



## NEWS FROM THE CUTTING EDGE

*Helpful Tips From The Professionals At Hyde IBS*

# HYDE™ 140 Years

Industrial Blade Solutions

At times, adversity can present opportunities for success. In this issue, we spotlight the case of one industrial distributor that is coming back stronger from a devastating disaster to service its customers. Opportunities also presented themselves to us at the recent IPPE Expo in Atlanta where we were able to meet with new and old customers alike. We also cover news about new people and new products in this issue of The Cutting Edge

We are here to help with any of your cutting, converting and processing needs. Have a unique application that calls for a solution? E-mail us at [info@hydeblades.com](mailto:info@hydeblades.com) and we can help you create new opportunities for your business!

### CUSTOMER SPOTLIGHT: A COMPANY AS TOUGH AS THE MATERIALS THEY CUT



As a phoenix rises from the ashes, Hyde customer **Industrial Carbide Saw & Tool**, Louisville, KY, overcame a tragic fire last October to rebuild operations to service customers. As covered in [Sharpeners Report](#), ICST established a new base of operations just 2 weeks after the fire. They are now operating at full capacity at their new location.

Industrial Carbide was founded by Charlie Crush in 1970, with a vision of serving industrial blade and knife users with superior products and relationship-driven customer service. As a manufacturer of circular saw blades and a seller and sharpener of bandsaw blades, machine knives and other products, ICST is the "go to" resource in their market area for applications support and fast and knowledgeable service.

ICST is entering its third generation of family ownership and has found great success running its business with a family feel, treating its employees and its customers as though they're all part of the extended family. And the results are plain to see, from the dedication of their employees in getting the business back on its feet after the fire, to the loyalty shown by its customers, sticking with ICST through that difficult "re-start" period.

Hyde Industrial Blade Solutions is proud to call Industrial Carbide a customer and a friend. We wish the entire ICST team the best of luck as they continue to rebuild, overcoming adversity to become something even better!

Visit Industrial Carbide Saw & Tool's website at [www.icstc.com](http://www.icstc.com)

For more information on the fire, please read the Sharpeners Report article at <https://lnkd.in/ek-DBXi>

### TRADE SHOW SCHEDULE

Visit us at these upcoming trade shows or conventions:

**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

**May 3-5, 2016**  
Texprocess Americas (Cloth and Textile), Atlanta, GA

**June 20-22, 2016**  
United Fresh 2016 Show (Food Processing), Chicago, IL

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ICST leadership team standing in front of a 92" carbide-tipped blade used for cutting aluminum ingots (left to right): Lewis Roy, Brian Crush, Chuck Crush and Chip Crush.



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

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### **LEADING EDGE PRODUCT #1:**

#### **WE ARE "OVER THE MOON" ABOUT OUR NEW HAND KNIFE**

Our new Hyde Half-Moon Hand Knife is out of this world! It is one of the most versatile tools we produce as it has so many uses. Whether you are cutting flooring, plastics, leather or rubber belting in your plant or in the field, you'll find this new addition to our hand tool line at your side where and when you need it.

Designed with a rugged, ergonomic soft-grip handle with a no-slip texture for a surer grip, our Hyde Half-Moon Knife has a blade made of durable 1095 high-carbon steel to hold an edge longer than comparable knives made of lesser steels. The back edge of the knife is "safe" (not sharp) for more handling options. Plus, this hand knife can be re-sharpened for years of use.



For more information on Hyde hand knives, visit:

<http://www.industrialbladesandknives.com/products/hand-knives-mill-knives/>

### **HAPPENINGS AT HYDE**

#### **EXPERIENCED SUPPLY CHAIN LOGISTICS DIRECTOR TO LEAD SUPPLIER AND MATERIAL PROCUREMENT TEAMS**

Please join us in welcoming **Lynn Henchey** to the role of supply chain director. In this position, Lynn will lead initiatives for the sourcing of new suppliers, while continuing to improve service levels and seek cost reductions throughout our supply chain helping to deliver product improvement and cost containment benefits to customers. She will also be responsible for forecasting material demand and monitoring investment in raw material inventories.

Prior to joining Hyde IBS, Lynn was with Newell Rubbermaid (formerly American

Saw & Manufacturing Company) holding the position of global sourcing manager. During her 28-year tenure at the company, she held a number of roles with increasing responsibilities over time. She was also employed by C&S Wholesale Grocers as a customer procurement integration leader.

Welcome aboard, Lynn!



## NOTES FROM THE ROAD

### POULTRY EXPO SEES RECORD NUMBER OF EXHIBITORS

Hyde once again participated in the annual International Production & Processing Expo (IPPE), the major trade show for the poultry, egg, meat and feed industries. As covered in the *Gainesville Times*, a record number of exhibitors offering the latest in technologies, equipment and services displayed their wares to attendees claimed by show operators to be in the neighborhood of 30,000 people!

More than 1,300 exhibitors occupied more than 465,000 square feet of space in two halls of the Georgia World Congress Center. The yearly show is comprised of three integrated trade shows — International Poultry Expo, International Feed Expo and International Meat Expo — sponsored by the U.S. Poultry & Egg Association, American Feed Industry Association and North American Meat Institute.

We displayed our new line of blades for the processing and preparation of beef, pork and lamb. **Hyde IBS Beef & Pork Processing Blades** are designed to reduce waste and improve per piece yield for red meat processors.

For more info: <http://www.industrialbladesandknives.com/wp-content/uploads/2015/09/beef-pork-blades.pdf>



"A special appearance by the Oscar Meyer Wiernobile at IPPE"



New Hyde IBS Beef & Pork Processing Blades.

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packaging, and abrasives and general industrial marketplaces. You'll also find specials on certain products found nowhere else!

Visit us at Hyde IBS's company page on LinkedIn at:  
<https://www.linkedin.com/company/5266567>

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**Hyde Industrial Blade Solutions — Solutions You Can Count On!™**



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