



INTERNATIONAL SAW AND KNIFE ASSOCIATION



Cutting Times

Winter 2010

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Take a Break from the Daily GRIND and Concentrate On Your Business

1 Day Seminar

Hipereon Financial Training w/ Bob Hogan
Friday March 11th, 2011 • Palm Springs, CA

Some topics include:

Analyzing Your Profits • Cash Flow • The Stages of Business Life
Being Creditworthy • Growth: The Silent Killer
Analyzing Financial Statements

Cost: \$275 per Company

Two Day Tentative Agenda:

Thursday March 10th

8am—12pm

Board Meeting

*1pm—Golf

*7pm Group Dinner

Friday March 11th

8am-5pm Seminar

*7pm Group Dinner

* Optional Events not sponsored by ISKA



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Downtime And What It Means To Your Bottom Line

Downtime is possibly the most costly and frustrating thing when it comes to running a business. Not only does it cause problems with getting your products out the door to your customers but, for in-house maintenance personnel and operators trying to correct these issues in order to get their machines back into production, it can be overwhelming.

These machines that make you money to pay your staff and run your business are no different than your Company building or a race car. In order to operate effectively the majority of their lifetime, they need regular care and maintenance so that they produce consistent quality product. Trying to save money by not attending to needed repairs or maintenance until the machine goes down is false economics. In the long run it will cost you a lot more money because when the machine does go down you have the cost of lost production, the cost of an operator who isn't producing or possibly overtime pay for one or more of your staff. On top of that you have the costs of rushing parts and a qualified technician in to get your machine running again. And oftentimes, in the course of fixing the obvious problem, other problems come to the surface that weren't anticipated. So now you're faced with either ordering more parts (hopefully readily available) and rushing them in to do the repair while the machine is already apart or putting the machine back together with a prayer that it will not give you any serious problems for long enough to get this weeks' (then next weeks' and so on) production out. Then comes the next failure and the process repeats.

To prevent unwanted downtime consider the following points and observations:

Heat

Heat is the enemy of any machining process. Take steps to minimize heat buildup by making sure coolant flow is sufficient, adding a chiller to the coolant (especially oil) and adding an exhauster to an enclosed machine to draw the heat laden mist away from the machine.

Coolant

Coolant can either be the good guy or the bad guy in this equation. In the case of water based coolants, there is a delicate balance that must be maintained in the concentration level of coolant to water. Most don't even come close so you wind up with a sticky mess from too strong a concentration level or a machine that is corroding before your eyes because the concentration level is way too weak. If the ph-level is off, it only takes a few hours for corrosion to start building up. Even the quality of the water you use will contribute

to problems with water based coolants.

Petroleum based and synthetic oils are slowly becoming the coolant of choice for many shops. Even though it costs more up front, in the long run it is much less expensive because downtime and maintenance issues virtually disappear because the machine is constantly bathed in oil so the issues associated with rust and oxidation, which are the main cause of machine problems, just don't happen. We've seen machines that are 5 or more years old that look just as good as the day they came out of the crate they were delivered in all because they've spent their life bathed in oil.

Filtration

For either water or oil coolants a filtration system is a necessity in order to extend the life of the machine and the coolant to say nothing of the improvement in the quality of the grinding product that it allows by removing the swarf from the grind zone. They also allow the shop to more easily recoup some monies by reclaiming the carbide swarf. There are several economically priced units available that will allow any shop to systematically clean their machines' coolant on a regular basis or, in the case of the more sophisticated machines, plug in and continuously clean the coolant.

General Maintenance

There is no better barometer of a machine's condition than the operator(s) who work with it day after day. Allowance should be made for them to spend the necessary time on a daily basis to wash and wipe down the machine, filter the coolant and to inspect the machine to catch any problems before they become the cause of emergency downtime.

Preventative Maintenance

Lack of or improper maintenance will come back to haunt you every time. Most machine manufacturers have a recommended maintenance schedule either in the machine manual or on request and/or a Preventative Maintenance program that should be taken advantage of. The money you spend on Preventative Maintenance over the life of a well used machine will always be less than the lost revenues and monies spent on emergency measures caused by improper or non-existent maintenance.

Written by:

*Lloyd Dille and Warren Caltabiano
Vollmer of America*

Western Saw Hammering Seminar.....

We awakened to a typical foggy morning in what appeared to be a sleepy hamlet on the southern California coast. Any impression that we were not near a state of the art manufacturing facility was quickly dispelled during the first few minutes of our plant tour at host, Western Saw in Oxnard California. Brothers Kevin and Kraig Baron are the third generation to manage the company which started in 1930 as a saw sharpening shop in Los Angeles. Both Kevin and Kraig's enthusiasm and commitment to their business is obvious.

Our tour began in the sales department and while that might not seem too exciting, Western's unique process of expediting customer orders to the manufacturing floor was just a small precursor to the innovative methods and research being done downstairs. Lead research and design engineer, Anthony Baratta, treated the group to an explanation of some of the company's industry firsts and proven solutions to some common problems in cutting tools such as heat dissipation and noise reduction. We continued on the tour of the Western Saw's impressive facility for manufacturing of diamond cores, saw plates, and tube bodies. At the conclusion of the tour, we were given a preview of some exciting new proprietary core technologies.

The classroom session was lead by instructors Fred Oleson of Oleson Saw and Doug McAdoo of Bay Area Carbide. We were introduced to the terminology and tools of saw leveling, tensioning, and examined examples of fast, loose and oil canned blades. Doug McAdoo visually illustrated tension to the groups with thin cardboard and water! A video was shown on the theory and practice of saw smithing and printed information was distributed and reviewed including a Carbide Saw Specification manual courtesy of Tom Walz at Carbide Processors and the seminal manual on circular saws, *Circular Saws* by Eric Stephenson.

After a delicious lunch provided by Western Saw the group was itching to put hammer to saw body and we proceeded to the hammering stations set up the in the middle of the

bustling plant floor. We split into groups for instruction and hands on practice with hammer and anvil, pressure roll tensioning and reading flatness and tension with a straight edge. With 2 experienced instructors we were able to get a multitude of strategies for dealing with lumps, bumps, dishes and tension issues.

Thursday evening we were hosted by Western Saw at a local wine bar in Camarillo. The exceptional food was an unexpected treat. The discussion included the exchange of common industry issues, the frank exchange of solutions to common challenges, and a festive night of camaraderie.

Friday morning the work on the anvils continued and tangible results were seen. Victor Especurita of Bay Area Saws and Evan Michie of California Carbide came to the seminar with minimal hammering experience, nonetheless both star pupils were well on their way to being promising saw smiths by the end of Friday's session. Western Saw demonstrated roll tension on a large diameter diamond core and the use of automated inspection station with instant and track able measurements of tension and runout on a given blade.

Some problem blades brought from home were inspected and fixed in the course of the afternoon.

Lunch on Friday brought us another delicious meal provided by Western Saw where owners Kevin and Kraig Baron were presented with a plaque as a small token of the association's gratitude for the gracious and generous hosts.

We enjoyed the groups company again at a group dinner Friday night in Ventura. The following day the seminar concluded with another half day of instruction on the anvils.

ISKA is grateful to Western Saw's continued support of the association and their generous support of this Hammering Seminar. As always we encourage all members to support the associate members that so generously support our association and events like these.



Kevin Baron, Frank Baron, Wally Nielsen and Kraig Baron

Comments from attendees:

Bill Zickel - WD Quinn Saw & Tool

"It is always good for us to get another perspective on our processes, and events like this provide an exceptional opportunity to do just that."

Evan Michie - California Carbide

"Let's have one of these every month!"

Doug McAdoo – Bay Area Carbide

"The attendees were the most professional group of students I have seen in the three hammering seminars in which I have been involved. I have high respect for all of them, and wish them well with their new hammering skills."

Anthony Ruffo – Popular Machinery and Tools

"Western Saw has an absolutely amazing facility. Couple that with devoted teachers and students eager to learn and the end result was a recipe for a great seminar. Good job ISKA and Western Saw!"



Hammering Seminar Attendee's

Jonathan Byers, Bay Area Saws & Service

Victor Espericueta, Bay Area Saws & Service

Evan Michie, California Carbide

Paul Deneed, California Carbide

Mike Steinfelt, Central City Tool Supply, Inc

Adam Briley, Central City Tool Supply, Inc

Karl Minter, Colonial Saw Co.

Mike Lindsay, Eastside Saw & Sales Inc.

Anthony Ruffo, Popular Machinery and Tools, Inc.

William Griffin, Pro Cut Saw & Tool

Paul Muscat, Skarpaz Tooling Systems, Inc.

Tim Rief, Tim Rief & Associates

Bill Zickel, W.D. Quinn Saw Co.

Neal Tevik, W.D. Quinn Saw Co.

Jose Vigel, Western Saw

Steve Bergerson, Western Saw

Instructors:

Fred Oleson, Oleson Saw Technologies

Doug MacAdoo, Bay Area Carbide

HOW DO YOU CHOOSE A VENDOR?

A small business owner/manager must be able to juggle many different and diverse priorities. The business planning, financial management, human resources, and production capabilities are only a few. Choosing a supplier or vendor that is competent, experienced, and reliable is also an important decision. What do I look for?

- 1) Someone who will work closely with us and educate our salespeople and operators.
- 2) A vendor with a strong presence, but, doesn't compete by selling direct.
- 3) Employs a friendly and professional office staff.
- 4) Quick responses by technical support staff who know the answers.
- 5) Willing to work side by side to learn your business and build a relationship.

Where do I find these companies? If you go online they will offer you a business resource directory (sometimes for a small fee.) In ISKA we are fortunate enough to have our own which comes every year with your membership. Our associate members meet all the above criteria. I am speaking from experience as a small business owner and a previous Board member. This group never hesitates to help in any situation.

- 1) Associates sponsor seminars, demonstrate product, and write technical articles for the "CUTTING TIMES."
- 2) Facility tours to see how their products are produced and meet their staff.
- 3,4) Sales, office, and technical staff are the ultimate professionals. Technical and sales issues can cause panic situations; but, their expertise is available quickly and followed through until the problem is solved.
- 5) What better place to build relationships than a hospitality room after a long day at a trade show? These increasingly expensive fellowships are always sponsored by our great associate members.

So, how do you choose a vendor?.....easy. **ISKA ROSTER!!**

CORRECTION

The Atlanta IWF Show Exhibiting Members list was incomplete:

**SOUTHEAST TOOL
EQUIPMENT, LTD.**



These two companies exhibited and were inadvertently missed from our list. We apologize!!

Meet a New Member and 2010 Challenger's Award Winner

Albert Leitz founded Leitz in Southern Germany in 1876. The company began as a craftsman's workshop and is now a global company, with manufacturing and sales companies worldwide. Leitz North America is headquartered in Grand Rapids, MI, with a manufacturing facility in Jasper, IN, as well as 10 service centers across the United States and Canada.



Leitz Tooling Systems provides complete tooling solutions and refurbishing services to the wood and advanced materials industries throughout the US and Canada.

The Leitz RipTec pre-cutting system was awarded the prestigious Challenger's Award at IWF 2010. This innovative and affordable solution was honored for reducing scrap waste, increasing efficiency and improving profitability. Surface defects, end grain edge tear-out and end grain separation and tearing are just a few of the manufacturing problems that have been resolved by utilizing RipTec. Additional benefits include extending performance and service life of the tool and allowing for increased feed rates. RipTec is adaptable to any machine configuration and can be utilized in virtually any solid wood machining process. From small shops to industrial plants, RipTec provides a truly exceptional finish in challenging applications. Leitz continues to strive for industry advancement through continuous process improvement. RipTec is just one of many Leitz solutions that cuts production costs and shapes your future.

Please contact Dan Murphy with any questions.



The Prez Sez...

Greetings from Seattle

Well, here we are.... year two into our little depression/recession. I'm not sure about you, but business could be better here. Our sales have dropped again, 2.3% this year. But, that is much better than the previous year, where we saw a drop of 32%. We are still seeing customers shutting their doors, but all in all, we are hearing more positive news and seeing more orders from our surviving customers. Last August, while at IWF in Atlanta, I was visiting the booth of one of our major equipment suppliers and I asked him how his business was holding up. He thought for a minute and then said "Well Mike, the good news is that I am losing less money this year!" I had to laugh as that shoe fit us too.



One thing about a down economy, it not only reduces your customer base, it can reduce your competition too. Two months ago, our biggest competitor closed his doors. You never want to wish ill on anyone, but our blade business has certainly improved because of his misfortune. The surprising thing about this is that he probably had the best saw shop on the whole west coast. He had the latest robotic saw grinding machines, knowledgeable sales staff, and experienced crew. He did a beautiful job on his blades. They were engraved with a CNC engraver, polished to perfection, and the finish grind was the best around. All these good things and he still went out of business! From a distance, I'd guess that hubris and too much debt were his downfall.

After visiting with this competitor I had to ask myself, "What can I learn from his misfortune"? First of all, think twice before borrowing more money. It seems banks will keep lending you money until you have exceeded your capacity to pay it back, only then will they cut you off. It is nice to show your customers that you have the latest in grinding machines, but if the grinders can't pay for themselves, it's foolish to take the risk. Secondly, pay attention to your finances. Unless you, or your wife, are signing all checks, you had better inspect every canceled check for its payee, amount, and signature. Also, I would inspect all automatic payments and transfers to and from your checking and savings accounts. Finally, I think it is vital that we stay actively involved in our business. There is no substitute for an owner who shows up every day and sets the example for his crew. If the owner takes his responsibility lightly, the crew will do the same. Anyway, I am saddened for my competitor and I hope that I can learn from his mistakes.

A reminder about ISKA's upcoming seminar on March 11th, we will be meeting in Palm Springs, CA for our Financial Seminar. I have attended one of Bob Hogan's seminars in Las Vegas several years ago and it was well worth the investment. I look at my monthly financials much differently now. Also, you can bring as many family members or employees to this seminar for one flat fee. Then, on May 5th and 6th we have been invited to The M. K. Morse Company in Canton, OH for a band saw seminar. The Morse factory is quite impressive and they are a first class operation.

On a final note, a big thanks to Fred Oleson and Sheldon Warrick. Both of them have retired, for the second time, from the ISKA board. Fred and Sheldon's commitment to ISKA is an example to all of us and their presence and wise advice will be missed. Also, thanks to Paul Muscat and Tim Rief for stepping up and serving on the ISKA board. Their input and commitment are truly appreciated.

So...that's the latest from sunny Seattle. I hope to see you in Palm Springs this coming March. Best wishes to all of you for a healthy and prosperous New Year.

Sincerely,
Mike

