



Cutting Times

Spring 2022

Prism Visual Software presents at the March 2022 ISKA Meeting

On March 4th at the Mystic Dunes Resort in Orlando, ISKA welcomed the team from Prism Visual Software to the Winter Board Meeting. The Prism team gave a presentation of their software platform specifically developed for the tool and blade sharpening service industry. In attendance from Prism was Craig Mordi, the company's CEO, Derek Kuhnle, account executive, and Marlene Bingaman, Prism's new marketing director. While Prism is no stranger among some ISKA Members—both Expert Die and Phillips Saw & Tool use Prism's software—the presentation offered an opportunity for ISKA members to meet the Prism team in person and gain insight about the technology available to support the industry's workflow process.

Over fifteen ISKA members joined the presentation. Craig Mordi kicked it off by giving a brief introduction of the company. Derek Kuhnle then led a demo starting with an overview of the major Prism software modules followed by a more focused show-and-tell of how the software applies to industry-specific processes. Throughout the interactive session, it was inspiring to see many in attendance engaged in asking questions and offering their own anecdotes and experiences. Dawn Barr and Jason Goley from Expert Die both shared extensively about how they use Prism's software in their business. The exchange of information for the benefit of all was a display of the collaborative nature of ISKA, one of the many attributes that make it a great association.

In the history of ISKA, Prism is relatively new. Expert Die became Prism's first ISKA client in 2018. Derek



Kuhnle remembers, "It was a scenario where they found us, and after meeting with Dawn and Eric Barr, that was when the light bulbs turned on and we realized we had this fitting software platform that offered the industry the solutions to eliminate paper, manage pick-up and drop off routes, track inventory and workflow, etc., and become more efficient companies overall."

Prism is not shy about its goal to become the software of choice for ISKA members. "We want to lead with the best software for this industry and we can only do that by continuing to strengthen the partnership with ISKA and learning from each other so that we can make the right decisions about product development and evolve together." Commented Marlene Bingaman, their marketing director. Prism is committed to finding creative ways to collaborate, support the association, and add value. Going forward, ISKA members can expect to see more of the Prism team at future events.

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THE PREZ SAYS...

I want to thank everyone who came to the winter board meeting. That was the best attended board meeting we have had in a long time. I would also like to thank Prism who gave a fantastic interactive demonstration of their software.

2022 is shaping up to be a very busy year. Many of the bi-yearly shows were canceled in 2020 and this will be the first time for many of them since 2018.

Companies are excited to show new developments in person. There is also a new trade show - The first ever Grinding hub will be held in Stuttgart Germany May 17-20, 2022 there you can see the latest in grinding equipment in person. I recommend if you have never been to an international trade show you put it in your list. There is so much to learn and the networking is great.

Speaking of networking ISKA will once again host or yearly reception at Stats Brewpub in Atlanta on Tuesday August 23. There is no better place to converse with colleagues than our events!

I am optimistic that 2022 will be the year that everyone has been waiting for. Many are starting to see a glimmer of light at the end of the tunnel. We have all been through a lot these past couple years. Now is not the time to slow down. We need to continue to push ahead and use what we have learned the past 2 years to continue to grow.

As always if there are topics that you would like to learn more about please let us know and we will do our best to coordinate it.

Thanks,

Dan Zickel, W.D. Quinn Saw Co., St. Louis, MO



THE POWER OF ISKA

Recently I had the opportunity to sell two large cold saw grinders from a company in Indiana that was vacating their building. They had no employees left to do any crating, moving, or shipping.

We received crating quotes, and they were a ridiculous amount. After thumbing through my ISKA mental Rolodex, I called my buddy Jeff at Phillips Saw & Tool. Jeff was able to coordinate with the seller and send one of his employees to crate the machines. Placing the call to Jeff turned out outstanding! The price was right, the saw grinders were shipped, and everyone was happy!

Networking through ISKA and meeting people through events is invaluable.

Thanks, Jeff, you saved the day! Go ISKA!

Tim Rief, Tim Rief and Associates, Inc., Irvine, CA



MEMBERS SPOTLIGHT - Union Grove

Since 1983, Union Grove Saw & Knife has been focused on providing exceptional quality and service for their customers. From industrial-sized companies, large lumber milling operations, Mom & Pop shops, all the way to the hobbyist woodworker; providing the best experience possible is what drives Union Grove Saw & Knife.

Union Grove Saw & Knife specializes in the sharpening and repairing of cutting tools for the woodworking, metalworking, paper, and plastic industries. They also provide new cutting tools from router bits, drills, circular saws, and slitter blades, all the way up to massive head saws and bandsaw blades for sawmills.

By utilizing the best in CNC technology from companies like Vollmer and maintaining their focus on quality and customer service, Union Grove Saw & Knife continues to grow their customer base in the Southeast. Centrally located in North Carolina, they service Virginia, West Virginia, Kentucky, Tennessee, Georgia and South Carolina and plan to further expand their services.

Ed Bissell, founder and President, said “We have some of the greatest customers and we love not only being a trusted service provider, but also a partner in their business as we take the time to get to know their business in order to provide the best possible products and services”.

To learn more about Union Grove Saw & Knife, visit their website (sawandknife.com) or contact them today at 704.539.4442.

Union Grove Saw & Knife
157 Sawtooth Lane, Union Grove, NC 28689

Prism Visual Software presents - continued

Those who missed the Prism presentation can sign up for a virtual demo: <https://www.prismvs.com/iska-tool-and-blade-sharpening-demo-request>

To learn more about Prism’s end-to-end tool and blade sharpening service software, visit: <https://www.prismvs.com/industries/tool-and-blade-sharpening-software>

Get in touch with the prism team!

Craig Mordi: Craig@prismvs.com

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INTERNATIONAL SAW AND KNIFE ASSOCIATION

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*Do you have an ISKA tech tip
or news to share? Contact
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EVENTS



IWF 2022 - International Woodworking Fair
Make plans to attend the IWF 2022, where the business solutions you need are here. With an unmatched product mix to increase sales plus new technologies and innovations to open new markets and new ways to power long-term growth.



The event is held at Georgia World Congress Center, Atlanta Georgia on August 23rd - 26th. Stop by and meet us at Booth #A10322.

Join us for a reception at STATS Brew Pub on Tuesday, August 23, 2022 from 6-9pm.

ROSTER UPDATE CORNER | NEW MEMBERS

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