



Corporate Headquarters:

8545 Edgeworth Drive • Capitol Heights, MD 20743
(301) 350-2400 • (800) 486-4283

CAPABILITIES STATEMENT

OVERVIEW

Founded in Washington D.C. in 1945, Long® Fence in its 70 plus years of existence has become one of the largest independently owned and operated fence contracting companies in the United States. Long® Fence has earned and maintained a strong reputation from performing projects in full compliance within the established scope of work and specifications. The company maintains five offices which are fully staffed with individuals who collectively possess generations of knowledge and experience allowing the company to manage the design and construction of security fencing and related products nationwide professionally, within budget and on time.

SECURITY SOLUTIONS

Long® Fence has been a major provider of security solutions for tens of thousands of commercial, industrial and government projects for over 70 years. We are an established and proven partner to a wide range of clients whose common goal is to develop and provide a controlled site with restricted access in order to safeguard both their private and public assets. Given the company's further expansion into the fabrication of a variety of security product lines, clients are the recipients of the company's ability to truly customize product applications when required.

Whether the project is force protection for our military, safeguarding of our infrastructure, industrial complexes, chemical plants, institutional facilities, schools, public buildings, depots, airports, prisons, municipal, state and federal institutions, bridges, ports, treatment plants, highways, rail transportation lines, conventions, inaugurations, special events and innumerable associated sites requiring differing applications, Long® Fence possesses the ability to design a multiplicity of product solutions.

Our goal is to resolve the critical task of monitoring and protecting those who have authorized access and to deter those whose entry must be restricted. The overall effectiveness of any security solution will also incorporate both aesthetic and budgetary considerations. The knowledge and experience that Long® Fence provides with respect to design expertise, and project management has benefited many business owners, developers and general contractors for decades. Our ability to develop and execute perimeter security projects within established parameters is a fundamental component to the success of the clients' objectives.

OFFICERS

President & CEO	Michael Ritter
Sr. Vice President	Larry Friedman
Vice President	Lawrence Ritter
Vice President	Michael Ritter, Jr.
Vice President/Secretary	Barbara Lee Ritter
Comptroller	John Cunningham



CORPORATE STATISTICS

Date Established:	1945
Ownership:	S Corporation
2016 Annual Sales:	\$101,478,164
Available Bonding:	\$40,000,000.00
D&B Rating:	4A2
Safety Rating:	0.90
Total Employees:	331
Project Managers:	40
Construction Crews:	200
Fleet & Equipment:	Company Owned - 230
Minority Employees:	29%
Female Employees:	18%
Website:	www.longfence.com

PROFESSIONAL ASSOCIATIONS

American Fence Association
American Subcontractors Association of Metro Washington
American Road and Transportation Builders Association
Associated Builders & Contractors
Associated General Contractors
Eastern Panhandle Home Builders Association
Frederick County Building Industry Association
Heavy Construction Contractors Association
Property Management Association



BANK REFERENCES

The Columbia Bank, 7505 Greenway Center Drive, Greenbelt, MD 20770
Mr. Victor Lopez, Vice President, 301-220-0733 FAX 301-220-2410

CREDIT REFERENCES

Iron World Manufacturing, LLC, 9390 Daub Ave, Laurel, MD 20723
Mr. Richard Stellabuto, President, 866-310-2747 FAX 301-776-7449

Culpeper Wood Preservers, 10229 Tidewater Trail, Fredericksburg, VA 22408
Mr. Aric Canto, Sales Manager, 888-297-9663 Fax 540-372-7841

Stephens Pipe and Steel, P.O. Box 618, Russell Springs, KY 42642
Mr. Dale Long, General Manager, 800-451-2612, FAX 270-866-4412

FLW International, 1000 Princeton South Corporate Center, Suite 270, Ewing, NJ 08628
Ms. Carol Ann Berry, Owner, 800-550-3591, Fax 609-641-8885

Master Halco, 1321 Greenway Drive, Irving, TX 75028
Mr. Fred Herauf, Credit Manager, 214-391-3190

Posner Industries, 8641 Edgeworth Drive, Capitol Heights, MD 20743
Mr. Jim Schraf, Comptroller, 301-350-1000 Fax 301-350-1050

Barrett Outdoor Living, 7830 Freeway Circle, Middleburg, OH 44130
Mr. David Etzkin, National Account Manager, 800-336-2383

Merchant Metals, 6100 Columbia Park Road, Landover, MD 20785
Ms. Jane Forbes, Credit Manager, 281-372-3868 FAX 281-372-3803

Ameristar Fence Products, P.O. Box 700390, Tulsa, OK 74170
Ms. Denise Laswell, 918-835-0898 FAX 918-835-0899

Universal Forest Products, Inc., P.O. Box 823206, Philadelphia, PA 19182-3206
Ms. Jennifer Poston, 304-728-8497

D&B 00-283-1667



SELECTED PROJECTS

MILITARY FACILITIES

Pentagon	Ft. Leavenworth	Fallon Bombing Range
White House Communications	Ft. Riley	Naval Intelligence
Andrews AFB	Ft. Belvoir	Navy Medical Center
Bolling AFB	Ft. Carson	Norfolk Shipyard
Dover AFB	Ft. Detrick	Oceana Naval Base
Homestead AFB	Ft. Drum	Patuxent Naval Air Station
Pope AFB	Ft. Knox	U.S. Naval Observatory
Rocky Mountain Arsenal	Ft. Lee	Washington Navy Yard
Lexington Blue Grass Arsenal	Ft. Meade	Quantico USMC
USMC Barracks	Ft. Myer	
Camp Lejeune	Ft. Pickett	

INDUSTRIAL/INSTITUTIONAL

Boeing	U.S Naval Academy	Dow Chemical Company
American University	University of Maryland	DuPont Nemours
College of William & Mary	University of Virginia	Northrop Grumman
George Mason University	Virginia Polytechnic Institute	George Washington University
Gallaudet University	INOVA Hospital	Georgetown University
Potomac Hospital	Johns Hopkins University	Domino Sugar

PUBLIC FACILITIES

White House	Camden Yards	National Institute of Standards
U.S. Capitol	FedEx Field	Fannie Mae
Washington Monument	Ravens Stadium	Suitland Government Center
Smithsonian Institution	Ripken Stadium	U.S. Census Bureau
Air & Space Museum	RFK Stadium	U.S. Patent & Trade Office
Air Force Memorial	D.C. Armory	U.S. Dept. of Energy
Union Station	National Foreign Affairs	World Bank
Olympic Stadium, Atlanta	National Institutes of Health	



SELECTED PROJECTS

AIRPORTS

Accomack	Dulles	Luray	Reagan National
BWI	Eastern	Lynchburg	Rickenbacker
Carroll	Fauquier	Manassas	Rockingham
Charlotte	Franklin	Mecklenburg	Salisbury
Charlottesville	Gainesville	Myrtle Beach	Stafford
Chesapeake	Hanover	Newport News	Stapleton
Chesterfield	Jacksonville	Ocean City	Sumter
Columbus	Leesburg	Peninsula	

CORRECTIONAL FACILITIES

Albion	Cumberland	Kent	Safford
Alexandria	Dallas	Lawrenceville	Seneca
Alleghany	Danlow	Lorton	Sussex I & II
Anne Arundel	Fluvanna	Minersville	Tazewell
Beaumont	Greensburg	North Branch	Umberland
Bon Air	Hagerstown	Patuxent	Waynesburg
Chatham	Jessup	Petersburg	Wicomico
Culpeper	Keen Mountain	Prince George's	

TRANSPORTATIONAL

Amtrak	MSHA	FL DOT
CSX	NJ Transit Authority	MD DOT
Delaware River Port Authority	PATCO	NJ DOT
Federal Highway Administration	VRE	NY DOT
Metro	WMATA	PA DOT
MTA	DC DOT	VA DOT
MWAA	DE DOT	

EMBASSIES

Bangladesh	Germany	Malaysia	Spain
Brazil	Israel	Russia	Tunisia
Egypt	Kuwait	Saudi Arabia	United Kingdom