

EVERGREEN PICTURE FRAMER'S GUILD

NEWSLETTER

MARCH 1996

EDUCATION WEEKEND UPDATE

by Jodi Norton, CPF

The time is fast approaching for our third Annual EPFG Education Program and Banquet. As promised, we will keep you apprised of the latest details. Complete registration materials will be mailed to you when all the specific details are worked out. However, this is what we have for you so far...

The date is **Sunday April 21st** at the Double Tree Inn in Tukwila, the same facility that we have used in the past. The day will include several educational opportunities, print and open framing competitions, banquet and a keynote speaker. The Educational portion of the day is jam-packed with information. There will be framing-related subjects as well as a business class, and a special session for framers who use the Wizard mat cutting system. More in-depth information on these classes is on Page 11, and updates will be included in your registration packets, as classes are still subject to change at this time.

The framing competitions are always exciting and challenging events. This year's print will no doubt inspire many of you to participate. The possibilities are great and should provide for an outstanding field of entries. The top three winners, honorable mentions, and the popular choice entries will be eligible to compete for the top honor at the PPFA National Competition. The prize structure for print competition for 1996 is 1st place-airfare to the National Competition in Las Vegas in September and \$100.00 spending money, 2nd place-will receive \$100.00, 3rd place- \$50.00

We will also be sponsoring an open framing compe-

(Continued on Page 7)

MARCH MEETING
Tuesday-Mar 13th - 7:30 p.m.

**BACKSTREET FRAME &
ART**

10240 Main Street

BELLEVUE (206) 455-3442

(Directions inside - Page 7)

THE EVENING'S PRESENTATION:

"GLASS BOXES"

MONTHLY MEETINGS & DUES

by Paul Knoop, CPF, Board Member

MONTHLY GUILD MEETINGS

EPFG is looking for a few good shops to host our meetings in the coming months. To help defray expenses, the Board has authorized payment of \$100 directly to the host- so now what's your excuse?

It's a great experience (as many of us know), and a good excuse to close early so you can get ready! Check the calendar on the back page of this newsletter, then contact President Frank Larson to schedule your turn.

MEMBERSHIP DUES

EPFG, as a Chapter of the National PPFA, derives a part of its income from National dues

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that you pay annually. However, there are shops, galleries, and individuals who choose not to join PPFA; they are still eligible to belong to EPFG, and if you fall into this category, we need your support to continue and improve the many functions of EPFG: this newsletter, monthly meetings and meeting programs, the Education Weekend and Banquet, framing competitions, the library, and other benefits being planned, such as an EPFG window decal and dust cover sticker and a membership directory.

The Guild is on a calendar year dues structure, so if you a) are not a member of PPFA, and b) do not intend to join PPFA, and c) have not paid your dues for 1996, please send your \$40 to:

Paul Knoop, Treasured
The Frame Makers
6724 W 19th Street
Tacoma, WA 98466

This covers everyone in your shop, and also ensure that you will be included in the membership directory that will be provided to all members in the near future.

Of course, non-members are encouraged to attend EPFG meetings, at a nominal \$5 per shop per meeting.



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Created by *Decor* columnist John Ferens, CPF.






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This is the Perfect Time to Update Your Fabric Corner Samples!

We're pulling all the stops... We know that corner samples are the best sales tool we can offer, so - effective immediately - we are making them easier than ever to obtain: For every \$15.00 worth of corners you order at the regular price of \$1.50, you will receive a \$15.00 Merchandise Voucher valid toward the purchase of any of our products or services.

That's right: Our Fabric Corner Samples are now virtually FREE!

... And for your convenience, we have also assembled a series of Pre-Packaged Sets designed with your individual needs in mind:

- The Starter Set*** - - - - - ***Guaranteed Sellers!***
15 corners, \$15.00 (includes 1 Voucher)
- The Museum Selection*** - - - - - ***Natural fibers only***
30 corners, \$30.00 (includes 2 Vouchers)
- The Basic Group*** - - - - - ***Our most popular colors***
60 corners, \$60.00 (includes 4 Vouchers)
- The Designer Ensemble*** - - - - - ***Our most popular colors, plus ...***
90 corners, \$90.00 (includes 6 Vouchers)
- The Professional Collection*** - - - - - ***Our best-selling Set***
130 corners with caddy, \$120.00 (includes 8 Vouchers)

Fabric-Wrapped Mats and Liners are the most profitable Framing Options you can offer your clients, so take the time now to dial 1-800-832-2742. Ask for Frank - or for the number of your nearest FFMI representative. They'll be glad to answer any questions you might have about our Corner Samples, or about Fabric and its use in Custom Picture Framing

DEPT OF LABOR & INDUSTRIES RATE CHANGES by Steve Dean, EPFG Board

This past December, the Department of Labor and Industries notified policyholders of possible changes to approximately 118 worker- compensation insurance classifications, and our industry is affected by these proposed changes.

In January, I attended a public meeting to gain a clearer understanding of why the changes might take place, what changes relate to us, and voice our chapters' concerns.

Those in attendance were told:

- ◆ few amendments have been made to the classifications in the past 15 years;
- ◆ some classifications made little sense based on risk factors;
- ◆ some classifications had too few hours reported to support them;
- ◆ Labor & Industries surveys businesses to determine risk factors.

The following are proposed changes within our industry:

Current Classifications:

6306 Picture Frame Shop	.2462 \$/hr
6406 Art Gallery	.1747
6309 Clerical & outside sales	.2462

Effective 7/1/96:

6309 Picture Frame Shop & Art Gallery	.1879 \$/hr
4909 Clerical	.0849
6303 Outside Sales	.1508

Note that hours may not be split between classes - half to clerical and half to frame shop. Labor and Industries' experience is that the lower risk class gets too weighted, so all hours must be reported in the higher class.

Please feel free to contact the Department of Labor and Industries with any comments and questions regarding this issue by contacting:

Department of Labor and Industries
PO Box 44148
Olympia, WA 98504-4148
360-902-4776

EVERGREEN PICTURE FRAMER'S GUILD LIBRARY

Here is a partial listing of the materials available from the Guild Library; it will be updated regularly as more resources are available.

BOOKS

- Framers book of techniques and materials
- Framers guide to Japanese papers
- Picture Framing - Kistler I
- Mat cutting- Kistler II
- Needlework- Kistler III
- Business Forms
- Conservation Framing
- Easy to build object box
- Frames & framing
- PPFA Guild
 - Guidelines for framing works of art on Paper
 - Guidelines for framing works of art on Canvas
- Mounting, lamination, and texturizing
- Matting & hinging
- Marbling
- Art of showing art
- Beginners Guide to Faux Finishes
- Guerrilla marketing
- How to care for works of art

- How to sell framing
- Life of a photo

VIDEOS

- Traditional gilding
- Basics of matcutting/decorating
- Basics of picture framing
- Color selection in matting
- Conservation framing - Bowen
- Framing needlework
- French mats & inlaid mats
- Conservation framing needleart
- Conservation framing - Kistler

For more information, or to check one out, contact:

Kioshi Toda, Guild Librarian
Accent on Framing
(206) 557-5494

(Continued from page 1)

tition. This is the chance to let your creativity shine. The only restriction is your imagination. The prize structure for this event is as follows: 1st place-\$100.00, 2nd place-\$50.00 and 3rd place- \$25.00

The open competition winners do not advance to Las Vegas, but all who participate are encouraged to submit your entry for judging at the National Show..

As in the past, we will also be sending out our annual Vendor Service of Excellence Award Survey. This is an important part of the program. In many cases this is the only direct feedback our sponsors receive concerning their businesses. For the second year in a row we will also be including the Salesperson of the Year Award Ballot. This your opportunity to specifically reward the salesperson whom you feel best serves your needs and those of the framing industry. Last year's race was extremely close and should prove to be again this year.

With all this activity we still have time to enjoy ourselves and the company of our colleagues during the banquet. With the help and support of our Vendor Sponsors, EPFG is able to offer you and your employees a chance to have dinner and enjoy for the first time a keynote speaker. Our speaker for the evening is noted commentator Walt Crowley. Mr. Crowley has been an activist, writer and commentator for KIRO TV's Point Counterpoint as well as the past president of the Allied Arts of Seattle.

This event is shaping up to be an exciting day of activities and we are looking forward to increased participation from our members and non-members alike. Keep watching for more information and we hope to see you there

REMEMBER- SUNDAY, APRIL 21st!

JOE THE TAILOR

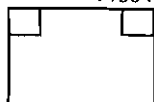
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*40" x 60"	\$110.00	\$170.00

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Glass Boxes will be the MARCH Meeting Presentation at BACKSTREET FRAME AND ART in BELLEVUE

Last month's presentation was on glass mats- so this month continues on the theme of glass; this time, Allan Lamb, of Lamb Cottage Gallery, will give a step-by-step demonstration on how to fabricate and construct glass boxes, and suggest some unique uses for glass boxes.

Allan will show how glass boxes can be an effective alternative to acrylic boxes in many cases, while using materials readily available in your shop.

This is another one of those things that can be a valuable addition to our customer offerings- hope you will be there!

DIRECTIONS TO BACKSTREET FRAME & ART

Backstreet is located less than a block West of Bellevue Way on Main Street, in Old Bellevue. From I-405, take the 4th Street exit WEST towards downtown Bellevue; turn LEFT on Bellevue Way, then RIGHT on Main Street (2nd light). Backstreet is 1.5 blocks on the right side of Main.

As an alternative, exit from I-90 to Bellevue Way and go North to Main, and turn left; or, exit from SR 520 to Bellevue Way and go South to Main, and turn right.

(206) 455-3442

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**If your address needs changing, or
If you know of someone that
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Approx 1700 SF, fully equipt with chopper, wall mounted mat cutter, 2 wall mounted glass & matboard cutters, vacuum press, hand tools, etc. Lots of ready mades. Nice display and layout tables.

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- 150W Halogen wall washes
- Two vari-focus fixtures (flood-spot)
- Weighted floor bases for std cans

plus-

Image Perfect- 5 lites @ \$30 ea; all for \$125

Call Paul at Raindrops Gallery
(206)528-2832

SHOP CLOSING

Everything is being sold. Most items are less than two years old and are in excellent condition. These items are for sale:

- C&H M60 60" Advantage Pro Matcutter \$ 700
- Work Counters w/Frame Storage & Drawers \$ 750
- Design Counters w/Mat Storage \$ 400
- Cash Register Counter \$ 375
- Glass Display Shelving \$ 325
- Print Display Racks \$350, \$575, \$900
- Cash Register w/up to 40 depts. \$ 625
- Brad Nailer \$ 225
- Neilsen #15 profile in even inches, 5 colors \$.85/ft

Inventory Items Also Available including: Prints, Framed Pictures

**If you have any questions or want additional information, contact Jim at:
(206)927-1231**

FOR SALE:

Like New!

- 60" Carithers Classic Mat Cutter-\$500.00**
- Carithers Deluxe Oval Mat Cutter-\$950.00**

OR MAKE OFFER!

Call Dave at:

The Lakewood Gallery (206) 584-1774

Burnley Blume Gallery Asset Liquidation Sale

Contact Kurt Blume at 322-9300 Mon-Fri 10am to 6pm

Please Note:

All Sales Are Final

All items must be paid in full at time of purchase

All items must be removed from the premise by the purchaser

Some items are available for immediate removal.

Some items must stay on premise until May 30th, 1996

All items subject to prior sale

Assets

Merchandise

	Replacement Cost	Sale Price
Merchandise (art, mirrors, frames cards)	\$10,000	50% off

Display Fixtures and Sales Counters

Art Display & Storage Walls on wheels. 6'x8'x2' (4 total) \$500 ea.	\$2,000.00	\$1,000
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Pine shelves and display fixture. 12'x8'x2'.	\$1,000	\$500
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Sales counter with storage. 9'x3'x2'.	\$1,000	\$500
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Glass shelve photo frame display	\$500	\$250
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Gray enamel print viewer on wheels. Thirty 40"x30" sleeves.H	\$1,000	\$500
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Gray enamel print viewer on wheels. Thirty 40"x30" sleeves V	\$1,000	\$500
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Three tiered cube display	\$100	\$50
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Card rack spinners (3) \$50 ea.	\$150	\$75
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Two tiered cube display	\$75	\$37
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Oval Glass table top w/ cubes. 48"x28"	\$200	\$100
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Black stools.(2) \$50 ea.	\$100	\$50
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Custom Cash register/ design table w/ framed art storage. 8'x3'x43"	\$1,500	\$750
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Custom Design table w/ framed art storage. 6'x3'x43"	\$1,000	\$500
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Neon Signs

Custom Neon "Open" signs (2) \$300 ea.	\$600	\$300
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Custom Neon "Picture Framing & Gallery" sign	\$300	\$150
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Custom Neon "Fine Art Prints" sign	\$300	\$150
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Electronics

NCR Cash register	\$500	\$250
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Desks and Bookshelves

White Laminate Book Shelf. 15"x72"	\$75	\$37
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White Laminate Book Shelf. 30"x60"	\$50	\$25
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White Laminate Table. 50"x18"	\$50	\$25
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White Laminate Desk. 65"x30"	\$300	\$150
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White Laminate computer desk. 46"x24"	\$100	\$50
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Framing Equipment and Supplies

CTD D-45FX Double Mitre Saw. Framers Package! Includes dust collector, 72" vision gauge, spray mist system, blades	\$6,000	\$3,000
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Seal 4366 Combination Vacuum Press w/ floor stand	\$3,600	\$1,800
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Fletcher 2000 60" mat cutter	\$1,000	\$500
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Fletcher 3000 Cardboard, Glass, Plastic Cutter	\$1,245	\$600
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Mitre Mite VN4 Pnuematic Table Top Underpinner	\$2,500	\$1,250
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Jun-Air #6 Maxi Compressor w/ regulator	\$1,300	\$650
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Cassese Flexipoint Gun w/ 30,000 Flexipoints	\$585	\$290
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Senco Flush Stapler w/ fitting	\$250	\$125
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Senco Brad Nailer w/ fitting	\$396	\$200
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Oval Master 28" Oval Mat Cutter W/ stand	\$1,300	\$650
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Slanted 60" mat cutter table	\$750	\$350
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6"x8" Fitting and joining table w/ recess for underpinner	\$750	\$350
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Work counters w/ storage and built in microwave and refrigerator	\$750	\$350
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36" Shrink Packager with heat gun and film	\$485	\$250
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Horizontal moulding storage units. Holds over 100 mouldings	\$250	\$125
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Frame Samples	\$5,000	Various
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36" Kraft paper dispenser (2) \$25 ea.	\$50	\$25
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NURRE CAXTON



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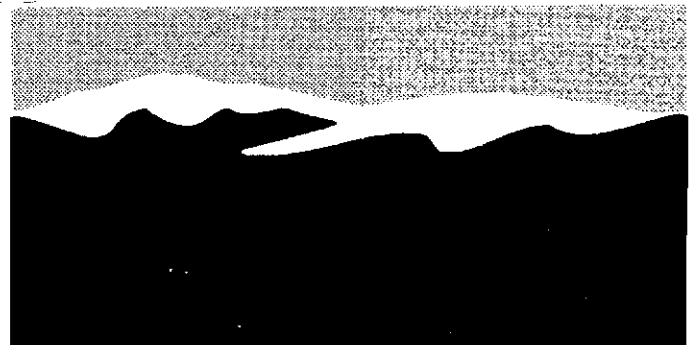
February Meeting Notes...

Sometimes it seems like a long way from here to there... especially when here is "up North" and there is "down South" - like Tacoma. Nevertheless, "up North" was well represented at the February meeting at The Frame Makers in Tacoma.

And those that did make the trip were rewarded with an excellent demonstration in the various ways of producing glass mats.

If you haven't tried doing something in that area, Paul Knoop showed how relatively easy- and how effective- chemical etching glass, gilding, painting, and sandblasting glass can be. Paul was kind enough to share his knowledge of the various materials and sources used in the processes, which helps take a lot of the mystery out of glass mats.

Several people mentioned that carpooling might be an effective way to ease the travel part of attending meetings, so please consider contacting other shops in your area for share riding to future meetings.



WATCH FOR INFORMATION ON THE NEW EPFG WINDOW AND DUST COVER DECAL

Last year, the EPFG Board authorized creation of new logos that could be used for store window decals, and for stickers to put on dust cover backs to identify EPFG member stores and work.

Several sample logos were created, but were not available in time for this edition of the EPFG newsletter. They look great, and a decision on which one should be made before the next issue.

Board members and Officers all should have copies of these by the time you read this, and anyone's input on the final choice would be welcome (note that the picture above is not it!).

Framing
Photography

Visual Wizard:
intro to custom mats

Writing a
Business Plan

**Evergreen
Picture
Framers
Guild**

Key Note
Speaker

**3rd Annual
Education Program
&
Awards Banquet**

Design,
Display &
Decoration

Framing
Competitions

**Sunday - April 21st
Double Tree Inn
Tukwila**

Watch for
more information!

1996

January

Tuesday, Jan 9 7:30 pm
CHAPTER MEETING
Dimensions
Gallery & Framery
206 105th Avenue NE
Bellevue (206)455-0607

Jan 30- EPFG Board Meeting

February

Tuesday, Feb 13 7:30 pm
CHAPTER MEETING
The Frame Makers
6724 W 19th Street
Tacoma (206)564-2320

March

Tuesday, Mar 12 7:30pm
CHAPTER MEETING
Backstreet Frame & Art
10240 Main Street
Bellevue (206)455-9442

Mar 26- EPFG Board Meeting

April

**EDUCATION
PROGRAM AND
BANQUET**
April 21
DOUBLETREE INN,
TUKWILA

May

Tuesday, May 14 7:30 pm
CHAPTER MEETING
Frame Design Northwest
1420 NW Gilman Blvd
Issaquah (206)392-9727

June

Tuesday, June 11 7:30 pm
CHAPTER MEETING
(Location to be named)

July

August

September

October

November

December

EVERGREEN PICTURE FRAMER'S GUILD

C/O DAVID ALLRED, CPF

DIMENSIONS *Gallery & Framery, Inc.*

206 105th Avenue NE
Bellevue, WA 98004

Address correction requested

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FRANK LARSON, CPF
ART WORKS N.W.
(206)828-7500

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JEFFREY SCHUFFMAN &
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(206)223-1810

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(206)564-2320

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PARK AVENUE FRAMING
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NEWSLETTER:

DAVE ALLRED, CPF
DIMENSIONS GALLERY &
FRAMERY
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