11 percent decline

July 2002

Fencer's Field Report
Through the years with World Fence News
Listings of international one-call centers
David Doyle honored by Australian swim. pool assoc.
Fence truck of the year contest begins
Seven ways to stay up in down times
Labor shortage? What can you do? Francis
Building a great family business, Perry
More fence ordinances from around the country
Selling the way your customers want, Montelongo
Accident prevention basic to vehicle fleet mgmt.
Rebound in construction suggests stabilization
The treated wood industry is in transition

August 2002

Fencer's Field Report
Hot summer safety tips
Construction activity rises: The Dodge Report
Physical barriers are critical line of defense
Grap the pole position in fence truck contest
How to select the right attorney
Develop your business niche
Overcoming those pesky objections
The change order challenge, Saucerman
State fence laws define neighbor's rights/obligations
Fencing ordinances from across the country
Horse law: Good fences make good neighbors
Preventing legal challenges to your business

September 2002

Fencer's Field Report
GMC is latest fence truck entry
Coalition addresses the question: Why certify?
Hand and power tool safety
Fence ordinances from around the country
Canadian airports report problems with deer, animals
A prescription for high health insurance costs, Perry
How much business is too much? Francis
The Es and Rs of promotional planning, Montelongo
Avoid the health hazards of welding
Jump from residential to commercial, Saucerman
Preserved wood enters new generation

October 2002

Fencer's Field Report
Ladder safety: Five steps to a safer climb
Security fencing issues highlight CLFMI meeting
Casting an eye to the future, Saucerman
Recession-proof your contracting biz, Montelongo
Who needs job descriptions, Francis
Avoid costly tax penalties, Perry
Get those fence truck contest entries in
Fence ordinances from around the country
Drop in activity puts pace near 2001 levels

November 2002

Fencer's Field Report
Scenes from the Michigan Chapter golf outing
Workplace safety is employer's responsibility
Calculating your office overhead, Saucerman
The way out of Wonderland, Francis
Recession-proof your business, Montelongo
Access control dealers don't play Russian roulette
Four strategies for power decision making, Rando
Benefits and the bottom line, Perry
Fence ordinances from around the country
Western lumber production declined last year

December 2002

Fencer's Field Report
FENCETECH'03 preview
Making the move to commercial work, Saucerman
Through the years with WFN
Survey Sezzzzz, Montelongo

It's time for a few systems, Francis
Fence ordinances from around the country
Basic electrical safety in the workplace
Networking know-how, Rando
Seven ways to boost your sales in tough times, Perry
Nashville by any other name
Panel of judges pick fence truck winner
PCI trade show attendance strong
FENCETECH floor plan/exhibitor list

January 2003

Fencer's Field Report
Taking care of business in uncertain times, Luby
Vinyl decks, railing systems poised for growth, Forbis
How to overcome objections and close the sale, Boe
Motivating your team to success, Montelongo
Impressions of a newcomer to the industry, Burton
Using personal protective equipment
Fence ordinances from around the country
Avoid costly lawsuits for wrongful discharge, Perry
Firm offers annual driving record audits
Construction activity holds steady for October
10 tips for keeping construction sites free of loss

February 2003

Fencer's Field Report
No time like the present to plan leadership, Moorman
I'd rather eat nails than set goals, Goudreau
Seven strategies of sales champions, Kuschell
Taking pride in your craft, Lacey
Value selling, Luby
Speak not, sell a lot, Auger
Preventing slips, trips and falls on job sites
Fence ordinances from around the country
How to talk to a tough customer, Lowndes
November construction levels rise slightly
Fence job proves to be wet but not too wild

March 2003

Fencer's Field Report
Fencers converge in Nashville for FENCETECH
Five G participates in major highway upgrade project
How large should an automatic slide gate be, Cone
Vehicular gate operator safety, Sedivy
Customer hears what he wants to hear, Lacey
How to lose your customer, Saucerman
Fence ordinances from around the country
Don't get sued for workplace violence, Perry
Using scaffolding safely
Become the contractor of choice, Monelongo
Profile, quality then sell backwards, Luby

April 2003

Fencer's Field Report
Top 10 ways to improve collections, Hillis
Making the difference in access control, Cone
Advanced back injury prevention
Understanding selling value, Goudreau
Dog stories and other fence tales, Lacey
Seminar on how to sell their customers pool fencing
Emergency vehicle access is critical, Sedivy
Seven principles for leadership resiliency, Jennings
Keeping great employees, Francis
Submitting a winning proposal, Saucerman
Market segmentation and "the close," Luby

May 2003

Fencer's Field Report
Solar solutions, Eichenberger
Customer loyalty cannot live by customer service
Take care of your equipment, Lacey
Stressbusters: reduce workplace burnout, Perry
So you own a construction business, Goudreau
The art of the bid, Saucerman
This bid is for you, Montelongo
Advanced back injury prevention
Employees can be mini-marketers, Keefe
Upsell: make most of every opportunity, Kartheiser
Your fence company's roadmap to success, Luby

June 2003

Fencer's Field Report
Effective construction presentations, Saucerman
Knowing how to take smart risks, Tracy
Media alert: In payment we trust, Mendes
Objections: Don't let them stop you, Cibella

Your fence company's Roadmap to Success, Luby
Financing growth in a sluggish market, Perry
Keeping your best employees, Francis
Money really can grow on trees, Keefe
Tips on gate operator troubleshooting, Bourke
Six tips for increasing sales, peace of mind, Hemphill
Heat stress in hot work environments
March construction activity retreats one percent

July 2003

Fencer's Field Report
Fence Truck of the Year Contest has first entry
Fence ordinances from around the country
Can terminations be painless, O'Mara
Battery backups provide margin of safety, Harris
Your company mission statement, Luby
Focus on job safety: eye protection
Twelve steps to a better property lease, Perry
Receptionists are vital business assets, Saucerman
How you can interrupt interruptions, Francis
Keeping your pipeline full, Goudreau
Ten ways to better selling, Cibella
Making super presentations, Montelongo

August 2003

Fencer's Field Report
Start of special swimming pool fence section
The turmoil caused by turnover, Saucerman
Become king of the economic jungle, Feldman
Get by with help from your industry friends, Francis
Smart moves for tough times: do's and don'ts, Perry
Training: ultimate tool for information age, Cibella
Planning for emergencies
The management process, Luby
Construction activity in May remained stable

September 2003

Fencer's Field Report
A brief history of the mini storage industry, Cone
The pivot question, Montelongo
The task of management, Luby
Working with difficult people, Karchner
Down to the wire, Nordstrom
Subcontractors: Don't carry the burden of delays
Barrels of fun, a story that truly sucks, Saucerman

October 2003

Fencer's Field Report
A fence story with a happy ending
The history of construction, Saucerman
Business owners, get back to school, Francis
Finding the right business insurance, Cibella
How to successfully acquire financing, Auger
Recent federal fence jobs put out for bid
Economy changes, what's in the future, Goudreau
Make top dollar: Establish your value, Montelongo
Fence ordinances from around the country
Worker's comp: Putting a lid on costs
Salespeople: make a great first impression, Ramsey

November 2003

Fencer's Field Report
The F2200 gate construction standard
Association moves to preserve lien rights
Value selling fence products, Luby
Subliminal sales techniques, Lowndes
It's getting late in the game, Saucerman
Chase away those unpaid changes forever, Mendes
Airports battle to keep deer, animals off runways
Fence ordinances from around the country
It's time to put a few systems in place, Francis

December 2003

FENCETECH'04 preview
Fencer's Field Report
Conduct performance reviews, Francis
Fence Truck of the Year honors
Planning and staffing for growth, Saucerman
Safety: Human behavior and reducing unsafe acts
Sales: To stay or not to stay, Montelongo
Ways to check out your insurance company, Perry
Trust funds help assure subs of getting paid, Mendes
Create a sales training program, Gardner
Conquering your own personal "fear factor," Lawson
Team management styles, Luby