



INTERNATIONAL SAW AND KNIFE ASSOCIATION

Cutting Times

Summer 2011

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JULY 20-23, 2011 | LAS VEGAS, NV
LAS VEGAS CONVENTION CENTER
www.awfsfair.org

AWFS Booth #2270

Thurs: July 21st 8:30am

ISKA Board Meeting

Bally's Skyview Room #4

Friday: July 22nd

Annual Meeting 6:15 followed by ISKA

Reception 7pm in Bally's Skyview Room 5/6

**Bally's Skyview Rooms are located in
Bally's Conventions
3645 Las Vegas Blvd. S
North Tower 26th Floor**

**Mark Your
Calendars:
Family Business
and
Tech Seminar
March 2012,
Sarasota FL**

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MK Morse -Band Saw Training Seminar

On Friday May 6, 2011 attendees were greeted by ISKA Vice-president Cheryl Rinicella. She introduced our host Mr. Kent Hughes who welcomed us to this impressive facility. MK Morse President Mr. Jim Batchelder addressed our group about the founding of the company in 1962 by MK and Marie Morse. This company remains a family-owned business as it has grown to 475 employees.

Kent Hughes divided us into groups for tours and demonstrations. We toured with Brian Mitchell and Alan Peterson to see the whole process in the production of band saw blades from beginning with steel to the boxed blades ready to ship at the end. In the technical areas we learned how difficult it is to maintain tooth integrity, how easy it is to cut with a “metal devil,” (I could do it), the basics of circular cutting, and band saw cutting on several different machines. These demonstrations were conducted by John Ray, Steve Rearick, Tim Lee, Pasan Wanigarathne (assisted by Zach Barrett).

After a southern bar-b-que (delicious) lunch; Vollmer (Ralf Kramer) gave us a preview of their new grinding machine which will be formally introduced at the AFWS show in Las Vegas. Shannon Fox provided us with a press release which is found on page 3.

Tim Lee and Kent Hughes (assisted by Zach Barrett) finished the day with hands-on demonstrations of blade folding and unfolding (I could do it, too), installation, running the demo saws, and cutting materials. The agenda was concluded with a question and answer session and a group picture.

Dinner was served at the Pro Football Hall of Fame for our group followed by an opportunity

to see all the displays, throw some footballs, and visit the gift shop. Football fans were in heaven!

Saturday May 7th began with Mr. Jim Batchelder’s discussion of the company’s philosophy and mission. New products were added and marketed through the years as the company grew under the principles of the founders as they continue today.

Kent Hughes and Tim Lee led the morning concentrated class on blade basics and usage. Machine applications and technical difficulties were explained and basic trouble-shooting was illustrated. Blade choice, break in, and cutting fluid for the correct material completed our discussions.

ISKA thanked MK Morse with the presentation of a plaque and the attendees were awarded certificates.

Josh Desrosiers of Molemab Abrasives, USA summed it up like this: “I would like to start by expressing my gratitude for your hospitality at the MK Morse facility. The day with your company started on a high note, and ended just the same. Your manufacturing facility was immaculate, and I felt welcome by all the MK Morse staff. The scheduled demonstrations were a wonderful learning experience for all to see. The day was a huge success, and all involved should be very proud of the caliber that your company brings to our industry. Thank you for the nice dinner at the Pro Football Hall of Fame and the possibility to have the whole museum to ourselves only and experience it. Thank you very much.”



Row 1: *(Left to Right)* Jamie Garris, Mark Robinson, Cheryl Rinicella,
Natalie Brillhart, Jeff Goltz, Josh Desrosiers, Tim Lee.

Row 2: *(Left to Right)* Dennis Cammel, Doug McAdog, Paul Muscat, Tim Rief

Row 3: *(Left to Right)* Jerome Yeh, Chris Visser, Andy Tubergen,
Steve Bergerson, Jim Fletcher, John Mabee

The MK Morse Attendees were:

Doug McAdoo

Bay Area Carbide, Inc.

Dennis Cammel

Cammel Saw Company

Jeff Goltz

Colonial Saw Company

Mark Robinson

Jerome Yeh

Cook Industrial Tool

Jamie Garris

Farris Belt & Saw

Monica Garris

Jim Fletcher

J.D. Fletcher Enterprises

Josh Desrosiers

Molemab Abrasives

John Mabee

Quality Saw and Tool

Cheryl Rinicella

Saw Systems, Inc.

Natalie Brillhart

Paul Muscat

Skarpaz Tooling Systems, Inc

Tim Rief

Tim Rief and Associates

Andy Tubergen

Tubergen Cutting Tools

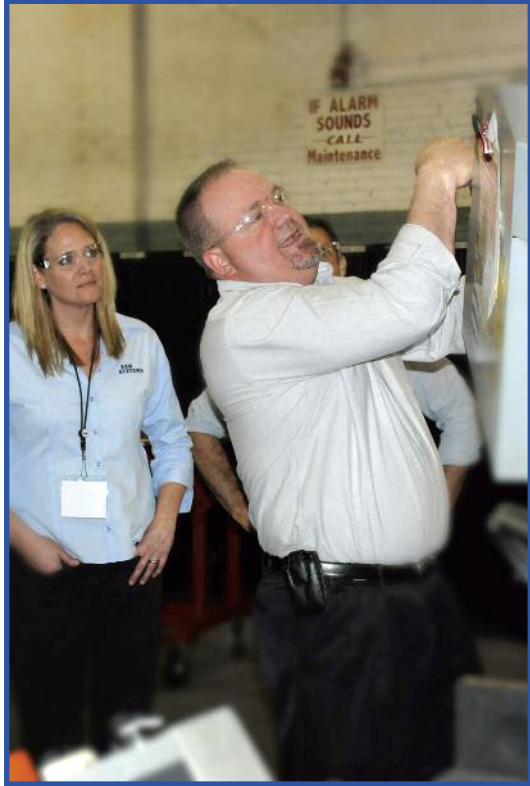
Chris Visser

Shannon Fox

Vollmer America

Steve Bergerson

Western Saw, Inc.





Meet Our New Members

Com Surge Tooling, Inc.

Business Overview

Comsurge has been designing and manufacturing cutting tools for over 30 years and is recognized as a dependable source for high quality tools. We are a well-known, respected custom-made tooling supply company. Our services include an on-site quality control and monitoring order process. We tailor to our customers' needs and make the right tools for them. We are the first company customers contact when they need standard or custom-made tools.

Products and services

We specialize in the industrial OEM and outsourcing markets. We design and manufacture cutting tools. We serve the woodworking and metalworking industries with the following products:

Boring Bits, High Speed Steel Boring Tools,
Industrial Carbide-Tipped Saw Blades,
Cold Saw Blanks, Corrugated Steel, Face Frame Bits
Countersinks, Door Tooling, Carbide-Tipped
Router Bits, Carbide-Tipped Cutters,
Custom Carbide and HSS Tooling Collets.

Management and Staffing

Chuck Lin-CEO

Liz Wu—CFO & Secretary

Tim Rief –Marketing and Sales Coordinator

Southeast Sales & Marketing – sales representative
- east coast region

T-Tool USA

T-Tool USA LLC was established in August, 2008 under direction of the German parent company; T-Tool Precision GmbH in order to better serve its existing US customer base and grow its marketshare. T-Tool Precision had been selling in the US market mostly under private label for over 15 years which is why the current US presence is building more on its own branding. T-Tool USA sells thru distribution and OEM machine builders and dealers. Our US office based in Ft. Lauderdale covers both North and South American markets.

T-Tool prides itself on quality products at competitive pricing levels and above all customer service. Our continuous R&D and listening to our customers puts our engineers on the drawing board constantly to improve or design new toolholding technology. T-Tool holds several patents and strives provide the best possible tooling solutions.

T-Tool USA sell CNC Toolholders, Collet Nuts, Collets, and various tooling accessories to complement these products. One of our new products is a modular sawblade holder using an HSK-F63 base holder with exchangeable center adapters for various sized sawblade IDs.

For more information please contact

Marc Wijtenburg

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Marc@t-toolusa.com www.t-toolusa.com

SAD NEWS

We are saddened to report the passing of Mrs. Doris Battenberg. Her husband Jim has been a member of ISKA (Eide Saw and Tool) since 1981 and a past-president from 1994 – 1995. Anyone fortunate enough to have known Doris will miss her ready smile and wonderful sense of fun. You can contact her daughter Jane Burmaster or Jim through Eide Saw.

For Immediate Release

The Vollmer CP200 & CPF200 for carbide-tipped circular saw blades

Vollmer of America introduces the new model CP 200 and CPF 200 grinding machines for processing carbide-tipped circular saw blades. With a compact footprint, the CP 200, for top and face grinding, and the CPF 200, for side grinding, delivers full CNC control for fast and precise grinding of blades up to 650 mm in diameter.

The CP 200 and CPF 200 both incorporate 4 CNC axes in order to grind every tooth shape in one cycle. The CP 200 includes programs for group toothing, replaced and broken teeth and oscillation grinding as standard. There is no need to adjust for tooth pitch or blade thickness. Bevel grinding angles, for both top and face, and tooth heights can be chosen individually by the operator. The CPF 200 has five integrated programs and the oscillation program included as standard. The operator is guided through graphically supported screens to create the grinding programs and can enter data even while the machine is running.

The CP 200 and CPF 200 have a compact design (1500mm x 960mm) for high flexibility and low space requirements. Noise and emissions are kept to a minimum due to the contoured enclosure. Separation of the electrical, engine, and working compartments ensure maximum protection against dirt and other contaminants.

Contact Vollmer of America at 412-278-0655 for more information.

www.vollmer-us.com



The Prez Sez...



Well, it's hard to believe, but this will be my last Prez Sez. My term as ISKA president expires this July and it is surprising how fast the time has gone. Serving on the ISKA board has been a pleasure and an honor. It has also been an enriching experience for me personally and has pushed me to step outside my comfort zone. As I have said in the past, the best thing about ISKA is the people you meet and the friends you make. Also, it is reassuring to have other shop owners as a resource of encouragement and support when facing the many trials business owners encounter, especially in the recent economic downturn.

Cheryl Rinicella from Saw Systems, Inc. out of Twinsburg, OH, will be our next president. Cheryl has served on the board for the past six years as Membership Chair and has been responsible for publishing our newsletter, the Cutting Times. She has performed an outstanding job with both of these duties and I am confident that she will excel as your president. Also, Saw Systems is the first ISKA member to produce three ISKA presidents! Cheryl's dad, Jerry Brillhart, was president from 1990 – 1991, and her mom, Natalie, was president from 2002 – 2003. Thank you Saw Systems for your contribution in making ISKA the professional organization it is today.

Looking forward, I think ISKA's biggest challenge is to get our members more involved with the association, especially our "Regular" members, the saw shops. It is frustrating to invest our time and efforts organizing seminars and then they are lightly attended. I understand the slowdown in the economy has really cut into everyone's travel budget but I think that during difficult times is when networking and education are the most critical! Any knowledge that you gain will make you stronger as a company and hopefully give you the edge to surpass your competition. If you consistently make small improvements in your business and your competition is content with the status quo or unwilling to change – who do you think will be the survivor?

Even in my own backyard I have a competitor who 14 years ago used to eat our lunch. He is a good guy and willingly helped me. We shared info about who is not paying and we agreed not to hire each other's employees. We also called on many of the same customers and he usually ended up with the business. In 2001, I joined ISKA and was telling him about it. I asked him to attend a seminar with me and he gave me a look that said "I've been doing this for 25 years, what can I learn from ISKA?" Fast forward to 2011, and now we are winning those battles. **Arrogance kills! Openness to change is vital!** I wish the best for this competitor but I think his days are numbered.

On a final note, I want to thank the other board members who have contributed so much to ISKA. All have generously given their time and are truly committed to the association and its members.

So...quit making excuses and get off your butt. Start by attending the ISKA reception in Las Vegas on Friday, July 22nd.

See you there,
Mike Lindsay