

NEXT BEST THING TO SAME-DAY SERVICE



That hard-to-find piece from a prominent custom knife-maker is out there. Finding it, however, may be the challenge of a collector's lifetime. Enter the purveyor, and those who have experienced the benefits of working with an established, reputable one know the benefits firsthand.

The purveyor connects the maker's product to the buying public in prices ranging from \$100 or so to several thousand. Considering many makers have waiting lists that stretch well into the future, the availability of a knife through the purveyor can shorten the acquisition period by months or even years. The element of trust is critical and purveyors stand behind their offerings, providing a level of expertise and consultative advice seldom found elsewhere.

Purveyors tend to specialize in certain knife genres and therefore narrow the search for particular knife styles and the work of specific makers. "I source and maintain an extensive in-house inventory of all kinds of knives, mostly tactical folders and fixed blades but also gent's slip joints, fancy art knives, and upscale fixed blades," explained Neil Ostroff of True North Knives, a purveyor since the mid-1990s. "I have knives available to collectors and users and can ship the same day as the order is received. In most cases, the buyer gets his knife in less than 24 hours of ordering."

Purveyors provide numerous services, taking guesswork out of the process and saving time. Bringing people and knives together not only satisfies a need, but also stimulates further activity in buying, selling and the exchange of information.



John Denton specializes in the knives of Blade Magazine Cutlery Hall-Of-Fame® member Bob Loveless, such as the 4-inch dropped hunter in stag with the double nude Loveless logo and signed Loveless pouch sheath. Denton is shown in the middle with Loveless (left) and Jim Merritt in the Loveless shop. (photos courtesy of John Denton)

FOCUS ON LOVELESS

A specialist in the knives of the late Blade Magazine Cutlery Hall-Of-Fame® member Bob Loveless for nearly three decades, John Denton offers "a massive wealth of knowledge on one particular knife. We decided long ago to become an expert on just Loveless, sort of like deciding to sell Ferrari. We did not have to cloud up our brain with all the other makes and models.

"We became best friends with Bob Loveless and Jim Merritt for almost 30 years and talked to them almost every day