



INTERNATIONAL SAW AND KNIFE ASSOCIATION

Cutting Times

SUMMER 2020

State of the Industries We Serve

By Judy Brenner, Editor, Owner - Sharpeners-Report.com

This year, new acronyms popped up: (B.C.), Before Coronavirus, and (A.C.), After Coronavirus. This August marks the month most members said they were optimistic about business levels. Since March, many shops have been very creative managing labor, laying off a few employees, and re-assigning others. Each month has been typically better than the last. Plastics and aluminum cutting blades are in demand, while woodworking had been slow. What has changed?

Economic data shows manufacturing increased 3.8 percent month over month, since March. The auto industry is down by 30% in the 2nd quarter (April - June) compared to 2019. Data for housing starts, home sales (A.C.) may follow a “W” pattern with ups and downs for the remainder of 2020, per a Zillow economist. Annual growth rates in remodeling have cooled to 2.2% with smaller projects over the next two years, compared to 5 % growth rates in 2018 and 2019, per Hanley Wood industry data. The American Loggers Council predicts it will take until 2022 for logger markets to recover. The timber industry is asking Congress for \$2.5B in COVID-19 Aid. The plastics industry overbuilt production facilities and put some on hold when oil and national gas prices tanked. Good news: the global windows and doors market is projected to grow at a rate of 5.2% over 27 years. Long-term view! Andersen Windows, for example, is building a plant in Arizona, and expanded plants in Wisc. and MN. The furniture market should grow by 4.3 % in the US over the next three years, per statista.com. Ashley Furniture grew 13%, but the average growth rate year over year (B.C.) was 5%.

Saw machine distributors are seeing automated machines selling at a healthy pace, to take the place of employees. Moon’s Saw reports rebuilt machine orders are healthy, too. Most saw shops are working on cost efficiency to ensure the bottom line is matching their revised forecasts. Please feel free to submit an email to the Board, info@iska.org, and let us know what is happening in your area.

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The Prez Sez.....

Dear Membership,

Well, it's almost that time! We would all be meeting in Atlanta for IWF to talk shop with friends and acquaintances. I always look forward to IWF, especially the ISKA party where it's neutral ground, and friends and competitors alike can have a drink, talk shop and have a great time! But not this year thanks to the Coronavirus. COVID-19 has changed how we gather for the time being, but I hope not forever.



Since we are not meeting face-to-face networking, looking at machinery, or getting to physically hold tooling, how is everyone adapting? I have spoken to some saw service companies that are selling masks and hand sanitizer. We never saw that coming! As for Expert Die, we are changing directions in a few areas and adapting to the changes in others. I am hosting a Zoom Meet-n-Greet on the same date that the reception would have been held, August 25, 2020 at 6:00pm (Eastern), so that we can hear and see remotely how everyone is doing. Shoot me an email (eric.barr@expertdie.com), if you would like an invitation.

Unfortunately, it looks like this virus is here to stay, or at least until after the election. Let's do our best to take care of our customers, employees and families! Do your part, get out and VOTE smart!

"In the middle of every difficulty lies opportunity." – Albert Einstein

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

Associate Member Product News

Laser Precise, Inc. expresses its gratitude for all the amazing customers and their continued support during these unprecedented times. Dawn Barks, General Manager - Saw Division, said, "When this virus hit with all of the unknowns involved, one of our wonderful customers said this to me and it meant so much at the time, and even more so today with all of the uncertainties that we all face: 'Together forward and forward together.'"

Dawn said, "This year has definitely been full of challenges! To streamline our processes and capabilities, we've developed proprietary software to speed the quoting process, and added a rotary surface grinder as well as another lathe to allow for a more efficient work flow with the beveling of cores with slots or knife edges. As we move forward together, we want to wish everyone health, safety and continued successes!" Reach them at Tel: 865-531-8016



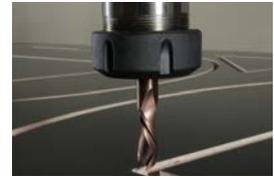
(L to R): *Brittany Longmire; Dawn Barks; and Amanda Beasley.*



VOLLMER added an independent sales rep. on West Coast. Tim Rief took on the role in March, advising saw shops and end users on saw grinding machines and spare parts. "With his plethora of experience of almost 40 years in the saw business, we know Tim is a great fit to represent the VOLLMER brand," said the company spokesperson. Outside of selling industrial tooling, supplies and now machines, Tim likes to spend time outdoors, mountain biking, hiking and spending time with grandchildren.

Associate Member Product News

SOUTHEAST TOOL is showcasing the “Mother of All Bits” (MOAB) Coated Tooling which features an extended life by reducing the damaging effects of heat and oxidation that occurs during cutting operations. These are highly recommended for MDF, chipboard with melamine, laminates, veneered plywood and most plastics. These Southeast Tool compression bits are coated with red/brown MOAB-Plus coating for the best all-around application use. MD series is extended life and HD series is max life.



MISENHEIMER INC. highlights EnduroCoat, a brand of coated solid carbide tools for CNC applications. “These solid carbide spirals continue to ‘wow’ their users,” said Tim Rief, representative. “They offer increased life and cleaner cuts.” The ultra thin PVD coating has many benefits, including: Ultra-hard layer that resists heat; less abrasion cutting edge breakdown; added lubricity for better chip evacuation, and up to four times the life of non-coated tools. The tools can be re-coated after a sharpening service.



SHARP TOOL has been a supplier of strob saws for many years, but now, its manufacturing and sharpening system is able to produce incredibly sharp blades efficiently in sizes from 2 inches diameter to 52 inches, per specifications. “We understand strob saws are considered the “black sheep” of the saw world. They are painfully slow to make, and many shops are not set up to manufacture the larger volume orders,” said Mike Morette.



The company installed a KIRSCHNER SR 1000 Strob Grinder with a three-cart loader, to gain speed, flexibility and tight tolerances. “With probing and automatic wheel compensation, our strob grinding is second to none. If you don’t manufacture strob saws, or would like to sell new strob saws in your market, please contact us for a quote,” said Mike. They can also put your company logo/company name on the saw blades, taking your saw sales to the next level. “Why have another company’s name on the blades you sell? Having your information would ensure the customers re-order directly from you,” he said.

“We have the ability to produce many other specialty custom saws, which can feature your logo. Whether you need Hollow Face, V-Top, Metal Cutting or other types, please consider Sharp Tool as a reliable source.” For a quote, contact sales@sharptool.com or call 800-221-5452.

Associate Member Product News

BURTON AND VOLLMER CONNECT TO REACH SAWMILLS VOLLMER of America, PA, has selected Burton Saw & Supply, based in OR., as its exclusive North American Distributor of its line of circle saw sharpening machines for the Sawmill industry. This relationship builds upon the previously existing distribution agreement between the two companies in Canada and positions both companies for continued growth in the sawmill saw blade maintenance market. The North American sawmill market is poised for significant investments in automation in the area of sawmill saw blade maintenance as the pool of experienced labor continues to tighten.

Peter Allen, President of VOLLMER of America commented that, “VOLLMER wanted to find a partner who could provide a consistent message and sales approach (for sawmill direct sales) throughout North America, and we felt that Burton Saw & Supply provided the best representation possible.” Burton Saw & Supply CEO Craig Tompkins went on to say that, “The partnership between Burton Saw and Vollmer will benefit both companies in many ways. Our expansive sales force will deliver the message of Vollmer innovation and automation solutions which complements our line of BGR Saws and Cut Technology custom designed sawmill circular saw blades. Our team also has the technical expertise to assist our customers in optimizing their investments.”

Historically, Vollmer sold its band saw sharpening segment to ISELI several years ago, so they no longer carry band saw grinding machines. Sharpening shops will still deal directly with Vollmer sales representatives.

WILLIAMS & WHITE debuts its TFX, a fully enclosed automatic top and face grinding machine for circular saw blades up to 36” (Optional 42”) diameter. The automatic CNC operation allows the operator to continue his/her work as the machine sharpens the saws. Multi-pass grinding and a Siemens control program-saving feature make the TFX an ideal machine for any production or repair facility. For more information, call Tel. 604-293-2268. The machine features include:

- Automatic operation with tooth counter
- High precision bearings and linear slides
- CNC multi pass grinding
- CNC feed finger system
- CNC servo motion system
- Variable pitch with CNC axis
- Back-to-back facing and topping grinding wheels
- Wheel lift-off
- Grinding feed adjustment



MEMBER NEWS:

ONLINE EVENTS! **Coffee with COLONIAL SAW** takes place every Thursday. You can join in on a ZOOM meeting to see educational demos. Register in advance or inquire about viewing a taped session noted below. For more information, email the Marketing Dept.: mpolleys@csaws.com.

- Rekord CK300-TH Twin Head Circular Knife Grinder for slitters up to 12” (aired 5-14)
- MVM Knife Honing Options (aired 5-21)
- MVM LA500 Circular Knife & surface grinding machine (5-28)
- MVM KS3100 Automatic straight knife grinder (6-4)
- MVM PX1350 Automatic knife grinder for straight knives and carbide inserts (6-18)
- ABM CNC HSS Cold Saw grinding machine (6-25)
- ABM Premium Robot Loader (7-2)
- Spiral Bits (7-9)
- More topics coming: August 6, 13, 20, 27 and so on!



VOLLMER of America is hosting an open house. The company moved from Carnegie, PA to Pittsburg. Register for one day of your choice to visit: **Tuesday Oct. 20th, OR Wed., Oct. 21st, OR Thurs., Oct. 22nd.** [Registration is online](#). Questions? Email: t.gruber@vollmer-group.com; or call Tatjana Gruber, [412-278-0655](tel:412-278-0655). Same schedule daily (8:30 AM - 5:00 PM), so sign up for the day that works best for you. Space is extremely limited to allow for social distancing. Registration deadline is **Sept. 15th** and tickets are on a first come, first serve. There will be technology presentations, machine demos, vendor exhibits and tours. **Accommodation:** Details on how to make the hotel reservation will be sent to you after you register for the event. **Cancellation Policy:** Unless cancellation is due to illness, give 3 weeks notice, prior to the event, so those on the waiting list can make travel arrangements.

MOON’S SAW SHOP SUPPLIES would have exhibited at IWF its Talon TF3 Top and Facer, and the Novus X2, dip tank, and gauges. Moon’s distributes Wright machines. Tel. 407-857-8727

SCHNEEBERGER moved into a new US facility in Elgin, IL, doubling their space here with a large showroom, more spare parts storage, and a customer support training center. IWF goers would have seen a compact tool grinder with a super fast FANUC Scara robot, and the newest Q1 software. “Chip-to-chip time is 7 seconds for another tool to come off the machine,” says Rolf Herrmann. Tel. 847-888-3498



EQUIPMENT LTD. launched its new website, sawgrinder.com

MEMBER NEWS

PEERLESS SAW COMPANY'S President, **Tim Gase**, retired after 25 years, as of July 30, 2020, and joined former partner, Ken Lloyd, on the Peerless Board of Directors, in support of new president, Steve Hartshorn and Vice President, Kelli DiMcNeal.

Back story: When the headhunter firm called Tim in 1995 with a job offer, little did he know it would be a life-changer. He'd spent over ten years with Apex Tool, part of Cooper Tools Group, after they'd recruited him out of Ohio University in Athens. At Apex, he found opportunities in management starting with third shift supervisor that led to his then-current job as business manager – Apex Universal Joints. While it was a good job and a great team, Tim, 33, was ambitious and was up for more of a challenge. Above all, he dreamed of owning his own business.

When the headhunter told him the prospective employer was from Helsinki, Finland, he wasn't sure what to think. Interviews clicked ahead and after a trip to the Ligna show in Germany, the Hackman Corp managers confirmed he was the new president of Peerless Saw, a saw body manufacturer of 50+ employees serving the North American saw blade industry for more than 64 years. He moved his growing family: wife, Jan, who was pregnant, and two-year-old son, Michael, to the Columbus, OH area. Tim was full of energy. After making adjustments to his management team, he was off and running. Some of the older managers were amazed at his motto: "Ready, Fire, Aim!" Tim showed a lot of wisdom beyond his years when he continuously asked questions and more importantly, listened closely.

Tim focused on further improving product quality and especially delivery of the mostly custom-made product line. In addition, with the encouragement of the Finnish owners, Tim expanded sales efforts internationally with trips to Australia, New Zealand, Chile, Brazil and of course, Scandinavia. Then, in 1997, the Finnish owners almost sold Peerless to another American saw maker. It was a learning experience, but Tim swore he wouldn't be surprised by merger talks again. Just two years later, the deal was revived, and Tim saw the opportunity. He approached the owners with a proposal that would offer a purchase by the management team partnership comprised of him and sales manager, Ken Lloyd. After a roller coaster ride of bankers, lawyers, accountants amid incredibly great timing, the managers got the loan and Peerless was owned by Americans, again!

For the next 17 years, the partners worked hard to make payments on the highly leveraged loans. Then in 2001, the Dot.Com bubble burst, followed by a recession. The bank was no longer friendly. The partners worked harder and sales perked up. They connected with a different bank. Sales grew until 2008, when the Great Recession ruined everyone's year. By skillfully reducing payroll costs, slashing inventory and negotiating better deals with suppliers, Tim led Peerless through the worst economic hardship since the company was founded in 1931. And, again it survived a close call. By 2010 the company was again on solid ground. It grew aggressively through the next five years. However, Tim and Ken both knew they should make plans for their eventual exits and the well-being of Peerless Saw. After a 12-month roller coaster ride trying to find a good buyer, Tim and Ken had had enough.

In 2016, Tim suggested they pursue an employee stock ownership plan. Peerless Saw was converted to an ESOP and sold to a trust owned by the employees. Tim and Ken managed the company under the watchful eye of the Trustees, the IRS and of course, the new employee-owners. What a transformation!

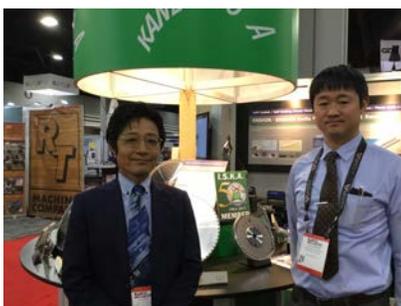
Today, Peerless is well on its way to becoming fully employee-owned. Tim led this transition and continuously since with optimism, energy and hard work.



Tim and his wife, Jan, share extremely close families and a mutual love of life. Between hunting, fishing, biking, traveling and pursuing the next outrageous adventure, there's no doubt Tim's future will be full of the zest he demonstrated as the leader of a great, independent, American manufacturer. Good luck in your future endeavors, Tim!

Exhibits from Summers' Past

Enjoy these photos from a previous International Woodworking Fair (IWF '18). We can't roam the aisles in 2020, but we can reminisce. The ISKA Board will meet via Zoom.



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CALENDAR OF EVENTS

Aug. 25. 6 p.m. E.T. Virtual
ISKA Meet-n-Greet *SEE PG 2*

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

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

2021 COVID-19 **VACCINE?!**

ROSTER CORNER UPDATES

NEW MEMBERS:

Referrals welcome

Send member updates to:
Lgustafson@Filegar.Com

or

info@iska.org

so we can share your news!

Roster Books will be online later this year.
Mailed books are coming soon!

Address changes:

J. Schneeburger Corp.
1160 Abbott Dr.
Elgin, IL 60123

Vollmer of America
115 Enterprise Dv
Pittsburgh, PA 15275