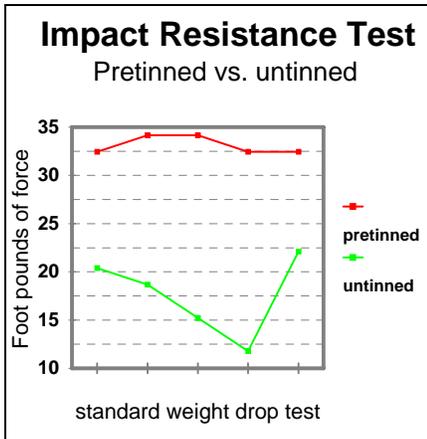
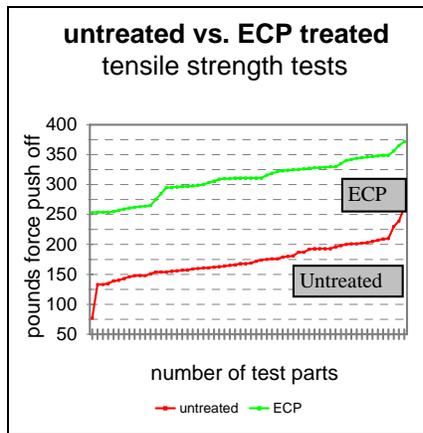


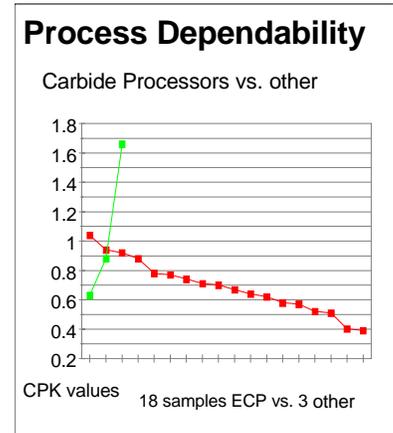
Eliminate Tip Loss and Reduce Breakage with Carbide Processors, Inc., Pretinning



88% Greater Strength



79% Greater Strength



More Consistent Processing

Your Holiday Card is Feeding Babies

A lot of people send out cards around holiday time for various holidays. We used to do this and we quit doing it a couple years ago. Instead we just extend our best wishes in this newsletter.

We used the money we would have spent on cards to feed the hungry. One dollar to a well run food bank means somewhere between twelve and eighteen dollars in food can be given away.

This year the food banks have a real shortage of baby food and formula. We donated the card money in the form of baby food. \$1,000 worth of baby food is 664 baby meals. We figure we feed about 45 babies for a full month.

Please let me wish you nothing but the best this holiday season. If you can live without a holiday card from us then you can feel awfully good about feeding a lot of hungry babies.

Big John's Breakthrough

John Osborne called. He had a great idea to share.

John had some saws to braze up. They were nine inch saws with 25 tips and a three inch bore. He was using a 3/64" (.047") plate. Traditionally John had had a tremendous amount of hammering to do after he brazed these plates. The plates moved maybe as much as half inch during brazing. John's idea involved ice. He took about nine half-round ice cubes out of the refrigerator and put them on

top of the saw plate. Then he started brazing. When he was through he checked the plates. There was no distortion at all.

Big John is pretty impressed with this idea. He'd like to talk to anyone who has ever heard of or done something similar.

John Osborne
Carbide Specialties
Covina, Ca.
(818) 915-3911

Carbide Processors, Inc., wishes to extend sincerest condolences to Oleson Saw Technology, Inc on the passing of Sumner Oleson.

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

Reducing Breakage

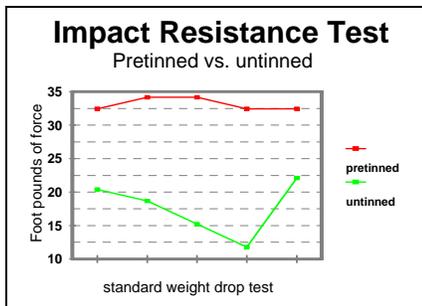
Pretinning can improve impact resistance.

We ran a weight drop test. We just drop a weight and measured the height at which the parts break. We laid the pretinned parts on their side. The solder wasn't underneath the tips or on top of the tips. We did this so the softer solder would not absorb the impact force.

Results:

	untinned	pretinned
	20.39	32.44
	18.67	34.17
	15.22	34.17
	11.78	32.44
	22.11	32.44
total	88.17	165.66
avg.	17.63	33.13
high	22.11	34.17
low	11.78	32.44

Once again, this is not a perfect test. It does seem to show two things. Proper use of braze alloy really increases the impact resistance of the carbide. Also proper pretinning creates much more uniform performance at a much higher level than untinned tips have.



Pretreatment

We are developing a new method of pretreating tungsten carbide. We are getting tremendous results as you can see by the article. This process is already as good or slightly better than anything else in the world and we are improving it daily. It is not as good as it is going to be but it is definitely good enough to make it worth taking a look at it.

Reduce Tip Loss

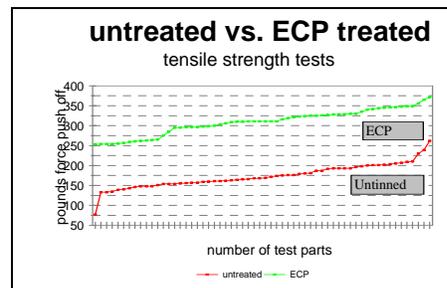
We had a test run. We used untreated tips and tips we had processed with our ECP process for pretreating before brazing. We used identical tips supplied by an outside source. The testing agency used automatic equipment to braze both sets of tips on saws.

A side pressure push off test was used to measure the strength of the bond.

	Untreated	ECP Treated
low	77	253
high	262	372
avg.	173	309

You can see by the graph that only one of the untreated tips was higher than the lowest treated tip. The lowest ECP tip was 329% as strong as the lowest untreated tip. The highest ECP treated tip was 142% as strong as the highest untreated tip. The difference in averages was 178%.

This is not a perfect test. We do not claim to have a perfect process but we do have a process that is incredibly good at improving bonding strength.



Improving Dependability

We ran a set of experiments. We supplied sample parts treated 18 different ways with eighteen different versions of our new ECP process. This was done to help us determine which variables produced which results. The lab doing the testing also added three batches of saw tips supplied by another, older process. The testing lab used CPK values as a measure of the dependability of the process. The very basic level of

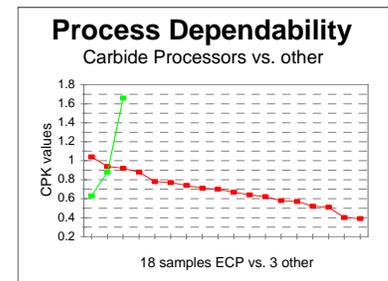
performance for this customer was 1.00. Even at this level statistical analysis tells you that your process is not in control and you will almost certainly produce bad parts. We got beat on one point. The other process had one CPK value as high as 1.6. Our highest was just over one. However the other process still had one low point and one very low point. This is after 35 years of doing this process.

Our ECP process was designed to be extremely versatile. We have several variables such as chemical bath, time, temperature, amount and density of current. What's more these process parameters are easily measured and easily controlled.

We do need to adjust the process for each different material.

We are currently in the process of refining this process. And it is going well. Quite frankly, we would have been much happier to beat the competition all hollow on these results too. However this was a lot of shooting in the dark. The fact that we did this well on the second set of tests is incredibly encouraging. It has identified several things as problems and advantages.

Our goal, as always, is Six Sigma performance. We intend to create values at six or above while our competition is still bouncing around above and below one CPK.



Better, Cheaper and New Solder

We have a new solder. It is as strong or stronger than anything else we have ever offered. It is also cheaper than anything else we have ever offered.

This new solder is similar to the Copper - Zinc solders that have been so popular for years in certain applications. In addition we have added a couple percent of nickel to give the solder better flow. This means fewer gaps, less porosity and better strength. See article on New Solder.

New Solder

When you ask for something we listen. It may take us a while to develop it but we do listen.

We have been asked many times for a new alloy. There are a lot of people who are more than happy to trade a little higher brazing temperature for more strength and less cost. A lot of cutting applications would benefit from a higher melting temperature since the tools would hold up better under more heat.

We have always used a very high % silver solder. We have done this because it was the best way to give great strength at low melting temperatures.

We have been asked to supply a higher temperature solder as others do. We never wanted to do that because we couldn't find a truly excellent braze alloy.

We have been working with a distant research facility and we have a new alloy that is showing tremendous promise.

It melts in the 1500°F to 1600°F range as other, similar alloys do. However this alloy is not just copper and zinc. It also has nickel which gives it better wettability, better flow, greater strength and

much better joints. Nickel strengthens alloys and makes them work better at higher temperatures. This new alloy flows better and bonds better than conventional alloys.

This alloy has several advantages. It is much lower in cost because it has no silver. This also means a guaranteed cost because the silver market is very volatile. This alloy is much better in operations where the part such as a saw is heat treated after brazing. This alloy holds up much better during heat treating.

We have reports that these alloys are stronger than the conventional 50% silver solder alloys. We have seen these alloys solve really tough cutting problems such as frozen Knotty pine. They should also be aggressive for really tough cutting such as steel round stock for crankshafts.

These alloys are high copper alloys. This means that they give excellent cushioning during operation because of the softer copper that leaves thermal stresses as well as absorbing impact stresses.

We are really impressed with these alloys. We are not in production yet but we sure could be. If you are interested then please give Joel a call at 800 346-8274.

Daddy Gets Tough

My insurance agent has become a close friend. We go to lunch together and we have thrown birthday parties for each other.

One of the things we have in common is daughters. We each have a nineteen year old daughter that we deeply love. We want to do the very best for our little girls and it is hard to deny them anything.

Last week we were on the way to lunch and Tom remarked that his daughter was on a pretty tight budget. Dorm food didn't agree

with her and she was spending a lot of money on food because she was cooking for herself.

Well, Tom does pretty well in the insurance business because he works hard, he's smart and honest and he's been in it thirty years.

When he told me his daughter was on a tight budget it kind of surprised me. I thought a minute and then said "that must be tough for you?" Tom admitted it was. He then said that he wanted to send his daughter more money but his wife and his daughter had a budget worked out. Tom did get to go to Costco and buy her a refrigerator though.

When my kids were little I always worried about whether I could provide for them well. Now that we are all older I have to learn not to do everything for them. That's just about as hard. I am glad that I have Tom to help me out.

About the Graphics

We have had suggestions that our newsletter might look more serious if we didn't use the little pictures. That's probably true. However we use the little pictures for four reasons.

1. They add some visual interest.
2. They help fill out the columns and make everything fit.
3. Kristin likes doing them.
4. My mother likes seeing them.

So there are four reasons. It boils down to the fact that my secretary and my mother both like them. That's hard to argue with.



Squirrels and Customer Service

A couple years ago I had an accident on a ladder. I spent about six months at home in a wheelchair. During a lot of that I was so drugged and in so much pain that I couldn't really read or even watch television.

I did become fascinated with the squirrels in the back yard. I have come to think of them as customers. It's a business that is going well. I started with one squirrel and I am now up to four at a time. The housekeeper reports as many as five at a time. I have my first employee. She is the housekeeper's three year old daughter. When Jessica comes over with her mother Jessica helps me by feeding the squirrels. Even a three year old can't get into too much trouble throwing peanuts on a porch.

The business consists of two parts. I supply peanuts and the squirrels eat them. They pay me with entertainment. Watching these squirrels has given me some ideas on customer service.

Who Trains Who?

At least one of the squirrels will run up to the back door and sit up when he sees me. Another one just comes up to the door and stares in like a kid at a candy store window.

A couple weeks ago I was feeding the squirrels and I mentioned to a friend how well I had trained them. The friend had been standing and watching. She said that it looked more like they had trained me. Whenever they ran up to the door I threw peanuts for them.

The truth is probably in the middle. I think the squirrels and I have agreed upon a set of signals and procedures that works for us.

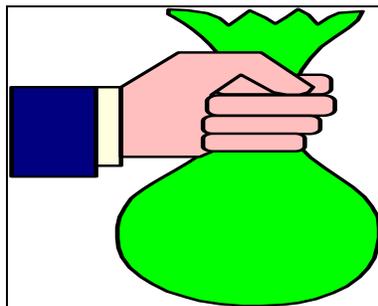
We sometimes get too set on just reflexively doing whatever we think the customer wants. What actually works better is an

exchange of information. We offer what we can do that we think matches what the customer wants.

We can still have and should have the attitude of doing what the customer wants. However, we need to also do a very good job of explaining to the customer what we can do. If we do a good enough explaining we may offer something the customer wanted but didn't know we could do.

Proper Pretinning Makes a Big Difference

It can reduce or eliminate tip loss. It can dramatically reduce tip breakage.



Financial Sophistication?

Jean and I have had a lot of training in financial matters. We understand lots of financial things pretty well.

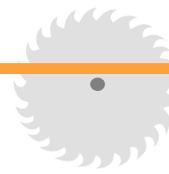
However we both still feel good on any day when the mail has more checks than bills in it.

Book Review

We recommend a great book by Nick Lyons entitled Fishing Windows. It's simply a book to reflect on the joys of fishing and hunting. We really enjoyed it. Here is an excerpt from it that we think you might enjoy...

"Fishing...is green and generous and always gives me back a part of myself that has been lost somewhere among the endless papers.

I go not to rivers to kill hecatombs of trout, or in fact any trout at all, but to unkill parts of myself that otherwise might die."



November 20, 1995

Dear Tom,

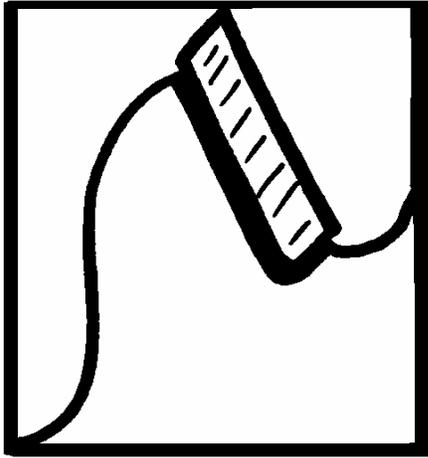
I THOUGHT YOU MIGHT FIND THE FOLLOWING STORY INTERESTING AND SUITABLE FOR YOUR NEWSLETTER:

One of our customers, a furniture manufacturer with multi-million dollar sales and national distribution is having another good year. They found themselves between the proverbial rock and a hard spot with the demand for their top quality furniture with a lifetime warranty. Their three CNC routers, running full tilt could not keep pace with production. They elected to provide their glued up panels and router cutters to a sub-contractor with a CNC router to do some of the shaping. The subcontractor complained incessantly to the customer's superintendent about the poor cut and short life of the tools that we had serviced, stating that his supplier was superior and that they should change. This was brought to my attention. Something did not sound right. We took four sets of the cutters that were being used and had them bead blasted to match the silvery finish on our competitors tools. We used Aluminum Oxide abrasive in our blaster, both methods do a good, economical job of cleaning tools. They were then sharpened through our regular process and returned to our customer. They were sent to the subcontractor with a minimum of conversation as to their origin. A week later when I inquired with my customer, I was informed that the subcontractor was very pleased with the performance of the cutters. Fascinating!

Best Regards,

Mark O. Clark

Owner, General Manger
Saticut Saw Systems



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Your tips will stay on the saw longer and better with good pretinning.

Carbide Processors, Inc. puts silver solder on saw tips. We do not make or sell saws or carbide. We will not compete with our customers. We can give you superior results no matter what saws or carbide you now use. Ask for Carbide Processors, Inc. pretinning when and where you buy saws or carbide. We have technical papers, a newsletter, price sheets and a list of distributors available. Please call if we can help you.

Carbide Processors, Inc., 2733 S. Ash St., Tacoma, WA 98409 Phone 800-346-8274
Fax 800-707-5802

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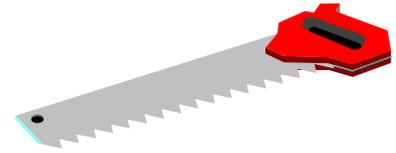
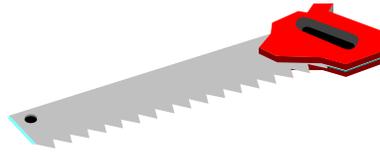
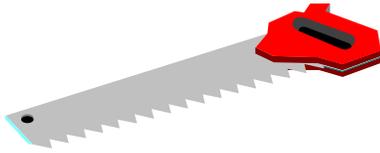
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Just as the above examples show, we can place your customized advertisement in our newsletter! This is different from our free classifieds section! More space and visual presentation area is available to highlight your unique product and capture the attention that you would like for your product. We guarantee that your advertisement will reach 1600 verified businesses in our industry. We will send you a preview copy of the placement of your advertisement in the newsletter before it goes to press so that we can guarantee your satisfaction with that publication issue.

This database is unique in that we personally contacted each business and spoke with the person who is responsible for purchasing industry product or has a great deal of influence in the purchasing decision. It is also unique in the respect that not all databases have taken the time or the initiative to verify any addresses that they may possess.

If you're interested in buying space contact our VP of Sales and Marketing -- Joel Anderson at 800-346-8274 for more information.



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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

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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.

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CNC, Probe, 1986, \$59,500.

Vertical Machining Centers

Mazak VQC 20/40 A, 1983, Maz. M-2
CNC 25"x20"x18", 20 ATC, CAT#40,
\$45,000.

Mazak SV-25 E, C-Frame,
102"x32"x29.5", 25HP, 40 ATC, 1988,
M-2 CNC, \$265,000.

Lathes

Okuma LC-20-2ST, OSP-3000, 4 axis,
8" Chuck, Twin 8 Station Turrets,
1982, M-2 CNC, \$49,000.

Okuma LC-40-1S, OSP-5000wIGF,
15" Chuck, 48" Turning length, 1984,
\$110,000.

Taklsawa #TS-25, 1983, Fanuc 6T-B,
10" Chuck, 51" Centers, 25HP, Chip
conveyor, \$49,500.

Boring Mills

6" Gray Floor Type, 1968, 10'x31'
Travels, 9'x12' Sliding Rotary, Floor
Plates, DRO, \$225,000.

5" Gray Floor Type, 72" Vert. 23'
Horiz. Travels, DRO, Floor Plates,
Retracting Column, 1955, Power
Drawbar, \$79,500.

5 1/8" Kuraki KBT-13DXA,
118"x78"x54", Fanuc 15-M CNC, .001
indexing, 40 ATC, 1992, \$575,000

LOADED.

Frank Bacon Machinery Sales

EDM Machines & Power Supplies
1-800-394-4280

Drake Corporation

St. Louis, MO

For Sale: Used Bana Welders Recently

Rebuilt: Fahringer Model W-15

Capacity: 1 1/4" for \$1,100.00

Stryco Model W-20 Capacity: 1 1/2"
for \$1,750.00.

Ph. 314-645-3539

Fax 314-645-3398

Contact: Tom Hall

Directories

Surplus Record

312-372-9077

Rand Machinery Exchange

212-226-5356

Locator

301-585-9498

Used Equipment Directory

800-526-6052

TMS Machinery Sales

1-800-888-4244

Surplus Center

1-800-488-3407

Mohawk Machinery, Inc.

513-771-1952

American Science & Surplus

708-982-0870

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 4LB
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

ORCA News
"Used Machine Tool Specialists"
4900 Highway 169 N suite 308
Minneapolis, MN 55428
612-535-1774

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If you get this newsletter and don't want to get one please just call or fax us at the 800 numbers and we will be happy to remove you from our mailing list.



Tooling Components Company Adopts Owner's Name

Hickory, NC -- Anthony DeHart, president of a Hickory-based manufacturer of cutting tool components, announced this week his company will now bear his family name.

DeHart Tooling Components, Inc., formerly Sigrist Company, supplies professional tooling manufacturers and distributors with high quality, ready to braze cutter bodies and insert tooling components. The company has been developing its product line over the past 11 years.

"When I purchased Sigrist Company, it was a sales and marketing organization," DeHart explained. "We have transformed the company into a manufacturing based firm with a very complete product line. This name change not only reflects the company's capabilities, it also is a reflection of the level of confidence I have in our products and services. We have established very high standards for every aspect of the business and are now very proud to serve our customers under the DeHart name." He added.

De Hart has invested heavily in advanced technology to insure his company's long term position in the tooling market. The company is committed to production extremely high quality components with very short delivery times. It is dedicated to forming long term partnering relationships that further the development of insert tooling manufactured in the USA.

DeHart Tooling Components, Inc., is located at 1433 9th Avenue SE

Ph. 704-322-1734 Fax 704-327-4845.

At

Carbide Processors, Inc.

YOU Are in the Driver's Seat

You have supported our core business of 14 years, pertaining of saw tips. Most of you even tell us that our quality is second to none. We strive to make our pretinning with the quality that you have come to know and expect from us every time we work for you.

You have asked us to branch out. We make shims and preforms, bond them to your carbide tips and do some custom brazing. We can supply your brazing alloy needs, whether it is wire, silver alloy ribbon or trimetal.

You have requested a pretreatment for your tips before they are pretinned to improve wetting, bonding and tensile strength -- our R&D department is continually working to improve technology for our industry. **Ask** your saw or tip manufacturer for **Carbide Processors Pretinning**.

That's how you get better saws!

Please Note: This source list is compiled by the publishers of this newsletter as a service. If you have something you would like to see included in future issues, please forward your request or source info to us at Carbide Processors, Inc. 800-348274 or Fax 800-707-5802.

Carbide Processors, Inc., Newsletter by Tom Walz November/December 1995. The Carbide Processors, Inc., Newsletter is published at 2733 South Ash Street, Tacoma, Washington 98409. Phone 800-346-8274 Fax 800-707-5802. © 1993 Carbide Processors. All Rights Reserved. Note: Guest articles do not necessarily reflect the views of the publishers. Information reported herein is compiled from sources believed to be accurate; however, the publishers do not assume responsibility for errors or omissions.

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