



## NEWS FROM THE CUTTING EDGE

*Helpful Tips From The Professionals At Hyde IBS*

History buffs should enjoy this edition of The Cutting Edge, which features the story of a third-generation, family-owned and operated distributorship in Texas as well as insights and tidbits from Hyde IBS's decades of experience in solving today's problems. With all that experience packed inside, we know you'll find something of interest to you and your business in this issue.

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

### [HYDE IBS KEEPING IT FRESH AFTER 140 YEARS WITH RENEWED COMMITMENT TO CUTTING AND CUSTOMERS](#)



We are not resting on our laurels.

Building upon our 140 years of industrial cutting, converting and product processing experience, Hyde IBS has undertaken several new operational initiatives and even unveiled a new logo that represents our continued commitment to improving our relationship with our customers.

"Since our founding in 1875, Hyde has been an innovator across a multitude of industrial cutting applications, and

continues to bring new productivity-enhancing manufacturing technologies and products to our customers," said Rob Scoble, President, Hyde IBS. "Our new look represents and underscores our forward-looking commitment and efforts to stay steps ahead of the latest trends and bring engineering cutting solutions to our customers for the next 140 years."

Hyde IBS can grow from the days of founder Isaac Hyde distributing leather and shoe knives locally in Massachusetts to selling products to many of the globe's leading manufacturers and processors. This expansion has been supported in the last two years alone with an investment of over \$1 million in new blade manufacturing and finishing equipment and high-definition, quality control measurement systems.

The company's new logo replaces one designed in the 1970s and captures the sense of motion and the cut path left by the beveled edges found on many industrial production blades. A second version of the logo will be unveiled in 2015 and will be adorned with graphics commemorating Hyde IBS's 140-year anniversary.

Visit <http://www.industrialbladesandknives.com/company/history.php> for more information on the history of Hyde IBS.

### [CUSTOMER SPOTLIGHT:](#) TEXAS DISTRIBUTOR FINDS SUCCESS THROUGH FLEXIBILITY

*90 years of constantly adapting to customers' changing needs.*



### TRADE SHOW SCHEDULE

Visit us at these upcoming trade shows and conventions:

**April 26–30, 2014**  
NAHAD Convention  
(Hose cutting)  
Phoenix, AZ

**May 13–15, 2014**  
TexProcess Americas  
(Textile)  
Atlanta, GA

**May 16–20, 2014**  
ISA Convention  
(General industrial)  
New Orleans, LA



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Members of the Gorman team include (left to right): Carlos Montano, Pat Gorman, Edward Vasquez, Peter Velarde Sr., Randy Kelch, Jerry Esparza, Arturo Acosta, Sam Hernandez, Peter Velarde Jr., Carlos Nunez, and Jose Luis Ramirez.

In 1925, Frank W. Gorman, Sr. founded Gorman Industrial Supply Company, then known as El Paso Saw & Belting Supply Co., to service the growing lumber and mining markets in Arizona, New Mexico, West Texas and Mexico.

By the early 1990s, the company's name changed to Gorman Industrial Supply Company to better reflect its position as the key supplier of industrial products in the region. In 1995, the company expanded westward, opening a branch location in San Diego, California to serve southern California and northern Mexico. In 2002, Gorman opened two additional locations in Phoenix and Tucson to service the state of Arizona.

Over its history, Gorman has continued to evolve and adjust to the changing needs of its loyal customers. It has partnered with Hyde to supply machine knives and other blades to a wide range of customers in industries ranging from textile and boot manufacturing to industrial tape conversion and packaging operations.

Today, Gorman Industrial Supply Company continues to be family-owned and operated with its main office in El Paso, Texas. Its owners and employees remain committed to the company's mission and vision first set forth by its founder close to 90 years ago.

Visit Gorman's website at <http://www.gormanindustrial.com>.

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

### **STOCK UP AND SAVE ON NEW CASE SEALER BLADES**

**Save 10% till June 30th! Buy 9, Get 1 FREE!**

Case Sealer Blades are used where master cartons of finished products are stocked and shipped and are flexible enough to handle uniform or random shaped and sized carton sealing. This range of recently introduced knives is designed for semi-automatic and fully automatic case sealing equipment and automatic taping machines.



Hyde's new Case Sealer Blades are available in many common sizes and can be made to order for specific sealing operations for original equipment manufacturers' machines, such as 3M, Little David/Loveshaw, OK/Durable, Dekka, Belcor, Bestpack and Soco, and many others.

Through June 30, 2014, buy 9 similar Case Sealer Blades of any value and get 1 FREE! For more information, contact Eric Pfeiffer at [epfeiffer@hydertools.com](mailto:epfeiffer@hydertools.com) or 508 764 4344 x2205.



## **MEET HYDE'S ANSWER MAN**

**Need something cut you haven't before? Leon Lavallee is your man.**



After 42 years in the industrial blade and knife business, Leon Lavallee has just about seen it all. From his first job as a die maker apprentice in our pressroom to his numerous technical positions, his background and knowledge make him an ideal product development manager, his new role at Hyde IBS. We call him our "Answer Man!"

Having worked across countless

industries and applications, Leon has real-world experience in helping engineer solutions in product manufacturing and processing, and troubleshooting issues on production lines. In his new role, Leon will work hand-in-hand with Hyde's sales teams to increase quality control, yield and operational efficiencies in the field for our customers.

If you are facing day-to-day challenges of cutting or want to get more out of your production or processing lines, call your Hyde IBS salesperson or distributor for a consult or visit our website for a free quote on standard or customized blades. The entire Hyde team including Leon "The Answer Man" Lavallee is at your disposal.

GET FREE PRODUCT QUOTES at:

<http://www.industrialbladesandknives.com/quotations/quotations.php>

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## HYDE INTRODUCES NEW DO-IT-YOURSELF ProEdge BLADE SHARPENING SYSTEM AT IPPE



Hampered by bad winter weather and ice storms hitting the Southeastern United States, some brave souls and intrepid New Englanders from Hyde got down to business at January's International Production and Processing Expo (IPPE) in Atlanta, Georgia.



Spotlighted at the Expo was the introduction of Hyde's new Blade Sharpening System from ProEdge. This safe, simple, economical and effective machine allows you to re-hone industrial circular blades at your location.

Our full line of blades for food, poultry, red meat, pork and seafood processing was also displayed including our Meat

Miser "Generation II" Food Processing Blades.

For more info on the ProEdge Blade Sharpening System:

<http://www.industrialbladesandknives.com/products/honer-sharpener.php>

For more info on Meat Miser "Generation II" Food Processing Blades:

<http://www.industrialbladesandknives.com/literature/pdf/meat-miser-blades.pdf>

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



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