

# RELIABLE FENCING, STELLAR SERVICE

Family-owned *Diamond Fence Company, Inc.* continues to shine after more than three decades serving the Bay Area

by Robyn M. Feller



Diamond Fence Company, Inc. installs a wide variety of fencing solutions, such as this security mesh double gate with gorilla hinges and panic bar system for this Berkeley, California, project.

**F**amily matriarch, Joan Hutchings, founded *Diamond Fence Company, Inc.* back in 1986 as a way to provide reliable temporary fencing for general contractors in the Bay Area. Before long, the company's clients began asking them to do permanent fencing, thereby expanding the business model and scope of service.

Fast forward to 2005. Terry Stanley and his wife, Jenifer, took over the business, continuing the family legacy as second-generation owners. Since then, Diamond Fence Co. has continued to grow, even becoming signatory to the Laborers Union in May 2012, making Diamond Fence the first temporary fence company in the Bay Area to be affiliated with a Union. They are also a class C-13 fencing contractor. Currently, Diamond Fence provides both construction (temporary) fencing and a variety of permanent commercial fencing—from large complex installations to small (but just as important) installations.

## DEDICATED TO BEING THE BEST

The company's dedication to their customers to be the best in the industry through innovation, embracing new technologies, and providing prompt, reliable service, comes across loud and clear in the way they approach their business. Owner Terry Stanley shares how they support their customers, explaining, "Our costs include delivery, installation and final pick up. Once you have a rental agreement with us, we retain the pricing even if

ALL PHOTOS COURTESY OF DIAMOND FENCE COMPANY, INC.

the cost of materials goes up. This is important if you should add fence to your order down the road. That means there are *no* hidden costs. You pay only for what we install.” Additionally, the fact that Diamond Fence is signatory to the Laborers Union is an important factor for GCs doing Union work. “We work closely with our clients to meet all their expectations and goals,” Terry adds.

## KEEPING UP WITH A CHANGING INDUSTRY

With years of experience, the Diamond Fence team has a deep understanding of the fast and changing needs of the industry, undertaking large, complex projects and offering a full range of security fence systems and options for commercial and residential applications, Diamond Fence Co., in fact, has installed fencing at some of the largest technology campuses in the nation, including local universities and colleges.

“We are always looking to maintain and strengthen our relationships with key construction partners,” Terry says. At the same time, Terry and his team are looking into expanding their operations to do more commercial permanent fencing in the public sector (municipalities), as well as private work while retaining their roots as a service-oriented fence company.

## SUPPORTING THE COMMUNITY

Terry notes that they want to make a difference for their clients, employees and community. Some of the many organizations and projects Diamond Fence supports include the local chapters of Boy Scouts of America and



Diamond Fence Company, Inc. installed an automated roll gate at this property in Santa Clara, California.

For a recent permanent fencing project at San Jose International Airport, Diamond Fence Company, Inc. installed an Omega fence and green slats.



Kiwanis Club, Los Gatos Lions Club “Date Night,” work donated to the Little League fields for Saratoga, Sunnyvale and Cupertino, Rotary PlayGarden in San Jose for children with special needs, Alta Vista Elementary School San Jose and Baylands Park Sunnyvale—to name a few. “We provide, at reduced cost or as a gift, the materials for these projects. We strive to be a good community neighbor.”

Terry concludes, “We believe that hard work and honesty will result in what we value most, the respect and trust of our clients.”



**(408) 841-4967**  
**[www.diamondfenceco.com](http://www.diamondfenceco.com)**