



INTERNATIONAL SAW AND KNIFE ASSOCIATION

# Cutting Times

Summer 2014

Volume LVI

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## Fishing Trip July 17th & 18th

Westport Washington  
Thursday, July 17th , 5:45am

Salmon Fishing on the Tornado  
and Friday, July 18th bottom fishing  
on the Hula Girl.

Boats are \$130/day + \$20 for fishing licenses.

Reserve your spot by contacting  
Westport Charters (800)562-0157 or  
www.westportcharters.com  
Group name: ISKA/Mike Lindsay

**Hotel Information:** \$125.00  
minus 10% ISKA / Mike Lindsay discount.  
Westport Motel (800)572-0177 or  
www.westportwamotel.com.

Please contact Mike with any questions:  
425-454-7627 or mikel@eastidesaw.com

**Saw  
Hammering Seminar  
Coming  
next Spring.**



**August 20-23rd**

**Booth: 4347, Hall B  
ISKA Annual Meeting & Reception**

**Friday August 22nd •**

**Der Biergarten 7-10pm**

**Sponsored by:  
BESTAR, LLC & GRASCHE**

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# ISKA TECH Tips

Welcome to ISKA's exciting new feature. We have contacted all the Associate members for their expertise to further educate and update ISKA members of our professional organization. Cutting Times will feature new technology and new uses for current technology. Also, TECH incorporates techniques on how to deal with the newest trends in human resources, production processes, or other issues of today. The response is very positive and I assure you all information will be published throughout the coming issues. Thanks for being so sharp!

## Tip #1:

You know the grinding sludge and filters you've just been throwing away all these years? Or perhaps even paying someone to dispose of for you? They are both worth good money and should be treated as the assets they are.

PM Recovery specializes in the treatment of these types of materials and will pay you top dollar for them. So not only have you found an additional source of revenue, but you've also minimized your environmental liabilities. We are ISO 9001:2000, ISO 1401:2004 and OHSAS 18001 certified so you can rest assured that your material will be handled with the utmost environmental integrity.

We are happy to arrange for a sample of your material to be analyzed (at no cost to you) so you know exactly what your material is comprised of – and therefore how much it's worth.

Contact Mike Hatch at PM Recovery for pricing and options.

(914)-835-1900

Email: mhatch@pmrecovery.com

## Tip #2: Asset Management (The other kind)

Every industrial products business has its' flagship machine. It could be that new sheet laser you bought, or perhaps it's the CNC two-way miter saw with the automatic loader. For us at Kinkelder USA, it's the KSC 710 robotic HSS grinder. This 6 year old machine is still in pristine condition today. In fact, if you didn't know it was a 2006 model you would think it's a brand new machine. The reason it still looks so good is 1) because it's our flagship and 2) it gets a tremendous amount of attention. If it gets dusty we polish it. If the oil gets cloudy we change it. If a part starts to wear we fix it, and if we need a new function to complete the work, we reprogram it.

But what about the other assets that are so vital to a company's success? What about our human assets? Aren't they more important than any machine? If our flagship machine were to go up in flames, we could replace it. Sure, we'd lose some production time and end up with a few more gray hairs but in the end, we'd be back up and running relatively quickly. People are different, though. The right people are hard to come by and if your business is like ours, it takes months to train them general duties and years to develop them into experts in their respective fields. I am proud to say that we have the realization here at Kinkelder USA that people are our greatest asset...but I am ashamed to admit that we didn't take this realization to heart sooner. Like machines, people need to be polished, recharged, repaired and properly maintained. Every time we polish our machine, it shines. So why should it be any less important to continually nurture the people who make our success as a company possible?

People are the true flagship of any organization...not the machinery.

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Here are a few tips that I picked up from a retired General. They helped us get moving in the right direction as a company, and I think they'll help you too.

- People need little to be successful.
- People need to know that they matter.
- People need to know that they are expected to meet high standards, and that they will be rewarded for meeting and exceeding expectations.

And finally

- People can achieve limitless success if we get out of their way.

When you've got the right people, give them the tools and the support they need to thrive. That's what we call successful "Asset Management."

Mike Rans ISKA Member,  
President of Kinkelder USA  
Email: [mrans@kinkelderusa.com](mailto:mrans@kinkelderusa.com)

### Tip #3:

Constant change in our industry dictates that we look for new ways to keep abreast with innovations in machinery and materials.

While it may not be a new material, Aluminum Composite Material (ACM) was invented over 40 years ago. The material consists of a flat panel made from two thin sheets of aluminum bonded to a non-aluminum core. This material is now being used for the construction of external building facades, signage and storefronts. The panels are typically made from aluminum sheets about 0.3mm to 0.5mm thick with a solid polyethylene core for a total of about 3mm thick or more depending on the manufacture. There are a variety of manufactures selling ACM under names like: Dibond®, Alucobond®, Alpolic®, Villa Bond® and many others to name a few.

In order to install these materials on site, the thin aluminum sheet and part of the polyethylene core is removed allowing the remaining material to be folded by hand to various angles. Amana Tool® Corporation has answered the call to help installers by creating different degrees that cut V shapes grooves in the material allowing contractors to fabricate changes by hand, on site. The Carbide Tipped Router bits are available for folds of 45, 72, and 90 degrees. There is also a Rectangular Groove bit used for thicker walls like Alucore®. For use in in CNC, Router Table and hand held routers. 2 flute. (Sets available)

Aluminum Titanium Nitride (ALTiN) Double edge folding "V" Groove for Composite Materials. Our coated, solid carbide cutting tipped is brazed to a steel shank specially designed to cut grooves in composite building materials such as Stainless Steel Composite Material (SCM), Titanium Composite Material (TCM), Copper Composite Material (CCM) and Aluminum Composite Material (ACM). This bit is ideal for wall panel fabrication. For use in CNC, Router Table and hand held routers. 2 flute.

Solid Carbide Insert Knife Router Bits designed for cutting aluminum/plastic sandwich materials like ACM, CCM, Alucobond, Dibond etc. are ideal for wall panel fabrications are available in single flute 70 degree and double flute 50 degrees designed for use in CNC machines and Router tables only.



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# Company in the Spotlight - BESTAR, LLC

Founded in 1978, and based out of Remscheid, Germany, BESTAR has earned the position as the premier supplier of strip steel, tool steel, and stainless steel to the saw blade and industrial knife markets, specializing in grades used in the lumber and woodworking industries.

BESTAR, LLC, the US subsidiary, has been operating in the United States for 13 years. Our four warehouse locations –in Atlanta, Georgia, Portland, Oregon, Columbus, Ohio, and Cleveland, Ohio- have enabled us to distribute our steel products in a highly strategic fashion in order to reach the key players in the lumber and woodworking/cutting tool markets nationwide.

Our German heritage, high attention to quality (governed by Lloyds of London ISO 9001 certification), and strong connection to the very best mills in Europe enable BESTAR to continually pursue our core belief: the best saw blades, knives, and cutting tools start with the best quality steel. Our technical team and metallurgical laboratory in Remscheid works tirelessly to ensure that the raw material used to make your products meet the very tightest tolerances in flatness, straightness, and thickness available in the world today.

Contact: (770) 801-8855

Email: [info.us@BESTAR-STEEL.com](mailto:info.us@BESTAR-STEEL.com)

## New Popular Machinery and Tools, Inc. Location

For the convenience of its customers, Popular Machinery and Tools, Inc. has opened a new location in Redmond, Washington. This will allow easier access to customers in the Northwestern regions the US and Canada. Orders to the new warehouse can be placed through UPS services or by “will call” pickup.

*Contact and address information for the new Redmond, WA warehouse:*

**Popular Machinery & Tools, Inc.**

**15249 NE 90th Street**

**Redmond, WA 98052**

**Toll Free Number: 855-390-7297**

**Office Phone: 425-867-9988**

**Fax: 425-867-9990**



# COLONIAL SAW

MACHINERY SALES AND SERVICE

David Rakauskas  
PO Box A  
Kingston, MA 02364  
Phone: 781-585-4364  
Fax: 781-585-9375

These machines were shown at Grind Tec in March 2014 in Augsburg, Germany. For further information, contact [grinders@csaw.com](mailto:grinders@csaw.com)



ABM Premium CNC Robot Loaded Carbide Saw Grinder Robot loads, probes, face and top grind all common tooth geometries in unattended operation. 8 axis CNC operation with 3 station loader and periphery grind process. Full PC controlled with integrated internet camera for unattended machine monitoring and remote troubleshooting. Optional hollow face grinding and auto shear face grinding. Machine was developed to be a cost effective alternative to grind the majority of a shops blades unattended during the work day and overnight.



KS2500 Straight knife Grinder with integrated ATK Circular knife device MVM showed their new patented circular knife grinding device that they can mount as an option on any of their larger straight knife grinder making them dual purpose machines. The device sits in one end of the knife grinders bed and mounts a circular knife. It can tilt and rotate the knife. The Grinder is equipped with a software program that parks the grinding head down one end and runs a full grinding cycle to service the circular knife including roughing, finishing, and sparkout grinds.

# The Prez Sez...



Hi All,

At last summer is here. While winters in Southern California are nowhere near as harsh as most of you had, it sure feels good to see the sunshine and feel the warm temperatures.

Those temps mean one thing: IWF is just around the corner!

ISKA will once again have a booth at the show filled with info and a comfortable couch. Look for us when you need a rest or someone to talk to. Bring a friend. We are always looking for new members.

ISKA will also be having their annual reception on Friday night. Look for the details here. Can't wait to see you all there.

Tim

## 9 Things That Hinder Business Growth

by I.S.K.A. President, Tim Rief

*Don't fall prey to these 9 things that hinder small business growth and can lead to doom:*

1. **Lack of Vision.** Need clear vision with a focused direction
2. **No Strategic Plan.** You need a strategy and a map to achieving that strategy!
3. **No Written Goals.** Write them down, make them happen!
4. **No Desire to Grow.** Growth can be painful but is necessary
5. **Not in Tune With Customer Needs.** Stay focused on your marketplace!
6. **Failing to Reinvest in YOUR Business.** Change happens, stay current!
7. **Failing to Delegate.** We all know that we do the best job, but we can't do it all!
8. **Not Collecting or Believing Data.** Make decisions on critical data!
9. **Not Having a Clear Process For Solving Problems** Map it out. We all have issues!