

# The Cutting Edge®

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[For quickest response, email inquiries to ce-info@cuttingedge.com](mailto:ce-info@cuttingedge.com)

We appreciate your interest in selling your knives through **The Cutting Edge®** (six printed catalogs per year mailed in January, March, May, July, September and November) or *cuttingedge.com*® (one or two uploads per month).

## **The Cutting Edge®**

Typically, knives for the printed catalog must have a value of at least \$500. Knives in this printed book are usually handmade, one-of-a-kind pieces, new or antique that either come directly from the knifemaker or purveyor or they have been part of someone's knife collection. If your knife does not sell in the first printed catalog, we will lower the price by approximately 10% and include it in the next printed book. We will continue to lower the price accordingly for all subsequent catalogs, up to three (3) times, or until the value reaches \$300 or you ask us to return it to you. If the knife has not sold after being re-priced and listed for the fourth time, we can return the knife to you or move it to <http://www.cuttingedge.com>.

## **cuttingedge.com**

Acceptable knives for this website include handmade, antique or production knives (all in excellent condition). To be added to the site, value for these knives must be at least \$100. Knives are uploaded at least once each month (sometimes more) on the Wednesday nearest the first of the month. If your knife does not sell after 40-50 days, the price will be lowered by 10%. We post lowered prices on the Wednesday closest to the 15<sup>th</sup> of the month, therefore the original price is typically in effect for 40-45 days before it is changed. Every 30 days thereafter, the price of your knife will be lowered by 10% until it sells or you request that it be returned. Knives that drop under the \$30 price will automatically be returned.

## **Shipping Knives to Us for Consignment**

**Please ship knives to the address listed above.** Make sure the knives are properly packed in order to prevent damage. Insure the package for loss or damage during transit. PLEASE include a listing of each knife in the package. If you know any particulars about the knife such as: maker, year made, blade steel, handle material, the name of the engraver (if applicable) and any specific pertinent information that will aid in writing the description or establishing the value of the knife, please include that in your notes. If you require a specific price for the knife, make sure it is noted. **It is imperative that you include your name, address, telephone number and email address. Prior to shipment, please notify us via email (include the list that you are shipping) or phone, so that we can alert our receiving department.**

## **Receiving Shipment & Photography**

From the knives that we receive for consignment, we will choose those that will be included in the printed book. If you are unsure that the value of the knife is high enough to meet our requirements, please email a description and photograph to [ce-info@cuttingedge.com](mailto:ce-info@cuttingedge.com) or call us at (479) 631-0055 to discuss. Once the knives arrive, we will notify you, log them into our computer system and individually photograph them for either the printed book or the website. There is no guarantee as to when your knife will appear in the book or online, but rest assured, we get them included as quickly as we can.

## **Pricing and Re-Pricing Procedure**

Research will be done to determine the best price we can assign to each knife. If there is a price you require, we will use that price if we can. If we believe your price to be lower than what it should be priced at, we will contact you. If your required price is more than our research shows is reasonable, we will also contact you. Two to five days prior to the catalog printing or the website upload, we will provide you a listing that will include the number we have assigned to the knife, the maker's name and the price. We prefer to notify you by email, but will call you in the event you do not have an email address. We will need a prompt response with your approval of the price. If we do not hear back from you, we will go ahead and post the knives. If you do not approve the new price, we will discuss and return the knife to you if necessary.

As with setting the original price, when it is time for re-pricing, (dropping the price by 10% as mentioned above), you will be contacted two to five days before either the book goes to print or the file is uploaded to the website, for adjusted price approval. Again, we will need a prompt response for the re-pricing amounts as well.

## **Payment**

Once your knife sells, we will mail you a check on or before the 10th of the month 40-60 days after the sale, for 75% of the selling price. For example, payment for knives sold in November will be mailed in January. This allows for shipping, the 14-day buyer preview period, returns (if applicable), as well as record keeping and processing. We retain 25% of the selling price as a consignment fee.

If you have further questions, please contact me at email [ce-info@cuttingedge.com](mailto:ce-info@cuttingedge.com) or call 479-631-0055 and leave a message for me.

**PLEASE NOTE:** Due to Federal Law, we are no longer able to sell elephant ivory or rhino horn. We also **do not** sell automatic (switchblade) knives.

Thank you,

Debbie Myers  
The Cutting Edge at A.G. Russell Knives

updated 5-26-22 gr