

A good fence looks simple from the sidewalk. Dig a few holes, set posts, stretch rails, hang gates. In the field, the details make or break a project. Soil that heaves with frost, a dog that believes in tunneling, wind that finds the smallest weakness in a panel, neighbors with different grades along the lot line, a gate that gets used fifty times a day after school. The right fence contractor sees those realities during the walk-through and builds for them. The wrong one prices the job like a flat backyard in July and leaves you with wobbly posts by spring.

Choosing between vinyl fence repair and replacement, or planning a wood fence installation from scratch, starts with choosing the person or company who will do the work. Price matters, but so does know-how. Here is how to evaluate a fence company or contractor in a way that maps to how fences actually perform over time.

Start with the real problem you are trying to solve

People call for fence installation services for different reasons: privacy, safety for children or pets, a pool barrier to satisfy code, noise mitigation, security for equipment, a clean boundary for a commercial storefront. The goal shapes everything from layout to fastener choices. A fence designed for curb appeal will not hold up as a ball-stop behind a playground. A vinyl privacy panel gives quiet and clean lines, but it may not be the best choice in a canyon with constant high winds. A wood shadowbox looks friendly, but if you install it with undersized posts and shallow footings on clay, expect leaning after a wet winter.

When the contractor asks what you want, do more than point to a style photo. Explain how the space needs to work. Describe the soil when it rains. Mention the day the trash truck rode half the yard and compacted a strip. The best fence contractor listens for use, not just looks, then proposes details that match. On a busy corner lot, that might mean heavier gate posts, steel framed gates, and a keyed latch that meets pool safety rules. For a dog run, that might mean a bottom rail an inch off grade and a buried barrier to stop digging.

Repair or replace: reading the condition of a vinyl fence

Vinyl fences rarely rot, but they crack, warp under UV stress, blow out at weak connections, and go chalky with age. Whether to call for vinyl fence repair or to plan a full vinyl fence installation depends on three things I check on site.

First, post integrity. If posts set in concrete are solid at grade and at shoulder height, repairs usually make sense. If they rock, turn, or telescope out of the ground after a freeze, that is a systemic problem. A single loose post near a downspout can be fixed. Twelve of them along the north side likely point to shallow footings or bad backfill. In that case, patching panels is throwing good money after bad.

Second, panel and rail profile. Not all vinyl is equal. Thicker walls, aluminum-reinforced rails, and UV inhibitors are the difference between a fence that lasts fifteen years and one that gets brittle in five. If your broken rail has a wall thickness under 0.080 inches and you live at elevation with harsh sun, expect more breaks. In that scenario, a repair can buy time, but budget for replacement. If your panels are high quality but a windstorm folded a gate, a targeted vinyl fence repair is smart.

Third, availability of parts. Some older vinyl systems used proprietary brackets and post channels. If your fence company cannot source matching profiles, repairs may look obvious and fail mechanically. I have salvaged panels by adapting universal brackets and custom blocking, but it takes time and care. An honest contractor will tell you when the repair crosses the line into experiment.

For what it is worth, many vinyl problems start at gates. A sagging vinyl gate is usually a hinge issue or a racked frame. A trained tech uses adjustable hinges, squares the frame, and sometimes adds a steel insert. Ten minutes with a torpedo level and the right wrench can fix a gate that has annoyed you for a year.

Wood fence installation: building for movement, water, and wind

Wood looks warm and takes paint or stain well. It also moves. Boards shrink and cup, rails twist if you let them span too far without support, posts rot at the critical zone just above concrete where moisture sits. A wood fence installation that lasts respects all of that.

Pick the right species for your climate and budget. In the West, cedar and redwood resist rot and insects. In the Southeast, pressure treated pine is common and cost effective. Hardwoods like ipe are beautiful and strong, but heavy and expensive, and they demand stainless fasteners. Softwoods vary in grade and moisture content. If the boards are still wet from treatment, they will shrink. Plan the spacing so they close rather than open gaps as they dry.

Footings matter more than many homeowners realize. For a typical six foot privacy fence, I want posts set at least 30 inches deep in warm regions, 36 to 42 inches where frost heave is an issue. The hole should be bell shaped at the bottom if possible to resist uplift. Concrete should crown at the top to shed water away from the post. Avoid encasing the post entirely in a cylinder of concrete that traps moisture at the interface. Some installers sleeve the post or use a gravel layer below the concrete to manage drainage. If a contractor shrugs at footing depth or tells you they set all posts the same regardless of soil, keep looking.

Rails and fasteners deserve attention too. Three rails for six foot fences reduce board warp. Face-screw boards with exterior coated or stainless screws if you plan to restrain over time, because screws back out less than nails and can be removed cleanly. On styles like board-on-board or shadowbox, make sure the rail spacing accommodates the pattern without leaving a narrow strip that will split after a season.

Finally, wind. Solid privacy fences act like sails. A long unbroken run becomes a lever in a gusty microclimate. You can break up the runs with proper gate placement or posts with larger diameters. In open areas, consider styles that relieve pressure, like shadowbox or a pattern with small gaps.

Residential vs commercial needs: different stakes, different standards

A homeowner might accept a two week delay to wait out rain or supply hiccups. A property manager with a loading dock exposed to foot traffic cannot. If you are hiring a commercial fence company, ask about crew size, staging, overnight site security, and their experience working around active operations. Commercial sites often require union compliance, badging, safety plans, and working during off hours. The bid should reflect the friction of moving people and materials in a sensitive environment.

Security upgrades also change the spec. A commercial chain link fence with privacy slats might be a quick fix, but for true deterrence you may need heavier gauge fabric, top rail and tension wire, anti-climb design, and coordinated locations for cameras and lighting. A contractor who does mostly suburban vinyl fence installation may not have the inventory or crew habits for a secure build on a warehouse perimeter. That is not a knock on them, just a reminder to match the fence company to the job type.

What makes a fence contractor reliable

I look for patterns in how a contractor handles the boring parts. The estimate should tell you more than a lump sum. It should name materials, post spacing, depth, hardware type, finish, and any prep like root cutting or minor

grading. When I read an estimate that just says install 180 feet of wood fence, I assume the builder plans to make decisions on the fly or drive change orders later.

Insurance and licensing are obvious, but do not stop at yes or no. Ask for a certificate with your name on it and check the policy dates. Verify that the contractor pulls permits where required and coordinates utility locates. In most states, you or they must call 811 before digging. A pro builds that time into the schedule.

References help if you ask the right questions. Do not ask if they liked the fence. Ask if the crew showed up when promised, if the project manager returned calls, and how they handled surprises. Every yard hides something. I once hit a buried block wall six inches below grade across a 40 foot span. We could not set posts in the planned line without new equipment and anchors. The client remembered years later that we paused, walked the site, discussed options with costs, and documented the change in writing before work resumed. That is what you want.

Warranties should be specific. A material warranty from a vinyl manufacturer might be 20 years on fading, limited to a color shift measured by Delta E, and it may not cover breakage from impact. A workmanship warranty from the installer might cover post setting and gates for two years. If an estimate says lifetime warranty in a single sentence, press for details.

The site walk: what a pro notices and measures

I try to arrive early and walk the perimeter quietly before the client meets me. You can tell a lot from a yard without talking. Drainage paths show in the grass. Dog runs leave worn trails. The lowest spot collects sedge. The neighbor's retaining wall closer than you expected will force a decision about stepping the fence or adding custom panels. If the client has a survey, great. If not, we talk about finding pins or bringing in a surveyor. A fence on the wrong side of a line causes more pain than any other mistake I see.

During the walk we talk about:

- Property lines, easements, and setbacks, especially near sidewalks, corner visibility triangles, and utilities.
- Height changes at gates and transitions to existing fences.
- Access for equipment. A 36 inch gate changes how we move augers and panels.
- Tree roots and canopy. I rarely cut large roots without a conversation, and sometimes an arborist visit is smart.
- Layout for function. For example, set the trash can gate where it makes sense for weekly use, not just the shortest line on a plan.

That list is the only checklist I carry in my head every time. If your fence contractor seems [wood fence company estimates](#) to be measuring only the linear footage, guide the conversation to these areas.

Pricing, scope, and the truth inside a bid

Fence pricing depends on materials, layout complexity, local labor rates, access, and permitting. For a sense of scale, a straightforward six foot wood privacy fence in many regions lands between 35 and 60 dollars per foot installed. Vinyl often ranges between 50 and 90 per foot, depending on profile and market. Chain link can be lower. Decorative metal and custom work climb higher. Corners, slopes, rock, gates, and tear out add time and cost.

How a contractor communicates cost is as important as the number. Look for a scope that includes:

- Demolition and disposal of old fence, with tonnage or truck loads noted if it is a big tear out.

- Post type, spacing, and footing depth, with a note on concrete mix or alternative systems if used.
- Material brand and grade. For vinyl fence installation, the profile name and color. For wood, the species, grade, and whether boards are treated or kiln dried.
- Hardware and gates. Hinge type, latches, drop rods, cane bolts, and stops.
- Permit and inspection handling, including who pays fees and schedules.
- Site protection and cleanup. Turf mats, staging, and restoration details.

A clear scope prevents the classic disputes. On one job, the homeowner expected the contractor to remove and reset an existing sprinkler line that ran along the fence line. The estimate did not mention irrigation. The crew cut the line cleanly and moved on. It cost both sides time and goodwill to fix. A single sentence in the scope would have prevented it.

Special considerations for vinyl fence installation

Vinyl rewards precision. Posts need to be plumb and aligned, panel spacing consistent, gates reinforced. In hot climates, leave room for thermal movement. I have seen long rails pop out of brackets on a 105 degree day because the installer cut them tight in the cool morning. Use aluminum or steel inserts where the manufacturer recommends, usually in top rails and gates.

Pay attention to wind rating. Chocolate soil after monsoon season can lead to leaning if posts are not set deep enough or if the concrete does not bond to the native soil. Where wind funnels, switch to vented designs or add mid-span stiffeners. Do not let crews backfill post holes with dry concrete and call it good. Some use that method in arid regions with success, but it takes the right soil and moisture management. Ask what they will do and why.

Color and texture matter for maintenance. Darker vinyl absorbs more heat and shows scuffs. Wood-grain embossed profiles hide small scratches and can look more natural. If you have a large dog who likes to launch off the fence, pick a profile and reinforcement that survives that habit.

The gate is the first thing to fail if it is underbuilt

Every fence has a weak link. It is almost always the gate. Gates get slammed, leaned on, and ridden by kids. Hardware rusts or loosens. The post that supports the latch side sees asymmetric loads you do not feel on a line post. When I budget a fence, I spend where the gate needs it.

Use heavier posts for gate openings. If your run uses 4 by 4 wood posts, step to a 6 by 6 at the gate. For vinyl, order a dedicated gate post with reinforcement. Consider a steel gate frame even in a wood fence. It holds square better than a wood frame over time. Use hinges with through-bolts where possible, not just screws into the edge of a post. Add a stop to prevent over-swing that racks the frame. Drop rods need sleeves in concrete, not little holes in dirt that fill with mud.

On a recent job along a busy sidewalk, we hung a four foot pedestrian gate and a ten foot driveway double gate in cedar with steel frames. We sized the posts at 6 by 6, set them 42 inches deep with a bell at the bottom, and used adjustable spring hinges on the pedestrian gate so it would self-close to meet pool code. That gate will still close cleanly when the kids it protects start driving.

Contracts and change orders: write it before you pour it

A well written contract does not make the fence straighter, but it keeps relationships straight when you hit a snag. Include drawings or a marked site plan. Add photos if they help. Note timing for utility locates, target start dates,

and how weather delays are handled. Spell out payment schedule tied to milestones. For example, a deposit to secure materials, a draw after posts are set and plumb, and a final payment after punch list.

If something changes, write a change order. A client once asked us mid-project to extend the fence another 30 feet to screen a shed the neighbor built overnight. We paused to measure, price, and agree on the change. It took fifteen minutes and saved an argument later. Good contractors welcome this formality because it protects everyone.

Maintenance and lifecycle costs: owning the fence after the build

No fence is set and forget. Vinyl needs a wash once or twice a year in dusty regions. Check gates for square and adjust hinges if needed. Keep string trimmers from chewing posts. Avoid hanging heavy planters on rails not designed for load.

Wood needs more attention. A clear sealer or penetrating oil can double the life of boards in harsh sun. Recoat every 2 to 4 years, more often in bright exposures. Keep mulch and soil from creeping up the boards. Trim plants to allow airflow. Tighten or replace hardware that rusts. Expect to reset or reinforce a post or two around year eight to ten, earlier if your soil holds water. Plan for eventual replacement at 12 to 20 years, depending on species, build quality, and care.

Commercial properties add security audits to the list. Walk the perimeter quarterly. Look for undermining, bent fabric, popped ties, and weak spots near corners. A commercial fence company can set up a maintenance contract to handle these checks and small repairs before they become big ones.

A few field stories that shape my advice

A homeowner called about a vinyl panel that blew out behind a school. The fence looked fine on calm days, but every afternoon the corridor between buildings funneled wind straight at the back fence. The original installer set posts barely 24 inches deep in loam and used lightweight rails without inserts. We repaired the immediate damage, then worked with the owner to add staggered plantings as a wind break, reinforced the top rails in the affected span, and reset three posts deeper with larger footings. The fixes were cheaper than a full replacement and addressed the cause, not just the symptom.

On a sloped corner lot with a wood privacy fence, the client wanted a clean top line without stepping. Rackable panels exist for metal, but wood does not bend. We used shorter panels, custom rail spacing, and consistent bottom reveal to split the difference. The price rose about 8 percent due to extra labor and cut waste, but the line looked right and the boards did not bind. That project sold me on walking every slope with a level and photo reference before writing the bid.

A logistics yard needed a quick perimeter after a break-in. The property manager wanted a cheap fix. We could have thrown up chain link in a week. Instead, we staged a two phase plan: immediate chain link with tension wire and barbed extension to secure the site, then, over the next month, added bollards at vehicle pinch points and lighting that eliminated the hiding places thieves had used. The first phase answered the urgent need. The second phase reduced incidents long term. A residential fence contractor might have delivered the first phase fine, but the layered approach came from commercial experience.

A short hiring checklist you can use this week

- Walk the line with each bidder. Ask them to describe footing depth, post size, and gate reinforcement without prompting.

- Request a written scope that names materials, hardware, and who handles permits and utility locates.
- Verify insurance with a certificate issued to you and check license status with your state board.
- Call two recent references and ask how the contractor handled surprises, not whether they liked the fence.
- Compare warranties in writing, separating manufacturer coverage from workmanship.

When to choose a specialized fence company

Some projects benefit from a niche specialist. Historic districts often regulate fence styles and materials. A contractor used to working with review boards saves weeks. Pool enclosures require specific heights, clearances, and self-closing latches. Not every fence installer knows those nuances. For athletic facilities, look for a commercial fence company with experience in backstops, tension netting, and spectator safety. For high end contemporary wood, ask to see mitered corners, hidden fasteners, and flush gates they have built. Craft at that level is not a weekend skill.

On the repair side, vinyl fence repair can be done by a handyman, but if your system uses a branded profile, a dealer for that brand can often source matching parts faster and with less waste. If a contractor proposes replacing panels that could be repaired with clips and rails, ask them to explain why. Sometimes they are right, sometimes they just prefer replacement jobs.

Final notes on timing, neighbors, and being a good client

Good contractors are busy. Plan around seasons. Spring fills fast with fence installation services. If you can schedule in late summer or early fall, you may get better availability and weather. Rain can delay concrete work. So can frozen ground. If you are replacing a fence on a shared line, talk to neighbors early. Bring them into the conversation on style and timing. I have seen projects sit for months over a six inch disagreement.

As a client, you help your project succeed by clearing access, making decisions quickly, and reading documents carefully. When a fence contractor sends a revised layout, mark it up if something feels off. If your dog is a runner, plan a temporary enclosure or leash routine during the build. Tell the crew about sprinklers and invisible fences. Those lines do not show on 811 tickets.

Fences create boundaries, but the best projects come from collaboration. Whether you need a small fence repair after a storm or a full wood fence installation with custom gates, the contractor you choose shapes the result long after the tools leave your yard. Hire the one who asks the right questions, writes what they will do, and builds as if they will have to walk that line again five winters from now.