



## Welcome Wagon

Six proud new machine owners have joined the Fence Masters family since the beginning of the year. We are pleased to welcome:

**Dave Pucci and Jim Ferenczy**  
of Intercoastal Construction located in North Carolina who bought a Z8 specially outfitted with a 2HP Perske motor

**Ken Sweezey**  
of Sweezey Fence Erectors in Whitman, MA who purchased our Z8

**Tom Tesoriero**  
of Precision Fence, who purchased a double head Z7

**Vinyl Visions**  
in Ohio who purchased our Cut Master to make easy work of cutting PVC extrusions through automation

**Harry Stinson**  
from Elite Fence Products in Michigan who walked away from the FenceTech '05 show with a double head Z7

**Ken Piil**  
from Piil Fence Co. in Oceanside, NY who bought our Z8

## FenceTech '05 attracts record crowds

This year's FenceTech '05 show held by the American Fence Association (AFA) in New Orleans was a huge success, according to AFA Trade Show Director Chuck Simanek. "We were extremely pleased with the turnout in New Orleans and especially how well the education program was received as well as the strong reception to the deck and railing pavilion, which will be expanded in 2006 in Las Vegas," said Simanek.

This year there were 6,119 overall registrants with 3,714 representing the buying public.

And this is the second year that individual seminar tickets were offered. Ticket sales were up 34% from last year's show in Orlando, according to Simanek. Sales of the education package were up 57% percent over last year with the two most popular seminars being "How to Increase Profit Margin," led by Graham Foster, and "Improving the Bottom Line," led by John Mackay. Because of their popularity, both seminars were repeated during the show.

Other crowd-drawing features at this year's trade show were the indoor

demonstrations. "We really struck a popular note with bringing the outdoor demos indoors and having them take place at scheduled times during the show hours. Attendance went from about 100 in the past to over 450 contractors watching equipment in action," said Simanek.

When asked what he thought was one of the more unique and innovative items exhibited at the show, Simanek described the Accu-Chute Pouring Wheelbarrow from Altim Inc.

in Massachusetts; a product well suited for the fencing industry. The front of the wheelbarrow is shaped like a

	FT '04	FT '05
Exhibitors	366	386
Sqft. filled	93,200	94,300

spout on a pitcher, enabling the contractor to pour concrete more efficiently into any post hole. The custom design virtually eliminates spills and greatly reduces cleanup time. For more information about the wheelbarrow, priced at \$179 plus shipping, log on to [www.altiminc.com](http://www.altiminc.com) or you can call 888-962-5846.

According to Simanek, next year's FenceTech '06 to be held in Las Vegas is already 82% sold. Don't miss out. See you in Nevada!!

**FMT**  
**FENCE MASTERS**

**ANTISTATIC CHIP DEFLECTION BRUSHES**

**NEW**



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

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### FenceTech '05 innovative product

According to Altim Inc. Sales Representative Timothy Stark, the design idea for the Accu-Chute Pouring Wheelbarrow came from Grandma's gravy boat. In addition to being exhibited at FenceTech '05, this product was featured on Bob Vila's Home Again show as well as in this month's *Fine Homebuilding*. Videos of the wheelbarrow in action can be found on the company's website at [www.altiminc.com](http://www.altiminc.com).



Photo courtesy of Altim Inc.