

The Victorinox® Blade

April 2003

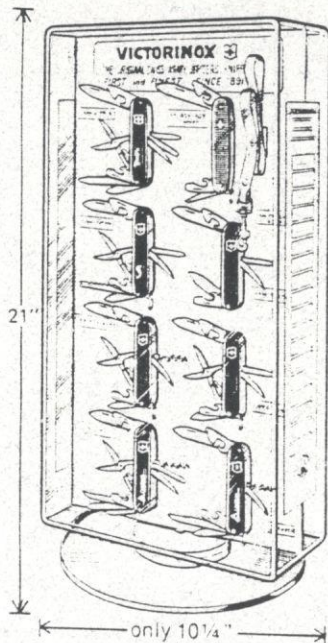
Issue No. 15

Official Newsletter of the Victorinox® Swiss Army™ Knife Collectors Society

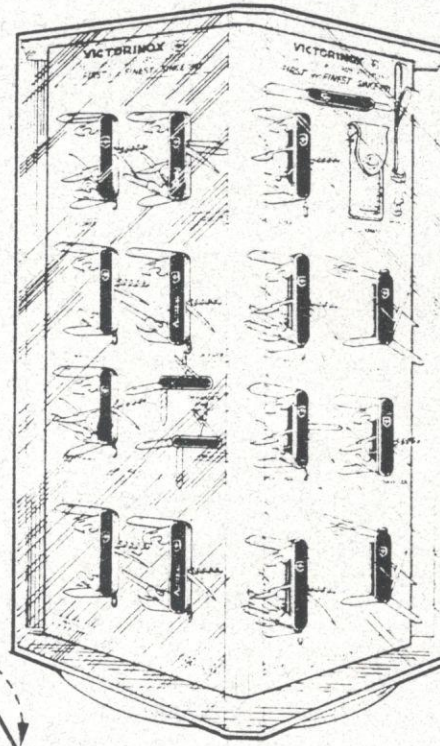
VICTORINOX

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Programs for Selling
THE ORIGINAL VICTORINOX
SWISS ARMY OFFICERS KNIVES.



6805



6855

Join the thousands of
retailers who have made
VICTORINOX displays the most
profitable square foot
in their stores.



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3 SIDED "TRIANGULAR" DISPLAY

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SWISS ARMY KNIVES, INC.

P.O. Box 846
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Shelton, Connecticut 06484

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YOUR SOURCE FOR THE ORIGINAL VICTORINOX SWISS ARMY OFFICERS KNIVES
Price List Saki 1-80



D6805 Standing Counter Top Display

Model No.	Name	Initial Basic Order	On Display	Back Up	Cost Each	Total Cost	
5081	BARTENDER	3	1	2	\$ 5.43	\$16.29	
5004	CLIMBER (Formerly Backpacker)	3	1	2	12.25	36.75	
5078	TRAVELLER *	2	0	2	12.04	24.08	
5008	CAMPER	3	1	2	10.80	32.40	
5012	CHAMPION	3	1	2	22.45	67.35	
5014	CLASSIC	3	1	2	6.43	19.29	
5016	COMMANDER (Bijou) *	2	0	2	6.22	12.44	
5028	EXECUTIVE	3	1	2	11.54	34.62	
5030	EXPLORER	3	1	2	15.30	45.90	
5034	FISHERMAN	3	1	2	15.11	45.33	
5036	GOLFER	3	1	2	11.11	33.33	
5040	GRAND PRIX	3	1	2	17.46	52.38	
5042	HUNTSMAN	3	1	2	14.07	42.21	
5064	SPARTAN	3	1	2	7.86	23.58	
5067	STANDARD*	2	0	2	7.65	15.30	
5066	STURDY BOY (Pioneer)	3	1	2	6.43	19.29	
5072	TINKER	3	1	2	9.27	27.81	
5055	NEW POCKET PAL	3	1	2	3.48	10.44	
6400	ZERMATT POUCH W/Steel (Med.)	3	1	2	6.35	19.05	
6410	ZERMATT POUCH W/Steel (Large) *	4	0	4	6.35	25.40	
6415	ZERMATT POUCH W/Steel (Champ) *	2	0	2	6.35	12.70	
6000	ZERMATT POUCH W/O Steel (Med) *	2	0	2	3.25	6.50	
6010	ZERMATT POUCH W/O Steel (Large) *	4	0	4	3.25	13.00	
6015	ZERMATT POUCH W/O Steel (Champ) *	2	0	2	3.25	6.50	
7470	KNIFE LEASH	7	1	6	1.65	11.55	
D6805	DISPLAY UNIT					FREE	
* Not on Display		TOTAL ON DISPLAY		\$176.99	Total on Display Plus Initial Backup		\$653.49

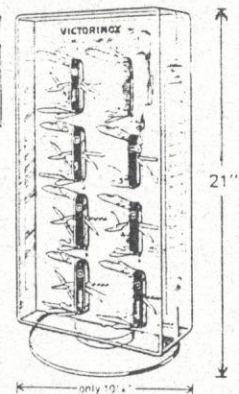
IT PAYS TO DISPLAY **VICTORINOX** ON YOUR COUNTER TOP

Average profit at suggested retail: 50%
Turnover average with program: 8 to 10 times a year
Total investment in display sealed merchandise: \$176.93

- Our program assures PLUS PROFITS with minimum effort
- IN STORE SERVICE ANYWHERE in the U.S.
- 24 hour shipments
- Our VICTORINOX D6805 DISPLAY performs with 8 to 10 turns a year. On a 9 turn average of your back-up stock, your gross profit for the square foot of display used will be 50% amounting to \$4,225 per year. MAKING IT THE MOST PROFITABLE SQUARE FOOT IN YOUR STORE!

All Shipments F.O.B. Shipping Point. TERMS: Net 30 Days, to established customers.

On Display
15 Knives
1 Pouch
1 Knife Leash



6805

D6855 Standing Counter Top Display

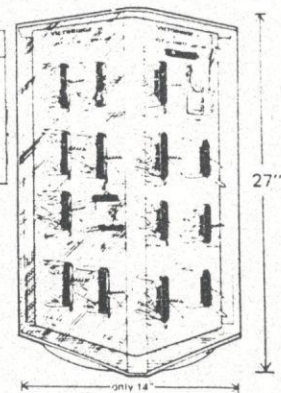
Model No.	Name	Initial Basic Order	On Display	Back Up	Cost Each	Total Cost
5000	AMBASSADOR	3	1	2	\$ 8.25	\$24.75
5001	ANGLER	3	1	2	14.07	42.21
5081	BARTENDER	3	1	2	5.43	16.29
5008	CAMPER	3	1	2	10.80	32.40
5011	NEW CAVALIER	3	1	2	6.76	20.28
5012	CHAMPION	3	1	2	22.45	67.35
5014	CLASSIC	3	1	2	6.43	19.29
5016	COMMANDER (Bijou) *	2	0	2	6.22	12.44
5004	CLIMBER (Formerly Backpacker)	3	1	2	12.25	36.75
5078	TRAVELLER *	2	0	2	12.04	24.08
5018	COMPANION	3	1	2	5.71	17.13
5020	CRAFTSMAN	3	1	2	20.71	62.13
5028	EXECUTIVE	3	1	2	11.54	34.62
5030	EXPLORER	3	1	2	15.30	45.90
5032	FARMER	3	1	2	8.06	24.18
5034	FISHERMAN	3	1	2	15.11	45.33
5036	GOLFER	3	1	2	11.11	33.33
5040	GRAND PRIX	3	1	2	17.46	52.38
5041	HANDYMAN	3	1	2	19.48	58.44
5042	HUNTSMAN	3	1	2	14.07	42.21
5055	NEW POCKET PAL	3	1	2	3.48	10.44
5060	PRINCESS	3	1	2	2.74	8.22
5062	RANGER	3	1	2	18.47	55.41
5400	SAFARI	3	1	2	8.58	25.74
5064	SPARTAN	3	1	2	7.86	23.58
5067	STANDARD *	2	0	2	7.65	15.30
5065	SPORTSMAN	3	1	2	8.26	24.78
5066	STURDY BOY (Pioneer)	3	1	2	6.43	19.29
5072	TINKER	3	1	2	9.27	27.81
6400	ZERMATT POUCH W/ Steel (Med)	3	1	2	6.35	19.05
6410	ZERMATT POUCH W/ Steel (Large) *	4	0	4	6.35	25.40
6415	ZERMATT POUCH W/ Steel (Champ) *	2	0	2	6.35	12.70
6000	ZERMATT POUCH W/ O Steel (Med) *	2	0	2	3.25	6.50
6010	ZERMATT POUCH W/ O Steel (Large) *	4	0	4	3.25	13.00
6015	ZERMATT POUCH W/ O Steel (Champ) *	2	0	2	3.25	6.50
7460	SHARPENING STONE	7	1	6	.70	4.90
7470	KNIFE LEASH	7	1	6	1.65	11.55
D6855	DISPLAY UNIT	1				FREE
* Not on Display		TOTAL ON DISPLAY		\$298.78	Total on Display Plus Initial Backup \$1,021.66	

Average profit at suggested retail: 50%
 Turnover average with program: 8 to 10 times a year
 Total investment in display sealed merchandise: \$298.78

- Our program assures PLUS PROFITS with minimum effort
- IN STORE SERVICE ANYWHERE in the U.S.
- 24 hour shipments
- Our VICTORINOX D6855 DISPLAY performs with 8 to 10 turns a year. On a 9 turn average of your back-up stock, your gross profit for the square foot of display used will be 50%, amounting to \$6,505 per year. MAKING IT THE MOST PROFITABLE SQUARE FOOT IN YOUR STORE.

All Shipments F.O.B. Shipping Point. TERMS: Net 30 Days, to established customers.

On Display
26 Knives
1 Pouch
1 Knife Leash
1 Sharpening Stone



6855

Prices Effective January 1, 1980

Model No.	Description	Wholesale
5000	AMBASSADOR	\$ 3.25
5001	ANGLER	14.07
5081	BARTENDER	5.43
5006	CADET	6.64
5008	CAMPER	10.80
5011	NEW CAVALIER	6.76
5012	CHAMPION	22.45
5014	CLASSIC	6.43
5004	CLIMBER (formerly Backpacker)	12.25
5016	COMMANDER (Bijou)	6.22
5018	COMPANION	5.71
5020	CRAFTSMAN	20.71
5022	DIRECTOR	12.87
5024	ELECTRICIAN	6.64
5025	NEW ESCORT	4.00
5027	EXCELSIOR	2.90
5028	EXECUTIVE	11.54
5030	EXPLORER	15.30
5032	FARMER	8.06
5034	FISHERMAN	15.11
5036	GOLFER	11.11
5040	GRAND PRIX	17.46
5041	HANDYMAN	19.48
5042	HUNTSMAN	14.07
5046	MOUNTAINEER	15.61
5055	NEW POCKET PAL	3.48
5054	POCKET PAL	3.46
5056	POPULAR	3.17

Model No.	Description	Wholesale
5058	PRINCE	8.25
5060	PRINCESS	2.74
5062	RANGER	18.47
5064	SPARTAN	7.86
5065	SPORTSMAN	8.26
5066	STURDY BOY (Pioneer)	6.43
5067	STANDARD	7.65
5072	TINKER	9.27
5078	TRAVELLER	12.04
5082	WINDSOR	9.79
5084	WOODSMAN	13.27

LEATHER BELT POUCHES

6000	ZERMATT - Med.	3.25
6010	ZERMATT - Large	3.25
6015	ZERMATT - Champ.	3.25
6400	ZERMATT w/steel - Med.	6.35
6410	ZERMATT w/steel - Lg.	6.35
6415	ZERMATT w/steel - Ch.	6.35
7300	SUMMIT POUCH - Med.	3.25
7310	SUMMIT POUCH - Lg.	3.25
7315	SUMMIT POUCH - Ch.	3.25
7470	KNIFE LEASH - each	1.65

SURVIVOR SERIES

5400	SAFARI	\$ 8.58
5420	TROOPER	8.58
5430	STAG HUNTER	12.65
5440	ADVENTURER	4.95

SHARPENERS

P468	MINIATURE STEEL	\$ 3.00
7460	SHARPENING STONE	.70

PRICES:

Prices are subject to change without notice.

TERMS:

Full payment is due net 30 days Date of Invoice. All merchandise is shipped F.O.B. our warehouse, Shelton, CT.

RETURNED GOODS:

Prior authorization must be obtained for any returned goods. Generally, Swiss Army Knives, Inc., will accept return for credit any **new** merchandise shipped in error or which, on inspection, is found to be defective in workmanship or materials. Credit is not allowed on worn or misused articles. Returns must be sent freight prepaid.

A restocking charge of 15% will apply to all returns accepted for credit where Swiss Army Knives, Inc., is not at fault.

SHORTAGE OR DAMAGE:

In case shortage or damage is detected in a shipment, notify at once the delivering carrier and

file claim promptly. Any delay may cause you a loss. We cannot honor shortage claims for which a carrier is responsible. All shipments are insured. Apparent packing errors must be reported to us **within 10 days** of receipt.

CUSTOMER SERVICE:

Should a customer want to return a **used** Victorinox Swiss Army Knife to you for any reason, please have your customer forward the knife to The Victorinox Service Center:

P.O. Box 846
Shelton, Connecticut 06484

We will promptly advise your customer of our most generous replacement or repair policy and every effort will be made to keep your customer happy. Many years of experience have demonstrated that this procedure produces the best results for you and your customer... so **please do not make returns or adjustments**, send that opportunity to our service center.

The following addresses will allow you to contact Victorinox® Switzerland or Swiss Army™ Brands, USA

VICTORINOX
Schmiedgasse 57 CH-6438
Ibach-Schwyz, Switzerland
www.victorinox.com

Swiss Army Brands
One Research Drive
Shelton, CT 06484-0874
www.swissarmy.com

Dear Friend,

I am trying to improve the club directory and bring everyone closer together so that we will have a better knowledge of each other's interests. The intent of the club is to foster buying, selling and trading of Victorinox® knives, and information about them, among the membership. I **need your assistance** to gather this information into the directory file, to promote this activity within the group.

Upon completion, approximately June 2003, the new listing will be available to any member who requests a copy. A complete mailing will not be made.

Please complete the following form for my records and update of the mailing list. If you do not wish to have your name appear on the list, please let me know. I will not sell this list. Return mail form to: **VSAKCS, P.O. Box 145, Cochrane, WI 54622-0145**

Thank you and Cut Clean,

DAN

NAME _____

ADDRESS _____

CITY _____ STATE _____

PHONE _____ FAX _____

E-MAIL _____

Please circle your interest area:

COLLECTOR

NON-COLLECTOR

DEALER

FROM THE PREZ

Times – they sure are changing! Who ever thought we'd be where we are right now with all that is going on in our world! Thank goodness we don't know everything – what we do know is enough to keep busy with.

Last month's story regarding the confiscated knives brought back some interesting articles and information from our members. Those of you who read BLADE magazine may have seen that they believe that Swiss Army Knives™, especially the Classic model, are the most confiscated of all the knives. What does that say about we SAK people? Maybe that we are forgetful – that we drop them into our pockets and forget about them? Until we go through air port check-ins, anyhow. But it is good to know that there are appearing ways to save your knife, by sending them back to yourself through services at the air ports. In some cases anyhow. There is also a note from a member about a merchandise disposal auction that sold about 350 knives for \$650. If there were many SAK's in the bunch, was it a deal? Wow! I hear some auctions calling me.

If any of you read Knife World, watch it for an upcoming article about Victorinox® knife collecting. I have the honor of having made a submission of an article for a future issue, here and also in the Oregon Knife Collectors' Knewsletter. These articles and more hopefully to come, will, I think get some interest stirred up about collecting SAK's. I feel it is an interest that is overdue, and I'm trying to do something about it.

With this said, I need to let you all know that some changes are being planned to make our club a better place also. I have mentioned in the past about adding to our membership benefits, and I think this is going to be happening soon. The details are still being worked out, but I'm really excited about them. Any of you who know about the other brand of SAK's and their World Club, will be interested to know we are planning to be very competitive. For a preview, look them up at www.sakworldclub.com and be sure to look at all of their pages, being sure to go into the "members only" pages. Our presently active members will be eligible to receive "catch-up" benefits in the release of new membership programs, without cost ads. More information will be forthcoming, but realize that these things take time. PATIENCE is the key word here.

Also information from one of our members includes some great new websites to visit about special SAK special collectibles. As you know, Victorinox® allows production of special knives made outside the factory, under unique licensing agreements. These are very much worth looking at. Go to:

Boeing (509) 742-8665 www.boeingstore.com
First Flight Centennial (503) 944-5044 <http://firstflight.studiostore.com>
Pratt & Whitney (860) 565-1270 www.prattwhitneystore.com
Smokey Mountain Knife Works (865) 453-5871 www.eknifeworks.com

Call them or get on the computer and take a look. The first three sites offer knives relating to "1st Flight Centennial" and "Wright Memorial" knives. The fourth site is



Smokey Mountain Knives, and they offer a new "NASCAR" series of Classics. Bring your wallet too, as there are some really neat things on all of these sites and they are Victorinox® approved. Thanks to Joe Wright for this information.

So, as you can see, there is a lot going on. Not to be ignored and also very mentionable is the new Victorinox® 2003 catalog. It includes models available from the factory and some new models this year. Pricing is included in the catalog, and special promotional sales will still be offered twice each year. I have a limited number of the catalogs available, and will send it to members for cost of postage (\$2 US/\$5 Int'l.), limit one copy per member. The club continues to offer prices at 30% below the catalog price.

Did you notice the new member list? Take a look. Since the first part of January, we have been listed on the Victorinox® website, and inquiries for new memberships have been coming in at a steady stream. Our current membership lists 8 International members, but I have so far received information requests from 22 new locations. Places like India, Malaysia, Philippines, Peru, Singapore, Bulgaria, Poland, Malta, Northumberland and Paraguay. I feel that we are approaching the tip of the iceberg, and it is really exciting. Some inquiries are even being received in foreign languages, which I have been able to turn into English requests. Our boundaries will be expanding, I have no doubt. Those of you, who are collectors, are certainly going to have some very interesting places to look into in the near future.

Included with this newsletter, is a form for member information. As I say on the form, it is not for sale, and is for the use of our members by request only. With the increase in inquiries being received, it will become even more important to have this information to share. So PLEASE! Take the time to fill it out and return it to me as soon as you can. I want to have it ready to distribute no later than the end of May. We need to communicate, whether we are collectors or not, if the club is to continue and be a success. This is a way you can really help, and I can't do it without your help.

I've been bending your ears more than usual, but there is a lot going on, so bear with me, and we'll get through it. I hope I remember to tell you everything I want to – if not, excuse my senior moment! I'll catch it up later, in the next newsletter.

I want you to also notice your mailing label. I have added your membership expiration date and your club member number. I will continue to send dues notices as needed, but this should be a reminder for you also. You know what mailing costs are, and every little bit helps, so please take note. Example: 040103 indicates April (04), first day (01), year 2003 (03) your expiration date. Your membership number significance is an indication of where you are on the membership list, which is kept in sequential order, whether your membership expires or not. It is kept for reference only at the present time, but it may have a future use.

There! We made it through after all. There are still a few minor things, but they amount to items of little consequence so I won't bother you with them. Enough to say that appreciate all of you, and look forward to being able to do this. I especially appreciate

your patience with me and the things I am trying to get done for the club – I am sure we will all benefit by it in the long run. Most importantly, remember to always -----

Cut Clean,



WELCOME – NEW MEMBERS!

Jack William Ree, 69 Brent Way, Finchley, London, England N3 1AR

Garth M. Conover, 33 Stillhouse Road, Englishtown, NJ 07726-8145

Scott Kiser (Knife Cooperative), 233 Bart Green Drive, Johnson City, TN 37615

Roy Crissman, 2730 White Blossom Lane, Suwanee, GA 30024

Dale Carr, 112 Querecho Lane, Albany GA 31707

Metodi Amit, Givati 62, Ashkelon, Israel 78471

Peter Etter, Box 564, New Glarus, WI 53574-0564

Mark B. Monserrate, 154 Danforth Ave., Jersey City, NJ 07305

Don Mincher, 302 Treetops Ct., Lancaster, PA 17601

Saul A. Shimansky, 2 Spruce Court, Hightstown, NJ 08520-4005

William Edwards, 8127 Gen. Sheridan Lane, Affton, MO 63123-1262

WORDS OF WISDOM

How beautiful it is to do nothing, then rest afterward. (Spanish proverb)

Fall down seven times, stand up eight. (Japanese proverb)

Never advise anyone to go to war or to marry. (Chinese proverb)

The palest ink is better than the best memory. (Chinese proverb)

Waste not fresh tears over old griefs. (Greek proverb – Euripides)



CLASSIFIED

WANTED – I am looking for Victorinox® Classic knives with advertising or unusual colors or styles, to buy or trade for. Donald E. Wilson, JR., 102 Ridgewood Dr., Freedom, PA 15042 Phone: 724-869-4031

FOR SALE – One each Tinker, Recruit-red, Pocket Pal, Classics-red, cobalt blue, black. New, but not in boxes. Will sell very reasonable, plus postage. John M. Seisser, 1028 Mohawk Drive, Elgin, IL 60120

FOR SALE – Victorinox® brand knives, hats, pins, t-shirts, posters, etc. Buying, selling and trading all brands of pocket knives, kitchen and hunting knives. Doug Dillman, Freeport Knife Co., Freeport, ME 04032-1347 Phone: 800-646-8430

FOR SALE – I carry most current production and some discontinued Victorinox® and Forschner knives. List available for \$3.00 (incl. postage). Parks Low, Deerfield Forge, 8108 Deer Meadow Drive, Apex, NC 27502 Phone: 919-772-4111 or plowjr@worldnet.att.net

WANTED – Buying, selling, trading old and new Victorinox® knives with pearl handles. Will send list of for sale items upon request. Bob Goodman, 28063 Wildwood Trail, Farmington Hills, MI 48336 Phone: 248-476-3496 or bobgood33@aol.com

WANTED – Old Victorinox® catalogs, price sheets, brochures, literature or copies of same, for reference and expanding archive. Dan Jacquart, P.O. Box 145, Cochrane, WI 54622 or tovsakcs@mwt.net

SPECIAL NOTE: A few of the 2002 club knives are still available for \$20 each!



YES - I'LL JOIN/RENEW
I'm enclosing my \$20.00 payment

Name _____

Please
Print
Clearly

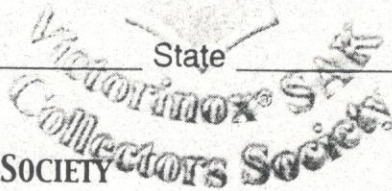
Address _____

City _____ State _____ Zip Code _____

Make
Payment

Send
To:

VICTORINOX SAK COLLECTORS SOCIETY
P.O. BOX 145
COCHRANE, WI 54622-0145



"Victorinox® Swiss Army™ and the distinctive cross and shield design are trademarks owned by persons other than the society, and may not be used without the consent of those owners"

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