



# The Original “Tool Guys”

## Monthly Newsletter

Well, here it is. The first Montana Tool Newsletter.

So I'll start with what the idea is, and how we are going to try to accomplish it.

### **The Idea:**

We have customers from all over western Montana we've noticed that many are unaware of the new products we have come in, and some miss out on our in store specials, or manufacturer sponsored sales. So I wanted a way to touch base with all of our customers to let them know what's happening right now at Montana Tool.

With that said, here is what this newsletter will not be. A daily email telling you the deal of the day. Why you **MUST** own this tool (and of course buy it here). I personally find the constant barrage from some companies tiresome, so we will not add to that.

### **Our Plan:**

You probably have noticed by now, I am not a writer. Also we have no “marketing” department like the box stores or the chain woodworking supply stores. This will be the format, if you are **NOT** interested in this informal, no splash newsletter let me know if you would like to unsubscribe.

What we plan on, is giving info on some of the tools we carry, and our opinions of those tools, after that it is up to you to determine if it is something that interest you or not.

As a lifelong woodworker, and purveyor of tools and machinery I use many of the same machines in my own shop, I will give you **MY** Opinion, just as I do when you are here in the store. If you know us, you understand we will not **SELL** you anything. We try to give you the information you need to make an informed buying decision.

Long term we hope to host “events”. This can range from having a Manufactures Representative come in and demo their products, to some woodworking workshops. We're amazed by the number and quality of our professional craftsmen in western Montana. I hope to have some of them, give “How To” workshops.

The newsletter is how we will notify you of upcoming events.

So here we go....

## **LAGUNA**

If you haven't stopped by the last few months, we now stock Laguna Tools. We have found them to be very high quality, nice fit and finish, and accurate. If you don't know the Laguna Brand, the company is 25 years old, it began by importing high quality Italian made Band Saws. They have focused on Industrial woodworking machines sold direct.

In the last 3 years they have gotten into the small shop, hobbyist market. Selling through a woodworking specific dealer network. The pricing is midrange but the features and quality are superior to most midrange companies.

I had several calls in December regarding Laguna on sale at 10% off. So here is our Policy on that. I cannot price match on the spot. The dealer advertising the sale, has pre-ordered, or pre-arranged with Laguna to have that sale.

So with that said, Montana Tool will be having occasional sales on Laguna. Our first one being the Month of February. If you are interested give me a call and I can order it early in the month, and you can buy local and still get 10% off.

## Other items

We are now carrying **Woodpeckers** products. Including lifts, complete router tables, and many of their squares and other accessories.

Montana tool will continue to carry the Kreg tables and lifts, but some of our customers wanted the larger, Phenolic tables, that Woodpeckers offers.

Over time I hope to carry the full Woodpeckers line.

**General Finishes**, again something relatively new to Montana Tool. We also are stocking WaterLox, and some Behlens specialty finishes, their ROCKHARD table finish is as the name implies, very durable and has been used by a lot of our customers recently with good reviews.

**Festool**, has come out with several new sanders. The new designs are brushless, and ergonomically improved. Most of the earlier ETS sanders have been discontinued or soon will be.

Also Festool has come out with a new series of “Track” saws. They resemble a traditional Circular saw, and do not plunge into the cut. Can be used on the rail OR not.

## Wilton Vise

So here is the deal of the month, cleverly hidden deep in the newsletter. This is a newsletter exclusive, so you will need to tell us at the front counter you saw it here.

The Wilton woodworker’s 7” vise regularly is \$199.99, is on sale for 179.99. The Wilton woodworker’s 10” vise is regularly \$229.99, and is on sale for \$199.99. Both limited to stock on hand.

## Hand Tools

In the last 20 years there has been a resurgence in the use of hand tools in woodworking. I believe the Internet has had a huge impact on this, with videos demonstrating the setup and use of these tools.

I personally started with hand tools, woodworking on the kitchen table in our first apartment way back when.

Montana Tool has a full selection of the most common hand tools. I try to have a range of price points for these items. The quality of steel in a chisel for example varies greatly. The American, or European made steel is the best.

Montana tool stocks Two Cherries, which are German made, and Pfeil, Swiss made chisels and carving tools. We also stock the good old Stanley yellow handle chisels. Stanley moved the production of these back to Sheffield England a few years ago, so the quality has improved.

In hand planes we have Stanley (Chinese made), and WoodRiver which are also Chinese made, but of much higher quality. Unfortunately the high quality North American made planes are unavailable to us to sell, or we would definitely stock them.

If you have an older Stanley that you would like to tune up, Montana tool stocks Hoch, and select IBC iron and chip breaker sets.

## Lines

Just a reminder of some of the brands we have here at Montana Tool Company

DMT, Festool, Fein, Milwaukee, Makita, Metabo, General, Jet, Powermatic, Laguna, Shop Fox, Rolair, Max Nailers, King Arthur, United Abrasives, Johnson Industrial Abrasives, Nova Lathes, Occidental Leather, Tenryu Saw Blades, Tormek, Worksharp, Tajima, Sait, Starrett, Wixey.

Any questions, comments, ideas please feel free to email me. [Steve@Montanatool.com](mailto:Steve@Montanatool.com).

In the future David will do most of the writing, here has better verb age and improved noun sense.

I will still contribute. We hope to have Mike add some words of wisdom. He has been woodworking for many years as a professional, so has valuable insight from a different perspective.