



NEWS FROM THE CUTTING EDGE

Helpful Tips From The Professionals At Hyde IBS

Timing is everything. This issue comes at a good time as "Tariffs are the Talk of the Town"! Thought we would share [this article](#) from ITR Economics on tariffs for your background and consideration. Whether you import or export, tariffs will most certainly have an effect on your business.

In other news, we are excited to announce two introductions by welcoming Michael Castner as our new Vice President of Sales and offering a great deal on pre-orders of our new FC Revolution Seafood Processing Blades. You can read more about both subjects below in this issue of The Cutting Edge.

If you have a unique cutting application, e-mail us at info@hydeblades.com and we can help create new opportunities for your business today and in the future.

CUTTING EDGE NEWS:

EXPERIENCED INDUSTRIAL SALES EXECUTIVE TO LEAD NATIONAL SALES FORCE AT HYDE



Expert in Strategic Organizational Planning with a Master Black Belt in Value Selling

We are pleased to announce that **Michael Castner** of Harrisburg, PA, has been appointed to the position of Vice President of Sales here at Hyde. In this role, Mike will oversee our national sales force in continuing to provide productive cutting and processing solutions for our customers and distributors.

Mike has over twenty years of experience in senior sales leadership roles with major international and national industrial manufacturing companies.

Recognized with a Master Black Belt in Value Selling processes, he is also certified as a Kaizen leader, and brings these value-selling and organizational improvement enhancement techniques to Hyde and its sales force. Over his career, Mike has also been involved with several successful new business-to-business product introductions with over 25 key products launched over the last four years alone.

Help us welcome Mike to the Hyde family of companies!

To view the full news release:

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

LEADING EDGE PRODUCT:

INTRODUCING NEW FC REVOLUTION SEAFOOD

TRADE SHOW SCHEDULE

Visit us at these upcoming trade shows or conventions:

October 21-24, 2018

A-D ISD NAM National Meeting
(Industrial)
Orlando, FL

November 20-22, 2018

Pacific Marine Expo (Seafood Processing),
Seattle, WA

January 14-16, 2019

Northwest Food & Beverage World (Food Processing),
Portland, OR

February 11-13, 2019

IDCO Group Trade show
(Hose/Belting),
Houston, TX

February 12-14, 2019

Int'l Production and Processing Expo (Food Processing),
Atlanta, GA

March 11-13, 2019

Plastics Recycling 2019 (Plastic Processing),
Nashville, TN

March 17-19, 2019

Seafood Expo North America
(Food Processing),
Boston, MA

March 27-30, 2019

CAFA Convention (Abrasives),
Tucson, AZ





Product available to ship starting in early December. Ask about our Conversion Incentives!

New **FC Revolution Seafood Processing Blades** are engineered and manufactured to stand up to the harshest conditions for fresh and salt water processing in land-based plants or ocean-bound ships.

Our proprietary manufacturing process delivers industry-leading corrosion resistance while maintaining edge sharpness over time for long blade life. Sharper and cleaner blades last longer and cut more efficiently producing more yield, less waste and a better return on investment. Also, when needed, these blades can be resharpened with ease.

We will be displaying new FC Revolution Seafood Processing blades at the Pacific Marine Expo in Seattle, November 20-22. Stop by and how these next generation blades are sure to start a revolution in the seafood processing market!

To learn more about these new blades and our **conversion incentives**, e-mail us at info@hydeblades.com today!

COLD HARD STEEL FACT: THE CHOICE IS YOURS: WHAT'S THE BEST STEEL FOR THE JOB?



When manufacturing machine knives and blades, steel composition is a most important factor. Steels have different characteristics because of the alloying elements they contain. Cutting applications and operating conditions must also be taken into consideration when specifying steel types.

Some common alloying elements and the properties they affect are:

Carbon: Present in all steels, it is the most important hardening element. Also increases the strength of the steel, but added in isolation, decreases toughness. Carbon can be harmful to corrosion resistance. We usually want knife-grade steel to have >.5% carbon, which makes it "high-carbon" steel.

Chromium: Added for wear resistance, hardenability, and most importantly for corrosion resistance. A steel with at least 13% chromium is typically deemed "stainless" steel. However, adding chromium in high amounts can actually decrease toughness. Despite the name, all steel can rust if not maintained properly.

Copper: Added to stainless steels to increase their resistance to certain corrosive environments. It also decreases susceptibility to stress corrosion cracking and provides age-hardening effects.

Manganese: Contributes to hardenability, strength & wear resistance. Addition of up to 2% manganese has no effect on strength, ductility and toughness.

Molybdenum: Prevents brittleness and maintains the steel's strength at high temperatures. It increases corrosion resistance. It counteracts a tendency for the steel to pit, especially in chloride environments.

Nickel: Increases high temperature strength and may improve corrosion resistance.

Tungsten: Increases wear resistance. When combined properly with chromium or molybdenum, tungsten will make the steel a "high-speed steel". High-speed steel M-2 has a high amount of tungsten.

Vanadium: Contributes to wear resistance and hardenability - vanadium carbides are the hardest carbides. It also refines the grain of the steel, which contributes to toughness and allows the blade to take a very sharp edge.

For all your cutting applications, contact our sales department at sales@hydetools.com for a no obligation consultation.

Source:
<https://www.bladesmithsforum.com/index.php?/topic/26515-on-the->



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

[Request Information](#)

