

# Carbide Processors Inc.

## Newsletter

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### Terry Payne Sets New Standards

We got a call from Terry Payne at B.H. Payne Co. in East Point, GA.

Terry had a really technical question about trace metals in brazing alloys. Specifically Terry wanted to know if there was any Cadmium at all in Cadmium free alloys.

The American Welding Society (AWS) sets standards for alloys within one tenth of a percent. (0.1%). Trace elements are set at one one-hundredth of a percent. (0.01%). Our suppliers analyze every batch to one one-thousandth (0.001%) or one ten thousandth of a percent (0.0001%).

The report Terry called about analyzed alloy to one part per million. Although the alloy was completely legal and within AWS specifications Terry wants it as good as he can get. We have now asked our suppliers to set specifications to one part in three million. They should be able to meet it continually.

The braze alloy you buy just got a little better because Terry Payne asked a good question.

### ISKA is a good deal

The International Saw And Knife Association has some of the smartest, hardest working folks in the industry as members. If you do not belong it is certainly worth checking out. They offer excellent training and a referral network. Call Ron Serwa, Vortex tool (715) 355-7707 the annual meeting is in Boston, MA on August 8,9,10.

### Eagle has a winner

Eagle International Carbide (800) 633-8068 has a new grade of carbide called EZ 25.

The folks at Eagle are very conservative and are only willing to admit, "it has been successful where used". The reports from the field are saying that this grade is proving to be more wear resistant as well as harder to break.

We are putting our High Impact braze alloy on these tips and we are solving some really extreme breakage and tip loss problems.

### Alloy Suppliers

We have been getting good results from Dan Sylvester at Prince & Izant (800) 634-0437. They have good prices and they keep their promises about delivery. Engelhard (800) 631-2241 has excellent quality and has really shortened delivery times. Turbo Braze (800) 526-4932 is new into wire alloy with excellent quality and very competitive prices.

### Peerless Increases West Coast Inv.

Peerless warehouses tips at Carbide Processors so they can provide better service to the western US. We do not sell these tips. We do this for Peerless and we offer to do this for any carbide supplier who wants us to do it for them. We do this no charge as a service for our customers.

### Northwest Research Institute, Inc.

We are starting to use the name Northwest Research Institute more and more. We are still Carbide Processors and we are still doing pretinning. We are also doing other things and getting into other areas where the name Carbide Processors is confusing. For example, the college teaching and the consulting work we do with non-manufacturing businesses.

It is still us. We are still doing pretinning. It is still extremely important to us but it is no longer all we do.

### High Impact Alloy is catching on

High Impact braze alloy makes better saws and tools. It keeps tips on saws and it helps keep the tips from breaking. It is also safer than alloys with Cadmium and much less likely to get you in trouble with the government.

We found this alloy about a year ago. Now over 150 companies are using it. Some companies are switching to it completely. It is easy to use and it is effective.

Hundreds of people have tried the alloy. Only one person has decided to stay with our standard alloy. This is important because the people testing this alloy work in saw mills and saw shops. The alloy makes a difference they can see and appreciate.

## Nice folks

### New Man at Multi-Metals

Gus Denney is the new V.P. Sales & Marketing at Multi-Metals. Gus stopped by here a couple weeks ago. He seems like a nice guy who is very interested in customer service.

Roy McKim was very well liked and very well respected. He will be a tough act to follow but I think that Gus will be a worthy successor.

### New "Shipping Clerk" at Sintex

Oliver Castillo is a new man at Sintex. When I asked him what his title was, he said "shipping clerk". I asked Oliver if I could promote him to sales. He said no. "If you did that people would be looking for me".

Michelle thinks he is really smart with excellent people skills. You could call Sintex at 503 357-9510, buy some carbide and see what you think.

## Report on the Portland show

### Carbide Alloys

I got to talk to Tony Green, which is always a treat. Tony was complaining about all the time that he had to spend jet setting around the world. Tony is doing a lot more international business. Fortunately George Morgan is incredibly capable of running things in the US. Tony and George have two different personalities. Tony tells a lot of stories and is a lot of fun. George is rock-solid dependable. They are both intelligent, successful men. Talking to the folks in the booth also made it completely clear that, as nice as both men are, neither was anywhere near as charming as Carmen Morgan.

There were rumors that Carbide Alloys has a new carbide grade coming off the design board shortly.

**Eagle International Carbide** sent Richard Comer and Klaus Jensen out for the show. The big news was the new grade of carbide.

**Multi Metals** sent out Gus Denny, Don Williams and Sharon Simpson. Meeting Sharon was a real treat. She is even nicer in real life.

**John Schultz of Super Thin Saws** gave an excellent presentation on thin kerf sawing.

**Wright Grinders** has a new CNC grinder. I have been following and admiring Jim and Helen Wright for years. They deliver excellent quality, service and prices. I have at least one customer switching from European machines to Wright machines. You can't beat the price, the accuracy is very good and spare parts are fast and reasonably priced.

### Booth War is Over

For years there was competition among some companies to see who could have the biggest booth. Now saw sales are a lot more technical and are being done in the mills. It looks like there may have been some sort of agreement to get the booths down to a more reasonable size.

**Paul Pichette of Laser Blade** was down from Canada. I got to thank him personally. I bought some of their stock for my kids college fund and it is doing nicely.

I asked **Tim Gase, President of Peerless**, about thin kerf plates with double tapers. He said they were hard to make but they had some things that were coming up to make them even better. Then he showed me pictures of his kids. He does have cute kids.

## Staff Notes

### A New Citizen

Isak Rossovsky, our head or Research, is now a US citizen. Isak came here from Russia. He has always wanted to be a US citizen. Now he and his nice wife are citizens. They have jobs, he has his first US patent and his wife even talked him into taking a vacation in Hawaii.

### Not my Hummer

We have a Hummer parked in front of the shop. It belongs to our accountant, Debra Sadberry. Debra was a sergeant in the 82<sup>nd</sup> Airborne and her husband is a sergeant in the Rangers. They liked the Hum V's so well they bought one of their own.

### Michelle trains an assistant

Michelle told me that if she had an assistant sales would go up and I would make more money. It sounded like a good deal so we hired a nice young lady named Wendy Sorensen.

Wendy started on a Friday. That afternoon Michelle came up with an excuse to use my convertible so she and Wendy could go riding around in the sunshine.

## For Sale

### Dewey Saws in Hesperia, Ca.

619 244-8966

Is selling a Hanchet 66" knife grinder, Vollmer VODO D-1000, Hernault Batignolles Tracer lathe, and more.

# Safety, Health and the Environment

This page and the insert are devoted to a couple of topics that are very important. They are also disturbing to a lot of people. We are going to tell you the truth about some issues.

Because customers asked, I went back to college and I am finishing a graduate program in Environmental Management at the University of Washington this spring. We have developed and added new products and services to address these issues.

There are two reasons I am hesitant to write this article. First, a lot of people get upset at getting bad news. I decided to write this article for the people that want honest facts and who will not get mad. The second reason I hesitated is that we make equipment to address these issues. And I do not want to seem like I am causing fear to sell product. I do not sell that way.

The EPA (Environmental Protection Agency) and OSHA (Occupational Safety and health Act) inspectors are going to be targeting wood related industries and small businesses.

If you ignore the problem then you will be caught and fined sooner or later.

## OSHA

This is designed to protect the worker in the workplace. Saw and tool grinders have special concerns in two areas.

Grinding coolant is also a problem. It causes skin problems and it causes lung problems. The less splashing there is the better it is.

Grinding coolant also has metals and particles in it. These are inhaled when the coolant is splashed and people breathe them in. It is impossible not to breathe any grinding coolant if you are working

## The World Changes

around it. Clean coolant will cause less damage more slowly.

## Cadmium

Cadmium is a serious health hazard. It is setting you up for big fines and it is unnecessary.

Cadmium kills people. It causes cancer; it damages lungs and livers. There is no doubt about it being a serious health risk. Cadmium can also cost you your business. If you are using Cadmium you can be liable for large fines. Even if you previously used Cadmium and still have the dust on your walls and ceilings you can be set up for a big fine (\$30,000 in one case). The government can and has come in and shut plants and shops down until they are completely cleaned to government standards.

## EPA & Hazardous Waste in the Filing Room

If you grind saws and tools you may be a hazardous waste generator. This seems to be particularly true if you grind some of the high chrome and cobalt alloys that are replacing carbide.

A major area of concern is used grinding coolant. Used grinding coolant contains metals from the grinding that can make the waste hazardous. The big problem for a lot of shops is Chromium.

The law specifically identifies eight metals as being hazardous waste. These are Arsenic, Barium, Cadmium, Chromium, Lead, Mercury, Selenium and Silver.

The law typically divides hazardous waste generators into three categories, Exempt, small quantity and large quantity. The important numbers are 220 pounds per month and 2200 pounds per month. If you generate less than 220 pounds per month you may be exempt. Between 220 and 2200 you may be a small quantity generator. Over 2200

pounds a month and you are probably a large quantity generator. 220 pounds is about thirty gallons of used coolant a month or about one sump changed once a month.

It is almost certainly illegal to grind saws and tools and then just dump your grinding coolant down a sewer, storm drain or into a septic tank

We have additional literature on these issues. These issues are important but the solutions are very achievable. A little work and not too much money can really make big differences.

## Fitt Saw gets Free Research

We talked to Michael Billin from Fitt Saw in New Hampshire at the Portland show.

Mike is one of those people we like to think of as typical in our industry. He is intelligent, hard working and always looking for ways to do things better.

Mike brought up some questions on coolant waste disposal that we had not really considered before.

We helped him solve his problem with a couple thousand dollars worth of free research. We did the research free because it was a new problem and we had an intelligent, cooperative customer.

If you have a problem or concern that we can help you with and that might lead to a product or service for us we will be happy to work with you. Our policy is to work with the first person free during development and then sell the results to others.

There is a radio commercial that offers a program to help you improve your life. This one says that if I tell the nice lady what I love then she will tell me how to be happy and successful for \$200. I decided to try and figure it out on my own and save \$200.

I love what I do for a living. I would like to keep doing what I am doing. Maybe make a little more money at it. Maybe take a little more time off.

Unfortunately, the world changes. I started working for Systi Matic Co., Inc. sixteen years ago. We still do a lot of work for them but it is different work. In addition they have bought automated equipment so they are automating some of what we used to do for them. I was very fortunate to get started by Systi Matic Co., Inc. and I have been lucky to have Rich Budke to give me advice over the years. Rich is a very fine, honest man who is extremely intelligent.

What has become clear is that a program of making more money with less work and no changes is not going to work. I am learning to do new things and getting into new projects in new markets. I am making more money and having more fun but I am also working harder.

I am writing this piece for two reasons. First, if you are not lucky enough to have someone like Rich Budke in your life then I can pass his advice along. "The world changes. You need to keep trying new things and doing new things just to stay even." I like my idea of getting rich doing nothing but that idea does not work and Rich's idea does. The second reason I wrote this is that Rich says he reads every word so I thought I would mention his name. Hi, Rich, and thanks.

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