



INTERNATIONAL SAW AND KNIFE ASSOCIATION

Cutting Times

Spring 2019

AWFS 2019 and ISKA Reception



1923
BOURBON BAR
A MODERN SPEAKEASY

ISKA AWFS RECEPTION

Friday, July 19, 2019
7:00 PM – 10:00 PM
3950 S Las Vegas BLVD
#200b
Las Vegas, NV 89119
Mandalay Bay

Sponsored by:



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The Prez Sez...

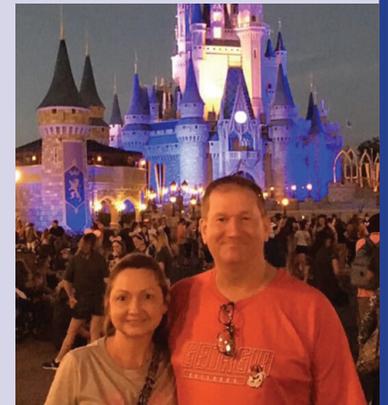
How is business for 2019? The steel tariffs have been an eye opener. Regardless of where a product is manufactured there is one thing we have learned from this, and that is that almost everybody's steel is coming from China. This has made a distinction between "Made in the USA" and "Manufactured in the USA." I, for one, am all for manufacturing in the USA! It is better for all of us!

I want to start with a Big Thanks to Colonial Saw for hosting a great seminar on knife grinding. They went above and beyond taking care of everyone and the educational part was very informative. Me and some of the guys from Expert Die learned a lot. This is how all of the events hosted by our Associate Members have been. They are always eager to help and sponsor events, and they are always exceptional hosts. These events alone are worth the membership fee to join ISKA. The information that our vendors share make us better sharpeners. If you haven't been a part of the ISKA events you should definitely make a point to be at the next one!

Here is your opportunity to join in on the fun! It's AWFS time again! We hope to see everyone at the ISKA reception on Friday, July 19. We will be hosting this event at the same venue as year before last, 1923 Bourbon Bar. This place turned out to be a great little hide away. Again, if you haven't been a part of an ISKA event you are missing out. Come out and meet some really great people from all over the globe who have the same passion as you do, to make cutting tools better! We hope to see you there!

Thanks,

Eric Barr
Expert Die, Inc.
ISKA Board President



*Eric and Dawn, Orlando
Winter Meeting Chill Time!*

ISKA Reception Invite at AWFS

If you will attend the Association of Woodworking and Furnishing Suppliers Fair (AWFS) July 17-20 at the Las Vegas Convention Center, be sure to stop by the ISKA Booth to visit with the sponsors of our reception on Friday July 19, 2019 from 7-10pm at the 1932 Bourbon Bar.

We are grateful to our reception sponsors: Freud America, Inc. (NC), Vollmer of America (PA), Tungco

Powder Procurement (KY), and Ceratizit USA (MI). You can see their product information at the ISKA Booth and meet their company representatives at the reception Friday night. You can find the 1923 Bourbon Bar located inside Mandalay Bay behind the escalators near the Shoppes.

The four-day AWFS event will feature woodworking equipment and technology expo where you'll find many of our ISKA Associate Members exhibiting their

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tools and grinding capabilities. (We listed them below. Source: AWFS web site). The expo also attracts a large selection of hardware, tooling, components, power tools, manufacturing software, lumber, panel, and construction material as well as supplies for furniture, cabinet, millwork manufacturers and custom woodworking shops of all sizes. AWFS will also include a full educational program. The AWFS website also includes housing and travel information.

AWFS Exhibitors (As posted on awfs.org 4/2019*)

Amana Tool Corp.	8633
Colonial Saw	8618
ComSurge Tooling, Inc.	8974
Equipment Ltd.	10128
FS Tool Corporation	8000
Grasche USA / Ceratizit	10038
Great Lakes Custom Tool MFG.	9514

H3D Tool	9760
Int’L Saw & Knife Assoc.	10141
Leuco Tool Corp.	7868
Misenheimer Inc.	7840
PeakToolworks (Riverside Tool)	9018
Peerless Saw Co.	10151
Popular Machinery & Tools	8179
Royce // AYR Cutting Tools	9500
Skarpaz Tooling Systems, Inc.	7269
Southeast Tool, Inc.	10230
Tigra USA Inc.	9504
Vollmer of America	9051
Vortex Tool Co.	7710
Williams & White Equipment	10045

*Any omission is unintentional.

EVENTS CALENDAR

2019 BOARD MEETING JULY 19

Volunteering fosters goodwill among people engaged in our industry. If you’d like to attend an ISKA Board Meeting, they are open to all members and associate members. Our next one will be held at noon during AWFS on Friday, July 19 at Las Vegas Convention Center. Watch Facebook and/ or emails from info@iska.org for more information on the Room Number/floor. If you cannot attend, submit any inquiries to our general email box or call a Board Member listed in the Roster Book or as listed on the website iska.org.

2019 SEPTEMBER 3-7, HAMMERING SEMINAR

Get your passport! A Hammering Seminar will be held Sept. 3-7 at the Williams & White Equipment facility in Burnaby, British Columbia, Canada. The closest airport is Vancouver. W&W has a full line of tension and leveling equipment, plus smithing products – from a circle saw leveling station to anvils, hammers, clamps and more.

Williams and White has been a member of ISKA since 2011. See their ad on the inside back cover of the Roster book.

2020 EUROPE FACTORY TOURS /GRINDTEC Tentatively March 16-30

GrindTec Augsburg, March 18-21 Our Membership Chair, Tim Rief, is organizing for our members a group travel itinerary to Germany for this industry international event. If you’d like to join the Board’s Travel Committee, please contact Tim!

EVENT INQUIRIES

Please watch for further updates via email from ISKA as details are released. Thank you to Dan Zickel, ISKA’s Education Chair, for coordinating the event calendar and sponsorships. Inquires can be directed to Dan at W.D. Quinn Saw Co. in St. Louis, Tel: 314-869-5353, Email: dan@quinnssaw.com or the ISKA President, Eric Barr, Expert Die in GA at Tel. 706-277-4854. Email: Eric.barr@expertdie.com

Highlights from the Knife Grinding Seminar

Colonial Saw, Kingston, MA, hosted a Knife Grinding Seminar in April, attended by around 50 people and 25 companies. Dave Rakauskas, President and Jeff Goltz, Sales, and the entire Colonial Saw technicians team were very generous sharing knowledge, expertise and hospitality. “It was obvious they are good people who care about the ISKA members and the grinding industry in general,” ISKA Board members agreed. Colonial Saw provided a great space where attendees could hear detailed presentations and then view the MVM and UTMA machines.

Dave and Jeff brought in co-presenters with practical, technical information, and then made sure everyone was well fed and had transportation to get to the plant tours and recreation! The group enjoyed clam chowder lunches, leisure tours of the historic areas of Plymouth Rock, sports tours to Patriot’s Place and even Fenway Park. While unruly fog and rain cancelled a Red Sox game, that fog lifted inside pubs for an opportunity for more networking. Colonial Saw also treated attendees to a fabulous lobster feast on Day 1. Everyone was not at all shellfish; generosity was the theme as one could hear helpful folks cracking claws and clicking tongues trading great shop stories.

Back to the learning, Colonial Saw demonstrated very practical machinery configurations. “Their team truly understands grinding shops and offers realistic solutions for this niche,” was a common theme heard among attendees. Dave, who has a background as a CPA, provided investment data and break-even analysis formulas so one could plan strategically. Jeff, and MVM’s engineer Domenico De Marco, explained what one needs to understand about the grinding technology. Then ISKA member Eric Pfeiffer

of Hyde Industrial Blade Solutions explained all types of circular food service and custom blade shape designs. Josh Desroiers of Molemab and abrasive expert Mark LaMure went over the basic and specialty abrasives for the niche. Rick Paul Jr., Charles G.G.Schmidt & Co., presented how they tackle custom profile knives, from templates to finishing. The pace of the day was smooth with time for questions.

If you’d like a copy of the slide presentations, any we have are shared with ISKA members. Email info@iska.org. Visit ISKA’s Facebook and Instagram pages for more photos!

Tour of Sharp Tool

A caravan of ISKA members headed north on Day 2 to Hudson, MA for chance to visit Sharp Tool. Kicking off the commute between locations was a lunch where folks donned sunglasses as a gift from Sharp Tool owner Paul Morette and his son, Mike Morette. Then they opened the saw shop doors for a plant tour. Did you know that back in 2016, Sharp Tool acquired BOSTON SAW & KNIFE CORP based in Needham, MA? Boston Saw & Knife began in 1898. Now integrated with Sharp Tool, the company has equipment from a variety of manufacturers, including an MVM straight knife deburr machine. Three concurrent groups viewed Sharp Tool’s operation cells for knife grinding, carbide and strob saw grinding, pretinning and brazing. Mike said that the knives niche makes up 2-3% of overall biz, noting that flat back knives see demand local by hockey rinks, and plastic granulator knives have a larger demand than printing knives.

See the photo gallery on page 6!

Member Spotlight – PRISM Visual Software



We are pleased to feature a new member of ISKA, Prism Visual Software, based in Roslyn, NY. They develop and sell accounting, pick up/delivery management, scheduling, and dispatch applications for the office and field worker to increase accountability as well as decrease time and costs from

your operations. Prism’s accounting and service software includes technology automation and features to improve operational efficiencies in service companies. Some of the features include inventory control by warehouse and bin, tool and knife tracking by customer, customer relationship management, worker dashboard systems, customer webstore and bill pay, credit card /ACH

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PRISM, continued from page 4

autopay and more. They like to say, “Keep your Profits Sharp & Customers Satisfied.” Their products include ServQuest™ is the route management software, and MiniMate™ works for sales and delivery drivers to track service, pricing and invoices.

A company can use Prism software tools to increase sales 5 ways:

- 1) Office Inbound Call Centers
- 2) Office Outbound Call Centers
- 3) Mobile Smartphone Order Taking
- 4) Mobile Smartphone/Tablet Field Sales
- 5) E-Commerce Web Portal for Customer Self-Service.

Some additional features to increase efficiencies in your operations are:

- 1) AR Collection Alerts
- 2) Real Time Field Visibility
- 3) Route Optimization
- 4) Barcode Scanning
- 5) Invoice/Statement Emailing

Say a warm welcome to Assoc. ISKA Member contacts:

President Lorraine Keating, and Andrew Kuneth;
Tel. 516-944-5920. See more details of their contact information on our Roster Corner.

Soft Carbide Scrap (SWARF) Recycling: How You Get Paid



If your shop collects and recycles soft carbide scrap (swarf), here's a brief analysis of how you might get paid. Recyclers will

typically remove any coolant oil floating at the top before sampling. Core samples are taken to a lab for analysis, according to Machine Tool Recyclers, and the heavier--and thus more valuable--material will have settled to the bottom. When the analysis comes back it will break it down:

- 12.5% moisture
- 05.7% cobalt
- 19.8% other elements
- 74.5% tungsten
- If a drum of sludge, before analysis, weighed 2,000 lbs., the payout at one buyer would look like this:
 - $2,000\# \times 87.5\% = 1,750\#$ dry weight
 - $1,750\# \times 74.5\% = 1,304\#$ tungsten contained



- $1,304\# \times \$x/\text{lb.}$ quoted = \$ paid, typically in 2 weeks

The value depends on how dry it is and the tungsten content. A recent analysis showed 6 pounds of sludge yielded one pound of tungsten. A coffee can full of it can bring in \$5-\$7, depending on how heavy it is. Rob Doner, Purchasing Dept. at Tungco Powder Procurement said that 500 pounds is typically a free pick up and if you have around 200 lbs, the company will arrange shipping for



your business. Besides sludge, collect the broken carbide saw tips and over time, send that in to one of the sources noted below or your local recycler. It may take 15-60 days before you see a

check, but it could be worthwhile. See what you get in return at today's commodity prices!

Source: Tungco Powder Procurement, KY, 270.825.0000

Editor's Note: (First published by SharpenerReport, AUG. 2012, updated Spring 2019)

Knife Grinding Seminar Photo Gallery



Patriots Place Group -Other half shopping!



Dave Awards Prizes for Correct Knife Grinding Quiz Answers



Rudy Keeps CSaw Employees' Sweet Tooth Compliant



Dave Rakauskas, Colonial Saw, and Eric Pfeiffer, Hyde Blade



Father & Son Jeff and Jordan Chynoweth, Phillips Saw & Tool



Domenico De Marco - MVM



Charles GG Schmidt's James Mirachi, Drafter and Rick Paul, Jr



Josh Desrosiers Molemab Abrasives



Mark LaMure - Molemab



Demo of Knife Grinders



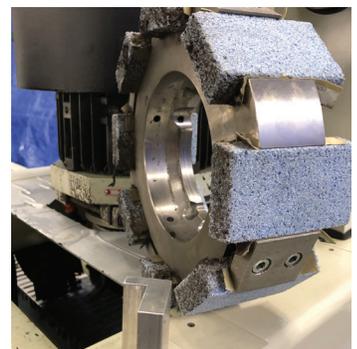
Circ. Knife Grinding



Straight Knife on an MVM Grinder



Assortment of Knives



View of Abrasive Pads



ISKA

Hammering Seminar

September 3 - 7, 2019

Held at: **Williams & White Equipment**
6307 Laurel St.
Burnaby, BC Canada
604-293-2268

ONLINE REGISTRATION PREFERRED Please use this link to register:

<https://www.eventbrite.com/e/iska-hammering-seminar-tickets-59440069849>

*If you have trouble registering online, you may use this form.

Company Name: _____

Phone Number: _____ Email: _____

Total number of people attending. _____

Names of Attendees:

*Please mail this registration form to:

ISKA
c/o Dan Zickel
W.D. Quinn Saw Co.
1111 Belgrove Drive
St. Louis, MO 63136

KEEP THIS BOTTOM PORTION CLOSEST AIRPORT CODE: YVR Vancouver, BC
Meet & Greet 7 pm Sept. 3. Seminar /demos on Thurs. Sept. 4 & Fri. Sept. 5.
****This event is in CANADA. You must have a valid Passport!
Check your Passport Expiration!****

*Please make direct room reservations by Aug. 1, 2019:
Mention ISKA Seminar for a referral rate.*

**Best Western Plus Burnaby Hotel and Conference Center 5411 Kingsway, Burnaby, BC
V5H2G1 Canada**

Website: www.bestwestern.com

Choose Destination: Burnaby BC, Canada

Hotel Tel: 604-438-1383 or 800-211-1122



International Saw & Knife Association
C/O Creative Lakes Media, LLC
P O BOX 16281
MINNEAPOLIS MN 55416

*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

Since the 2018-19 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 2019:

- PRISM Visual Software 55 Bryant Ave. Ste 3,
Roslyn, NY 11576; Tel: 516-944-5920;
Fax: 615-628-6016, Email:
Andrew@prismvs.com, or Lynnk@prismvs.com
Website: prismvs.com
- Bee International Trading Co. 480 Main St,
Boston, MA 04218 Rep.: Chloe (Xiao Hu)
Email: xxwaimao2@gmail.com Subsidiary of
Zunyi Zhongbo Cemented Carbide Co., Ltd.
China Website: zcarbide.com Tel: 315-666-0539

Address updates:

- Hamilton Industrial Knife & Machine, Alan
Ashbrook, PO Box 956, Hamilton, OH 45012-
9956 (Street address does not receive mail.)
- Concentric Saw & Tool, LLC P O Box 10648
College Station, TX 77842
(Street address does not receive mail.)

*Send us your AWFS Booth photo for the next issue!
Have an update? Contact Editor Judy Brenner,
ISKA Roster & Newsletter Chair,
Email: Creativelakes@outlook.com*