



## NEWS FROM THE CUTTING EDGE

*Helpful Tips From The Professionals At Hyde IBS*

**Welcome** to the new and improved sixth issue of "News From The Cutting Edge"! In this issue, we provide you with useful information on Hyde's proprietary heat treating process and its importance, new product offerings and solutions.

### LEADING EDGE PRODUCTS:

**Lineman's Knives Now Available at Hyde IBS**



Recently, Hyde Industrial Blade Solutions announced the addition of a new line of hand knives specifically designed for cutting and splicing electric, cable and telephone line. The Lineman Knives collection comes in a variety of blade types including skinning knives - with or without notches or serrations, splicer knives, long and short round knives, square point and long mill knives. They also come in a number of handle options including standard wood or an ergonomic Soft Grip plastic handle with or without eye rings.

With Hyde IBS' proprietary process in blanking, laser cutting, heat treating, grinding and polishing to ensure superior cutting performance of each individual blade, installers and linemen can look to Hyde IBS for a high quality knife that will hold a sharper edge for clean cutting longer than competitive blades. Hyde IBS Lineman Knives are manufactured in facilities with ISO 9001:2008 plant certification and are engineered for long-life.

[Click here for more information:](#)

### SOLUTIONS:

**10% coupon of next purchase of Hyde IBS Hose Hog Circular Blades and Knives!**



Hyde IBS Hose Hog Circular Knives and Blades are designed for cutting hose and tube materials in the production process or in aftermarket applications by professionals. Whether for manufacturing plant or cutting hose and tube in the field, Hyde IBS Hose Hog Blades move through the toughest materials and deliver smooth cuts time after time.

These blades can last up to five times longer than competitive blades by employing the highest manufacturing and quality control standards in their design and production.

**PRINT OUT THE COUPON AND SEND IT IN WITH YOUR NEXT ORDER OR MENTION "HOSE HOG PROMOTIONAL OFFER HHP1011" WHEN YOU CALL HYDE IBS!**

### TRADE SHOW SCHEDULE

**Sept 28 - Oct 1, 2011**

NIBA Convention  
Summerlin, NV  
Product Focus: *Belting*

**Oct 8 - Oct 10, 2011**

IBC National Meeting  
Rosemont, IL  
Product Focus: *General Industry*

**Oct 17 - Oct 19, 2011**

A-D ISD National Meeting  
Las Vegas, NV  
Product Focus: *General Industry*



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

[Request Information](#)

## COLD HARD STEEL FACT:

### Heat Treating



Heat treating is a critical process in the manufacturing of industrial blades. It is used to alter the physical characteristics of steel such as strength, ductility, toughness, hardness and resistance to corrosion. Heat treating techniques include annealing, case hardening, tempering and quenching.

Steel consists of a microstructure of small crystals or "grains". It is the size, composition and orientation of these "grains" that determines the overall mechanical behavior of the steel. Heat treating is an effective and efficient way to manipulate these "grains" to maximize characteristics such as:

- **Cutting edge retention**
- **Relief of internal stresses**
- **Blade durability**
- **Overall blade life**

Hyde Industrial Blade Solutions has a variety of heat treating and tempering methods at our disposal, allowing us to match an industrial blade or machine knife to the right process in order to obtain the desired performance.

[Click here for more information:](#)

## GENERAL ANNOUNCEMENTS:

### Eric Pfeiffer Appointed to ISA Board.

**Congratulations, Eric!** As of July 1, 2011, Eric Pfeiffer, Director of Sales and Marketing for Hyde IBS, began his three-year term as a member of the Board of Directors for the Industrial Supply Association (ISA).



Pfeiffer, who has been an association member for 25 years, has served on various committees including the Young Executives Forum (YEF), eBusiness subcommittee and Membership committee.

In his new role, Pfeiffer will work to implement and direct the association's activities towards the fulfillment of this brand statement to be "the premier source of information, education and relationships that drives success for members and their customers in the Industrial MROP marketplace."

## CUSTOMER FEEDBACK:

What would you like to see in the next issue? What do you think about the new look? Please feel free to share your feedback with us at [info@hydeblades.com](mailto:info@hydeblades.com).

---

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



**Hyde Tools, Inc.** • 54 Eastford, Rd., Southbridge, MA 01550 •  
[www.hydeblades.com](http://www.hydeblades.com)  
Ph: 877-344-4762 or 774-318-9284 • [info@hydeblades.com](mailto:info@hydeblades.com)