



INTERNATIONAL SAW AND KNIFE ASSOCIATION

# Cutting Times

Spring 2017

Volume LXV

Number LIX

## AWFS 2017 and ISKA Reception



Sponsored by



### ISKA AWFS RECEPTION

Friday July 21 2017 7:00pm - 10:00pm

3950 S Las Vegas Blvd #200b, Las Vegas, NV 89119  
Mandalay Bay

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## The Prez Sez...

We recently had the good fortune of adding some new team members to our office staff. It was exciting to have “new blood” in the office and their youthful enthusiasm was contagious. What I did not anticipate was the challenge and time commitment it takes to train and integrate these new hires into the team. These are a couple of basic things I plan on doing better in the future and maybe something useful for your next new hire:



1. Compiling a comprehensive package of best practices and resources the new hires would need. My trusty binder of catalogs and pricing guides wasn't quite up to date and our digital resources were in a few too many places to be easily accessible.
2. Assuming new staff was familiar with a particular program or practice. In hindsight, I was too eager to let our new team members “take the ball and run with it”. I should have “stayed on deck” longer to make sure there was a clearer understanding of the hows and whys of a particular task.
3. Set clearer workflows and expectations of completion timelines. We try to be flexible in our time commitments to adapt to the changing needs of the business, or just put out fires as they ignite. A set schedule and routinized tasks breeds familiarity and a greater degree of comfort for new employees. As much as possible the fire fighting should be left to the professionals!

This headline caught my eye this quarter:

### ***Some of the biggest tech stocks in the world have been outpaced by... Domino's Pizza***

From the beginning of 2010 to March of this year Domino's Pizza stock has appreciated more than technology companies like Amazon, Netflix, and Tesla Motors. Living in the heart of Silicon Valley I'm always interested in comparisons between the tech sector and the “old” economy. Evidently the company's resurgence has been largely due to an improved product and employing new online ordering options. I take heart that a company as established as Domino's, and with a product as decidedly low tech as pizza, can experience the kind of growth usually only associated with the titans of tech.

Thanks,

Paul Muscat  
Skarpaz Tooling Systems Inc.

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## L&M Sharpening Joins ISKA



L&M Sharpening, located in Stockton, CA, has been family owned for more than 50 years. The company was founded in the 1960s, and has 4 employees. They have kept up with the technological curve, going from mechanically driven manually operated machines to the current standard of CNC computer controlled equipment that nearly eliminates the element of human error in sharpening tools.

They own three Vollmers, 3 Wright TF, an MVM surface grinder and various other machines and are considering a loader. “We are trusted by large

manufacturers all the way to our local weekend hobbyist. Our goal is that the same quality of sharpening goes into every blade that comes into our doors no matter who it’s from,” said Ethan Rohner, President. They sharpen everything from PCD insert tooling, router bits, bandsaw blades, chippers, saws and even chain saw chains.

L&M distributes new tools from Skarpaz, Popular Tools, Southeast Tool, Whiteside, Sterling, Riverside Tool, FS Tool, Amana, Peerless, Leuco, Röntgen and Tenryu.

You can email Ethan at [sawtips@comcast.net](mailto:sawtips@comcast.net). See their contact information in our Roster Update column.



*Pictured:  
Omero Tachiquin  
at the Wright Top  
& Facer*

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## Member Company Spotlight: National Saw Company



*Pictured: Matt Pollitt at one of the  
UT.MAL805*

National Saw joined ISKA in 2016. Tom Lewis, President, says the company was started in 1946. It’s located in Largo, Florida and is a family owned and operated business. The company has 12 employees: 4 in sales, 3 office, and 4 in the shop with one floater. The four are

also drivers doing routes across the western coast of Florida and Orlando. National Saw also does contract sharpening for certain tool suppliers. They have two CNC machines, the newest addition being an MX150 Planer knife grinder from Colonial Saw, and Akemats, among others in a large warehouse.

“We offer specialty tools and blade sharpening for a variety of industries. We pride ourselves on providing superior customer service!” said Tom. The company is a distributor of products from Freud, Amana, Leuco Tool, Everlast, Letiz, Southeast Tool, 3M and Indasa abrasives, among others.

National Saw employees have expertise in tools and supplies for the wood, granite, solid surface, laminate, or concrete fabricator “at exceptional prices.” Over the years, their sharpening business has expanded from 50/50 sales & sharpening to more sharpening service as the area gets busier, said Gina, the friendly voice on the phone who wears many hats! Contact them at [nationalsaw@verizon.net](mailto:nationalsaw@verizon.net) or Tel 727-532-9159  
Web: [Nationalsaw.com](http://Nationalsaw.com)



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## Supplier Dinosaw, Inc. Joins ISKA

Founded in 1968, Dinosaw has 47 years of experience analyzing cutting applications and choosing or developing the right tool for the job. The company offers a full range of tooling for the wood, metal and plastic cutting industries. They refurbish and manufacture HSS, Solid Carbide, Carbide tip, Insert tip and PCD tipped tooling. With 46 employees, a partnership with Portugal based Frezite, and a strong sales force, Dinosaw covers the Northeast and Mid-Atlantic

states on a weekly basis, with regular pickup and delivery service to save customers time and money. For those outside of their regular service area, Dinosaw partners with UPS and FedEx to provide delivery service. Greg Warchol, President, and Senior Application Specialist Jim Preusser, can be reached at [gwarchol@dinosaw.com](mailto:gwarchol@dinosaw.com) and [jimp@dinosaw.com](mailto:jimp@dinosaw.com). See our Roster Update Corner for details.



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## Colonial Saw Introduces Premium Loader

Colonial Saw, Inc., will debut a hi-tech solution for sharpening a high volume of carbide saw blades at the July AWFS in Las Vegas, North America's largest woodworking show. Sharpening shops will benefit from its robot loading system that enables unattended and overnight grinding. It may also be used by saw mills and lumber manufacturers. The Premium-Loader, an 8-axis grinding machine, is built by global pioneer ABM Grinding Technologies.

“We’re very excited to introduce this new technology. It will revolutionize workloads and deliver unprecedented cost savings, helping shops get ahead in an increasingly competitive industry,” said Dave Rakauskas, Vice President of Colonial Saw. “We have two U.S. customers who were so excited about its potential they purchased the Premium-Loader in advance of its formal introduction. Their feedback tells us being able to run Premium-Loader overnight with no personnel delivers dramatic productivity increases and boosts the bottom line.”

Designed to meet the increasing demand for automation by today's circular saw manufacturing and grinding service centers, Premium-Loader offers vast range of production capacity for woodworking blades. It delivers a high ease-of-use factor with a user-friendly control system, web camera monitoring, live error notification and a familiar Windows platform. Shops will also appreciate its compact footprint and efficient power consumption. “This new generation machine minimizes human labor with a robot and probing system, allowing for true unattended processing with superb accuracy and superior finish grind quality,” said Marketing Director Alex Mohr.



# Haas Automation Factory Tour

Attendees at the Hammering Seminar help in February had the opportunity to tour the Haas Automation factory in Oxnard, California. The tour hosts offered these facts during a slide presentation after a more confidential walking tour of the plant.

Founder Gene Haas had a vision to not be afraid to spend money, but spend that money wisely Today, the culture continues where they constantly look why they are spending money. The operational goals were transparently displayed on a screen where any employee could view quarterly results and goals.

The leadership invested in SAP Business One, a business management software which allowed the

company to change data into information. Over the years, using the data for meaningful smart decision-making has helped effective execution. Today, software called HAAS Connect is a feature that brings that execution to its customers. If a machine has an internal issue, it sets off an alarm, and the shop owner /plant manager can get a notice on their phone.

Back in 1983, Haas launched its first product, the HA5C Rotary indexer, and made the first fully programmable device of its kind. This product solved a problem in a unique niche. Haas rotary products reached #1 sales in 1986. Two years later, the VF1 debuted at the IMTS helping HAAS instantly carve a new niche in the CNC industry. Advancements in technology actually has lowered prices in some cases. A \$100,000 Vertical Machining Center in 1988 now sells for \$46,000 with way more features. It's due to computing. There is a gigabyte of memory today, with same basic iron underneath.

The company boasts that the machines they make have unique, easy controls. The same operator who knows how to run a HAAS mill can likely run a HAAS lathe, because it is easy to see similar operation controls. Once an employee is trained, he can run the other machine.

In the late 90s, Haas launched Haas Technical Education Centers. Today, there are some 7000 machines in the schools at low prices so they can train skilled workers. In 1999, the company launched HAAS Factory Outlets; (HFOs) to sell service, and support HAAS machine tools. This was, at the time, a radical change for the industry, where their clients can get parts faster; and did not have to rely on a distributor. The concept of their "Service Van" was introduced also in 1999.- ThIs HFO network of support mobile service vehicles all have the parts and tools needed to do 24 hour repairs.

The next decade had many more achievements, and if you'd like the notes from this editor, just ask! It did amaze me to learn that HAAS claims they can build a machine tool in 4 days; and offer unique service and parts that can not be matched by the Chinese copycats.

*Continued on page 6*



*Climate-controlled room used for sensitive part assembly*



The big lessons and take aways seem to revolve around embracing technology, knowing your costs, reaching to save money without compromising quality, and taking advantage of digital web marketing. It works! There is competition, and a company can not rest on its laurels. Marketing global and translating YouTube videos in

multiple languages adds to its global presence. Today, HAAS has machines in 60 countries; In 2014, Haas exported more machines than in the USA market. Their vision is to double in 2020 in China, Europe and the states, when 75% of the product line will be exported.

## EVENT RECAP CORNER

### Sharp Fest Knife Grinding Seminar in April

There were sharpening business owners from 29 states, 3 provinces and 3 countries all gathered at the Sharp Fest event sponsored by Sharpeners Report newsletter in Minneapolis last month. The evaluations indicate everyone learned something new and would recommend the event to others. Programming spread out over 2.5 days kept the knowledge buzzing in the three classrooms, the lobby and even the exhibit rooms where tips were shared among 130 people. The wide spectrum of niches represented gave sharpeners a sense of opportunity to expand or try a new niche. Vendors were generous with door

prizes. Everyone left with great memories and even better, some great business practice tips to help them work either more efficiently, profitably, and /or turn out higher quality work. Sharpeners Report host Judy Brenner thanked Colonial Saw's Dave Rakaukas for presenting both days to interested attendees learning about knife grinder market opportunities. Event co-sponsors included Equipment Ltd. for a breakfast donation, Moon's Saw Shop Supplies for the coffee break, and Vollmer for donating laynards. Check out the keepsake Program on the Sharpeners-Report.com web site

# Hammering Seminar Photo Gallery

Thanks to Western Saw, Oxnard, CA, for hosting! Paul Muscat, Skarpaz, presented certificates to the following attendees:



*Jarret Jantzi, New Form Tools*



*Mike Rans, Kinkelder USA*



*Kevin Zickel, W.D. Quinn Saw Co.*



*Krzysztof Lesczynski, ASPI*



*Piotr Szyzkorski, ASPI*



*Cory Walker, Eastside Saw*



*Michael Lindsay, Eastside Saw*



*Rick Cortney, A to Z Sharpening*



*Josh Barnhart, Superior Saw & Supply*



*Instructors: Fernando Flores, Saw Systems, Kyle Brewer, Saws Int'l., & Doug McAdoo, Bay Area Carbide*



*Vinne Didonato, Saw Systems*



*Cory W. inspecting a blade!*



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*Do you have an ISKA Tech Tip  
or news to share?*

*Contact the Editor, Judy Brenner  
Tel 952-406-8870*

*Email: [Creativelakes@outlook.com](mailto:Creativelakes@outlook.com)*

## ROSTER UPDATE CORNER

Since the 2016-17 Roster was printed last year, ISKA offers this section to keep you up-to-date on new members and contact information clarifications. Please make a note of the following and welcome the following companies!

### *Joining ISKA Recently In 2017:*

- Dinosaw, Inc., 340 Power Ave, Hudson NY 12534, Tel 888-346-6729 Selinsgrove, PA facility Tel: 1-888-346-6729 or 518-828-9942, Fax 518-828-6610 Email: [jimp@dinosaw.com](mailto:jimp@dinosaw.com) Web: [Dinosaw.com](http://Dinosaw.com)
- Pioneer Tools, Inc., 425 Turnbull Canyon Rd., City of Industry, CA 91745 Tel 626-968-6300, Fax 626-968-6308. Jason Zho and Tony Cheng, President; Ryan Gleason, National Sales Manager. Email: [Ryan@bosuntoolsusa.com](mailto:Ryan@bosuntoolsusa.com). Web: [bosuntoolsusa.com](http://bosuntoolsusa.com)

- L&M Sharpening Inc., 2817 Cherryland Ave, STE 7, Stockton, CA 95215 Tel. 209-931-1777, Fax: 209-931-1772 Email: [sawtips@comcast.net](mailto:sawtips@comcast.net) Web: [LMsharpening.com](http://LMsharpening.com)

### *Roster Clarification:*

- Sympathy extended to American Carbide family and friends as Mr. David Stokes passed away last summer. Lisa Stokes now is running the company. <http://www.legacy.com/obituaries/mainlinemedi-aneews/obituary.aspx?pid=180870305>

*Have an update? Contact Editor Judy Brenner, ISKA Roster & Newsletter Chair,  
Email: [Creativelakes@outlook.com](mailto:Creativelakes@outlook.com)*