

# Sisters Fence Company builds a strong reputation

By Jim Cornelius *EDITOR IN CHIEF*

If the old saying that “good fences make good neighbors” is true, Pat Burke and his crew at Sisters Fence Company are doing more than their share to make Sisters Country neighborly.

For the past five years, Sisters Fence Company has been serving the Sisters community with an ethic of reliability, fair pricing and customer satisfaction. They take on a wide variety of projects, from backyard fences to ranch work.

“When I needed a permanent round pen for starting colts I called Sisters Fence Company,” recalled Sisters resident and horse trainer Craig Rullman. “I did that because it is important to me — and recent events show us all how important it is — to support local businesses wherever I can, and also because I was confident that Pat and his crew would build me a professional round pen that would be perfect for my needs. I wasn’t disappointed. Pat came in with a great bid, and his crew got after it. They were fast, efficient, and professional, and most of all it was fun to work with them.

“In the end, ahead of schedule, Sisters Fence Company built me a highly professional pen for

starting fine young colts, and added a thoughtful touch with a hand carved sign over the gate.”

That kind of customer satisfaction is Sisters Fence Company’s goal — every time.

“I try to instill that in the employees — ‘Hey, we have to go the extra mile; one, because that’s just what we do. Our customers need to be happy and feel like they’ve been taken care of in the project.”

Sisters Fence Company was founded as organically as it’s possible for a small business to start.

“When I built my fence behind my house ... my neighbors asked me, ‘can you build my fence?’”

Burke notes that he always strives to maximize the value the customer gets out of their investment.

Clear communication with clients on costs, scope of work, materials and the desired end product is key to a successful project.

Burke says his crew, “really try to figure out what they want and how they can do it, so when the project is complete, they say, ‘This is what I envisioned, and thank you.’”

Sisters Fence Company prides itself on being “locally-owned and craftsman-built.”



PHOTO PROVIDED

While Sisters Fence Company can build virtually any type of fence, they also do snow removal in winter and they build decks and install brick pavers. In fact, one of Burke’s favorite projects is a 1,500-square-foot brick paver project that involved a complete concrete tear-out.

“There were a lot of moving parts, and it came out really well,” Burke said.

Learning, adapting, finding new niches, and developing their capabilities are among the great satisfactions of the work for the Sisters Fence Company crew.

Client Bill Willitts noted that he asked Sisters Fence Company to build a Priefert fence, an unusual all-steel ranch fence, for the first time. “It’s tricky to put in and get

it right,” Willitts said. “And (they) got it right. The gates are right, everything’s right.”

Burke also emphasizes supporting the local economy. Sisters Fence Company strives at every opportunity to buy materials and supplies in Sisters and Central Oregon. Burke grew up here and he wants his company to be integrated into the life of the community.

“This is our community. We’ve been here since ‘94 — we’re here for the long haul,” he said.

Burke has always carried an ethic of service, and that’s ultimately how he sees his company’s work. “Looking back, seeing what we’ve done — it’s fun,” he said. “We enjoy it. We’re helping people.”



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