

Side Grinding: Put More Money in YOUR Pocket

By Jeff Goltz

What's an easy way for a grinding shop to increase profits with just a small investment? Many shops are adding side grinding and retipping to their sharpening expertise. If you're not, you might be losing out on business because your potential customers are shipping their blades to shops that can retip and side grind. These shops get at least \$0.50 to \$1.00 per tip for replacing tips. That's money not going into your pocket, but someone else's.

Here's what you will need to get started in side grinding: A tipping table, a set of torches (most sharpeners already have these) and a side grinder.

Side grinding impacts both the radial and tangential angles of a carbide tip. It's important that the side grinding is done properly. If not, the result will likely be a premature wear of the saw. This can create a burn line, which is caused by friction when there is not a proper tip-to-body ratio. The other thing that can happen if the alignment is not correct is a "blow-



The uniMAX DUO Automatic Dual Side Grinder from Colonial Saw takes sharpening to the next level at a reasonable price tag.

To see side grinding in action on this machine, visit www.csaw.com/videos/UNIMAX_DUO.wmv

out," which is when the wood splinters and breaks away. When a blow-out occurs, the piece of wood the person is working on is completely ruined, i.e. one side of the picture frame is destroyed when the wood splinters away.

What should you look for in a side grinder? For shops just starting out in side grinding, Colonial Saw offers a manual dual side grinder --a uniMAX DS700 as seen in this newsletter's Product Spotlight--for \$9,200. It is our least expensive side grinder. An added benefit of this machine is it is easy for an operator to use and set up.

Shops who are servicing the secondary wood industry and

metal accounts and sharpening more than 200 teeth a week might consider the uniMAX DUO Automatic Dual Side Grinder. This machine takes side sharpening to the next level at a reasonable price tag.

Large shops and manufacturers looking to do innovative side grinding geometries or high volumes of say 1,000 teeth or more per week, should look at the UTMA AF801 CNC Automatic Dual Side Grinder. (See more on this and all our side grinders in this newsletter's Product Spotlight.)

Regardless of your shop's volume, side grinding will bring in more money and most importantly,

it provides you with control over the quality going out the door. This equates to satisfied customers, who return with additional business. That's more money in your pocket!

Note to Reader: Jeff Goltz is Colonial Saw's Southeastern Sales & Service Engineer. He can be reached at 1-980-722-6964 or email him at jgoltz@csaw.com.



The uniMAX DS700 Manual Dual Side Grinder (shown above) is an ideal machine for a price conscious small shop doing less than 250 teeth per week who want to expand their services to customers.



For more info:
1-888-777-2729
www.csaw.com
info@csaw.com