



INTERNATIONAL SAW AND KNIFE ASSOCIATION

Cutting Times

Spring 2014

Volume LV

Number XLVII

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



August 20-23rd

Booth: 4347, Hall B

ISKA Annual Meeting & Reception

Friday August 22nd •

Der Biergarten 7-10pm

Sponsored by:

BESTAR, LLC & GRASCHE

Hammering Seminar

October 9-10th

Southeast Tool

Conover, NC

Details Coming Soon.....

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Winter Meeting - San Antonio

The ISKA group gathered on March 6th in San Antonio where we all met for a group net-working dinner at Rita's on the River. This beautiful restaurant on the River Walk is famous for its Texas-size Margaritas and sizzling Fajitas and a great place to relax after a day of traveling

POPULAR MACHINERY & TOOLS, INC. hosted a group lunch for the ISKA members on Friday March 7th. We ate in a fun restaurant, Mi Tierra which had excellent food (my first fish tacos). Anthony Ruffo, Charles Spiegel, and Jim Creech guided us to a big table where we were entertained by strolling mariachi musicians while being served delicious authentic Tex-Mex food.

The Board meeting was called to order by President Tim Rief at 3:00 pm at The Holiday Inn River Walk. The reports were read and approved. The business discussed was cost reduction and additional income opportunities, IWF Atlanta show reception and booth, and the up-coming, ever popular member-only hammering seminar . A Chicago area tour is in the planning stages. A fishing trip is already planned with sign-up information on the front page of this letter. Also discussed, in keeping with our mission, were ideas for the betterment of educational opportunities in various forms and to assimilate these ideas to further the industry. All input from the membership is welcomed. Remember it's your organization.

Attendees:

- 1) Tim Rief – Tim Rief & Associates (president)
- 2) Paul Muscat – Skarpaz Tooling (vice-president/secretary)
- 3) Cheryl Rinicella-Saw Systems, Inc. (past president/newsletter) & Natalie Brillhart
- 4) Jim Ziemer- Diamond Saw Works (treasurer)
- 5) Bill Zickel-W.D. Quinn Saw (education/convention)
- 6) Mike Lindsay-Eastside Saw (membership) & Julie Lindsay
- 7) Monica Garris-Farris Belt & Saw (roster) & Maranda, Madison, & Brianna Garris
- 8) Dawn & Eric Barr – Expert Die Inc.
- 9) Jeanne & Steve Bergerson-Western Saw Inc.
- 10) Tim Cook – Cook Industrial Tool

From Popular Machine & Tool

- 1) Anthony Ruffo
- 2) Charles Spiegel
- 3) Jim Creech

New Board Member - Jim Ziemer

Jim Ziemer, President of Diamond Saw Works, Inc., an employee owned company since 2006. I have a bachelors degree in Accounting from the University of Dayton. After graduation I worked in public accounting for eight years then moved on to the financial end (controller & CFO) of several manufacturing companies. I have always taken an interest on the manufacturing floor as well as attending trade shows and sales conventions. As an associate member and officer of ISKA I am able to interact with our customers and end users, gaining insight in market trends as well as product developments. I have been proudly accused of being “a different kind of bean counter”. I enjoy interacting with our employees, suppliers, salesmen, reps, competitors, customers and the biggest group potential customers.

Popular Machinery & Tool, Inc.

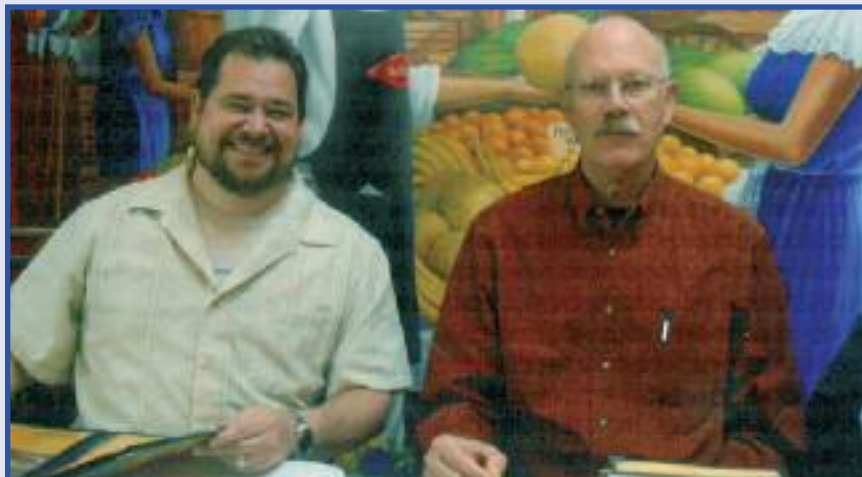
was the sponsor of this ISKA group lunch:



Julie Lindsay (Eastside Saw), Jeanne Bergerson (Western Saw)



Dawn Barr (Expert Die Inc.), Eric Barr (Expert Die Inc.),
Tim Cook (Cook Industrial Tool)



Anthony Ruffo (Popular Tool), Steve Bergerson (Western Saw)



**Tim Rief (Tim Rief & Associates), Bill Zickel (W.D. Quinn Saw),
Jim Creech (Popular Tool),**



**Mike Lindsay (Eastside Saw), Paul Muscat (Skarpaz Tooling),
Jim Ziemer (Diamond Saw Works)**



**Brianna Garris, Madison Garris, Maranda Garris,
Monica Garris (Farris Belt), Charles Spiegel (Popular Tool)**

The Prez Sez...



Want to thank everyone who attended the ISKA Winter Meeting in San Antonio. Had a good turn out. Thanks also to Popular Tool for hosting our lunch on Friday.

Looking forward to our next get-together at the IWF Show in Atlanta. We will be hosting another reception on Friday night. Details to follow soon.

During our meetings, the topic of education kept popping up and we want to emphasize that this is our main focus at ISKA. We have a hammering seminar coming up in North Carolina in October. This is always a great event.

We will continue to strive to provide educational materials and seminars that benefit our regular members.

Have a great spring!
Tim Rief

Knowing The Product Is Not Enough

Whether you manufacture grinding wheels, the machines they run on, or sharpen the tools with them as new or reconditioned; we all have one thing in common. We sell. We advertise, promote “specials”, post a web-site, show in a trade show, travel a route, and make sales calls. In this age of instant information, our sales call techniques may need to be altered. In general, time has become money as there is more to do and less time in which to do it.

In the last ISKA newsletter President Tim Rief listed the four key elements of exceptional customer service. For those of you whose memories are as bad as mine; 1) Integrity 2) Response time 3) Keep it real and 4) Respect. In making the call we want to maintain these elements. Here are some tips:

- 1) Know the customer before your visit. Be informed about his business, products, or potential problems. Check with inside sales on his previous orders and his payment schedule. Don't waste your time or his if he isn't qualified.
- 2) Look through the customer's perspective to determine if you have something of value to simplify his job or save some money. What will the customer gain

by your visit? Wait to make the call until you can answer that question.

- 3) Discuss something of value at every meeting. This is a longer term solution that requires some planning. A new product, idea to think about, upgrade of a previous sale, or an article about their company. If you get creative; you will build the respect. The most interesting sales technique that I encountered was when I received a “Happy Anniversary” card in the mail. The salesman wrote inside Happy Anniversary! It has been one year since I started calling on you so can we set up a meeting, yet? Yes I did and also bought the product.
- 4) So, in the words of that famous philosopher Bruce Lee, “Knowing is not enough, we must apply. Willing is not enough, we must do.”

For increased sales you must stay sharp.

Natalie Brillhart
President Saw Systems

Meet A New Member – Sharpeners Report

Sharpeners Report is a monthly newsletter with a free news blog web site, Sharpeners-Report.com, a Facebook page, and E-news bulletins on events for and about the sharpening industry. The publication was founded in 1981 and has evolved to serve many sectors of the sharpening industry with traditional and social media facets.

The Sharpeners Report is now published by Creative Lakes Media, LLC, based in Minneapolis and has about 800 subscribers primarily in the US and Canada, but is growing. Thanks to the Internet it reaches English-speaking countries but even before has had a loyal following as far away as South Africa.



Judy Brenner is the new publisher, who took over the newsletter in 2011 after its successful 30 year history under two previous publishers that have since passed away. Judy has made it her goal to attend more trade shows and deliver more equipment and sharpening business news to the industry. She also introduced an E-version of the newsletter, which makes up 25 percent of subscriptions, to date.

“I’m excited to meet or talk to ISKA members. To be successful in media where YouTube and free information is available, I pride myself on developing great sources to provide fresh information and confirm time-tested processes. This industry is constantly changing, and there is a need to stay on top of new products and new methods of doing business.” she said.

Many shops print out the E-news for break rooms for their employees, and some just pass around the mailed version. “We now offer DVDs, CDs loaded with back issues, and a traditional book collection of printed articles that are topic specific, such as The Best of Sharpeners Report on Saw and Tool Sharpening,” which is updated annually.”

The 12 pages each month keeps things light with a “Sharper Wit” column so readers are welcome to send in jokes as well as shop tips! See Sharpeners-Report.com to sign up for a free sample issue. “Subscribers who pay \$25.95 for 12 issues get to run buy/sell classified ads at a discount. It’s a great way to find a new home for equipment you are no longer using,” Judy said.

UNIQUE PULLEY SET-UP FOR CHAINSAW CHAINS
Prevents Tangling 10' Loops While Sharpening
by Thomas Riederer

Since they were designed to strategically cut human bones, chainsaws were very small when they were invented in 1918. Strangely, the mechanical saw mechanism saw unexpected changes in the chain, most probably for the lumber business but also for cutting concrete and steel rebar. For optimal performance chainsaws need to be sharpened frequently and are sharpened on a grinding wheel. Grinding 10' loops of chainsaw chains is part of Mark and Holly Peterson's sharpening business, Sharpeners Sharpening. They've modified a Silver 110 grinder by adding upright holders for the chain and pulleys to keep long chains from tangling during the process.

The 10' chains they sharpen are for a giant saw that cuts large rolls of brown kraft paper that are used for making bags, boxes and packaging materials. The kraft paper is the most demanding material for a saw because it is hard, complex, dry and abrasive and requires sharpening only after cutting as few as 10 paper rolls. They receive 15-30 of the rolled chains at their shop. The paper company that requires sharpening and inspection before the grinding process. No cleaning is required, although Mark and Holly have created an inexpensive system that cleanses metal chains. The chain is run through the grinder twice, mainly the grinder needs full maintenance, not grinding wheels. Fortunately the grinder needs full maintenance, not grinding wheels. Fortunately the grinder needs full maintenance, not grinding wheels. Fortunately the grinder needs full maintenance, not grinding wheels.

REMARK OF CARBIDE DUST - Cobalt-Inspired Carbide
Anticipated To Cause Cancer
Sharpeners Report did some digging to find out the latest research on cobalt dust and on Beta-Blog at Sharpeners-Report.com offers excerpts from national health research reports that tool and saw sharpeners should know. The U.S. Department of Health and Human Services released the 12th Report on Carcinogens just two years ago which added the Cobalt-inspired carbide to its list. Here's what you can do to arrive for a continuously safe workplace and stay healthy.

The bottom line: periodic medical examinations are recommended for sharpeners who grind carbide saws, tips and tools. That's not new, since Material Safety Data Sheet (MSDS) have existed for more than a decade that those who are regularly exposed to the related dust or mist need to take precautions. What is new is that permissible exposure limits in the U.S. may not adequately protect workers.

As recently as 2011, the National Toxicology Program revised and listed Cobalt-Inspired Carbide as one of six items added to its Annual Report on Carcinogens. The NTP published that Cobalt-Inspired Carbide is "reasonably anticipated to cause cancer."

"Dust" continued on page 3

EQUIPMENT UPDATE - AS SEEN AT AWFS

At the AWFS for Woodworking and Farming Show Fair held in late July in Las Vegas, several ISKA associate member companies displayed new equipment. After more than 2 years of work and testing, Sharpener, Ltd. offers the NUSA great grinding machine from Nordstrand. It's a compact axis CC special cutter for grinder.

They also displayed the CHD270 top and face machine for carbide tipped saw blades, the CP200 top and face machine for carbide tipped saw blades, and the Lennox Solution K250 for HSS saw blades.

Even before the show, readers have been buying W.D. Quinn, St. Louis, just installed in 2nd Lenoxx KSC 710 cold saw sharpening machine in July.

Glenn Martin of Martin's Sharpening Service in Ephrata, PA just bought a used Winslo-Matic drill grinding machine made by Gates & Lewis, from DHR Machines. Glenn had been sharpening drill bits on a sand belt for years.

"This is a machine that will allow all sizes of saw shops to get into the spiral grinding market," said Rob Rezaei. You can see a video at it at http://www.equipmentcenter.com/new_products.cfm the company also exhibited a new A-Axis CNC HSS saw grinder for cold saws.

Custom Saw debuts the CNC Automatic Face and Top Grinder, the A8M CNC-A11, which runs \$54,000. It has a CNC axis grind, with a common tool geometry in one revolution. Moons Saw Shop Supplies Inc. showed the Nova 32 CNC Top & Face Sharpener and a Tison F4 Auto Face.

Valheim introduced the QX2250 erosion machine for PCD tooling.

SHARPER WIT
Changing names: As attendee at the Sharpeners Report tradeshow had a first initial before his name, I had a middle name. "Years ago, my first name was 'I had a middle name. She liked it better and agreed to marry me if I went by it." I asked him what he called her. "My

Change Your Filters! It's Health and Safety Month!