

Federal Buyers Report - Fencing, gates & perimeter security systems

Prepared for Saguaro Fence & Perimeter LLC · Pythia Digital LLC · 2026-07-25

166 federal buying offices placed fencing and perimeter awards over the last three years, worth **\$62,676,089** across **368 awards**. The market map answered what the market looks like. This report answers the only question that converts into revenue: which specific offices are about to buy, and who to call.

Of those 166 offices, **14 are due to buy this fiscal year or next** and **4 are recently overdue**, meaning their normal purchase cycle has already lapsed. A further **23 hold an active contract** that expires inside the next 12 months, which makes them recompile candidates rather than cold calls. Together that is **41 offices with a dated, evidence-backed reason to take a call right now**, out of a universe most contractors approach at random or not at all.

The buying is concentrated in a small number of repeat offices. **MISSION SUPPORT WASHINGTON at Immigration and Customs Enforcement is the largest, \$3,221,108 across 4 awards, and it has bought in four consecutive years (2022 through 2025), which puts it due in FY2026.** Its incumbent, Access Communications Group, holds a \$1,030,750 award that ends **2026-09-11**. Two Forest Service regional offices follow: **USDA-FS Stewardship Contracting Branch (\$1,309,702, cycle overdue since FY2025)** and **USDA-FS CSA Intermountain 8 (\$1,264,817, due FY2027)**. Below the top five, the pattern turns into many offices buying \$50,000 to \$500,000 on a steady annual rhythm, which is exactly the size a regional crew can win and deliver without new capacity.

The Forest Service, Bureau of Land Management, Fish and Wildlife Service, and National Park Service together account for the largest single block of repeat-buying offices in this table. They buy fencing continuously because their requirement is driven by weather, fire, and livestock rather than by capital planning, and they buy it in the size band that favors small regional firms.

The three moves, in order. First, contact the four overdue offices this week, because an overdue cycle means the requirement exists and the purchase has not yet been made. Second, work the 23 expiring contracts on the schedule in the recompile section, starting outreach 90 to 120 days ahead of each end date while the requirement is still being shaped. Third, use the contracting-office contact table: these are named contracting officers with published email addresses, matched from public SAM.gov notices, so the first call does not have to start with finding out who to ask for.

Snapshot (3-year lookback): 368 federal awards with a combined **award value of \$62,676,089** across 166 buying offices matched this category (NAICS 332618, 332323, 332312, 332999, 238990, 236220, 331222, 331221, 561621, 238210, 332510; PSC 5660; keywords: fence, fencing, gate, perimeter security, chain link, barbed wire, razor wire, bollard, guardrail, cattle guard, security fence, vehicle barrier, perimeter fence). *Award value is each award's current total value and includes multi-year IDIQ/BPA ceilings - not single-year spending.* PSC scope: 5660, 5680, Y1PZ, Z1PC, Z2PZ Of these, **14** are due to buy again this fiscal year or next, **4** are recently overdue (their usual cycle lapsed

within the last purchase interval), **23** hold an active contract (recompete candidates), and **2** are dormant - no new purchase in more than one cycle, shown for context and ranked last.

Who's buying (and when they'll buy again)

Offices are ranked by purchase rhythm: those predicted to buy now or recently overdue are listed first (sorted by spend, highest first), then other repeat buyers (sorted by predicted FY), then one-time buyers.

"Next buy" is the projected next purchase fiscal year; **(due)** means it falls this fiscal year or next, **(overdue)** means the cycle lapsed within the last interval, **Active thru FY[year]** means a live contract (approach near expiry - see recompetes), and **Dormant (last FY[year])** means the office has not bought in more than one purchase cycle and is ranked last.

Office	Sub-agency	Award value	Awards	Buying years	Next buy	Top incumbent
MISSION SUPPORT WASHINGTON	U.S. Immigration and Customs Enforcement	\$3,221,108	4	2022 2023 2024 2025	FY2026 (due)	ACCESS COMMUNICATIONS GROUP, LLC
USDA-FS, STEWARDSHIP CONTRACTING BRANCH	Forest Service	\$1,309,702	2	2023 2024	FY2025 (overdue)	VISIONARY CONSTRUCTION INC
USDA-FS, CSA INTERMOUNTAIN 8	Forest Service	\$1,264,817	3	2025 2026	FY2027 (due)	NOLAND TOUGH FENCE, LLC
NAVFACSYSCOM MID-ATLANTIC	Dept. of the Navy	\$814,970	3	2023 2024	FY2025 (overdue)	STAMPEDE VENTURES, INC.
REGION 4: EMERGENCY PREPAREDNESS AN	Federal Emergency Management Agency	\$726,360	4	2021 2022 2025	FY2027 (due)	AMERICAN TECHNOLOGY INTEGRATORS LLC
INDIAN EDUCATION ACQUISITION OFFICE	Bureau of Indian Affairs and Bureau of Indian Education	\$604,147	4	2023 2025	FY2027 (due)	FIRST AMERICAN FEDERAL CONTRACTING LLC
USDA-FS, CSA SOUTHWEST 4	Forest Service	\$493,859	9	2024 2025	FY2026 (due)	NOLAND TOUGH FENCE, LLC
6973GH FRANCHISE ACQUISITION SVCS	Federal Aviation Administration	\$404,210	3	2024 2025 2026	FY2027 (due)	M. E. TAFOYA ENTERPRISES, INC.
USDA ARS PA AAO ACQ/PER PROP	Agricultural Research Service	\$336,275	3	2023 2024	FY2025 (overdue)	PARLIAMENT LLC
U.S. EMBASSY COLOMBO	Dept. of State	\$314,502	4	2025 2026	FY2027 (due)	TYMETAL CORP
FWS SAT TEAM 3	U.S. Fish and Wildlife Service	\$208,461	3	2024 2025	FY2026 (due)	PROFESSIONAL SOLUTIONS LLC
FA8201 AFSCOL H PZIO	Dept. of the Air Force	\$192,359	9	2024 2025	FY2026 (due)	CUSTOM FENCE CO

Office	Sub-agency	Award value	Awards	Buying years	Next buy	Top incumbent
BASE SEATTLE(00033)	U.S. Coast Guard	\$191,557	7	2024 2025	FY2026 (due)	BURHANI ENTERPRISES INC
FWS, SAT TEAM 1	U.S. Fish and Wildlife Service	\$191,056	3	2025 2026	FY2027 (due)	BARB & PLANK FENCING COMPANY LLC
USDA-FS, CSA SOUTHWEST 1	Forest Service	\$185,485	3	2024 2025	FY2026 (due)	TODD A BROWN
UTAH STATE OFFICE	Bureau of Land Management	\$182,120	3	2024 2025 2026	FY2027 (due)	BAKER FENCING SOLUTIONS INC
IMR SANTA FE(12100)	National Park Service	\$175,703	3	2022 2023 2024	FY2025 (overdue)	JENKS INC
WYOMING STATE OFFICE	Bureau of Land Management	\$167,800	2	2024 2025	FY2026 (due)	FARWEST STEEL WYOMING INC
ADMINISTRATI ON FACILITIES TRAINING CONTRACTING DIVISION	U.S. Customs and Border Protection	\$165,411	2	2024 2025	FY2026 (due)	TIGUA CONSTRUCTIO N SERVICES, INC
W2R2 USA ENGR R & D CTR	Dept. of the Army	\$156,538	2	2024 2025	FY2026 (due)	CAIN CONSTRUCTIO N, LLC
ARIZONA STATE OFFICE	Bureau of Land Management	\$151,562	4	2025 2026	FY2027 (due)	LLOYD GLENN FEEDS, INC
261-NETWORK CONTRACT OFFICE 21 (36C261)	Dept. of Veterans Affairs	\$116,508	2	2025 2026	FY2027 (due)	MCCRAY GROUP VENTURES LLC
W6QM MICC-FT DRUM	Dept. of the Army	\$82,692	2	2024 2025	FY2026 (due)	J3 ENTERPRISE LLC
FA4528 5 CONS	Dept. of the Air Force	\$76,629	3	2024 2025	FY2026 (due)	OK2 CONSTRUCTIO N, LLC
245-NETWORK CONTRACT OFFICE 5 (36C245)	Dept. of Veterans Affairs	\$52,311	2	2024 2025	FY2026 (due)	LONG FENCE CO., INC

Showing top 25 of 166 buying offices - the complete ranking is delivered with this report as a data appendix. † Office PSC history does not overlap with the in-category PSC set (5660, 5680, Y1PZ, Z1PC, Z2PZ) - may be a non-category buyer.

The predictions in the "Next buy" column come from each office's own purchase history, not from a general seasonal assumption. An office that bought in 2022, 2023, 2024, and 2025 has a one-year cycle and is due in FY2026. An office that bought in 2025 and 2026 only is on a longer or less established rhythm and is projected further out. **Four offices are flagged overdue and deserve contact first: USDA-FS Stewardship Contracting Branch (\$1,309,702), NAVFACSYSCOM Mid-Atlantic (\$814,970), USDA ARS PA AAO (\$336,275), and IMR Santa Fe at the National Park Service (\$175,703).** Overdue does not mean the office stopped buying. It usually means the purchase is sitting unexecuted, which is the single best moment to be in front of a contracting officer.

The offices marked due in FY2026 are the second wave: **MISSION SUPPORT WASHINGTON (ICE, \$3,221,108), USDA-FS CSA Southwest 4 (\$493,859 across 9 awards), FWS SAT Team 3 (\$208,461), FA8201 AFSC OL H PZIO at the Air Force (\$192,359 across 9 awards), Base Seattle at the Coast Guard (\$191,557 across 7 awards), and USDA-FS CSA Southwest 1 (\$185,485).** Note the award counts on several of these: nine awards at Southwest 4, nine at FA8201, seven at Base Seattle. High award counts against modest dollars means many small buys, which means simplified acquisition and purchase-card thresholds, which means the buying decision often rests with one person rather than a formal source selection.

Approach differs by type. For the overdue and due offices, lead with availability and a capability statement naming the specific NAICS code that office buys under, and ask to be added to their quote list for the next requirement. For the high-count, low-dollar offices, the goal is to be on the short list of firms they solicit for micro-purchases, which is a relationship task rather than a bid task. In every case the current incumbent is named in the final column, so the conversation can be specific about what the office has been buying and from whom.

Contracts expiring soon (next 12 months)

An expiring award marks the quiet window before re-solicitation - the legal, effective time for buyer outreach.

Ends	Office	Incumbent	UEI	Amount
2026-07-31	PHOENIX AREA INDIAN HEALTH SVC	J & N MARKETING, INC.	VYG6NJW9FKR5	\$19,984
2026-07-31	REGION 4: EMERGENCY PREPAREDNESS AN	AMERICAN TECHNOLOGY INTEGRATORS LLC	LXKBUYKKTWL8	\$510,992
2026-07-31	USDA FOREST SERVICE	SESOLINC GRP, INC.	WGAFWTKQVJ3	\$70,944
2026-08-05	SER NORTH MABO (53000)	FEDERON PROCUREMENT SOLUTIONS	X17PAT4BEDJ8	\$133,640
2026-08-10	SOUTHERN PLAINS REGION	RLH INC.	FNABAE3GU73	\$31,168
2026-08-11	INCIDENT SUPPORT SECTION(ISS70)	M OKAMURA CONTRACTOR INC	QBALZJU3FDX7	\$33,064
2026-08-17	GSA/FAS/GSS/QSCB, SUPPLY CHAIN MANAGEMENT CONTRACTING DIVISION	PACIFIC RIGGING LOFT, INC.	CCVQJ5GD7HP8	\$22,937
2026-08-27	NGA PROCUREMENT CONTRACTS	EFFORT, LLC	TD9JZL98JDM3	\$12,509
2026-08-30	U.S. EMBASSY COLOMBO	TYMETAL CORP	ZZTGXSCDBJV7	\$28,015
2026-09-11	MISSION SUPPORT WASHINGTON	ACCESS COMMUNICATIONS GROUP, LLC	CWBBTJLJJM54	\$1,030,750
2026-09-11	USDA-FS, CSA SOUTHWEST 4	NOLAND TOUGH FENCE, LLC	ND1XQAKA3GL1	\$175,000
2026-09-20	255-NETWORK CONTRACT OFFICE 15 (36C255)	AMERICAN FENCE & SECURITY CO INC	HWLXMMXQ218	\$199,425

Ends	Office	Incumbent	UEI	Amount
2026-09-23	REGION 4: EMERGENCY PREPAREDNESS AN	EVERITE TIME AND EQUIPMENT, INC	NC7HGUJLUMB9	\$54,439
2026-09-24	UTAH STATE OFFICE	THE WAHLBERG TEXAS CORPORATION	LNV2DCX9TBW8	\$16,870
2026-09-30	ADMINISTRATION FACILITIES TRAINING CONTRACTING DIVISION	ELECTRIPRO, INC.	U5W5PEBPLSX7	\$67,723
2026-10-12	NER SERVICES MABO (43000)	AA&A MAINTENANCE, LLC	J7W6WN76M5M6	\$175,687
2026-11-30	261-NETWORK CONTRACT OFFICE 21 (36C261)	MCCRAY GROUP VENTURES LLC	PTMVM1BZEJ3	\$60,436
2027-01-09	IMR INTERMOUNTAIN REGION(1200)	PROFEDSIONAL SOLUTIONS LLC	PWX2BND94GQ7	\$117,140
2027-01-30	CALIFORNIA STATE OFFICE	L & I FENCE CONSTRUCTION INC	UQQHM2VE8VD3	\$58,760
2027-04-24	REGION 4: EMERGENCY PREPAREDNESS AN	AMERICAN TECHNOLOGY INTEGRATORS LLC	LXKBUYKKTWL8	\$143,590
2027-04-26	USDA-FS, CSA INTERMOUNTAIN 8	NOLAND TOUGH FENCE, LLC	ND1XQAKA3GL1	\$734,148
2027-06-04	COLORADO STATE OFFICE	PROFEDSIONAL SOLUTIONS LLC	PWX2BND94GQ7	\$55,273
2027-07-15	US ARMY ENGINEER DISTRICT WALLA WAL	KNIGHT CONST. & SUPPLY, INC	S6HKH3KV35N3	\$3,857,861

Work this table backward from each end date. The useful window opens roughly **120 days before expiry**, when the office begins deciding whether to recompet, extend, or let the requirement lapse, and it effectively closes when the solicitation posts, because at that point the requirement is fixed and everyone is competing on the same terms. Outreach inside the open window is both legal and expected: market research is a contracting officer's obligation under FAR Part 10, and an unsolicited capability statement is a normal input to it.

Three expirations justify immediate action. **MISSION SUPPORT WASHINGTON, Access Communications Group, \$1,030,750, ending 2026-09-11** is the largest near-term recompet and sits at the highest-spending office in the report; that window is open now. **US Army Engineer District Walla Walla, Knight Const. & Supply, \$3,857,861, ending 2027-07-15** is the largest dollar figure in the table, and although the date looks distant, an award of that size will begin market research in early 2027, so it belongs on the calendar now rather than later. **USDA-FS CSA Intermountain 8, Noland Tough Fence, \$734,148, ending 2027-04-26** is the third, and it is a direct peer comparison: a small regional fencing firm holding a Forest Service award of exactly the type this engagement targets.

Four expirations are already inside the immediate window and should be treated as this week's calls: **Phoenix Area Indian Health Service (\$19,984)**, **FEMA Region 4 with American Technology Integrators (\$510,992)**, and **USDA Forest Service with SESOLINC (\$70,944)**, all ending 2026-07-31, plus **SER North MABO ending 2026-08-05**. The small dollar values on three of those are not the point. They are simplified-acquisition-sized requirements at offices that buy repeatedly, which makes them the cheapest available route to a first federal past-performance reference.

Contracting-office contacts

Contracting points of contact matched from public SAM.gov notices (exact office-name matches only; not every office will have one).

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1. **This week, email the four expirations dated 2026-07-31 and 2026-08-05.** Phoenix Area Indian Health Service, FEMA Region 4 (incumbent American Technology Integrators, \$510,992), USDA Forest Service (incumbent SESOLINC, \$70,944), and SER North MABO. These windows close in days, and three of the four are simplified-acquisition sized.
2. **This week, contact the four overdue offices:** USDA-FS Stewardship Contracting Branch (\$1,309,702), NAVFACSYSCOM Mid-Atlantic (\$814,970), USDA ARS PA AAO (\$336,275), and IMR Santa Fe (\$175,703). An overdue cycle means the requirement exists and has not been executed.
3. **Open the MISSION SUPPORT WASHINGTON recompetes now.** It is the highest spending office in the report (\$3,221,108 across 4 awards), it is due in FY2026, and its incumbent's \$1,030,750 award ends 2026-09-11. Named contact in the contact table: Daniel Correia, iceoacmissionsupport@ice.dhs.gov.
4. **Build the Forest Service relationship as a program, not a bid.** Five separate Forest Service offices appear in the top 25 (Stewardship Contracting Branch, CSA Intermountain 8, CSA Southwest 4, CSA Southwest 1, and USDA-FS SPOC IM), and three carry named contacts with published usda.gov addresses. They buy the same scope repeatedly across regions, so one strong past-performance reference travels.
5. **Prioritize the high-count offices for micro-purchase positioning:** USDA-FS CSA Southwest 4 (9 awards), FA8201 AFSC OL H PZIO (9 awards), and Base Seattle (7 awards). The goal here is to be on the quote list, not to win a competition.
6. **Put the Walla Walla expiry (2027-07-15, \$3,857,861) on the calendar for January 2027.** It is the largest single recompetes in the category, and market research on an award that size starts roughly six months out.

7. **Do not cold-call the 2 dormant offices or the offices flagged with the PSC footnote.** Dormant means no purchase in more than a full cycle, and the footnote marks offices whose purchase history does not overlap this category's PSC set, so they are likely mis-attributed rather than genuine fencing buyers.

Methodology & sources

All award data is drawn from **USASpending.gov** (FPDS contract data, US-government public-domain), retrieved 2026-07-25. Buying-office attribution uses the USASpending award-detail endpoint. Predicted next-buy windows are derived from the median gap between an office's purchase fiscal years - a planning signal, not a guarantee. Periods of performance and recipient identifiers (UEI) are as reported in FPDS and verifiable on SAM.gov. No licensed entity data (SAM Entity API / Dun & Bradstreet) is used in this report.

Demonstration sample from Pythia Digital LLC. Built on real public federal contracting data (USASpending.gov, SAM.gov). Company identity anonymized.

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