



INTERNATIONAL SAW AND KNIFE ASSOCIATION

Cutting Times

Fall 2017

Winter Meeting Notice | Save the Date! March 1-4



All members are invited to attend the ISKA Winter Meeting with an educational focus dedicated to business owners. Mark your calendar, bring the family!

Dan Zickel, our ISKA Educational Chair, has

volunteered to make the following arrangements. We will have a block of rooms at the hotel under International Saw & Knife Association for the special rate of \$99.

Place: Pearl South Padre, 310 Padre Blvd., South Padre Island, TX 78597. Tel: 956-761-6551 Please book rooms prior to January 30.

The educational topic is: Business Succession Planning and Exit Strategies, with speaker/educator Mr. Rob Hilton, Director, Katz, Sapper & Miller, who will present to our group on Friday March 2nd at 9AM in the Blue Marlin Ballroom. Thank you to Jim Ziemer, ISKA Treasurer, for coordinating with our speaker and educational presentation. Mr. Hilton will go over important succession planning options such as purchase agreements, generation transitions, Employee Stock Option Plans, (ESOP) and other strategies, so one doesn't have to just close up shop and auction off machines as a last resort toward retirement.

That is, when drinking from the Fountain of Youth is not working for you.

There will be a dinner together Friday evening and a fun activity on Saturday, likely a fishing trip, depending on sponsors. More information will be coming out soon via email and Facebook. Please RSVP once you've made your travel reservations to Dan Zickel | W.D. Quinn Saw Co. | 314.869.5353 | dan@quinnsaw.com

Transport: three airports serve the Rio Grande Valley: Brownsville South Padre Island International Airport (BRO), Valley International Airport (HRL) and McAllen International Airport (MFE). Brownsville is approximately 30 minutes from South Padre Island, Valley International Airport is 45 minutes, and McAllen International Airport is about an hour and 30 minutes. Various forms of ground transportation, including taxis, rental cars, and limousines, are available from each of the three airports. A free shuttle



service is offered to and from the Brownsville airport, and for a fee, a shuttle is available from the Harlingen airport.

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The Prez Sez...

Manufacturing, Manufacturing, Manufacturing! In the past few months I have been on multiple plant tours in manufacturing facilities, such as Kia, Hon, Honda, South Wire, and Yamaha. All of these companies have one thing in common, the need for skilled workers. They do not need college graduates, but rather people with technical skills like electricians, machinists, robotics, plumbers, and draftsmen, just to name a few. They are all looking for employees that are willing to work and have common sense. Honda and R.K. Redding Construction are taking it to the next level, and have teamed up with YouScience. This group tests high school students to find out what areas they are naturally skilled in so that teachers can start directing them to the jobs that they will be good at and the companies looking for employees with these skills. There are jobs to be had, and I am not talking about minimum wage jobs, but rather good paying jobs that lead to a career. With our current President, #POTUS, who is pro-manufacturing, the job market is wide open. So, if you are in the same boat as I am with one kid in high school trying to figure out what to do after graduation, and another in middle school, start early and find out what they are naturally good at and put them to work! Exciting times for the future in manufacturing! Manufacturing in the U.S.A.!

Thanks,

Eric Barr
Expert Die, GA



Happy
Holidays!



Membership Educational Poll Results

This summer, the ISKA Board members surveyed membership to check the pulse on interests for educational programming and communication preferences. We are grateful you are making your membership voice heard.

NEWSLETTER DISTRIBUTION: About two dozen members responded, and of those, 21 % prefer emailed PDF files of the Cutting Times, 74% want both a hard copy mailed and an emailed version.

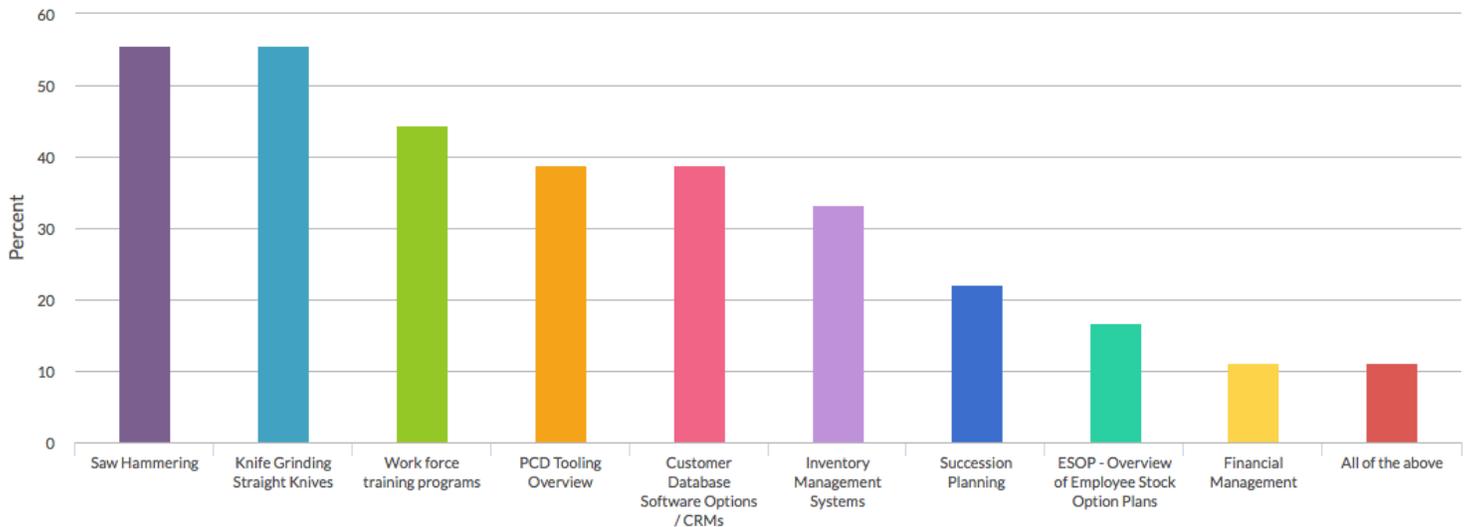
The Charts below show educational topic interests. In addition to these, some folks wrote in the

following: the importance of filtration, software options, band wheel grinding, and profile knife / insert grinding and round tool / spiral bit grinding.

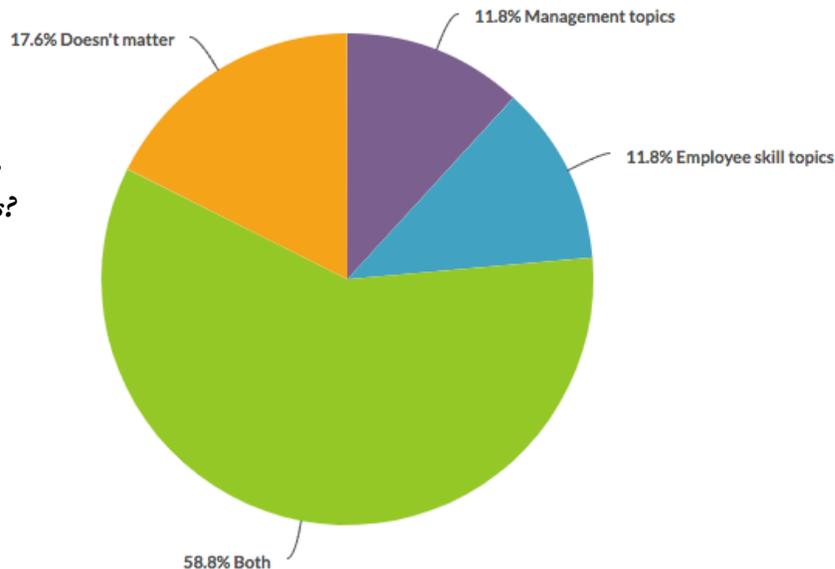
Education Options: The Board plans learning sessions face-to-face, with travel involved. It was interesting that 67% of respondents participate in Webinars, so this could be an option in the future to bring programming to those who can't get away. One-third said they are too short-staffed to get away.

If you have an idea not noted here, please contact a Board Member at info@iska.org

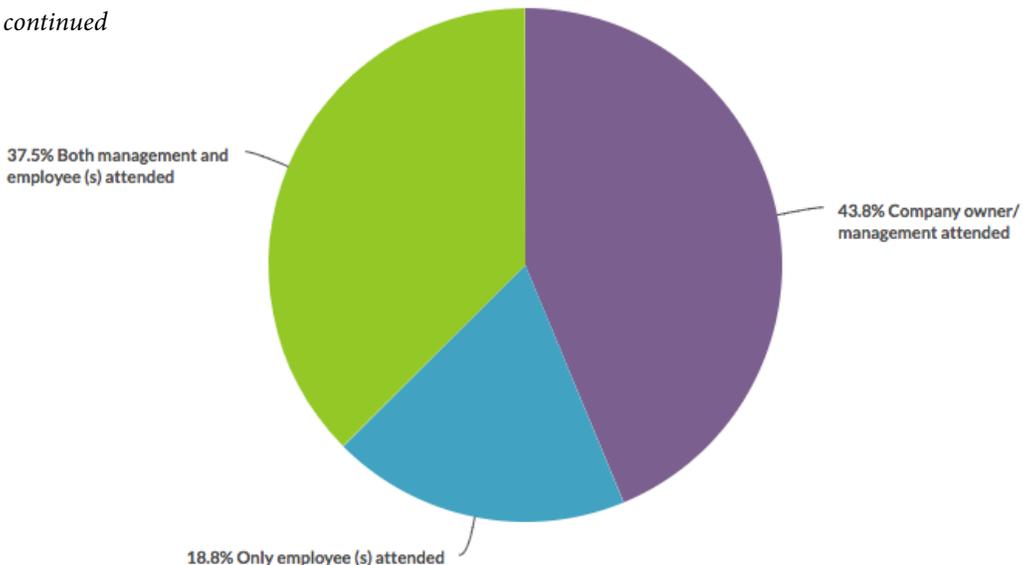
Of these topics, which are most interesting to you?



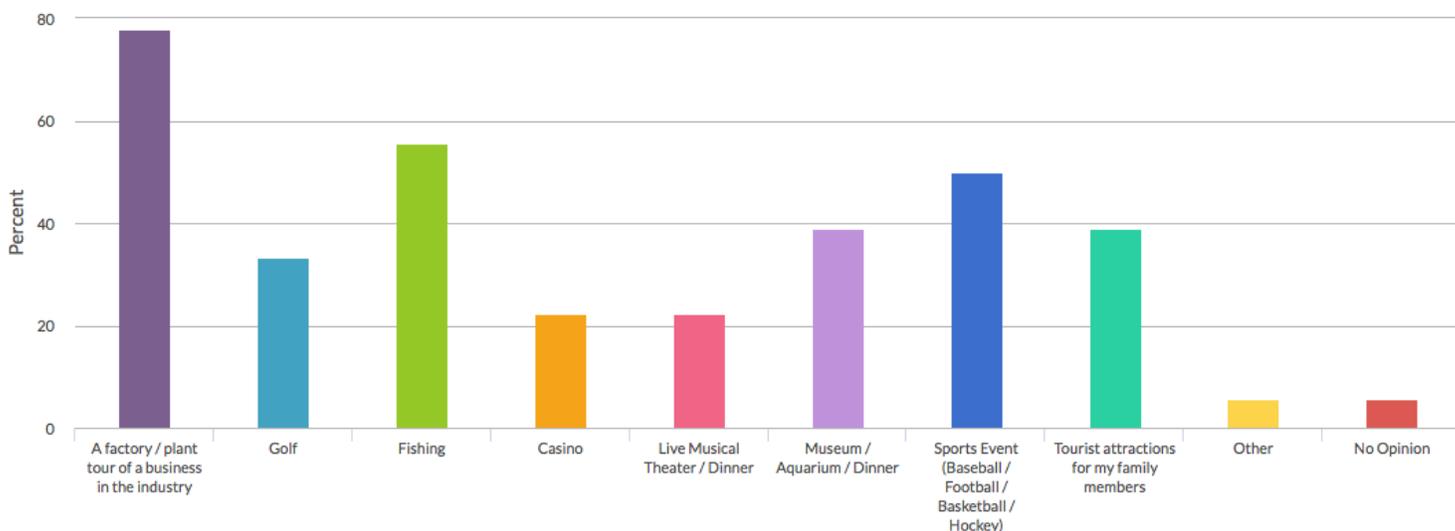
Do you prefer ISKA plan events for management or geared more for employees?



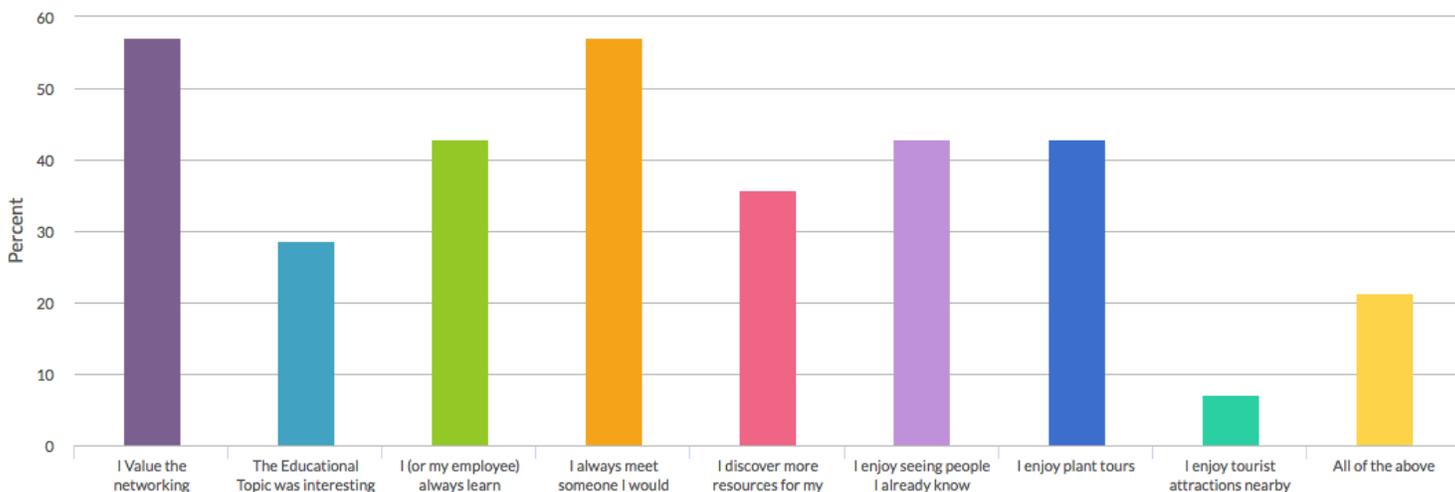
Note how your company has been represented at an ISKA Educational event in the last 5 years.



What entertainment do you prefer after an educational event?



If you HAVE attended an ISKA Reception or Educational event or sent an employee to attend, what attracted you to sign up for the event?



Member Company Spotlight



Everlast Saw, which makes competitively-priced, high quality woodworking saw blades and other cutting tool supplies, is regaining traction nationwide with some faster paced operations, a new location, and new ownership. Paul Hardenburger purchased the company in November 2016. Now, a year later, there has been many changes, and much to celebrate. Change is good for the industry, especially when distributors believe in the product! We are pleased to welcome Everlast Saw as an Associate Member to ISKA, joining this past summer.

Founded in 1947, Everlast Saw has gone through business cycles over the decades, showing how American based companies can compete globally by being super-efficient and responsive. Paul Hardenburger eschews a core value of responsiveness through listening, making personal calls and visiting customers. He is working hard to retain relationships and build on that foundation. Former owners Vincent Farengo, and his sister Josephine Farengo, previously ran the company since its start in New York and then for decades in Naples, Fla. The Farengos were able to divest of the operation through a broker, and now Paul brings his vibrant energy, respect and knowledge of the manufacturing process to build a foundation for the next 40 years!

Everlast Saw distributors may notice a positive difference already. Paul prides himself on repeatable success. “I look at what works and make sure we can deliver again to high standards.” For example, Everlast Saw now carries more inventory, offering same day or next day shipping.

New Catalog available

Distributors can download a new and improved catalog, featuring everything the company makes—from blades of all sizes, 2” up to 24” diameter and tooth geometries to bearings for router bits—along with a selection of diamond grinding wheels for Akemat and Vollmer machines, along with the primary bread and butter of the business: saw blades. Distributors like the new catalog with its user-friendly glossary to help end users find the right blade for their application. “We plan to add a few items to the catalog next year; some smaller diameter blades for the saw machines, such as 160 mm and 210 mm sizes,” Paul said.

Moving the Mountain

Ask an ISKA member that has undergone transition, regardless of cause, and you’ll hear “Whew!” We all know the hard work new owners go through as one wears many hats and deals with the logistical challenges of moving a company, its manufacturing machines and inventory. Some owners move within the same city, but Paul carried out his vision to operate the company from his home state of Kansas. His network helped him find an ideal building, and he’ll soon hang a sign as a finishing touch.

Since Thanksgiving season is upon us, this editor asked Paul what he is grateful for and he replied, “I’m a bit grateful the move is done!” While the first year for him was over in a blink of an eye, Paul says he is most grateful for the steadfast distributors. He values the many business relationships established by the founders, and is pursuing more. “I’m proud to say we have distributors that have been with the company for 40 years, and have 100 really active distributors. There are more than that who will discover an advantage to buying from Everlast Saw. We aren’t selling direct, so there’s an opportunity to introduce the products and grow revenue selling blades. We are earning their trust, our brand is reliable, and they get responsive service, too” he said. “I listen to what distributor’s need, what their end users want. No one can do everything overnight. It’s hard work, and I’m in for the long haul,” Paul said.

Continued on page 7

Equipment Ltd Moves To New Facility in NC



New home of Equipment Ltd

Equipment Ltd. owner Rob Rzasa and his employees did some heavy lifting recently when they moved their plant operations 3 miles away, to take advantage of owning the real estate instead of leasing a building. “It was an offer I couldn’t refuse,” he said, after the owner of the former building put a new roof on and then raised his rent. “I like the idea of paying for space that builds equity,” he said. Nov. 16 they celebrated with the community in their new space with a Law Enforcement Appre-

Most unique is that Rob chose a new interior design to form the administration office space. No more sheet rock! A faster solution is the EverBlock Systems. It’s an indus-



ciation Open House, where over 70 officers, detectives and deputies came to the facility cook out!

The new address is: 311 15th St SW Hickory NC 28602. The same Tel. and Email work to reach them, at 828.328.2104, rob@equipmentltd.com

trial Lego blocks that form the offices. “They are fantastic and are US made,” Rob said. When this editor called to get an update on the move, Rob was eager to rest his arms as they were taking turns with a jackhammer, removing concrete to install a lift. “We rebuild machines here, so just like a car gets lifted up to be worked on, we needed a lift in this new plant!”



The company revamped its logo this year as well.

Spotlight, continued from page 5

No stranger to the industry, a young Paul was sharpening blades in a busy shop in Los Angeles years before he earned an engineering degree and then an MBA. Later as a business partner, he took on the world of machine tool design, manufacturing, and business development in the food processing and machine making world. They made punch plasma machines, fiber lasers press brakes, ironworkers, plate rolls; the other: vacuum stuffers and pumps, dicers, slicers, batch ovens all the way to industrial smokehouses! I bet he knows a resource for smoked thanksgiving turkeys!

Paul's desire to own his own company brought him back to serving the sharpening industry, this time by

making great saw blades. And his home state offers a network of connections where he hired hard working employees, constituting 8 with a combo of full- and part-timers.

South Hutchinson is just southwest of Kansas City and near the Arkansas River. "This central location provides fast access to customers throughout the USA," said Paul. "Our mission is simple: Provide the highest quality products to our customers in a timely manner." See him at the next ISKA event!

Contact Paul at: 1-800-387-5278

or Paul@everlastsaw.com

Web site: Everlastsaw.com



Equipment Ltd., continued from page 6

A few years ago, Equipment Ltd. introduced a new line of high-quality European carbide tipped saw blades, made exclusively by AKE. The brand's Super Silent line of saw blades, earned 1st place at the Ligna Innovation Awards.



Proactive Sales Plan

Our Member Spotlight Story featuring Everlast Saw noted the value of existing relationships. Did you know you can add revenue to your routes by carrying your supplier catalogs with you? It's helpful to show end users what the options are from your favorite vendor. Ask questions about how their saw blades are working for them. It could be a scary question, and may open a can of worms to hear about their issues -- but you might learn something that will help you solve their problem,

and then gain repeat business with extra revenue. Paul Hardenburger offered this advice: Perhaps you'll hear or notice they are using a blade that doesn't have the right number of teeth to cut the material. Ask them when they noticed there was a problem. Once you know their favorite blade types, make recommendations and start stocking the blades so they conveniently can buy one from you while you sharpen others.



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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

ROSTER UPDATE CORNER

The Blade Manufacturing Co. moved to: 915A
Distribution Drive, Columbus, OH 43228

Equipment Ltd. moved to 311 15th St. SW,
Hickory, NC 28602

Ideal Welding Systems no longer uses a PO Box, so
reach them at current address: 3294 Pyramid Drive,
Rockford, IL 61125

Baja Tool moved to: 6041 Business Center Ct.,
San Diego, CA 92154

HMT Machine Tools, Inc. moved to: 3507
Iron Horse Rd, Bldg.300, Ladson, SC 29456