

Spyderco

Worldwide Network

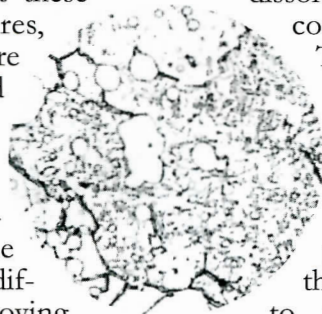


So, What is CPM 440V Steel?

The combination of chemistry and processing changes lend themselves to a superior steel product that has exceptional wear resistance and still maintains a good corrosion resistance for a high carbon tool steel. Check it out in the C36 Military Model™ and C55 Bob Terzuola Starmate™ - it will also be coming soon in the C50 Frank Centofante and C41 Native™ Lightweight.

CPM 440V differs drastically in processing and chemistry from more traditional wrought tool steels. These two differences alone offer several advantages for the end line user.

Traditional wrought steels are made by melting and dissolving alloying elements into molten iron to make a steel. The molten steel is cast into an ingot, which is then rolled out (while it is still hot) and shaped much like a cook would roll out cookie dough. As the steel begins to slowly cool below the critical temperature, things start to happen inside the steel. At these elevated temperatures, alloying elements are able to move around in the steel, or diffuse. Different elements diffuse at different rates, (typically the larger the atom, the slower it diffuses). If the alloying contents are too high for some alloying elements, the excess will separate or segregate out of the steel and form inclusions or possibly combine with another element to form large



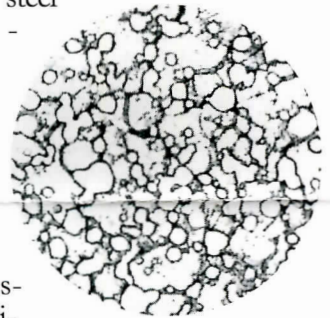
Wrought Steel

undesirable carbides. These diffusional processes are also controlled by the austenite grain size of the steel - grains are little packets of specifically oriented crystals. Grain boundaries act as barriers to diffusion, the smaller the grains, the more boundaries, and the slower the diffusion. Due to the slow cooling rates of these large ingots, diffusion limits the amount of alloying elements that can be added to the steel. This limits the performance capabilities of the steel both in corrosion resistance, and in wear resistant carbide formation.

CPM 440V is a powdered metal instead of a wrought material. The difference in processing of a powdered metal allows for steel chemistries not possible with traditional steel-making practices. The process starts out the same as wrought steels - alloying elements are added and dissolved into molten iron. Then comes the main difference. The molten steel is atomized (misted into microscopic droplets) into liquid nitrogen where the steel is instantly frozen, leaving no time for diffusional processes. The chemistry of the resulting powder is identical to that in the molten vat. Additionally, there are no inclusions or large carbides that form. The austenite grain size is the size of the powder at the very largest, which is small. The powder is then cleaned and sorted by size,

and then the remaining ideal powder is sintered in a hot isostatic press to solidify the steel. Sintering is heating the steel to a temperature just below its melting point, and then pressing it together at high pressures to solidify or remove the voids between powder spheres. This allows for drastic changes in the steel

chemistry - namely in carbon and vanadium. A larger volume of the highly wear resistant vanadium carbides form upon



CPM 440V Steel

heat-treating. Since Vanadium has a greater propensity to interact with carbon and form carbides than it does with Chromium, most of the excess carbon is utilized in the formation of vanadium carbides. This leaves the Chromium free to help keep the steel corrosion resistant. The result is a premium steel product with properties of exceptional wear-resistance and good corrosion-resistance.

Contributed by Spyderco's staff metallurgist Patrick Kelley

Breaking News

The Y2K Catalogs are here! You should have received new copies of the price list, program and catalog for 2000. If you did not receive your package in the mail, please contact us immediately.

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**A**lways looking for a variation! We have several models that will be produced with a PlainEdge blade. Look for the CoPilot™ C09P, Harpy™ C08P, Pro-Grip™ C13PBK and Wayne Goddard Lightweight C16PBK to be delivered in the first quarter of 2000. Place your orders now!!

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We now have steel charts available for purchase. These contain almost all of the information that your customers may ask about knife steels along with a great deal of other valuable information. Listing 37 different blade steels, the chart identifies and compares the elements contained in each steel. There is a ruler for measuring blade length in both inches and centimeters and a complete atomic chart is included. There are scales comparing human temperature to the temperatures used in heat treating steel. A detailed measurement comparison scale is also included.

As a dealer, you can supply these to your customers with a purchase or as an educational resource. They are \$2.00 each and can be purchased in a minimum quantity of 25 pieces. Contact your account manager to add these to your next order.

On the Road....

January

1/17 - 1/20

S.H.O.T. Show

Las Vegas, NV

February

2/19 - 2/22

NBS Spring Show

Ft. Worth, TX

March

3/10 - 3/13

IWA Show

Nuremberg, Germany

New Warranty Return Policy

Please direct all customer inquiries regarding warranties to us. Dealers who

elect to replace items directly to retail customers without consulting with our warranty department will incur the cost of replacement or repair.

Effective 12/1/99 a nominal fee may accompany repairs made to knives not covered by Spyderco's warranty. (Fee to be determined after inspection)

As always, if a knife fails to function as it was designed, regardless of its age, we will examine its condition thoroughly. If we determine that it has manufacturing defects, it is our responsibility to repair or replace the knife with the same model (or one of equal value). **In the case of loss, or in the case of damage caused by abuse, misuse, accident, neglect, disassembly, or improper sharpening, a knife will not be covered under Spyderco's warranty.** (We will assess the problem to see if repair is possible and inform you what it will cost to repair) If we are unable to improve the condition of the knife, we will return it to you with a recommendation that it be retired from use.



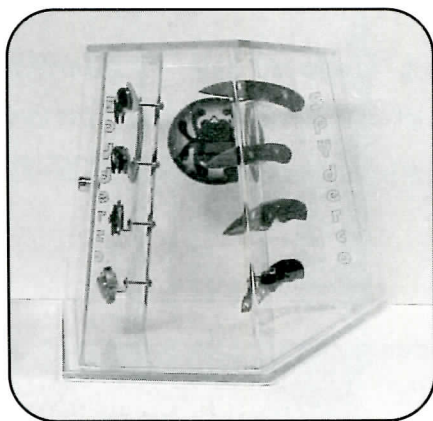
We are very pleased to introduce our new General Manager, Jeffrey L. Bar Hoover. Jeff comes to us with a very strong background in manufacturing, having been the president of an archery accessory equipment company in Oklahoma. Prior to that he spent a number of years in the steel industry. His strengths are; his overall knowledge of business operations, marketing, and sales as well as manufacturing. We are very happy and excited to welcome Jeff and his wife Sharyn to the Spyderco family.

Welcome

Spydercollection.com

.....Show It.....

Our clear acrylic display case gives you a 360° unobstructed view of the items displayed within. It can hold up to eight Spyderco folding knives. Further, the base is large enough to show off our



204MF Sharpmaker™. The display stands 14.5" (37cm) tall and has a compact footprint for your limited counter space. The lockable back panel door allows for your easy access to the displayed knives yet keeps the case securely locked at all other times. As a Spyderco dealer, you may be entitled to a free display case with a qualifying order. Contact your account manager for details.

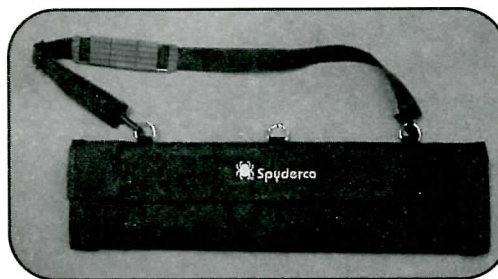
How do I display It?



All of our knives are packed in boxes, but you also have the option of clam packaging for certain models. Clear plastic clam packaging allows your customer to view the knife while giving you the option to hang your stock on a peg board or wall display. The price list indicates which models are available in both box and clam pack. We have pictured some samples of our clam packs here. If you are interested in this packaging option please use the corresponding model number from your price list when ordering or contact your account manager for details.

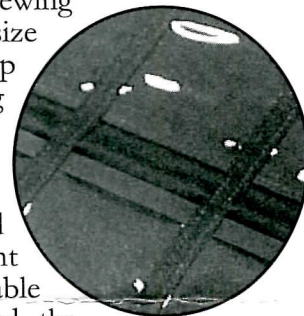
.....Hang It.....

.....Pack It



We are pleased to announce that we now have

SpyderPacs in production. These are great for storing your favorite knives or carrying them with you to a knife show. The SpyderPac™ is constructed of extremely durable Polyester Cordura®. The Spyderco name and "bug" logo are embroidered in gold thread on the front flap. Two heavy duty steel rings are attached to the top, allowing the SpyderPac to be hung on a wall. Each individual knife section has a clear plastic window for viewing the knives. The large size holds 32 knives. It folds up to a comfortable carrying size and is secured with Velcro® closures.



A sturdy shoulder strap is attached for convenient carry. It is available in black only and the cost is just \$50.00. We have a limited quantity but will reorder to demand.

We are also considering making a half size version of the SpyderPac that will hold 16 knives. These are not yet on hand, but will be produced if there is a demand.

The cost on the smaller SpyderPac will be \$40.00.



.....Box It

Spydercollection.com

Who do I call?

To better accommodate the needs of our dealers, Spyderco's sales force increased in 1999. The following account managers have been assigned to service the areas listed below their name. For immediate service, please call the appropriate person for your area at **(800) 525-7770** using the extension listed below.

In the United States:

Nancy Foley x 106	Anna Odum x 110	Fran Sadie x 105	Reggie Rodman x 114	Kelly Williams x 111
Alabama	Louisiana	Connecticut	Colorado	Alaska
Florida	Minnesota	Delaware	Illinois	Arizona
Georgia	N. Carolina	Idaho	Kansas	Arkansas
Hawaii	Ohio	Iowa	Kentucky	California
Indiana	Oklahoma	Maryland	Montana	Maine
Massachusetts	Pennsylvania	Michigan	Nebraska	Rhode Island
Mississippi	S. Carolina	Nevada	New Mexico	Tennessee
Oregon	Texas	New Hampshire	Utah	
Washington		New Jersey	Wyoming	
		New York		
		N. Dakota		
		S. Dakota		
		Vermont		
		Virginia		
		Washington D.C.		
		W. Virginia		
		Wisconsin		

International:

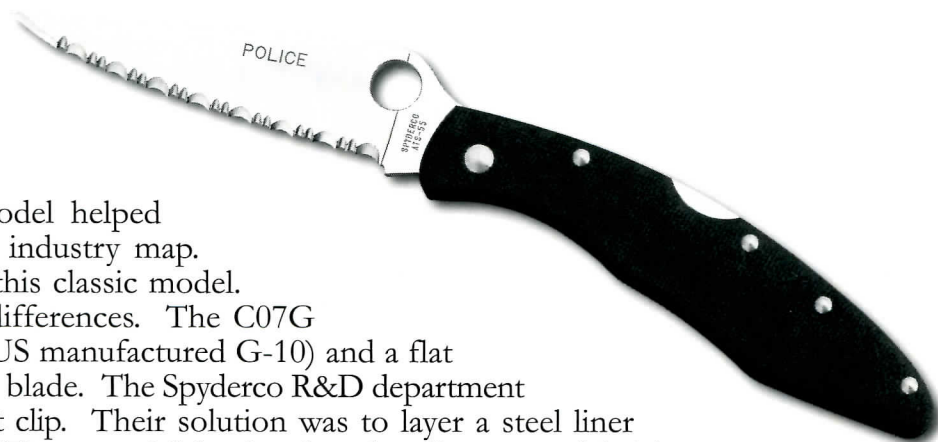
Greta Joselyn x 108	Tracey Zarlengo x 109
Africa	Asia
Australia/Oceania	Europe
Canada	Mexico
Central America / Caribbean	Middle East
South America	

Dealer-Direct Benefits

- ➡ Free Quarterly Newsletter
- ➡ Promotions Eligibility
- ➡ Free Listing in our Dealer Referral Program
- ➡ Free Display (with qualifying order)

**Because
You Asked.....**

A Flat Ground Police Model?



The original C07 Police Model helped put Spyderco on the cutlery industry map. We also offer a variation of this classic model. Same size, but a couple of differences. The C07G has a G-10 laminate handle (US manufactured G-10) and a flat ground ATS-55 stainless steel blade. The Spyderco R&D department wanted an extra strong pocket clip. Their solution was to layer a steel liner *under* the G-10 handle scale. The non-visible plate lets the clip screws 'bite' into the handle for a stronger attachment. The pocket clip wraps around the pivot pin and attaches with three heavy duty screws. Made with the law enforcement officer in mind, the C07G is a workhorse on a duty belt or in a jeans pocket. Suggested retail price is \$146.95.

See our cover page
article on
CPM 440V Steel

A New Steel?

The C41PBK and C41PSBK Lightweight Native will undergo a big change in Y2K. We will be changing the blade steel from GIN-1 to CPM-440V. Spyderco is excited to be the first production company to offer CPM 440V in a lightweight knife. The price increase required to offer this superior performing knife steel is only \$10.00 at the retail level. The new suggested retail is \$69.95. The new C41 Lightweight Native featuring CPM 440V offers everything in a high performance steel; exceptional edge retention, wear resistance and corrosion resistance, and we know you will agree that this upgrade is well worth the price. This new C41BK Lightweight Native manufactured in Golden, Colorado with U.S. made steel is a truly American made knife.



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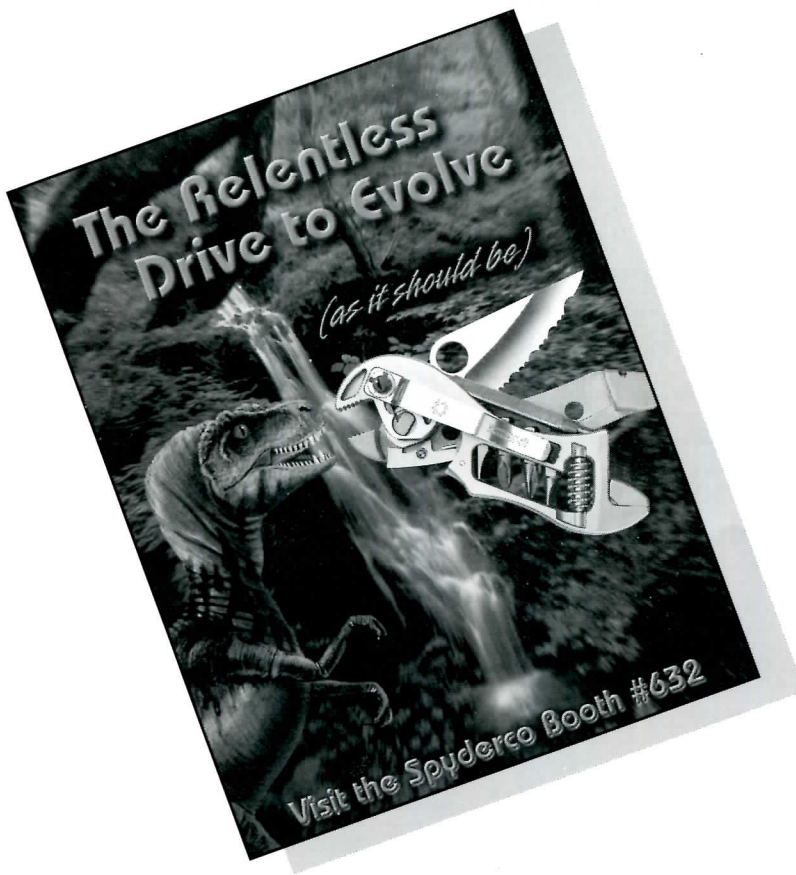
Worldwide Network



Spyderco Inc.
P.O. Box 800
Golden, Colorado 80402
U.S.A.

**Important Information
Inside!!!**

**Deliver to
Purchasing Agent
Immediately!**



**Stop by and
See us
at S.H.O.T. Show!!
Booth #362**

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