



INTERNATIONAL SAW AND KNIFE ASSOCIATION

Cutting Times

WINTER 2020

Machine Demos, Members Connect via Zoom

We have plenty to report as our members have been sharing knowledge with customers and each other. We aim to capture a glimpse of what's been happening. Members can submit news all year long to our editor or any Board Member.

Williams & White offered a live demo in October of the H50 Ultimate Brazer, and in August, aired via Zoom a live demo of the TFX Top & Face grinder. Summer viewers also saw its Hammerhead 3000 Auto Bench live demo. You can reach W&W at sales@williamsandwhite.com.

Colonial Saw organized shop tours and machine demos in early November, and you may request a recording of the virtual educational event. Viewers got to see a live tour of Quality Saw & Tool in Mansfield, OH with owner John Mabee as host while Colonial Saw's own Jeff Goltz narrated a demo of the UT.MA AL805 CNC carbide saw grinder. Then, the well produced event aired a live tour of Sharp Tool in Hudson, MA plant hosted by VP Mike Morette. The ABM robot loader service center with its carbide face/top/side machine was in action during the tour. Ask Mary for recordings as available: mpolleys@csaw.com

VOLLMER US has a showroom in its new 30,000 sq. ft. facility in Pittsburgh, PA, and while the pandemic was cause for its open house to be cancelled, customers were able to view the showroom of grinders online. Vollmer offers virtual machine demos and trainings. Scheduling is possible via a requested email to: info-us@vollmer-group.com

Editor's Note: Ask if your favorite equipment supplier offers a virtual demo or customer service via video chat. The saw doctors are in the house!

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The Prez Sez.....

Dear Membership,

Roller Coaster 2020 continues! It's beginning to feel like a Hollywood movie in everyday life! I'm trying to remain positive and hope that 2021 is a much better year! Luckily, through all the ups and downs in 2020 business has been good overall. I hope all of you can say the same. One sure thing about entrepreneurs is that we know how to adapt. Food on our table depends on it. I continue to hear stories where companies are doing things they never imagined. For example, one local company that once made carpet backing is now making hospital gowns. One carpet manufacturer approached one of the local high schools to use their STEM Lab to 3D print face shields. Industrial engineers and high school students working together: who would have ever thought? That is the great thing about American small business owners. We adapt to do great things, even in the hardest of times. I look forward to the day when we reach some kind of normal and can once again meet with our colleagues' face-to-face. It would be great to do that for the ISKA Winter Meeting 2021, but it looks like another Zoom meeting will have to suffice. Stay tuned for those details to come. Until then, stay healthy, stay positive and let's make 2021 a great year for everyone!



God doesn't give us what we can handle, God helps us handle what we are given.

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

AWFS LAS VEGAS

Winter is upon us, so think ice! Members will be hot to trot to Nevada for the Association of Woodworking and Furniture Suppliers event July 20-23. The ISKA Annual Board Meeting will be held during the convention and we'll host a Reception for members at the Ice Bar on the strip. Visit awfs.org where you can find a list of exhibitors. Our Spring newsletter will offer more details.

Hot Summer Reception Planned over Ice

After months of limited or no travel, many members are excited to think about a social get together for networking. Our next ISKA Reception will be held at an ice bar, in the Linq Promenade on a Tuesday night. Summer means 105 degrees in Vegas, but because there is no humidity, it's a truly refreshing environment. Gloves and a coat are provided while inside the ice bar.

I bet the artisan (photo R.) has a sharp ice carver, hoping for ISKA crowds to admire his work July 20th.



MEMBER SPOTLIGHT



Kairos Tooling is a new ISKA Member which acquired four privately owned saw shops in 2019 and 2020, primarily in southern California: Daily Saw Service, then Farr’s Custom Carbide, and shortly after, A-1 Saw and Tool. The latest acquisition was American Saw & Tool in Phoenix. In March 2020, all three Southern California shops moved into a much larger Headquarters in Santa Fe Springs. “The Company’s most important asset—our employees—all made the move, which was intentionally only 15 minutes away, said Stephen Kairos, President. “There was a fair amount of old machinery that did not!” American Saw & Tool continues to operate in the same building in Phoenix from which it has operated the past 20+ years. We interviewed Steven via email and here is a spotlight on this group of companies.

Q: It is encouraging to see renewed investment in the industry. What are the indicators that attracted you to this industry?

A: The saw shop industry’s history—mostly taught to me through personal stories and family photos from industry mentors who I now consider close friends—has made Kairos Tooling the single most straightforward investment decision of my career. Bob Daily and his grandson Ryan, Richard and Laura Farr, Dave and Judy Beard, Glenn and Pam McFarlin, as well as Glenn’s father Marvin, deserve any credit I’d otherwise pretend to take. What’s past is prologue, and so today Kairos Tooling strives to do little more than provide the rain or shine service that our customers have looked to us to provide for well over 100 years. The lack of investment into this

industry is the result of overseas competition, which over the last two decades made China the leading exporter of furniture into the U.S., as well as the rest of the world, and which resulted in the number of U.S. furniture manufacturing jobs being cut in half. While 90% of commoditized wooden furniture — dining tables and bookcases, for example — is now made abroad, evolving consumer preferences and U.S. tariff policy have led American manufacturers to steadily move production back to the states since 2010. U.S. factories today are producing roughly half of the upholstered furniture sold in our country, and Kairos Tooling is particularly proud of the role we plan to play in supporting these efforts. A shortage of newly trained workers and an aging workforce has undoubtedly been the single largest constraint on this renaissance, and one which our strategy of combining best-in-class tool shops is uniquely positioned to overcome.

Q: How did you personally become familiar with the saw & tool shops?

A: The Company which I founded in 2018, Kairos Companies, invests permanent capital in family-built companies that we have no intention of selling. Our operating philosophy is long-term oriented. Our strategy is to invest behind proven companies in durable industries. My primary responsibility is to invest and not screw things up – or not attempt to fix the things which don’t appear broken. Prior to starting Kairos, I had spent the entirety of my career in the private equity industry. It was while working in that industry that I first learned about saw & tool shops, and acquisition companies within our industry.

Q: What would you like the members to know about Kairos Tooling?

A: We believe that the future is bright for our industry, and we always enjoy working with and hearing from saw shops not only in our region, but around the Company who share our excitement.

Q: Which companies have dedicated sharpening service centers?

A: We offer our full range of services – sharpening, custom tool design and now tooling from both of our Kairos Tooling locations in California and Arizona. In December, we’ll open our first retail location with a small storefront in Ontario, California; and we plan to open a second retail location at a planned location a couple of hours away from our Southern California HQ in the first quarter of 2021.

Q: Which brands will be marketed separately, or under Kairos Tooling?

A: Our family of saw shops all operate under the Kairos Tooling umbrella, to streamline our purchasing and billing functions as well as to unify the efforts and vision of our team. We originally attempted to keep the different names in order to pay homage to the rich histories behind them, and so far, I’ve found that each saw shop has certain characteristics or capabilities which have made those companies unique. However, I found that until our drivers and sales personnel all operated with the same name on their business cards, and on our trucks, there was no way to break the competitive spirits of Daily Saw, A-1 and Farris’ drivers. Our team didn’t seem to believe me when I explained that the only person losing when a Farris’ driver would compete for work that Daily Saw already had, or vice versa, was me.

Separate from the saw shops is **Balboa Supply** in Fullerton, CA, an abrasives product supplier, which also sells carbide tools and cutters, silver brazing products, and strippable coatings. The company operates independently from Kairos Tooling.

Member News

Sharpeners Report is conducting its annual sharpening price survey online at this [link: https://sharpeners-report.com/2020/11/01/sharpening-price-survey-2020/](https://sharpeners-report.com/2020/11/01/sharpening-price-survey-2020/) and it is inside this issue if you prefer to mail it in. “It’s a great tool to compare prices nationally, view the high, the low, median and mode prices charged. Online there are also indications of other industry trends such as mail order business,” said Managing Editor and Publisher Judy Brenner.

ISKA Members and other saw shops do not reveal their company names. The online survey asks if you plan to raise prices, and when was the last time you did. A few common blade sizes for woodworking and HSS are listed to share your price. The survey has one page dedicated to saws and cutting tools. A separate survey on [Sharpeners-Report.com](https://sharpeners-report.com) addresses non-woodworking tools (shears and clipper blades to hunting knives, plus mower blades to ice augers, and more. The survey has been conducted annually for decades. The Report is free with a subscription to the industry newsletter, or available for \$19. Publishing office Tel. 952-406-8870.

NEW MEMBER SPOTLIGHT



Saw Specialties, Inc., is a new ISKA MEMBER this Fall. The company started selling circ. cold saw blades for the wholesale market in 2016 and officially incorporated in April 2020. Owner Ryan Gleason is no stranger to the industry, as he has established a deep network with many ISKA members who are distributors of Saw Specialties wholesale blades. Today, they've added German-made carbide-tipped saw blades to its inventory for distributors.

"We focus on delivering the best quality and service in circular saw blades sold through distributors," Ryan says. "We have an established network of west coast distributors, many of whom are ISKA members. There is growth opportunity for both coasts, and we'd like to add East Coast distributors to the mix." Ryan is proud of his reputation for good service. When time is precious, Ryan helps distributors find blades for the right applications at the competitive price point needed. Need a private label? Just ask. "We can put a logo, telephone, whatever clients' wish," Ryan said. The blades are blank, so distributors can build a brand. Here is the advantage: "When an end-users likes a blade and need more of the same, they like to shop online and want you to price match. If you have a custom brand, the part number is not online. You'll gain repeat sales and loyalty," Ryan said.

Saw Specialties has a large inventory of a variety of saw blades, including carbide-tipped circular saw blades, cold saw blades (blank or toothed), diamond blades (for concrete), and TCT blades for the woodworking and metalworking industries. Also available are imported common sizes as well as many coatings. Email: sawspecialties@gmail.com. See Roster Corner, pg. 8.

GRASCHE USA ADDS HPS® PLANER KNIVES AND BAR STOCK

GRASCHE USA now offers a new brand of steel corrugated bars and planer knives for woodworking applications. Starting in December 2020, it's Hickory, NC location will stock:



- **HPS® bar stock in 60 degree corrugated-back, 25 inch lengths.**
- **Planer knife brands: Tersa, Terminus and Centrolock.**

This new opportunity to buy these brands from GRASCHE USA is thanks to an agreement between GRASCHE USA and



ERHOPHAL Maschinenmesser GMBH, maker of the trademarked high performance steel knives. Their production facility is in Remscheid, Germany. ERHOPHAL Maschinenmesser recently developed the proprietary steel grade and heat treatment process, giving it unique properties and advantages over M2 and D2 steel. "HPS® steel is extremely easy to profile grind leaving minimal burrs. There's no need to change wheels or profiling feeds and speeds. This saves time deburring profiles. Also, the cutting edges dull slower," said Richard Comer, President and owner of Grasche USA. The company announcement noted that the HPS® offers superior chip resistance while outperforming M2 cutting life in softwoods and certain hardwoods due its unique properties and advantages over M2 and D2. GRASCHE USA also offers carbide inserts, saw tips and saw plates. Call Grasche USA TEL: 828-322-3253 sales@grasche.com

H3D Acquires Simon Ellis Super Abrasives in OH

H3D Tool Corp. recently acquired **Simon Ellis Super Abrasives** in Dayton, Ohio. Dave Rawson retired after leading the company for thirty years with 10 employees. The company manufactures and services PCD and CBN cutting tools for ferrous metal cutting and turning, primarily for the automotive industry. From its 10,700 square foot building, it serves national and international accounts. Capabilities continue to include profiling and large OD tools for turn profiling and large OD tools for turning rolls and pipe and dies in hardened tool steels and sintered carbide. It can make special inserts for efficient turning of powdered metals, plus boring bars and inserts for small hole boring in hard or abrasive materials. In addition, it builds custom tooling for a wide variety of production applications in hardened steel, carbide, and cast iron, as well as non-ferrous abrasive materials such as aluminum, copper, bronze and plastic. Website: Simonellis.com



H3D President Chris Dyer said “the opportunity to own Simon Ellis Super Abrasives fit into our long-term plans for growth and diversification. High Definition Tooling has a 50-plus year reputation in the wood arena for providing the best cutting tools available. Simon Ellis has the same 30 year reputation in the automotive and hard turning industry that we want to capitalize and build upon.”

The Simon Ellis employees will now join the 100 other High Definition Tooling employees and will operate under the High Definition Tool umbrella of companies. New machinery has already been ordered in order to improve quality and increase capacity.



H3D operations, Newcomerstown, OH



Simon Ellis Abrasives Dayton, OH



SAW & TOOL					
SAWS	2021 Price				2021 PRICE
CARBIDE TIPPED CIR.SAWS 10" Dia. 25 teeth Std. form			Hand Planer / Wood Chisel		
CARBIDE TIPPED CIR.SAWS 10" Dia. 40 teeth Std. form			PLANER / JOINER KNIVES per inch		
CARBIDE TIPPED CIR.SAWS 10" Dia. 60 teeth Std. form			CHIPPER KNIVES per inch; up to 8":or min. Double sided		
CARBIDE TIPPED CIR.SAWS 12" Dia. 60 teeth Std. form					
SURCHARGE FOR LARGER DIAMETERS			CARBIDE RAISED PANEL ROUTER BIT, 3 WING		
TIP REPLACEMENT up to 20 teeth per tip			DADO SET - 5 Chippers, 2 outside cutters, 24 T.		
EXTRA CHARGE FOR TRIPLE CHIP/COMBO			COMPRESSION SPIRAL BITS 1/2 "		
HAMMERING FEE			DRILL BITS HSS 1/2" Dia.		
CIR.COLD SAWS 175 MM, Triple Chip			DRILL BIT Twist to 3/4"		
COLD SAW, 12" DIA. 305 MM, Triple Chip Solld HSS Ferrous metal cutting			SHAPER CUTTERS, Carbide tipped - 3 wing		
COLD SAW, 14" DIA. 350 MM, Triple Chip Solld HSS Ferrous metal cutting			SHAPER CUTTERS, 4 wing Up to 1" kerf		
SEGMENT COLD SAW 26"Dia.660 mm, TripleChip					
END MILLS			GULLOTINE PAPER CUTTERS Per inch		
HOLE SAWS 3 -4 in. or minimum fee			ROUTER BITS, 2 flute		

SHARPENING PRICES

BUSINESS NAME (not for publication): _____ Shop Labor Rate per hour \$ _____

Tel. or Email: _____ Part or Full Time?(circle) Yrs in Biz _____ Service Area: URBAN __ RURAL _____

STATE(s) _____ THANK YOU FOR INPUT! RESULTS PUBLISHED FEB. 2021

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CALENDAR OF EVENTS

2021 Feb. 26, 6 pm CT

Winter Board Meeting
(Watch for Zoom registration)

Members are welcome to suggest topics (education seminars to networking ideas.)

Email: info@iska.org

2021 July 20-23 AWFS

LAS VEGAS, NEVADA

- ISKA BOARD MEETING JULY 20
- ISKA RECEPTION TUES., JULY 20 7 pm
Hosted at the Ice Bar, LINQ Promenade

ROSTER CORNER UPDATES

New Members:

SAW SPECIALTIES INC.

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7426 Cherry Ave STE 210-107
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COMING SOON! 2021 ROSTER BOOKS!
ROSTER BOOKS ONLINE AT ISKA.ORG