

CUTCO

Price List

Item #	Color Code	Description	Retail Price	CPO Value	Point Value
KITCHEN CUTLERY SETS					
2018	● C/W	Homemaker+8 Set	1079	1034	770
2001	● C/W	Homemaker Set	864	819	600
2000	C/W	Homemaker Set w/Trays	824	779	530
2008	C/W	Galley+6 Set	785	749	545
2007	C/W	Galley Set	609	573	420
1945	C/W	Essentials+5 Set	599	569	415
1845	C/W	Essentials Set	449	421	310
1810	C/W	Studio+4 Set	475	449	330
1809	C/W	Studio Set	359	332	245
1847	C/W	Space Saver Set	495	467	340
2085	C/W	All Knife Set w/Tray	439	412	285
1783	C/W	Kitchenette Set w/Tray	369	341	235
1805	C/W	Gourmet Set	699	669	500

Item #	Color Code	Description	Retail Price	CPO Value	Point Value
KITCHEN CUTLERY SETS					
1813	● C/W	Ultimate Set	2254	2209	1685
1814	● C/W	Signature Set	1599	1559	1210
2014	● C/W	Santoku-Style Signature Set	1619	1576	1235

NOTE: ALL CLASSIC (Brown) AND PEARL (White) ITEMS MUST BE MARKED WITH A 'C' OR 'W'

Example: 2018C denotes Homemaker + 8 Set in **Classic**
2018W denotes Homemaker + 8 Set in **Pearl**

● Set is offered in oak block with cherry finish. To choose cherry finish, add an **R** to the item# and write **'Cherry Finish'** in the product description on the order form

Example: 2018CR for Homemaker + 8 Set in **Classic** with **Cherry Finish**
 If no color or block finish is specified, items will be shipped in "Classic" with the standard "Honey" finish block.



Item #	Color Code	Description	Retail Price	CPO Value	Point Value
HOMEMAKER PIECES					
1720	C/W	2¾" Paring Knife	54	49	35
1721	C/W	Trimmer	59	54	35
1768	C/W	Spatula Spreader	59	54	35
1729	C/W	6¾" Petite Carver	88	83	50
1726	C/W	Turning Fork	47	43	30
1722	C/W	Butcher Knife	105	99	65
1728	C/W	7⅝" Petite Chef	114	109	70
1724	C/W	9¾" Slicer	95	89	55
1723	C/W	9" Carver	93	87	55
1727	C/W	Carving Fork	49	45	30
1759	C/W	Table Knife	33	31	21

Item #	Color Code	Description	Retail Price	CPO Value	Point Value
TABLE KNIFE SETS					
1865	C/W	4-Pc. Table Knife w/ Gift Box	132	124	95
1864	C/W	4-Pc. Table Knife w/ Tray	151	139	95
1869	C/W	6-Pc. Table Knife w/ Gift Box	198	186	135
1860	C/W	6-Pc. Table Knife w/ Block	283	267	185
1866	C/W	8-Pc. Table Knife w/ Gift Box	264	248	180
1863	C/W	8-Pc. Table Knife w/ Block	345	325	230
1867	C/W	12-Pc. Table Knife w/ Gift Box	396	372	260

Item #	Color Code	Description	Retail Price	CPO Value	Point Value
GIFT SETS * Includes a FREE gift box					
1854	C/W	Bake n' Serve Set	148	136	90
1844	C/W	Carver's Choice*	147	137	95
1834	C/W	Carving Set*	142	132	95
1858	C/W	Cheese Knife Combo*	140	130	105
1848	C/W	Cheese Mates	103	96	70
1822	C/W	Club Mates*	118	108	80
1853	C/W	Cook's Combo*	173	163	115
1849	C/W	Culinary Companions*	174	163	115
1821	C/W	Deli Mates*	113	103	80
1832	C/W	Deluxe Peel n' Pare Pack*	144	130	100
1838	-	Entertainer Pack*	178	162	125
1827	C/W	Kitchen Classics*	227	212	150
1835	C/W	Paring Knife Specialty Pack*	165	150	115
1837	C/W	Party Favorites*	91	83	65
1829	-	Party Pack*	80	72	60
1842	C/W	Party Starters*	130	120	95
1828	C/W	Peel n' Pare Pack*	90	81	65
1820	C/W	Salad Mates*	113	103	80
1859	C/W	Santoku Classics*	237	221	160
1856	C/W	Santoku-Style Appetizer Set*	128	118	95
1836	C/W	Santoku-Style Cook's Combo*	177	166	120
1857	C/W	Santoku-Style Salad Mates*	122	112	90
1850	C/W	2-Pc. Santoku Set*	218	206	140
1851	C/W	Shear Favorites*	158	149	115
1852	C/W	Shear Utility Set*	158	149	115
1831	C/W	Snack Pack*	172	157	115

Item #	Color Code	Description	Retail Price	CPO Value	Point Value
KITCHEN TOOL SETS & ACCESSORIES					
1718	C/W	5-Pc. Kitchen Tool Set w/ Holder	223	199	130
1719	C/W	5-Pc. Kitchen Tool Set (Tools Only)	193	169	90
1792	C/W	6-Pc. Kitchen Tool Set w/ Holder	257	229	165
1793	C/W	6-Pc. Kitchen Tool Set (Tools Only)	227	199	130
1712	C/W	Basting Spoon	41	37	20
1713	C/W	Slotted Spoon	41	37	20
1716	C/W	Slotted Turner	41	37	25
1714	C/W	Mix-Stir	41	37	20
1715	C/W	Ladle	41	37	25
1160	C/W	Potato Masher	51	47	35

Item #	Color Code	Description	Retail Price	CPO Value	Point Value
SPECIALTY KNIVES					
3738	C/W	Hardy Slicer	120	114	75
1766	C/W	7" Santoku	115	109	70
2166	C/W	5" Petite Santoku	103	97	60
1737	C/W	Cleaver w/ Sheath	172	166	125
1735	C/W	Vegetable Knife	126	120	75
1725	C/W	9¼" French Chef	128	122	80
1762	C/W	Salmon Knife	92	88	55
2124	C/W	7¾" Petite Slicer	91	85	55
1761	C/W	Boning Knife	83	79	50
1764	C/W	Traditional Cheese Knife	74	69	50
2120	C/W	4" Paring Knife	56	51	35
3120	C/W	2¾" Bird's Beak Paring Knife	55	50	35
3724	C/W	Santoku-Style 10" Slicer	101	95	60
3729	C/W	Santoku-Style 8" Carver	93	88	55
3721	C/W	Santoku-Style Trimmer	62	57	40
3720	C/W	Santoku-Style 3" Paring Knife	60	55	40
3764	C/W	Santoku-Style Cheese Knife	66	61	45

Item #	Color Code	Description	Retail Price	CPO Value	Point Value
GADGETS					
1504	-	Cheese Knife (soft grip)	59	55	40
1505	-	Garlic Press	42	38	30
1503	-	Ice Cream Scoop	39	35	25
1502	-	Pizza Cutter	46	42	30
1501	-	Vegetable Peeler	34	30	20

Item #	Color Code	Description	Retail Price	CPO Value	Point Value
ACCESSORIES					
77	C/W	Super Shears	99	95	70
79	C/W	Shears Holster	3	3	3
124	-	Small Poly Prep Board	23	19	15
125	-	Medium Poly Prep Board	26	22	15
126	-	Large Poly Prep Board	29	25	20
1904	-	4-Pc. Cutlery Care Set	115	99	75
1905	-	3-Pc. Poly Prep Board Set	74	62	50
80	-	Sharpener	42	38	25
1754	C/W	Slice n' Serve	52	48	30
1755	C/W	Turn n' Serve	48	44	30
1756	C/W	Professional Spatula	48	44	30
1709	-	Barbecue Set (Classic only)	149	137	90

Item #	Color Code	Description	Retail Price	CPO Value	Point Value
GARDEN TOOLS					
331	-	5-Pc. Garden Tool Set w/ FREE Bag*	267	232	210
332	-	4-Pc. Garden Tool Set w/ 1527	235	219	170
326	-	4-Pc. Garden Tool Set w/ 302	158	142	110
328	-	3-Pc. Garden Tool Set	121	109	80
300	-	Cultivator	49	45	35
304	-	Garden Trowel	48	44	30
302	-	Transplanting Trowel	40	36	25
301	-	Weeder	31	27	20
1527	-	Bypass Pruners	118	114	85

Value Offer: * Includes FREE Garden Bag.

● Set is offered in holder with cherry finish. To choose cherry finish, add an **R** to the item# and write 'Cherry Holder' in the product description on the order form
 Example: 1718CR for Classic 5-Pc. Kitchen Tool Set in Cherry Finish
 If no color or block finish is specified, items will be shipped in "Classic" with the standard "Honey" finish.

Item #	Color Code	Description	Retail Price	CPO Value	Point Value
FLATWARE					
Stainless Flatware:					
1946		4-Pc. Stainless Place Setting . . .	106	96	60
1947		5-Pc. Stainless Place Setting w/ Table Knife	143	129	100
1948		5-Pc. Stainless Place Setting w/ Dinner Knife	133	119	85
1949		6-Pc. Stainless Place Setting . . .	176	159	125
1972		3-Pc. Stainless Serving Set* . . .	133	119	75
1971		3-Pc. Stainless Hostess Set* . . .	133	119	75
1970		6-Pc. Stainless Accessory Set . .	251	234	150
1958		Stainless Dinner Knife	37	35	25

Traditional Flatware:					
1546	C/W	4-Pc. Traditional Completion Set	90	80	60
1545	C/W	5-Pc. Traditional Place Setting . .	117	107	80
1572	C/W	3-Pc. Traditional Serving Set* . .	106	100	70
1571	C/W	3-Pc. Traditional Hostess Set* . .	106	100	70
1570	C/W	6-Pc. Traditional Accessory Set .	211	199	140

* Hostess Sets include: Serving Spoon, Gravy Ladle & Sugar Spoon
 * Serving Sets include: Butter Knife, Slotted Serving Spoon & Serving Fork

Sets of 4 of each of the individual pieces are available. See VectorConnect.

INDIVIDUAL WOOD BLOCKS / TRAYS

1747	•	Ultimate Set Block (32-slot)	323	318	240
1652	•	Signature Set Block (24-slot)	262	257	210
1748	•	Homemaker+8 Set Block (18-slot) . .	130	125	100
1741	•	Homemaker Set Block (10-slot)	130	125	100
1744		Galley+6 Set Block (13-slot)	127	122	95
1743		Galley Set Block (7-slot)	127	122	95
1651		Essentials+5 Set Block (10-slot)	111	106	75
1649		Essentials Set Block (5-slot)	111	106	75
1751		Studio+4 Set Block (8-slot)	111	106	75
1740		Studio Set Block (4-slot)	111	106	75
1746		Space Saver Set Block (5-slot)	111	106	75
1749		Gourmet Set Block (5-slot)	130	125	100
1752		Table Knife Set Block (6-slot)	89	85	60
1753		Table Knife Set Block (8-slot)	89	85	60
1711	•	Kitchen Tool Holder	45	41	35
1742		5-Pc. Knife & Fork Tray	43	39	15
1745		4-Pc. Table Knife Tray	26	22	10

• Block is offered in cherry finish. To choose cherry finish, add an **R** to the item# and write 'Cherry Finish' in the product description on the order form
 Example: 1747R for Ultimate Set Block in Cherry Finish
 If no block finish is specified, items will be shipped with the standard "Honey" finish.

SPORTING / HUNTING KNIVES

Item # Code	Color Edge	Standard Edge	Optional Edge	Description	Retail Price	CPO Value	Point Value
1886	BK, DB	S	DD	Pocket Knife	49	45	35
1891	BK	S	DD	2-3/4" Lockback Knife	81	77	60
1769	C/W	DD	S	Hunting Knife	162	158	115
5718	BK, H	DD	S	Drop Point Hunting Knife	87	83	65
5719	BK, H	DD	S	Clip Point Outdoor Knife	87	83	65
5721	BK, H	S	N/A	Fisherman's Solution	83	79	60
1890	BK	S		Golf Mate	48	44	30

BK = Black, **DB** = Blue, **H** = Orange
Ex: 1886BK = Pocket Knife Black with straight edge, **1886BKDD** = Pocket Knife Black with DD edge
5718H = Drop Point Hunting Knife Orange with DD edge, **5718HS** = Drop Point Hunting Knife Orange with straight edge

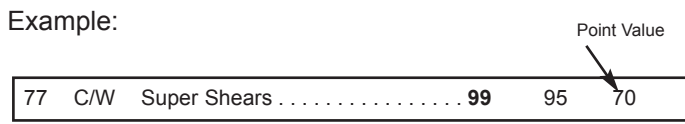
EXPRESS DELIVERY CHARGES

Line 1	2 Day	Next Day
\$1 - 99	\$7.00	\$15.00
\$100 - 249	\$10.00	\$20.00
\$250 - 499	\$15.00	\$30.00
\$500 - 749	\$20.00	\$35.00
\$750 - 999	\$25.00	\$40.00
\$1,000 +	\$30.00	\$45.00

• Shipments to **Alaska, Hawaii** and **Puerto Rico** will be sent via USPS Priority Mail (2-3 day service).

FIRST CALL POINT VALUE SYSTEM

• The "Point Value System" allows you to add a free item to the order on the FIRST CALL. Note "Point Value" next to CPO value. We suggest you give a maximum of 20 points per \$100 retail.

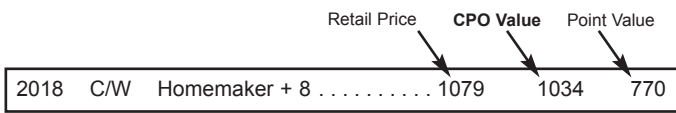


- See "How to Calculate C.P.O." to understand how the point value affects your C.P.O.
- C.P.O. is the basis for all commissions, contests and promotions, so don't give away more than is necessary.

*The Federal Trade Commission states that giving the FIRST CALL bonus on the second call is an illegal practice.

HOW TO CALCULATE C.P.O.

The formula for determining C.P.O. is:
C.P.O. = CPO Value - (Point Value of Bonus Items)
 Example: Customer purchased a 2018C Homemaker +8 Set, you give a 1718C 5-Pc. Kitchen Tool Set w/ Holder (130 Point Value) and a 77C Super Shears (70 Point Value) as a First Call Special.
C.P.O. would be: \$1,034 - (200) = \$834



Order Writing Guide

- **PRINT** clearly and legibly using **CAPITAL LETTERS**.
- **FILL OUT A SEPARATE ORDER FORM** for **EACH CUSTOMER**.
- Use the **Special Instructions Section** for anything requiring special attention or handling.

Sections:

- 1: Enter Order Date, Office #, Rep #, and Rep Name
- 2: Customer Information – Complete this entire section
 - Use customer's proper first and last name.
 - **Customer name and address MUST be the same as the credit card billing address or the same as the check debit (ACH) account holder name and address.**
 - Ask for customer's phone number and email address. We do **not** share, sell or rent their information. We will email order confirmations.
- 3: Ship-to Information (if different from billing address)
 - Delivery address must be a U.S. street address (no PO boxes).
- 4: Product - Complete quantity, item # w/color and description
 - Item #'s must be marked with a "C" (Classic) or "W" (Pearl).
 - Indicate BONUS items by putting an X in the "X" column.

- 5: Selection of Payment Method - Complete applicable payment information
 - Customers can select one of three payment methods:
 - 1) Direct Payment (ACH) - no check is written
 - 2) Credit / Debit Card
 - 3) Check / Money Order (check must be sent to Olean w/ order)
- 6: Order Calculation - Complete each applicable line
 - **Important:** Sales tax is charged based on the "ship-to" address.
 - Multi-charge payments - deposit on line #7, and balance on line #8.
- 7: Customer Signature
 - Have customer read the "NOTICE TO CUSTOMER".
 - **Have customer sign order – Signature must match customer name.**
- 8: Rep and order info - Complete entire section
 - Check the ROLO box only **after** the order is successfully entered on-line.

Give your customer a copy of the order.

VectorConnect (ROLO) offers the fastest and most efficient way to process your customers' orders and provide them with the first class customer service they expect. **All orders must be turned in to your office whether entered in ROLO or not.**

Payment Methods

ACH (no paper checks):

- Electronic Debit from Customer's CHECKING Account
- * **DO NOT TAKE the PAPER CHECK**
 - * Check the appropriate ACH Payment Method box
 - * **Customer MUST sign the order form**
 - * **Routing Numbers are 9 digits**
 - * Customer's **CHECKING account number can be up to 17 digits**
 - * **DO NOT include the CHECK NUMBER (see diagram)**

CREDIT/DEBIT CARD:

- * We accept VISA, MASTERCARD, DISCOVER and AMERICAN EXPRESS

CHECK:

- * Make Check payable to CUTCO
- DO NOT** process this order as an ACH order on ROLO!

ACH - CREDIT/DEBIT CARD MULTIPLE PAYMENT OPTION Requirements			
	Line 1 Minimum	Line 7 Minimum Deposit	Admin Fee
2 PAY	\$50.00	1/2 of line 6	\$2.00
3 PAY	\$100.00	1/3 of line 6	\$4.00
5 PAY	\$300.00	1/5 of line 6	\$8.00