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**AN EYE FOR INNOVATION**  
ROBERT B. CLEMENCE, DIRECTOR OF SALES

SOUTHBRIDGE, MA – If it's new and exciting to the hand tool industry, you can be sure Bob Clemence has the details. Clemence, incoming president for the American Edged Product Manufacturers Association, is director of sales for Hyde Tools, Inc. with direct responsibility for Hyde's growth in the paint manufacturing and co-op channels. He travels extensively selling and supporting HYDE® brand products and patented new technologies to major U.S. retailers.

As a fourth-generation member of the Hyde Tools family business – his great-grandfather was one of Hyde's earliest owners – Clemence has a vested interest in making sure the company is responsive to its customers and continues to produce innovative new products that resonate with users. He talks extensively with end users at trade shows and industry meetings, gleaned information from contractors, painters and repair professionals that feeds into Hyde's new product development process.

Clemence joined Hyde Tools in 1991 and has held positions of increasing responsibility in sales, customer services, marketing, business-to-business development and acquisitions.

He has been active for many years in his hometown of Southbridge, Massachusetts. He serves on numerous boards, including the Quinsigamond Community College development board, which was responsible for the successful launch of a new satellite campus in Southbridge over the past year.

Clemence participates in various industry associations, and has been a longtime member of the American Edged Product Manufacturers Association prior to his selection as president. Clemence holds a Bachelor of Science degree in business from Leslie College.



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