



Welcome Wagon

We are pleased to welcome these new machine owners to the Fence Masters family:

Dave Fuetterer

of Catawissa Outdoors Inc. in Lumberton, NC who purchased a double head Z7.

Rudy Pinka

from Craftsman Fence in East Moriches, NY who purchased his second machine from Fence Masters, a double head Z7. Rudy also bought the radius rail option so he can route arbors.

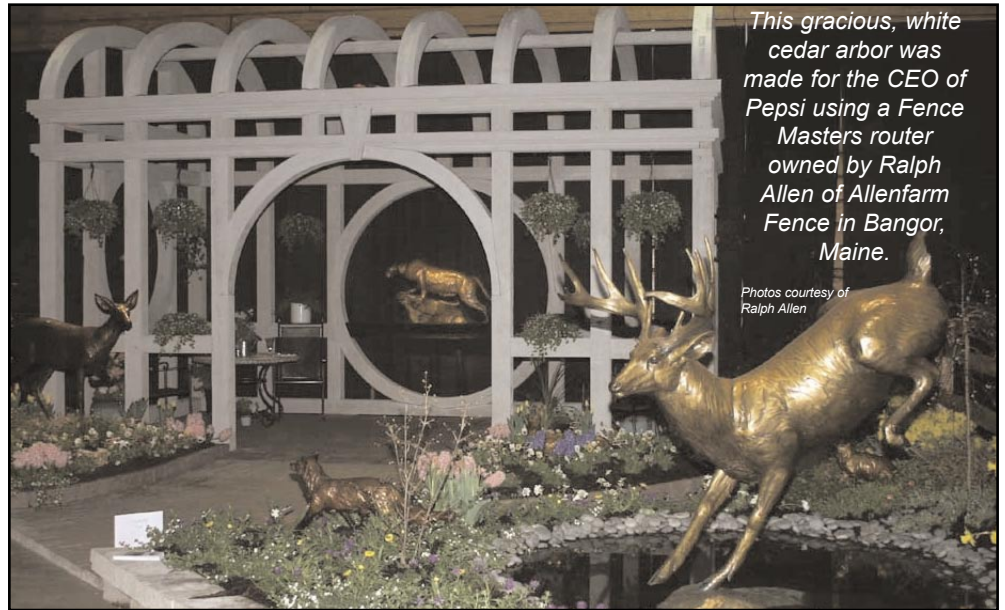
Robert Horvath

from Roberts Fence in Ronkonkoma, NY who also purchased his second machine from Fence Masters, a double head Z7.

Tip of the month

Check Your Chains

To ensure the accuracy of your CNC router, check the tension on the machine's chains. Follow the specs in your manual and make sure they are neither too loose or too tight. Call us if you have any questions.



This gracious, white cedar arbor was made for the CEO of Pepsi using a Fence Masters router owned by Ralph Allen of Allenfarm Fence in Bangor, Maine.

Photos courtesy of Ralph Allen

The possibilities are endless when you route outside the box

Fence Masters machines are not just for cutting PVC

When unique designs are given to creative thinkers who operate versatile machinery, the results are stunning. Fence Masters customer Ralph Allen at Allenfarm Fence Company in Maine is one such ingenious thinker who uses his CNC machine to route the unusual.

"When we started our search for a router we wanted a machine that could be used with wood and vinyl. Our search led us to FMT and the router from Cam Tech. We are using the machine to

make all of our vinyl fence parts, and we are making arbors and pergolas out of white cedar," said Ralph.

"We work with a landscape architect who likes to make things that are different. With this machine we can cut out the designs he makes and fabricate his ideas."

Since the fence business is seasonal, using his CNC router for unusual projects helps fill the work gap during

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Customer Testimonial

"The Fence Masters machine takes a fabricator to the next level. It's a high production machine that has user-friendly software to set up standard or custom parts, while allowing the operator to do other tasks. The Fence Masters machine helped us cut our lead time from 2 weeks to 2 days. We have tracked time studies and have produced as much as \$140 per hour with this machine. It has been one of the best returns on an investment purchase in our company's history."

*The Deck & Fence Store
Will Allen
Cadet, Missouri*





Continued

Ralph and his wife Tracey stand in front of the arbor made on their FM Z7. They displayed the arbor at a local flower show where they won several awards. The annual show is special to them as they were married during the show five years earlier.



this project without this machine. It has opened a lot of doors for potential work. It sure has increased the dollar value we can get for our wood."

When asked what exactly needs to be done to the machine to switch it over from routing PVC to cutting wood, Ralph said, "When we are working with wood we put a piece of 3/4 inch plywood on the table and screw the pieces we are cutting out to it. We use 1/2 inch bits when cutting the wood so the stock has to be secured extremely well."

There is no end to the different kinds of projects you can create with a little bit of imagination and your Fence Masters CNC machine. Call us if you have questions on how to maximize the use of your router.

Just ask Ralph Allen: "FMT has been a great support for us. Being able to call someone and get an answer or suggestion immediately is a wonderful thing. Service has been great. Parts are shipped next day."

Routing possibilities

Continued from page 1

the colder months, said Ralph.

"This has created winter work for us as we try to schedule these projects for this time. This past winter we made a very large garden arbor for the CEO of Pepsi designed by the landscape architect. Our engineer worked on the drawings, and we cut the arched beams on the router in pieces and screwed and laminated them together. It was a very successful project. (See photo page 1.)

"We could not have attempted

Now you can offer your customers high-end, laser-etched rail & gate decorations

The sky is the limit when you offer your customers the personalized, customized look they crave for their railings, gates or fence sections.

Call us about laser etching the image of your choice in the material of your choice: Plexiglas, Wood, Stainless or Aluminum.



Photo courtesy of Wayside Fence

New chapter approved

The NY-Long Island Fence Association Inc. was given the seal of approval by the American Fence Association earlier this month. The new chapter of the AFA plans to hold their first official meeting in the beginning of September.

The new officers of the local chapter are:

President *Dennis Pekoff*
Natural Beauty Fence

President-Elect *Michael Williams*
Vanderbilt Quality Fence

Secretary *Ken Piil*
Pill Fence

Treasurer *Martin Friedman*
Centre Fence

Director- Meetings *Rudy Pinka*
Craftsman Fence

Director-Membership *Sal Militello*
Wayside Fence

Yearly dues for membership in the national organization are \$495, \$130 of which is sent to the nearest local chapter. If you are interested creating your own local chapter, contact the AFA at 1-800-822-4342. If you would like to join the newly formed Long Island chapter, call Membership Director Sal Militello at 800-847-7789 or email sal@waysidefence.com.