



NEWS FROM THE CUTTING EDGE

Helpful Tips From The Professionals At Hyde IBS

HYDETM 140

Industrial Blade Solutions **Years**

As the saying goes, "innovation is the mother of design". In this issue, we spotlight a distributor who thinks about their customers' business applications and goes beyond the call of duty in bringing them solutions. We also feature a manufacturer who got very creative with one of our existing products, increased their efficiencies in the field and created a new line of business for the company in doing so.

We'd like your feedback on what you would find helpful in upcoming issues of The Cutting Edge. E-mail us at info@hydeblades.com

CUSTOMER SPOTLIGHT:

BEARING HEADQUARTERS STEPS UP ITS OFFENSE FOR OEM CUSTOMER

When going 0 for 0 is a good thing.



Bearing Headquarters (BHQ) is a bearing and power transmission distributor covering the Midwest operating 33 locations across the region. BHQ was founded in 1934 and today is a major player in the Midwestern industrial distribution market. In 2011, Hyde and Bearing Headquarters started working together, selling machine knives and industrial blades to BHQ's many manufacturing customers.

One BHQ location in particular has had great success with Hyde products. They have a relationship with an OEM equipment manufacturer whose equipment incorporates industrial blades. This customer was having major issues with their previous supplier with blade rejections/failures approaching 30% costing the OEM both time and money.

BHQ stepped in, and in conjunction with Hyde, was able to test 4 different blade specifications in April of this year. Based on very successful test results, the OEM has expanded the range of products they are ordering from BHQ and Hyde to where they presently order 24 different specifications of Hyde blades! The result to date is **zero** rejections and **zero** failures. This represents an annual savings of \$60,000 for the OEM, not to mention the reduction in blade failure liability risks.

By knowing its customer's business inside and out, BHQ was the ultimate team player and was able to provide a solution to save the OEM both time and money. With results like those above, we expect Bearing Headquarters to be in the game for a long time to come.



TRADE SHOW SCHEDULE

Visit us at these upcoming trade shows or conventions:

January 11-13, 2016
Northwest Food Processing Expo (Food Processing), Portland, OR

January 26-28, 2016
International Production & Processing Expo (IPPE) (Food Processing), Atlanta, GA

February 17-20, 2016
IDCO Group Tradeshow (Hose/Belting), Atlanta, GA

March 6-8, 2016
Seafood Expo North America (Food Processing), Boston, MA

April 6-9, 2016
Coated Abrasives Fabricators Association (CAFA) Convention (Abrasives), Las Vegas, NV

April 16-19, 2016,
ISA Convention/Show (General Industrial), Rosemont, IL

April 29-May 3, 2016,
NAHAD Convention (Hydraulic Hose), Colorado Springs, CO





Leading the BHQ team (left to right): David Hancock; Gary Miller; Ross Haynes; Kevin Burke; Chuck McCrary; Greg Dovel.

Visit Bearing Headquarters website at www.bearingheadquarters.com.

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LEADING EDGE PRODUCT #1: **COMING SOON! NEW HOSE HOG HD BLADES FOR CUTTING OF HYDRAULIC HOSE**

Many of the best ideas for new blade applications come from our valued customers and distributors in the field. In conjunction with major hose cut-off machinery manufacturer, Marken Manufacturing, one of our tried and true blade technologies has proven itself again in another field.

Always striving to be at the forefront of hose fabrication technology, Marken partnered with us to adapt our patent-pending Meat Miser arcuate technology for hose cut-off operations. Together, we have developed what we believe to be the state-of-the-art blade design more efficient than standard double bevel or wavy scallop blades. New **Hose Hog HD blades** will be featured on Marken's new line of service saws – the M10ECO shop saw and the M10DC mobile van saw.

Hose Hog HD blades offer faster and easier cuts while generating less smoke and less dust in up to 6 wire hydraulic hose. Initially, the blades will be offered in 10" diameters to fit most standard shop saws.



For more information on Hyde blades for hose and tube cutting, visit: <http://www.industrialbladesandknives.com/markets/hose/>

LEADING EDGE PRODUCT #2: **LOOP KNIVES DESIGNED TO CLEANLY REMOVE FLASH FROM MOLDED PLASTIC AND RUBBER PRODUCTS**

Loop knives designed to quickly and safely remove flash waste and excess material from molded or extruded rubber and plastic parts are now available. **Hyde IBS Loop Knives** are manufactured with durable high-carbon steel blades for longer-term edge sharpness and long-life when removing flash from anything coming off production lines from bumpers to tires, and just about everything in between.

Each Hyde Loop Hoof Knife measures 6.5" in overall length and features a handy pick for hard-to-remove imperfections. The blades have a .515" diameter and 1.3" long cutting edge and are mounted to a HammerHead® molded handle. The handle is designed with a durable polypropylene core and thermoplastic elastomer soft grip covering to absorb the shock from scraping to ease stress on the user's hands, wrists and arms.

Precision manufactured by our hand knife experts, each cutting edge is CNC machine ground and sharpened on the inside. The blades can easily be resharpened with a belt sander or bench grinder for continued use.

Hyde is also proud to deliver the greater-good benefit of reducing our carbon footprint as a responsible corporate citizen.



For more information on Hyde Loop Knives, visit:

<http://www.industrialbladesandknives.com/category/press-release/>

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Visit us at Hyde IBS's company page on LinkedIn at:

<https://www.linkedin.com/company/5266567>

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