



INTERNATIONAL SAW AND KNIFE ASSOCIATION

Cutting Times

Fall 2016

Volume LXV

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IWF 2016 and ISKA Reception



Thank you again to our sponsors of the August 26 Reception held at Stats in Atlanta during the International Woodworking Fair. It was a pleasant evening and we especially thank:



Here is a glimpse of the evening..



Saw Hammering Seminar Feb. 9 & 10

The saw smithing two day seminar will be held on the west coast by Western Saw, 3200 Camino Del Sol., Oxnard, Ca on Feb. 9 & 10. It will include tours of Western Saw and Haas Automation. This comprehensive event is designed to furnish participants with an over-all understanding of hammering various saw blades. All levels of shop personnel including machine operators and supervisors will benefit from this instruction. Participants will become familiar with the diagnostic process and the corrections necessary to ensure the proper “running” of the saw blade. They will develop a systematic and effective approach to saw tensioning and flattening.

- Get a complete overview of hammering, its problems and solutions.
- Work “on the anvil” with experienced smithers guiding you along the way.
- Learn the meaning of such generally accepted terms as “dish”, “fast”, “open”, “leveling”, “benching”, and many more.
- Become familiar with the terminology and skills of the saw smith to help you communicate better within the shop.

Save the date! Fees and lodging will be posted on ISKA.ORG soon.

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SHARP BIZ BEAT

Decrease Inventory – Increase Cash

By Mike Rans, Kinkelder USA

One of the easiest ways to generate cash quickly (without taking out a loan) is to sell unutilized assets or get creative about liquidating slow moving inventory. Whenever time and resources permit this is one of our areas of focus and we've gone about it a couple of different ways. However, we have had much more success selling old inventory by taking a rifle approach vs. a shotgun approach. The reason I feel we were more successful with a rifle approach is that hundreds of items to unload can seem very overwhelming to both the buyer and the seller while reviewing one or two items can be done rather quickly. This was pointed out by one of our key employees. In the past I would send her these long excel spreadsheets filled with slow moving stock and task her with coordinating an effort with our sales team to get it moved. This shotgun approach had yielded some positive results in the past but it took a large group of people a considerable amount of time to get the job done. After a few years of these long lists, my colleague phoned me and said "This isn't working." She suggested that we scale down the list to initially focus on just a few items and task our sales team with selling them off. To this I replied; "Sounds interesting. Let's try it. You take the ball and run with it". And that's exactly what she did. She

selected just a few items from my exhausting list and created a sales flyer around just those items. She narrowed her selection by starting with the big ticket items which are either high in unit price or high in unit quantity. She then distributed the flyer to both inside and outside sales personnel and held a 5 minute meeting each week to coordinate the effort. The results were phenomenal and still are today.

Here are the key takeaways on what worked for us:

- Take a rifle approach by narrowing the offering. This gives a great deal of focus.
- Select a few items which will generate the most profit.
- Assign responsibility to a single person to coordinate the effort.
- As an item is liquidated, replace it with the next big \$ item.
- Don't be surprised when your inside sales staff outsells your outside sales staff!
- If you pay sales people on commission, consider increasing the payout for items you really need to move.

IWF Snapshot

J. Schneeberger debuted its new Aires NGP, an ultra-compact design, 39" (99 cm) wide. The 5-axis CNC can grind large and long tools it is most suitable for universal re-sharpening and production of small batches. 2, 4 and 5 axes, face sharpening and profiling of carbide or HSS corrugated knives.

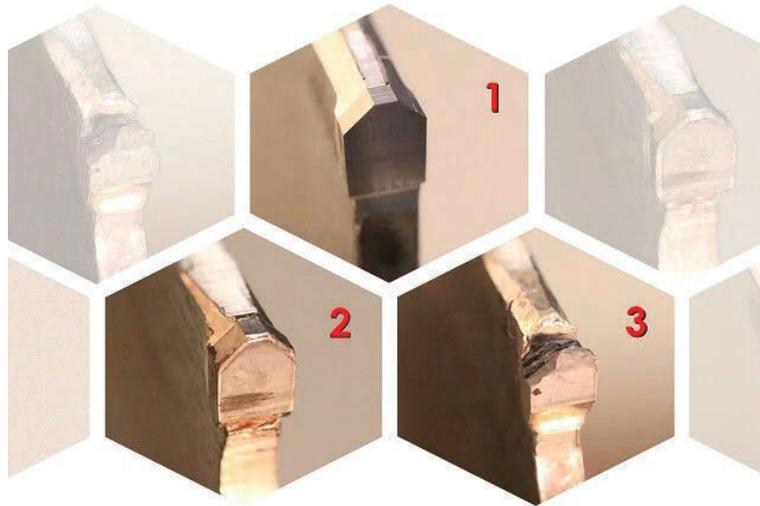


DON'T BE DULL CORNER



We know you can tell, but can your customers? Educate them with some good information on how to notice when it's time to seek re-sharpening services by your company. Here's what we use for our clients. We explain that applying these helpful tips will: extend tool life, reduce machine wear, provide consistent production and lower operating costs associated with tool sharpening and repair. --Submitted by Jordan Chynoweth, Phillips Saw & Tool

Dull Saw Blades Effect Production



SIGHT

Typically a dull blade is not obvious to the untrained eye. Wear patterns can indicate tracking issues on the machine or dished / bent blades. When inspecting a blade use direct sunlight if available. Dull teeth will be rounded-off, reflecting light along the bevel or top edges of the tooth tips.. A sharp blade in comparison will not have any shiny spots nor reflect light. (Compare photos 1 & 2)



SMELL

Burn marks on wood can be early indicators of a dull saw blade. When a blade becomes dull more than the cutting tool can be affected. Spindle motors often overheat and fail when dull blades are operating past acceptable condition. Smelling burnt wood or hot metal indicates an issue that needs immediate resolution. Installing a sharpened blade will keep employees safe, eliminate burnt odors and extend overall machine & tool life.



SOUND

When a blade becomes dull, the sound of cutting becomes loud and obtrusive. The dull teeth are labored producing heat and friction sawing through product. Does the spindle motor sound labored? Is the blades rotation slower? When you install a sharpened blade, you should immediately hear a difference in the overall sound pressure level of your machine. On average, dull blades increase noise by 10 dB.

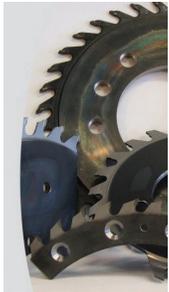


TOUCH

The condition of the teeth on a blade will determine if the blade cuts cleanly or leaves chipped edges in your sawn material. You can feel if your blade is dull by examining the front surface (face) of the tooth and your product cut. The edge where the face meets the top of the tooth will appear rounded, almost "sanded". This is acceptable wear, ready for resharpening. (See photo 2). Carbide teeth are brittle in nature. Fracturing often occurs from overuse or impact with an object, thus requiring a new tip to be installed. (See photo 3).**



New Member Spotlight: Poland's ASPI



Joining ISKA this summer is ASPI Limited Liability Co., based in Poland with an international client base in the wood and furniture industries, ASPI serves customers primarily in Eastern Europe, Russia and South America. The 25 year old company specializes in manufacturing wood-

working tools for the furniture industry thanks to more than 150 highly skilled workers and high technology production lines using high quality materials and advanced robotic machinery. They manufacture saw bodies, circular saws, segment saws, distance rings, gang saws, band saws, knives for planers and chippers, drill bits, and other specialty tools. They joined ISKA after visiting our booth at the IWF in August, and were an exhibitor at LIGNA. Visit their website to view a neat video of saw blade laser cutting with the robotic saw loader: www.P-aspi.pl

Poland Headquarters contact information:

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Export Sales: Krzysztof Leszczyński

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Spotlight On Hot Knives



Hot Knives LLC was founded in 2000 in St. Louis, by current owner Gary Nicely. As the name implies, Hot Knives is all about profile knives. Whether it be moulder, shaper or specialty knives, Gary and his son, Kelly and an employee, Seth, produce accurate, cost effective profile knives fast! Gary is presently looking to hire an additional team member who has experience working with moulder knives, CAD experience and CNC machinery.



Gary started in this business after 13 years of experience working for Michael Weing and 20 years selling industrial woodworking machinery, having worked with many

manufacturers producing mouldings, doors and windows, cabinetry, furniture, displays, flooring, and whiskey and wine barrels.

Hot Knives does all of their processing in-house for maximum versatility, response capability, and quality control. For the first five years in business, Hot Knives worked with an outside partner company performing the waterjet cutting. "Time and time again, it was evident that Hot Knives could never be the quality, reliable moulder and shaper knife source for our customers that we had the desire and potential to be under that arrangement," Gary said. So Hot Knives set up their shop with its own equipment. Since then, Gary reports that their customer list and business has climbed steadily.

The company has a CNC abrasive-waterjet for profile-cutting all high-speed steel knives, a CNC profile grinder for finishing most all HSS and carbide knives, CNC wire-EDM for cutting carbide and specialty knives, two Weing profile knife grinders, and a CNC template maker. The team is proud to say they are able to recycle all knife steel and shop scrap, corrugated cardboard boxes and all everyday waste like office paper, and plastic and glass containers.

Reach Hot Knives, 8208 Exchange Way, St. Louis, MO 63144 Tel: 800-854-5772 Fax: 314-963-3344

Email: gethotknives@aol.com Web: hotknives.com

The Prez Sez...



Maybe I am being overly nostalgic about past woodworking shows, but it seems to me this past IWF in Atlanta was more similar to the “good” shows of the 90’s than the recent shows we have exhibited at. This year’s installment had people filling the isles at times, new dealers approaching us to pick up the line, and users wanting specific information related to new projects or equipment they were planning to purchase at the show. Simply put, it was a busy show, with a lot of positive sentiment about the future economic climate, which is good news for everybody.

ABR – You may have heard for the sales acronym ABC or “always be closing.” Well I’ve been thinking of a new one recently, ABR, “always be recruiting.” Caught between a steady steam of tasks to accomplish on a daily basis and staff that was missing time from work for one good reason or another, I felt the pinch of just not having enough hands on deck. Why didn’t I have an entry level person at the ready, or maybe at least a part timer that was familiar with our procedures and practices ready to step in? The answer is simply that I really don’t like going through the process of advertising and recruiting new team members. Nevertheless, I should be always be open to hiring that next piece of the puzzle and hiring when I’m desperately in need of help is too late. So now, when I run into a friendly face at the hardware store, or the local bank and they ask, “Are you hiring?”, well now my answer is always going to be, “Yes!”

The run up to this IWF was a hectic one, as it always is it seems. Business was steady, we were a little short staffed and I thought, like I usually do, that this week away from the office couldn’t come at a worse time. That may have been true, but I came back to a building intact and no more than the usual five alarm fires to put out. I also returned energized and motivated about our future. Getting away from the office gave me a necessary and realistic perspective of where we stand in the marketplace, and avenues where we can improve. Something we can all use on occasion.

Lastly let me express my gratitude for the time and energy Monica Garris of Farris Belt & Saw has given ISKA for the last ten plus years serving on the board. Managing a busy business and maybe a busier family, Monica has always found time to devote to ISKA and I admire her for it. Monica recently stepped down from her position as Roster Chair. Luckily for members, Judy Brenner, who many of know as the Editor of the Sharpener’s Report, was willing to step into that role as well as taking over the publication of the Cutting Times. I am confident Judy will do a great job in both capacities.

Have a comment or suggestion for the board? We love hearing from members and all of our contact information can be found at ISKA.org.

Thanks,

Paul Muscat

Skarpaz Tooling Systems Inc.

IWF Reception Gallery



Bull Sharp



Dave R and Molemab Josh



Paul, Jordan, and Dan



Super Thin



Dawn Barr



Charles face in Saw Popular Tools



Monica G.



Jim Z.



Puerto Rico



Chuck



George Brown ISKA Reception



Macy Equip.



Western Saw Inc. to Host Feb. Hammering Seminar

Western Saw has generously offered to once again host the ISKA Hammering Seminar in Feb. 2017, (which it did back in 2009 if you recall). The company is a third generation family business that started in Los Angeles in 1930. The first generation got its start as a repair shop, sharpening knives and scissors, under the guidance of Waldemar Christian Nielsen (Kevin & Kraig's Grandfather). In the 1950s, it was known as the "Dado King" and after automation investments under the 3rd generation, became a leader in the diamond core industry. After expanding twice, today, visitors to the ISKA Hammering seminar in Feb. will get a chance to tour this 70,000 square foot manufacturing facility in Oxnard, CA. Western Saw is proud to say it is an industry leader in the production of diamond cores, tubes, carbide and stellite saw bodies, and custom laser cutting for the automotive and aerospace industries. With an aggressive R&D program, and constant upgrading of its manufacturing capabilities, Western Saw looks forward to continuing to provide solutions to the cutting industry. Don't forget to make time and tour the area! Within an hour's drive is wine country, beach scenes such a Santa Barbara, Universal Studios in Los Angeles, and closer in, many golf courses in Carmillo, CA. The nearest airport is Burbank, and of course LAX and Santa Barbara are

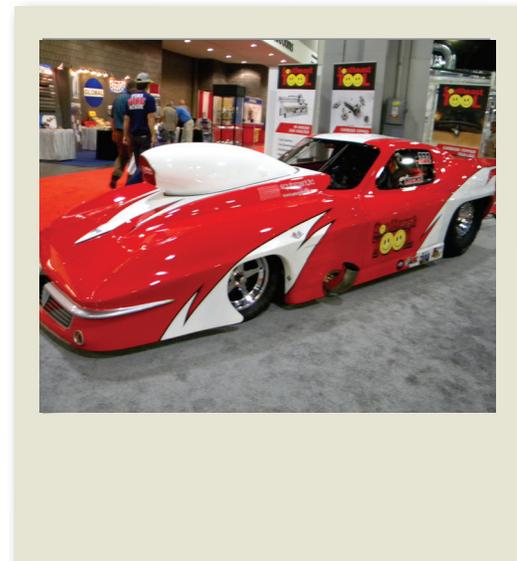
options. Another plant tour option will include a machinery and parts manufacturer: the Haas Automation, just 10 min. away. Watch the ISKA.org site for more details on the event. Instructor RFPs being accepted. Contact Dan Zickel at W. Quinn Saw



*Western Saw Team:
A generation of Barons: Cole, Kevin, Frank
(founder's son), Kraig and Chase (great grandson).*

IWF Snapshot

Southeast Tool Inc. attracted attention with its own race-car and driver! Plus a complete line of carbide spirals, drills, and carbide tipped router bits, metric boring bits, insert tooling and router bits, CNC Collets, solid carbide knives, carbide tipped slotting cutters and arbors, carbide tipped drills and bearings.





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

*Contact the Editor, Judy Brenner
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**Save the date! *Sharp Fest! Full spectrum
sharpening Supply Fair, Educational
classes and industrial saw & tool Round
Table discussions hosted by
Sharpeners' Report | April 19-22, 2017 |
Minneapolis.
Register at Sharpeners-Report.com***

ROSTER UPDATE CORNER

Since the 2016-17 Roster was printed this summer, 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 2016:

•Active Tooling, LLC, Zeeland, MI Tel: 616-875-1111
Email: sales@activetooling.com Gary Lubbers, Owner.
Web: Activetooling.com

•ASPI of Poland (See article this issue)

•CMT USA Inc., Greensboro, NC
Tel: 336-854-0201 ext. 105)
Email: staro@cmtusa.com;
Sal Taro - National Sales Manager www.cmtusa.com

•Hot Knives, MO (See article this issue)

•National Saw (Brawley Dist. Co.), Largo, FL
Tel: 727-532-9159
Email: Thomas Lewis, President
Email: nationalsaw@verizon.net
Web: Nationalsaw.com

•Superior Saw & Supply, WA Tel. 800-562-8182
Web: superiorsaw.net

Roster Clarification:

•Total Tooling Technology, Inc., Elk Grove Village, IL, Tel: 847-437-5135 James Majerus, Vice President, Email: sales@totaltoolingtechnology.com
Web: Totaltoolingtechnology.com

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