

SPYDERCO^{inc} INTERNATIONAL NETWORK

Greetings from Golden:

September 1994 - January 1995

1994 has quickly come to a close and we hope that you have not given up on the Network, although the delivery schedule has been delayed. Spyderco has been growing very rapidly and due to this many of our departments have experienced delays and difficulties. New crew has been added in the past few months and we hope that this will allow us to get many things back on track. We'll start with this Network and do everything possible to get this correspondence out to you on a consistent basis.

For many of us, the new year also brings a very hectic schedule. For the Spyderco crew, we begin with the 1995 SHOT Show held in Las Vegas, January 19 - 22. From there, both our International and National Sales Departments have many other shows that will demand several of our crew members to be out of the office for sometime. Please see the last page of this Network for a schedule of the shows which we are currently committed to in 1995.

NEW MODELS AND MORE REFINEMENTS:

Remote Release Snap-It

Our Research and Development department has again been hard at work this year and it showed when we received the honor for the "Most Innovative Knife of the Year" at the 1994 Blade Show. The Remote Release, Model C30 is the first model in the newest design line that Spyderco has introduced.

Instead of featuring the traditional clip that all of our CLIPIT models do, the Remote release features a barrel snap mechanism that can be attached to a belt loop or D-Ring. Like the Snap-It, the remote release can be detached from the belt loop or "D" ring and opened one handed without having to rotate the knife. The Remote Release's snap is found on the end of the handle and the release mechanism is

found on the backside of the knife, below the pivot pin. This item is expected to be available at the end of January. Call your sales specialist for more information. The suggested retail for the C30 is \$62.95.

Remote Release, Model C30



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Jess Horn CLIPIT - C27

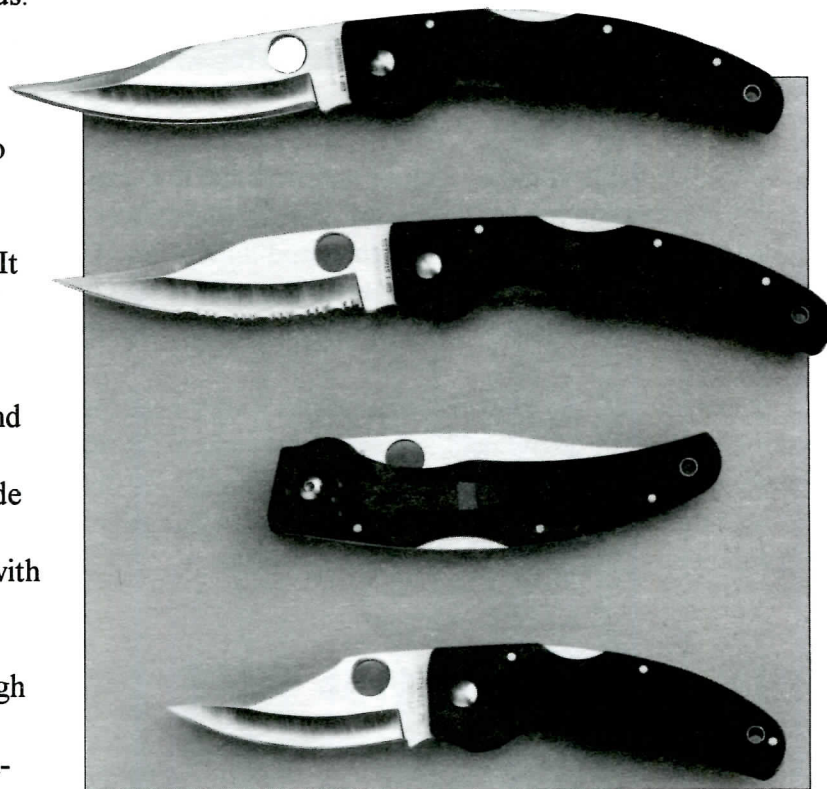
We are now engraving Jess Horn's signature on the C27 Jess Horn CLIPIT. If you have one of these exquisite pieces without the engraved signature and would like it engraved, please let us know and we'll make arrangements to have this done. We have also resumed numbering each piece. If yours isn't numbered, you may also wish to contact us.

Renegade CLIPIT, Model C23

We are pleased to introduce the Spyderco "Renegade" model C23. Spyderco Engineering has been continually refining the Renegade design for the past two years. It is the "mate" design to the "Black Hawk" model introduced earlier this year.

The blade is ground from G-2 (GIN-1) and heat treated to Rc 58-59. The handle material is Spauldite, G-10. The Renegade uses a H.McBurnette/Al Mar front lock design. This lock style works very well with this design. Both the Renegade and the Black Hawk were designed to provide a model for the customer wishing a very high performing, high tech USA made folder. The pair are both tough and reliable. Features include: Blade/handle finger choil.

The ergonomic shape feels like a sharp extension of your relaxed hand. There is a very nice "balance" and control is quickly evident. Retail price is \$119.95. Early orders are recommended. We are confident our customers will appreciate this addition to the Spyderco line.



Renegade, Model C23 and Black Hawk, Model C24

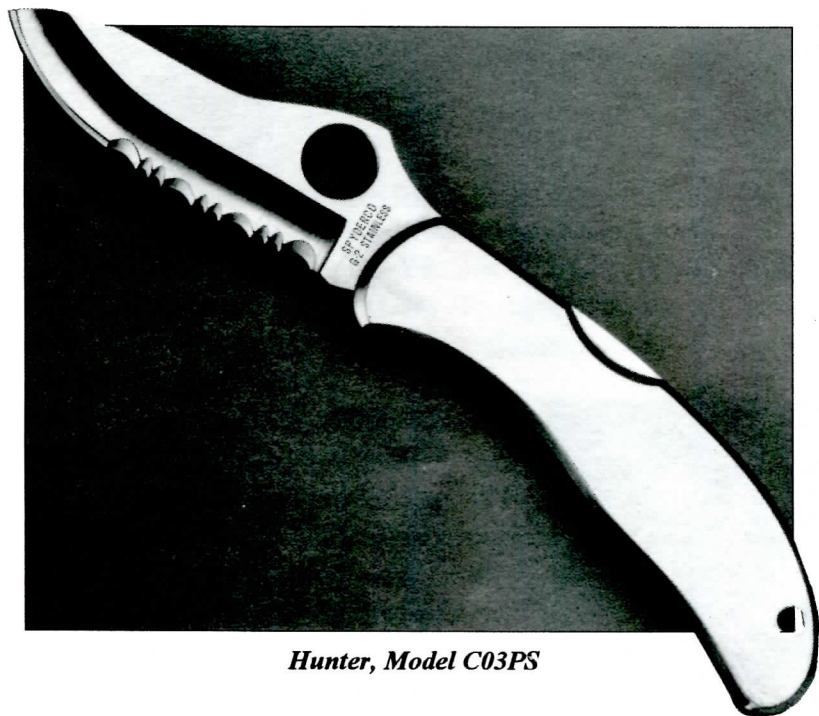
Data:

C23 "Renegade"	USA	Metric
Cutting Edge Length	3.52"	89.5mm
Overall Length	9.0"	229mm
Length - closed	5.17"	131.4mm
Weight	3.7oz	103.7gr
Blade Thickness	0.125"	3.2mm
Overall Thickness		
without clip	0.38"	10mm
with clip	0.53"	13.4mm



Black Hawk - C24

The C24 "Black Hawk" model will be changing from aluminum scales to G10 scales at the end of this model run. There are already more Black Hawks back ordered than what will be produced in the stainless run so many of you will be receiving the G-10 version instead. We feel that both versions are very good. We are opting for the G-10 version. Strength is equal, weight is also close. The G-10 version is a new material and also permits greater production capacity. The cost will remain the same.



Hunter, Model C03PS

Hunter CLIPIT - C03PS

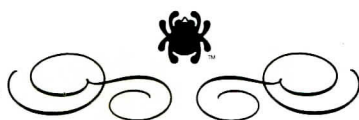
The "Classic" Spyderco CLIPIT "Hunter" is going to undergo another refinement (3rd in 10 years). The current spear point blade is going to be replaced by the same PS combination blade used in the C13 "Pro-Venator". The price will remain the same. This new combination is here now. Please specify which version you want when ordering.

Collectors, the C03PS is a variation, please let us know by February 1, 1995, if you would like a C03PS numbered for your collection.

C32PS

New or Not? What started out to be a modification of the C04 Executive, has evolved into a completely new model, the C32. At this time, we have not found the perfect name so we will be referring to it only by the model number for now. In the beginning it was going to remain the Executive but after receiving the finished proto-type, it was evident that the name, Executive, just didn't fit.

The new C32PS will feature Executive scales with a Kraton inlay. The blade will have many similar features to the C13 Pro-Venator blade but it will be slightly smaller in size. This model will only be available with a SpyderEdge/PlainEdge combination blade and will retail for \$109.95.



Black Endura & Delica - C10SAF & C11SAF

Although we will no longer be offering a blackened Police Model, we will have new models which we feel will answer the demand for a black knife. The first shipment of C10SAF and C11SAF, Endura and Delica with a titanium carbo-nitride coating on the blade and lock is expected in the beginning of 1995. For additional information regarding pricing and availability, please contact your Sales Specialist.



Black Endura and Delica, Models C10SAF & C11SAF

Cricket. Model C29



Cricket - C29

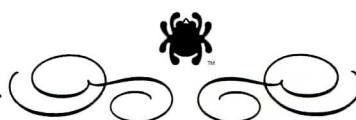
This new model was recently introduced in the July/August 1994 Network. We are proud to announce that we received our first shipment of the Cricket in October and are expecting a consistent delivery schedule. The first run of this knife was a good start we have already received a tremendous response.

Unfortunately, this item is already in backorder mode. We recommend that you get your order in now to ensure

that you can add this knife to your product selection in 1995. The suggested retail price is \$59.95.

Robert Terzuola

The two Bob "T" CLIPIT'S will both be switched from aircraft anodized aluminum scales to G-10 Spauldite composite scales. This will begin when the current supply of aluminum models is depleted. Both models will be available only in the PlainEdge/SpyderEdge combination. We will still make several runs per year of southpaw (lefthand) versions.



C33PSBK

One of the newest additions to the CLIPIT line for 1995 is the Zytel version of the C13PS, Pro-Venator.

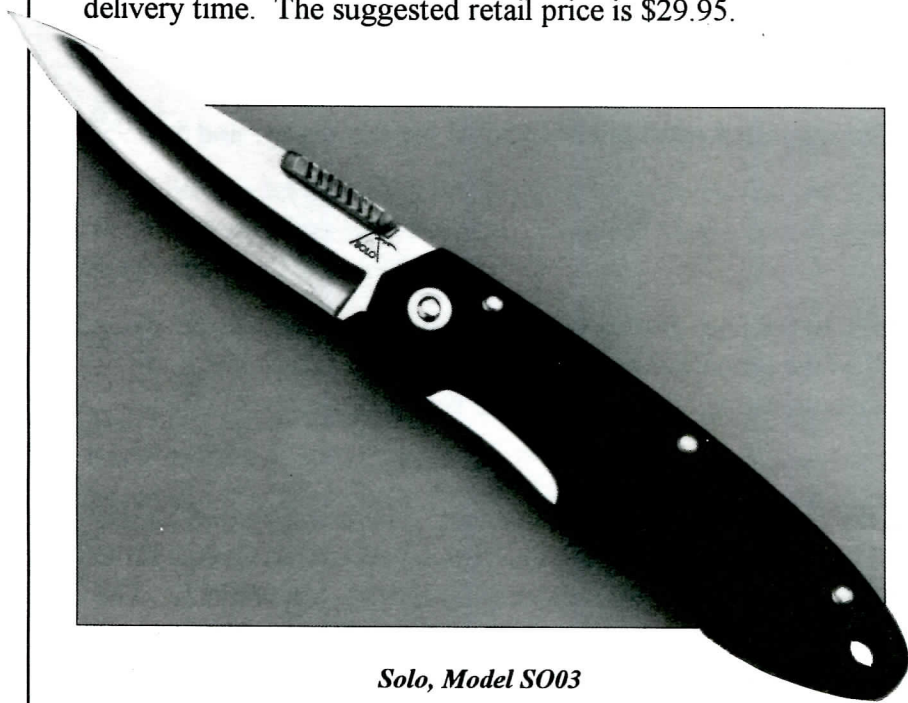
The blade of this knife is the same as found in the C13, but the similarities stop there. The scales are made of Zytel and have a black Kraton inlay. A small section of Kraton can also be found underneath the clip which will increase the snugness of the clip to the pocket. Delivery of this knife is expected early this year and suggested retail is \$72.95.



C33PSBK

G.Sakai Hotaru (Firefly) - GS115

The Hotaru (Firefly), was introduced at the 1994 SHOT Show and delivery began soon after. The response to this G.Sakai model has been tremendous world wide, which immediately put us in backorder mode. We have been working closely with the manufacturer to increase delivery. We are looking forward to a positive response in 1995. We recommend that you get your orders in now to ensure good delivery time. The suggested retail price is \$29.95.



Solo, Model SO03

Zytel Solo - S003P / S003PS

Spyderco is proud to announce the arrival of yet another new version of one of our popular models. The SO03, has many of the same characteristics of the SO01, but its scales are made from Zytel instead of the Micarta used in the SO01. This will increase productivity and allow larger quantities to be delivered.

The suggested retail price is \$44.95 and this item is currently available but we recommend getting your orders in quickly. We expect a high demand for this item.



MOKI

We are pleased to introduce several new models in the Moki line. The Elite and the Zephyr are the lightweight versions and the Evrina is the bolster version.

We are also working with Linda Karst. She will be doing scrimshaw on the Evrina version.

All of the models come with a reversible thumb stud for easy one hand opening. Each of the models have a front lock, in keeping with the one hand closing tradition. The pattern of the scale is unique to Moki.



Moki's

Elite - Zephyr

The Elite and Zephyr are the new Zytels in the Moki line. They are designed for the customer that wants a lightweight, high quality pocket knife that is more traditional than our general CLIPIT line. The Elite is the smaller of the two with a cutting edge of 2 1/8". The Zephyr has a cutting edge of 2 1/2". These knives are manufactured with AUS-8 and Dupont Zytel.

We currently have both items in stock. The suggested retail price is \$56.95 for the Zephyr and \$46.95 for the Elite.

Evrina - Evrina Karst

The Evrina Moki is a new bolstered addition to the line. Evrina is a man made ivory that was developed in Japan to replace natural ivory. It has all of the properties of ivory; look, feel and carves like ivory. This is a limited production piece for the discriminating buyer. This knife is also made out of AUS-8 and uses stainless bolsters.

The Evrina models are also being used in the collaboration with Linda Karst. There will be two knives in every set she does and each version will be limited to 50 pieces. The first set is African Cats, with the tiger going on the larger Evrina, MK900PLK and the leopard on the smaller Evrina, MK901PLK. The suggested retail for the MK900PLK is \$324.95 and \$299.95 for the MK901PLK. The first 25 pieces must be purchased as a set. Individual pieces can be purchased from number 26 - 50. A 5% discount will be extended to those that purchase the set. This item is only available with net pricing.



Silver Feather

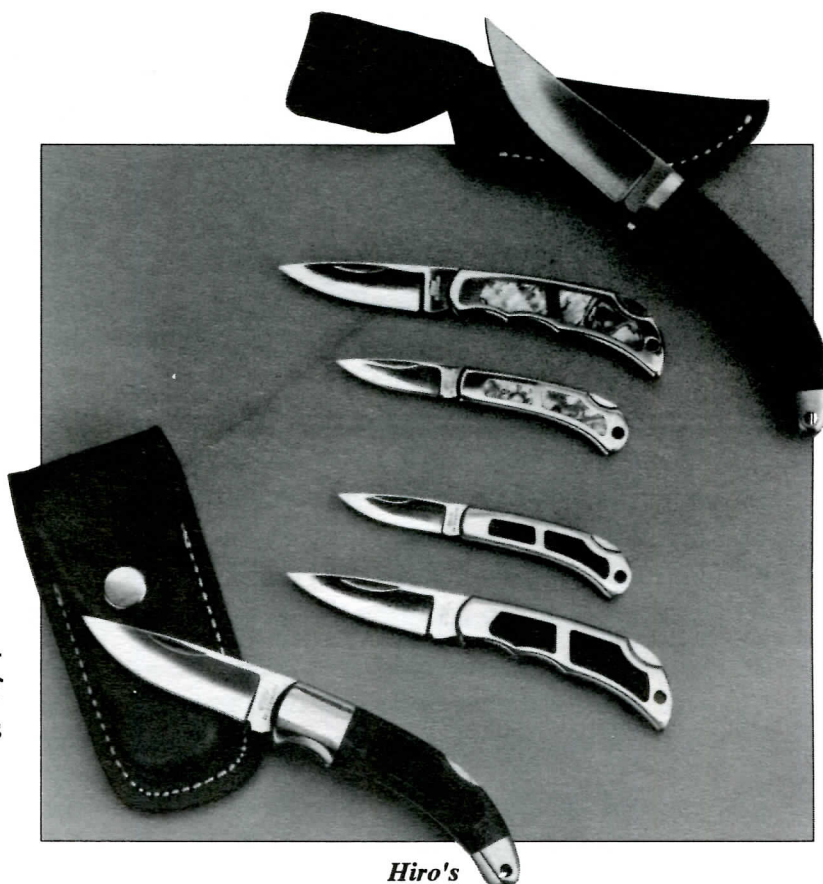
The Silver Feather was the first of the new Moki line to be introduced. The first ads have been placed and the initial response is very good. We will continue running ads on all of the Moki models throughout 1995.

HIRO

The Hiro line has been re-evaluated and we are proud to introduce seven new models which are currently available. Many of these models were shown for the first time at the 1994 SHOT Show in Dallas and due to the response we have made them available.

HR01 & HR02

There are four knives in this series. All feature a drop point blade made out of G-2 (GIN-1) and are available with inlays of Kraton or Abalone. Please call your sales specialist for more details regarding this models.



Hiro's

HR03

This Hiro model is folding knife with a wooden handle and Kraton inserts. It also features a drop point blade with stainless steel bolsters. A leather sheath is included. It is available in PlainEdge only and the suggested retail is \$169.95.

HR04

This fine crafted fixed blade is the final addition to the Hiro line. It features a 3 1/8" Up swept point blade made out of G-2 (GIN-1). It also features wood scales with Kraton inserts. A leather sheath is included. It is available in PlainEdge only and the suggested retail is \$197.95.



1995 PRICES

Prices will remain the same for the beginning of 1995 despite a weaker dollar. We believe that our distributors, dealers and customers (end line user), will appreciate our effort in this area. However, we have a problem, the increased value of the Yen has left us with two options to help cushion the blow. The first, would be to charge a surcharge on each order shipped, reflect the shipping charges to you the customer, or to have a price increase which would take effect sometime in 1995. We would like your opinion on which option you feel would be best for all of us involved.

MATERIALS

G-2 (GIN-1)

Most of our customers are familiar with the steels in Spyderco knives. The steels used in most of our CLIPIT'S are; Hitachi's "ATS-34" (A Japanese version of 154cm) and Hitachi's Gingami-1, which we have referenced as G2 because of no American equivalent. Hitachi steel is now becoming well known in the USA and there is now a Gingami-2 (not a knife steel). In order to avoid further confusion, we will in the future reference G2 as GIN-1 for Hitachi's Gingami-1. It is the same steel, just a name change. We will take several years to complete the name change. Our apologies for any confusion created by this reference change.

G-10, Spauldite

A new material has found its way into the knife world. We were originally introduced to "Spauldite composite laminates" by Kevin McKlung of "Mad Dog Knives" and Robert Terzuola. We thank these gentlemen for sharing their knowledge.

Spauldite grade NEMA G-10 is an epoxy filled woven "E" glass composite with glass reinforcement. It has excellent properties in strength and resistance to extreme conditions. The outside surface is sand-blasted to provide a texture and a user friendly feel.

We will be using this material as a replacement for current handles in some of our models. In each case, there will be a notice in the Network. In some ways, improvement is difficult, but the rewards of seeking the leading edge of performance, technology and design are worth the effort. We thank you for your support.

DISCONTINUED ITEMS

To many of you we are sure that the announcement of our line changing is no surprise. Again we have reevaluated our product line and have made some decisions about product for the 1995 season.



Following, you will find a list of all items that will be discontinued. All current backorders for the discontinued items will be cancelled. Please contact your Sales Specialist if you have any questions or would like to order a similar item.

The following items have been discontinued and there is no stock remaining to fill backorders.

S001PSC - Solo Lobe Opener (Corianne)
S001PSE - Solo Lobe Opener (Eternity)
C17SBK - Catcherman (SpyderEdge Black)
C17SYL - Catcherman (SpyderEdge Yellow)
C10PGR - Endura (PlainEdge Green)
C11PBL - Delica (PlainEdge Blue)
C11SGR - Delica (SpyderEdge Green)
C11PGR - Delica (PlainEdge Green)
C11SPN - Delica (SpyderEdge Pink)
C11PPN - Delica (PlainEdge Pink)
C13GBE & C13GBW - Pro-Venator (Gary Blanchard Eagle)
C07SGBE - Police Model (Gary Blanchard Eagle)
K05PBK - Filet Kitchen Knife (PlainEdge Black)
LPN - Ladybug (Pink)
TK01 - Tak Fukuta (Ceramic Magnesium Folder)
304M1 - Ceramic pocket stone (Medium grit)

The following items will be discontinued as soon as current stock is depleted.

C03S & C03P - Hunter (SpyderEdge) - Replaced with C03PS (Plain/Serrated)
C04P - Executive (PlainEdge)
C04S - Executive (SpyderEdge)
C26PRD - Snap-It (PlainEdge Red)
LYL - Ladybug (Yellow)
AR101P - G.Sakai Archistrial (Micarta Folder PlainEdge)
AR101S - G.Sakai Archistrial (Micarta Folder SpyderEdge)
AR102P - G.Sakai Archistrial (Stainless Folder PlainEdge)
AR102S - G.Sakai Archistrial (Stainless Folder SpyderEdge)
AR201P - G.Sakai Archistrial (Fixed Blade PlainEdge)
AR201S - G.Sakai Archistrial (Fixed Blade SpyderEdge)
AR202P - G.Sakai Archistrial (Skeleton Fixed PlainEdge)
AR202S - G.Sakai Archistrial (Skeleton Fixed SpyderEdge)

The C07SBK, C07PBK and C01SBK will also be discontinued. Any pre-existing backorders will be filled.



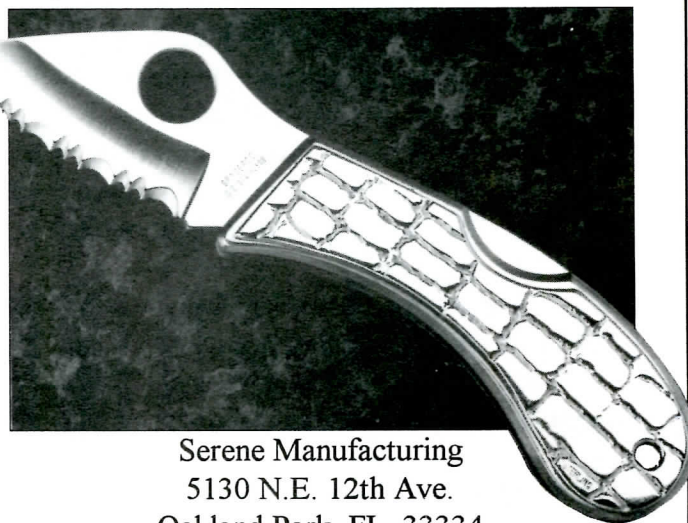
AFTER MARKET MAKERS

In our last Network we mentioned that we were aware of many after market makers who were working with our knives and offering some very exquisite end products. We requested that anyone who knew of companies or individuals offering this service, to please forward us the pertinent information so that we could make it available to all of our customers. Following is the input which we have received so far. We have included as much information as possible including pictures when they were available. If we missed people, we apologize, and request that you let us know who they are so that we can add them to our list.

Please keep in mind that this is a representation of what the company or individual does. Please contact them directly for more details about what they do with our products.



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INTERNATIONAL SCENE

This year has moved pretty fast and with it, our International Department has made some exciting progress. Our International Sales have doubled in 1994, which has required some very important changes. First, we have added several new employees.

In addition to Michelle and Greta, Mr. Leonard LaCombe and Mrs. Evie Funderburk have both recently joined the International Sales Department. We feel that these two additions to our crew will allow us to process requests and service you much more efficiently.

Ms. Megan Baker has accepted new responsibilities within the organization and no longer assists in the International Department.

Although the European Distribution Center (EDC), had somewhat of a rocky start, the first six months have shown very positive results. We would like to thank all of you for your patience and understanding. We realize that the service you had been accustomed to was interrupted but we are quickly ironing out all of the problems and assure you that you have not been forgotten. Please realize that we are slowly getting all items in stock at the warehouse. By 1995 you should be able to supply most Spyderco products from the warehouse. Unfortunately, we will not be able to supply all G.Sakai and Moki products from the warehouse due to the manufacturers prior commitments for distribution.

A quick reminder, we will be stocking the 203MFC Tri-Angle Sharpmaker with Cordura case at the warehouse. We will not be stocking the 203MF Tri-Angle Sharpmaker. The only difference between the two is that the 203MFC comes with the Cordura case and the 203MF does not. All orders for 203MF's will be automatically replaced with 203MFC's.

As for product, many items have been discontinued in the past few months. In the future there will be others that will be eliminated. Please be sure to review your newest price sheet before ordering product. For those of you who currently have items on backorder, that are no longer available, we will be updating your backorders in the next few weeks.

In September, we began working with a Sales Representative in Spain. This is a new venture for the International Department of Spyderco and we are looking forward to the possibilities. Mr. Miguel Vasquez of V & M Representaciones, will be working with Spyderco to introduce the line to many retailers in Spain. Welcome to our team Miguel!

This was the first year in which we participated in the Paris Custom Knife Show. This was a good show for us (Show & Tell) in that it let us know there is a growing demand for our products in France. We thank Poyet-Coursolle for their assistance. We are planning similar "Show and Tell" exhibits in other countries as well. Would you be so kind as to inform us as to what shows would be best in your country and when they are?



In November, we made several changes in distribution which we believe will assist us in meeting our goal of saturation. In 1995, we will be working with several new distributors in Germany. This will be in addition to, InterWA and HJM, who currently represent us. Boker, Herbertz and Haller Stahlwarenhaus have all decided to join our team and assist us in servicing the German market.

Our department always welcomes any suggestions or comments that you may offer to assist you. If you are experiencing problems, have some new ideas for marketing, or a suggestion to improve service, please pass it on to us so that we can make it happen!

1995 TRADE SHOWS

National

Show	Location	Dates
Shot Show	Las Vegas, NV	Jan 19 -22
Blade Show	Atlanta, GA	May 19 - 21
National Hardware	Chicago, IL	Aug. 13 - 16
Outdoor Retailer	Reno, NV	Aug. 15 - 18

International

Spring ISPO	Munich, Germany	Feb. 7 - 10
Canadian Hunting and Shooting	Hull, Quebec, Canada	Feb. 18 - 20
Koln Hardware Show	Koln, Germany	March 5 - 8
IWA	Nurnburg, Germany	March 10 - 13

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