



INTERNATIONAL SAW AND KNIFE ASSOCIATION

Cutting Times

Spring 2010 Volume XXXVIX Number XXX

Diamond & Carbide Tooling Seminar

April 29th and 30th Held at:



Carolina Specialty Tools

7600 Carolina Tools Drive

Connelly Springs, NC 28612

Learn About...

Welcome to the world of Carbide: TIGRA

Manufacturing and Sales of Carbide Insert Tooling: CST

Equipment for Woodworking: SCHNEEBERGER

PCD in the Woodworking Industry TIGRA

Equipment for the Diamond Tooling Industry VOLLMER

Take a Tour...

Equipment Limited

Carolina Specialty Tools

Additional Sponsors...

Southeast Tool

Board Meeting...

Join us on Saturday May 1st from

8:00am to 12:00pm for our Board Meeting.

1st Time "Open Session" where members can Ask questions and offer ideas / suggestions to the board. Meeting place to be determined.

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Company Spotlight:



Molemab — 47 years of technology to shape the World

Molemab are leading European manufacturers of high quality abrasive products. They started the production in 1963 in the factory at Ome, near Brescia, that is one of the most developed industrial areas in Northern Italy. The range of products includes vitrified and resinoid grinding wheels, DIA and CBN wheels, cut-off and grinding discs and coated abrasives. Other than in Northern Italy Molemab has production facilities in France, Austria, Canada and Venezuela and commercial branches in U.S.A., Canada, Germany, Spain, Eastern Europe, Russia and China.

Among the products being manufactured, Molemab has a full range of high performance conventional and Superabrasive wheels for tool and die industry:

Application	Molemab wheels
Circular saw blades for metal	<p>Pink circular saw sharpening wheels for all conventional machines</p> <p>Special CBN TS wheels (with full radius) for CNC sharpening machines</p>
Band saw blades for metal and wood	<p>Common blue, white and pink sharpening wheels for conventional machines</p> <p>Special T1-1B hardened side blue, white and pink wheels for conventional machines; these wheels have an excellent profile and corner retention</p>
Tungsten carbide cutting tools	<p>Resinoid bonded Diamond wheels for multispindle CNC machines using cooling system by emulsion and/or oil at low pressure</p> <p>Special HDC metal bonded diamond wheels for multispindle CNC machines using high pressure oil for cooling</p> <p><u>NEW DIAGLOSS AND METALGLOSS</u> Diamond wheels for CNC multispindle machines, application requiring a very fine mirror finishing (example: end mill cutters for aluminium)</p>
Carbide tipped saws for wood	<p>Resinoid bonded Diamond wheels for CNC machines and a full selection of wheels for dry sharpening on conventional machines</p>
Knives	<p>Vitrified and resinoid bonded cup, ring wheels and segments, manufactured both with common abrasives and ceramic grain</p>
HSS Cutting Tools	<p>Resinoid bonded Diamond wheels for common and CNC machines</p>
Other Tool and Die application	<p>A large selection of vitrified and resinoid bonded abrasive wheels, segments, Superabrasive Diamond and CBN including wheels manufactured to customers' special requests</p>

Our sales and technical people will be happy to give suggestions how to choose the best wheels.

A large number of wheels are available from stock at our premises in Canada and in the U.S.A.

Board Brief:

Mike Lindsay, President, called the Winter Board meeting to order in San Antonio, TX February 25th at 8:35am. All board members were present. Visitors included: Tim Cook, Cook Industrial Tool, Inc.; Jamie Garris, Farris Belt and Saw, Julie Lindsay and Jeanne Bergerson.

Secretary's Report, Steve Bergerson, report was read from the July 15th, 2009 Las Vegas board meeting. Membership numbers were corrected (145) and minutes were approved.

Treasurer's Report, Sheldon Warrick, current balance minus the checking account (approximately \$29,600.00) that still needs to be transferred over is \$57,184.71 Sheldon will have exact figures for next board meeting that is scheduled for May 1st.



the IWF show. The annual meeting and reception will be held at the Marriot Marquis on Friday the 27th 6:30pm and 7pm respectively. Room for the Hammering Seminar at Western will be at the same location as last scheduled.

Education Chair, Fred Oleson, The finishing touches on the CST seminar were discussed. The Western Saw Hammering seminar will follow the same itinerary that was previously scheduled. Openings for 2011 seminars will be advertised in the newsletter.

New Business:

Fred Oleson would like to continue working with the board as an advisor and Sheldon Warrick, Acting Treasurer, will remain retired from the board opening two positions. Reimbursements for board members were reviewed and restated. Meeting was adjourned at 11:50am

A Special Thanks.....

Tim Cook from Cook Industrial Tool extended an invitation for all of us to tour his new facility. On the way we stopped at Cooper's old time BBQ where Anthony Ruffo from Popular Tool joined us.



Membership Report, Cheryl Rinicella, 2009 membership was 153; 107 Regular and 46 Associates. Year tags were discussed and decided that the make final decision will be made at the Atlanta board meeting. Looks like we will continue w/ the year tags and have them come in with 2-sided tape.

Roster Report, Monica Garris, 2010 roster is underway. Change forms are coming in. Reminder statements will be sent out over the next couple weeks then follow up phone calls will be made. The roster is done electronically so the printer is ready to go as soon as we are able to get the information to him. Monica is looking to set earlier deadlines for the 2011 rosters.

Convention Report, Larry D'Antonio, Rooms are scheduled for the CST seminar. Friday's Dinner is in the planning stages. 20 rooms are blocked off at the Marriot Marquis for



New Product

Popular Machinery & Tools has introduced a revolutionary coating for solid carbide spiral router bits that is going to change the way cutting tools are perceived. Coatings have been popular in metal cutting for years but not in woodworking. Through the past couple years of testing several coatings in different applications, we have come to a particular recipe which has been shown to increase cutting times and speeds in MDF, Laminates, plywood and particle board.



The coating which we have selected for this exciting venture is known as Diamond-like Carbon (DLC). MaxxCoat is capable of maintaining a sharp cutting edge even while cutting through glues and adhesives that otherwise dull the edge rapidly. In addition, the MaxxCoat creates a smooth flute that assists better with chip evacuation than an un-coated flute. This particular type of coating is 2800Hv whereas regular Carbide is 1600Hv.

There have been no cost effective coatings in the woodworking industry. Our DLC coating averages an additional cost of \$20-\$24 to the list price. We have found this additional cost actually saves the end users money by increasing run times and reduce downtime from tool changes. Many of the tests we have run actually increased run times by 10x.

Most of our customers have been skeptical but those who have tried our DLC coated solid carbide spiral bits are coming back to buy more. Contact Anthony Ruffo at Popular Tools in the San Antonio location for your trial order today.

Popular Machinery and Tools
800-610-7297
Anthony.pmt@sbcglobal.net

Used Equipment Connection....

Smithing Stands priced from \$6,495.00 to \$7,495.00
Please call Karl Schmidt 802-334-6365

Weinig Model 931 Profile Grinder, recently reconditioned
w/ extra top tooling
Price:\$9,900
Please Call: 602-269-7783

2008 Vollmer demo CX 100 4-axis CNC top and face grinder
Price: \$49,900
Please call: 412-278-0655 x235

2002 Vollmer CHD 251R2 with ND 230 robot
Completely rebuilt w/ 6 month warranty
Price \$155,000
Please call: 412-278-0655 x 235

1970's Vintage Vollmer Finimat B face grinder
Price: \$7,500
Please call: 412-278-0655 x 235

1970's vintage Vollmer Finimat A top grinder
Price: \$7,500
Please call: 412-278-0655 x 235

1984 Akemat U ATB cabide saw grinder with steel relieving
Option \$14,500
Please call: 412-278-0655 x235

To List your used equipment Please
Fax Cheryl Rinicella @ 330-963-2985 or email
crinicella@sawsystemsinc.com

Save the Date....



August 25-28 2010

Georgia World Congress Center

Visit our Show Booth

Annual Meeting / Reception Friday the 27th

Located at the Marriott Marquis 6:30pm



Hammering Seminar

October 14-16 2010

Western Saw, Oxnard CA

*"In the middle of difficulty
lies opportunity."
-Albert Einstein*

Meet A New Member...Dakin-Flathers

Dakin-Flathers are driven by a single, simple goal: To provide you with the best bandsaw blades available anywhere in the world, that will help you increase sales and win more market share.

Four ways to win with Dakin-Flathers.....

- **Service customers better than your competition** - Our industry leading service allows you to be very responsive to your market whilst minimizing capital tied up in inventory.
- **Win More Customers** - give yourself an edge over your competitors by supplying the highest quality blades in the industry at the best commercial terms.
- **Be a Market Leader** - differentiate, enhance and secure your position in the market by offering unique and innovative products from a leading European manufacturer.
- **Genuine Partnership** - many manufacturers talk the talk but we walk the walk. We are absolutely committed to growth through our strategic partners.

Ripper 37 is our latest initiative to help our partners grow, with a new portable logging and re-saw blade. It offers a wide range of industry-beating benefits which include: longer working life, unparalleled reliability and superior performance-cutting faster, straighter and with less wastage.

To learn more, contact us on +44 1977 705600, email sales@dakin-flathers.com
or visit us at www.dakin-flathers.com.

GET PUBLISHED !!

Showcase a NEW Product, Machine or Process
Write a Technical paper ♦ Do a Company Profile

Submit Information To: Cheryl Rinicella

Fax: (330) 963-2985 or Email crinicella@sawsystemsinc.com

Host a Seminar

Openings available for 2011

Contact:

Mike Lindsay (708) 386-2365, mikel@eastidesaw.com
Fred Oleson (800) 256-8259, FredO@yorksaw.com

WANTED... BOARD MEMBERS

Contact:

Mike Lindsay (708) 386-2365, mikel@eastidesaw.com
Cheryl Rinicella (330)963-2992, crinicella@sawsystemsinc.com

GET INVOLVED
NETWORK ♦ TRAVEL ♦ MAKE A DIFFERENCE

The Prez Sez...



Hello everyone. In this issue of Cutting Times I want to address a concern that most of us face. That concern is pricing, specifically saw blade sharpening. A quick search on the internet of an 80 tooth carbide blade varies from \$13.50 in Buffalo to \$28.00 in New Hampshire. That is quite a variance for two shops who are both using CNC grinders. I do not understand how anyone can only charge \$13.50 per blade and still make a profit.

Here at Eastside saw we charge \$25.30. Although we are not the most expensive in our area, we are not far behind the pricing leader. In the past when a salesman came to me with the news that a competitor was calling on a customer and offering a lower price we would match their lower price. This is only a temporary solution because sooner or later another competitor comes in with an even lower price. We are now in a race to see who goes bankrupt first.

Lately though, we have taken a different approach. When a customer wants a lower price I invite them into our shop and we show them the steps needed to achieve a quality sharpening. I show them our CNC's and tell them this one cost \$90,000 and the one with the loader cost over \$180,000. I also introduce them to our crew and let the customer know that our three saw filers have over 80 years of experience between them. After the tour, I encourage the customer to visit our competitor before they make a decision to change shops. We seldom lose a customer after they've seen our shop and heard our sales pitch.

Anyway, it's a tough world out there and competition is good for us. It keeps us on our toes and pushes us to continually improve our procedures and update our equipment. If you are one of those shops investing in new grinders and paying decent wages don't let your competitor, who is not doing these things, set your pricing.

So, that's the sermon for this Sunday. Please feel free to give me your comments at mikel@eastsidesaw.com. I hope to see you at Carolina Specialty Tool in North Carolina for the "Diamond and Carbide Tooling Seminar". Tim Weaver at CST has assembled a top notch list of speakers and this is a big opportunity to learn more about our industry. Tim has a great shop with over a \$1,000,000 worth of diamond eroding machines and just seeing his shop is worth the trip.

On a final note, John Mabee has recently resigned as treasurer from the ISKA board. John has served on the board for over 10 years and as president from 2006 to 2007. His leadership and experience will be missed. The next time you see John, be sure to say "Thanks" for his commitment and dedication to making ISKA a better organization for you.

Best Regards,
Mike