



INTERNATIONAL SAW AND KNIFE ASSOCIATION

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A Preview of the Winter Meeting

Mike Trueblood's Top Tips for Family Business:

1. Define the vision of the family business. What do you see in the future for your business and family?
2. Determine the shared values of your family. What is the most important to everyone in the family?
3. What are the traditions of the family firm? Keep what makes your family special alive through your business practices to continue the legacy.
4. Develop a set of HR specific policies that apply to family, as well as non-family employees. Prepare yourself with plans and protocol for these situations .
5. Mentor the next generation of family members for leadership. You have accumulated a wealth of knowledge about your industry, your company, and your family—who better to benefit from your experience than your family?
6. Confer with an Advisory Board of trusted advisors. There are so many resources available—resources specific to running and sustaining a family business—and advisors who specialize in making those resources available to you.

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**Plan to see
Mike Trueblood
plus a whole lot more in
Sarasota, FL
February 29th
thru March 2nd**

Peerless Saw Co. Celebrates 80th Year in Business



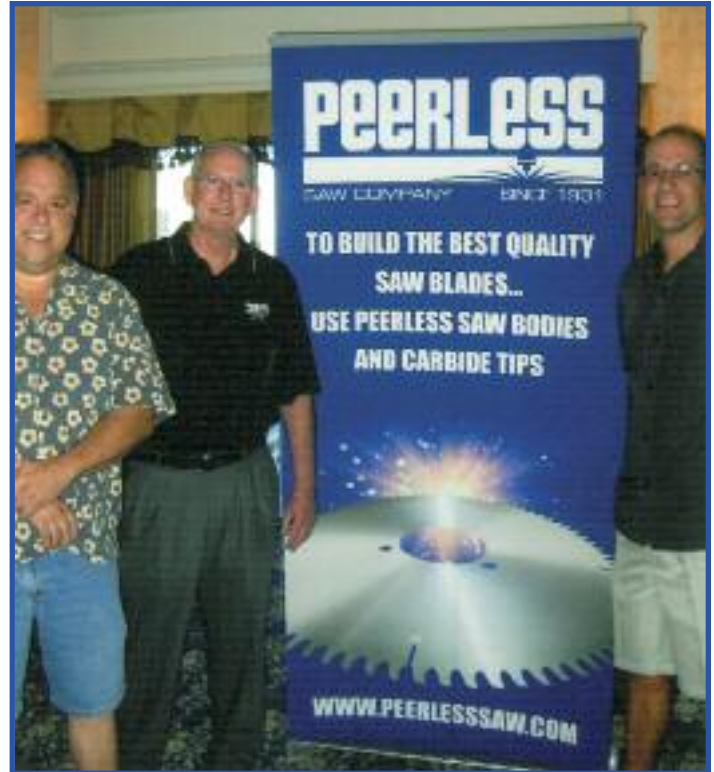
Peerless building in German Village

The Peerless Saw Company was founded when Thomas Edison was still filing patent applications, the Empire State Building was newly built and the world economy was crawling out from under the Great Depression. In 1931, brothers from two families, the Hodapp's and the Callahan's pooled their resources and formed a new saw blade manufacturing company in Columbus, Ohio. Their first order was to supply wood cutting bandsaw blades to the Ford Motor Company in Detroit.

Of course, there have been a lot of changes between then and now. The founding families split up along the way and Bernard Hodapp led the company for over forty years until his death. Throughout those years, Peerless evolved to become a reliable manufacturer of circular saws, as well as narrow bandsaw blades for cutting wood and non-ferrous metals. The owners invested a great deal in capital equipment, which allowed the company to grow, eventually reaching fifty employees.

In the 1950's tungsten carbide started to make its way into the tooling industry and customers started asking Peerless to provide saw bodies, ready for tipping. Steel tooth saw blades remained a strong part of the company's product line, but the growth of the carbide tipped circular saw industry brought great potential to Peerless.

In 1974 Peerless was acquired by Ted Montague, a former Borden Corp. executive who found himself in an economic recession with a very skilled workforce working on worn-out equipment in an old, outdated factory. Ted turned the company around. Within three years, he rebuilt and repaired the equipment and moved the company to its present site in Groveport, Ohio. The modern building was custom designed to house a saw body factory with room to grow. Over the next four years the company bought new, high performance surface grinders which replaced the older Arter grinders.



But Ted's best investment was his purchase of the first laser cutter in 1981. As one of the early saw manufacturers to gamble on this modern technology, Peerless would quickly embrace this method of cutting saw bodies, rather than punching out gullets from round discs. Within six months, Ted ordered his second laser. Quality and productivity quickly improved and delivery fell from 12 weeks to six.

The company's success and sales grew and Ted continued to invest until 1985, when he sold the company to the Hackman Corp, from Helsinki, Finland. The Scandinavian's were good owners, investing in new heat treatment equipment in 1989. This proved to give Peerless an excellent return with better flatness quality and improved flexibility and delivery. The company continued to add equipment and grow under Hackman's ownership for 14 years.

Then, in 1999, Peerless President, Tim Gase and Sales Manager, Ken Lloyd executed a successful management buy-out of the company. Now the company is again under American ownership. Since that time, Tim and Ken successfully guided the company through some tough economic times, but experienced very good growth, too. Today, Peerless is stronger financially than at any time in its history. Through continued investment in its processes, the company works to provide the best value to its customers.

In its 80th year, the Peerless Saw Co. still maintains a headcount of 50 employees, though with a great deal more sales than decades ago. Four laser cutting machines operate three shifts a day to compliment the modern heat treating department. In recent years, many new machines have been installed, some incorporating robotics to improve the flow through the factory. Recently, new equipment has been installed to improve arbor hole finishing, flattening and tensioning. And due to a better inventory of carbide, many customers are now saving time and money by buying their tips and saw bodies from Peerless on the same order.

Peerless has been a member of the ISKA since 1980 and has hosted numerous hammering seminars and receptions. The company is proud of its history with the organization and looks forward to many future years as an active member.



Peerless building in Groveport

News Release

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FOR IMMEDIATE RELEASE

COLONIAL SAW OFFERS NEW MVM TOUCH PANEL CONTROLLER FOR MX & PX KNIFE GRINDERS

The Best in Knife Sharpening Just Keeps Getting Better

Kingston, MA, July 2011 –Colonial Saw showcased its latest addition in knife grinders at the recent AWFS Expo in Las Vegas, a new touch panel controller is now standard on new MVM MX and PX model Knife Grinders. This digital control and mini PLC now offers automatic spark out and end of cycle shut down for energy conservation. It allows the operator to control downfeed per pass, variable carriage speed, and several downfeed approaches.

Colonial Saw, Inc. is North America's importer of the world's finest grinding machinery and accessories, Swiss made STRIEBIG Vertical Panel Saws, and LAMELLO specialty tools, biscuits and biscuit joiners. For over half a century, the company has delivered uncompromising performance and value, along with one of the most comprehensive and responsive after-sale customer support programs in the industry. Ask them about their selection of certified, pre-owned grinders.

For more information, visit: <http://csaw.com/grinding/mvmmx.html>
or Call 1-888-777-2729 or E-mail Dave Rakauskas at drakauskas@csaw.com.



MVM MX Knife Grinder with Touch Panel Controller from Colonial Saw



Used Equipment Connection....

**MVM GM1000 knife grinder, 49" cap, mag chuck
Operational but needs some TLC \$2000
Contact: Mike Giza 412-445-8417**

**American Saw band saw strip machine, 60290, variable
speed Very little use and extremely nice condition \$3500
Contact: Mike Giza 412-445-8417**

***To List your used equipment Please
Fax Cheryl Rinicella @ 330-963-2985 or email
crinicella@sawsystemsinc.com***

ISKA Roving Reporter Asks :

During the world-wide economic slowing and higher unemployment; have you been able to create new jobs or increase enough business to hire new employees? Do you find with a larger labor pool that you can hire a more skilled and motivated employee?

2010 was a very good recovery year following the very poor recession year of 2009, when we reduced our workforce by about five employees. In late 2010 we started hiring back and continued to hire back more in first quarter, 2011. Our sales volume continues to steadily increase in 2011, but we've now returned to about fifty full time employees. In the last year, we've gained two experienced employees who were displaced as a result of the recession. The first is an experienced saw smith which is hard to find. The second is a maintenance man who is more qualified than most we've hired in the past. These additions have added a lot of strength and depth to our workforce.

Ken Lloyd
Peerless Saw Company
Groveport, Ohio

We are not hiring at this time. We do not have a larger labor pool at this time. We have upward pressure on wages in our area. And most applicants are not in this field.

Einar Gustafson
Keen Edge Sharpening Service Ltd.
Calgary, Alberta, Canada

We have hired one new salesman, and also invested in automated machinery. Our business has been up the last couple of years, and I see continued growth.

Bill Zickel
W.D. Quinn Saw Company
St. Louis, Mo.

We have been able to maintain employment for our team of employees at Vollmer of America throughout this challenging economic climate. Continued innovations with new technology and new services have allowed us to further expand the role of our employees to benefit our customers and our organization. Despite high unemployment many of our customers are feeling as that they have a very hard time finding skilled workers despite their willingness to even relocate people.

Ralf Kraemer
Vollmer of America
Carnegie, Pa.

No new jobs. Lucky to hold on to employees I have. Business is down about forty percent from three years ago. In our business I don't know how to create "green jobs."

Sheldon Warrick
Three B's Saw and Tool
Omaha, Ne.

Earlier this year we have acquired a new company to join our group and therefore cater to a different market. The acquisition of Flex Trim USA helped us create new jobs. We did not hire new employees due to increased business but we are planning on creating new jobs to increase business because in order to improve our numbers we must focus on sales while maintaining the same quality in customer service. In our area, a larger labor pool didn't mean that there were more skilled and motivated candidates for our open positions. We did have a large quantity of applicants but very few were qualified. I have no explanations for that.

Marc Lalande
Molemab Abrasives USA
Queensbury, NY

Meet A New Member

Roseburg Saw & Tool Company

Roseburg Saw and Tool Company was originally founded as K&S Precision Grinding in 2002, by Dan Lines. When starting this company, Dan had twenty five years of sawfiling experience in both primary and secondary manufacturing, working with a variety of wood species. The company's original focus was to provide a source for hand-crafted saw hammers, tension gauges, straight edges and stretcher roll re-grinding for the sawfiling industry.

In 2006, the company relocated to Roseburg, Oregon and expanded to provide saw and cutter services. In 2010 the company's name was changed to Roseburg Saw and Tool to reflect the company's geographic location and the services provided.

Roseburg Saw and Tool continues to supply hand crafted sawfiling tools along with superior saw and cutter service, featuring Vollmer equipment, for the wood product industry.

The Prez Sez...



Abraham Lincoln once said if he had six hours to cut down a tree he would spend four hours sharpening his axe. Here WE are in the tooling business sharpening the axes! It is my privilege to serve as the new president for an organization of this importance. I would like to welcome Mr. Bill Zickel from W.D. Quinn Saw Company to the board. He will serve us well by offering new and refreshing ideas. It's my pleasure to be able to work with such an exciting board of directors where every meeting is centered around finding new ways to give back to its' members and encourage more involvement.

Sharpening day in and day out for other people doesn't leave us much time to sharpen our own skills. Attendance to the seminars and trade shows is the sharpening preparation that WE need. Now, blogs, emails, and web sites are also important but, do they answer completely your concerns? I know while using these tools, I am often distracted and focusing on three things at once. All the more reason to join us in Sarasota for the family business seminar featuring, Mike Trueblood, Director Family Bus. Council CSUF.

Get away in March for some R&R while sharpening your skills. Preparation is the answer! Japanese Proverb: "When you are thirsty- it is too late to dig a well."

See you there,
Cheryl Rinicella

ISKA Members Who Exhibited At AWFS Vegas

Amana Tool Corporation

Moon's Saw Shop Supplies Inc.

Skarpaz Tooling Systems, Inc.

CERATIZIT USA

NAP GLADU

Tigra USA Inc.

Colonial Saw Company, Inc.

Peerless Saw Company

Vollmer of America

FS Tool Corporation

Riverside Tool Corp.

Vortex Tool Co., Inc

GreatLakes Custom ToolMFG, Inc.

H3D Tool Corp

Royce/AYR Cutting Tools Inc.

Williams and White