

Welcome Wagon

Two proud new machine owners have joined the Fence Masters family in the last two months. We are pleased to welcome:

Mark Cirillo

of AutoGate Systems in Westhampton Beach on Long Island who purchased a Z7 with a 5 HP Perske

Sam Michaels

from Security Fence & Supply in Waterford, Michigan who purchased our Z8 with a multipart option to increase his bed size

New Products



\$100
set of four

Make moving your CNC router easy with a set of four casters for only \$100 plus shipping and handling. Heavy duty brakes keep wheels locked when no movement is desired. Order yours today.

Interest sparked Island wide for local chapter of AFA

First organizational meeting of LI chapter deemed a success

Over 35 people representing 24 different companies congregated at the 56 Fighter Group Restaurant in Farmingdale, NY on March 30. They were there to discuss the possibility of starting a local chapter of the American Fence Association (AFA). The attendees of the first organizational meeting of the Long Island chapter came from as far east as East Hampton and as far west as the Bronx.

According to meeting coordinator Sal Militello, GM for Wayside Fence in Bay Shore, the overall response to the idea of a local chapter was positive. "Those attending the meeting were all in favor of joining a local chapter. We have about six companies that have stepped forward to fill officer and director positions. The next step is for the small group of those who offered to fill those positions to get together and do the paperwork to get a chapter off the ground by June. The national AFA has a meeting at the end of June, and that's when they would officially approve the chapter."

"Your line of communication to the national level is through your chapter."

- Joe Sallemi, AFA Director

Long Island has not been home to a local chapter of the AFA for at least the last 10 years. Why join? What are the benefits?

According to meeting speaker Joe Sallemi, president and owner of AAA Inc./Anzalone Fence Company in South Hackensack, NJ, there are many advantages to creating a local arm of the national organization. Sallemi, who is a Director of the AFA and was a Past President of the Garden State Chapter, said, "Your line of communication to the national level is through your chapter. If you have a particular problem or interest in your local area that you want addressed, you can't communicate on the national level without having a chapter president represent you at the national meetings."

According to Sallemi, the chapter presidents elect the directors and officers of the national organization. So in essence, the power and the direction of



Photo by Donna Carucci-Krumm
Sal Militello helped coordinate the first organizational meeting of the Long Island Chapter of the AFA.

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Photo taken from the cover of Modern Woodworking magazine, November 2004

Tune Up Special

The fencing season is fast approaching. When was the last time you had your machine serviced? Yearly maintenance of your router ensures a smooth production line come the warm weather. Now is the time to lube up and tune up. Call us today and schedule an appointment with one of our technicians for a basic tuneup which includes:

- Grease all 11 linear bearings
- Adjust all stepper motor chains
- Clean/grease all racks & pinions
- Blow out electronics box

\$225 plus expenses



Welcome to the second issue of **On The Fence**, our new bi-monthly newsletter. From tech tips and monthly specials to the latest news in the industry, **On The Fence** will keep you abreast of all that's happening in the fencing world.

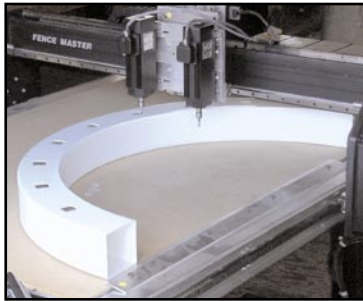
Helpful hints to 'reroute' wood customers onto PVC

Because today's homeowners are busier than ever, they often look for ways to simplify their lives. And replacing high maintenance wood fencing with PVC is an attractive alternative for many would-be customers.

According to Richard Pinter, Salesman at Wayside Fence in New York, "Customers want the styles traditionally available in wood without the maintenance. A lot of our PVC designs come from ideas given to us by our customers. They will ask if something is available in PVC, and we will make every effort to manufacture it."

Douglas DeLorenzo, President of Wayside Fence, adds, "In order to do so, PVC manufacturers must now offer

a variety of profiles and bends that can be used and combined to create a variety of styles such as crown tops, curved tops, etc." The new PVC bends make duplication of wood designs more accessible to the industry.



A Fence Masters double head Z7 makes easy work of routing a PVC arch profile.

And what about routing those PVC bent profiles?

The Fence Masters machines have the flexibility and table space to easily route bent profiles up to 96 inches in width and 48 inches in depth, as in the case of arches, and they can also route

horizontally on all the curved and stepped rails that duplicate wooden fence styles. Call 1-800-786-0086 for more info on routing arched profiles.

(See page 3 for tips on selling PVC to your customers.)

Customer Testimonial

"The best advantage with the Fence Masters machine is being able to router eight 5x5 posts at a time. Being able to put more product at one time on the machine saves in overall time because we don't have to constantly move profiles on and off the machine.

When we started our vinyl division we looked at just about every CNC machine out there. We went directly to you guys. The cost of your machine versus the ability to put more product on the table made your CNC router a much better value."



Scott Gilligan, Orlando Steel, Florida

Mousepad Equivalency Chart

ONLY \$4.95 each plus shipping. Throw aside your calculator and put down that pen. Now entering decimal dimensions is a breeze. Just glance at your Fence Masters mousepad and find the decimal that corresponds to the size of your rail or post. Call 800-786-0086 to order any of the products featured in our newsletter.

Antistatic Chip Deflection Brushes

FENCE MASTERS

ANTISTATIC CHIP DEFLECTION BRUSHES

These antistatic brushes keep shop cleanup to a minimum by containing the PVC chips within the material being routed as well as providing a barrier around the bit for safety.

ONLY **\$68.00** ea.

22 Corbin Ave. Bay Shore, NY 11706
1-800-786-0086
www.fencemasterstechnology.com

Visit our website:

www.fencemasterstechnology.com. Have a story or industry tip to share with our readers? Call Lynn at 800-786-0086 or email lynn@fmtmachinery.com.



Save As function added to MasterMind. Pull up an existing fence design and **Save As** a new design without having to re-enter the specs. If you are interested in adding this free feature to your software program, call Lynn at 800-786-0086.

AFA chapter

Continued from page 1 the AFA resides in the strength of its chapters.

In addition, Sallemi said, "We have educational programs during the chapter meetings. Attorneys are invited to speak about the legal issues that must be included in a contract, the Red Cross might come to teach a CPR course, someone from a collections agency might give advice about collecting overdue invoices, or a local building inspector might review certain codes specific to your area."

According to Militello, \$130 out of the \$495 paid by each member in yearly dues gets distributed to the nearest local chapters. If the Long Island chapter is approved by the AFA directors in June, Militello said he and his fellow members hope to hold the



Photo by Jon Felske from Natural Beauty Fence

Over 24 different companies sent representatives to the first organizational meeting of the Long Island chapter of the AFA. Seated from left to right traveling counter clockwise around the table are: Tom Ball from Eastern Wholesale Fence, Phil Courtney from Perimeter Barrier Systems, Larry Gordon from Island Fence, Chuck Plotnick from SBI Aluminum, and Jerry Schiano and Hy Goldsmith from Schiano Brothers Fence.

first meeting in August.

If you are interested in becoming a member of this newly formed Long Island chapter, contact Ken Piil at Piil Fence in Oceanside at 516-594-1550 or Sal Militello at 631-968-6828. If you would like to start a chapter in your neck of the woods, contact the AFA at 800-822-4342.

SawStop this month's innovative product

The U.S. Consumer Product Safety Commission reports that there were approximately 33,000 injuries from table and bench saws in 1998 that were sufficiently serious to require a hospital visit. Of these injuries, approximately 95% were hand and finger injuries.



Photo courtesy of SawStop

These injuries can now be minimized or completely avoided with SawStop technology. The SawStop system works by recognizing the difference in the electrical properties of wood and a user. The minute the system detects a high-frequency electrical signal caused by contact between the blade and a user's body, the blade comes to a complete stop in 5 milliseconds. **THE ONLINE VIDEO DEMONSTRATION IS A MUST-SEE.** Visit www.sawstop.com or call (503) 638-6201 for more information.

Industry tips

Some tips on selling PVC when customers ask for wood:

- Present it to your customers as an investment. PVC will increase the home's value and will last forever, whereas wood will need to be replaced in 10-15 years.
- Time is Money - The maintenance-free features of PVC fencing will save time.
- Listen to your customers. By challenging yourself to come up with the designs they are looking for, you will expand your product line while making them happy.
- Offer features such as bends in designs, colored PVC, heavy 3D lattice and other products that emulate the look of wood.

Fence bids emailed to you

Nobody buys more fencing services than governments. And by law, the feds have to publish what they're going to buy.

The **Fencebids** newsletter emails fencing jobs from federal and state resources every Friday*. From national and state parks to post offices to VA and state hospitals, www.fencebids.com checks out the bids and then emails them to you free of charge. If you find a job you want, you can download the RFP, register for updates, get bidding results, download drawings and meeting notes, email the contracting officer, etc. Multiple persons from the same company can subscribe.

***Fencebids** is a new, free electronic version of "Federal Procurement Alert for Fencing" which has been published in association with **World Fence News** on Fridays since 1986.