



# Sharp Edges

Hamaguri ® USA  
217-422-0911

www.sharpedgesinil.com www.hamaguriusa.com

Home of the **Advanced Hamaguri Flat Hone Sharpening System:** a superior honing machine.

*One on One training is offered by Master Sharpener Dennis Brooks. The Hamaguri Systems and training have proven to be top notch in producing excellent results for all professional sharpeners. Call today to make your appointment!*

We are an Authorized Training Center for Wolff Industries and Treyco Clipper Blade Sharpening. Training is also available for knives.

## 1ST PLACE EXPERIENCES

by Josh Freund

I was really excited to attend the International Beauty Sharpeners Association (IBSA) Convention in Las Vegas, November 1-3. This year's convention had a decent turnout of about 35+ sharpeners. I am looking forward in the years to come to an even bigger turnout. Conventions like these give sharpeners like us the opportunity to meet fellow sharpeners around the world, giving us fresher ideas and different perspectives on our industry. My main goal for attending this event was to compete, and

Continued on Page 6 . . .

## WOLFF INDUSTRIES, INC.

Manufacturers of the world famous

Twice as Sharp®, Ookami Gold® and Hira-To®

Scissors Sharpeners. Check out their

Wolff® line of high quality

Dog Grooming and Beauty Shears and the Ookami® Series. Their elite line of high end salon shears

For Details Call Wolff Industries at 1-800-888-3832



I can accept failure, everyone fails at something. But I can't accept not trying.

– Michael Jordan

. . . Continued from the sidebar on Page 4

in the Wolff Set Adjusting Tool about half an inch **behind** where the problem is. You should then bend the blade inward, working your way up the blade to the tip.

Most of the time, working just the inside blade by bending it into the outside blade will solve the problem. If this doesn't work, give me a call at Wolff and I, or one of the Technicians, will do our best to help you overcome the problem.

## WOLFF/ EDGE PRO SHOW

By Jim O'Donnell

Howdy! I just wanted to give you a heads up that Wolff and The Edge Pro are working on putting on a combined show together. It looks like the show will be mid-March and in Ankeny, Iowa so we can do tours and visits with Jason at his shop. We've run into a few scheduling issues, so I don't have a firm weekend yet, we will hopefully have that stitched up the first week of this month. Once I have a firm date you will see an

Continued in the sidebar on Page 6 . . .

A goal is a dream  
with a deadline.  
– Napoleon Hill

. . . Continued from the sidebar  
on Page 5

announcement here, in a Wolff  
Prints I'll put out from Wolff In-  
dustries, and on my blog Jim  
Sharp:  
[www.jimsharp.blogspot.com](http://www.jimsharp.blogspot.com)

In the meantime, if you'd like to  
get notification before anyone else  
because you plan to come, please  
give me a call at Wolff at 800-888-  
3832 or call The Edge Pro at 866-  
963-1990. There will be limited  
seating, so it will be first come first  
serve as usual. The show will be  
over a weekend, most likely March  
14-15; **but remember** we are still  
firming everything up, so that may  
still change. The price to attend will  
be \$89.00 per person and as al-  
ways, the show will be jam packed  
with information that will help you  
both on the sharpening side and  
the business side of your business.  
If you have any questions concern-  
ing any of this, please feel free to  
call or email me, I'm always happy  
to help. I look forward to seeing  
many of you at the show.

**PLEASE BE SURE  
TO SUPPORT  
ON THE EDGE  
ADVERTISERS!!**

## NEBRASKA BLADES

Manufacturer of world famous CS-101 2000 clipper blade  
sharpener and its companion, CS-100 2003 (Little Red).

We sell the Wolff Twice as Sharp® and Ookami Gold® shear  
sharpening systems.

We sell the Scimech flat hone for the professional sharpeners.  
We stock inverters, demagnetizers blade washers, grits, rabbit fur  
and other blade sharpening accessories.

We routinely sharpen thousands of blades every year (18 years),  
so we can answer most of your blade/shear questions.

**709 N. Columbia Ave, Seward, NE 68434  
1-877-643-4885**

**[www.nebraskablades.com](http://www.nebraskablades.com) [nebraskablades@gmail.com](mailto:nebraskablades@gmail.com)**

. . . Continued from Page 5

get certified with the IBSA. It was my very first time competing  
at any of the sharpeners conventions. However, I am proud to  
share that I took 1st place in this year's sharpeners competition!  
It was fun, but nerve racking; considering the 2 1/2 hour time  
limit and also having to sharpen 4 different types of shears.  
Although I took first place, judging this year was a little more  
strenuous in that we had to have a score of 900 or more to  
qualify for Master sharpener and also to win the grand prize of  
\$3,000. I was just 15 points short of achieving that status.

I look forward to attending this event next year and competing  
to try again at Master sharpener. A master at their skill is some-  
one who is constantly growing, expanding, and evolving and I  
look forward to having the opportunity to prove myself again.  
As an authorized Wolff trainer, it's a new prospective I can give  
my students to prep them for any future competitions they may

Continued on Page 7 . . .

## AMERICAN SHARPENING Institute for Sharpener Training



**Learn to Sharpen Clipper Blades!**

**Learn to Sharpen Shears!**

**Go Out on Actual Sales Calls!**

**\*\*Now Teaching Clipper Repair!\*\***

**We Teach the Whole Package!!!**

**Wolff Approved Trainer**

[admin@americansharpeninginstitute.com](mailto:admin@americansharpeninginstitute.com) [www.americansharpeninginstitute.com](http://www.americansharpeninginstitute.com)

**888-366-5955**





Entrepreneurship is neither a science nor an art. It is a practice.  
– Peter Drucker

## GATE KEEPERS

By Stephen Toth

### Editor's Note:

Over the past two months I've had a huge number of calls asking me how to get past gate keepers in salons. A few years ago a friend and fellow sharpener wrote this article below for me that I thought would be helpful to share with my readers again. If you have any questions about this article or if you're having trouble getting past gate keepers, please give me a call at Wolff and I'll give you even more pointers I've learned over the years. Here's what Stephen wrote:

Over the years, *On the Edge* has shared many articles with us regarding the "dreaded gate keeper." Perhaps you will read this and think, "Yes, I have tried that," but hopefully, it will give you another approach to have in your arsenal.

Many sharpeners neglect to pay these receptionists the same amount of personal attention that we shower our stylists with; mainly because we feel we can't make any money from them. In an industry

Continued in the sidebar on Page 8 . . .

. . . Continued from Page 6

choose to enter as well. Even though I didn't win the \$3000.00 prize, I didn't leave empty-handed for 1st place. I was informed by Rob Sheets, one of the convention organizers, that I will be awarded a \$500 prize! More importantly than prize money though was my fellowship with other sharpeners, networking, and meeting new vendors who shared with me their personal history in this industry; as well as getting the opportunity to see new shears coming to the market. Especially notable to me, was meeting Mr. Yasuhiro Ono of the Navi Shear Company from Japan. He has some really interesting methods for hammering set in shear blades, free-hand sharpening, and stropping of shear blades.

In closing, venues like these ultimately help us sharpeners to raise our standards, build more confidence in our practice, improve our skill sets, and eventually make more money. I look forward to attending more sharpeners conventions like these to stay on the "cutting edge" of our industry! :)

### Editors Note:

Joshua Freund is a:  
Warranty Master Sharpener Fromm and Jaguar  
An Authorized Wolff Trainer  
and Owner of Kut Above Perfection Sharpening  
[www.kutaboveperfection.com](http://www.kutaboveperfection.com)

**Scissor Screw Assortment**  
40 pcs  
\$40.00

**Adjustor Knob Assemblies**  
\$4.00 ea  
(8 types)



**Precise Cut Scissors**  
Scissor Cases  
Clipper Parts  
Flat Hones  
Training & More



Large Rubber Inserts  
5 Colors



Sparkle Gel Inserts  
4 sizes, 4 colors



Assorted  
Scissor Parts

120 Fourth Street • Mt. Wolf, PA 17347 • (888) 742-7745 • (717) 266-7348  
e-mail: [info@precisionsharp.com](mailto:info@precisionsharp.com) • [www.precisionsharp.com](http://www.precisionsharp.com)