



## NEWS FROM THE CUTTING EDGE

*Helpful Tips From The Professionals At Hyde IBS*

# HYDE<sup>TM</sup> 140

Industrial Blade Solutions Years

Well, the summer is over. While we've enjoyed some of our favorite pastimes by the lakes, streams and coasts of New England, we haven't been sitting on our hands. Read about a Hyde customer who also doesn't sit still and is focused on making his customers more productive and profitable. Dive into the news about our new line of Beef & Pork Blades. Bask in the sun and the story about our venture into solar power generation. Wait, maybe the summer doesn't have to be over yet!

We'd like your feedback on what you would find helpful in upcoming issues of The Cutting Edge. E-mail us at [info@hydeblades.com](mailto:info@hydeblades.com)

### CUSTOMER SPOTLIGHT:

#### BLADE SHARPENING BUSINESS MAKES IT EASY TO DO BUSINESS

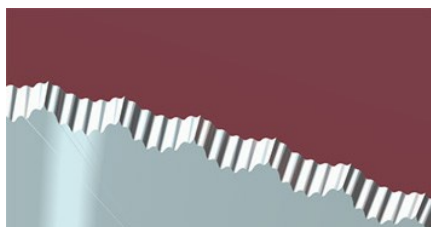
*At the start of the relationship, full service package sets Delmarva apart*



Delmarva Sharpening Service is a blade sharpening/reconditioning operation located on the Delmarva (Delaware-Maryland-Virginia) Peninsula in Salisbury, MD. Founded in 2002, Jeff Phillips purchased the business in 2004 and has been running it since with one simple mission: increasing customer profitability by reconditioning processing blades that they have been throwing away. Plus, they do this with the added benefit to their customers knowing that Delmarva's service will yield them benefits before they spend a dime.

Delmarva Sharpening Service has been serving the Tri-State region and leading the way in creating innovative blade solutions for the poultry industry for over ten years. They make the companies they serve more profitable by utilizing proprietary machinery that allows Delmarva to recondition blades that are typically thrown away after a single use. The company claims to save each processing facility up to \$45,000 per year!

Starting in 2014, Delmarva Sharpening Services branched out into the sale of new blades to their customers, working with Hyde Industrial Blade Solutions. New, top quality Hyde blades for processing and packaging operations coupled with Delmarva's re-sharpened blades is a winning, low risk combination for customers!



### TRADE SHOW SCHEDULE

Visit us at these upcoming trade shows or conventions:

#### September 17–19, 2015

NIBA Convention  
(Belting)  
Palm Springs, CA

#### September 26–28, 2015

IBC National Meeting  
(General Industrial)  
Rosemont, IL

#### October 19–21, 2015

A-D ISD NAM National Meeting  
(General Industrial)  
Grapevine, TX

#### November 4–5, 2015

SPESA Executive Conference  
(Sewn Products & Equipment)  
Miami, FL

#### January 11–13, 2016

Northwest Food Processing  
Expo (Food Processing)  
Portland, OR

#### January 26–28, 2016

International Production &  
Processing Expo (IPPE)  
(Food Processing)  
Atlanta, GA





Delmarva can recondition even the most complex blade geometries

Visit Delmarva's website at [www.delmarvasharpeningservice.com](http://www.delmarvasharpeningservice.com).

To download a free brochure on Hyde poultry blades:

<http://www.industrialbladesandknives.com/wp-content/uploads/2014/12/poultry-blades.pdf>

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### LEADING EDGE PRODUCT:

#### NEITHER FISH NOR FOWL, HYDE INTRODUCES NEW BLADES FOR BEEF & PORK PROCESSING

Building upon our experience in poultry and seafood plants and at the request of our customers, Hyde has developed a new line of blades for the processing and preparation of beef, pork and lamb.

Following extensive research and development and testing, we've introduced a core line of circular and straight/reciprocating blades including brisket, breaking, ribbing, scribing, tail bone, chitterling, dehiders and carcass cutters. Custom hock cutter blades are also available. Depending upon the usage and application, Hyde Beef & Pork Blades are produced in high carbon and stainless steel.

Hyde high carbon steel blades are produced with a smooth Ra microfinish coating to reduce friction during the cut and the tendency of meat and waste products to stick to the blade. Cleaner blades last longer and cut more efficiently producing more yield and less waste.

Manufactured in facilities with ISO 9001:2008 plant certification, all durable Hyde IBS food processing blades are engineered for long-life.



For more information on new Hyde Beef & Pork Blades, visit:

<http://www.industrialbladesandknives.com/resource-center/overview-sheets-pdfs/beef-pork-blades.pdf>

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### HYDE EMBRACES SOLAR POWER TO BETTER SERVE CUSTOMERS

Shakespeare wrote famously, "What's past is prologue." True to that saying and building upon 140 years of innovative product development for a multitude of customers and markets, Hyde continues to lead the way by looking to advanced technologies to help run our operations today and into the future.

We've recently installed a solar array of more than 850 panels on the roof over our shipping and warehouse buildings to generate electricity that will help run our office and plant facilities, and equipment. We estimate that the 338 kW system will generate between 15–20% of our electric consumption.

There are distinct benefits to our operation, and, ultimately, down the line for our customers. This will assist us in remaining competitive in all facets of our business well into the future.

Hyde is also proud to deliver the greater-good benefit of reducing our carbon footprint as a responsible corporate citizen.



#### Our Solid Steel Offer:

Receive a refund if you are not satisfied with our product in the first 60 days!

[Request Information](#)



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#### HYDE IBS OFFERING EXCLUSIVE SPECIALS NOW ON LinkedIn!



Join us on LinkedIn and get the latest news and developments in the industrial blades industry, and share information with your colleagues in the food processing, cloth and textile and leather, hose and tube, tire and rubber, package converting, paper and packaging, 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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