

**Hearing on
Combating Unfair International Trade Practices:
Barriers and Obstacles for Small Business**

Presented to:
U.S. House of Representatives
Committee on Small Business
Subcommittee on Agriculture, Energy and Trade
On behalf of
Spyderco, Inc.
May 22, 2014

By Peter H. Jhones



Chairman Tipton, Ranking Member Murphy, and Members of the Subcommittee, thank you for the invitation to appear today.

Spyderco Inc. Introduction

Spyderco has designed, manufactured and distributed some of the highest quality and most innovative folding knives and related products in the world. The company was built from nothing by its founder Sal Glesser and his family. The company now employs more than 80 individuals in its Golden, Colorado facilities and generates more than \$20 million dollars annually for the Colorado economy. Spyderco has been awarded 33 U.S. trademarks (60 overseas), 29 U.S. utility patents (11 overseas) and 48 U.S. design patents (12 overseas).

Spyderco customers have come to rely upon the high performance, superior engineering and ergonomic designs of the Spyderco products they use daily. These customers include virtually all of this Country's military branches, Special Services, and Federal Law Enforcement Agencies. Our products are also in service at every level of state and local law enforcement. We sell our products throughout the United States and to 57 countries around the world. A significant portion of our manufacturing is performed in Golden, Colorado and we are in the process of tripling that capacity.

Unfair Practices: Chinese Counterfeits

The safety and reliability of the tools used by our country's servants should not be called into question. However, that is exactly what is now happening. An alarming increase in clones, knock-offs and infringing product made by Chinese companies is flooding the U.S. market. The Chinese counterfeit knives of which we have become aware, are anything but an exact duplicate of our genuine items. These products are made using inferior materials and demonstrate poor engineering techniques. They make for a dangerous and unreliable tool for service personnel and consumer alike. The problem is these copied products have reached a level of outward appearance which makes it difficult even for our own staff to tell a genuine Spyderco knife from a fake.

Obstacles and Solutions

Spyderco does its best to police the marketplace, seeking to remove copies from the stream of commerce. For the most part, Spyderco has been successful in these activities, stemming the flow of counterfeit product being sold through U.S. based sales entities. However, we are having difficulty stemming the sales of counterfeit product sold through Chinese distribution outlets. Indeed, the bulk of these copies are entering the stream of commerce through on-line auction sites; primarily Alibaba, TaoBao and DHgate. The first appearing page of a "Spyderco" search of DHgate and Alibaba is attached. No item therein is an authentic Spyderco Inc. product. These Chinese owned sites have incredibly poor or absolutely no response to requests to remove auctions of counterfeit goods. In contrast, the famous on-line auction house eBay has developed their Verified Rights Owner (VeRO) program to combat just this issue. Utilizing more of a storefront format, Amazon.com also keeps a tight rein on infringing products, preventing their entrance into the Amazon.com stream of commerce.

The costs associated with trying to remove unauthentic products from Chinese sales websites are now prohibitive. As with all small business operations, availability of funds to fight an infringement war are limited. Every dollar diverted for the effort to protect the marketplace from unsafe clones and patent infringements, takes money's slated to be invested in corporate activities; increasing production capacity, research and development, additional employees, machinery acquisition, wage increases, etc. As a result, copies of many of our core products are now available on these sites at significantly lower prices than for which our authentic products can be offered.

As I am sure we all realize, it is impractical for U.S. Customs and Border Patrol to inspect every package for IP infringements. If all manufacturers selling products into America, domestic and international alike, were subject to the same intellectual property enforcement standards, this problem would be alleviated. All internet auction sites should be required to have an infringement notification and removal system that works. This would level the playing field between the U.S. and Chinese owned internet auction and commerce sites. It would also provide an ideal point for IP holders to review and stop the offer-for-sale of infringing items being put into commerce worldwide.

Spyderco agrees that it is important for the U.S. to continue embracing free trade principles with our trading partners. However, it is imperative that these partners respect and enforce American intellectual property rights. Spyderco respectfully requests this Subcommittee and the United States Congress to implement laws and treaties which require all websites viewable within the United States to publish and enforce strong Intellectual Property protection mechanisms similar to the eBay VeRO system, and to require our trading partners to respect and enforce American intellectual property rights.

Thank you



C81GPBK2

Counterfeit, Alibaba \$47.80 (top)

Authentic Golden, Colorado Production \$189.95 (bottom)



C36GPBK

Counterfeit, DHgate \$20.66 shipping incl. (top)
Authentic Golden, Colorado Production (bottom, \$259.95 MSRP)

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\$ - \$

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In Stock

811 items found for wholesale SPYDERCO

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Free Shipping

Free Faster shipping

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In Stock

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[Items Sold](#)



Spyderco C81GPCMO2 ParaMilitary2 Folding Knife 3-7 16" S30V Black Plain Blade, Digital Camo Handles, FREE

US \$39.48 - 45.54 / Piece

Min. Order: 1 Piece

[Free Shipping](#) Via CHINAPOSTAIR (Slow)

Processing Time: 5 days

Feedback: 98.0% Items Sold: 2

Seller: [bida-amy](#)

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[Premium Merchant](#)

Good service, quick responses and quick shipments with credit



SPYDERCO DA39 Hunting Pocket Knife Folding Knives 440C 56HRC Drop Pointed Blade All-Steel Black Titanium

US \$7.44 - 8.65 / Piece

Min. Order: 1 Piece

[Free Shipping](#) Via HONGKONGPOST (Slow)

Processing Time: 30 days

Feedback: 99.1% Items Sold: 9

Seller: [sea-blooms](#)

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free shipping! new knives! Spyderco folding pocket knife Hunting Survival Camping Knife karambit knives

US \$25.29 - 29.5 / Piece

Min. Order: 1 Piece

[Free Shipping](#) Via SINGAPOREPOST (Slow)

Processing Time: 37 days

Feedback: 100.0% Items Sold: 12

Seller: [pixiaoming](#)

[Message](#)

[Premium Merchant](#)

Good service, quick responses and quick shipments with credit

9



Free shipping 5pcs lot Spyderco C36 GPE tactical knife CPM-S30V outdoor survival knife camping hunting pocket

US \$14.45 - 17.65 / Piece

Min. Order: 5 Pieces

[Free Shipping](#) Via CHINAPOSTAIR (Slow)

Processing Time: 3 days

Feedback: 98.8% Items Sold: 10

Seller: [shadowxie](#)

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Free shipping Spyderco outdoor gear Folding blade knife Tactical knife EDC Pocket Knife camping knife knives New

US \$4.26 - 5.2 / Piece

Min. Order: 2 Pieces

[Free Shipping](#) Via HONGKONGPOST (Slow)

Processing Time: 30 days

Feedback: 99.2% Items Sold: 54

Seller: [west-wind](#)

[Message](#)

[Premium Merchant](#)

Good service, quick responses and quick shipments with credit



Free shipping Spyderco C12GS tactical knife VG10 Serrated Blade outdoor survival knives pocket folding knife

Processing Time: 20 days
Items Sold: 6

Seller: [jaydeen0310](#)

[Message](#)

US \$28.07 - 37.83 / Piece

Min. Order: 1 Piece

Free Shipping
Via SINGAPOREPOST (Slow)

[Add to Cart](#)



Spyderco C36 GPE Folding Knife CPM- S30V blade G10 handle Line lock Camping knife Survival Knife Tactical free

Processing Time: 2 days
Feedback: 99.0% Items Sold: 25

Seller: [ydmeiju](#)

[Message](#)

US \$17.6 - 20.66 / Piece

Min. Order: 1 Piece

Free Shipping Via ePacket (Standard)

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SPYDERCO - DA39 Hunting Pocket Knife Folding Knives 440C 56HRC Drop Pointed Blade All-Steel Black Titanium

Processing Time: 2 days
Feedback: 98.3% Items Sold: 109

Seller: [eudora](#)

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Premium Merchant
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US \$8.38 - 9.79 / Piece

Min. Order: 2 Pieces

Free Shipping
Via HONGKONGPOST (Slow)

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New Spyderco C36 multicolor G10 handle camping knife folding knife outdoor hunting gift box BEAR

Processing Time: 7 days
Items Sold: 4

Seller: [cegeby](#)

[Message](#)

US \$12.57 - 17.5 / Piece

Min. Order: 1 Piece

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SPYDERCO C81 camping knife Hunting Folding Pocket Knife Survival Knife CPM-S30V Xmas gift KNIFE 2pcs

Processing Time: 2 days
Feedback: 99.8% Items Sold: 4

Seller: [wisdom888](#)

[Chat](#)

Premium Merchant
Good service, quick responses and quick shipments with credit

US \$19.38 - 20.11 / Piece

Min. Order: 2 Pieces

Free Shipping
Via HONGKONGPOST (Slow)

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Spyderco C81GP2 Paratrooper half gear BladeFolding Knife S30V Blade G10 Handles, Hunting Knives Outdoor

Processing Time: 2 days
Feedback: 99.0% Items Sold: 8

Seller: [ydmeiju](#)

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US \$15.08 - 17.4 / Piece

Min. Order: 1 Piece

Free Shipping Via ePacket (Standard)

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Free shipping Spyderco C81 CPM-S30V tactical knife outdoor survival knives C81GP2 camping pocket folding

Processing Time: 20 days

Seller: [jaydeen0310](#)

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US \$25.97 - 32.6 / Piece

Min. Order: 1 Piece

Free Shipping
Via SINGAPOREPOST (Slow)

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SPYDERCO C81 camping knife Hunting Folding Pocket Knife Survival Knife CPM-S30V Xmas gift KNIFE 1pcs

Processing Time: 2 days
Feedback: 98.3% Items Sold: 7

Seller: eudora [Chat](#)
Premium Merchant
Good service, quick responses and quick shipments with credit

US \$18.85 - 21.74 / Piece
Min. Order: 1 Piece
Free Shipping
Via HONGKONGPOST (Slow)

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Fixed blade Browning Benchm jilt knife hunting microtech f1 karambit kevin john hinderer spyderco bowi knife strider smf

Processing Time: 2 days
Feedback: 100.0% Items Sold: 3

Seller: sngklkhgm [Message](#)

US \$23.13 - 30.0 / Piece
Min. Order: 1 Piece
Free Shipping Via ePacket (Standard)

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BENCHMADE 3300 3310 Spyderco Bear Folding Handle pocket Camping, Outdoor Hunting Knives tactical, survival

Processing Time: 10 days

Seller: cegeby [Message](#)

US \$47.13 - 53.27 / Piece
Min. Order: 1 Piece

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5pcs Spyderco C36GPE tactical knife survival camping knife best gift box 60HRC G10 handle pocket folding knife free

Processing Time: 5 days
Feedback: 98.0% Items Sold: 1

Seller: bida-amy [Chat](#)
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US \$20.88 - 24.09 / Piece
Min. Order: 5 Pieces
Free Shipping Via CHINAPOSTAIR (Slow)

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9



Free shipping 5pcs lot Spyderco C36 GPE tactical knife CPM-S30V outdoor survival knife camping hunting pocket

Processing Time: 3 days
Feedback: 99.2% Items Sold: 1

Seller: xiamen2013 [Chat](#)

US \$14.0 - 17.1 / Piece
Min. Order: 5 Pieces
Free Shipping Via CHINAPOSTAIR (Slow)

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New Camouflage Spyderco C81 folding pocket knife 9Cr13Mov 58-60Hrc blade G10 handle survival knife gift

Processing Time: 30 days
Feedback: 99.1% Items Sold: 5

Seller: sea-blooms [Message](#)
Premium Merchant
Good service, quick responses and quick shipments with credit

US \$31.42 - 36.93 / Piece
Min. Order: 1 Piece
Free Shipping
Via HONGKONGPOST (Slow)

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Free shipping Spyderco H1 tactical knife 56HRC pocket knives camping survival folding knife ABS handle

Processing Time: 5 days
Feedback: 98.0% Items Sold: 1

Seller: [Store No. 816417](#)

US \$17.19 - 19.83 / Piece
Min. Order: 1 Piece
Free Shipping Via CHINAPOSTAIR (Slow)

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Latest Version Spyderco Professional Kitchen Knife Sharpener System Fix-angle 4 Stones English Manual

Processing Time: 30 days
Feedback: 100.0% Items Sold: 1

Seller: fuermosi [Message](#)
Premium Merchant
Good service, quick responses and quick shipments with credit

US \$48.8 - 50.66 / Piece
Min. Order: 1 Piece
Free Shipping Via CHINAPOSTAIR (Slow)

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Hot sale outdoor gear SPYDERCO C50 Cinnamon hunting knife camping knife pocket knife knives tools for outdoor

Processing Time: 30 days
Feedback: 98.0% Items Sold: 9

Seller: wild-spirit [Message](#)
Premium Merchant
Good service, quick responses and quick shipments with credit

US \$16.97 - 19.57 / Piece
Min. Order: 1 Piece
Free Shipping
Via HONGKONGPOST (Slow)

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Wholesale - 2014 New Spyderco karambit Camping outdoor Pocket Knife Folding Knives

Processing Time: 5 days
Items Sold: 1

Seller: tosamgo [Message](#)

US \$24.09 - 29.35 / Piece
Min. Order: 1 Piece
Free Shipping
Via HONGKONGPOST (Slow)

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Spyderco CTS.XHP Folding blade knife 440 steel sanding Fine edge microtech CTS Tactical camping hunting gear

Processing Time: 30 days
Feedback: 99.6% Items Sold: 3

Seller: xinindianzi [Message](#)
Premium Merchant
Good service, quick responses and quick shipments with credit

US \$17.72 - 19.99 / Piece
Min. Order: 2 Pieces
Free Shipping
Via HONGKONGPOST (Slow)

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SPYDERCO QQ Mini Small Spider Hunting Pocket Knife Folding Knives High-carbon steel 420 54HRC Blade All-

Processing Time: 2 days
Feedback: 99.8% Items Sold: 12

Seller: wisdom888 [Chat](#)
Premium Merchant
Good service, quick responses and quick shipments with credit

US \$4.81 - 5.25 / Piece
Min. Order: 2 Pieces
Free Shipping
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US \$0.18-1.23 / Piece
 (FOB Price)
6000 Pieces (Min. Order)

Ningbo Assist Tools Co., Ltd.

China (Mainland) | [Contact Details](#) ▶

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US \$7-8 / Piece (FOB Price)

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(PK-S505A) 3" Spyderco Fatbody Tick Blade Pocket Folding Knife

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US \$1.50-1.60 / Piece
 (FOB Price)
1200 Pieces (Min. Order)

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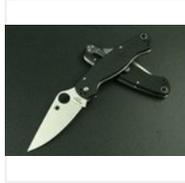


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US \$43.89-58.09 /
 Piece (FOB Price)
3000 Pieces (Min.
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OEM Spyderco American Parachutist Knife Training Knife with Black G10 Handle UDTEK01385

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500 Pieces (Min.
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7.8" Hot seller Gun Shaped Outdoor Fording Assist Opening spyderco knife

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Free shipping KNI003 stainless steel red knife spyderco as gift

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US \$2.62-2.63 / Piece
 (FOB Price)
1 Piece (Min. Order)
 Place of Origin:
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Outdoor Rose wood handle spyderco knives

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 Place of Origin:
 CN;GUA ; Handle
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Place of Origin: CN;GUA ; Model

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15G-L5 spyderco

US \$0.5-2.31 / Piece (FOB Price)

6000 Pieces (Min. Order)

Place of Origin: CN;ZHE ; Application:

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Customized new arrival spyderco pocket knife

US \$1-3 / Piece (FOB Price)

2000 Pieces (Min. Order)

Place of Origin: CN;GUA ; Application:

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Spyderco folding knife

US \$1.95-3.5 / Piece (FOB Price)

605 Pieces (Min. Order)

Place of Origin: CN;ZHE ; Application:

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Mini Spyderco Plastic Handle Knife/ Promotional Knife With Key Ring

1000 Pieces (Min. Order)

Place of Origin: CN;GUA ; Brand

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OEM SPYDERCO F22 Folding Knife for Camping UDTEK00569

US \$11-14 / Piece (FOB Price)

5 Pieces (Min. Order)

Place of Origin: CN;GUA ; Application:

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(PK-4803BK) 3.5" Spyderco Black Coating Arc-Lock / Axle Lock Blade Folding Pocket Knife

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US \$1.50-1.60 / Piece (FOB Price)
1200 Pieces (Min. Order)

Place of Origin: CN;GUA ; Application:

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Design hot sale spyderco clasp knife

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US \$1-3 / Piece (FOB Price)
2000 Pieces (Min. Order)

Place of Origin: CN;GUA ; Application:

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Spyderco pocket knife

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US \$1.95-3.5 / Piece (FOB Price)
666 Pieces (Min. Order)

Place of Origin: CN;ZHE ; Application:

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Double Colour Anodized Aluminium Handle Sharpest Folding Spyderco Knife

Favorites Compare

1000 Pieces (Min. Order)

Place of Origin: CN;GUA ; Brand

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High Quality OEM Spyderco F44 Folding Knife Survival Knife with Aluminum + Steel Handle UDTEK01291

Favorites Compare

US \$9.67-12.09 / Piece (FOB Price)
100 Pieces (Min. Order)

Place of Origin: CN;GUA ; Type:

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Spyderco knife

Favorites Compare

US \$1.95-2.5 / Piece
(FOB Price)

605 Pieces (Min. Order)

Place of Origin: CN;ZHE ; Application:

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3Cr13 Stainless Steel Blade Color Wood Handle Spyderco Folding Pocket Knife/ Spider Knife

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1000 Pieces (Min. Order)

Place of Origin: CN;GUA ; Handle

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Stone-washed Surface OEM Spyderco 690 Hunting Knife Set UDTEK01465

Favorites Compare

US \$17-20 / Piece
(FOB Price)

500 Pieces (Min. Order)

Place of Origin: CN;GUA ; Application:

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Favorites Compare

Brand Name: Spyderco ; Model

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Spyderco pocket knife/hunting knife/saber/comb knife/military knife/survival knife/stainless/camping knife/clasp knife

Favorites Compare

US \$19-21 / Piece
(FOB Price)
1 Piece (Min. Order)

Place of Origin: CN;GUA ; Application:

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Whoelsale 925 silver pendant, silver gemstone pendant,siver Spyderco pendant with gemstone

Favorites Compare

US \$2.8-4.5 / Piece
(FOB Price)
5 Pieces (Min. Order)

Jewelry Type:
Pendants or Charms ;

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Zoom HD Speed PTZ IP Camera spyderco

Favorites Compare

US \$345-365 / Piece
(FOB Price)
1 Piece (Min. Order)

Place of Origin:
CN;GUA ; Technology:

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spyderco diamond knife sharpeners

Favorites Compare

US \$5.2-5.9 / Piece
(FOB Price)
1984 Pieces (Min.
Order)

Type: Sharpeners ;
Place of Origin:

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Taidea Tech. (Zhongshan) Co., Ltd.
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48.7% Response Rate

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japanese sewing machine siruba sewing machine, spyderco tactical

Favorites Compare

100 Pieces (Min.
Order)

Place of Origin:
CN;GUA ; Machine

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18.6% Response Rate

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2013 Coustomized Kids silicone watches pink girls gift silicon watches & Spyderco net dial

Favorites Compare

US \$2.45-3.32 / Piece
(FOB Price)
500 Pieces (Min.
Order)

Place of Origin:
CN;GUA ; Gender:

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US \$2.62-2.82 / Piece
(FOB Price)
3000 Pieces (Min. Order)
Type: Sharpeners ;
Place of Origin:
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Knife sharpening stones Spyderco 2013 colored ceramic knife Favorites Compare
US \$0.8-1.5 / Piece
(FOB Price)
1000 Pieces (Min. Order)
Type: Sharpeners ;
Place of Origin:
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21.2% Response Rate
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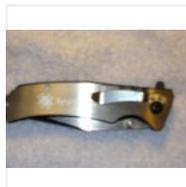
Electric Sharpener Spyderco Knife Sharpener Drill Bit Sharpeners 2008 Favorites Compare
50 Pieces (Min. Order)
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CN;ZHE ; Disc(Wheel)
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Cheap and quality blue spyderco folding knife Favorites Compare
US \$5-20 / Box (FOB Price)
10 Units (Min. Order)
Place of Origin:
CN;GUA ; Application:
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Dongguan Buiter Advertising Equipm...
China (Mainland) | [Contact Details ▶](#)
71.6% Response Rate
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SPYDERCO JUMBO Spring Assisted Tanto Blade partially serrated Favorites Compare
US \$40-360 / Dozen
(FOB Price)
1 Piece (Min. Order)
Place of Origin:
US;14808 ; Model
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Michael Lococo
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Spyderco cutting knife hunting knife/saber/comb knife/military knife/survival knife/stainless/straight knife/camping knife Favorites Compare
Guangzhou Honlike Trading Co., Ltd. ▶



Spyderco clasp knife/pocket knife/hunting knife/saber/ combat knife/military knife/survival knife/stainless/camping knife

Favorites Compare

US \$9-10 / Piece
(FOB Price)
1 Piece (Min. Order)

Place of Origin:
CN;GUA ; Application:
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Guangzhou Honlike Trading Co., Ltd. ▾
China (Mainland) | [Contact Details >](#)

84.9% Response Rate

Contact Supplier Leave Messages



Spyderco knife hunting knife/saber/ combat knife/military knife/survival knife/stainless/camping knife/straight knife

Favorites Compare

US \$14-15 / Piece
(FOB Price)
1 Piece (Min. Order)

Place of Origin:
CN;GUA ; Application:
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84.9% Response Rate

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