
Billets & Blades

Official Newsletter of the North Carolina Custom Knifemakers Guild
Editors: Danny McManus & Ed VanHoy

Welcome to the March 1996 issue of Billets and Blades. The last time we communicated, Christmas was strongly approaching and it seemed that March was a long time away. Now its here among us as well as a bright almost new year. What will you do with the rest of the year? Will you find ways to enhance the quality of you knives or will you find ways to increase the quantity of production and still maintain the present quality? What goals are you going to make and what milestones will you have to make to accomplish your goals this year? Reach for the stars and you won't end up with a hand full of mud. I know that you want to make 1996 one of the best years that you have experienced.

NCCKG Show Review:

The Southeastern Wildlife Exhibition by

Kathy Scholl:

On the weekend of February 16th, 17th, and 18th, I had the pleasure of attending the Southeastern Wildlife Exhibition in Charleston, SC. Tim and I shared a table with Tommy & Trena McNabb and Mike & Cathy Weaver. We were set up in Gilliard Auditorium with other crafts people. Several knifemakers attended from the South Carolina area. There were many venue's to choose from at this show. Some of which included wildlife painting and fine art, wildlife sculpture, wildlife crafts, and my personal favorite was the exhibition of exotic cats. These animals are unbelievably beautiful. Tim and I especially enjoyed trying all the wonderful restaurants and the

company of friends we don't get to see that often. This was our first trip to Charleston, and the SEWE, but I'm sure it won't be our last.

PS: If anyone sees Cathy Weaver, ask her if she would like some crab dip.

The 12th Annual Flint River Knife Show:

Special thanks goes out to Rade & June Hawkins and to those many workers who helped to make this show possible. The show was a success for the makers and the public. Many knives changed hands and the overall feeling from the makers at the end of the show was the show was indeed once again a success. For more information on the next year's show, please contact Rade Hawkins.

The March 1-3 NJ 2nd Annual Meadowlands Custom Knife Show:

The show opened at 3:00 o'clock on March 1st. Selling and purchasing was at a high by the close of the first day. Many of the table holders had smiles on their faces from the first days success. The second day of the show went well; however, it was shadowed somewhat by the snowy and cold weathers affect on the show crowd turnout. The final day was again a boom day. The public was in high spirit. Many left the show with knives in their hands and smiles on their faces. It was really an enjoyable show.

Special Invitations:

The North Carolina Knife Makers Guild would like to take this time to openly invite the Knife Makers of the state of South Carolina and neighboring states to join our guild. The guild feels that your participation would enhance our guild for concerned in the field of knife making. This should provide a new fellowship of knife makers as well as a wealth of new information for each present and future knife makers. For more information about joining the North Carolina Knife Makers Guild, please contact NCCCKG President Tommy McNabb.

NCCCKG Meeting:

Date: April 27th & 28th, 1996:

Location: Tim & Kathy Scholl, Angier, NC (See inclosed travel map for meeting location and written directions found below)

Time:

Saturday:

- 9:00 - 9:30 Board of Directors Meeting
- 9:30 - 10:00 Business meeting. One purpose is to elect the Vice President and one member of the Board of Directors.
- 10:00 - 11:00 Pricing your knives with Jack Hyer
- 11:00 - 12:30 Lunch (own your own).
- 1:00 - 5:00 Forging found metals & chain saw chain Damascus. Hands On Forging. (Bring your own hammer & anvil and the steel will be provided.) Etching Damascus and logo's (acid & electro etch).
- 5:30 - till Dinner (Provided)

Special Event:

There will be a line dance class for all of the

women interested. This is scheduled to take place sometime Saturday.

Sunday:

- 9:00 - 11:00 Mokume and setting stones with Alan Folts.
- 11:00 - 12:00 Building a Bead blaster with Henry Runion.
- 12:00 - till Chopping demo (Bring your choppers)

Cost: \$25.00 member
\$30.00 non-member
\$5.00 spouse
To cover: Dinner, coffee & drinks etc., steel, porta-toilet. Please send check in advance so we can have a head count for dinner.

Directions to NCCCKG Meeting:

From Angier:

At the intersection of State Road (SR) #55 and #210, take SR #55E approximately 3 miles to Mike's BBQ. Turn left at Mike's BBQ, then take the first right onto Langdon Road. Go straight until you get to the water-tower and the stop sign. The meeting place, Tim & Kathy Scholl's, is 1/2 mile straight ahead on the left.

From I-40:

Take State Road (SR) 210 W. at exit # 319 toward Angier. Go approximately 5 to 6 miles and look for a Harnett County sign on the right. Take the next left (SR 1006 or Old Stage Rd.). Go approximate 3 miles until you see the water-tower on the left. Turn left at the water-tower. The meeting place, Tim & Kathy Scholl's, is 1/2 mile straight ahead on the left.

From Dunn Near I-95 exit #73:

Take US hwy 421 N. to State Road (SR) #55 W. (right turn). Stay on SR #55 W. and go through Coats. Go approximately 1/2 mile and take the first right (SR 1547 or Carson Gregory Rd.). Go to the stop sign and turn left onto Langdon Road. The meeting place, Tim & Kathy Scholl's, is the 7th house on the right after you pass "Barclays" subdivision.

Motels in Dunn:

- | | |
|---|---|
| Comfort Inn
I-95 & Exit 73
(910) 892-1273
Free continental breakfast | Econo Lodge
I-95 & exit 72
(910) 892-6181 |
| Ho Jo Inn
I-95 & exit 72
(910) 892-8781 | Ramada Inn
(910) 892-8101 |
| Best Western
(910) 892-2162 | |

Knife Material Raffle:

Everyone is requested to bring at least one type of knife making material (tools or knife related things) to put in a "pot" to be used in a NCKKG meeting raffle. This will create lots of knife making material goodies to draw for. Tickets for each item in the "pot" of the raffle will be sold for \$1.00 each. One may purchase as many tickets for each item as he chooses. The money made will be used to help pay for our dinner banquet at the South Eastern Custom Knife Show.

from Blade Magazine.

April:

April 12-14 Franklin, KY 2nd Annual Jim Bowie Days, celebrating what is reportedly Bowie's birthday, Franklin Simpson Community Park. Contact Sue Groves (502) 586-4228.

April 13-14 East Melbourne, Australia 4th Annual Australian Knifemakers Guild Show, Dallas Brooks Convention Centre, 300 Albert St. Contact Neil Charity, Dept. BL., 17 Jill Ct., Ringwood, Victoria, Australia 3134 phone 613 9870 4689.

April 13-14 Harrisonburg, VA Greater Shenandoah Valley Knife Show, Rockingham Co. Fairgrounds, I-81, exit 243, Rt. 11, south one mile. Contact Wes Shrader, POB 843, Dept. BL., Harrisonburg. VA 22801 (703) 433-1434.

April 13-14 Eugene, OR 21th Annual Oregon Knife Show, Lane County Convention Center, 796 W. 13th Ave. Contact OKCA, POB 2091, Dept. BL, Eugene, OR 97402 (503) 484-5564

April 21 Marlboro, MA NCCA One-Day Show, Holiday Inn, I-495 at exit 24-A. Contact Caroline Levine, Dept. BL, POB 415, Dracut, MA 01826 (508) 454-5027.

April 26-27 East Windsor, CT Northeast Custom Knife Show, Best Western Colonial Inn (formerly the Armada Inn), Exit 45, Route 91. Contact Jim Siska (413) 568-6341.

April 26-28 Solvang, CA 12th Annual Solvang Custom Knife Show, Solvang Royal Scandinavian Inn. Call Nordic Knives (805) 688-3612 Fax (805) 688-1635.

Calendar:

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April 26-28 Dearborn, MI Wolverine Knife Collectors Club Show, Hyatt Regency Dearborn, Fairlane Town Center. Contact Ed Duprey, 27605 Dover, Dept. BL, Livonia, MI 48150 (313) 425-6502 or Pat Donovan, 14543 Yale, Dept. BL, Sterling Hts., MI 48313 (810) 247-5883.

April 27-28 Coquitlam, B.C., Canada Historical Arms Collectors Society Knife and Militaria Show, 633 Porier St. Contact Bob Patrick, 12642 24A Ave., Dept. BL, Crescent Beach, B.C., Canada (604) 538-6214 Fax (604) 888-2683

May:

May 17-19 Atlanta, GA The 15th annual Blade Show & International Cutlery Fair at the Stouffer Waverly Hotel, I-285 and US 41, one exit off I-75 across from the Cumberland Mall. The largest combined show of handmade, antique and factory knives in the world. Tables will number over 450 with a special section for factory booths. Join Bill Moran, Spyderco, Gil Hibben, Buck Knives, Wayne Goddard, Beretta USA, Frank Centofante, Case, Ed Fowler, SOG Specialty Knives, Virgil England and many other great knifemakers. Site of the American Blade-smith Society's annual meeting and of a special Knifemakers' Guild section. Knifemakers and knife collectors the world over will attend. Seminars and clinics will include ABS forging and cutting demonstrations, knife throwing, flintknapping, display competitions and many other special events. Plus, the annual inductions into the Blade Magazine's Cutlery Hall Of Fame®, Blade Magazine's 1996 Knife-of-the-Year Awards® for factory knives, the handmade knife-of-show awards, and much more. Contact *Blade Magazine*®, c/o Krause Publications, 700 E. State St., Iola, WI 54945 (715) 445-2214.

May 31-June 2 Pigeon Forge, TN Parkers Knife Collector Service Show, The Grand Hotel & Convention Center. Contact Jim Parker (800) 247-0599 or (615) 892-0448.

June:

June 7-9 Indianapolis, IN Indiana Knife Collectors Knifefest, Indianapolis-Marion County Fairgrounds. Contact Knifefest, Dept. BL, POB 101, Fountaintown, IN 46130 (317) 642-6313.

June 8-9 Waterbury, CT 14th Annual NCCA Two-Day Show, 4 Points Sheraton, I-84 West, exit 26, I-84 East, exit 25A. Contact Jim & Cindy Taylor, Dept. BL, Box 624, Mansfield, MA 02048 (508) 226-5157.

June 14-16 Greencastle, PA Mason Dixon Knife Club Show, Comfort Inn. Contact Ralph Scruton (717) 597-8511.

June 15-16 St. Charles, MO Heart of America Knife Show II, American Legion, 2500 Raymond St. Contact Mike Holms, Dept. BL, 310 Andrews, St. Peters, MO 63376 (314) 928-5775.

June 21-23 Missoula, MT 1st Annual Montana Knifemakers Assn. Knife Show, University Center, University of Montana. Contact Lyle Bainbridge, Dept. BL, 3480 Salish T1, Stevensville, MT 59870 (406) 777-5861.

June 22-23 San Francisco, CA 16th Annual Bay Area Knife Collectors Assn. Show, South San Francisco Conference Center, 255 South Airport Blvd. Contact D. Tatro, Dept. BL, 1091 Industrial, Ste. 160, San Carlos, CA 94070 (415) 595-4260.

Upcoming Seminars:

1. **August 22-25, 1996** George Herron will be doing a workshop on the Art of Making Folding Knives at Montgomery Community College. This class is now sold out.
2. **June 6 through August 15, 1996** Ed VanHoy will be doing a seminar on full tang knives. The class will be offered at

Montgomery Community College through the NRA Rifle Association. The class is now full and no more openings are available.

Safety for the Knifemaker:

An ounce of prevention is worth a pound of cure. Boring, uncomfortable, & expensive. That is how safety is usually referred to when it is discussed, if at all. The preferred view would be as another tool that will allow you to make beautiful knives for a long time. The cost does not have to be that great and in the long run is a lot less expensive than a trip to the emergency room. You, as the knifemaker, are the most expensive tool in the shop. Think about safety as preventative maintenance for the human body. One of the first things you can do is to look around and figure out if the problems can just be eliminated. Sometimes changing to a different material will allow you to avoid a problem. A holding jig that can be used over and over is worth the time to build it rather than risking your hands around an open blade. These are easy and cheap fixes and will pay for themselves immediately.

For learning about safety equipment and its uses, a catalog from "Lab Safety Supply 1-800-356-0722" is a great start. The prices are OK, and they have a full range of supplies. This catalog coupled with their Tech service line means good information for you. If you want more information on safety, the book by McCann called "Artist Beware" has good details plus shop ventilation requirements.

Number one on the safety list should be safety glasses with side shields. If one needs a full face shield over that, then one should not hesitate to do so. For working with acids or other etchants you want to get splash proof goggles. Get several pairs and leave them around the shop. Preferably hooked to the power switch for each machine. It is also good to have spares around for people that are visiting your shop. Bladesmiths might want to look

into welder's flip-ups that have a shade 5 flip-up hooked to impact protection glasses. Avoid searching around for glasses when going to the grinder.

The next area that needs to be taken care of is that of dust. Very fine dust, the kind that floats in the air for a long time is the real problem. It is so fine that it gets down in the lungs and your body can not clean it out. Working with some exotic woods lets loose oils that can give rise to allergic reactions. Once you have been sensitized to something, it is with you for life. Working with shell products can be a grave threat. The dust from these items contains silica. Silica not only clogs the lungs physically, but it causes scarring which further reduces lung capacity.

The first thing to do with dust is try and avoid making it. Since this is not going to happen in a knife shop, the next best thing is to trap it at the source. A dust removal system that is hooked into the start of the machine is a great way to go. Make sure that your dust collection system is tight and that it exhausts away from your fresh air intake. There have been several good articles in the wood working magazines on how to size and assemble a dust collection system.

Since only one in ten shops will spring for a dust collection system, most knifemakers should consider a top quality respirator. You can get these to handle both dust and organic vapors from epoxy and solvents. A silicone rubber type will probably provide the most comfortable fit. The little paper nuisance dust masks are next to useless for most applications. Note, if you wear a beard, a dust mask *will not* seal properly. If you want to keep your beard and stop using your lungs as primary filters, then start saving up for a Dust Helmet. These are battery powered air filters that pull air through a belt mounted filter pump and push the scrubbed air out of a hardhat with face shield unit. They have

several advantages in that it is a positive pressure unit so no dust will infiltrate. Also, you can wear prescription glasses and they do not fog up. It also allows you to talk to people without losing your safety protection, and you don't have to try and stare around the canisters of a respirator.

One last hazard is that of noise. Most grinding machines make 95 to 110 dB of noise. This level of sound will cause permanent damage in a relatively short time. As the ear is exposed to loud noises, the small hairs inside the ear that help you hear, are damaged and lead to a ringing in the ear and loss of hearing. Soft foam ear plugs and ear muffs both work well to lower the sound to a tolerable level. Also, by avoiding the constant noise, you will not be as tired as you would be from working in an unprotected environment.

A basic kit of ear plugs, ear muffs, safety glasses and respirator will probably set you back under \$100.00. To get your money's worth from them they must be used all the time. It is well worth the effort. This is just the barest of overviews. If I can answer any questions or be of some other help, please give me a call. (Mark Gottesman 1-910-765-7128)

Articles for Publishing:

We call on each of you to send the editors of *your* Newsletter articles of your choosing which you would like to see published. This paper will, in part, be what you make of it. It can be a medium for all to sow seeds as well as for all to reap a harvest. If no seeds are sown, then there can, of course, be no harvest. Your support will be greatly appreciated. When possible, please send articles by E-Mail because it saves publication word processing input time.

How Much Does It Cost?

How much does that cost? This has to be one of the most commonly asked questions in the universe. What else is interesting to note, is that it is probably the single most inaccurately answered question in the universe! Why? Because most of the times when the question is asked, the answer given is not "cost" but "selling price". How much something sells for and how much that same article cost are really two entirely different questions. Cost and selling price definitely have a relationship with each other but they are not the same thing. Further, how much something sells for is definitely determined by how much it cost! Confusing!

Lets look at a very simple example of what the difference is between Cost and Selling Price and another term, "Profit". Little Johnny comes home from school one day and decides he wants his mom to help him open up a lemonade stand. His mom being interested in seeing her son develop a sense and appreciation for money sets about getting little Johnny in business. She jumps into the car and drives to the grocery store and buys a box of instant lemonade that contains four packets that will each make a gallon of lemonade and sells for \$2.00. Then she picks up a pack of Dixie Cups for \$1.50 and a five pound bag of sugar for \$1.50. Total investment in Johnny's business venture is \$5.00. By the time they come home from the store there is only time for her to mix and Johnny to sell one gallon of lemonade for \$0.10 a cup. Using ice cubes prudently, Johnny managed to get 25 glasses out of the gallon for a total sale of \$2.50. His mom was so proud she could have bust. About that time dad shows up from the office and the entire story is relayed to him. He too is proud of his son's first venture into the business world. Little Johnny states that since tomorrow is Saturday, they can make up the other three gallons of lemonade and if he sells it he can pay his mom back the \$5.00 it took to get into business and he can pocket \$5.00 profit. Dad smiles that "all-knowing" smile and tells his son to accompany him to his office where they can have a

little discussion about the "Economic Facts of Life".

If you had to hire a twenty-four hour a day, live-in housekeeper, it would probably cost \$100.00 a day. Since she is basically available around the clock you could divide that cost by 24 hours and determine that she is making about \$4.15 worth of indirect labor. It took her fifteen minutes to make the lemonade costing approximately \$1.03 per gallon of direct labor. It took one envelope of lemonade at \$.50 per envelope and \$.25 worth of sugar. Using just the numbers provided, Dad ran a few quick calculations. $\$4.15 + \$1.03 + \$.50 + \$.25 = \$5.93$ which is the cost of the first gallon of lemonade. The next three gallons will cost $\$1.03 + \$.50 + \$.25 = \1.78 . So the balance sheet looks like this:

Cost of Manufacturing	Sales
\$5.93 Batch one	\$5.93 Batch one
\$1.78 Batch two	\$5.93 Batch two
\$1.78 Batch three	\$5.93 Batch three
<u>\$1.78 Batch four</u>	<u>\$5.93 Batch four</u>
\$11.27	\$10.00

What's wrong with this picture?? Johnny sold everything he made and lost \$1.27 on the deal! Well, you say, he should have sold the drink for \$.20 a cup and he would have made money. The answer to that is, maybe not. Johnny still has not figured out how much he wanted to make for every hour he was out there pushing lemonade. Also not figured into this equation is the fixed and variable overhead for the house where the lemonade was made or the amount of utility expense incurred to make the ice cubes. Little Johnny's father was kind and caring about his advice to his son. But Johnny's dad could see the boy's disappointment. So little Johnny, with lower lip stuck out, moisture in the corner of his eye and that little-lost-puppy look on his face, picked up the keys to his Harley, put on his "Born to Ride" jacket and shuffled out the door to his second shift job at Burger King.

What's the moral of this story? Never establish a selling price until you understand and identify all of the costs! This is the essence of this article. Cost. We all, as custom knife maker's, know of many instances when we have wandered around a show and come across a maker who has knives on the table with leather sheaths and stag handles for \$65.00. We shake our head and wonder how can he do that and make money? The answer is, he can't. Let's get serious here for a bit, and talk about costs the way they are addressed in most businesses. First, there are two ways to look at costing a product. The first and most used is Standard Cost. The second, and more accurate and increasingly popular method is called ABC costing or Activity Based Cost.

Standard Cost is an average cost applied to the creation of all products. This cost is usually arrived at by processing historical production data and factoring in any known variances. Standard cost usually calculates cost based on direct material, direct labor, fixed and variable overhead. Costs calculated in this manner are basically a projection. You really do not know how much something is costing you until after you have made and sold it. At that point you calculate all of your costs and plot the variances. If the variances turn out to be significant over time, then you modify the Standard Cost accordingly. Many companies engaged in repetitive manufacturing or service businesses use Standard Cost.

Activity Based Costing or ABC costing as it is referred to, uses a different cost model. ABC costing looks at the **activities** surrounding the act of **manufacturing** and attempts to allocate costs to those activities in a much more accurate and timely manner.

Our "lemonade" story is a good example of Standard Cost. If mom went back out to the store and bought another four-pack of lemonade and made

it up the same way she did the first time, then the costs would be predictably the same. However, if she went to the store and bought ten boxes of four-packs of lemonade, then the Standard Cost would drop for the overall process because the amount of Indirect Labor would decrease. The reason for that is the trip takes the same amount of time but by buying ten boxes, she will not have to go as often. There is a down side to that method though, and that is she now has to find a place to store the boxes. This is known as a transferring cost. The assumption here is that the cost of storing the material is cheaper than going to the store and getting it.

For the same activity, going to the store, Activity Based Costing would look not only at the time and labor costs of driving to and from the store, but it would also look at how much did it cost for gasoline on this trip versus the last one. How much does it cost to insure mom and the car and how much did the car cost. Needless to say, ABC costing is a great deal more aggressive and data intensive than Standard Cost, but it tends to be much more accurate for predicting profitability of a process at any point in time. This characteristic of ABC versus Standard Cost is very attractive because Standard Cost is a Reactive Cost; that is, you must actually build something before you can determine profitability and real cost. Activity Based Costing can adjust real costs and based on projected production, determine profitability before a product is made.

Can you use both methods at the same time? Yes you can and probably would want to. For example, you may know what the price of ATS-34 is on the fifth of January. You make a decision to buy an amount of steel you think will be last a year. From that point on, you can pretty much know what the cost of steel is going to be for each knife you make for the entire year. But how about attending knife shows for that same year? You certainly do not

want to base your projected expenses on what it cost last year. You are going to have to get very current information on hotels and meals and maybe air fare. All of these cost have probably increased and thus change the sales projections of how many knives you have to sell to break even if you go to this or that show. Let's make this even more real and a little closer to home.

I read an article not long ago that was a response to a question sent into a knife publication asking how much it would cost to get into making knives. The editor, after doing some research said about \$3600.00 would get you started. I thought about that and determined that based on the way the question was asked the man got a fair answer. There's a lot left between the lines though. Lets take a minute to identify the costs of knife making. Let us also break out these costs into two categories. Category One will be those costs that are one time costs or costs that are not associated with actually making knives. These costs are generally covered in accounting under General and Administrative referred to as simply "G & A". Category Two will be all costs associated with the direct or indirect production of knives. These costs are generally listed under Cost of Manufacture or Cost of Operations

**Category One
(G&A)**

**Category Two
(Cost of Production)**

- | | |
|-----------------|-------------------|
| Shop Space | Blade Steel |
| Equipment | Heat Treatment |
| Belt Grinder | Handle Material |
| Band Saw | Epoxy |
| Drill Press | Grinding Belts |
| Light Fixtures | Buffing Wheels |
| Vices | Pin Stock/Rivets |
| Buffer | Logo Stencils |
| Blade Etcher | Etching Chemicals |
| Knife Shows | Hand Tools |
| Knife Brochures | Buffing Compound |

Knife Publications
 Advertisement
 Prof. Mem. Dues
 Clothing
 Safety Equipment

Drill Bits
 Band Saw Blades
 Sand Paper
Direct Labor
Indirect Labor
Burdened Cost

For all intents and purposes, the costs associated with G&A, are factored in over time because the machinery will continue to produce well beyond an accounting period. This gets a little complex to determine exactly what values to plug in here for cost computation on a per product basis because of tax depreciation of the asset value and the decreasing resale value of the items involved. If you bother to go through this exercise and calculate a set of numbers for a year and divide that number by the number by the number of productive hours you think you are going to spend actually making knives, then that number becomes the Burden Rate or Burdened Cost. Let's move on with a real example.

The costs that I am showing here are taken directly from the catalog prices of a nationally recognized knife supplier. Here is our shopping list.

1 - Bar 3/16" X 1 1/2" X 1'-6" Lg	17.95
	(hot Rolled)
1 - pair 1 1/4" X 4 1/4" Stag Slabs	15.95
1 - pair Rivets	2.75
1 - 1/4" X 1" X 6" ASTM 416	4.75
Guard Material	
1 - Silver Solder Kit	8.95
1 - 50 Grit Regalite Belt	4.85
1 - 120 Grit	3.75
1 - 220 Grit	3.75
1 - 400 Grit	3.75
1 - Tube RCH Compound	7.95
1 - Tube White Compound	5.95
2 - 3/4" X 8" Buffs @ \$6.95	<u>13.90</u>
	\$90.35

Now we are getting closer to what it costs to build a knife. Using the figures above as presented and doing no calculations of the actual number of knives the above shopping list will actually produce, the first knife, regardless, will cost \$90.35 in material. It is only if we decide to make as many knives the above material list will produce do we figure out that two knives, eight inches in length, can be produced for \$45.17 each in raw materials. Now more specifically, the knife, one of two, will cost:

Raw Material	\$ 45.17
Heat Treatment (Paul Bos)	\$ 15.00
Postage	\$ 9.00
Direct Labor	\$105.00
	(Based on 7 hours
	@ \$15.00 per hour)
Indirect Labor	\$ 20.00
	(time used to acquire
	raw materials)
<u>Burdened Cost</u>	<u>\$ 10.00</u>
*Total Cost	\$204.17

*Note: This cost does not include the materials and labor for constructing a sheath or the cost of sale assuming that the knife is to be sold and not kept.

Needless to say, anyone contemplating staying in the knife business, even as a hobby, has got to have some serious questions as to how to do that if these costs hold up over time. Obviously, there are ways to substantially reduce these costs and increase profitability. However, in order to find out how to reduce these costs to something manageable, how to determine selling price, and where should you market your craft, we the members of the North Carolina Knifemaker's Guild invite you to attend our next regularly scheduled meeting. (The details of where this meeting is and how to get there are in this newsletter.) At that meeting we will continue this discussion and open it up to general discussion and comments from the floor. Looking forward to seeing you there. *Signed: Jack Hyer*

Special Topics:

NCCKG raffled off a Remington, Model 700, ADL, 30-06 rifle at the Dixie Deer Classic. The rifle was won by Scott Gilbert of Fuguay Varina, NC. NCCKG made over \$1200.00 profit as a result of this effort. Money that was raised by the raffle will be used to assist in putting on your Southeastern Custom Knife Show. Special thanks to Tim Scholl for his effort in obtaining the rifle and to Mark Stone of Colonial Gun Shop for supplying the rifle. Also, special thanks to Jesse Houser for engraving the rifle and Mike & Cathy Weaver for the use of their table at the Dixie Deer Classic. Lastly, special thanks for all of the participating members whose effort in selling the tickets made this possible.

January 27, 1996 NCCKG Meeting:

The meeting was held at McNabb Studio, Winston-Salem, NC. Tommy was an excellent host in his studio and we do appreciate his offering his place to hold the meeting.

The meeting was called to order by Tommy McNabb.

Old Business:

- Tommy showed the Remington model # 70 to be raffled at the "Dixie Deer Classic". The rifle was donated by Mark Stone of Colonial Gun Shop. The engraving was done by Jessie Houser of Montgomery Community College.
- The South Eastern Custom Knife show was discussed. Fifty-four tables have been sold so far. It was suggested that advertisements be placed in several magazines. Some of them were Blade, Carolina Adventure, and local newspapers.
- A reminder was made that if dues had not

been paid by now (meeting date), the dues were now considered late.

New Business:

- Tim Scholl made a motion to make Mark Stone a honorary member. A second was made by Bill Maynard, and the motion was passed.
- A motion was made by Tim Scholl to include juniors and/or students for membership. This would be a non-voting membership open to full-time students up to age 22. The cost would be \$10.00 per year. A second was made by Henry Runion and the motion was passed.
- Tim Britton suggested the idea of a NCCKG calendar or a catalog to promote the guild and its members. Tim Scholl asked about the membership booklet w/ads that we had previously discussed. Interest was fair and the project will be discussed further at a later meeting.
- Tommy and Trena discussed the use of the Internet for promoting both individuals and the guild. Trena offered to show Tommy's site on the internet to anyone who was interested later in the afternoon. Many members showed an interest.
- Tommy has a few NCCKG table signs for sell. Cost is \$16.00 each.
- During our break, James Poplin brought in supplies for sale. Response was great as usual.
- Tommy still has guild T-shirts for sale. Cost is \$10.00 each.

- Ed VanHoy asked for suggestions for the newsletter. Anyone with any articles of interest please send them to him. A "For Sale" category is available for members of the newsletter.
- The Piedmont Crafters Guild was discussed briefly by Mark Gottesman, who now is their gallery manager. Mark said they now have approximately 350 members across the southeastern USA. For more information, call Mark Gottesman.
- A short discussion on buying steel in bulk was brought to the floor. It was concluded that it would be a big undertaking, and probably not worth the effort.
- After no further discussion, Bill Maynard made a motion to close the meeting. A second was made by Henry Runion, and the motion was passed.

Next NCKKG Meeting:

The next meeting will be July 27th & 28th at Charles Resse's house. More information on this meeting will be in the upcoming news letter.

Advertisements:

1. Ed & Tanya VanHoy will do custom leatherwork and Kydex sheaths, also, custom metal engraving for your knives for a reasonable cost. If interested, please contact them per address in this newsletter.
2. **Machinery for sale:** Jack Hyer has a milling machine for sale. The unit is a Jet 18, 220 volt, single phase machine. Also included is a 6" milling machine vise, one set of collets, one drill chuck mounted on a R8 arbor. Contact Jack at (910) 769-1427 for more information.

3. *If you would like to advertise any material for sale and/or service for hire, please send it to the address of Danny McManus (Co-Editor) per the address in this newsletter. This service is only for members of this Guild. This space could be yours.*

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President: Tommy McNabb
4015 Brownsboro Road
Winston-Salem, NC 27106
(910) 924-6053 Home
(910) 759-0640

Vice-President: Tim Scholl
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Danny C. McManus, 76511,3600 CompuServe

The Newsletter is mailed to members of the North Carolina Custom Knifemakers Guild four to six times per year. Dues are \$50.00 per year and are due by October 1st every year. Make checks payable to NCCCKG.

The purpose and policy of this newsletter is to serve as a medium of information exchange for members of the NCCCKG. Related organizations may copy the information used herein as long as credit is given.

This organization has been formed to help meet the needs of a growing body of custom knifemakers in the Southeastern region. In addition, the Guild seeks to provide a training forum and educational resource for new and veteran makers alike.

Knifemaking and its related crafts are inherently dangerous occupations; therefore, the North Carolina Custom Knifemakers Guild, its officers and the Editorial committee specifically disclaim any responsibility for damages or injuries that occur as a result of the use, in any way, of any information contained in this newsletter.

Concerning the Tables for The South Eastern Custom Knife Show:

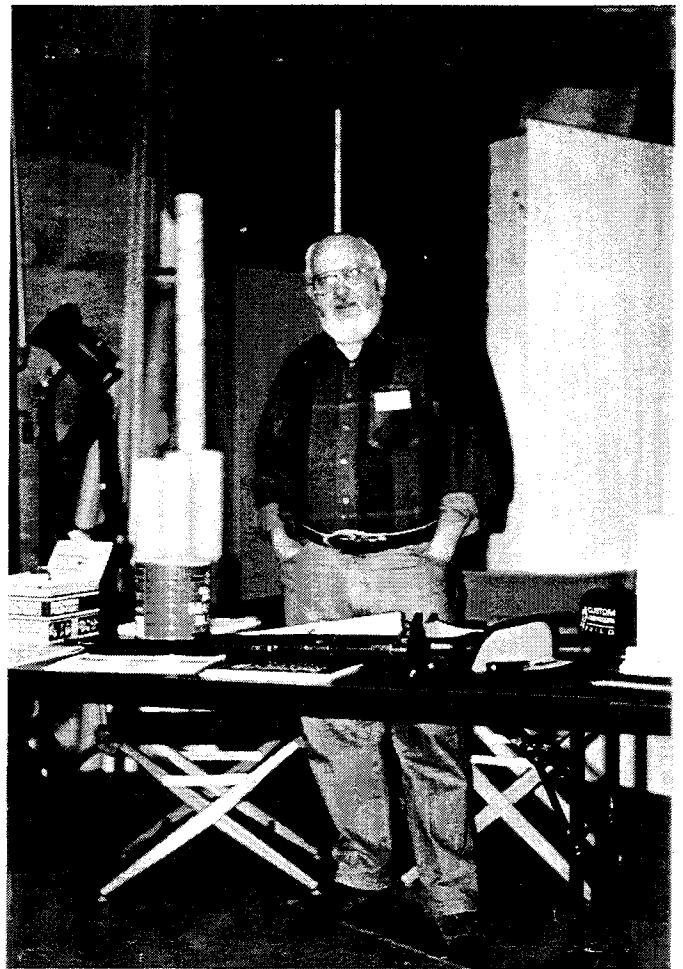
Please sign up for the South Eastern Custom Knife Show now. Over 75 tables have been sold and paid for currently. Forty (40) tables currently remain. Don't get left out. So act now!!!:

Mike Allen
Van Barnett
Steve Berg
Don Broughton
Douglas A. Burns
Dan Cannady
Robert Charlton
John Cross
Travis Daniel
Fichard Dimarzo
Jack S. Feder
Alan Folts
George Guthrie
Ed Halligan
Walt Harless
June Hawkins
Wayne Hendrix
Jack Hyer
Donald R. Jones
Ralph Kessler
Don Lozier
Rich McDonald
Tommy McNabb
Bob Neal
Mike Norris
James Poplin
Roland Riddle
Tim Scholl
Harland Simmons
Tom Watson
Mike Weaver
Wayne Whitley

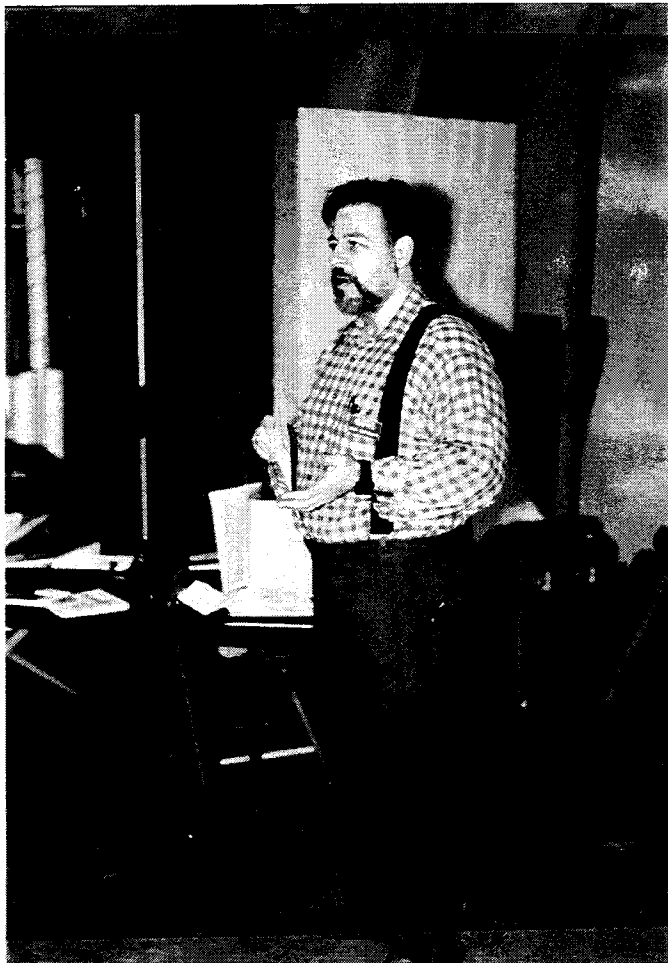
Ronnie Banks
Dr. James Batson
Tim Britton
Thomas Brown
Errett Callahan
Joel Chamblin
William Compton
Roy D. Cutchin
Steve Davis
Jerry Elliott
Don Fogg
Ron Frazier
Tim & Christy George
Melvin & Carol Gurganus
Doug Hartsook
Rade Hawkins
George Herron
Dan Johnson
Barry & Phillip Jones
Michael Koval
Bill Maynard
Neil & Doris McCullohs
Alex Moss
Ross Norfleet
Russell Peagler
John Poythress
Les Roberson
Wayne Short
Murray Sterling
Edward & Tanya VanHoy
Scotty White
Michael Wise

The following table locations are no longer available
(See the layout for the Benton Convention Center
within this newsletter):

1	2	3	4	5	6	7
8	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31	32	33	34	35	36
37	38	39	40	41	42	44
45	46	47	48	49	50	55
56	60	61	64	65	66	67
68	73	74	75	80	85	86
101	104	105	106	107	108	109
110	111	113	114	115		



**Can anyone tell us
who this guy is?
Tommy, of course!**



**Mark Gottesman gives talk
on the subject of the Piedmont
Craftsman Guild**



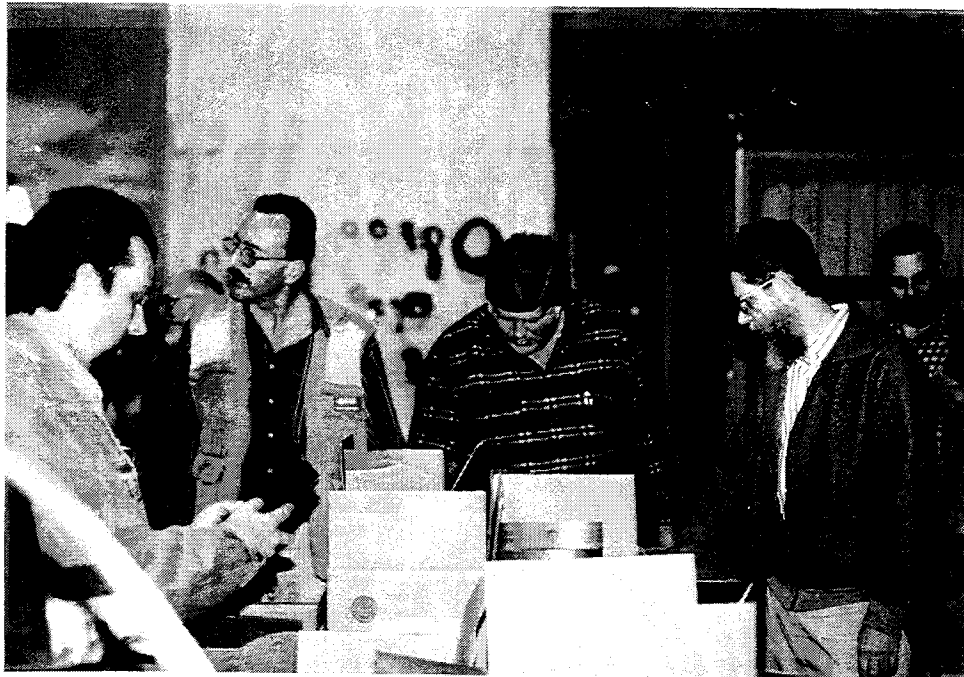
**Many makers brought their knives for display.
Bring some with you for the next meeting.**



**Attendance was high at the last meeting.
Please eat Bojangles Biscuits!**



Tim Britton gave a dissertation on advertising in Knife & related publications.



James Poplin had plenty of supplies on hand.



Ronnie Banks & Jerry Shreader who were purveyors of custom knives at the Flint River Show



Smiles from June Hawkins & Ed Hallagan at the Flint River Knife Show

SOUTH EASTERN CUSTOM KNIFE SHOW

PO Box 327 • Bethania, NC 27010 • e-mail: mcnabb@ols.net • 910-924-6053

Rules for the 1996 South Eastern Custom Knife Show's Handmade Knife Competition

WHEN: Saturday, September 7, 1996

WHERE: At 8:00 AM, bring your knife/knives to the Judging Room for judging.

QUALIFICATIONS

1. Knives can be submitted and accepted only from tableholders at the 1996 Southeastern Custom Knife Show.
2. The maker must submit his knives personally and so identify himself as the maker of the submitted knife. Each knife should be accompanied by the maker's business card or some other form of identification.
3. To be eligible for competition, the submitted knife must have been made after September 10, 1995, and never previously received an award from the Southeastern Custom Knife Show.
4. The knife must be of the entering maker's construction, excluding embellishments (engraving, scrimshaw, filework, etc.)
5. In the categories of Best Engraved Knife and Best Scrimshaw, the knives can be submitted by either the maker or the artist, but both the maker and the artist must be given credit.
6. By entering this competition, the entrant confirms that he has read all of these rules and qualifications and agrees to all of them.
7. The Southeastern Custom Knife Show shall not be held liable in any way for the submitted knife while under the care of the Southeastern Custom Knife Show personnel.

CATEGORIES:

- Best Art Knife
- Best Hunter
- Best Damascus Pattern
- Best Miniature
- Best Value
- Best Fantasy Knife
- Best of Show
- Best New Maker (Has been a Knifemaker for less than 12 Months)
- Best Folder
- Best Forged Knife
- Best Fighter
- Best Bowie
- Best Scrimshaw
- Best Knife Collection
- Best Engraved Knife

HOW MANY KNIVES YOU CAN ENTER: You may enter up to 3 (three) knives in the competition, but only one knife per category and one category per knife.

WHERE AND HOW TO ENTER YOUR KNIVES: Tables labeled by category will be set up in the judging room. Put your knife on the table pertaining to its category. Place your business card with each knife you enter.

HOW TO PICK YOUR CATEGORY: There may be some crossover in categories but the rule of thumb is to enter your knife in the category in which you think it has the best chance to win.

SECURITY: A guard will be present at all times to watch your knives.

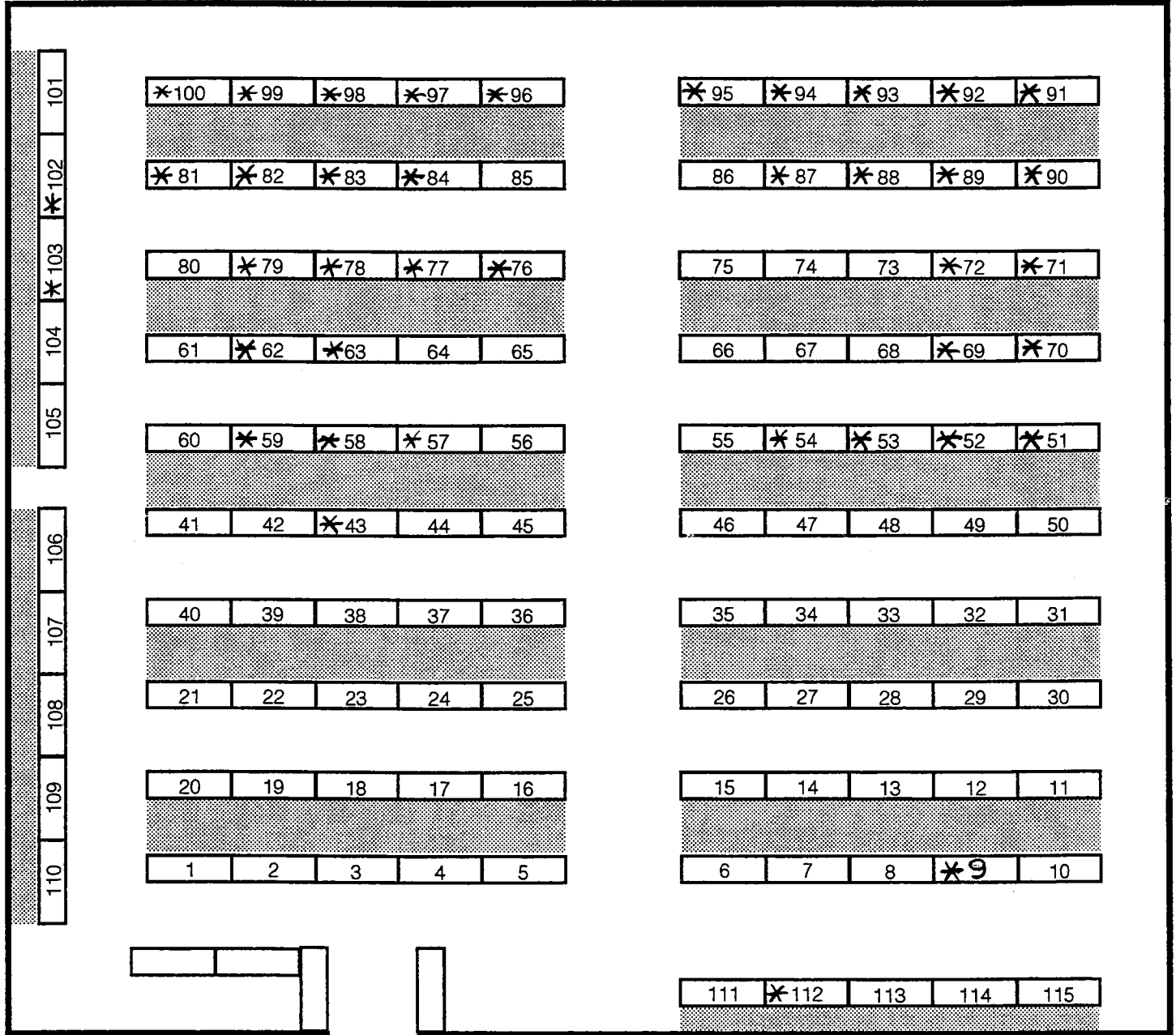
KNIFE PICK-UP: An announcement will be made for you to pick up your knives.
GOOD LUCK!

NOTE: THESE RULES ARE SUBJECT TO CHANGE

BENTON CONVENTION CENTER

North Main Hall (Fully Carpeted)

SouthEastern Custom Knife Show • September 7 & 8, 1996



* indicates those tables that can be purchased for the show.

Upper Galleria

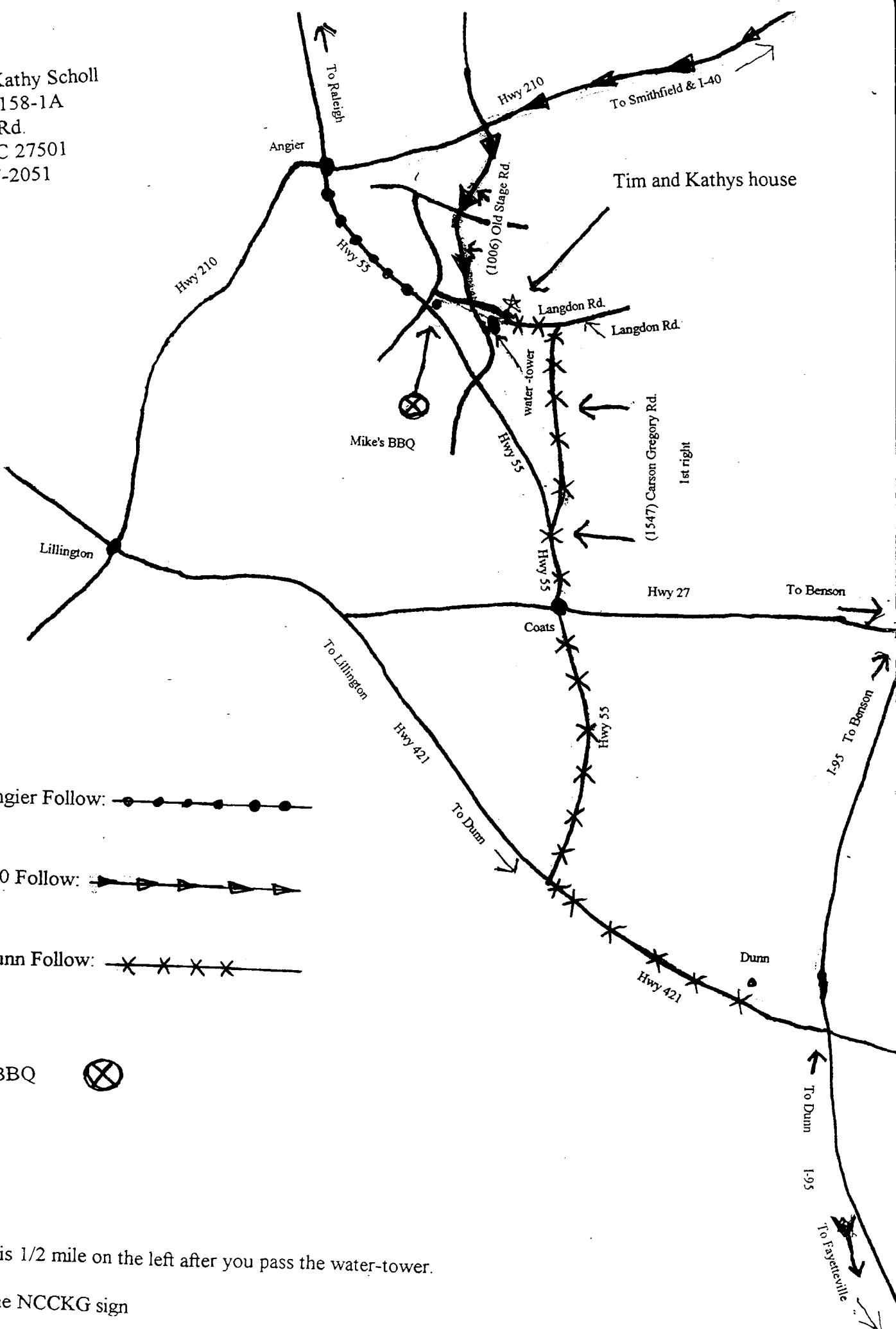
To Parking Deck



10 ft. scale

10 ft. scale

Tim and Kathy Scholl
 Rt 3 Box 158-1A
 Langdon Rd.
 Angier NC 27501
 (910) 897-2051



From Angier Follow: ●●●●●●●●

From I-40 Follow: ▲▲▲▲▲▲▲▲

From Dunn Follow: ××××××××

Mike's BBQ ⊗

Our house is 1/2 mile on the left after you pass the water-tower.

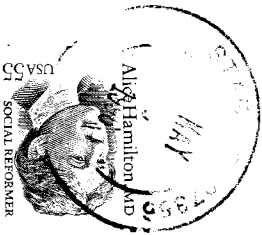
Look for the NCKKG sign

FIRST CLASS MAIL
Next Meeting
April 27 & 28, 1996
Angier, NC

Barry & Phillip Jones
Jones Knives
221 North Ave
Danville, VA 24540

Billets & Blades
Edward VanHoy, Editor
1899 Hogan Farm Road
Star, NC 28665

CUSTOM
NORTH CAROLINA
KNIFEMAKERS
G U I L D



MEMBERSHIP APPLICATION FORM

CUSTOM
NORTH CAROLINA
KNIFEMAKERS
G U I L D

Please send to: NC Custom Knifemakers Guild
\$50 Attention: Gary Gaddy • P.O. Box 2574
Washington, NC 27889

DATE _____

NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

PHONE: _____ HOME _____ WORK _____

In which category would you be interested in applying: Knifemaker _____

(How long have you been making knives?) _____

Collector _____ Just Interested _____