



INTERNATIONAL SAW AND KNIFE ASSOCIATION

Cutting Times

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Georgia World
Congress Center

Atlanta, GA (Booth 1226)

Reception: August 26, 6:00 PM-9:00 PM

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You've heard people speak of a "trip of a lifetime"; well, this group of adventurous ISKA members experienced one!



Cheryl and I arrived in Munich at the ARTHOTEL on Monday evening, so were on our own for dinner. Trusty trip adviser sent us to "ZWICKEL" where the meal highlight was warm cheesecake. Yum. On Tuesday, while the rest of the members assembled, we ventured to the shopping area of Marienplatz with Josh Desrosier of Molemab for a fun afternoon of learning German shopping customs. "Mister Mike" arranged for dinner at Augustine-Keller where we all feasted on trays of appetizers, followed by sauerkraut, dumplings, pork, chicken, beef, and dessert.

After meeting our very knowledgeable tour guide Mr. Werner Kren on Wednesday morning, the trip to Vollmer was underway. During the bus rides, Mr. Kren entertained us with a commentary on the history and stories of the areas we traveled. Vollmer Werke Maschinenfabrick was found by Heinrich Vollmer in 1909. Their headquarters are located at



Mike Lindsay (left) and Peter Allen

Ehinger Ste. 34 88400 Biberach Deutschland, they also have an office in North America at Vollmer of America, 105 Broadway Avenue, Carnegie, PA 15106. (P) 412-278-0655/ (F) 412-278-0520 www.vollmer-us.com A jeweler by trade, Heinrich developed the first saw setting and filing machine. His goal of maximum sharpness of cutting tools remains the same 100 years later. There are 12 subsidiaries, more than 30 agents, and a total of 720 employees worldwide. A training center was added to the plant in 2009. The apprentice program is 3 years. Loroch and Gerhing were added to the group. Vollmer participated in 23 trade shows in 18 countries. Last year's sales of \$110 million were roughly divided by 57% EU, 32% Asia, and 11% America. After lunch in the Vollmer cafeteria, a local tour guide took us on a walking tour of Biberach which is a quaint small town of 32,000 people. Historically during the Protestant Revolution there was established a joint Catholic – Protestant government and administration with a precise equal distribution of Protestants and Catholic civic officials. The agreement included sharing the church and taking turn with the services. Thanks to Vollmer for such a lovely afternoon. Then, on the bus to dinner at a typical German restaurant named the "Cross" for pretzels, pork, sauerkraut, and (my personal favorite) ice cream sundaes.



Heige Motzer (Tigra)

Thursday found us again with Werner in the bus on the way to the Tigra facility. Tigra Gewerbering 2 is located at 86698 Oberndorf am Lech Deutschland. They also have a North American location at Tigra USA 1106 8th Street CT SE, Hickory, NC 28602 (P) 888-790-2223/ (F) 828-324-8037 www.tigra-usa.com. What a sight as you enter this uniquely beautiful lobby and meeting room! Prepared for us was an authentic Bavarian breakfast of pretzels, white and

pink sausages with regular and sweet/hot mustard. Of course, beer was the beverage of choice. Tigra was founded in 1983; their main focus is woodworking with 60% in carbide blanks and circular saw tips. They are one of the world's leading manufacturers of tungsten carbide, PCD, PcBN, cutter knives, and high-speed steel products. Their partial

show at age 93. Their impressive booth had a large staff to answer questions and arrange demonstrations. ISKA member Colonial Saw's Jeff Goltz and Rudy Stadler showed us the features of the Ut-Ma. Dennis was not in the Best Star booth so, we couldn't speak with him. The show was one of the busiest I've ever seen. One of the differences between European and US trade shows is the serving of beverages and snacks. Imagine sitting in the elegant Molemab booth and sipping champagne while discussing the latest innovations in grinding wheels with Josh and staff. In my opinion, though, first prize goes to ISKA member Rolf Hermann in the sophisticated Schneeberger booth. While he demonstrated his newest machine and served us coffee, a pianist played beautiful background music right in the booth!



product offering includes 22 carbide grades, HSS coatings, TigrAlloy Plus, and diamond coatings. With 450 employees and sales of \$45-50 million their innovative and constant improvements inspire the continual growth of this company. I'm not sure, but, I thought there was a sighting of "blue footed boobies" (a species of seabirds found on the Galapagos who are very proud of their blue feet) during the Tigra tour. No, it's just shoe protectors!

GRIND-TECH day was Friday where we joined the crowd of attendees. ISKA was well represented. Vollmer was the meeting point where we were graciously greeted by Peter Allen and Shannon Fox who introduced us to Dr. Stefan Brand, the Managing Director of VOLLMER WERKE. Some ISKA members met and spoke with Miss Vollmer, daughter of the original founder, who was attending the

Neuschwanstein Castle was the destination of the Saturday excursion. Werner led a brisk walk up to the Castle entrance where we were met by a castle guide. The fascinating history of King Ludwig II and the incredibly beautiful castle were explained in detail. Declared mentally ill by his physicians and being sent to a sanitarium under guard; he went on an evening walk with his Chief Public Health officer and neither returned. Both were drowned in a crime that was never solved.

Cheryl and I left the group for a side trip so, Julie Lindsay was kind enough to keep notes on the Freud tour on Monday.

Freud was founded in the early 1960s by the Gianpaolo Pozzo family and purchased by Robert Bosch Company on December 18, 2008. They are a global supplier of saw blades, router bits, and cutters for woodworkers, professional, and industrial users. During the tour we visited three Freud factories: the Blade Manufacturing plant, the Router Bit manufacturing plant where Dominico gave the tour, and the Carbide Processing Plant where Stefano Druissi gave the tour. Joerg Seidel, Head of Sales and Marketing personally greeted the group when we arrived. Freud is the largest saw blade manufacturer in the world, manufacturing 32-35 thousand blades a day! They have 192 Vollmer machines, and 102 Gerling brazing machines. Freud also manufactures all their carbide for the manufacturing of the carbide tips for the saw blades, router bits, cutters, etc. Freud blades have the finest micro grain carbide with a grain size less than .05 micron, highest wear resistance, best tip of tooth life in the market with precise, clean cutting results. Our group was treated like royalty with tours of all three factories, and lunch at a quaint country restaurant, L'Ostaria dal Palut in Tricesimo in Udine Province. Take a look online and you will see how nice it is! We were also treated to a four course dinner in a local family owned restaurant downtown within in walking distance from our hotel. We were humbled by



Rudy Stadler and Jeff Goltz

the extra special treatment by our vendors on our trip to Germany and Italy.

On Tuesday the adventure continues to Stark Spa 33050 Trivignano Udinese Udine, Italy (P) 0432 998811 www.starktools.com Mr. Remo Solari r.solari@starktools.com In the US distributed by: Equipment LTD. Rob Rzasa 324 19th Street SE PO box 3508 Hickory, NC 28602 (P) 828-328-8104 sales@equipmentltd.com Walking on the walk to the front door; you see the impressive large saw blade imbedded in a tree stump! This family owned business founded in 1962 historically is divided into the wood division (35%) and the metal division (65%). A partial product offering carbide tip and HSS (175 -620 mm) blades, circular knives, and friction saws. Coating processes were explained for different cutting applications. Mr. Marco Tosoratti led our instructive tour of their facility



Marco Tosoratti (left) and Eric Barr

and warehouse. Of special interest was the smithing department with the hammering machine. Mr Solari brought one of his smiths to the ISKA hammering seminar in April 2015. Stark has about 200 employees and sales of 25 million mostly exports. After lunch and relaxing net-working we were back to the bus.

I consider Wednesday “Molemab Abrasive Day” because they sponsored all of the activities. Molemab Spa via Provinciale, 10 25050 Ome Italia or Molemab USA 91 Carey Road, Queensburg, NY 12804 (P) 800-962-2226 (F) 888-203-3876 josh@molemab.com. Our day started with a walking tour of Brescia led by a charming guide. She took us to all four city squares explaining the significance of each. Historically this area was first settled in 1200 B.C. by Ligures on the Cidneo Hill. The Romans invaded in 196 B.C. In 1426 Brescia pledged allegiance to Venice. In 1797 they were proclaimed the Republic of Brescia, and in 2011 Brescia was declared a world heritage site by UNESCO. The tour was followed by a sumptuous lunch sponsored by Molemab at the Majolini Winery. Our hosts were Mr. Ezio Maiolini,



(From left) Elisabetta Ciano, Giorgio Bonardi and Josh

Mr. Rino Maiolini, Mr. Massimiliano Maiolini, and Mr. Simone Maiolini. Mr. Giorgio Bonardi guided our group through the impressive winery where our lunch wines were produced. They were excellent! Then we continued to the grinding wheel manufacturing. In 1963 the family also started the grinding wheel business. We toured the facility in Ome which manufactures the vitrified. The diamond and CBN wheels are manufactured in Austria, which we visited on our previous visit with ISKA. Molemab has 240 employees worldwide and sales of 16 million euros. After the tour we had another delightful surprise. Our next stop was the Averoldi Hammer Museum. If you can even imagine a small 15th century forge shop located in a cave with a functioning huge hammer controlled with an underground stream to power the water wheel to move the hammer. The furnace was in the side of a rock. Two men were forging the most intricate sharp knives with beautiful etchings on the blade. We were told they sold for 3,000-4,000 Euros each! In the evening we took a little stroll to a restaurant that served an enjoyable dinner accompanied again by the Majolini wine. Thanks Molemab for the fascinating and impressive day!!



Friday we explored Venice with a delightful walking tour led by Susanna Rodighiero. Venice is everything you see in the movies and more, and with Susanna we learned the history and romance of this breathtaking city. After a free day to explore, it was time to pack for home. So, we thank all of the ISKA members who hosted us and especially Julie and Mike Lindsay who put together this trip of a lifetime!!



GrindTec 2016 ATTENDEES



Julie & Mike Lindsay



Eric & Dawn Barr



Anna & Doug McAdoo



Jim Ziemer



Randy Childers



Jerome Yeh & Chen Chen-Chung



Cheryl Rinicella & Natalie Brillhart



Jonathan Byers & Josh Byers



Pat & Chuck Crush



Brian Crush & Kathy Beckovitch



Bill & Joe Zickel



GrindTec 2016



Michigan Saw & Tool Company

“Cutting Tool Specialist”

424 W. Main Street – Flushing, MI 48433

www.michawandtool.com Email: michsawandtool@aol.com

PH: 810-487-0957 or FAX: 810-487-0961

Michigan Saw & Tool Company, a locally owned and operated business in Flint since 1959 has proven ability (backed by years of experience) to serve all your needs expertly and efficiently from the smallest to the largest.

Ezio (Benny) Binelli, (who's family has worked with cutting tools and equipment for over 4 generations) started working in a saw mill in Northern Italy in 1942 and worked his way from yard worker to mill operator.

In 1948, Mr Binelli moved to the United States where he founded Michigan Saw & Tool Company.

In 2002 Jacqueline Binelli aquired the company and in keeping with tradition she continued the heritage, hard work and dedication. Jacqueline has over 35 years experience with the company. Michigan Saw & Tool Company has become a leader in the saw and cutting tool industry in the Midwest.

In July 2008 Ezio (Benny) Binelli passed away after his battle with Cancer. He was a maverick in the industry, teaching at seminars and introducing new ideas to the industry. Benny's greatest passion was to create tooling and share his knowledge to others.

Michigan Saw & Tool Company assures quality along with knowledge to their customers, with our staff of dedicated and skill full long term employees. With a combination of almost 200 years of knowledge and dedication Michigan Saw & Tool Company can assist and or recommend the proper tooling for all your cutting tool needs.

Michigan Saw & Tool Company is a blade sharpening & manufacturing shop. Jackie Binelli is the President of the company and does all the Accounting, Managing and Technical needs for the business. Mike Thompson has been with the company for 35 plus years and is our head grinder and shop foreman. Roger Riddle has been with the company for 25 plus years and is our Master Grinder for Ground to Pattern & Moulder knife.

Thomas Ginter has been with the company for 15 plus years and is our Technical support leader as well as sales, pick up and deliveries. We provide a pick up and delivery service thru out most of Michigan and we use United parcel Service and postal service to ship to areas that we do not cover.

In October 1, 2015 Jackie Binelli Sold the business to Todd Esterdahl .

Upon buying Michigan Saw & Tool Company Mr. Todd Esterdahl retained all employees. Michigan Saw & Tool Co is till operating in the same manner that it has for the last 50 years. We are still offering Quality Sharpening and custom cutters upon request. We also have our in house sales & Service.

The Prez Sez...



This is a great time of year. The weather is stellar, the days are getting longer, and anything seems possible. This time of year gives me a dose of optimism that winter, even a winter in Northern California, seems to drain from me. I'd like to treat this state of mind as the valuable commodity it is. That is to say I hope to leverage it into new projects at our facility, new products to bring to market, and new contacts in the industry. Most anything "new" seems to spring from the positive thinking mind, and I suppose that's in part what brings people to the International Woodworking Fair and trade shows like it. The search for "new" and "better". On that note I encourage members to attend the IWF in Atlanta, visit the ISKA booth and join us for Friday's reception. If you're not yet convinced of the powers of positivity maybe one of these folks will turn you to our side:

"Perpetual optimism is a force multiplier." --**Colin Powell**

"Optimism is the foundation of courage." --**Nicholas Murray Butler**

"Some folks go through life pleased that the glass is half full. Others spend a lifetime lamenting that it's half-empty. The truth is: There is a glass with a certain volume of liquid in it. From there, it's up to you!" --**Dr. James S. Vuocolo**

"For myself, I am an optimist--it does not seem to be much use being anything else."
--**Winston Churchill**

"While we may not be able to control all that happens to us, we can control what happens inside us."
--**Benjamin Franklin**

"An optimist sees an opportunity in every calamity; a pessimist sees a calamity in every opportunity."
--**Winston Churchill**

"Optimism is the faith that leads to achievement. Nothing can be done without hope and confidence." --**Helen Keller**

"An optimist is someone who goes after Moby Dick in a rowboat and takes the tartar sauce with him."
--**Zig Ziglar**

Thanks,
Paul Muscat