



INTERNATIONAL SAW AND KNIFE ASSOCIATION

# Cutting Times

SPRING 2020

## IWF EVENT AND ISKA RECEPTION PLANNED

The Board will meet via Zoom in June to discuss plans for our networking event during the International Woodworking Fair. While most agree attendance will be down this year, the IWF event in Atlanta is taking place Aug. 25-28, as of this writing, and we are pleased to announce this year’s sponsors of our reception to be held at STATS BrewPub, 300 Marietta St NW in Atlanta, 7 pm. Thank you Equipment Ltd., Peerless Saw Company and Southeast Tool.



## Pandemic Impact

Associate Members polled by ISKA revealed these attendance plans for participating in the IWF. Please keep in mind this is a four percent response rate. Most exhibitors are committed. Just over 12% say no, not going, 12.5% are going, 19% said maybe, and 56% will have a booth.



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## The Prez Sez.....

Dear Membership,

We are in unprecedented times! What a roller coaster! Those in our industry that I have spoken to are experiencing a 50% reduction in sales in the past month. Worldwide we are all in the same boat. Thank goodness we are in an essential industry! Several members were able to take advantage of the Payroll Protection Program. Luckily we received our funds the first round available from our local hometown bank. We have had several friends that bank with the large national banks that never received funds. It's good to see local banks supporting local small businesses.



It's times like this that bring out the true colors of people and businesses. Some are out to protect themselves and some are focused on helping others! Many of my employees have offered to work for free during the past month just to try and help keep the boat afloat. Employees like that can't be replaced. My 83-year-old machinist, which happens to be my Dad, told me that he didn't need to be paid that he just loves what he does. I'm blessed to have the crew that I have.

Take the time to look around and see how you can help. We are a very unique industry with unmatched talent. Keep your head down, keep working hard, and we will survive this and become stronger than ever!

*The strength of the team is each individual member. The strength of each member is the team. –Phil Jackson, LA Lakers Coach*

**Eric Barr**

**Expert Die, Inc., GA & ISKA Board President**

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## Gratitude

*By Judy Brenner, Editor*

When I polled members to reveal the hard facts about this downturn, I wanted to uplift membership with a question about gratitude. Should we not be able to meet up at the summer networking events, remember you can keep your head up and reach out. Look through the ISKA Roster book and make contact with friends and others you wish to know better. You might just catch someone with a quick minute to talk and ask how they're doing. I'm grateful to be involved and connect. Here are some of the reasons our members are grateful, particularly during the pandemic. Health, family, having good employees, and faithful customers were common answers. Other answers included:

- The word "Essential" never crossed my mind until this pandemic, but it is enlightening to realize that we as sharpeners and tooling suppliers actually play this large of a part as to the flow of production in this great country.

- Thankful for continued health and safety for my family and my co-workers. I personally know 4 people who have passed from this beast, and 6 others who are fighting/recovering. This thing is relentless and ultimately we will look back on all the painful closures and know we did the right thing.

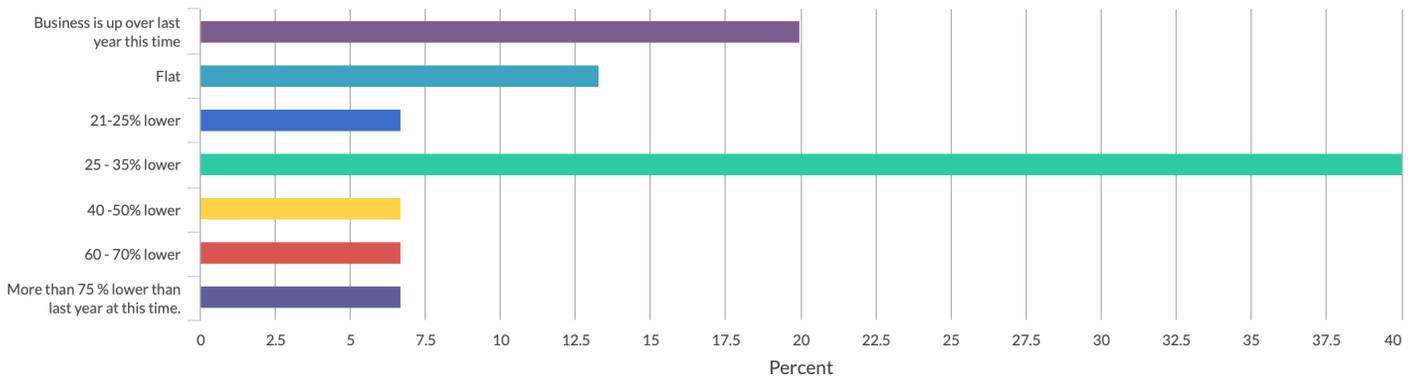
- Grateful many of my customers as well us here at Childer's are essential personnel and still get to work everyday.
- Thankful for food on the table and a roof over our heads; health, family and friends. Big hugs coming soon!
- We are grateful to still be in business with a healthy crew. Grateful our country is resilient and will get through this pandemic. God bless the U.S.A.
- Grateful that the majority of my customers are still open for business and that almost everyone I speak with is still healthy and safe.
- That we were able to keep the doors open, and pay bills.
- We are a diversified hardware store; fortunate enough for our retail side to be even busier than usual.

## How COVID-19 Impacted our Members

Among all Reg. and Assoc. Members, most kept regular hours, 23% limited hours of operations, and 29% laid off workers temporarily. Of those that had to cut the workforce, over half continued to pay their employees.

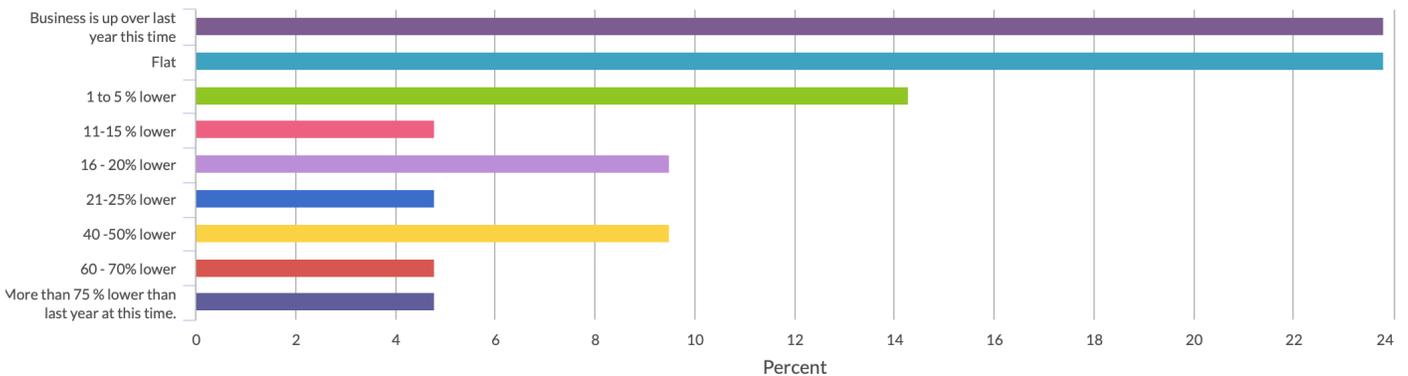
### ASSOCIATE MEMBER FINANCIAL IMPACT PROJECTION:

. Compared to first quarter 2019, Q1 (Jan. Feb., March) 2020 is down by what percentage?



### REGULAR MEMBER FINANCIAL IMPACT PROJECTION

. Compared to first quarter 2019, Q1 (Jan. Feb., March) 2020 is down by what percentage?

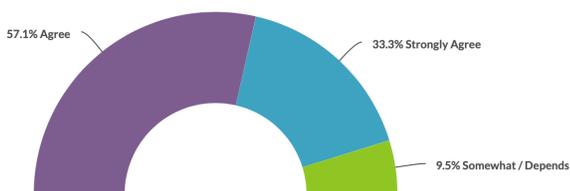


## What Associate Members did to keep employees safe:

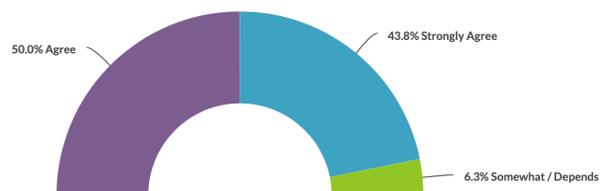
| Value   | Percent |
|---|---------|
| I created safe distances between work stations              | 46.7%   |
| Workers have option to bring their own masks                | 26.7%   |
| We limit workers in plant by changing / staggered shifts    | 26.7%   |
| I require workers to wear face masks                        | 20.0%   |
| <a href="#">Other - Write In (click to view)</a>            | 20.0%   |
| I did not make changes.                                     | 13.3%   |
| Workers are provided carbide dust particle protection masks | 13.3%   |

## Parts and Supply Chain Disruptions

Asked whether you have in parts in stock to fulfill sharpening service and repair work-orders:  
REGULAR MEMBERS



ASSOC. MEMBERS



## Improvements to Business

Asked what improvements were pursued during the slow down, members said:

- We are streamlining the revenue stream with online bill pay and increased electronic communication with customers; In down-time, doing long needed building and machinery maintenance.
- Changed all service pick up days to fill up as many customers in one day so not to cross over same area more efficient saving time and money.
- Machinery maintenance, cleaning and organizing. Listing dead stock online. Launching online web store.
- We do not have any reason to plan for a slow down. We have and intend to continue to practice safe working habits and improve our working stations. We have moved our narrow band manufacturing plant so that everyone is 10 feet or more apart and we were already doing that in our circular saw plant.
- Cleaning and rearranging equipment. Bought some machines from auction and have some new equipment on order which should have already been in operation but has stalled from the virus.
- Routine maintenance on all equipment anticipating the rush when businesses open back up.
- Lots of data entry catching up. Working on our web site.

## NEW MEMBER SPOTLIGHT



Laser Precise, Inc. is a laser cutting and metal fabrication job shop in Knoxville, TN, and has joined ISKA at the Associate Member level. LPI was founded in 1990 by Kenneth Barks. Ken's dream was to create a "one stop shop" for customers that needed parts made to tight tolerances, for a fair price, and with a short lead time. The company started by one man with one laser has now grown into an organization that serves customers all over the globe.

### **The Saw-Core and Saw Blade Division**

Laser Precise purchased the assets of their long time customer Sawcore, Inc. in 2016. LPI was the sole manufacturer of Sawcore's blades and cores since Sawcore opened their doors in 2004. LPI was fortunate to have all of Sawcore's employees stay on with LPI.

#### Capabilities include:

- Laser cutting cores, blades, & bodies from Ø 1" to Ø 5 ft. with 4,000 watt lasers
- Tempering cores to achieve desired Rockwell hardness.
- Reaming or boring the ID to +0.001 / -0.000 typically.
- Machining the OD to design intent, +/- 0.004" typically (slotted cores, continuous rims, etc.)
- Precision rotary grinding thickness to +/- 0.001" to +/- 0.002" depending on design intent.
- Sharpening saw teeth to compound angles to meet design intent.
- Machining of custom bevels, notches, slots, keyways, countersinks, etc.

Laserprecise.com would love to quote your next job. See our Roster Corner for contact details.



(L to R): *Brittany Longmire, Office Manager; Dawn Bark, Saw Div. Manager; and Amanda Beasley, Programmer.*

## MEMBER NEWS:

VOLLMER OF AMERICA introduced its V Laser 270 for fast and high-precision machining, ideal to sharpen the cutting edges of cutting tools tipped with PCD or other ultra hard materials. The company now offers a full line of equipment incorporating three technologies: grinding, eroding and lasers.

PEERLESS SAW reports that business remains steady. In Q1, they installed a new surface grinder and have plans to purchase another new machine within the next 12 months. "These new machines allow us to provide an improved surface finish and consistent thickness tolerances, including +.000/-0.001.

Our plan was to buy another surface grinder later this year but we need to see how the market rebounds from the pandemic. We believe a solid rebound will happen in 2020" – *Steve Hartshorn, President and Employee Owner.*

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## CALENDAR OF EVENTS

**October 22-23**  
**Vollmer Open House**  
new facility in  
**Findlay Township, PA**

**November 10-13: GrindTec**  
**Augsburg, Germany**

**July 20-23, 2021 AWFS Fair**  
**Las Vegas - ISKA Reception**

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## August 25 - 28 Tues. - Fri. **IWF Atlanta**

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**Atlanta, Georgia World Congress Center** The International Woodworking Fair 2020 is one of the top woodworking trade shows in the world for the furniture manufacturing, architectural woodwork, custom and general woodworking industries. Following CDC Guidelines\*, the IWF 2020 will be held at the GWCC, in the new BC Exhibit Hall. ISKA reception will be held **Tuesday** night at Stats BrewPub. Event to be confirmed in June.

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\*Building A 200-bed hospital in GWCC for overflow likely would be dismantled. Please note: The GA Gov. advises wearing face masks in public while in town.

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## ROSTER CORNER UPDATES

### NEW MEMBER:

#### LASER PRECISE, INC

1623 Third Creek Road

Knoxville, TN 37921

Tel. 865-531-8016

Email [info@laserprecise.com](mailto:info@laserprecise.com)

Website:

[Laserprecise.com/saw-core-division](http://Laserprecise.com/saw-core-division)

#### EQUIPMENT LTD.

New Website: [SawGrinder.com](http://SawGrinder.com)

#### ARKANSAS CARBIDE SAW & TOOL

New Email: [Arcarbide@gmail.com](mailto:Arcarbide@gmail.com)

#### PIPER SAW SHOP

NEW Website: [Pipersaw.Com](http://Pipersaw.Com)

Email: [jimmy.piper@pipersaw.com](mailto:jimmy.piper@pipersaw.com)

#### LEUCO TOOL

Jens Shulz **Corrected** Email:

[jschulz@leucotool.com](mailto:jschulz@leucotool.com)

Marketing contact: Abby Shaffer

#### PUGENT SOUND SAW

**New Ownership (Oct. 2019)**

Corrie Ortiz, President

Shelia Blum, Office Manager

Email: [sheblum@gmail.com](mailto:sheblum@gmail.com)

Send updates to: [Lgustafson@Filegar.Com](mailto:Lgustafson@Filegar.Com)  
or Editor so we can share your news here!