

# Welcome Wagon

We are pleased to welcome this new machine owner to the Fence Masters family:

## Ken Smith

of Homestretch Fence in North Lima, OH who purchased a Z8.



Brian from Homestretch Fence tries out the company's newly purchased Z8. Within hours of learning Mastermind, our fence design software, he was ready to put his new skills to work operating the machine.

### Tip of the month

Did you know you can route circles with your machine? Just create a square with the end dimensions desired, plug in the corner radius at half that amount, and voila!



Our state-of-the-art training facility features seven different machines that can be used for demonstrations and training: a single head Z8 CNC router; a double head Z7 that can route arches, staircases, drop rails and scallop rails; a PVC welder; a Picket Master; an RMI with a toolchanger for woodworking; our Space Maker, which is the industry's only vertical woodworking router; and an L20 laser etching machine.

## Keep making \$ all year long!! Attend FMT seminar & learn different ways you can use your router to keep business alive during the winter months

**D**on't let the cold weather slow your business down. Come join us for an informative seminar to be held this winter at Fence Masters Technology. Here you will be taught the different ways you can use your Fence Masters router to create jobs and generate profits during the slow season.

### What will it cost?

We are considering two types of pricing tiers: 1) one price for the seminar with all expenses paid by the attendee; 2) or a package deal for room, board, transportation and the seminar itself, plus a night out on the town. The pricing structure will depend on the responses we receive from our customers. If you have an interest in attending our seminar, please fill out the simple questionnaire on page three and either call, email or mail us your responses.

### What will you learn?

The 2-day conference will be held at

our state-of-the-art facility, located in Bay Shore, New York. Instructors from the fencing industry as well as the woodworking industry will lead classes in sign making, display work, woodworking and custom fence applications. There will also be a short course on AutoCad.

At our location on Long Island we have a showroom, conference room, workshop and machine demonstration area. Both Z7s and Z8s, the most popular CNC models purchased, are set up and available for demonstrations and practice sessions. Our latest addition is the Picket Master, capable of welding 1-1/2" square pickets in an instant. We also have a Space Maker, RMI and an L20 laser machine on hand for trial use by those interested in researching other business opportunities.

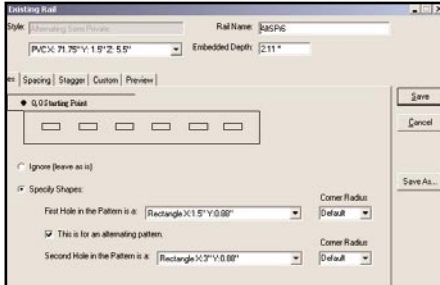
### When will it take place?

The timing of the event is up to you.

*Continued on page 3*



# Products & News



## Save As Feature



A new **Save As** function has been 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.



**\$100**  
set of four

## Casters, set of 4

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.



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

## Tune Up Special

The fencing season is nearing its end. When was the last time you had your machine serviced? Yearly maintenance of your router ensures a smooth production line come the busy season. 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

## Antistatic Chip Deflection Brushes

Keep cleanup a breeze and flying debris in its place with our antistatic brushes made for 2HP Perske motors. **Only \$68 per brush**. Call now while supplies last!

## Mousepad Equivalency Chart

**ONLY \$4.95 each plus shipping.** Throw aside your calculator and put down that pen. Just glance at your Fence Masters mousepad and find the decimal that you need.

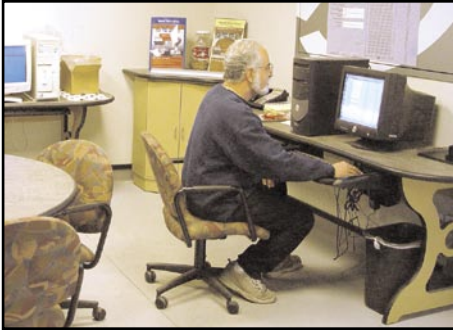
## Visit our website:

[www.fencemasterstechnology.com](http://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](mailto:lynn@fmtmachinery.com).



# Continued



Our facility also includes a computer software training room, a conference room for lectures and a workshop fully equipped with an extensive collection of power tools.

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Let us know on the following questionnaire when the best time is for you to attend. We will tally all the responses we receive and hold the seminar when it is most convenient for the majority of our customers.

### Where are we located?

We are situated only 20 minutes from MacArthur Airport in Islip with supersaver tickets available from Southwest Airlines when you book two weeks in advance and make your ticket purchases online. We are also

about 45 minutes from LaGuardia and Kennedy airports, and only an hour from Manhattan.

The hotel we would recommend to house our guests is the Wingate Inn, only one exit away from our location. There is a free shuttle from the airport to the hotel, a Continental breakfast is served every morning, and Internet access is available in all rooms. Special room discounts are available for all FMT customers who stay at the Wingate. For more information about the accommodations, you can visit [www.wingateinnny.com](http://www.wingateinnny.com).

## Questionnaire

Which month is the most convenient for you to attend?

Dec.  Jan.  Feb.  March

Which pricing tier would you prefer?  
Seminar only  Package price

Which classes interest you the most?  
Sign Making  Display Making  Auto Cad  Wood Working  Custom Fences

## Meeting Notice

The monthly meetings of the New York/Long Island American Fence Association are to be held on the second Tuesday of each month, from 7-9 pm.

Sit-down dinners are usually served - \$35/person. Meeting notices are sent out the first week of the month. Call 516-594-1582 for more information. RSVPs necessary a week prior.

## European bits now in stock

They're here! New and improved, high-quality European 1/4" bits. These router bits are known for their sharp, clean cuts and their long lasting life.

**TIP:** And remember, the machine operator can always elongate the life of any router bit: Just Change the plunge depth on the Create-A-Job screen to cut at different points down the length of the bit.

To order your Belin bits at \$23.50 each, just give us a call at 1-800-786-0086.

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