COLLECTOR'S

KNEWSLETTTER IN A KNUTSHELL

- Wayne on Selling
- Harness Jacks
- Military things that go Cut
- ✓ A Remington Story
- ✓ Dues are due if U R not 2005
- ✓ 2005 OKCA Club Knife
- ✓ Application form for 2005
- ✓ The Winter Mini Show

Our international membership is happily involved with "Anything that goes 'cut'!"

December 2004

A Month In the Life of a Door-to-Door Knife Salesman

By Wayne Goddard

I had a lot of different jobs during the early years of our marriage, but the most interesting was selling cutlery door to door. My career as a cutlery salesman lasted only a month, but a period of time I never forgot. At that time I didn't dream that I'd spend the rest of my life, minus a few years, selling knives that I created with my own two hands.

It was 1960 and Phyllis and I were married less than a year. We had moved to Lewiston, Idaho from Twin Falls, Idaho; and I was having no luck finding a job. I was ready to do almost anything and that's when my adventures as a knife salesman started.

My folks had purchased a beautiful and well made set of Zylco kitchen cutlery. The Zylco salesman was looking for more salesmen to work under him so I hired on. If I remember right it cost me \$35.00 to get signed up and that included a bond. Zylco was an offshoot of Rena-Ware, both were part of Zylstra Corporation. I remember visiting the headquarters of Zylstra Corporation in Spokane, Washington, as part of my sales training and actually met the owner who went by "Pop" Zylstra.

I always figured the Zylco knives were made by Robeson. The trademark on Zylco included the words "Freeze"; and as far as I know, Robeson was the only cutlery company that offered freeze treated knives at that time. I have a 60's Robeson butcher knife that has "FROZEN HEAT" as part of the logo. That's enough of a connection for me to form my opinion about who manufactured the Zylco knives. Another feature of Zylco was the "Electro" edge. A

keystone shape was etched in an alternating pattern. The etched sections are thinner than the rest of the blade. This is supposed to give it an advantage in cutting ability. I think I've seen Robeson knives with an etched type of treatment similar to that on the Zylco knives. (See the photo)

I didn't turn out to be much of a salesman, but it kept groceries on the table for awhile before a real job came along working as a warehouseman for Payless Drug Store. That's another interesting story to be told at some later date.

We got into homes to sell the knife set by cold canvassing and by referrals. I got better at cold canvassing as I gained experience, but it was never easy for me. We got our referrals from those we made sales to. In our sales kit there was a real nice hunting knife with a retail price of \$12.95. (It looked just like a Robeson hunting knife.) We could give them the hunting knife, or a choice of a pair of kitchen shears after they bought the set and wrote us out three referrals to get us into their friend's houses.

I tried many different lines to get through the front door, including the offer of free stuff, the officially authorized line. The opening line, "Would you like to buy some knives?" worked as good as any to get in the door. There aren't too many homes with a drawer full of sharp knives so, "free knife sharpening" was fairly successful. Zylco had a sharpener that was nearly foolproof and left knives very sharp. The knife was rolled through the sharpener that would give the correct edge angle every time. The sharpener had a steel roller section that would line up the wire edge. The only way to get the sharpener was to buy the whole package. That was just the first of several "hooks" we had to choose from in our way to closing the sale. I was soft at closing sales, especially when the folks looked like they couldn't afford the set. As a trainee I would go out with some of the best salesmen. These guys had been selling everything from soup to nuts for many years and didn't know the meaning of the word "NO!" It was, I'd imagine, as if a human had the determination of a

bulldog and the appetite of a hungry

snark.

The Zylco Knife set was a very attractive package, as it should have been with a retail price of nearly \$120.00. That was two to three day's wages in 1960. The set was impressive the way we laid it out. We would explain one knife at a time, building value with each step. It was a beautiful and desirable set when completely laid out on our red table cover. We started out with "The Million Dollar Baby," the advertised price of the research that went into the development of the Zylco paring knife.



#1 shows the Zylco carving knife with the trademark etched sections at the edge. The Zylco knives I sold all had black wood micarta handles. #2 is a Zylco knife that I'm not quite sure about. It may be older or newer than the ones I sold. The streaked brown handle is the same material as the Cutco knives and the unusual serration pattern makes it more like a Cutco than a Zylco product. #3 is the Robeson butcher knife with "Frozen Heat" as part of the logo.

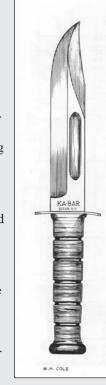
Knotes on United States Military Edged Cutlery

by Frank Trzaska

"Blood Grooves"

A great sounding name, it evokes the Walter Mitty in one. You can place yourself at the scene of a hand to hand combat duel to the death with that enemy soldier in the last minutes of a desperate battle. The word "fuller" just doesn't capture that same sense of imagination displayed by the old blood groove term. Actually it is all marketing hype in my opinion. The greatest known set of blood grooves in the military knife world is the USMC 1219C2, affectionately known as the "k-bar" to most. Well these are there for styling, and that is about it.

The original 1219C2 was nothing more then a re-handled Union Cutlery Company /Ka-Bar commercial hunting knife. This hunting knife design was copied from the super successful Marbles "Ideal" model hunting knife with one minor difference, the Ideal fullers did serve a purpose. If you look at the fullers produced in the Marbles Ideal, you will immediately notice that they are very wide and deep unlike the ones on the 1219C2 which are much narrower, placed higher on the blade and not as deep. The idea behind the Marbles fuller was to allow the user to re-



sharpen his knife on a flat stone while in the field. This field sharpening method would allow the user to flat sharpen the knife by holding the blade flat. This could not be accomplished on the narrow fullered 1219C2 or for that fact on the commercial version of the knife either. So we see the reason I call them marketing hype. You see the originals did serve a purpose while it was lost to the designers who copied it.

At that point the new producers needed to come up with a reason for its existence, "Blood Grooves" were invented; and the suction theory came about from this same drivel. For those that claim they lighten the blade, it is true; but for added strength, it is also a false belief. While there is a minuscule weight reduction, it could not be detected by anyone handling the knife so again it is hype. Adding strength is another often quoted by-product of the grooves. This may be true on steel I-beams and long swords with a true central fuller but not so with the short blade of a knife. The physical effects are just not the same. The above was related to me many moons ago by our good friend, Bernard Levine. What exactly made me think of it now I don't know.

Pet Peeve

Why do some folks make their auction files



literally minutes to load? Do they actually want to raise the frustration level of a potential buyer? I think a good photograph helps to

sell the item; but all the colorful backgrounds and music are ridiculous to me, I just can't figure it out. I will tell you this much, if it takes what I consider too long to load the auction, one minute or more, I just stop it and go on to the next one. Regardless of what it is, I am not that interested in it if the current owner cannot think about those who don't have a cable modem running at the speed of light! When I cruise eBay or some other such site, I want to see what is being offered and read the writeup, not have a full length feature motion picture! So this is my way of letting you know you are missing some sales while you p... off a large portion on the buyers by loading your auctions up with worthless junk that you think looks good. Think about it, I won't be a buyer from you... how many others might feel the same way?

Romance in Collecting

Sometime ago Dewey and Lavona Ferguson wrote the *Romance in Collecting* series of knife and price guides. Since that time we have abided by the theme although we have used other words for it. I often quote supply and demand as a reason for prices being so high on objects that seem to defy reason. Another, although less thought of reason, is the "Romance" the object carries.

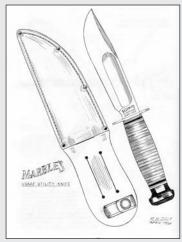
Not the type of romance you may find in a novel or on the soap operas, but it works on the mind in much the same way. It takes

you away from the current and lets you drift, if only for a brief moment, to another place and time. Now this may be in the form of history or lineage to some high profile group, such as the V-42 linked to the First Special Service Force or the SOG knife linked to MAC-V-SOG. Or it could be a knife once owned by a famous person, such as General James Gavin's Randall Made knife on display in the West Point Museum. Or a knife made by a special or famous person such as a Howard Cole knuckle knife. All of the above knives can be considered rare, but they are also"Romantically" involved pieces that far out weigh the rareness of their existence.

The "story" behind the knife is often the determining factor in the pricing of it. While I would be the first one to admonish you to buy the knife not the story, some of these knives are forever hooked to a story for just the reasons cited above, romance. I have seen far rarer knives go for thousands of dollars less just because they do not have the romance

or "curb appeal" of the big guns like the V-42 or the SOG. This upsets the true supply and demand idea by linking

itself to



just the demand side and throwing out the supply side. So to make a long story short, rarity does come into play with pricing, but it does not affect the price nearly as much as the romance side of the coin. When you have the two working for you, then you have the best of both worlds. That, my friends, is the V-42 and the SOG and the ...

Nothing to do with Knives

Only in America... Can a boy be given a condom while in high school, by order of the local school board, and be expelled by that same board for praying that he gets a chance to use it... Go Figure!



Frank Trzaska [trz@mcsystems.net]



OKCA Knews and Musings

ibdennis

Mini Show.....

We are within a few tables of having a full-table show for the December 11th event. Remember that if you wanted a table and didn't request one you may not have one there when you arrive. Table holders will find a paper on the table when they claim a table. Please fill out the paper and return to the Club table before 9 am. It will help when we are questioned, "Where is old so and so....?" This is a must.

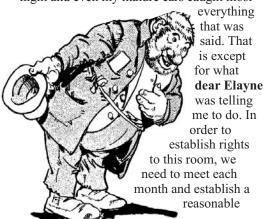
Details on the Winter Mini Show can be found elsewhere in this Knewslettter. Not to forget the **Toys for Tots** and the **Saturday Nite Potluck Social.**

Membership Dues be due.....

Membership in the Oregon Knife Collectors Association is based on a calendar year. The way you can easily tell the status of your membership is by the label that appears on this Knewslettter. So if the number 2004 appears on the upper right corner of your mailing label then your membership lapses on December 32, 2004. For some there is no worry since their labels read 2005 or greater. The application form in this Knewslettter will suffice for membership and or table requests. Or if there are some that want to preserve the Knewslettter, you can print out an application from our website or you can copy the application page and send it in. Please use a form as our accountant goes nuts without one. It is the paper trail for doing business and is required. If you don't do it, our accountant has to.

Monthly Meetings.....

The November meeting held at the Sizzler Restaurant was an absolute huge success. Good food, good friends, good light, good night and even my mature ears caught most



turnout. Because the meeting was well received, I have arranged that we will meet on the third Wednesday of every month. The next meeting will be Wednesday, December 15th. This should work well because we can all bring the knife of our lives that we picked up at the Mini Show.

Cases for the April Show....

Bryan Christensen has offered to supply display cases for rental for the April Show. We must have your request for these cases before the April Show. These wood cases measure 24x30x2 and come with a lock. There are a limited number of these display cases available so get your request in early. The rental is \$30 for the three day weekend and can be paid for at the Show if you like.

Club Knife.....

The sale of the Club knife has been moving along quite briskly. Get your orders in soonly or you might get left out. Many of the people that have ordered these knives have commented that this seems to be a special pricing on these knives. They would have expected to pay more. This is true, but thanks to the generosity of **Ford Swauger** to our organization, we are pleased to offer not only a special knife but also a special price.

In this issue you will find an application for the Club knife for 2005. This is the first ever Damascus knife we have offered. Ford is also making the Oregon Special version which can only be had as a set and only to Oregon residents. These sets can only be picked up at the Show. **No mailing.**

Only 25 of the Oregon Special knives will be made, and they will be serial numbered along with the manual knives from 1 to 25. If you want to see a colour picture of this knife go to the Club website. There are only a few sets left.

Articles, articles, articles

A big thank you to our writers that help keep this Knewslettter alive and well. This month we thank Charlie Campagna (Canada), Wayne Goddard (Eugene), Jim Pitblado (Long Beach CA/Bandon OR) and Frank Trzaska (New Jersey) for their contribution to the December issue.

Although good for the next month or so with articles, that "well" will run dry. Please help us by mailing us articles and keeping our cupboard full. So many knifers with so much knowledge... please share with us.

Now for you trivia folks. The name Walter Mitty is found in one of the articles in this issue. Who was Walter Mitty?

Knives that make me Smile......

I am not sure why this knife makes me smile, but it does. I also haven't quite figured it out yet on how I am to interpret the message, "Sell and Repent." Maybe I could get a little help on the subject from some of my friends. The knife was made by Schrade Walden circa 1950 - 1970. The handles appear to be genuine "Mother of



toilet seat." It is a two bladed knife, a tad over 3 inches long. I could use some more "Smile Knives" so send 'em in.

Places to lay your head down whilst here.....

We have retained the same price at the Valley River Inn as we have for the last few years. Ya gotta mention the OKCA Show to get this pricing. Is it too early to reserve a room? Nope. I checked and they are ready for you now. Their operators are standing by.

The Valley River Inn - (800) 543-8266 - (541) 687-0123 - Our top recommendation. Fills up fast. A quality place to stay. Official home for folks away from home visiting the Oregon Knife Show. Special Show rates if you mention the OKCA Show.

The Campbell House -A City Inn -(800) 264-2519 -(541) 343-1119 -Classic Hospitality. A very unique experience. Top quality.

Courtesy Inn - (888) 259-8481 - (541) 345-3391 -The closest motel yet to the Knife Show. A budget motel and special rates if you mention the Knife Show.



December 2004 Page 3

A Month In The Life (continued from page 1)

When we got to the chef knife, we'd get out the little cutting board from our kit, put a penny on and give it enough whacks to show all present that this was one tough knife. There was an old style four-tine turning fork, and a nice carving fork to go with the carving knife. A very unique item was the narrow spatula that would flex 90 degrees and return to straight. All in all it was a very nice set. We came out of the sales experience with a set, and we've gotten 45 years of good use out of them.

I'll wrap this up by telling about three handmade knives I saw while making my sales pitches. All three knives were quite a bit different in shape, and their method of construction and all made a lasting impression on me.

Unforgettable knife #1. I'd given my presentation but not made the sale. I then made the offer of a choice between the hunting knife or kitchen shears in exchange for three referrals. I don't remember if I got the referrals or not, but I've got a crystal clear memory of the knife that I was shown. The knife was a skinning knife that had been handmade in the mid 1930's. The gentleman was an elk guide during hunting season, and his knife was his idea of the perfect skinning knife. It had a thick, upturned skinning type blade with a blood gutter and a thumb rest. It was unlike any knife I had ever seen, and it gave me that "burning desire" to create one for myself just like it. My first knife would have probably been that pattern, but I didn't have any steel wide enough till I went to work in the saw trade. Once I had a supply of obsolete chipper blades that were the perfect thickness and plenty wide I made my version of the unusual skinning knife. See the picture.

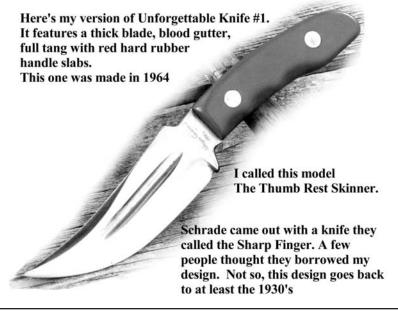
Unforgettable knife #2. The second handmade knife I saw was from the 1930's

and was made by the owner. It had a cast aluminum handle, a feature that I hadn't seen before. The gentleman told that he was an automobile mechanic and had forged the blade from a broken car spring. He melted an aluminum piston and cast the handle onto the blade. He used sand from a nearby stream for the sand casting process. I came away dreaming about doing work like that some day. This was the man who showed me the brass rod test for checking edge strength.

Unforgettable #3. The third handmade knife that had a lasting effect on my thinking was a forged hunting knife that had some features I'd never seen. The gentleman had made it as a young man, in approximately 1910. The handle was a deer leg bone, with a bolster and pommel made from a silver dollar that he hammered out. The blade, which was made from a file, had an integral double guard. A strip of material had been hot-cut from both sides of the tang. The

strip was then bent out from the body, forged to a long taper, then a rat-tail formed top and bottom to form the guard. The blade was heat-blued when it was made and still had most of the original finish after many years of use. That knife had everything; exotic materials, unique construction, and a great story to go with it — what else could be desired.

It was two years after my Zylco experience before I made my first knife from scratch. During that time I would often think of those knives and dream of making something like them. Even though I wasn't a huge success at door to door selling, I gained knowledge and inspiration. Those two things probably took me further along on my career than having a lot of money to get set up with. If I had gotten rich selling cutlery, I would never have learned the things that gave me the material to write a book with the title, Wayne Goddard's \$50 Knife Shop.





Jim Pitblado Collection





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	Z	ip
Phone: Eve ()	Day ()	Г	Oate
* Collector * Knifemaker * Dealer * Mfr./Distrib. * Other Email Address			

30TH ANNUAL OREGON KNIFE SHOW • APRIL 8-10, 2005 470 — 8'x30" TABLES

Exhibit Hall, Lane County Convention Center and Fairgrounds, 796 West 13th Ave., Eugene, Oregon. FOR INFORMATION CONTACT SHOW CHAIRMAN: DENNIS ELLINGSEN, (541) 484-5564

AUTOMATIC RESERVATIONS: If you had a table at the 2004 Show, you have an automatic reservation for the same table in 2005, but THIS RESERVATION EXPIRES DECEMBER 15, 2004. 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 12/15/04.

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.

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 predominantly 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 or shown at this show.

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 OR COVERS THEIR TABLE BEFORE 3 PM SUNDAY FORFEITS HIS FUTURE 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 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.

CITY AND COUNTY REGULATIONS require that there be:

- No Smoking within the Exhibit Hall at any time:
- · No alcoholic beverages consumed within the Exhibit Hall during the public hours of the show;
- · No loaded firearms worn or displayed at the show;
- No swords or knives brandished or displayed in a provocative manner.

Violators of these safety rules will be asked to leave.

NOTE ON SWITCHBLADES AND DAGGERS: In Oregon it is legal to make, sell, buy, or own switchblade knives. However, it is ILLEGAL 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

SHOW **SCHEDULE**

Friday, April 8, 2005. 10am - 8pm set-up; open ONLY to table-holders and members of OKCA.

Saturday, April 9, 2005. 7am-9am set-up. 9am-6pm open to public.

Sunday, April 10, 2005 8am-9am set-up. 9am-3pm open to public.

Tables that are cancelled will revert back to the OKCA

Subcontracting tables is not permitted.				
ENT WITH THIS FORM. Full 5; for later cancellation, refund . DON'T GET LEFT OUT!!! re is required.				
(two badges per table holder)				
\$				
\$				
\$				
\$				
\$				
I have read and agree to abide by the OKCA show rules as set forth in this contract, and to hold the OKCA, its officers, and the Lane County Fair Board harmless for any accident, damage, loss, theft, or injury.				
Date				

The Mini Show

The date is **December 11, 2004**, Saturday, and the time is 7 am. At that time the doors will open in that round building (Wheeler Pavilion) at the Lane Event Center (formerly Lane County Convention Center and Fair Grounds). At this early hour in the morning (yawn) the rush starts for those who reserved tables to run in and lay claim to the tables that suit their needs. Just remember that if an argument ensues as to the claim for space, everyone in the building has a knife. "An armed society is a polite society."

So just what is the story on this one day show in the month of December? Mega years ago we decided that rather than have two full blown knife shows a year, we would have a Mini Show that satisfied and took the edge off waiting for the Show in April. December was mid year so the date was set. Rather than charge for tables and admission for this one day show, we elected to use the funding that we generate at the Big Show to finance this show. That would be the raffles, Club knife project and silent auctions which we actively promote at the April Show.

The places we have had this event in the past have been questionable at times, but this Round Building works well. (For several years, many years ago, before it was remodeled, we held our yearly April Show in this building.) Heat and light and room to roam, along with easy to reach rest stations. It also provides a place to have our Social

Pot Luck dinner. Parking is free and that is a very good price. The location of this building is just to the North of the building that houses our April Knife Show.

We need to have advance reservations for this Show. We pay for all tables, empty or full, so we order only enuff tables for the reservations we get. So if you do not order a table and expect to find one when you get there, you will be like the tuna fish, Charlie. Same goes for the chairs as they cost us too. We have

BELT LINE Exit 194B SPRINGFIELD 126 West 18th AVE LANE **EVENTS CENTER** VALLEY RIVER CENTER

Directions to The Lane Events Center

From 1-5 take exit 194B. Stay on I-105 West until the end (it crosses over the Willamette River and then curves to the left). I-105 ends at 7th and Jefferson (when I-105 widens to three lanes, stay in the center lane to avoid being forced to turn). Proceed straight ahead, south on Jefferson, straight through the intersection at 13th & Jefferson, where you will enter the Lane Events Center: 796 W 13th Ave., Eugene, OR 97402, (541) 687-0292. We are in the round building at the North end of the Fairgrounds.

(Fairgrounds/Convention Center)

WHEELER PAVILLION

room for over 100 tables with room to spare. We will have a concession stand there to fuel your belly until the social occurs. And just like the April Show, if you leave early before 4 pm then your name is "Mudd." (Trivia quiz - where did this expression come from?)

We are also having the Toys for Tots event. Bryan Christensen has volunteered to head up this event. Please bring unwrapped toys for youngsters for this holiday project. Later in the day on Saturday they will be picked up by the participating

organization. This Toys For Tots drive is our way of helping out the community. We find that we have to buy twos of everything, as Elayne falls in love with the toys and doesn't want to let them go.

So get your table reservations in NOW! Tables are only available to OKCA Club members (easily handled by joining our merry band). The date is Saturday only, 12/11/04, and the time is 7 am until 4 pm with the social pot luck starting at 5 pm. The tables do have table covers on them and they are 8 feet long just like the ones at the

April Show. 2005 membership cards are available at the Show and for those that play it close to the wire, you can pay for your April table and beat the December 15th deadline.

Contact June Morrison at (541)942.1374 or email at june lewismorrison@hotmail.com (that is an underline twixt june and lewis) and let her know what you will be bringing for the social. This will help her to fill the void so that we won't have only broccoli and spinach dishes and no desserts.

So email, call or send messenger pigeons to get your table reserved for December 11.



The Seek-re-tary Report

by elayne

The meeting was held November 17 at Sizzler Steak House, Gateway. The attendance was 36, with a number of new faces. Thank you, **Bernard Levine** for the calls and emails. We were trying a new spot since the old room at the old restaurant was becoming part of the bar area. The general consensus was OK. Unfortunately the Sizzler had featured a special ad so the lines were especially long. We have been assured this is not usually the case. We have agreed to have a meeting December 15 (the third Wednesday) at the Sizzler which will be after the December 11 show at the Lane Events Center—the new name for the Lane County Fair Grounds.

Wayne Morrison has requested the display award knives be returned to us by the December show. This would give us an opportunity to photograph and write about them in the Knewslettters before the April Show. Here's hoping it will come to pass. (Seth Cosmos Burton has already returned his knife and it is very special. Thank you.)

June Morrison has requested we contact her to advise the dish we will bring to the December potluck. The Club will supply the entree, beverages, plates etc.

Bryan Christensen has volunteered to coordinate the Toys For Tots at the December show. Please bring a new, unwrapt toy. They will be picked up at the show.

Larry Criteser is working on a blade template for the grinding competition. It was suggested a drop point and he was interested.

The **Ford Swauger** 2005 Club knife sales are doing well. Be sure to send in your requests or be left out.

The current membership is 1402 and 46 on the waiting list for tables. We are currently capped at 470 tables for the April Show. But we are not stagnant; we are constantly thinking of ways to improve the offerings and the quality of the Show.

The December Winter Show will be held December 11 at the Lane Event center. We will be in the round Wheeler Pavillion building. Please call Dennis (541)484-5564 or email okca@oregonknifeclub.org to get on the list for a free table at the show

The payment to reserve your 2004 table for the 2005 Show is December 15. Please remember you must be a 2005 member to reserve a 2005 table. Check your Knewslettter for your membership expiration date. Also if you are a member and want to attend the April Show, be sure to renew your membership prior to the Show. We will again hold membership renewal until after 2:00pm on Friday, April 8.

The lending library of the videos of the 2004 Show is working. A few minor stumbles but we can work them out. This gives all of us an opportunity to "see" the Show which we missed. The only short coming was no shots of the displays; this will be amended in the 2005 Show. Please forward your requests to the OKCA, email, phone.

Glenda Brown from Excalibur Cutlery, Valley River Center, advised that it was slow going on the proposal for consignment of custom-made knives. We reminded her that knife people are slow to change and she seemed reassured. If you would like to leave a business card with them, they will put it on the counter.

Please watch the website. We are constantly updating and changing. Adjourn for show and tell.

See you at the December show, December 11. See you at the meeting at The Sizzler Restaurant, Gateway, Wednesday December 15.

Happy holidays-stay happy and safe.

Oregon Knife Collectors' 2005 Club Knife

This year we are offering a Ford Swauger folding pocket knife for the members of the OKCA. This will be our first Damascus folding knife. The steel is made in Ford's shop and is a blending of 1096 and L6 in what Ford calls a "twist pattern." The bolster

shares this same
Damascus pattern. The
handles are white bone
that have been sealed,
stabilized and polished.
The handle length is 4
inches and the overall
length is 7 inches. The
liners are titanium and
have been worked in
what Ford refers to as a
"lace pattern." This is a
liner lock knife.



The knives will be serial numbered and marked as Oregon Knife Collectors knives. This marking will be on



the inside of the knife to preserve the beauty of this knife. These knives are only available to Oregon Knife Club members and the Oregon Special is only available to Oregon residents who purchase the set. There will be 25 sets available and 25 manual only knives making a total of 75 knives.

The Oregon Special knife is referred to as a double action knife and is a handle/bolster release. This mechanism is a Ford Swauger design and works quite nicely. Both knives will have a special hand-checkered stainless steel thumb stud.

Serial number special requests will only be honored for those who have purchased knives with the same number in the last two years. All other serial numbers will be random drawn. Delivery will be in April at the Oregon Show.

This is a fund raising project for the OKCA so help out and also make an investment in what will soon be a very desirable knife to own. These knives will go fast so don't delay. One knife or set is available per member on this first offering. Additional knives can be purchased after December 15 if there are any left.

The price on the manual kn	ife is \$275 and the	e set will be \$625.		
Name				
Address				
City	State	Zip		
Regular manual knife	quantity	<i>/</i> .		
Oregon Special set of two k	nives	quantity.		
Total amount enclosed		-		
Your 2003/2004 serial number if desired was				
Please add \$8 for shipping if you are not able to pick this knife up at the Show on April 08-10, 2005.				

December 2004 Page 7

The RH 72P Boy Scouts of America Presentation Knife

By Jim Pitblado

Between 1935 and 1940, Remington Dupont manufactured what I call the RH 70 series hunting knives. These hunting knives were numbered as follows: RH70, RH71, RH72, RH72, RH73, RH74, RH74P and RH75. I have owned or seen all but the RH74 and RH74P, which I believe exist; but I just have not run into them yet. These hunting knives for the most part had 4-1/2 inch blades and were 8 inches long with various tang stamps on both sides of the blade. The handle materials ranged from leather on the RH70, RH71 and RH72, to bone on the RH73 and RH75, to Nova stag on the RH73, to three different Pyremite handles on the RH72P and I presume the RH74P. The three Pyremite handles I have seen are orange, mottled green and mottled brown. The blades of the RH71, RH72 and RH73 are

etched on either the front or back with one of two different deer scenes. So, if you add up all the potential variations of the RH70 series, a collector could accumulate over 20 different knives.



The Remington RH70 series of

hunting knives were very popular because of the inexpensive price, high quality, distinctive variety of handle material, the beautiful etching of the deer scenes and the usefulness of a knife of this size for a variety of purposes.

Remington provided the local hardware store with several beautiful counter display cases

to help market these knives including the glass display case catalogued by Remington as the RH838 and a bright green wooden counter display board catalogued the RH100.

The Remington RH72P which is the subject of this article is a very unique one of a kind knife which would have been very popular had it ever been put to production. It is a fixed blade hunting knife to have been produced for the Boy Scouts of America. The description includes "RH" which stands for Remington Hunting and the "P" stands for pyremite, a celluloid, which is the handle material. The blade length is a standard 4-1/2 inches and the total length of the knife is eight inches. The front side of the blade is engraved "Boy Scouts of America" and the "Be Prepared" shield is in black with gold highlights. This is a prototype, formal presentation knife made by Remington Cutlery sometime between 1935 and 1939 for approval by the Boy Scouts of America. I have been able to follow the ownership of the knife; but, as far as I can determine, most likely due to WWII obligations, the knife was never approved by the Boy Scouts of America or mass produced by

Remington Cutlery. George
Hildreth seems to be the starting
link in the saga of this particular
knife as he is the original owner. I
was fortunate to be able to
interview his daughter-in-law,
Loraine Hildreth, in July, 2004, in
Brookings, Oregon, and learn
more about George and his
history.

George Hildreth was born in 1897 in Connecticut and went to work for Remington Arms in 1915. During his career with Remington Arms, he was a tool grinder, rate setter, estimator,

office manager and supervisor of the tool and gage department. He had left service with Remington Arms to do active duty in WWI. He also did farming in Baker, Minnesota, and was a hotel owner and operator in Clemens, NY. George worked for Remington Arms in Bridgeport, Connecticut; Lowell, Colorado and finally, Findley, Ohio, where he retired in 1945 with

25 years of service. What is interesting is that I have not been able to discover anything showing that his Remington employment was associated with the Remington Cutlery division during his 25 years of service.

George had three sons, James Hildreth, of Sonoma, California; Robert Hildreth, of Finley, Ohio; David Hildreth of Brookings, Oregon. David Hildreth inherited the knife in 1954 when George died, along with various paperwork covering George Hildreth's employment at Remington Arms and several pictures of George in the work environment.



Along with the prototype Boy Scout knife, there was a pattern RH36 (6-1/4 inch hunting knife) factory engraved with a beautiful forest scene. The engraving on this RH 36 was made possible because the front side of the blade was produced without the blood groove which is normally seen on this knife.

David Hildreth died on June 22, 2004, and is survived by his wife Loraine, Brookings, Oregon, and a son, Ben, from Maui, Hawaii. Ben and Loraine were kind enough to provide me with copies of George Hildreth's 25 year employee card, a picture of him as a teenager and as a manager. In addition to his obituary, dated May 24, 1954, I also received a hand written resume by George Hildreth dating from July, 1913 to December, 1945.

Sadly, I have been unable to find any information on why George was in possession of the beautiful Remington prototype Boy Scout presentation knife and the RH36 knife. According to his daughterin-law, the few items I looked at and obtained copies of are all that remain of George Hildreth's past.

So while we can view this beautiful knife, admire the artwork and preciseness of the engraving, much of its production, history and transfer to George Hildreth will remain unknown and subject to our imagination. Should any of you reading this article have any further information which would add to the history of this knife, I would very much enjoy hearing from you.



Who Made These Knives Anyway?

By Charlie Campagna

When you have a collection of American made jack knives of the same pattern, you have several pages of the story of the U.S. cutlery industry. And when they are older, say from the earlier twentieth century, they can open up the often asked question of which of the many knife making companies actually were responsible for making them.

My chosen pattern is the harness jack. This is a sturdy, serviceable pocketknife with a blade and a punch usually located in one end. When the knives have a tang-stamp from Holley, Remington, Robeson and other well-known manufacturers, it is most often a safe bet that the brand signifies the maker. But what about when you run into brands such as Cline Stewart, Globe Cut. Co, W. D. Herbert and Zenith and many other obscure names?

Along with some good reference books such as Goins' and Levine's and looking at a lot of knives side by side, comparisons can be very informative. If you are a knife lover reading this article, then there is one more reason to look at knives, which will no doubt be welcome!

So let's compare some knives! First a fairly easy pair is a Robeson and a Globe Cut. Co. On the first knife the tang stamp reads ROBESON Shuredge ROCHESTER, and

the punch is stamped PAT. APR. 25-05 which is the date that Robeson patented their Cooper style punch (thanks



ibdennis). On the second knife the only tang stamp is on the blade, and it reads Globe Cut.Co. The handle patterns appear identical, and the bone jigging is the same style with the green bone varying only slightly in color. The rivets are in identical locations. The punches are the same although the Globe is not stamped. The flat ground, lightly swedged, blades vary only at the nail nick but not significantly.

The Shuredge marking was used roughly between 1922 and 1940 which is about the same time the punch patent ran out (after 17 years.) Globe sold knives between 1921 and 1929. It is pretty conclusive that Robeson

made the knife for Globe, perhaps after the punch patent expiry. My guess is the Robeson was made before 1922, and the Globe before 1929.

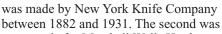


The next pair consists of a Case Tested XX and a UTICA. arched and overlaying

a rectangle. Both these knives have a swell end handle with a candle end lower bolster and are of the same length, width and general shape. But closer inspection reveals different bone jigging, pin locations, blades and punches. And the Case is a slimmer knife. Here it is much less likely the knives were made in the same place. In my opinion the in-house designers were different people even though the general handle shapes are virtually identical.

The final pair is stamped respectively

HAMMER BRAND with a picture of an arm holding a hammer overlaying it, and Zenith encircled in a crescent which has M.W.H.CO on it. The first of course



made for Marshall Wells Hardware using their Zenith brand. The handle patterns are virtually identical, but the Hammer is shorter and slimmer. The same holds true for the blades. It is almost like the Zenith was placed on a copy machine and copied 10% smaller to make the Hammer. I'd

like to find that machine!

The punch blades on these knives are very telling with the Hammer not completely stamped on the back. The patent number 1171422 is the 1918 Fuller patent for the punch blade, and the numbers 422 are missing. The Zenith punch is stamped with the Harrison 1902 (PAT. NO. 701878) patent punch blade. These punches were

both used by New York Knife Company. The first mentioned was an improved model.

Let me say these are beautifully finished, tightly made knives! Even though

they vary in size and handle material, there is no doubt they were designed by the same person or team and made by the best craftsmen in my opinion. This fits New York's reputation so I think most readers will agree the knives were made by NYKC with the Zenith possibly being the older of the two. The Zenith may have been made before 1918, and the Hammer Brand after 1918 when the improved punch was patented.

The next knife for consideration is also very interesting. It is tang stamped W.D.HERBERT. Goins' book mentions the name and circa 1910 but provides no other infor-mation. I have yet to find another

knife with this stamping or that has a punch like the one on

New York Knife

& Zenith

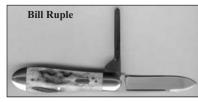


this knife. There are several other features that are unusual as well. The bolsters and

liners are steel, and the pins seem to be steel as well. You would usually find this in a knife made during a war when copper, brass and nickel were in short supply. And of course custommade knives are often all steel as you will see in the next one. The pins are placed unusually as well, with all of them being to

one side of the handle. Who made it? When did they make it? Maybe I'll find out some day. If any of you readers can help, it would be much appreciated!

The next one's easy with its all steel



construction. In fact it has **ATS 34** blades and sambar stag handles. Easy to date as Bill Ruple made it for

me few months ago! It's one of my favorite carry knives. If you are going to collect and study them why not carry one? Well made and very functional!

Finally we have a nice little harness jack stamped SCHATT & MORGAN on both

blades. The punch blade is virtually identical to the Robeson and Globe knives mentioned

continued on page 10



Schatt & Morgan

December 2004 Page 9

The History of Cracker Jacks relating to the **OKCA**

1893 According to legend, a unique popcorn, peanuts and molasses confection that was the forerunner to Cracker Jack caramel coated popcorn and peanuts is introduced by F.W. Rueckheim and Brother, at the World's Columbian Exposition, Chicago's first World's Fair.

1896 Louis Rueckheim, F.W.'s brother and partner, discovers the process for keeping the molasses-covered popcorn morsels from sticking together. Louis gives the treat to a



salesman who exclaims, "That's crackerjack!" "So it is," says F.W. Rueckheim, who then has the words trademarked. "Cracker Jack," prior to being

associated with the caramel coated popcorn and peanuts treat, was slang for something considered really great. Much the way people today use the word, "awesome," people then used the word "crackerjack."

1908 The song "Take Me Out to the Ball Game" is written by Jack Norworth, who writes the lyrics during a 30-minute subway ride, and Albert Von Tilzer, who composes the music. Cracker Jack brand is immortalized with the third line, "Buy me some peanuts and Cracker Jack."

1912 "A Prize in Every Box" is introduced when toys are inserted into every package. More than 23 billion toys have been given out since 1912?

1918 Sailor Jack and his dog, Bingo, first appear on packages.

1930s - During the Depression, the company that made Cracker Jack introduced many new products, although most of them enjoyed only a short period of popularity. New treats included Cracker Jack Cocoanut Corn Brittle and chocolate-covered Cracker Jack.

From 1941 to 1945 Cracker Jack became a national hero by supplying emergency field rations for the Allies during World War II. In fact, the company received three awards from the Army and

Navy,

including one for "high achievement in the production of materials needed by our armed forces."

1955 Cracker Jack begins advertising on television with the appearance of Cracker Jack on CBS-TV's "On Your Account" which is televised to 130 stations nationally.

2004 The Oregon Knife Collectors has a Show promotion that rewards "Cracker Jack promoters" that request flyers by mail for the Oregon 2005 Knife Show. An OKCA prize is in every mailed package.

Who Made These Knives Anyway?

continued from page 9

earlier indicating that it is a Robeson punch. Otherwise the handle pattern does not match anything I have seen in the several years I have been comparing knives. Although it is quite close to the way Schrade did things in Walden including the extra rivet in the handle. The knife is well-made which is typical of Robeson or Schatt & Morgan. The lack of a patent date or number suggests the punch and of course the knife were made after 1922. Schatt ceased operation about 1929 or 1930, so likely the knife was made no later than 1930. But WHO made that knife anyway?? Did Schatt & Morgan make it in Titusville, or did Robeson make it for them on contract? Or did Robeson sell Schatt & Morgan the punch blades?

A copy of a 1911 Schatt & Morgan catalog shows several harness knives, but none that look like this one. Their punches appear to be of the flat-ground awl type.

So in conclusion it is not always clear WHO made an old knife. Searching for the answers is immensely enjoyable and enhances the enjoyment of a collection, for this knife knut anyway!

Cut-toon As the Knife opens Stay tuned Now that's what I call

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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 pampas grass leaves) and email or snail 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.

Display cases for rent - Sign up now to reserve your rental display case for the 2005 Show. These special made wooden cases w/lock are 24x30 x2 and rent for \$30 for the three days. Bryan Christensen makes these up just for our Show. Contact the OKCA via mail, phone, email.

Alpha Knife Supply - Providing knife makers with the highest quality materials at excellent prices. Visit our website at www.alphaknifesupply.com and browse through over 65 different types of wood, carbon fiber, mosaic pins, talonite, titanium, timascus, superglue, Brownell's Acraglas, blade steels, etc. Almost every piece of wood has a photo link on our website. We are continually expanding our knife making supplies inventory. Most recent addition is series of Knifemaking DVDs by Gene Osborn, Johnny Stout, David Broadwell and Custom Knife Sheath Making with Chuck Burrows. Gift certificates are available. You can reach Chuck, Brenda and Jessica Bybee @ (425)868-5880. Look forward to seeing you in April at the Oregon Show.

WANTED: Harness Jacks or punch jacks, excellent + or better condition. Will pay cash, or trade for pocket knives I have. I have about 200 folders old and new to trade. Email to charlie.campagna@telus.net or leave a message at (604) 649-6789

For Sale: 2nd edition Randall Made™ Knives 'Quick Reference Guide', 12" x 25" laminated full-color folding document for identifying and dating most common RMK characteristics over the years. \$20 per delivered copy, payable to Sheldon Wickersham, P.O. Box # 9651, San Jose, CA. 95157, or via Paypal to bluestarknives@sbcglobal.net

Wanted: Randall Knives, any make, model, or condition. Buy/Sell/Trade. Contact us at (408) 557-9475, eves, PST or via email to bluestarknives@sbcglobal.net N

Wanted: Two piece can opener with the vertical lift for the Remington junior scout the or the junior RWB. Call Jim at (562) 438-8678 or email jpitt306@earthlink.net

N

Wanted: SEGUINE KNIVES Call or email Jack @ jh5jh@aol.com (805)489-2222 or (805)431-2222 cell N

Gallery Hardwoods (Larry Davis) has moved. We've moved the business from Sacramento to Eugene. Although we no longer operate a retail store, we'd be happy to show knife handle stock by appointment. Please call us (541)747-5725 for an appointment. Thanks and it's GREAT to be home again.

Closing shop. For sale: 2 grinders (2" X 72") -1 Hardcore Grinder 1 year old variable speed 1.5 hp with 10" wheel and other attachments. 1 Square wheel with attachments 1 hp. -Forge 3 inlets LP - Anvil 130 lb Mankel -Baldor Buffer 3/4 hp -Mill/drill machine -Leather Working tools, lots -Hammers -Handle materials exotic woods stabilized ivory, etc.-Steels (various) and brass -Other tools, and woodworking items -Too much to list. Lowell C. Lockett JS ABS (541)756-1614 or spur@outdrs.net

For Sale: Case toenails, melon testers, Barlows, peanuts, etc. Have lots of Case memorabilia, catalogs, decals. Have a lot of razor sharpening stones in original boxes. Plus knife boxes, various brands. Contact Frank Miller (541)822-3458 fshnfrank@aol.com

O

For Sale: Rick Dunkerley, MS Knife. Here is your rare opportunity to own one of Rick's knives (one of five) submitted for his MS test – the Ironwood Persian Fighter. This knife is the best of the best, having won "Best Damascus" at the 1997 Blade Show and the 1997 OKCA Show, as well as the Blade "Handmade Award" in 1997. It utilizes a Three Bar Composite blade with a Mosaic core. The guard is Damascus and the ironwood handle is fluted. Total length is 15 inches; blade length 10 inches. Asking price only \$3,499.00 for this unique knife. Robert Zielke (206)340-2008 (day) or RobtZielke@mindspring.com. Digital photo emailed upon request.

For Sale: Silver Trident rare dual signature knife signed by both William W. Harsey and Chief Patches Watson. These men are the designers of the famous knife made by Gerber. The knife comes with a signed copy of Patches' book *Point Man.* Contact Bryan at (541)895-2557 or (541)953-2456 For other knives and info go to www.signedknife.com

"The Bowie Knife": Unsheathing an American Legend by Norman Flayderman. 512 pages, over 260 color plates, hard cover. This book covers the fact, fiction and folklore of the world's most famous fighting knife. Only \$79.95 plus \$5.00 shipping. James D. Hayden Bookpeddler, 88360 Charly Lane, Springfield OR 97478. Check or Visa/MC orders (541)746-1819. Info email jhbkpdlr@pacinfo.com

KNIFE LAWS on-line. Federal, state, local. http://pweb.netcom.com/~brlevine/appr-k.htm Bernard Levine (541)484-0294 http://www.knife-expert.com/

Wanted: Serious Victorinox-only collector is looking for used and new knives and literature about them. What have you? Contact Dan Jacquart P O Box 145 Cochrane WI 4622-7167 (608)248-2794 or email tovsakcs@mwt.net

For Sale: Remington (repo) bullet knives, complete set of 24 knives 1982-2004. All new in boxes, many extras. 48 knives in all, \$2400.00 OBO. David Scheffer (580)227-3835 S

Books on US Military Knives and Government Reports. Send \$2.00 for a list of over 300 declassified govt. reports and current listing of military knife books in stock. Knife Books - PO Box 5866, Deptford, NJ 08096 or free via e-mail at trz@mcsystems.net.

For Sale: One of only three Cole made Mark 2. These have been written up in Frank Traska's articles. Email for pictures and price. Trades considered. I also have other Cole made knives. Doug Smith Fremont CA. Contact dsmith559@comcast.net

Wanted - Robeson whittler pattern #633499 in brown bone. Should say Pocket Eze on the shield. Consideration given to one close to this pattern. ibdennis (541)484-5564 or ibdennis@oregonknifeclub.org

Official Scout Blades a new book by Ed Holbrook 112 pgs. Boy Scouts, Girl Scouts, Cub Scouts, and Camp Fire Girls. Pocket knives, sheath knives, axes, 99% complete from 1910 to date + price guide \$25.00 + \$3.00 postage Ed Holbrook 12150 S. Casto Rd. Oregon City OR 97045

For Sale -New book, *KEEN KUTTER POCKET KNIVES* by Alvin Sellens. Soft bound, 239 pages, this book is full of useful information on markings, descriptions of the knives, period offered, and a price guide. Illustrations all seem to be taken from Keen Kutter catalogs. \$19.95 plus \$2 shipping. Quality Blade Books, P.O. Box 41854, Eugene, OR 97404 or http://www.qualitybladebooks.com

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December 2004 Page 11



The Knewslettter

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Events Calendar December 2004

----- December 2004 -----

11-11 - Oregon Winter Mini Knife Show - Eugene --- January 2005 -----

28-30 - Gator Cutlery Show -Lakeland FL (KW-B)

28-30 - American Bladesmith Expo -Reno NV (KW-B-TK) Jan Las Vegas Custom Show -Nevada (KW-B-TK) Jan 28-30 -

28-30 - Gateway Knife Show - St Louis MO (KW) Jan

--- February 2005 -----

Feb 12-13 - Arkansas Custom Little Rock (KW-B)

Feb 18-20 -Dayton Ohio Knife Show (KW)

Feb Knife Expo 05 - Pasadena CA (KW-B)

Keystone Blade Assoc. Show - Lewisburg PA (KW) Feb

Feb 26-27 - Atlanta Knife Show (KW-B-TK)

--- March 2005 -----

Mar 04-06 - NW Georgia Show - Dalton GA (KW-B)

Mar 04-06 -East Coast Custom - NY (B-TK)

19-20 - Western Canada Show -KXA Arena in Kamloops B.C. Mar

18-20 -Arizona Custom Show -Scottsdale AZ (KW-B-TK) Mar

Mar 18-20 -Ohio Spring Show NW - Wilmington OH (KW-B)

-- April 2005 -----

01-03 - Badger Knife Show -Janesville WI (KW-B) Apr

08-10 -Oregon Knife Show - Eugene Oregon (KW-B) Apr

Bunker Hill Show - Bethalto IL (KW-B) Apr 09-10 -

Munich Germany Show (KW) 09-10 -

NKCA Shepherdsville KY Show (KW-B) Apr 22-24

22-24 -Wolverine Collectors Show -Novi MI (KW-B) Apr

30-01 - Espolama Knife Show -Lugano Switzerland (B) Apr

----- May 2005 -----

May 14-15 - NCCA Stamford CT Knife Show (KW)

-- June 2005 -----

03-05 - 2005 Blade Show - Atlanta GA (B)

24-26 - Springfield MO Knife Show NKCA (B)

-- August 2005 -----

Aug 05-07 - Knifemaker's Guild Show 2005 -Orlando FL ()

-- October 2005 -----

14-16 - Montana Knifemakers - Missoula MT

DINNER MEETING



Wednesday Evening, December 15, 2004

Sizzler Restaurant 1010 Postal Way

Gateway area Across from the Post Office

6:00 PM Dinner Followed by meeting

> Come Knife with us! Bring Show -N-Tell knife!

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 (TK) Tactical Knives

