



GUTLERY CO.

Subsidiary of Servotronics, Inc.  
Titusville, PA 16354

Price: \$2.00





Subsidiary of Servotronics, Inc.

**Sales, Factory and Service Dept.**  
507 Chestnut Street  
Titusville, Pennsylvania 16354  
Phone (814) 827-3673

**Accounts Receivable Office**  
P.O. Box 500  
Franklinville, NY 14737  
Phone (716) 676-5527

#### DEALER INFORMATION:

**Minimum order required**—\$50.00

**Terms:** 1% 10 days from date of invoice  
net 30 days.

F.O.B. point—Titusville, PA

Orders, correspondence: Send to  
Sales office, address above

**Packaging:** Most products may be ordered  
in any quantity. Only those items  
designated on our price list must be  
ordered in standard packs, or  
multiples thereof.

**Returns:** WRITE FIRST! Explain your problem.  
This will save time for all concerned.  
Unauthorized returns will not be accepted.

Authorized returns all subject to a charge  
up to 20% depending on the amount of  
work necessary to refurbish and  
repackage.

**Shortages:** Sales office must be notified of  
all shortages whether pilferage or packing  
error within 48 hours of delivery.

**Display cases:** Furnished free with minimum  
net billing. See price list, your salesman,  
or the sales office can furnish all details.

**Information:** Special etchings, club knives,  
or handle imprinting available. Write or  
phone our sales office.

#### WARRANTY:

As a member of the American Cutlery Manufacturers Association, all  
cutlery is guaranteed against defective material or workmanship. Any  
cutlery item bearing the name or trademark of Queen Cutlery Company  
showing a defect in material or workmanship, will be repaired or replaced  
free of charge upon company inspection. This guarantee is not applicable  
to items abused or worn.



Only the highest quality materials go into the building of a Queen knife.

Queen Steel, 440 series stainless steel blades • Stainless steel backsprings  
• Brass liners • Nickel silver bolsters • Brass and nickel silver pins



# QUEEN CUTLERY CATALOG SUPPLEMENT

New Items for 1981

## NEW RAWHIDE CANOE

1405

3-5/8" when closed

One 2 1/4" spear blade  
One 1 1/2" pen blade  
Staminawood handles  
(See Page 1)



## LIMITED EDITION COPPERHEADS

GENUINE  
STAG  
8140



3 3/4" when closed  
One 2-7/8" clip blade  
One 2 3/4" skinning blade



GENUINE  
PEARL  
8135

Only 500 of each will be manufactured  
Serialized on bolster—new photo etch  
Brass liner separates blade when closed

8145 Matched serialized pair

8160  
TRAPPER



4-1/8" when closed  
One 3" skinning blade  
One 3-5/8" spey blade

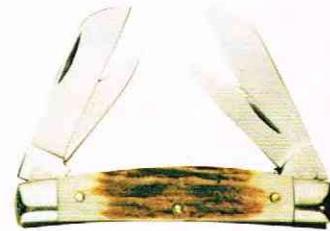
## NEW GENUINE STAG HANDLE PATTERNS

8150  
DOUBLE FOLDING  
HUNTER

5 1/4" when closed  
One 4" clip blade  
One 4" skinning blade



8155  
CONGRESS



4" when closed  
Two 2 1/2" sheepfoot blades  
Two 2" clip blades

ORDER NOW FOR DELIVERY IN JULY 1981

## MASTER CUTLER COLLECTION 4TH EDITION PEANUT



8375

Only 3000 Manufactured  
Antique Rogers bone handle  
Serialized on bolster  
Gift boxed

1981

## NEW 12 DISPLAY

24" wide x 52" high  
x 16" deep at base.  
Red felt background.  
Plexiglass front.  
Rear entry to  
backup stock.  
Locking doors.  
Displays up to 50  
knives depending on  
patterns.

QC 12B BASE ONLY—  
add to your existing  
QC12T display.  
Holds up to 25  
additional patterns.

Walnut grain finish



QUEEN CUTLERY CO.

507 Chestnut Street

Titusville, PA 16354

Phone 814-827-3673

# Kitchen Knives by QUEEN Cutlery Co.

## Carbon and Stainless Steel Kitchen Knives by Queen Cutlery Co.

P-4



STAINLESS STEEL  
DELUXE PARER

3" blade

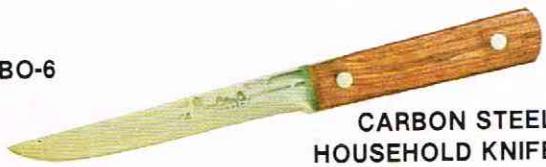
BO-4



STAINLESS STEEL  
UTILITY/BONER

4" blade

BO-6



CARBON STEEL  
HOUSEHOLD KNIFE

6" blade

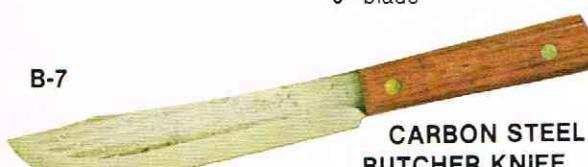
B-6



CARBON STEEL  
BUTCHER KNIFE

6" blade

B-7



CARBON STEEL  
BUTCHER KNIFE

7" blade

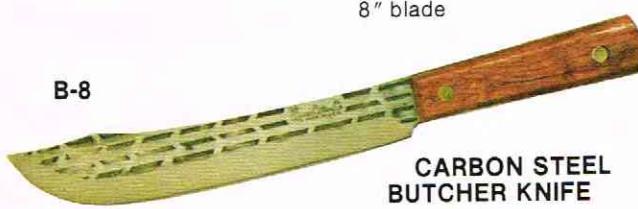
S-8



CARBON STEEL  
ROAST SLICER

8" blade

B-8

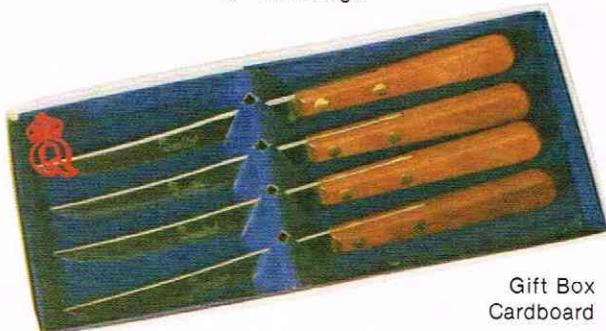


CARBON STEEL  
BUTCHER KNIFE

8" blade

8370 - STAINLESS STEEL STEAK KNIFE

5" wave edge



Gift Box  
Cardboard

8345 - Set of Four Steak Knives

8350 - Set of Six Steak Knives

8355 - Set of Eight Steak Knives



Walnut  
Finished  
Wood  
Gift Box

8360 - Set of Six Steak Knives

8365 - Set of Eight Steak Knives

BO-6QS



STAINLESS STEEL HOUSEHOLD KNIFE

6" blade

FL-6



STAINLESS STEEL FILLET KNIFE

6 1/2" blade



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## GENUINE MOTHER OF PEARL KNIVES

Limited availability

54

### SMALL PEARL SERPENTINE

2 $\frac{5}{8}$ " when closed



One 2" clip blade  
One 1-3/16" sheepfoot  
One 1 $\frac{1}{4}$ " pen blade  
Limited availability



6

### PEARL SENATOR

2 $\frac{1}{2}$ " when closed



One 1-7/16" spear blade  
One 1-3/16" pen blade  
Truly a gentlemens knife  
Limited availability



59

### SMALL PEARL SERPENTINE

2 $\frac{5}{8}$ " when closed

One 2" clip blade  
One 1 $\frac{1}{4}$ " pen blade  
Limited availability



5

### STAG SENATOR

2 $\frac{1}{2}$ " when closed

Delrin stag handle  
One 1-7/16" spear blade  
One 1-3/16" pen blade



35

### STAG SERPENTINE

2 $\frac{5}{8}$ " when closed

Delrin Stag handle  
One 2" clip blade  
One 1-3/16" sheepfoot blade  
One 1 $\frac{1}{4}$ " pen blade



43

### STAG SERPENTINE

2 $\frac{5}{8}$ " when closed

Delrin stag handle  
One 2" clip blade  
One 1 $\frac{1}{4}$ " pen blade



14

### STAG PEANUT

2 $\frac{3}{4}$ " when closed

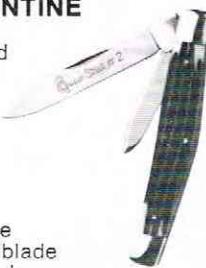


Delrin stag handle  
One 2 $\frac{1}{8}$ " clip blade  
One 1-7/16" pen blade  
One of our best selling patterns

2

### STAG SERPENTINE

3 $\frac{1}{4}$ " when closed

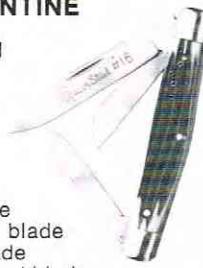


Delrin stag handle  
One 2-9/16" clip blade  
One 1 $\frac{3}{4}$ " pen blade

16

### STAG SERPENTINE

3 $\frac{1}{4}$ " when closed



Delrin stag handle  
One 2-9/16" clip blade  
One 1 $\frac{3}{4}$ " pen blade  
One 1 $\frac{1}{8}$ " sheepfoot blade

26

### STAG SERPENTINE

3 $\frac{1}{4}$ " when closed



Delrin stag handle  
One 2 $\frac{1}{2}$ " clip blade  
One 1 $\frac{3}{4}$ " spey blade  
One 1 $\frac{1}{8}$ " sheepfoot blade

ONE OF OUR BEST  
SELLING PATTERNS

38

### STAG LEATHER PUNCH

3 $\frac{1}{4}$ " when closed

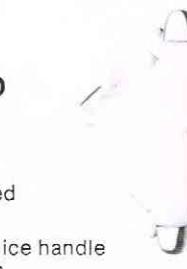


Delrin stag handles  
One 2 $\frac{5}{8}$ " clip blade  
One 1-13/16" sheepfoot blade  
One 1-11/16" leather punch blade

55

### WHITE SLEEVEBOARD

3-5/16" when closed



Acetate or cracked ice handle  
One 2" spear blade  
One 1 $\frac{1}{2}$ " pen blade  
Handle can be imprinted on one or both sides. One or two lines each side.

# QUEEN'S MEDIUM SIZE BARLOW PATTERN KNIVES

**22**  
**CLIP BARLOW**

3½" when closed



Delrin bone handle  
One 2½" clip blade  
One 2" pen blade  
Another one of our best sellers

**25**  
**BENCH BARLOW**

3½" when closed



Delrin bone handle  
One 2½" razor blade  
One 2" pen blade

**60**  
**SINGLE CLIP BARLOW**

3½" when closed



Delrin bone handle  
One 2½" clip blade

**60SH**  
**SINGLE SHEEPFOOT BARLOW**

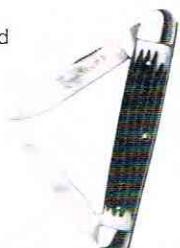
3½" when closed



Delrin bone handle  
One 2½" sheepfoot blade

**3**  
**STAG SLEEVEBOARD**

3-5/16" when closed



Delrin stag handle  
One 2" clip blade  
One 1½" pen blade

**15**  
**STAG CONGRESS**

3½" when closed



Delrin stag handle  
One 2" sheepfoot blade  
One 1-11/16" pen blade

**51**  
**STAG DOGLEG JACK**

3½" when closed



Delrin stag handle  
One 2¾" clip blade  
One 1¾" pen blade

**56**  
**BALLOON WHITTLER**

3½" when closed



Delrin stag handle  
One 2¾" clip blade  
One 2½" pen blade  
One 1½" coping or carving blade

**48**  
**STAG CARPENTER'S**

3½" when closed



Delrin stag handle  
One 2-7/16" clip blade  
One 2½" pen blade  
One 1½" coping or carving blade

**33**  
**STAG CONGRESS**

3½" when closed



Delrin stag handle  
Two 2" sheepfoot blades  
Two 1¾" pen blades

**61**  
**MEDIUM STOCKMAN'S**

3½" when closed



Delrin stag handle  
One 2¾" clip blade  
One 1-13/16" sheepfoot blade  
One 1½" spey blade

**70**  
**COUNTRY COUSIN**

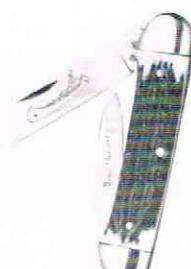
3½" when closed



Drop point pattern  
High impact Black Matt Handle  
Single drop point blade—2¾"  
Another one of our best selling patterns

**64**  
**CANOE**

3½" when closed



Delrin stag handle  
One 2¼" spear blade  
One 1½" pen blade



QUEEN CUTLERY CO.

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10

**FARMER'S CLIP**



3-11/16" when closed

Delrin stag handle  
One 2-11/16" clip blade  
One 2 1/8" pen blade  
The heavy duty jack knife

40

**ELECTRICIAN'S KNIFE**

With Screwdriver Blade

3-11/16" when closed



Delrin stag handle  
One 2 3/4" spear blade  
One 2 3/4" screwdriver  
Blade with wire stripper

11

**STAG UTILITY**



4" when closed

Delrin stag handle  
Single 3-5/16" clip blade

11EO

**STAG EASY OPENER**



4" when closed

Delrin stag handle  
Single 3-5/16" clip blade  
Another one of our best selling  
patterns

12EO

**BLACK EASY OPENER**



4" when closed

Single 3-5/16" clip blade  
Same as 11EO but has  
Black Matt handle

1

**HAWKBILL/PRUNING**



4 1/8" when closed

Delrin handle  
Single pruning blade

365

**OUTDOORSMAN  
MICARTA LOCK-BACK**



4 1/8" when closed

Black micarta handle  
Single 2 3/4" drop  
point blade  
Another one of our best  
selling patterns

1465

**OUTDOORSMAN  
LOCK-BACK**



4 1/8" when closed

High impact black  
matt handle  
Single 2 3/4" drop  
point blade  
Another one of our best  
selling patterns

9

**STAG STOCKMAN'S**



4" when closed

Delrin stag handle  
One 3" clip blade  
One 2 1/8" sheepfoot blade  
One 2" spey blade  
Another one of our best selling patterns

37

**BELT PUNCH STOCKMAN**



4" when closed

Delrin stag handle  
One 2 7/8" clip blade  
One 1 7/8" spey blade  
One 1 1/8" leather punch blade

63

**SERPENTINE JACK**



4" when closed

Delrin stag handle  
One 2 3/4" clip blade  
One 1 3/4" pen blade

49

**TEXAS CATTLE KING**



4 1/4" when closed

Delrin stag handle  
One 3 1/4" clip blade  
One 2 1/4" spey blade  
One 2-7/16" sheepfoot blade



**QUEEN**

CUTLERY CO.

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1440

### THE MOUNTAINMAN

4 5/8" when closed



Lock-back pattern.  
Brushed bark Delrin handle  
Single 3 1/8" clip blade  
Rugged—built to take it

### ALL OF THESE FINE QUEEN KNIVES FEATURE:

- Genuine stag or bone handles
- 440 stainless steel blades
- Stainless steel backsprings
- Nickel silver bolsters
- Brass liners
- Brass and nickel silver pins



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53

### CITRUS & MELON TESTER

4-11/16" when closed

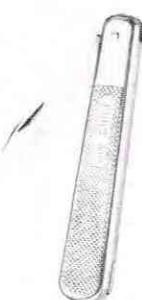


Can be imprinted.  
Acetate or cracked ice handle  
Single 3 3/4" spear blade

45

### BIG CHIEF

PATENTED  
QUEEN EXCLUSIVE



5" when closed

Die cast aluminum handle  
Single 3 3/4" clip blade  
Another one of our best selling patterns  
Completely corrosion resistant

20

### STAG OUTDOORSMAN

5" when closed

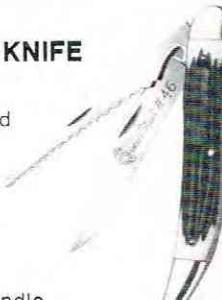


Delrin stag handle  
Single 3 7/8" clip blade

46

### ANGLER'S KNIFE

5" when closed



Delrin stag handle  
One 3 3/4" clip blade  
One 3-13/16" scaler, disgorger and  
bottle opener blade  
Sharpening stone on side of knife

44L

### LOCKING FOLDING HUNTER



5 1/4" when closed

Delrin stag handle  
Single locking 4" clip blade—  
sabre ground  
Fits PKS sheath  
Another one of our best selling patterns

39

### DOUBLE FOLDING HUNTER



5 1/4" when closed

Delrin stag handle  
One 4" clip blade sabre ground  
One 4" skinning blade flat ground  
Fits PKS sheath  
One of our best selling patterns.

1480

### THE PLAINSMAN DROP POINT



Black Delrin handle  
Single 3 3/4" drop point blade

I-18 Meets Gov't. Specs.

### MACHETTE

18" carbon steel  
blade



I-18

### SHEATH

Expanded vinyl  
Sheath optional

### MODEL PKS

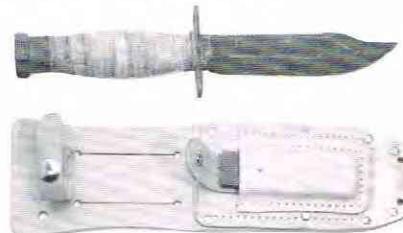
### POCKET KNIFE SHEATH

For use with  
Knives  
No. 39-44-49-19-4200



Genuine leather,  
moderately  
oiled at factory for  
softness and durability  
Fits knives up to 5 1/2" long

### AIR FORCE SURVIVAL KNIFE



Natural leather handle  
5" tempered carbon steel blade  
Leather sheath with sharpening stone  
Carbon steel as to government  
specifications

AFS



QUEEN CUTLERY CO.

507 Chestnut Street Titusville, PA 16354 Phone 814-827-3673

<p><b>FOR THE TRAPPER</b></p> <p><b>24</b> <b>STAG TRAPPER</b></p> <p>4" when closed</p> <p></p> <p>Delrin stag handle One 3-5/16" clip blade One 3 1/8" spey blade</p>	<p><b>FOR THE TRAPPER</b></p> <p><b>66</b> <b>STAG MUSKRAT</b></p> <p>4" when closed</p> <p></p> <p>Delrin stag handle Two 3" skinning blades Another one of our best selling patterns</p>	<p><b>FOR THE TRAPPER</b></p> <p><b>19</b> <b>H/D TRAPPER</b></p> <p>4 1/8" when closed</p> <p></p> <p>Delrin stag handle One 3" skinning blade One 3 1/8" spey blade Another one of our best selling patterns</p>
<p><b>SS</b></p> <p></p> <p><b>SHARPENING STONE</b></p> <p>Durable, dependable sharpening stone for maintaining the sharpness of your Queen Cutlery knife.</p>	<p></p> <p><b>MINI DOGBONE</b></p> <p>The ideal pocket sized sharpener. 2" ceramic sharpening rod with a chain for carrying. If you are an archer, hunter, or fisherman you need one. 3 1/4" overall</p>	
<p></p> <p><b>UNCROCK STICK</b></p> <p>5 1/2" ceramic sharpening rod 12" overall—designed for the connoisseur who is used to the single rod sharpening method.</p>	<p></p> <p><b>CROCKSTICK</b></p> <p>Two 9" ceramic sharpening rods which cross to give the novice or the chef the proper angle for attaining a professional edge. An ideal household accessory.</p>	
<p><b>390</b></p> <p><b>FOLDING LOCK-BACK SKINNER</b></p> <p></p> <p>Black Micarta handle Single locking 3 3/4" sabre blade 5" when closed Sheath included Availability limited — Gift boxed</p>	<p><b>399</b></p> <p></p> <p><b>MOOSE SKINNER</b></p> <p>Black Micarta handle with a 5 3/4" blade, 11" overall. Genuine leather sheath and besides being a functional knife, it makes an ideal gift item for the man who has everything. Gift boxed.</p>	

73

**ECONOMY HUNTING KNIFE**4" Flat Ground Blade  
8" Overall

Delrin stag handle — leather sheath.  
The only economy step we use in this pattern is the omission of a cap on the handle.

74

**SMALL GAME KNIFE**3½" Flat Ground Blade  
7¾" Overall

Delrin stag handle — leather sheath.  
This knife is designed to be both beneficial to the hunter and fisherman.

75

**BIG GAME & CAMP KNIFE**5¾" Flat Ground Blade  
10¼" Overall

Delrin stag handle — leather sheath.  
Designed for the sportsman who likes a longer blade.

77

**BIG GAME SKINNING KNIFE**5" Sabre Ground Blade  
9½" Overall

Delrin stag handle — leather sheath

82

**MEDIUM HUNTING KNIFE**4" Sabre Ground Blade  
8½" Overall

Delrin stag handle — leather sheath

84

**LEATHER HANDLE KNIFE**4" Sabre Ground Blade  
8½" Overall

Leather handle — leather sheath

85

**GAME BIRD KNIFE**3" Flat Ground Blade  
6¼" Overall

Delrin handle — leather sheath.  
For those who like a small sheath knife, this is the answer.

89

**SMALL GAME KNIFE**3½" Flat Ground Blade  
7¾" Overall

Delrin handle — leather sheath

95

**BIG GAME KNIFE**5" Sabre Ground Blade  
9½" Overall

Delrin handle — leather sheath

98

**LIGHT WEIGHT SKINNER**4" Flat Ground Blade  
7¾" Overall

Delrin handle — leather sheath

FL-6 W/S

**FILET KNIFE**

6½" Blade

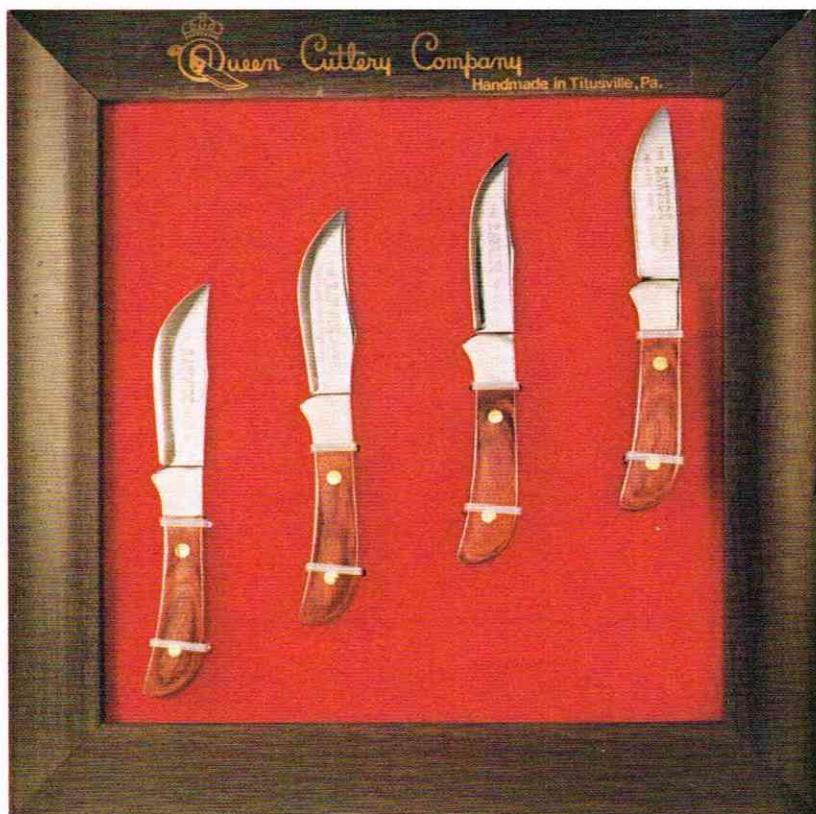


Rosewood handle — leather sheath  
Flexible blade  
10¾" overall

76

**PAN FISH KNIFE**4" Blade with Scaler  
8½" Overall

Formica handle — leather sheath  
For the fisherman who likes a shorter flexible blade.



Top left—Picture frame display—10A display  
Red felt background with a walnut vinyl  
molding frame. 15 $\frac{3}{4}$ " x 15 $\frac{3}{4}$ ".  
Displays 5 to 12 knives depending on patterns.

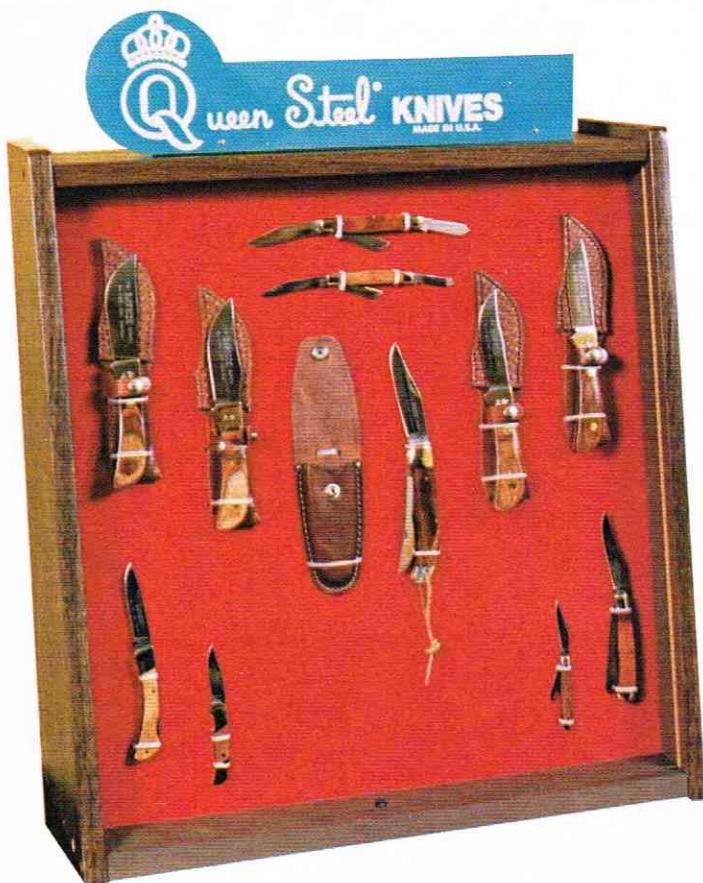
#10 Picture frame (Not Shown):  
18 $\frac{1}{4}$ " x 20 $\frac{3}{4}$ "  
Displays 8 to 18 knives depending on patterns.

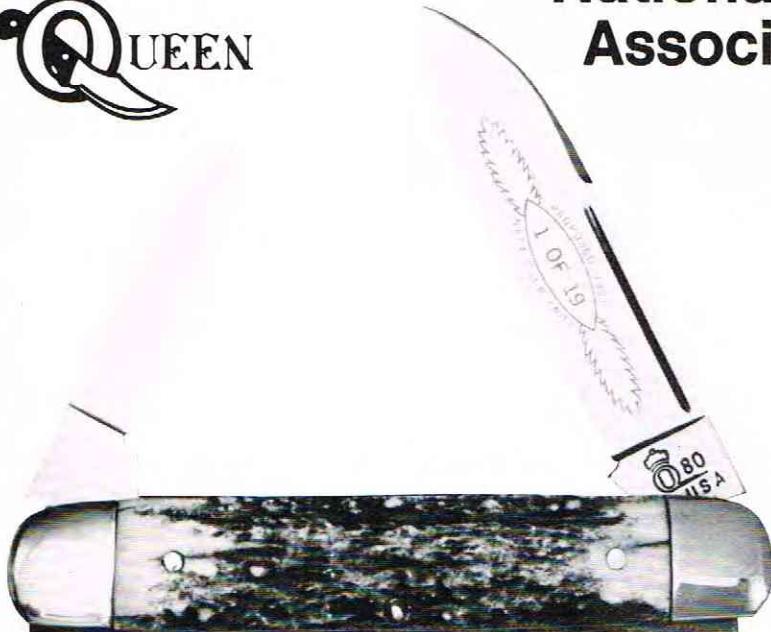
Bottom left:  
QC12T—Our most popular display 24" wide x 25"  
high x 11 $\frac{1}{2}$ " deep at base. Displays up to  
40 knives depending on patterns.  
Red felt background — Plexiglass front  
Rear entry to backup stock—with lock

12 floor display:  
24" wide x 56" high x 11" deep at base.  
Displays up to 65 knives depending on patterns.  
Red felt background — Plexiglass front  
Front openings with locks and storage.

9 Display (not shown)  
7 $\frac{1}{2}$ " wide x 11 $\frac{1}{2}$ " high  
Displays up to 6 pocket knives, has locked  
storage area for backup stock  
Plexiglass front — Woodtone finish

Displays are furnished free with your order.  
See price sheet or ask your salesman for details.





# National Knife Collectors Association 1981 Club Knife

At the Louisville, Kentucky Knife Show on April 26, 1980, the NKCA Board of Directors met to select the club's 1981 club knife from the many submitted by several knife manufacturers.

Chosen by the majority vote of the Board was the knife pictured at left. The knife will be made for the club by Queen Cutlery Company of Titusville, PA. A large "Bullhead" pattern, the knife will have two blades with appropriate NKCA club knife etching on the master blade. As with the prototype knife shown at left, the handles will be genuine stag; however, the club knife's handle will have a shield.

Other club knives manufactured by Queen Cutlery:

1. Mid South Knife Collectors Association 1978-1979
2. Wolverine Knife Collectors Club—1980

3. Noccalula Knife Collectors—1978-1979

4. North Carolina Wildlife Knife—1980
5. Vulcan Knife Club—1981

6. Southern California Blades—1980

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## QUEEN POLICY IS DEDICATED TO OUR RETAIL DEALERS

### Mark-Ups and Gross Profits

Few terms are more misunderstood than "Mark-Up" and "Gross Profit." You can go broke by failing to know their meaning.

**MARK-UP** is the percentage of the amount you earn on the COST of an item you sell.

**GROSS PROFIT** is the percentage of the amount you earn on the SELLING PRICE of the item.

#### MARK-UP — HOW TO COMPUTE IT:

A product costs you \$5.00. You sell it for \$7.50 — \$2.50 above cost. Divide cost (\$5.00) into your earnings (\$2.50). You get 50%. That is your mark-up on cost.

#### GROSS PROFIT — HOW TO COMPUTE IT:

The same product costs you \$5.00. Again you sell it for \$7.50 — \$2.50 above cost. Divide selling price (\$7.50) into your earnings (\$2.50) and you get a percentage of 33 1/3. That is your gross profit on selling price.

From the above you will note that 50% added to the cost results in 33 1/3% profit on selling price.

The table below shows the percentages over cost of 66 2/3% to 100%, which is the recommended Queen resale price range. We trust you will find this a valuable aid when repricing merchandise on displays you already have, or when ordering a new display.

#### MARK-UP AND GROSS PROFIT

66 2/3%	added to cost is	40.03%	profit on selling price
70	% added to cost is	41.18%	profit on selling price
75	% added to cost is	42.86%	profit on selling price
80	% added to cost is	44.45%	profit on selling price
85	% added to cost is	45.95%	profit on selling price
90	% added to cost is	47.37%	profit on selling price
95	% added to cost is	48.72%	profit on selling price
100	% added to cost is	50.00%	profit on selling price

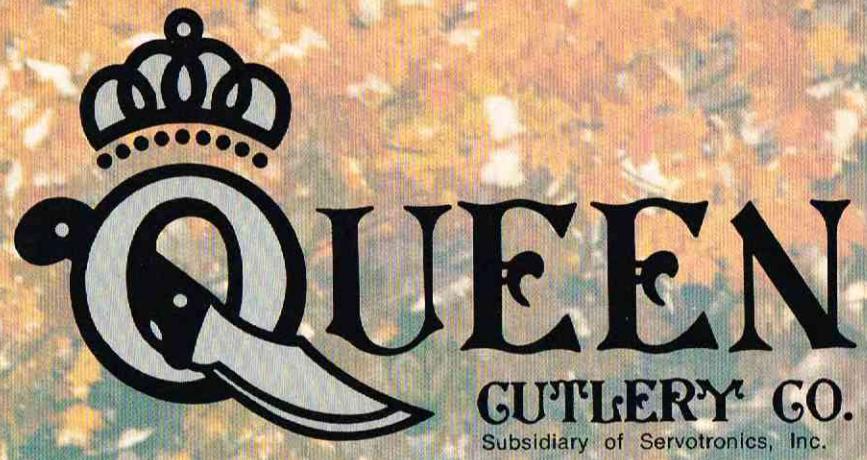
Some manufacturers, in an effort to sell their product without regard to your store's profit, encourage price cutting. We are interested in your well being. Think before you cut your price. Can you sell enough more units to make it pay?

If you are selling a product at a present gross profit of 40%, and you cut your price by 5%, you must sell 14.3 more UNITS to get the same number of dollars. If the selling price is reduced 10% you must sell 33 1/3 more UNITS; 20% twice as many UNITS.

Take a fair mark-up. Offer your customers good quality at a reasonable price. You will profit, your customer will profit, and we at Queen hope to profit with you.



59 years of manufacturing fine cutlery products.  
507 Chestnut Street Titusville, PA 16354 Phone 814-827-3673



Subsidiary of Servotronics, Inc.



Winter scene by C. Kent Armstrong—Titusville, PA.

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