

CARBIDE PROCESSORS, INC., NEWSLETTER

When We're Wrong

We really try for honesty and accuracy. If we make a mistake we will print a retraction or a correction.

We do make mistakes. We forgot to run an ad for Charles G. G. Schmidt and we went so far as to do a separate mailing of postcards. We can't promise to do this but it

does show the lengths we will go to.

We are well aware of our First Amendment rights and our protection as a publisher. We did not commit libel but we want to be as fair and accurate as possible. We are printing this letter from Mr. Toney in its entirety. We think that that is just good journalism and good science.

Benjamin Franklin

Benjamin Franklin is one of my heroes. The following quote is from him.

"It is a principle among printers that when truth has fair play, it will always prevail over falsehood; therefore, although they have undoubted property in their own press, yet they willingly allow that anyone is entitled to the use of it."

FERRARACCIO & NOBLE

Dear Mr. Walz:

This letter will serve to confirm our phone conference of Wednesday, August 9, 1995. It is my understanding, based upon our phone conference, that in exchange for your publishing the enclosed apology on the front page of your newsletter as well as your sending a personalized letter and enclosed apology to each individual and company that you sent your LIBELOUS LITERATURE to and your providing the L. B. Toney company, through our law firm, with a copy of the letter and enclosed apology to be sent to these individuals and companies, as well as their names and addresses, providing no measurable damages have been done, our client has instructed me to indicate to you that this matter will be resolved.

Be assured that our client will contact each individual and company whose names and addresses you will supply us with. If an individual or a company is not sent a personalized letter and enclosed apology that you sent your LIBELOUS LITERATURE to our agreement will be considered broken and therefore null and void thereby enabling our client to pursue the appropriate legal action. To quote our client "WE WILL BE AT WAR WITH YOU."

The damage that you have caused our clients is immeasurable and irreparable. However, our clients will do whatever is necessary to repair the damages and harm that you have done to the good name and reputation of the L. B. Toney Company.

If this matter ever arises again I guarantee you that the L. B. Toney Company will not be so kind and forgiving. You will be in Court!

If you receive any calls from any individuals or companies in regard to this matter, you will state that YOU WERE ENTIRELY WRONG AND NOT SUGAR COAT YOUR ANSWER.

The following would be the apology as prepared by our client that you will use word for word with each word capitalized.

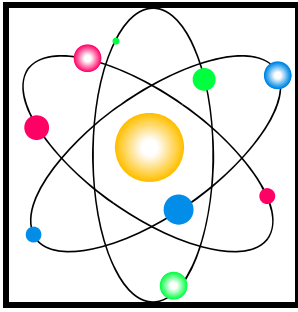
WE RECENTLY SENT YOU A LETTER EXPLAINING OUR NEW PROCESS FOR PREPARING TUNGSTEN CARBIDE INSERTS FOR BRAZING. IN OUR LETTER WE DID A COMPARISON OF OUR NEW PROCESS TO THAT OF THE SURE-BRAZE PROCESS OF THE L. B. TONEY COMPANY, WHICH HAS BEEN THE INDUSTRY STANDARD FOR 20 YEARS.

WE NOW HAVE FOUND OUT THAT MANY OF THE CHARACTERISTICS OF THE TONEY PROCESS THAT WE HAD REPORTED AS TRUE WERE ONLY JUST A GUESS BY US AND ARE IN ERROR. ALTHOUGH THE TONEY PROCESS WAS PATENTED AT ONE TIME, THEY HAVE SINCE CHANGED THE PROCESS TO THE POINT THAT THE INFORMATION IS PROPRIETARY AND NOT AVAILABLE TO ANYONE, WHICH IS THE SECRET TO THEIR SUCCESS.

WE SINCERELY APOLOGIZE TO THE L. B. TONEY COMPANY FOR CLAIMING THAT THEIR PROCESS IS IN ANY WAY HARMFUL TO THEIR EMPLOYEES, THE ENVIRONMENT, OR THE INTEGRITY OF ANY TUNGSTEN CARBIDE TREATED WITH THEIR PROCESS.

Sincerely,
Blaise J. Ferraraccio

**Carbide Processors, Incorporated -- The Premiere Pretinning Company
2733 South Ash Street Tacoma, Washington 98409
Phone (800) 346-8274 (206) 272-1708 Fax (800) 707-5802 (206) 383-5802**



Scientific Research

We routinely publish scientific research. This is generally new stuff and the reports are generally work in progress. We tell the truth the best way we know it. We mention names when it seems important.

This is brand new research and it is in areas where a lot is not known. If you disagree with our viewpoint we would sincerely love to print your version of the research. If you can write it in an interesting manner and keep it at a reasonable length we will print the article as written. We do reserve the right to edit.

A Stellite Update

If you would like to try stellite, but you think it may be too expensive...There is a way you can try it without spending thousands of dollars on tooling fees, minimum orders and long lead times. Preform stellite teeth are available from Brecto's Saw & Supply without any tooling fees whatsoever, no minimum orders, and greatly reduced lead time. Trying preform stellite tips just costs the "investment" of buying teeth to tip your own saws. If you are interested in running a test, you can ship your saws to Brecto's and we can braze the stellite into your saws to show you how well it will perform.

For a few bucks you may save your mill thousands of dollars. Call Brecto's Saw and Supply for more information at 1-800-324-5023.

Six Sigma Update

A Great Training Aid

International Carbide & Engineering (ICE) has a really good video explaining and showing how to braze with their products. They will loan you this video if you promise to return it. If you want to borrow and copy it then they will let you. You can also buy it for \$19.95.

Laura Corsini at 800 424-3311 will be happy to help you. She did mention that this is not a Hollywood quality video and she's right. It is obviously homemade. However it also very thoroughly tells and shows how to successfully use the braze alloy and braze paste that ICE manufactures and sells. In this case you can either pick the video apart because it could be better or you can admire the fact that they went to the time and trouble to do it at all.

ICE manufactures and sells higher temperature braze alloys with exceptional bonding strength. These braze alloys do melt at higher temperatures than some other alloys. This makes a difference in where they can be used. In some cases the temperature difference is extremely important. In other cases it is not. I think that you can get an excellent idea of the application of these alloys by watching the video.

We have had customers report tremendous success with these alloys. We have purchased samples and we will be testing these alloys so that we can offer them in the future. We don't work nearly as closely with ICE as I'd like to but we're getting there.

In any case the video is well worth watching. You may talk about it being home made but ICE deserves a tremendous amount of credit for making the use of their product so clear and easy to understand. Laura

said that we made the video sound better than it actually is. We think the video has very good technical information that ICE is willing to share with anyone who would like to see it. Thanks, Laura!

Potato Marketing

Ideas that are wonderfully creative may not be good ideas.

We have a lot of farm country up north of here. Last fall I was traveling through some of it and looking around. One thing I noticed was a business that specialized in warehousing and wholesaling potatoes. They also had a little retail store. The sign on their readerboard said "Why not consider potatoes for Halloween?" I thought about this a minute and then started laughing. I could see some little kid coming up to the door dressed like a pirate or a princess and I'd drop a big old Idaho Russet baking potato in their sack. I like the little kids that come to the door. They are really polite and awfully cute. The idea of dropping a potato in their sack just seemed really absurd.

I still think about this occasionally. I admire the creativity but I'm not sure it is all that good an idea.

Insurance

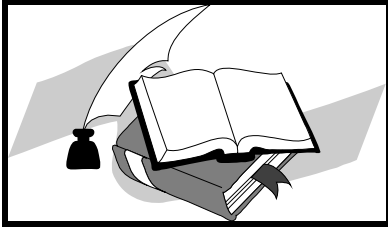
We are fully insured for all customer goods that are in our plant or that we ship back to you. We buy special coverage for goods we ship. If you would like proof of insurance we will be more than happy to accommodate you.

Mistakes

Al Taylor of Presher's Service Center in Ft. Myers, FL says "That any day you get up and put your pants on is a day you might make a mistake." He said this to make Pam and I feel better. We'd made a mistake and we were busy trying to apologize. He wasn't all that upset and he has a nice command of the language. It's

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also another example of the really nice folks we have in this industry.



Book Reviews

Pinciples of Tungsten Carbide Engineering Society of Carbide and Tool Engineers by George Schneider, Jr. CMfgE

This is a book I would recommend owning if you are serious about the use of carbide now and in the future. Although this book is geared to metalworking and machining it has value to carbide woodworking for several reasons. First, it has information on carbide that I have not seen anywhere else. Second, it covers what is currently being done in metal working which serves as a pretty good indication of where the woodworking industry is heading. Third, it has excellent comparisons of various materials you may be asked to use and work with. Fourth, the science is excellent.

The book is very readable. The style is very clear and direct. The book is packed with solid information. I seem to need to read

a bit and then think about what I have just read.

There are two things that I would like to see changed. I would really appreciate an index by subject to help in research although the glossary supplied is excellent. There is also an occasional typographical error which is sometimes a bit distracting.

All in all this is an excellent reference work.

It is available for \$24.95 from:
George Schneider
27432 W Eight Mile Rd.
Farmington, MI 48336
810 473-8472

Made In Japan

I just finished reading **Made in Japan** by Akio Morita. Akio Morita is one of the founders of Sony and ran the company for years. In his book Mr. Morita says that just giving the customer what they want isn't enough. There are lots of things the customer doesn't know they want because they don't know such things exist.

Akio Morita says that a company has a duty to find and develop new technology and offer it to customers. No one wanted a Walkman before they were invented. Very few people knew a

Walkman was possible. I remember a high school physics class where we were taught that you would never get good sound out of small speakers.

A really successful company must give customers what they want. It must also be constantly working on offering customers new things that the customer may want.

Brazing Handbook

This fourth edition is on clearance from the American Welding Society. The price is \$18.00. This is an excellent technical book. The price is also sensational. There are only about 200 copies left so you'd best hurry. The number to order is 800 334-9353.

A Business Ratio

I had a friend tell me about a new business ratio. She calls it the "Grief to Revenue" ratio. It is a way of reminding yourself that some customers and some businesses just aren't worth the time and trouble they take. Another way of looking at this is to ask yourself if the hassle is worth the income. Of course there is always the essential question: Does this company pay its bills?



POETRY

Here's a poem I thought worth including. It's about a man who goes out to do battle and gets beat up pretty good but he doesn't quit. If you have seen the movie "Braveheart" you will understand this particularly well.

Oh, yesterday the cutting edge drank thirstily and deep,
The upland outlaws ringed us in and herded us as sheep,
They drove us from the stricken field and bayed us into keep;
But tomorrow
by the living God, we'll try the game again!

-Masfield *Tomorrow*

A Secret of Success

I had breakfast Sunday with a friend and his family. This man is part owner of a very successful forge and tool company. They

make jackhammer bits as a product line and do a lot of contract and custom work. Steve bought this business about twelve years ago because of its potential. He's spent a lot of those twelve years working long and hard and not always getting paid although everyone else got paid. He is a man who is doing very well and who has more than earned it.

We were sitting around after church having a late breakfast talking about this and that when the subject turned to his daughter's paper route. It turns out that Steve was left in charge of the paper route when his wife and daughter went on a trip. Everything went well until the day he came up a paper short. His house is on a different route and he thought maybe he could just deliver his own paper and finish his route. He drove home but his paper wasn't there yet. He got back in his car, drove to the supermarket, bought a paper and delivered that paper.

This is a man who owns a very successful business. That paper would have meant just one complaint from one customer and the newspaper would have run one out anyway. His daughter certainly doesn't need the paper route or the nickel they made off that one paper. The cost of 45 minutes of his time and the gas and the cost of the paper never entered his mind. He just needed to make a delivery on time.

I was going to try and write something about customer service for this issue. We are doing research for and with a company that has had a tremendous number of problems with its current supplier. The plant manager tells a story about having to send 150 employees home early because his supplier had a vacation scheduled. The supplier refused to do anything to help the customer. Here is the story of two men. One has a business that is doing extremely well because he does what it takes to keep his promises no matter what the cost. The other

man has customers actively seeking to replace him because he delivers only when he feels like it.

As I was writing this I got a call from my nine o'clock appointment. He called at 8:15 to tell me he couldn't keep the 9:00 because he was working on another project and was running late. This man came to me with a wonderful recommendation and I was pretty sure I was going to hire him. Now I have strong doubts.

The lesson here is that people who keep their promises seem to be more likely to succeed than people who don't keep their promises. As with most laws of success this is what my parents, my church, my schools and the Boy Scouts taught me. It works. You are more likely to be successful if you keep your promises than if you don't.

Our Financial Condition

Ordinarily we are very closed mouth about our financial condition. However a lot of you have made us an essential part of your operation and you deserve to know if you can trust us. In addition there have been false rumors about how poorly we are doing.

We finished our fiscal year on June 30. It was our best year ever for sales and for profits in spite of losing our salesman early in the year. We did not have to raise prices for the fifth year in a row.

We spent about 10% of our gross sales on R&D and had tremendous returns from this investment. We have tremendously improved quality, customer service and manufacturing throughput by building new belt ovens. We are now the only pretinning organization that uses a conveyor system to assemble and cook parts. This gives us the ability to improve quality and consistency immensely. We have developed a new process to clean and prepare carbide and ceramics that will allow us to be a

one-stop service between the carbide supplier and our customer.

Our debt level is low and our cash reserve is good. Our advisors think we could handle a lot more debt than we have now. We did incur new debt for the new processing line because we wanted to match a fairly major capital investment with long term financing. We have improved our Dun and Bradstreet rating.

We have reduced labor entirely through natural attrition. We have raised quality, wages, customer service, manufacturing throughput and turn around times through a multi level bonus program.

We are in full compliance with every regulatory agency we can think of. We have requested voluntary compliance audits from Labor and Industries, Ecology, City Sewer, Air Quality, Fire and various insurance carriers. We have been satisfactory in all cases. We have been described as exemplary or the equivalent in a couple instances.

We do have some problems but we seem to be handling them well. We are beating our competitors with new technology and superior quality. We are beating the problem of a shrinking market with new inventions and new applications. We are controlling and reducing costs internally to keep our prices constant inspite of inflation. The major problem we have seems to be finding the kind of top quality people we need to help us continue to grow. I'm working on it.

A Slow Economy

Lots of folks are talking about a slow economy. It's nothing most of us haven't already been through. Most people seem to be prepared for it but nobody likes it.

This recession seems to be caused deliberately by Bill Clinton and Alan Greenspan of the Federal Reserve Board. They were afraid of

inflation so they kept interest rates high. This has choked off new housing. In addition they have severely restricted timber supplies which has driven a lot of mills out of business. Finally there is the truly monstrous burden of taxes and ever increasing government regulation.

If these things upset you I would suggest that you contact at least these two gentlemen. If you have had to lay people off or if you are afraid you are going to have to lay people off you might mention that. Here's how to contact them --

President Bill Clinton

The White House
1600 Pennsylvania Avenue
Washington DC 20500

Chief of Staff Leon Panetta

Fax # 202-456-2883

Chairman Alan Greenspan

Fax # 202-452-6481

Peerless Press Release

Peerless Saw Company Offers Ground Tip Seat Pockets

Peerless Saw Company can now offer a new option for customers: Ground seat pockets on saw bodies for carbide tipping.

In the past manufacturers of carbide tipped saw blades have had to manually grind the seat pockets of their saw bodies. Upon grinding, the saw bodies are ready for tip brazing.

Peerless will be able to offer the service of seat pocket grinding for a nominal fee. Peerless will grind the seat pockets of customers saw bodies to exact specifications using only the finest seat pocket grind equipment in the world. After degreasing the saws will be ready for brazing.

Having clean ground seat pockets may be a valuable feature for many saw makers. Now, saw makers may reduce production costs and minimize when brazing. This

service is being made available only to those who would like the convenience of working with saw bodies that already have this feature. Please contact a Peerless Saw Company representative at 800-9-PEERLESS (800-973-3753) for further information.

Carbide Processors Welcomes a New President to the Peerless Saw Company

Tim Gase has been named as the new Managing Director of Peerless Saw Company. Tim Gase comes from the Apex division of Cooper Power Tools in Dayton, Ohio.

At Cooper, Tim was the business manager for the unit producing universal joints. Tim was in charge of all aspects of the universal joint business - sales, marketing, design engineering, manufacturing, supervision of manufacturing and production planning.

Tim earned a bachelor's in business from Ohio University in 1983. He returned to the university seven years later to participate in the executive MBA program while continuing to work at Apex. While earning his degree, Tim was able to exchange ideas with other business leaders who were also participating in the weekend program.

While at Cooper, Tim "got to see all sides of business" during the 12 years he worked there. Tim hopes that his many different experiences at Cooper's will be useful to all at Peerless Saw Company.

New Industry Database

We have been working on a new and updated database for our industry. This project has been in the works since spring of this year.

We hired several temps to input data, purchased databases that claimed accuracy and even downloaded all the information into one large database. We discovered that all of our work was not paying off because it simply

wasn't accurate. We know this because quite a large number of our newsletters were sent back to us with an incorrect address.

That's when Kathryn, a marketing consultant came into the picture. She has been diligently contacting all the names on our databases confirming contacts as well as deleting and updating addresses.

So far, it is looking really good. We're down to the XYZ's in our list and hope to have it completed by the end of August.

We think we have something really good to offer you. The database was created using Microsoft® Access. We can download it as an Access file or we can export the file into Microsoft® Word.text. We think this information can enhance your current contact list.

If you would like to get more information, please contact us at 800-346-8274.

UPS Shipping Schedules

UPS shipping schedules can be tricky. Overnight shipping can mean 10:30 am, Noon or just the next day depending on the code for the delivery area.

Delivery is 6 working days for the East coast. This can also be a little tricky. We learned that Kentucky counts as an east coast state as far as UPS is concerned. We had been figuring that east coast states bordered the Atlantic ocean.

Thank You Dr. Deming

Dr. Deming was an American statistician. He went to Japan and taught the Japanese about quality. He helped turn the Japanese economy around. Then people in this country started listening to him.

Dr. Deming says that “Quality is whatever the customer says it is.”

Dr. Deming also says that you have to do whatever the customer wants to be successful. He further says that quality is not expensive. Running a quality operation is more profitable.

In March of 1992, I had been reading Dr. Deming. I liked what he said but I didn’t believe it. I knew that quality improvements meant more people, more equipment, more inspections and higher process to pay for it all. I had been in manufacturing for 25 years and that was just the way it worked.

For some reason I decided to believe Dr. Deming. What he said went against everything I knew but he had a lot of evidence on his side. I decided we would use Dr. Deming as the basis of a Total Quality Management process. We would improve quality, lower prices, introduce new products and service, increase wages and we would become even more totally devoted to customer satisfaction than we were.

This was all done as an act of faith. I had read where this process worked. It went against everything I ever knew but I wanted to try it.

It has worked. We have built a lot of new production equipment that gives us much better quality with much greater efficiency and flexibility.

We lowered our cost of goods sold. We reduced our scrap and used the

money to fund a research and development operation. We are doing more work with fewer people and we are paying them more.

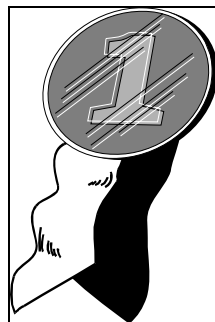
It was not at all easy. I had a lot of internal fights. I lost two accountants. I lost two production managers. I went through three engineers. The big problem was finding people who shared the dream I had. I knew we could improve things. I knew we had to have a research and development division. I knew we could contain costs and raise both wages and profits.

Three years later I am right and things continue to improve. Read Dr. Deming. Make your own investigations. Set your own course but please believe that what he says can and does happen. It is tremendously hard work. Lots of people will tell you that you are wrong. But you can do it.

Business Advice

Sometimes it seems the world is divided into three kinds of people.

1. Those who will tell you that you can’t do something before you even try it.
2. Those who will tell you that you can’t do something while you are doing it.
3. Those who will tell you that you can’t do something that you’ve already done.



Return to Transylvania

We recently had the pleasure of talking with George Schneider. Mr. Schneider is currently a tenured professor at Lawrence Technical University.

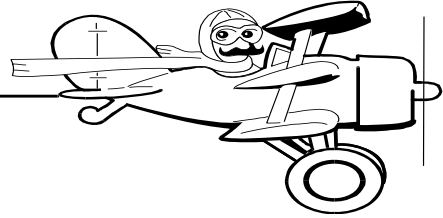
In 1978, George had the opportunity to travel back to the place of his birth; Marpod, Transylvania. Here are some excerpts from his journey.

“We remembered when the Russians marched in and ordered all the women between 18 and 45 years old to get onto trucks. They were shipped to Siberia to work in coal mines. Both my aunt and my mother had become ill, and were transferred to farms in East Germany. They both escaped to West Germany...My mother learned that my father had died at Stalingrad. With help from the Red Cross, she located my sister Ann and myself in Transylvania. A year or so later we joined her in West Germany.” In 1955, George and his family arrived in the United States.

George remarks upon his arrival to Marpod that “The town had not really changed much, except that everything seemed to be in need of repair. I remembered a neat and tidy town a long time ago. The townspeople had owned their property then. Now most of them were simply renters on their own land, and had to give up most of the proceeds of their labor to the commune.”

After returning to the USA, George remarked “It was good to be home. I was very tired but I would not have missed this trip to the place of my birth, Transylvania, for anything in the world. I appreciate these United States even more than before, because I had returned to a place where a once proud and prosperous people merely exist hand to mouth and from day to day.”

The Classifieds



To Place Your Free Classified Ad Call Us (800) 346-8274 or Fax Us (800) 707-5802

Charles G.G. Schmidt & Co

Manufacturers and distributors of quality carbide and S-alloy tipped knives and cutters, corrugated back moulder heads and knife stock. Planer and jointer knives, tenoner tooling and grinding wheels. Over 700 standard items for all types of woodworking machines. Call 800-SCHMIDT (724-6438) for your free catalog!

Stellite™

Sales of preform stellite and carbide saw tips, filing room supplies, service of round saws from 8" to 108", and service of band saws.

Call **Brecto's Saw Shop (800) 324-5023** and ask for **Mark**.

Exotic Alloys

Aerospace Alloys in Vancouver, Washington is a source for duplex stainless steels, titanium's, and better than a dozen other specialty alloys in sheet, bar and shapes and fittings. They also offer a full line of related services. Ph 800 878-3675 or FAX 800 878-9709

Scrap Bought

We specialize in the recycling of **TUNGSTEN CARBIDE SCRAP** and pay the highest prices for your hard scrap, sludge and powders. Call **CARBIDE RECYCLING CO. (800) 526-3505** or **FAX (810) 474-6152** for current prices and shipping inf.

CASH!!

Tungsten Carbide-saw tips with or without brazing, sharpening sledge, and inserts. We pick up Pacific Northwest only. Barry at **Acme Trading, Portland, OR (800)547-6732** or **(503)227-5501**.

Tools, Supply & Service

Desert Carbide, manufacturer of solid carbide tools, drills, reamers, burrs, mills, inserts, threaders & groovers for machining industry. We will ship nationwide! contact Steve Cagle at 1-800-Inserts.

North American Products Corporation:

We offer a complete line of carbide tipped cutting tools to both the woodworking and metalworking industry. North American also has 13 service centers strategically located throughout the United States to completely recondition our customer's cutting tools. This service also includes free pick-up and delivery within a geographic location. For additional information or a free catalog call or write to North American Products 1180 Wernsing Rd., Jasper,

IN 47546 (800) 634-TOOL.

Cascade/Southern Saw Co. will stock carbide tips and diamond wheels in our Hot Springs, AR location. Our customers will benefit with faster deliveries and less freight cost.

Call (503) 241-1982.

For all of your Crobalt and Tungsten needs call John Osborne at **Carbide Specialties. (818) 915-3911**.

AA Carbide Inc. Largest selection of saw blades, router bits, shaper cutters in the Intermountain West. Complete service-custom manufacturing and sharpening sales of woodworking equipment. Call George Laws (801)486-4881.

United Saw & Supply Company can supply new saw blades cut to 84" diameter for cutting non ferrous metals. Send us your requests, we will quote price and delivery for you to resell. (901) 784-6886

Lemon & Snoop Company Inc. Custom and standard carbide tools to meet all of your woodworking needs. Complete repair and service facility available. Please contact us at (616) 532-3696 for all your tooling requirements.

Special Products! Bi-metal and Special Alloy Band Saw Blades. Unbeatable prices, with guaranteed factory welds. Check our prices and quality. The best combination.

United Saw & Supply Co. (901)784-6886. Resale inquiries welcome.

Continental Division is offering T1 HSS molder knives to compliment their excellent quality M2 molder, joiner and planer knives. The T1 knives differ from the M2 in that special heat resistant elements give the knives superior resistance to thermal erosion of the cutting edge, resulting in longer runs between sharpening and increased "grindability." **For Distributor information call (602)269-1078**

Saw Shop Service

Peterson Saw Service is offering various items for sale. Please see complete description in equipment for sale or call 517-348-5957

Hammering, sharpening and welding of band saws, slasher saws, carbide saws, board saws, chipper and planer knives. For all your cutting tool needs call **Endull Saws. (207)990-5660**.

METALSAW from PLUS TEN! Precision carbide tipped cold sawing of stainless, nickel alloy & tool steel plates! Call Luigi Bonacini at (707)745-4625.

RAPCO INDUSTRIES, INC. Carbide Tipped Saw Chains! The Worlds Best. Outlasts other chain 10 times! Call (503)255-6355.

Herco Inc., Manufacturer of the world's finest Carbide and Diamond cutting tools for the woodworking industry. Saw blades and router bits in stock ready for shipment. Custom Carbide tooling shipped in two weeks, Diamond in 3 - 4 weeks. Call or fax for a quote. Phone (614) 498-5181 or Fax (614) 498-5454.

BYRD TOOL CORP. Manufactures quality tooling for the woodworking industry. Molder and shaper heads, brazed tip cutter heads, and insert heads, along with inserts and knives. Call (800)441-2973 for more information and a free catalog. Made in the USA!

Sharpening, repair & sales of wide band saws from 4" to 8" wide 17' to 31' long. Carbide saws up to 36" diameter. Custom manufacturing of carbide saws and groover saws. many other cutting tools serviced. Over 60 years of experience between two master filers. For more information call **McGinnis Saw Service, Inc. (602)883-3723** 6720 W Bilby Dr. Tucson, AZ 85746.

Manufacturing and Balancing of CNC router bits. A CNC bit is only as good as its balance. Improve tool life and cut. Reduce spindle damage. **Great Lakes Carbide Tool Mfg. Inc. (800)873-4528. 3/94.**

Diamond Wheels

Diamond and CBI grinding wheels for saw sharpening, knife and profile grinders. Private labeling available. (503)683-0801 Fax (503)342-2715.

Ultra Precision Grinding

YKC Technologies (702) 689-2111. Precision carbide cutting and grinding to + or - .00005" if needed.

Saw Tips

ICE Super Specials: Indexable Carbide inserts resharpened: Only \$1.90 each! Carbide saw tips, and much more! Call now for the best prices and service **International Carbide & Engineering, Inc.** (800)424-3311.

Carbide Saw Tips. **Multi Metals**, specializing in the Woodworking Industry since 1955, has a new toll free Fax number: (800) 527-TIPS. Customer Service: (502) 587-5660.

Saw Tips - Special

Inventory clearance! Carbide saw tips, first quality, braze treated. WA 7130 C2 grade .03 cents each!! - save 60%! WF 7140 C2 grade .14 cents each!! WF7150 C2 grade .148 cents each!! Call Lisa at **Eagle International.** (800)633-8068.

Saw Blades

Saw blades. **Huston Saw** specializing in the sawmill and pallet industry offers competitive pricing on *top quality carbide tipped saw blades* up to 30"! Call or fax for a quote. Phone 205-339-7843 Fax 205-339-7834

Shipping Services

If you truly believe that the transportation services you are currently receiving cannot be improved and the rates you have cannot be lower, it isn't necessary to call. If on the other hand, you are interested in service improvement and cost savings for your company, please call **Forte' Transportation Logistics Corp. at (206)874-9922** and ask for Kim or Bruce

Need Trucking at highly competitive rates? Flatbeds and vans available. Serving North America. Licensed & insured. Call us at **Fox Dispatch** (800)421-9393

Miscellaneous

Saw sharpening machine specialty! **Hanna Enterprises** has used equipment, rebuilt machinery, repair and parts equipment for saw sharpening machinery for carbide grinders. Contact Dave Goding for more information. Hanna Enterprises 900 Parker Dr. Florence, SC 29501 803-665-5788

Expert pad transfer printing and super prices. we'll print your blades! Any quantity, 1 to 1,000 plus, give us a call. We'll give you a price you can't refuse. **Northwest Assembly & Machining.** (206) 471-0508.

Custom milling, cutting, drilling, assembly and staining. No job too big or small. Call **Five Star Industries** at (618) 542-5421 for quotes, ask for Mark.

CONFUSED????

Try the **Woodworkers Calculator.** This slide rule chart calculator can answer your questions regarding feed speed, chiploads, rim speeds, horsepower, knife marks per inch and cutter mark depth. Send

\$10.95 check or money order to: S-3, Inc., PO Box 257 Fox River Grove, IL 60021. Fax (708)304-4823 5/94.

Sawmill Supply

Sawmill supplies! **Burton Saw & supply** (503)683-3337. We stock most filing and planer room supplies. We have a large inventory of Armstrong parts, grinding wheels, files, knives and equipment for carbide, stellite and steel.

Lumber, Specialty Wood

Craftwood Northern White Cedar, Butternut, Cherry, Tamarack and other species. 1/8 - 1/4 - 3/8 - 1/2 - 3/4 inch thickness. Planed 2 sides, ripped 2 edges. Send for free catalog and free sample of cedar. 100% guarantee. Cedar is an excellent pine substitute. Phone (207)425-2911. **Hartford Woodworks,** Box 41-E, Blaine, ME 04734

Van Der Stad Sawmill Co. 25 Paradise Road Oak Ridge, NJ 07438 (201)697-3101. Custom moldings, rough cut lumber, survey stakes, pallets, kiln dried hardwood. EST 1940 your eastern source for quality and service. 3/94.

New Equipment

Stop filing mica by using the "No File" Mica Finishing Router Bit PAT#4,669,923. Consistent, super smooth edges with no sharp corners. Dealer/Distributor inquiries welcome. **Bob's Saw Sharpening.** (305)463-2689 Fax (305)463-8731. If It Cuts, We Sell It, If It Doesn't, We'll Sharpen It!

Considering Lasers? Lumber Line can supply all your laser needs, including top-quality new and rebuilt lasers and all-brand repair at the industry's best prices. **Lumber Line Laser Repair** in Yacolt, WA give us a call at (206)686-3077.

Hardwood Wanted

Wanted: hardwood pallet cants. 4"x6", payment upon delivery! John Wojciechowski, **Mole Lake Wood Industries, Inc.** Crandon, WI (715)478-5380.

Dealer's Wanted

Manufacturer of NO GRAB™ Carbide tipped saws for cutting aluminum extrusions, tubing, rods, and sheet (.040 or less -.375 or more) using the same blade. The unique NO GRAB™ design ensures durability, burr free cuts for longer tool life. **Bob's Saw Sharpening** (305)463-2689.

Solder for Sale

Silver Solder \$ 4.50 a troy ounce **SURPLUS SLIT SILVER SOLDER SALE!** BAg-3, Bag-24 (50% silver solders) If you have a need for material in .010" and .015" thick, both in plymetal and straight solder and less than 1/4" wide we may have the material for you. Give us a call for a steal of a deal. Check with us about our stock in hand (Most solder coils between 50 -100 inches in length.)

800 346-8274 or Fax 800 707-5802

Carbide for Sale

International Knife and Saw, Inc., has Seco by Carboloy for sale. 335.19 1204T Wt. 030R LH & RH 125m. Please contact Sarah at 800-334-3057 Fax 803-665-5315

New/Used Equipment for Sale

Peterson Saw Service is selling the following:
FOR SALE: Wright Dual Automatic Side Grinder. Heavy Duty. Good Condition. \$5,000.00 Firm. Call them a call at 517-348-5957.

Directories

Surplus Record
312-372-9077
Rand Machinery Exchange
212-226-5356
Locator
301-585-9498
Used Equipment Directory
800-526-6052

Position Available Expanding custom carbide tool mfg., is seeking individual with mfg./design/engineering training or background. Excellent opportunity for an individual with CAD experience (but not necessary) who enjoys a challenge & willing to work in a team environment. Ability to design precision custom cutting tools from drawings and /or samples. Excellent working conditions, new factory under construction, full-time, benefits, negotiable salary.

Located in NE Wisconsin, small community, outdoor recreation. Mail or Fax resume to Personnel, POB 152, Peshtigo, WI 54157. Fax 715-582-4373. All replies held in confidence.

INDUSTRY MAGAZINES

This month we would like to spotlight the various industry magazines that we are currently advertising with. We have had a really positive experience in dealing with them.

Forest Products Equipment
Contact: Ron Weatherford Executive
South Office Park US 1 South
Suite 1 Swainsboro, GA 30401
800-982-5926

Wood Technology Contact:
Jan Curio, Classifieds 600
Harrison Street San
Francisco, CA 94107 415-905-
2200 x274

Journal Logging & Sawmilling
Contact: Perry Rosehill 622
West 22nd Street North
Vancouver, BC Canada V7L 4L2
604-328-7941

Lumberman
Contact: Lori, Classifieds Greysmith
Publishing Inc. 128 Holiday
Court Suite 116 Franklin, TN
37068-1629 800-229-9797

Mill Products
Contact: Kevin Cook
Baum International Media 1625
Ingleton Avenue Burnaby BC
Canada V5C 4L8 604-298-3004

Modern Woodworking Contact:
Dana Brooks 167 E Hwy.
72 Collierville, TN 38017
901-853-7470

Product Design & Equipment
Contact: Cynthia 310-
424-4445

New Equipment Digest
Contact: Teri Dieterich 216-
696-7000

Timber Processing Contact:
Tim Shaddick 4779
Collingwood Vancouver, BC
V6S 2B3 604-681-1108

Canadian Wood Products
Contact: Tim Shaddick 1404
700 West Penmder Street
Vancouver, BC V6C 1G8
604-681-7207

The Logger and Lumberman Contact:
Sonya Kirkland 6257 North
Main Street Wadley, GA
30477 912-252-5237

American Lumber & Pallet 416
South Main Fayetteville,
TN 37334 615-433-1010

Forestry Chronicle Contact:
Kathleen MacRobbie
Communications Reflections Inc., RR
#3 Hwy. 6 North Mount
Forest, ON N0G 2L0 519-334-
3973

Independent Directories Contact:
Jim Newton 4245 Pandora

Street Burnaby, BC Canada
V5C 2R4 604-299-1162

Carbide Suppliers

Carbide Alloys
800-334-1165

Carbide Sales Corp
401-231-6960

Carmet Co
800-845-6969

Cascade Southern
503-241-1982

Eagle International
800-633-8068

ICE
800-424-3311

IKS Service, Inc.
205-684-4124

Kennametal Ltd.
604-474-1225

Metal Carbides
216-788-6541

Multi-Metals
502-589-3781

Peerless
614-836-5790

Sandvik Hard Metals
800-343-0636

Sharp Tool Co
800-221-5452

Systi Matic Co
206-823-8200

Sintex Corp
503-357-9510

Teledyne Firth Sterling
615-641-4355

Other Materials

Crobalt, Tantung
Carbide Specialties
818-915-3911

Stellite™
Deloro
800-267-2886

Brecto's Saw & Supply
800-324-5023

Recyclers
Carbide Recycling
800-526-3505

Macro
604-941-9611

Barry Gordon
800-547-6732

Referrals
Omega Co
800-872-9436

Welding Laboratory
206-262-9844

Associations
International Saw & Knife
317-659-1297
United Sharpener Assoc
301-371-8930

Newsletter Publications
The Intermountain Log
703 Lakeside Ave
Cour d'Alene, IA 83814
208-667-4641

JUSA
7108 Flint Court
Middletown, MD 21769
301-371-8930

Wood Machining News
POB 476
Berkeley, CA 94701
501-943-5240

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Get Better Tools
With Better Technology

This publication and our whole company is dedicated to helping our customers make better tools.

We started in 1981 as a hand assembly operation doing pretinning. In 1984 we invented our first successful surface treatment process. We had a customer who wanted better performance and we helped him get it. Since then we have found that helping our customers in any way we can is an excellent way to do business.

We got started because a timber company and a saw manufacturer wanted to improve quality and lower prices. We still do a lot of work with saws and timber companies. We have also broadened our range to include lots of other types of cutting and lots of other kinds of tools.

Our name is Carbide Processors, Inc. We originally started working with Tungsten Carbide. In 14 years, our research has taken us into lots of other areas such as other carbides and ceramics as well as diamond and other hard coatings.

We still do pretinning. We also do research and we are offering surface treatments to improve wetting, bonding, brazing, coatings and diamond film formation.

Carbide Processors, Incorporated

2733 South Ash Street

Tacoma, Washington 98409

800-346-8274