

## December 2

## **The Curious World of Knife Collecting**

by Clyde Shoe

When I was a boy my dad gave me a Remington hunting knife-an RH-50. I know the particulars because I still have it. The knife became part of me from the moment my dad handed it over. The sheathed Remington was under my pillow every night, ready for any

emergency, which

annoyingly never

arose. Daily it was

strapped to my belt,

accompanying me

until my mom saw

that the metal parts

even to the table

of the haft (she

handle!") were

chairs. She

marring the backs

of her dining room

disarmed me on the

heads down and our

mouths shut during

spot. Both my dad

and I kept our

the shakedown.

Thereafter it was

called it "that ole darn knife



Remington RH-50 8-1/2" overall. My boyhood friend and Mom's furniture distresser

like the Old West: weapons were checked at the door of the saloon.

Years later, working in an office, I still wore a knife on my belt, although by then it was a hand-made folder; and I no longer slept with it under my pillow. Nobody else in my office carried a knife. I got looks when I took off my coat and quizzical expressions when I revealed I had a collection. The folder was a Robert Ogg, decorated with fossil walrus ivory. I got the rosy-colored ivory on a trip to Alaska's northwest coast–just picked it up off the beach–and Ogg used it to make the handles. This beautiful knife made little impression on my office mates. I felt like I was showing my watch to the hogs, and this, mind you, was in Anchorage, Alaska, America's last frontier.

I have since learned through experience that most people, while admitting to the usefulness of knives, are indifferent to them. As Geoffrey Tweedale reflects in his Sheffield knife book, anyone who shows an interest in the history, design and use of knives is regarded, at best, as an eccentric, or at worst, as someone who should be give a wide berth. Maybe that is one reason we join knife clubs and attend knife shows. It is relaxing and supportive to be surrounded by like believers.

Up to this point in my life I had been content to follow this standard: I don't know much about cutlery, but I know what I like. Then I got the yearning to learn more, joined the OKCA and finally attended my first knife show.

I will not forget that awakening. I arrived with a trader in my pocket, flashed my member card at the door and was struck dumb by the enormity of the hall and the mass of people and merchandise–like Interstate 5 at full commute.

After a bit I saw there was organization to what at first looked like chaos. The traffic flow of people was much better than that of cars where I drive. Where I drive you see, say, four cars in line at a stop light. The light turns green. Does the line move? No. The first driver fiddles with something, then decides to start off. The second driver gazes into space and finally begins to roll. The third driver pries his attention from his cell phone and jerks into gear. All this is like a Charlie Chaplin film in slow motion. The fourth driver, usually me, rolls up to the light, which is by then, of course, red. The line behaves like a jerky centipede who forgot which leg comes after which. I maintain we bipeds were never meant to drive.

Traffic in the knife show was not like a deranged centipede but more like a peaceful eddying stream. Smooth flow around obstructions. Not too noisy. No human voice equivalents of car horns. Some "Excuse me, please," and maybe a rare, "You want *how* much for that!" or some such negotiating remark. Call it white noise with color–strangely soothing.



It was hard to decide where to begin, so I picked an aisle at random. I made eye contact with a table holder whose name I recognized, hauled out my trader–an embossed metal-handled knife–and asked what the metal was. Pretty soon there were four dealers in mild dispute about what metal my knife handle was. You don't know how that bolstered my confidence, to find that experts may not know it all either. Already I had learned something important. This was a surprise knife show bonus–the best kind.

I stopped at another table with many good old folders–just the kind I collect. I got a smile from Jeff, the dealer, and an invitation to examine any of his wares. I like office knives and saw a nice Hibbard Spencer and Bartlett, next to a Camillus. The Camillus

### Knotes on United States Military Edged Cutlery

by Frank Trzaska

### Stevenson Manufacturing Co. Inc.

Those of you who have followed my writing have to know about the obsession I have with finding the company who made those all metal knives during World War Two marked on the bail, Stevenson. I have written about it often and always ask



fellow collectors who are interested in those knives for any information they might have on them. Well the light can be seen at the end of the tunnel. In a recent discovery of a book produced at the end of World War Two held a single line of information I have been hunting down for years. To me I don't know which was a bigger discovery, this awesome book or the entry on Stevenson. The book is entitled, "Alphabetic Listing of Major War Supply Contracts, Cumulative June 1940 through September 1945". It is in four volumes numbered 1 to 4 and A through Z. It was produced by the Civilian Production Administration. Industrial Statistics Division. More about this later. It contained the entry for Stevenson as such:

Stevenson Mfg. Co. Inc, Rochester, NY Pocket Knives, U.S. Army contract with Quartermaster Corps # 28021 QM44800, Contract for \$171,000 awarded 8/45 completed 12/45.

Not much to go on, but it established they were a separate company with a place established to send bills to. The contract

information only states they were paid \$171,000, it does not break down the cost per knife so we can establish how many were produced. We do know that the all metal General Purpose (G.P.) Knife did cost more to make then the bone handle knives they were replacing through other documents of the time. They state the brass liners and Monel scales increased the price above those of the bone four blade utility knives. As the four bladed engineers type knife was going for about \$0.60 each, it would be safe to say the G.P. knife would have gone for approx. \$0.75, certainly not as high as \$1.00 each. This would place about 225,000 to 250,000 knives into the hands of the troops. That is just an educated guess.

Well, now that we have established that Stevenson did in fact exist and they were an actual government supplier, we move on to who they really were. My most recent theory was that they were related to Robeson Shuredge somehow. I base this on several Stevenson marked knives with the proprietary style can opener that only Robeson used. Now they could have come from the same factory or just purchased the parts from Robeson, that much we do not know. The theory grows stronger now that we had in fact narrowed down that Stevenson was in Rochester. Although Robeson was in Perry, NY the wartime owner, Saul S. Frankel was located in Rochester along with his other businesses. Emerson Case actually ran the Robeson factory for Saul. A few years ago I spoke with Saul Frankel's widow about Stevenson,



Robeson & Stevenson

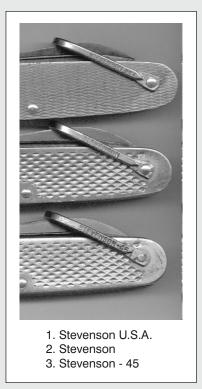
she had no recollection of the name Stevenson but really was never involved that much in his businesses. I asked her what Saul's middle name was as that "S" had me hooked. She told me he didn't have a middle name and only chose the "S" because it looked good! Ruined my day.

Anyhow we have contacted the Rochester

Historical Society to see if they can run down any additional information on this elusive creature called Stevenson. Although they do not have copies of incorporation records, they are checking to see what they can dig up for us. Like I said, light at the end of the tunnel. Now who was "AN", "Everitt", and a long line of others?

#### War Supply Contracts

As I said above, this book find is extremely significant in the research of



war production items. I have never seen it listed in any bibliographies or other works. It is over 1750 pages of contract information on every supplier to the U.S. government who had a contract for over \$50,000, that was the cut off limit. Anything war associated is in there from Toilet paper to Tanks! A fellow researcher tipped me off to it in an exchange of information. The entire set of books have been scanned and are available on a searchable CD Rom disc. They are priced at \$80.00 each for anyone interested in obtaining one. If you are serious in your research on any piece of equipment fielded by the U.S. in World War Two, this is a required resource for you. It is not casual reading, it is only facts and figures. I have promotional items available if you are interested in obtaining a copy of the CD, let me know.



### OKCA Knews and Musings *ibdennis*

#### **Membership & Tables**

Whenever I get a publication or subscription item, I am always perplexed as to when the membership or subscription expires. Many companies start months in advance to tell you your payment is due but offer little clue to me just when that real date will happen. With this in mind, it was the goal to make it easy to determine when your OKCA membership lapsed. I think we have been successful. Our membership is for the calendar year no matter when you join or renew. The mailing label has a set of four numbers in the corner. That is the year through which your membership is good. The numbers 2001 indicate that your membership is current through December 32, 2001; you need to make that read 2002 to be up to date.

There is another reason to watch this number. Let us say that you mailed your dues, but the computer neglected to acknowledge this. This is where you become important. We need to hear from you that our computer screwed up, and we need to talk computer-ez to make the gadget straighten up. We can do this but not without your help.

In the same vein, table holders need to make sure not only their membership is current but that your table reservations is paid prior to December 15<sup>th</sup>. Now with this knowledge, do you think that your table is paid for if the number on your label reads 2001?

### **Display Award Knives**

With the help of Ron Lake we have the display award knife blanks in the hands of Wayne Morrison. Wayne coordinates the enhancement project that allows us to present one of a kind awards to our displays at the Oregon Show in April. Ron made it possible to get twelve Loveless designed Schrade blanks. At this writing Wayne has had the following makers agree to do the enhancements by putting on custom handles. They are Gerome Weinand (Missoula MT) - Bryan Peele (Thompson Falls MT) -Lonnie Williams (Winston OR) - Rick Dunkerly (Lincoln MT) - Wayne Goddard (Eugene OR) - Gene Martin (Williams OR) - Tedd Harris (Hillsboro OR) - Tommy Thompson (Portland OR).

**Craig Morgan** will create the wood display award boxes for these knives.

December 2001

### Mini Show - December 8<sup>th</sup>.

The Mini Show - Not the Winter Show because winter isn't here yet.... Or the late Fall Show or Pre Winter Show or Christmas Show.... is fast approaching. A fun event where a good time is had by one and all. Information is to be found detail elsewhere in this Knewslettter.

There was a comment made concerning the OKCA that caused me to arch my back a bit. When one individual was asked if they were coming as a table holder, the answer was no because of the strict rules we have at our Show: A tableholder is not allowed to leave earlier than our advertised hours. Disregard for published times based on the

whims of an individual only strengthen my resolve that we need to put teeth into the consideration that is designed for the good of all concerned. If a commitment is made to be a table holder at our Show, we ask that you abide by the considerations that we have extended to make our Shows successful . If you have a table and cover up or leave early, then we will have to take appropriate action to prevent this from happening again.

### **Knewslettter Contributions**

We made it this month for articles, and we are on our way for January. We still need writing contributions from you who know and for us who want to know.

Special thanks go out to **Frank Trzaska** who supports this organization as regular as a clock ticks. **Clyde Shoe** has again contributed his delightful thoughts to us on knives. **Jim Taylor** refers to my requests as "whining," and he can do that as he always follows up with writing that is classic. Jim sent us three articles which I am sure you will all enjoy each month. And a special thanks to **Bill Herndon** for his tips and book review. **Larry Davis** has also graced this issue with his knowledge on wood. We are hoping we can make this into a series.

I also want to call mention to our always there writers like **Mike & Barbara Kyle**, **Elayne** and our ever creative **Judy & Lonnie Williams**.

Thank you all! And for those that have been waiting on the side lines... please come forward.

#### Saturday Night Social Knews....

I asked him once before and he graciously declined. So I asked him again to be our guest speaker for the Saturday Night Social. This time **Paul Basch** said yes. **Paul Basch** is with A.G. Russel Fine Knives and is a regular at our Show. That is except for last year when a knife show in the South was

too much for Paul, and he had to spend time in a hospital. Now being fully recovered he is back to his first love. Knives.

> We have a Web Page... www.oregonknifeclub.org

#### It is not too early..

To make reservations for lodging for the April Show.The Valley River Inn always sells out so best be the early

bird that gets the room. The popularity of our Show really takes its toll on the lodging for the area, but I think the community can handle the traffic... but not to wait for the last minute.

#### Places to Stay and How to Get Here...

Judy Bailor of Travel Team is our official travel consultant for travel to Eugene. She has been doing this for mega many years. Contact her at (541)344-6202 or (800) 950-5839.

**Valley River Inn - (800) 543-8266 - (541) 687-0123 -** Special rates - An OKCA recommendation

**The Campbell House -(800) 264-2519 - (541) 343-1119 -** Elegance in the Old tradition

**Courtyard by Marriott -(800) 331-3131 - (541) 726-2121 -** Special rates if OKCA is mentioned

**Residence Inn by Marriott - (800) 331-3131 - (541) 342-7171 -** For stays longer than the Show.

**Quality Inn - (800) 228-5151** (541) 342-1243 - By the University - Special OKCA rates

Mentioning the OKCA will get you special rates at many of the above.

ibdennis@earthlink.net ibdennis@oregonknifeclub.org www.oregonknifeclub.org

### The Seek-re-tary Report by elayne

The November meeting was held November 8, 2001. The meeting was called to order by President, **Ole Olson.** Thank you, **Kim Morgan**, for the phone calls to remind the members of the meeting.

**Michael Kyle** reported that we have 55 reservations for the December Show.(See article since the numbers of tables are changing as we read.) Be sure to call him (541-998-5729) to reserve your table. The table is no charge, but you must call for your reservation. The potluck is on schedule thanks to **Barbara Kyle**.



Please remember to bring a toy for the Marines Toys For Tots program.

We have a sample of the display award knives. Thank you, **Ron Lake**. **Wayne Morrison** needs volunteers of 12 to handle the names. Please help if you can.

Larry Criteser is arranging for the templates for the blade grinding competition.

We are awaiting a sample of the suggested 2001 Club knife. We will try to have it available for viewing at the December show. This one should be more affordable than the last several.

There will be no meeting in December. We will see you at the December 8 show.

This will be an opportunity to pay for your 2002 table and renew your dues for 2002. Must be a current 2002 member to have a 2002 table. Table confirmations will be mailed the last week in December.

**Curious World...** 

Continued from Page 1

looked to be the HSB twin, for half the price. I said that HSB must have made quality knives for this one to cost so much. Jeff gave me a penetrating look, shook his head and told me that HSB was an old hardware distributor, now True Value, who had never made a single knife in its history. Jeff said that all HSBs had been made on contract, by Schrade and Camillus and some others. I picked up the HSB and Camillus for close study. The tang stamps were different, of course, but the knives themselves appeared identical. Jeff agreed they looked the same, adding that collectors routinely pay more for a nice HSB and don't trouble themselves with who made it.

Man, that is curious. It is like high fashion labels that appear on some clothes, where the only high fashion is the label. It seems that the stamped-on labels in cutlery may not tell us any more than the sewn-on labels in apparel. Jeff said that in commanding a higher price, HSB was a contract brand exception. He said that most contract knives were worth less to collectors than the same knife with the manufacturer's names. There must be a lesson in here someplace. I just can't find it.



Hibbard Spencer Bartlett (OVB)

Jeff said, "Since we are talking about tang stamps, how about revivals, where a manufacturer starts making knives marked with brand names of companies long out of business–Keen Kutter, Standard Knife, Honk Falls, Holley, Platt, to mention a few–including our old friend HSB. Think about this: An HSB stamp has always meant HSB didn't make it, now with revivals it could mean HSB didn't even sell it, and they aren't the only ones. If you're into revivals, you have one foot in history and one foot in hype."

Jeff added, "What intrigues me the most is when a cutlery manufacturer, say, Case, will contract with another cutlery manufacturer, say, Schrade, to make a run of Schrade knives. Where does that leave the brand loyalists?"

All this shell game stuff had my head reeling. I was shedding my cutlery illusions faster than a peep-show girl sheds her knickers. Keep it simple: I am going to call any knife labeled one way but made by someone else, a SODDI–Some Other Dude Did it.

I looked back at Jeff's table, and my eye fell on a row of bonehandled barlow knives. I picked up a Utica and then a Russell that was four times the Utica price. I studied them closely and told Jeff that I thought the Utica had the better fit and finish. He agreed. Jeff said he had never thought Russell quality was particularly high, but nevertheless he expected to sell the Russell sooner than the Utica. Russell's were way more collectible.

I was confused. "You mean that quality doesn't count?" Jeff held up his hands and said, "Oh, quality counts, but it doesn't count like brand and even like pattern." This was something serious for me to mull over. Always my goal in collecting had been quality, but obviously that wasn't everybody's goal. Things were, as Alice in Wonderland observed, "getting curiouser and curiouser."

I fished in my pocket for the metal-handled trader, a Valley Forge. I declared it had nickel silver handles and offered to trade for the Camillus office knife. Jeff accepted my nickel silver assertion without batting an eye and agreed to the swap. I walked on, jingling the Camillus in my pocket, content that it was capable of masquerading as a high priced HSB. What puzzled me is that collectors who knew this didn't seem to care.

I wandered over to the food service area for a coke, but mostly to rest my feet and to think about what I had learned and how I felt about it.

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at GON	KNIK	
0		5
COLL	ECTORS	

or shown at this show.

# OREGON KNIFE COLLECTORS ASSOCIATION

BOX 2091 • EUGENE, OR 97402

MEMBERSHIP APPLICATION AND SHOW TABLE CONTRACT

\*PLEASE RETURN THIS ENTIRE PAGE or a photocopy. DO NOT CUT IT UP!\*

Name(s)		
Mailing Address		
City	State Zip	
Phone: Eve ( )	_ Day ( ) Da	te
	fr./Distrib.  Other newsletter, dinner/swap meetings, free admission to Winter show tables, right to buy OKCA club knife.	OKCA shows,
Start/ Renew my/our OKCA members	hip (\$20 individual/\$23 family) \$	
Exhibit Hall, Lane County Co	JAL OREGON KNIFE SHOW • APRIL 20-21, 20 470 — 8'x30" TABLES nvention Center and Fairgrounds, 796 West 13th Ave., Eug TACT SHOW CHAIRMAN: DENNIS ELLINGSEN, (54)	ene, Oregon.
AUTOMATIC RESERVATIONS: If you had a table at the 2001 Show, you have an automatic reservation for the same table in 2002, but THIS RESERVATION EXPIRES DECEMBER 15, 2001. You may still apply for a table after this date, but we cannot guarantee a table after December 15. NO RESERVATIONS HONORED OR APPLICA-TIONS ACCEPTED WITHOUT FULL PAYMENT! Note to NEW exhibitors: your table(s) will be assigned after 12/15/01. ALL TABLE HOLDERS AND VISITORS agree to abide by the OKCA show rules, and to hold the OKCA, its officers, and the Lane County Fair Board harmless for any accident, loss, damage, theft, or injury.	<ul> <li>until 4 PM Sunday. However, exhibitors are responsible for watching their own tables. Neither the OKCA nor the Lane County Fair Board will be responsible for any loss, theft, damage, or injury of any kind.</li> <li>CITY AND COUNTY REGULATIONS require that there be: <ul> <li>No Smoking within the Exhibit Hall at any time;</li> <li>No alcoholic beverages consumed within the Exhibit Hall during the public hours of the show;</li> <li>No loaded firearms worn or displayed at the show;</li> <li>No swords or knives brandished or displayed in a provocative manner.</li> </ul> </li> </ul>	SHOW SCHEDULE Friday, April 19, 2002. 10am - 8pm set-up; open ONLY to table- holders and members of OKCA. Saturday, April 20, 2002. 7am- 9am set-up. 9am-6pm open to public. 6 pm no-host bar, 7pm food, awards, entertainment. Tickets Required.
ANY QUESTION OR DISPUTE arising during the show shall be resolved by the Show Chairman, whose decision shall be final. THIS IS A KNIFE SHOW. All tables must be predomi- nantly knives or knife related items (e.g. swords, axes, edged tools, edged weapons, knife books, knifemaking supplies). If in doubt, check with the Show Chairman ahead of time. The OKCA reserves the right to bar any item from display or sale. No firearms made after 1898 may be sold	<b>NOTE ON SWITCHBLADES AND DAGGERS:</b> In Oregon it is legal to make, sell, buy, or own switchblade knives. However, it is <i>ILLEGAL</i> to carry a switchblade knife, a gravity knife, a dagger, or a dirk concealed on one's person, or for a convicted felon to possess a switchblade or gravity knife. Most other states have banned switchblade knives. Under federal law, it is <i>ILLEGAL</i> to mail, carry, or ship a switchblade or gravity knife across state lines.	Sunday, April 21, 2002 8am-9am         set-up. 9am-3pm open to public.         Tables that are cancelled will revert back to the OKCA.         Subcontracting tables is not permitted.

ALL EXHIBITORS are required to keep their tables set up throughout the public hours of the Show: 9 AM Saturday to 3 PM Sunday. ANY EXHIBITOR WHO LEAVES BEFORE 3 PM SUNDAY FORFEITS HIS FU-TURE RESERVATIONS AND WILL BE DENIED TABLES AT FUTURE OREGON KNIFE SHOWS.

DISPLAY TABLES will be around the perimeter of the room. All displays are eligible for display awards, which are handmade knives donated by members and supporters of OKCA. Display judging will be by rules established by OKCA. Special category awards may also be offered. NOTHING MAY BE SOLD FROM DISPLAY TABLES.

SALE/TRADE TABLES Sharing of tables will not be allowed. Exhibitors must comply with all applicable local, state, and federal laws. Oregon has NO SALES TAX.

BADGES: Each table holder is entitled to one additional show badge.

KNIFEMAKERS who are present and are table holders at this show may enter knives in the knifemaking award competition.

FOR MORE INFORMATION on categories and judging criteria in the display and handmade knife competitions, contact the Show Chairman.

SECURITY will be provided by OKCA from 10AM Friday

EXHIBITOR CONTRACT: PLEASE ENCLOSE FULL PAYMENT WITH THIS FORM. Full

refund granted if reservation canceled by February 15, 2002; for later cancellation, refund will be granted only if your table is rented to someone else. DON'T GET LEFT OUT !!! MAIL THIS PAGE AND YOUR CHECK TODAY. A signature is required.

Name for second badge	(two badges per table holder)
Club Dues (Total from above)       \$         SATURDAY NIGHT SOCIAL TICKETS @ \$12 each:       \$         Sale/Trade table(s) @ \$95 each (members only)       \$         Collector Display table(s) free with sale table:       \$	
TOTAL ENCLOSED (make check payable to O.K.C.A.)\$	
I have read and agree to abide by the OKCA show rules as set forth the OKCA, its officers, and the Lane County Fair Board harmless loss, theft, or injury.	
Signature Date	

\* PLEASE RETURN THIS ENTIRE PAGE or a photocopy. DO NOT CUT IT UP!\*

www.oregonknifeclub.org

Type of knives on your tables

### Sales 101

### by ibdennis

I went to a local gun show a few weeks ago to see if I could find a few treasures. Treasures are harder and harder to uncover these days. Undaunted I decided that I would be interested in picking up a few supplies. My first curiosity issue was to replace my rock tumbler with a new vibratory brass cleaner. A table full of these devices caught my eye and for ten minutes I stood in front of these hoping to catch the eye of the seller. No luck. So I wandered around the corner to track down the seller. I asked a question or two and was cut off short when the seller's partner interrupted us. My spirit to purchase died and I moved on.

Down a few rows I found some reloading bullets in bulk that caught my attention. The fact that nothing was priced was annoying, but more disturbing was the lady that stood behind the table talking

some causal newsy conversation on her cell phone. I waited and I waited. And I again left without a purchase. Elayne was delighted that such poor salesmanship kept my financial insanity in check.

And after these two episodes I couldn't help but wonder how many Oregon Knife Show table holders are guilty of letting a potential customer slip through their

fingers. I think that I am like most buyers when I go to a show. I come looking to find an interest in something that I can purchase and take home with me. And if there is nothing of interest, I go home empty. I can also tell you that many times interest is created by the seller. I always feel my purse strings begin to loosen when someone takes an interest in me and my curiosities. And, oft times, this results in a sale.

Selling a product is not a matter of putting the item on display and then standing (or is the case sitting) and waiting for the droves to

## Curious World...

Continued from Page 4

I had got much more from Jeff than a knife. I had learned that, at least in my area of collecting, quality ran second. I had also leaned that how a knife was stamped was sometimes more important than what it actually was. "A rose by any other name would smell as sweet," holds in the flower garden, but not in the knife show. A knife by another name might change from sweet to smelly. A collectible knife was more than a tool for cutting, but what exactly that "more" was, was in the eye of the beholder.

I decided that for me I must collect knives based solely on my own taste and opinion, and not on what the marketplace says is best. Sure, I have to learn what drives the market, so I can judge offers to buy or sell or trade, but I can't let fashion tell me what to enjoy, because then I couldn't enjoy collecting. Since I am a collector and not a dealer, I have only to please myself. Shakespeare said it best: "To thine own self be true."

Sitting, relaxing, I understood that the show was made of hundreds of tables and many thousands of knives. But the real drama was the accumulated goals, feelings and emotions of the milling crowd on both sides of the tables. I saw a portly man standing, thumbs in his suspenders, gazing over the scene. What was he thinking?–It can't get any better than this? Did I turn my lights off? A scrawny, hunched figure hurried by like a buzzard after entrails. Different strokes.

I tossed the coke can in the trash, got up with a new sense of adventure and a new spring to my step and headed for the next aisle.

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clean your table free. Availability is but one part of the selling process. If the desire to own is the ultimate goal of the buyer, than zero sales skills are needed. But that is rarely the case. Therefore a certain level of sale's techniques are required. The first is presenting oneself as if you are open for business. This means believing in yourself and believing in the products you sell. I would be hard pressed to believe that the person that just sits like a lump on a chair believes in anything that has to do with what is on their table.

I have stated before that at the end of a day your feet should hurt and you should be tired beyond your normal days. This is proof that you are involved in your products and that you are serious about selling. It is hard to ignore a person that is excited about their products. You can hear their excitement and become a part of it. Call it a sale's pitch if you like but rather it is an excitement that flows and generates into a sale. If you do not lose sight of the fact that your goal is to present yourself and your products to interested customers, your sale's success will improve tremendously.



Now all this greet the customer and treat the customer is good foundation for success but having the right product for the right person is yet another phase of the selling process. This is something that I cannot help you with. But if you stop to think about it, this is the reason that you are coming to the Knife Show. You believe that your product is what the customer

needs and wants. Well then, if that is the case dust yourself off and start practicing some sales techniques. By the way, do you play a sport game without practicing? Do you do your work without studying about it? Then when was the last time you practiced at selling your products? Do you stand in front of a mirror and review your strategies? Do you practice or share ideas with your domestic associate or your dog or cat? Do you review and study your products so you know all about them and anticipate some of the questions and concerns that a customer may have? Or do you just come to the Show and throw your wares on the table and hope for the best?



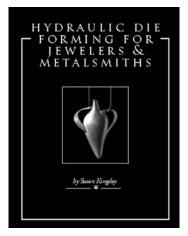


### **Book Review**

By Bill Herndon

## **"Hydraulic Die Forming for Jewelers and Metalsmiths"**, by Susan Kingsley

Stephen Rapp recommended this book to me and lent me his copy (Thanks Steven!). Now I learn that some of you guys who have



presses probably are not utilizing them to the fullest. I've been working on a "dog bone Bowie" Voyles' Bowie book Pg. 344, and it looks to be one heavy dude. Don't be misled, it probably isn't.

That pommel shape is a bear to form, and it is necessary to cut some "V"'s and slots around the extreme curves which will require some light hammer work to shape. I began trying to fabricate the band behind the guard from solid stock, but it was too heavy. Then I tried using .035 thickness metal (because I knew I

could weld that thickness) to make the pommel (3 ea. so far!!). The

### Mike & Barb's Corner by Mike and Barb Kyle

Saturday, December 8, 2001, Christmas mini knife show Lane County Fairgrounds, Eugene Oregon. Doors open at 7AM. Public in at 8AM. Show is over at 4PM. Bernard Levine is taking care of the advertizing for this show. The show is free to the public and tables are free to members of the Oregon Knife Collectors. The tables will be first come, first serve; and right now I have about 70 tables reserved. This is going to be a great show, and we hope that everyone has fun.

I will tell you that some of the people that have reserved a table have mentioned they are looking to sell some knives.

Each table holder is asked to bring a Christmas gift for Toys For Tots. The gift should be unwrapped and new. The Marines will pick them up at the show that afternoon. It's for a good cause which will help some boy or girl have a nice Christmas. The gift should be for a child up to age12.

I have found out that if you want to camp in the Fairgrounds parking lot and have electric it will cost you \$12.00 per night. You pay the fairgrounds for the spot.

The pot luck is coming along just fine. Barb

will bring the meat: smoked turkey, honey ham and a salmon. With all the other good things that people bring, it should be quite a feed. The dinner starts at 5 pm in the same building as the mini show.

Something new this year will be a drawing for table holders. Also a drawing for the ladies at the tables. The men get something and the women get something. Also we hope

that Santa Claus will be at the show about noon. He will give out candy canes.

Also I forgot to mention that the Fairgrounds will have food at the concession stand in the same building as the show. The food is mostly coffee, pop, donuts and hotdogs and sandwiches. As a rule the food is very good.

One last time: Doors open at 7 am - Show starts at 8 am and is over at 4 pm. Potluck is at 5 pm same building. Take the Jefferson St exit right into the Fairgrounds entrance. You

could just get to Thirteenth St and Jefferson and look for the Fairgrounds. Now also the Fairgrounds will be having Saturday Market right next door to the knife show. Saturday Market is food, gifts and arts and crafts stuff. It's several hundred tables to look at.

You must be a member to have a table and the first members to show pick out the table

second one - formed from annealed nickel silver- was ok but didn't Tig weld so well, and there were metal tears and gaps to fill. Number 3 was far better from silver because it is softer, forms better, and Tig welds far better than the nickel.

The dies were made from 5/8" aluminum with the edges rounded and super glued to the bottom press plate. The band behind the guard was successfully made from nickel silver after the third attempt. The tight fit NiAg joint between the two halves did finally Tig OK. It appears that when Tig welding NiAg, the zinc cooks out and causes porosity if the flame gets too hot.

A one foot square of <sup>3</sup>/<sub>4</sub> urethane sheet from MSC was \$101. Ms. Knigsley tells me that the new source list in the book has a source that is cheaper. She uses a lot of copper and silver-plates it later. She provides a lot of good basic information on pressing the various shapes. I found that repeated annealing between each forming is very helpful. The stuff work hardens FAST! I think that a copper plate or very soft .9999 silver pressed and the outside detail engrave and will do well for our use. The copper would have to have an Ag plate after the engraving. All of these parts can be made from steel, either stainless or carbon will do well since it can be readily welded.

http://carmelcoast.com/pages/Carmel/LocalArt/Kingsley/Book.html @ \$25 including US shipping or PO Box 222492, Carmel CA. 93922.

they want. Bring a gift for Toys For Tots, new and not wrapped up to age twelve. Gifts picked up by the United States Marines wearing dress blues. I enjoy seeing the dress blues because I was a Marine from 1961 to 1966. Sempier Fi.

If I missed something, please forgive me. All of you that will be driving to this show from a long distance, please be careful.

Watch out for the other guy. Arrive safe and sound and return the same way.

I just had a birthday last week and guess what Barb got me? Yep, you're right. She got me a knife. It is a beauty: a Buck Creek, wooden handle, single blade lock back, with swing guard and trapper design. The knife has a silver bullet on the side of the handle. Very nice knife. Said she got it from someone named Jim Martindale in

Tacoma at the Northwest Knife Collectors knife show in October. Jim Martindale and I collect Remington bullet knives, and Martindale has a very nice collection of bullet reproduction knives. Some one of a kind knives.

Have a safe day and take care. Mike & Barb Kyle.

December 2001





## Sheffield Cutlery Ephemera (Part One)

### by Jim Taylor

To this day it is still not clear to me! Was I fortunate to witness the sickening decline of the Sheffield cutlery industry? Should I rejoice at being there when

so many of the old factories were standing derelict? Was this a scrounging opportunity second to none? These are questions that are bereft of adequate answers.

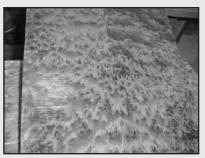
Half of me was saddened and dispirited, the other half was more than content to root around amongst the rotting workshops and forgotten cupboards. Here it was that my love of Sheffield's golden age began to take root. A leaflet here, a box label there, and a constant awareness of the ghosts of cutlers past, still struggling to improve upon perfection.

One occasion that I recall distinctly involved Cindy. You remember her, don't you? It was August, 1987; and we were in the region occupied by that lovely old Georgian building known as The Globe Works, wherein toiled a goodly number of Sheffield's

"Little Mesters." Anyway, just across from the old "Works" stood a derelict building that was once occupied by Burgon & Ball (Later, Ball Bros & Co.) A company that was famous world wide for the quality of the sheep shears that

### **THUYA (thu-ya)......Watzit?** By Larry Davis

Itz: Thyine wood, Citron burl and to the locals in Morocco itz Mountain Cypress. Knife makers and importers in this country know Tetraclinis articulala as Thuya Burl. This beautiful chestnut-caramel brown wood with its tiny black "eyes" comes from Morocco and North Africa and is prized for its candy, "good enough to eat" appearance. The burl comes only from the root



Book matched set of Thuya burl

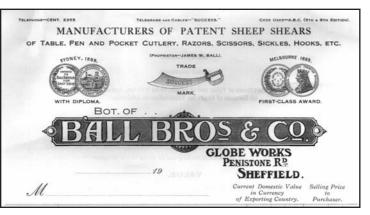
portion of the tree and is hand-dug from the ground, rather than felling the tree. Many Thuya trees have long since disappeared having been used for lumber and firewood, but the burls remained underground, untouched and are now dug up like so much gold. Root burls are also formed by stooling and by repeated pruning of coppice growth which produces increased burl growth below ground.

Thuya is very hard and oily which enables it to take a nice polish. Start with 60 grit paper when rough shaping for handles. This will keep the



This is an 800 pound Thuya burl being chain-sawed up at my store

paper from clogging too quickly with oily sanding dust. Progress through grits until you are satisfied with the look ; use a lacquer finish and polish on the buffer with tripoli and white diamond compounds. It is very stable in natural use. A super glue finish works great with this wood, but the oil content does not make it a good candidate for acrylic stabilizing. was their speciality. When I say derelict, I mean no roof, doors or windows. Gingerly, we negotiated a staircase that was as close to "tumble-down" as any staircase can get! Opening a door in a corner cupboard revealed a



quantity of letterheads and leaflets, all miraculously dry and exactly as left when last used, maybe 45 years earlier. To Cindy and me this was manna from heaven! I enclose an illustration herewith. Don't you just love the telephone number: "Cent. 2355?" This was just one of my many forages into Sheffield's past and one that I will continue later. Who knows, this might evolve into a short series of one man's love for what many might imagine as "worthless bits of paper." All that I can tell you is that we have a house full of "rescued treasures"; and if you keep an eye on this space, I will be happy to bring them to your notice. Maybe, along the way, I will find that I'm not alone in this strange obsession?

## OKCA Club Whot-zits & Whos Zits

**Darrold (Ole) Olson** President (541) 726-7503

Loy Moss Vice President (541) 747-7600

Elayne Ellingsen Sec/Tres. (541) 484-5564

Michael Kyle Master at Arms (541) 998-5729

Dennis Ellingsen Show Coordinator (541) 484-5564

Knewslettter by elayne & dennis

Cut-toons by Judy & Lonnie Williams

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## **OKCA Free Classified Ads**

Free classified ads will run up to three issues and then be dropped. Available only to paid members. Write your ad on anything you have handy (except Snow Flakes) and mail to the **OKCA**, **PO Box 2091**, **Eugene OR 97402**. The number and size of ads submitted by a single member will be accepted or excepted dependent on available space and the mood of the editors.

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**Help Wanted**-knife makers wanted to do assembly of finish work. Piecework in your shop. Full or part time. WILDERNESS FORGE (541) 548-7465

Sheathmaker: 30 Years Experience. One of a kind or 1,000 just a like. Just rugged, good-lookin' knife leather. Call murph at (541)726-7779 or email to darkhorse3@mindspring.com D

Wanted - Colonial WWII USN Pilot Survival folding knife. Two blades, one a saw. Must have lanyard and original case would be nice. ibennis@oregonknifeclub.org or bring it to the Mini Show.

**Wanted** - A knife that advertises Raleigh bicycles. ibdennis.

Wanted - B4 Xmas. 1990 Davis Oregon Club Knife. Bill Anderson (541)342-1592 N

ALASKA'S Show, The Midnight Sun Custom Knife Show will be held June 15/16 at the West Coast International Inn , Anchorage, Alaska. For more information on this second edition call 907-688-4278 or e-mail jim@whitmanknives.com. What more reason do you need to see Alaska during the days of the midnight sun!!!

Northwest Knives & Collectibles Will Be Holding a Show January 12 & 13, 2002 in Salem, Or at the Reed Opera House, 189 Liberty St. Ne Salem, or 97301. Show Hours Will Be Sat. 9-5, Sunday 9-3. 6' Tables -\$100.00/8' Tables \$125.00.

For Sale - Thinning a collection and need to sell. Write or email for my Knives Listing, which includes traditional knives, fixed and folders, old and new (lots of CASE, BOKER, FIGHTN' ROOSTER, MARBLE'S) and a few quality custom made knives. All reasonable offers welcomed. I can mail or email the list. Contact MATT DENSMORE 5918 S E DANIELS LOOP LACEY WA 98513 or email dens51@aol.com. N

**Wanted**-Buck 110 old style leather sheaths (cut down front) in good condition. AL WIESEL (541)347-4739 O

Wanted -Jimmy Lile Rambo 2 dagger (black center & polished edges.) Limited Edition of 100 pieces. All offers welcome. Phone: +49 171 28 39 225 -schuster-frankfurt@t-online.de O

**For Sale:** 5" Post Vise-\$75.00 / Toaster Oven for tempering \$5.00. Dry Doug fir anvil bases-9 1/2" x 11 1/2" timbers new \$12.00. Stainless steel slack tubs \$10.00. I-Beam for hydraulic press 6 1/2" x 21" x 7' \$50.00 -MARTIN BRANDT (541)747-5422 email: OUBOB747@aol.com O

For Sale: Amboyna, thuya, snakewood, ebony and all other woods. LARRY DAVIS, GALLERY HARDWOODS, (916)386-1150 O

For Sale - Pocket and sheath knives. New lists. Case and assorted knives. Victorinox list and information on collectors club. Send SASE to REX MCELWAIN 605 DONALD LN NEWBERT OR 97132 or email at mcrex@juno.com O For Sale - Jason Williams damascus folder, titanium linerlock, fossil ivory. Anodized, carved, file work no disappointments. \$2850 (503)330-4415 Mark, or j mark cannon@yahoo.com

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New! Your Knife Questions ANSWERED ON-LINE. Bernard Levine, author of Levine's Guide to Knives and Their Values, will answer your knife questions on the Internet. Is that knife on eBay real or fake? Is the knife you're thinking of buying authentic? What kind of knife do you have, and what is it worth? What is the value of your collection, for insurance or tax purposes? Instant payment by Visa, MasterCard, or PayPal.

Go to: www.knife-expert.com and follow the link.

**Help!** Did anybody find a large sign (7 ft. x 3 ft.) on the front of table I-3? It says "SKM - Maniago, Italy" in black letters on a bright yellow background. Thanks for your help. Michele Beltrame. Please let Dennis know if you know the whereabouts.

Wanted - M..W. Sequine knives, Juneau, Alaska maker. Will consider most any condition. Contact Jack (805)489-8702 or email jh5jh@aol.com

Waterjet Your Knife Parts - no heat effect, finished edge. Tolerance to .005. We will accept your DXF files or we will reverse engineer your physical parts and convert to computer drawings. Price, quality, service! References upon request. HYDRATECH INDUSTRIES REDMOND OREGON (541)548-5453 S

**For Sale** - Prime, old elephant ivory. Full tusks, chunks, custom cut prices. The following OKCA club knives @ issue prices 1988, 1989, 1993, 1994, 1995, 1996. JACK SQUIRES (503)472-7290

 For Sale - Special brand new Baldor 1-1/2 HP variable

 speed motors complete with control, cord and plug \$525.

 JOHN MALLET TRU-GRIT ABRASIVE SPECIALTIES

 760 E FRANCIS ST #N ONTARIO CA 91761

 (909)923-4116
 S

For Sale - I am a new member of Miniature Knifemakers Society. Museum quality Indian reproductions. Antique trade beads, custom orders. JOHN YASHINSKI P O BOX 1284 RED LODGE MT (406)446-3916 S

Wanted: Gerber Mark II Combat/Survival knives. Especially interested in early and unusual pieces and related items and histories. Canted blades, colored handles, dive knives, etc. If you carried a MkII please let me know. Also knuckle knives, Kukri's, Randall's, F-S Commando, U S Military knives and nice old fighting knives in general. PHIL BAILEY POB 13000A PORTLAND OR 97213-0017 (503)281-6864 or email:pbailey@europa.com M

For Sale - diamond burrs (nickle base) use dry on Rockwell, etc. Really a fantastic buy - 30 burrs. Fits Dremel, fordom or any chuck on drill press or hand drill. Over 60 sets sold at OKCA in April. 100% satisfaction. Only \$25.00 ppd. The same price as the Show special. VISA/MC/AX/DISCOVERY. HILTARY DIAMOND BOX P SCOTTSDALE AZ 85252 (480)945-0700 ELLIOTT or email hiltary@hotmail.com M **For Sale** - Giraffi! For scales or full handles. Better than sanbar or fossil ivory. 4-1/2" long. Can be cut for scales or filled for a solid handle \$60ea + \$5.00 shipping. Each piece makes 2 or more scale pairs or use for single handle. Makes about 6 pairs of folder scales. 100% refundable if not cut. VISA/MC/DISCOVERY/AX. HILTARY INDUSTRIES 7117 - 3 AVENUE SCOTTSDALE AZ 85251 (480)945-0700 ELLIOTT or email hiltary@hotmail.com

**For Sale** - Ironwood scales 5"x1-1/2"x1/2". Close out all or part. 1000 pairs @ \$3.50 pair minimum 20 pairs. All excellent condition. Plus shipping. You'll love them. HILTARY INDUSTRIES 7117 - 3 AVE SCOTTSDALE AZ 85251 (480)945-0711 ELLIOTT or email hiltary@hotmail.com M

High quality copies of various hard to find government reports, files and letters on Edged Weapons. All of these offerings have been found in archives, libraries and depositories around the country over the years and are in the "public domain." Contact - Knife Books - PO Box 5866 - Deptford, NJ 08096 for a listing or follow the link from the ad on the OKCA web page. trz@citnet.com

**"John Nelson Cooper Knives"** by Paul Basch and Bill Martin. Only 100 left. \$100.00. Call (501)872-5200 or (501)872-5209.

**"Knife Talk"** by Ed Fowler. 60 past *Blade Magazine* articles combined w/the author's updates and 200 photos. Take a trip with the father of "Multiple Quench" \$14.95 plus \$3.20 S&H - Ed Fowler - Willow Bow Ranch P O Box 1519 Riverton WY 82501 - (307)856-9815

**"Knives of the United States Military in Vietnam"** by M. W. Silvey is a color celebration of the knives, patches and other accouterments of the Vietnam War. This is a book that you will open time and again just for the pleasure of viewing. Hardbound only. \$39.95 plus \$3.00 shipping. M W Silvey - email: silvey@jps.net

"How To Make Multi-blade Folding Knives" \$20 ppd. Autographed by the author Terry Davis Box 111 Sumpter OR 97877

**"Bayonets, Knives & Scabbards"** Thought to be the most important paper ever written of U. S. edged weapons by the U. S. Government. Available for the first time to the general public in one volume, covers U. S. Army edged weapons from 1917 through the end of World War II. Soft cover, 80 pages filled with facts. Even the advanced collector will find "new" material between these covers. \$15.95 + \$3 priority postage. Frank Trzaska - Knife Books P O Box 5866 - Deptford NJ 08096

"Knives of the United States Military World War II" by Michael W. Silvey. is hardbound, 8x5x11 inch format, 250 pages (240 full page color plates). Over 425 knives are displayed. Great reference for collectors and others interested in the period. First edition has a limited printing of 3,500 copies. \$59.95 plus \$5 shipping. Contact Mike Silvey (916) 383-7531 email:silvey@jps.net

**"The Wonder of Knifemaking**"by Wayne Goddard is soft cover 8½ x 11, 160 pages, 16 page color gallery. \$19.95 + \$3.05 (\$23.00) shipping in U.S. Send a check or money order to: Goddard's, 473 Durham Ave, Eugene, OR 97404. Or call (541)689-8098 to order using Visa, MC or Discover cards.

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The Knewslettter Oregon Knife Collectors Association



	December			
Dec	08-08	-	OKCA Winter Mini Show	
Dec	06-08	-	Greatest Knife Show-Pigeon Forge TN (KW-B-KI)	
Dec	08-09	-	Heart of America - St Charles MO (KW-B)	
January 2002				
Jan	25-27	-	Wolverine Knife Show - Novi MI (KW-B)	
Jan	25-27	-	Chattanooga TN Knife Show (KW-B)	
February 2002				
Feb	01-03	-	Las Vegas Classic - Nevada (B)	
Feb	15-17	-	Gator Show - Lakeland FL (KW-B)	
	15-17			
	16-17		Arkansas Custom Show - Little Rock(KW-B-KI)	
Feb	22-24	-	Knife Expo 02 - Buena Park CA (KW-B)	
March 2002				
-	14-15		Riverland Collectors -Dunnellon FL (KW-B)	
	15-17			
Mar	16-17 16-17	-	ABS West Clinic -San Pedro CA (KW-B)	
Mar	16-17	-	St Louis Knife Show (KW)	
Mar	22-24	-	Badger Knife Show - Janesville WI (KW-B)	
Mar				
April 2002				
	20-21		Oregon Knife Collectors Show - Eugene OR (KW)	
	19-21		Louisville Show -KY (KW)	
Apr	27-28	-	Espolama Knife Show -Lugano Switzerland (B)	
	May 2002		-	
May			Blade Show -Atlanta GA (B-KI)	
	June 2002			
Jun			Greatest Show -Pigeon Forge TN (KW)	
	07-09			
	15-16			
Jun	28-30		Springfield MO Knife Show (KW)	
July 2002				
Jul	19-21	-	Montana Knifemakers Show - Missoula MT	

# **Events** Calendar **December 2001**



## DINNER MEETING

**No Dinner Meeting** for December Come to the Mini Winter Show Saturday December 8th, 2001 Hours to public 8 am - 4 pm.

Contact Dennis or Elayne (541) 484-5564 for additional information on OKCA events. For non-OKCA events, contact the sponsoring organization. Additional info = (B)lade Mag. -(KW) Knife World - (KI) Knives Illustrated



**December 2001**