



INTERNATIONAL SAW AND KNIFE ASSOCIATION

Cutting Times

Summer 2019

AWFS 2019 RECAP

Associate members and regular members that attended AWFS know it's a gathering place for saw shops serving woodworking furniture and cabinet makers, door and window manufacturers and related industries at one of the largest trade events. If you missed this one, mark your 2021 calendar for July 20-23 when AWFS will be held again in Las Vegas. The ISKA member reception was held Friday night where more than 145 people socialized with food and drinks sponsored by Ceratizit, Freud, Vollmer and Tungco Powder. The crowded 1923 Bourbon Bar was loud and proud, and the Board's general agreement was ISKA will be working on a new venue since we have outgrown that one. Our Board members were on hand volunteering at the ISKA booth to greet current and prospective members, promoting the educational and networking benefits. Check the Roster Corner on the back page to see which companies joined! See more photos on Instagram and Facebook. Follow @ISKA1965 or post with hashtag #ISKA1965.



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The Prez Sez.....

Dear Membership,

Another AWFS-Vegas is in the history books. It was a very busy show. Friends from the east coast got to see friends from the west coast, and as always, it was great to talk shop with everyone and find out what everyone is up to. I can say that 2019 has been a great year for new equipment acquisitions. The last two years have seen businesses upgrading and adding additional equipment to keep up with demand. Most of the business owners and executives that I have spoken with are seeing a spike in growth and addition of new customers. It is exciting to see all of the new manufacturing within the United States that is taking place in our industry. This is GREAT for all of us! Let's keep the wheels turning!



Another great ISKA event is coming up soon! I would like to thank Williams & White for hosting our upcoming Hammering Seminar September 3-7, 2019. If you haven't been involved in ISKA it is time to jump on board, and invite your friends! Make plans to attend all of ISKA's events, and I can promise that you will not regret it!

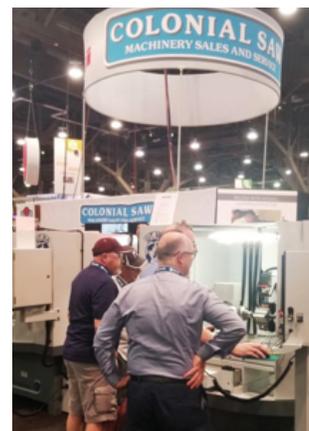
The Board welcomes Leah Gustafson, Filigar Cutting Technologies, LLC, NY as our new Membership Chair. Reach her at lgustafson@filegar.com, Tel: 716-488-0741. Tim Rief is now our Vice President. All other board chairs remain the same. See your Roster book or our website iska.org for contact information.

Eric Barr
Expert Die, Inc., GA
ISKA Board President

Assoc. Member Product Highlights

Colonial Saw's AWFS booth had 5 machines running, of which the ABM Premium Robot was the most popular with attendees. "With everyone struggling to find good help, a machine that can face and top blades overnight unattended at a reasonable initial investment cost is really gathering a lot of attention," commented Dave Rakauskas, President, Colonial Saw.

Photo: Karl Minter Csaaw and Paolo Stricci (Utma) are demonstrating the Utma P20CNC Profile knife grinder to Austin Hardwoods of Denver, CO.



VOLLMER displayed its CHX 840, shown here, for machining carbide-tipped circular saw blades with a diameter up to 840 mms. With five CNC-controlled axes the CHX 840 can machine saw blades with all common tooth geometries – this also applies to sawing with axial angle and group toothing. Its automatic machine loader height capacity can hold up to 25 circular saws.

Member Spotlight – Aksarben Saw & Tool



Stan Buhr and his wife, Kim, founded Aksarben Saw & Tool, Inc., in 1999. Aksarben Saw concentrates on saw blade and tool sharpening. Commercial construction business is particularly good in the Omaha NE area,” Stan said, noting that tech companies are building or expanding there, including Facebook, Google and Amazon. Aksarben Saw discovered opportunities to tap into tool warehouse stores such as Southern Carlson and Total Tool Supply, who are customers that refer end users to Stan’s saw shop, or even offer pick up/delivery of blades.

In the early years, like many ISKA members, he concentrated on business from local hobbyists and the backyard logger or tree trimmer who wanted dull handsaws or circular saws sharpened. As we have seen, big chain retailers now stock inexpensive saw blades from overseas which are purchased and then thrown out. Stan worked hard to educate his customer base on quality. “I run my business by answering to a higher power. I strive to do a perfect job for your higher power, not the customer. The customers notice. Then educate them on the quality you provide. Show them

what they need. When they purchase inferior products or services, they tend to recognize it and that turns into customer loyalty,” Stan said.

He is a distributor for FS Tool, Leitz, Leuco Tool Corp., as well as Everlast Saw, Tenryu, Freud America, Skarpaz Tooling Systems, Amana Tool Corp. and Southeast Tool. He also imports his own blades from Germany. This gives his customers a wide variety of choices to have the right blade for the job.

Economically, Aksarben Saw aims to be in a mid-price range. Stan pays attention to the cost of new tools and sets his price points. Another success factor has been Stan’s attention to machine maintenance. “The calibration of machines is important. I run oil coolant, which helps. You can keep the calibration within a 5 micron range and produce repeatable results.”

The company has 5 employees. Kim recently retired from her education career at the local schools and works more at the facility, a 2500 square foot service and sales shop that houses three Akemats and one Vollmer, all CNC machines running in oil.

Welcome Stan and Kim to ISKA. See their contact information on the back page in our Roster Corner column.

Board Meeting Highlights

Here is a brief look at the July 2019 Board meeting, attended by Board Members and 11 members present at the AWFS, Las Vegas, NV. Agenda included:

Membership / Roster Report: Tim Rief read the following: There are 88 Regular Members, and 72 Associate Members, for a total of 160 members as of fiscal year ending 2019.

Newsletter / Social Media Report: Judy Brenner, Sharpeners Report owner, provided the following: Communications to membership include the mailed and emailed Cutting Times newsletter, Eblasts from info@iska.org and social media posts. To date, ISKA's Instagram account has 113 followers, and Facebook stats show posts reach on average 250 people; 45 percent of FaceBook followers are in US.

Convention / Education Report: Dan Zickel, W.D. Quinn Saw, read the following: Phillips Saw & Tool donated an Armstrong Stretcher for educational purposes. The Board is checking on potential storage locations.

The 2020 Winter Meeting location will likely be held in either: Scottsdale, AZ or Palms Springs, CA. The Venue for IWF Atlanta ISKA Reception is STATS. ISKA will continue with 4 sponsors, \$2,500 each. Future Event/Seminar Topic Considerations for 2020/2021 are: carbide/brazing seminar, CRM and a potential webinar based on past survey data.

Full minutes are available upon request. Email Board Secretary: Jordan Chynoweth, Phillips Saw and Tool, Inc. jordan@psaws.com

Member Spotlight: Carbide Saw & Tool Inc.



Carbide Saw & Tool, Inc., San Bernardino, CA, was started in 1991, and has been providing outstanding saw sharpening service ever since. Aside from sharpening and reconditioning tooling, their specialty is **designing and manufacturing custom cutting tools** for various applications in the wood and metal industries, and selling diamond tooling. Their regular customers value the pickup and delivery services as well as one-on-one relationships with owners, the brother team: Mark (Center front, photo) and Phil Mackamul (Center back, photo under the "P." Mark has been in the industry for 45 years, starting his career

at Reliable Grinding. He bought much of their equipment when it closed. Success over the years is thanks to minimal overhead and outreach sales plus attention to quality by all 15 employees. They have at least eight grinding machines, a machine shop, a brazing and a welding department, all to specialize in custom tooling, industrial sharpening and manufacturing. "We've been doing more custom work for shaper cutters and router bits," said Ed Fessler, sales manager (far left in photo). They distribute blades and tools from: Popular Tools, Amana Tools, Kreg Tools, F.S. Tools and Leitz Tooling. See their complete contact information on the back page.

Peerless Saw Co. Leadership



Steven Hartshorn has joined the Peerless management team with the intention to take the position of President in the next years' time.

Many ISKA members may already know Steve, who has worked for Peerless for over 20 years in the roles of Purchasing Manager, Sales Representative and most recently as General Sales Manager. Current President and former co-owner, Tim Gase will work with Steve over the coming months to ensure a smooth transition of leadership now and for many years to come. Tim will then join former co-owner, Ken Lloyd on the Peerless Saw Board of Directors for the foreseeable future. Peerless Saw has been a member of ISKA since 1980.

Kelli DiMcNeal, the controller for Peerless the past 3 plus years, is being promoted to Vice President. "Kelli has fast become a key part of the Peerless management team deserving of this increased responsibility," Tim said.

The employee-owned company spokesperson said: "We're confident the addition of Steve Hartshorn marks the continuation of strong performance supporting Peerless customers, employees and vendors. Thank you for your support of the Peerless Saw Company." You can view the growth of the company and its transition to employee ownership by reading its history on their website: <http://www.peerlessaw.com/about-us/>

Seminar: Saw Hammering

September 3-7

Host: Williams & White Equipment, Burnaby, BC
Canada

At least 30 members plan to attend this event, ready to learn all about the proper way to inspect and hammer saw blades.



Instructors: **Tony Narciso**, Thompson River University technical training school for saw filers in BC, **Brad Troyan**, Advanced Saw. **Wayne Fortune** of Carbide Toolworks, both located in Surrey, BC; and **Jimbo Davis** of Peerless Saw

Speakers: **Bruce Lehman** FPI, addressing the effect of stiffness and vibration and mechanics of moving steel; **Richard Comer**, Grasche, will update attendees on their saw blade technical production process; and **Tim Gase**, Peerless Saw, will discuss saw plate production process. **Virginia Myrfield**, SawADD, will speak about anti-deviation technology, and **James Hung**, Aurora Scientific Corp., will present PVD coating technology. (See this YouTube video on PVD topic: <https://www.youtube.com/watch?v=JNSvS93Rs54>)

Shop tour bonus! The group is invited to walk through the Teal Jones Sawmill, Surrey, BC. Register online with this link: <https://www.eventbrite.com/e/iska-hammering-seminar-tickets-59440069849> or call Williams & White Tel. 604-293-2268 directly. The Hotel block is full but rooms may become available at the Best Western Burnaby Hotel. 5411 Kingsway, Burnaby, BC Canada



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Membership Roster Book

Coming soon!

All paid up accounts will receive the 2020 Roster book during 4th quarter 2019.

Inquiries: info@iska.org

2020 Feb. 28 - March 3

ISKA Winter Meeting

Southwest location TBD.

More info coming soon!

2020 March 16-30 GrindTec

Augsburg, Germany

Contact Board VP Tim Rief if you plan to go! Group tours may be available.

Email: trief@gmail.com

ROSTER CORNER

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