



The best way
to cut concrete™

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CUTTING COMMENTARY

It has been some time since our last publication, and I thought I'd update you on the state of progress relative to our mission and business. Due to strong customer support, 2004 has been an excellent year of growth for ICS with multiple sales records. Our production has been bumping up on capacity limits all summer long, and we have now made key investments and plans to ensure added growth and service. 2005 promises even more opportunities for our employees and customers worldwide, specifically:

1. A new product family and brand, REDZAW®, including diamond chain pricing at breakthrough low levels.
2. New professional series products for the first time in several years.

Thanks for reading and making both The Upper Cut and our vision successful.

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THE UPPER CUT

The Diamond Chain Technology Publication
September 2004, Volume 5, Issue 2

ICS IN ACTION

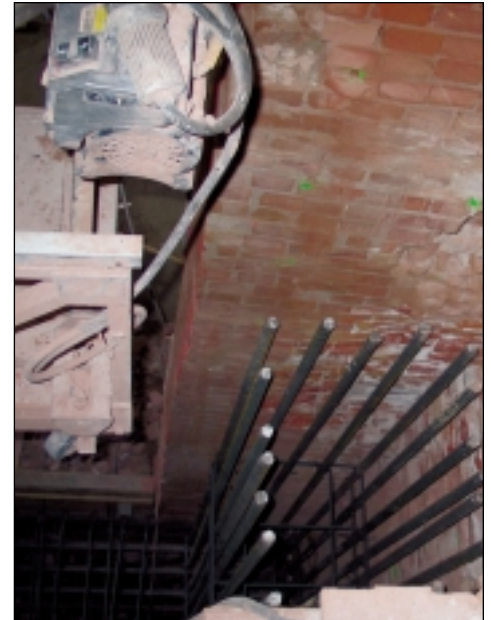
Seismic Upgrade to Sacramento Cathedral

Originally constructed almost entirely of un-reinforced brick, this beautiful Cathedral is undergoing a massive restoration project. The primary reason for the restoration project is seismic upgrade.

Construction on the historic Cathedral of the Blessed Sacrament, located across the street from the State Capitol Building in down-



town Sacramento, was started in 1887 and completed in 1889. Restoration will include the reopening of the central dome which has been obstructed by scaffolding and shoring since the 1930's.



This retrofit involves cutting "keyways" into the 80-foot tall, un-reinforced brick columns that support the 500,000 ton dome, installing rebar and then back-filling with concrete to heavily reinforce the columns.



The project started with excavating the basement to allow for a new, reinforced concrete floor and involved the removal of some complete walls and other various sized

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CONCRETE ANSWERS

This section of The Upper Cut is dedicated to providing tips and examples to help users be more successful when using Diamond Chain Technology.

Proper Use and Cutting Tips:

Starting a Cut:

The best way to start any cut with a concrete cutting chainsaw is to plunge cut. Simply rev the saw up to full RPM and slowly push the nose of the bar into the material. Unlike a wood cutting chain saw, there is no kick-back. In fact, cutting with the nose of the bar, plunging straight into the wall is the fastest method of cutting and the preferred method of starting all cuts.



Making Your First Cut:



- Outline the cut with a permanent marker.
- Start the saw and after a brief warm-up period, rev and hold the trigger on full throttle. Always use full throttle when cutting.

- Carefully align the nose of the bar with the cut line, slowly touch the wall with the chain and plunge straight into the wall.
- Push hard enough so that the engine RPM drops 20 to 30%. If the chain is stalling in the cut, you're pushing too hard. If there is very little difference between free running full RPM and the cutting RPM, you're not pushing hard enough. Listen for the "sweet spot" and maintain that RPM throughout any cut.
- Keep steady, firm pressure on the saw as the chain is cutting. This will prevent chain bounce and chattering and help extend diamond life. Minimize arm motions.
- Use the Wallwalker® to make cutting easier. Insert the point of the Wallwalker® into the cut and pull up on the rear handle.



Additional Cutting Tips:

- For the straightest cuts use the "step cut" method. After outlining the cut, score the entire cut line approximately a half-inch deep using the nose of the bar. Next, deepen cut by about two inches. Then plunge all the way through and complete the cut using the Wallwalker® as a lever.
- Plunge cut instead of starting on top of a wall. Plunge cutting generally results in a straighter start. If the cut doesn't start straight, it will not finish straight. Also, plunging is the fastest and easiest mode of cutting.



Sometimes, it's hard to cut straight with a hand-held tool. We've all experienced this and it can be very frustrating. Here's a few tips to help cut straighter.

- When cutting heavy rebar, slowly "rock" the saw over the rebar so that you're always cutting concrete as well as steel. This will help keep the diamonds exposed. Also, expect less chain life when cutting heavy rebar.
- Maintain proper chain tension. The tensioning rule of thumb for a chain-based cut-off saw is: "The chain should be tight but must be able to be pulled around the bar by hand"
- If the saw begins to cut consistently crooked, turn the guide bar over and use the other side. If the problem persists, dress the worn rails with a belt grinder. Note: The normal life of a guide bar is two to three chains. Heavy rebar can shorten bar life.
- When using a new chain, it may be necessary to "open up" the diamonds. To do this, make a few cuts into an abrasive material like a cinder block. Opening the diamonds will increase the cutting speed.
- START STRAIGHT - A lot of times a crooked cut is simply caused by not starting straight. Whether it be a cut-off saw, a chain saw or a core bit, if you don't start straight, you will never finish straight. Hand saws are not very "steerable". Once they start going off-line, there's usually no way to steer them back. About the only remedy is to pull out and restart back on the cut line.

- Have a helper watch from the side when you are starting the cut and advise when you are square.
- When plunging, push straight down the center of the bar. Any sideways force on the saw can cause the tip of the bar to begin veering off-line. Also when plunging, don't push too hard! The bar can deflect and cause a crooked cut. Be patient. Let the diamond segments do the work.

BAR MAINTENANCE - Once a saw begins to consistently cut crooked, whether it is hand-held or SpeedHook® mounted, the bar rails have probably started to wear unevenly. At this point, the best thing to do is

stop and turn the bar over to get a fresh set of bar rails working. At the end of the day, dress the bar rails with a belt sander back to square. Don't continue to cut with a bar with unevenly worn rails. Remember, you can't steer the cut back to straight and a worn bar can cause uneven wear on the chain making it cut crooked even when installed on a new bar.

If you have any questions or comments or would like a specific topic discussed in a future "Concrete Answers", please contact ICS at service@icsbestway.com.

SOLID FOOTINGS

Brad Ruffalo, of Pacific Coast Awning uses an ICS® gas saw to cut into a six-inch thick slab in order to pour footings for an awning to go over this patio.



NEW ICS 853PRO-F CONCRETE SAW

853PRO-F Concrete Saw provides flush cut capability.

The 853PRO-F Flush-Cut Saw has all the durability, reliability and cutting speed for heavy commercial use as the other ICS® PRO Series saws plus the ability to cut flush to a wall or floor. Now general contractors and engineers need not be afraid of specifying difficult jobs.

The 853PRO-F Hand Held Saw is built on the 853PRO Series Hydraulic Saw platform and will use exactly the same PRO Series diamond chains and guide bars as other hydraulic-powered chainsaws. Now all the utility offered by the concrete cutting chain saw, like square corners without over-cuts and the ability to plunge cut into concrete up to 24-inches, is even further enhanced with the ability to cut 0.090" flush to a wall or floor. The 853PRO-F uses a proprietary rim style sprocket and non-traversing tranortorque® adapter combined with a customized mounting design.



CUSTOMER SPOTLIGHT

Lonergan & Son, Inc. of Harlem, GA.

Lonergan & Son, Inc. uses an 853PRO saw to cut down over-sized, precast storm sewer boxes in a new subdivision near Augusta, SC. They used the auxiliary hydraulic output from the Bobcat on the job to power the saw. According to Mickey Lonergan the 853PRO saw was "much faster than diamond circular saw and easier on the operator". It took Mickey's crew only 2 hours to cut down four of these boxes.



LANDSCAPE SOLUTIONS

Pete Andrusko, President of Northwest Hardscape Solutions was looking for a better way to cut the base of these large basalt columns for use in building landscape fountains. After this demo, he bought an ICS® 853PRO hydraulic saw.



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openings. This job eventually required more than 2,100 feet of chain-sawing, mostly in 24-inch brick.

Austerman Inc., Concrete Saws, Drilling & Breaking of Sacramento was the professional cutting contractor on this job. Austerman used two ICS® 853PRO hydraulic saws on this job. According to Leo Palmiter, the estimator for Austerman, "The ICS chain saws were invaluable. We couldn't have done it without the chain saws."



We at ICS want to thank the people who sent in these photos of our products in action. Unfortunately, these came to us with no identification. If any of these pictures belong to YOU, we'd love to hear from you!



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September 2004, Volume 5 Issue 2

ICS WELCOMES NEW TEAM MEMBERS

The ICS team keeps growing. Expect to see these faces in the future.

Chris Makinen
Vice President of Sales & Distribution

Chris joined ICS in late August from United Rentals Inc. in Greenwich, CT, where he most recently served as Director of Supply Sales, Marketing and Purchasing. Prior to this, Chris worked for both The Home Depot as well as Black & Decker, in the Dewalt power tool group. Chris is a driven, results-based professional who we expect to lead the realization of our full distribution and sales potential.



Kent Johnston
Marketing & Technical Support Manager – REDZAW

Kent joined ICS on July 1 from a storied background in the commercial diving and construction project management industries. Additionally, Kent speaks multiple languages from his past career as a professional athlete in Europe. Kent is a hard working, creative professional with contractor orientation who will lead the vision of our newest product line concept.

