



INTERNATIONAL SAW AND KNIFE ASSOCIATION

Cutting Times

Spring 2016

Volume LXIV

Number LVI

Upcoming ISKA Events:

2016 International Saw & Knife Winter Meeting

April 22nd, 9:00 am.

Host Hotel:

Marriott Marquis San Diego Marina

333 West Harbor Drive • San Diego, California 92101

**When making reservations please mention ISKA to receive the preferred \$249 nightly rate (See insert for all details).*

IWF Show August 24-27 Annual Meeting

Knife Grinding Educational Seminar,
Seminar on Straight Knife,
Profile Knife and Circular Knife grinding.

*To be held in Late September
at Colonial Saw in Kingston MA*

*Check the Facebook page and
next newsletter for exact dates.*

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ISKA Tech Tips

What goes into quality carbide saw tips?

What a difficult question to answer in just a few short paragraphs! After nearly 60 years of manufacturing circular saw blades, we've seen our fair share of carbide. A quality saw tip is an essential ingredient in the recipe of building a quality saw blade. There are three key components to ordering a quality saw tip:

Grade: You must understand the customer's application. Otherwise, the carbide will not perform properly. For example, cutting hard wood is different than cutting soft wood and cutting wood in the winter is different than cutting wood in the summer. As you build and service saw blades for your customers, supplying them with the correct grade is a critical component in keeping their operation running at maximum efficiency.

Surface Treatment: This one is very simple and it can be summed up in three words:

TONY BRAZE TREATMENT. The Toney treatment is essentially a salt bath process that removes the tungsten grain from the surface, exposing the cobalt binder. Long story short, it allows for better alloy flow and a stronger joint. Using carbide tips with inexpensive alternatives such as Nickel coated, is a fatal mistake that can cost you business.

Pretinning / Silver: Quality pretinning and quality silver is critical and often overlooked. A strong bond between the plate and the carbide is absolutely essential in the performance of a saw tip. We prefer working with pretinned tips which ensure that the silver is applied to the carbide correctly.

The correct grade, surface treatment and silver are critical in the performance of a saw tip. It's important to have a carbide supplier that understands your exact requirements. A compromise in either can result in poor performance and unhappy customers!

Mike Morette

Carbide Sales

The Sharp Tool Company

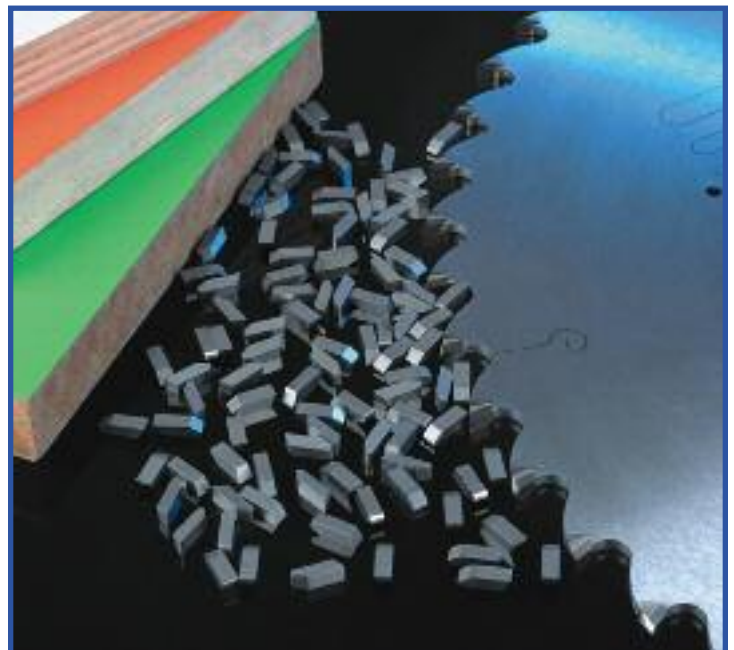
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THE **Sharp** 
TOOL CO., INC



International Saw & Knife Association



Top 5 Reasons to Visit San Diego in April 2016



- 1 Visit Balboa Park
- 2 Tour the USS Midway
- 3 Say Hi to the animals at the San Diego Zoo
- 4 Sample the wares in "Old Town" San Diego
- 5 Attend the 2016 ISKA Winter Meeting!

Guest Speaker:

Mike Rans - Kinkelder USA

Customers: Eliminating unpleasant surprises

In increasingly volatile markets, customer care and customer retention become critical assets for our businesses going forward. Mike Rans of Kinkelder USA will be sharing with ISKA members the results of his initiative to find an internal grading system that can yield actionable intelligence that will drive decisions to keep more customers in good standing.

Come join us and learn some real world techniques and methods that can improve your bottom line!

The 2016 International Saw & Knife Winter Meeting will be held on April 22nd 9am.

Host Hotel:

Marriott Marquis San Diego Marina
333 West Harbor Drive
San Diego, California 92101

1-800-228-9290

When making reservations please mention ISKA to receive the preferred **\$249** nightly rate.

Make your reservations NOW!

Transportation: San Diego International Airport is a short 4 mile taxi ride away.

For information contact: Paul Muscat
© SKARPAZ 800-875-8030 paul@skarpez.com





www.iska.org

Dear ISKA Member,

MEMBERSHIP RENEWAL TIME!! Our 50th anniversary year was full of exciting events and we hope you were able to take part of them. 2016 kicks off in March with a trip to Europe and the Grindtec Show in Augsburg Germany along with several factory tours. We thank Mike Linsey, Sr., Eastside Saw, for putting this ISKA sponsored trip together, travelers responsible for all costs. Other 2016 events include the spring meeting April 22nd in San Diego, CA, ISKA annual meeting at the IWF show in Atlanta, GA August 24-27, Der Beirgarten Friday night and fall seminar on knife grinding. Look for more detailed information in the upcoming newsletters.

Please update your company information on the form below. Fax to 704-527-3346 or email to mgarris@farrisbelt.com.

Company Name: _____

Contact: _____

Mailing Address: _____

City: _____ State: _____ Zip: _____

Business Phone: _____

Fax Number: _____

Other Number: _____

Email Address: _____

Website: _____

Roster Recipients: _____

Newsletter Recipients: _____

New Member Spotlight

Located in beautiful Denver Colorado, **Vexor Custom Woodworking Tools** is truly a family operation. Walter and Carmen Orbach run the business with their three children, Chris, Justin and Sarah who run the engineering, sales and administrative aspects of the business. This emphasis on family is important to the Orbach's and they believe it gives Vexor it's competitive advantage. That along with over 90 years of combined experience in the tooling and manufacturing industry. It all started in 1966 when Walter began his career in the tooling industry with an apprenticeship at Fred M. Velepec Co. Walter was in charge of the production of router bits and shaper cutters. After becoming a journeyman tool maker, Walter went on to work for Coors Ceramics and Rocky Flats Nuclear Facility making a variety of tools.

In 1984, Walter purchased Precise Saw Works, a small business that provided saw blade sharpening. From there Walter changed the company name to Vexor Custom Woodworking Tools, and began manufacturing a variety of precision tooling. Since then Vexor has grown exponentially, however the emphasis on product quality and reliability is still the main focus. This attention to quality, combined with Vexor's expertise, and the ability to cater to the customer's needs have been cornerstones to their rapid growth. All of Vexor's tooling is produced on the highest quality CNC machinery, including 5 axis profile grinding on two Schneeberger grinders. Tools are then balanced to the industry standard of 2.5G or less. Vexor manufactures their own line of Multi Profile insert tooling, as well as custom router bits, shaper cutters and moulder knives.

Vexor also sells tools through dealers across North America and welcomes new dealer inquiries!



The Prez Sez...



I'd like to think of myself as an easy going optimist, and the way business has been going the last year or so, it's easy to maintain a positive outlook. However, recently it seems like the morning business news is trying chip away at my sunny outlook. Low oil prices, waning global demand for goods and services, or volatility in our stock market all deliver subtly worrying messages about the future. Thankfully these ominous headlines are not reflected in our busy day to day operations.

We just can never know what's around the bend, and in good times and bad, we need to press forward with the goal of continuous improvement in our products and services. That is why I am so pleased that Mike Rans of Kinkelder USA will be joining us at our upcoming Winter Meeting in San Diego. Mike is going share with us the results of their own efforts to improve their customer care and customer retention. This is practical information for anyone who is interested in more happy customers. In addition to this valuable presentation, Chuck and Liz Lin of Comsurge Tooling will be sponsoring dinner for the group on Friday. If you have the opportunity, I strongly encourage you to join us, for what proves to be an informative, relaxing, and rejuvenating weekend.

Thanks,
Paul Muscat

Upcoming ISKA Event:
IWF Show / Annual Meeting
August 24-27, 2016



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