

Mastercam's 25th Anniversary

CNC Software, Inc., Developer of Mastercam®, Celebrates 25th Anniversary



CNC Software, Inc. is celebrating its 25th Anniversary in 2008. Two brothers, Mark and Jack Summers incorporated the company in 1983 with a new programming concept for CNC (Computer-Numerical-Control) machine tools. They developed a PC-based CAD/CAM (Computer-Aided-Design/Computer-Aided-Manufacturing) software package with an emphasis on the CAM side. During that time, most of the programs were more CAD-oriented and expensive.

"Ours was developed with the machinist and the design engineer in mind," says Mark Summers, President. "I was a machinist, and I will always be a machinist at heart. It's a direct approach – design the parts and generate the toolpaths to machine them."



They called the software program "Meghan", named after Mark Summer's eldest daughter, and then changed it within the first year to "Mastercam" as a clearer descriptive of the software's primary function. A third brother, Brian Summers, soon joined the company and now serves as Vice President. Jamie Summers, Mark's wife, is Chief Financial Officer.

The company's first customer was Connecticut Tool in Putnam, Connecticut. "We are honored to have been the first shop to use Mastercam and continue to value the relationship with CNC Software today," says Steve Durand, President. "CNC Software has consistently provided a superior product in Mastercam with excellent service. Mastercam has allowed us to stay on the cutting edge of CAM technology. We look forward to continuing our loyal relationship with the company for many years to come. Congratulations on your 25th anniversary."

Today, Mastercam® is arguably the most recognized and best selling brand of CAD/CAM software in the world and has the highest number of seats installed – 135,824 at the end of 2007. The company continually uses its success to reinvest in itself with new Mastercam generations, (the latest is Mastercam X2) improved features and ease of use, its infrastructure of more than 400 dealers worldwide, its world-class "green" facility, and its intellectual property from the best minds in software development. Last year, 2007, the company reported record sales of \$29.4 million.

Shortly after CNC Software started in Massachusetts, the company moved its base of operations to an office in Vernon, Connecticut. After a brief move to an industrial park, CNC Software built corporate headquarters in Tolland, Connecticut. When it outgrew that space, the Summers established the company's corporate headquarters and training facility in a new, 38,000 sq. ft. building in the same town. The building was thoughtfully designed and built for aesthetics, functionality, and environmental friendliness. In 2007, ground broke for a 12,000 sq. ft. addition to house a fully functioning machine shop with advanced equipment for Mastercam product research and development.

"I've had a passion for doing whatever I can to minimize environmental impact for as long as I can remember," says Mark Summers. "We review everything, from the kinds of organic fertilizers we apply to our grounds to the kinds of recycled paper we use to our geothermal heating system. Virtually everything here has been chosen consciously with the environment in mind."

The first version of Mastercam was a two-dimensional CAM program. Now, Mastercam offers solutions for designers and programmers involved in multi-axis milling, turning, wire EDM (Electrical-Discharge-Machining), wood router programming, plasma and laser cutting, and three-dimensional design and drafting. CNC Software's customers range from one-person job shops to Fortune 100 manufacturers. Mastercam is also ubiquitous in high schools, vocational/technical schools, colleges, and universities. The company's educational division operates out of Gig Harbor, Washington.

"Certainly one of our biggest reasons for our success is our exemplary and loyal global dealer network – all of those congenial experts who sell and support Mastercam," says Mark Summers. "Some of these people, really friends now, have been with us since the very beginning. They have helped shops grow and enjoy a true collaboration with our customers, offering advice, training, and applications experience to Mastercam users around the world."

One of those dealers is Compumachine, Inc. located in Danvers, Massachusetts. David Shaby, President and CEO, was CNC Software's first reseller to sign on. "Mark and Jack Summers had the vision to improve upon that early Meghan system and it just grew into the Mastercam we know and respect from there. I recently attended CNC Software's annual reseller conference and sat next to Mark and Jamie Summers. They are the same down-to-earth, sweet people I met in their Dad's kitchen over pancakes 25 years ago. We are still proudly their dealer in Massachusetts. It has been my honor and privilege to be associated with the remarkable Summers family, and I extend my best wishes to the continued growth of Mastercam in the future."