

Pro Max Fence Systems, LLC

”

I’ve been in this industry long enough to see how much the work, and the way we access it, has changed.

What hasn’t changed is the need for reliable information you can trust.

We check Dodge daily to find work. And even when we hear about a project somewhere else, Dodge is still the first place we go for the full picture—the plans, specs, and latest bid updates we wouldn’t otherwise have access to.

That kind of reliable information is invaluable. And it’s why Dodge has continued to play such a big role in how we grow.



TODD WEAVER, VP OF CORPORATE GROWTH, PRO MAX FENCE SYSTEMS

01

The Challenge

Todd Weaver entered the construction industry at 19 years old, learning the business from the ground up. Early on, success depended on access — knowing where projects were, understanding scope, and connecting with the right people.

Today, Todd leads corporate growth at Pro Max Fence Systems, a company expanding rapidly and intentionally. In the past year alone, Pro Max Fence added five new branches, entering new geographic markets where relationships didn’t yet exist.

That growth created a familiar industry challenge: **How do you expand into new markets without waiting to be invited or taking on unnecessary risk?**

Relying on word-of-mouth, scattered plan rooms, or last-minute bid invites makes growth reactive. For a company focused on sustainable expansion, that wasn’t enough.

02

The Dodge Solution

- **Use Dodge to see active, upcoming, and awarded projects** across targeted regions
- **Customize searches** around where the business is growing next
- **Understand who’s involved** on a project, not just what’s being built
- **Work from current plans, specs, and latest bid updates**
- **Identify opportunities** that align with their trade and capacity

03

The Results

50%+

of new-market bids supported by Dodge during expansion efforts

up to 80%

of new-market leads identified through Dodge

168 hrs

saved annually by reducing time spent tracking down plans, bidder information, and updates