



NEWS FROM THE CUTTING EDGE

Helpful Tips From The Professionals At Hyde IBS

The responses are rolling in, but you still have time to join in the fun by telling us what you are working on and enter our second "What's Your App" cutting application contest. It's quick, it's simple and you have a chance to win an American Express® Gift Card! ENTER NOW through July 31st!

We hope you'll find something in this issue of The Cutting Edge to increase your productivity and profits. We'd like your feedback on what tips you would find helpful in upcoming issues. E-mail us at info@hydeblades.com

HYDE INDUSTRIAL BLADE SOLUTIONS EXTENDS DEADLINE FOR "WHAT'S YOUR APP?" CONTEST ENTRIES



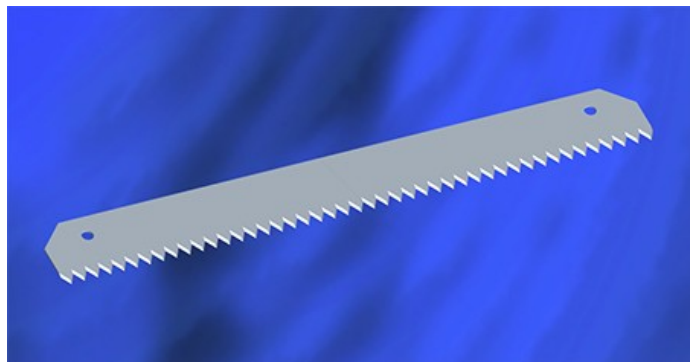
Help us discover the most interesting and creative uses for Hyde IBS blades by entering our second "Uncover Your Hyde Big Blade Blast!" contest!

While visiting companies across the globe, it never ceases to amaze us on the new applications engineering and production staffs find for our blades. Simply by telling us where and how you use them (What's Your App?), you will be entered in a

drawing to win 1 of 10 \$100 American Express® Gift Cards. You can describe your applications and enter on line at www.hydeblades.com/entryform.php

Entries must be received at Hyde Tools, Inc. by midnight on July 31, 2012. One entry per person. All submissions become the property of Hyde Tools, Inc. Ten (10) winners will be drawn at random on August 15, 2012 for entries submitted on-line or via mail. Decision of the judges is final.

LEADING EDGE PRODUCTS: HYDE'S NEW LEADING-EDGE BLADE TECHNOLOGY COMPLEMENTS FULL RANGE OF PRIMARY PROCESSING BLADES



From food processing applications to cutting the toughest vacuum-sealed packaging, new V-Tooth Serrated Straight Blades from Hyde IBS slice cleanly through material to deliver crisp cuts time after time, production run after production run.

Designed for Food Processing, Converting, Foam, Rubber, Plastics and Myriad Other

TRADE SHOW SCHEDULE

July 26-28, 2012

Booth #263

American Association Meat
Producers (AAMP) Show
St. Paul, MN

September 12-15, 2012

NIBA Convention
Orlando, FL

Sept. 29-Oct. 1, 2012

IBC National Meeting
Rosemont, IL

October 15-17, 2012

A-D ISD National Meeting
Las Vegas, NV

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

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Packaging Applications, V-Tooth Serrated Straight Blades reduce tearing and crumbing of products and are available in a range of sizes from 2" to 48". They come in a variety of tooth configurations and are designed specifically for cutting of a wide range of materials.

Whether you are slicing bread or packaging for the latest computer tablet, new Hyde V-Tooth Serrated Straight Blades are up for the challenge.

[Click here for more information.](#)

LEADING EDGE PRODUCTS:
LINEMAN'S KNIVES STAY SHARP AND CUT CLEANLY

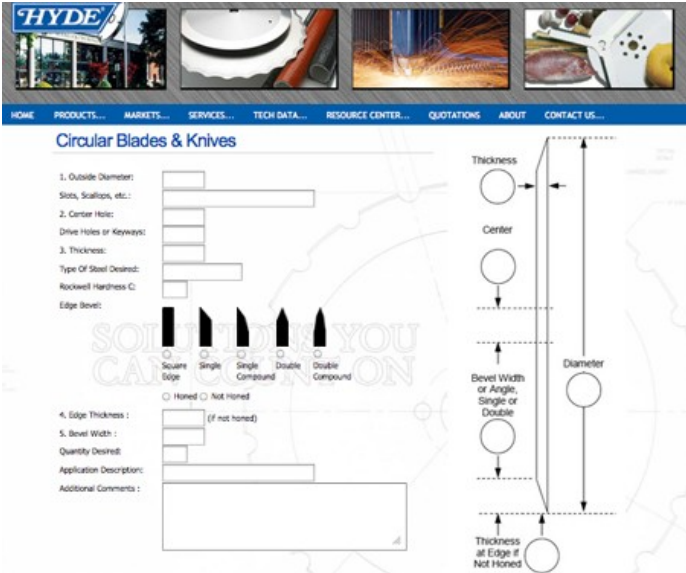


Hyde Industrial Blade Solutions offers an extensive line of hand knives specifically designed for cutting and splicing electric, cable and telephone line. The **Lineman's Knives** collection comes in a variety of blade types including skinning knives - with or without notches or serrations, splicer knives, 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 use a high quality knife that will hold a sharper edge for clean cutting longer than competitive blades. Hyde IBS Lineman's Knives are manufactured in facilities with ISO 9001:2008 plant certification and are engineered for long-life.

[Click here for more information.](#)

SOLUTIONS:
ENHANCED WEBSITE PROVIDES NEW PRODUCT QUOTATION TOOLS AND INFORMATION FOR CUSTOMERS



We've added two new features to our website to help you in your day-to-day quest for knowledge and increased efficiency. A new request for quote online form and 'News & Press Releases' section allows you to immediately request pricing on blades and access a wealth of information on blades and technologies from Hyde IBS.

The new, easy online request for quote forms, which are located in the "Quotations" section of the website, allow customers to quickly submit information for any Hyde IBS industrial blade product - circular, straight or custom. Additionally, this function provides customers with the ability to attach or upload pictures or documents to accompany the quote request.

Under the "Resource Center" tab on the site, we've also added a 'News & Press Releases' section. Customers can review new product and organizational announcements. Links to older announcements can be found by searching the 'Archived News' tab within this section.

[Click here to view the request for quote form.](#)

[Click here to visit our Resource Center.](#)

WELCOME ABOARD: **MANUFACTURING INDUSTRY VETERAN JOINS HYDE** **IBS SALES TEAM**



Glenn Smith of Volant, PA has been appointed to the role of Regional Sales Manager. In this capacity, Smith will be responsible for managing and training sales representatives in the Eastern and Northern regions of the United States, increasing the distributor network and providing end user support.

As a 24-year manufacturing industry veteran, Glenn brings both shop floor and sales experience to Hyde IBS. Most recently, Smith spent 11 years with Wapakoneta Machine and International Saw & Knife in field sales positions where he was responsible for selling industrial blades and machine knives to distributors and end-user accounts throughout the Eastern and Northern regions of the United States. Additionally, he applied his technical knowledge to build relationships and assist distributors and end-users in assessing their product needs.

Prior to that, Glenn spent three years working in industrial distribution with MSC Industrial Supply and Trumbull Industries. Additionally, he spent 10 years in manufacturing, including a year teaching machine technology.

Join us in welcoming Glenn to the team! He can be reached at 508-832-1691 or via e-mail at gsmith@hydertools.com

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.

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



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