



NEWS FROM THE CUTTING EDGE

Helpful Tips From The Professionals At Hyde IBS

We travel cross-country to visit a distributor and their operation in Seattle while taking care of business at home by cleaning our shelves and offering great deals on great products. We hope you'll find something of interest to you and your business in this issue of The Cutting Edge. We'd like your feedback on what you would find helpful in upcoming issues. E-mail us at info@hydeblades.com

HEADLINE:

IBC RECOGNIZES HYDE IBS FOR OUTSTANDING CUSTOMER EFFORTS



At its 10th Annual Awards Luncheon, the Industrial Buyers Consortium (IBC), a national buying group, honored Hyde IBS with its **Strategic Account Management** award otherwise known as "The Sammy". This was the first time the organization had given the award to a supplier rather than a distributor. The Sammy recognized Hyde's on-going efforts with one of IBC's major end user contracts with a tire and rubber manufacturer covering 7 plants throughout the U.S. and Canada. Hyde provides a variety of large industrial blades to this company for a multitude of in-line and off-line processes.

Congratulations go out to our entire team here at Hyde IBS, as well as Dave Hancock Sales of Pleasant Hill, MO,

W.F. Dragen & Associates of South Barrington, IL and distributor Bearing Headquarters of Des Moines, IA and Rockford, IL for a job well done!

[Click here for more information on Hyde blades for tire and rubber manufacturing and converting.](#)

CUSTOMER SPOTLIGHT:

WEST COAST AND EAST COAST PARTNER FOR SUCCESS

Hyde IBS teams up with well-known distributor to create a prosperous relationship



TRADE SHOW SCHEDULE

Visit us at these upcoming trade shows and conventions:

January 28-30, 2014

Int'l Production & Processing Expo
Atlanta, GA

January 31-February 3, 2014

Int'l Hoofcare Summit
Cincinnati, OH

March 16-18, 2014

NetPlus Alliance National Meeting
Las Vegas, NV

March 19-20, 2014

Coated Abrasives Fabricators Assn Convention
Amelia Island, FL





L to R – Doug Freyberg, Rob Berg, Greg Hartje, Jim Freyberg, Nick Freyberg

Seattle is known for many landmarks including the Space Needle. Another institution in the city has been there longer than this prominent site and has created quite a name for itself. Hyde is proud to call **Ballard Hardware & Supply Company** a customer and partner in the region.

The company opened its doors to the public on April 5, 1952 when Lyle Hartje and Jim Freyberg pooled their resources, quit their jobs and ventured into business on their own. Lyle brought experience in pipe valves and fittings while Jim brought experience in fasteners to the new operation. Together they carefully selected additional product lines that would be valuable to the markets they planned to serve.

Ballard Hardware has been involved in seafood processing for quite some time and Rob Berg, Ballard Hardware outside sales rep, began marketing Hyde seafood processing blades in 2012. In early 2013, Hyde and Ballard Hardware hosted a luncheon for Seattle based ship-borne processors and from that event quite a robust business is growing.

Jim is still active in the company, while his son Doug, and Lyle's son Greg now manage the day-to-day operations. The company has grown into a full service industrial distributor and looks forward to building on the foundation that Jim and Lyle established for many years to come.

[Click here to learn more about Ballard Hardware & Supply](#)

[Click here to learn more about seafood processing blades from Hyde and obtain a brochure.](#)



Our Solid Steel Offer:
Receive a refund if
you are not satisfied
with our product in
the first 60 days!

[Request Information](#)

LEADING EDGE PRODUCT #1:

SPRING ISN'T ALWAYS THE TIME FOR CLEANING

Announcing Hyde's End-Of-Year Inventory Sale!

We are making room in our warehouses for next year's fashions. OK, well, models. So, between now and December 31st, Hyde is offering special pricing on two of its most popular tool lines including:



- 8" Lineman's Sharp Point Skinning Knife with notch (Model #67010) – 1" diameter with a 5" long red plastic handle. Priced at only \$7.40 per knife (a savings of \$3.12 per knife over list price).



- 15% OFF Fresh Water Seafood Blades
- All blades are new and designed for use in fresh water processing operations only. Available in limited quantities in sizes ranging from 120 mm to 250 mm in diameter, these blades employ proprietary manufacturing processes that impart a low or "smooth" Ra microfinish to provide excellent corrosion resistance

to the conditions found in freshwater seafood plants. This finish reduces friction during the cut and reduces the tendency of fish and waste products to stick to the blade. Cleaner blades last longer and cut more efficiently producing more yield and less waste. Act now before the inventory is fished out. First come, first served!

For more information and details on these blade specials, sizes and costs, **call us at 877-344-4762.**

LEADING EDGE PRODUCT #2:

THINKING AROUND THE BOX

New Knives For Case Sealing And Automatic Machines Seal The Deal!



Hyde's New Case Sealer Blades are available in many common sizes and can be made to order for specific sealing operations for original equipment manufacturer's machines such as 3M, Little David/Loveshaw, OK/Durable, Dekka, Belcor, Bestpack and Soco and many others.

Starting with a wide range of the highest grade alloy steels including powdered metals, Hyde employs proprietary processes in blanking, laser cutting, heat treating, grinding and polishing to ensure superior cutting performance of each individual blade. Manufactured in facilities with ISO 9001:2008 plant certification, durable Hyde IBS blades are engineered for long-life.

For more information, contact Eric Pfeiffer at epfeiffer@hydetools.com or **508-764-4344 x 2205.**

