
HAPPY NEW YEAR

Welcome to 1998. If you missed to the first meeting of the year at The Frame Makers in Tacoma, you missed the results of the EPFG election. The election resulted in many new people getting involved and some familiar people taking new positions with EPFG.

EPFG would like to welcome the following people as new EPFG Officers or Board Members: Terry Scidmore - Treasurer, Joe Garitone - Board Member, Ben Edwards - Board Member, Nancy Chapman - Board Member, and Ray Miles - Librarian.

These familiar faces have changed positions: Paul Knoop - President, Donna Rickman - Vice President, and Paul Miller - Treasurer. Joe Huber has been re-elected as a Board Member and Tim Taricco will remain our newsletter editor.

A complete list and contact information for our new Officers and Board Members can be found on page 9 of this newsletter.

A NEW PRESIDENT AT EPFG

1997 -- A good year, and a year of change for your guild. A very successful educational weekend in May, with special guest Kaye Evans to provide two of the exceptional classes offered, and then to speak at our dinner. It was a day to remember. The purchase of insurance coverage for our members at Guild sponsored events, our annual picnic this year on the shore of Lake Washington, our monthly programs with themes ranging from glass mats to business opportunities, and last but not least, EPFG members decision to "go it alone", severing our formal ties with the National PPFA organization. A busy year, thanks to our loyal and supporting members.

1998 is shaping up to be another such year, with the recent election of new Officers and Board members who begin planning for the remainder of the year. One thing we have been discussing for some months is the possibility of a meeting East of the mountains. I am looking forward to moving on that in the coming year. Let's hear from you all about timing, location, program, etc. We need your help if this is to happen! As your new President, I wish to note a special thanks to Frank Larson, who for the past four years, was a major driving force for the Guild as our president.

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January 1998

Newsletter Cost: free to EPFG members, \$1.00 for non-members

EPFG on the Web

www.myframeshop.com/epfg/members

FEATURED SALES REPRESENTATIVE OF THE MONTH

Meet **Ray Miles of National Glass**. Although Ray has been your local representative of National Glass for a relatively short time, he has made a firm commitment to make a positive impact on the picture framing industry.

A background check reveals some interesting history about this small town guy. Raised in Bend, Oregon (when it was a small town!) Ray was in the logging/saw mill business when the art bug hit him. He turned his spare time toward art classes and found a passion for watercolor and other forms of mixed media. His artwork has been well received in various galleries in both Portland and Seattle.

When his family was transferred to Seattle in the early 80's, he started in the picture framing business at a place called Lake City Forest Products. It combined lumber products with a small framing facility. Ray remained in the

(Continued on page 3)



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CONTACT EPFG

Information and payments for membership or advertising

Paul Miller, EPFG Treasurer
4614 - 180th Place SW
Lynnwood, WA 98037

Advertising rates on page 9.

Send article ideas and ad copy

Tim Taricco
10640 NE 29th Street, #70
Bellevue, WA 98004



FROM EPFG

Dear Readers,

Welcome to the new year and the new vision of EPFG. You've probably noticed over the past few months that this newsletter has been changing. We have been trying to create a newsletter that you look forward to reading every month. To do that, we have been taking your article ideas and comments and using them in this newsletter. But, we are not done. This newsletter will always be evolving, therefore we need more ideas and comments. Whenever you think of industry news, drop us a note, an e-mail, or give us a call. We appreciate all the input you give.

We hope you have a fulfilling and prosperous year!

**TIM TARICCO & THE 1998
EPFG OFFICERS & BOARD**

The EPFG Newsletter and Internet Web Site are published monthly by T. M. Taricco Inc. **Mailing Address:** 10640 NE 29th Street, Suite 70, Bellevue, Washington 98004. **Phone:** (425) 827-6951 **E-mail:** taricco@myframeshop.com **Web Site:** <http://www.myframeshop.com/tradeonly> **Comments and suggestions** about the EPFG Newsletter and Internet Web Site should be made to Tim Taricco at T. M. Taricco Inc.



A MESSAGE FROM PAUL

(Continued from page 1)

I will be looking to him for guidance and ideas in the coming months. Also, thanks to all of those members who have given of their time and talents to keep the organization running. Be assured that you will be called on again, and again,...and again. It seems that's the way it is; an organization runs by the dedication of its members. One last note; I know that there are many of you who can help to improve the Guild through Newsletter articles, programs, program ideas, hosting meetings, etc. Please give us your thoughts: contact any Board member or Officer and we will all be better for it. One last item, thanks to all of you who took the time to vote. The response was very encouraging!

PAUL KNOOP
EPFG PRESIDENT

EPFG COMPUTER TIP OF THE MONTH

Here's a tip that could make your life easier when mailing those "Art Show" invitations to your customers. Have you ever had problems printing addresses on those small 6 1/2 x 3 1/2 invitation envelopes? Most computer printers do a fine job printing addresses on business-size envelopes, but we usually have to print those impersonal stick on address labels for the small envelopes or spend hours hand writing 1000s of addresses.

The tip is, try Piggybacking your tiny envelope on a bigger printing surface. It's easy! Set up the program you're printing from to print addresses in portrait orientation in the upper middle of an 8.5-by-11-inch page. Then send the envelope through with its flap hanging over the top edge of a sheet of letter-size paper. You have to feed each envelope individually, and it may not work with all printers. You should find that it does a much better job than printed labels will.

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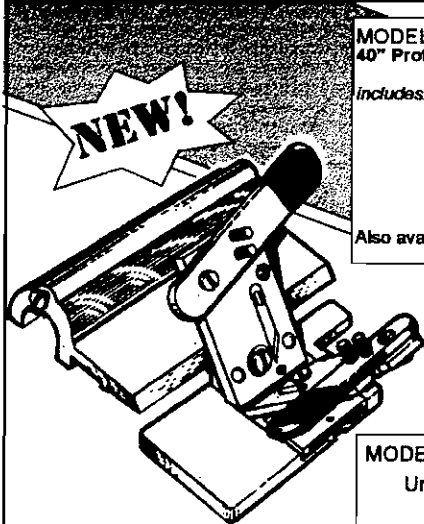
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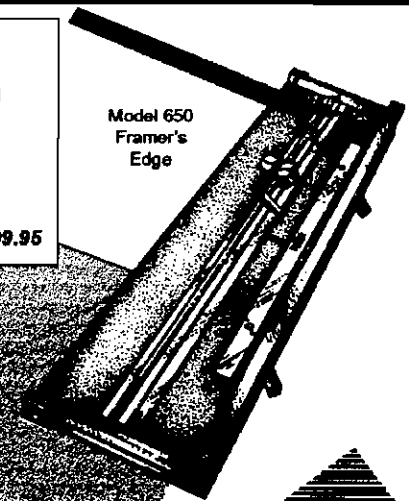
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CLASSIFIED ADS

- **Matting and framing materials for sale:** mats, backing, glass, tools, hardware, glues, tapes and many other miscellaneous items. For more information, call Nita Barcott, 253.851.3595
- **Frame shop in Yakima for sale:** Established 15 years. Includes all equipment, inventory, customer list. Owner is retiring. Contact Donna, 509-457-8860.
- **Bookkeeping Services:** Frame shop specialist for A/R, A/P, Payroll, Monthly/Quarterly Tax Reporting, Budgeting, etc. I owned & operated a picture framing store for 5+ years. I am experienced in all aspects of picture frame bookkeeping. Call Jamie Thomas, 206-283-2064.
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CLASSIFIED ADS RATES

- EPFG members are allowed a free ad for up to 3 months running; a \$5/month fee will be billed for additional time.
- Non-members may place a classified ad at \$10/month.
- Ads are placed in the EPFG Newsletter and Web site; www.myframeshop.com/epfg/members
- Ad copy is due by the 20th of the prior month.

The EPFG classified ads are offered to help you and your business! Please use them.

Payments for Classified Ads should mailed to: EPFG, Paul Miller - Treasurer, 4614 - 180th Place SW, Lynnwood, WA 98037

Ad copy should sent to: Tim Taricco, 10640 NE 29th Street, #70, Bellevue, WA 98004. taricco@myframeshop.com

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January 1998

Dear EPFG Advertisers,

The EPFG would like to thank you for your past and future support in 1998. We have made a big effort to improve the content and quality of this newsletter over the last few months. Now we need some help from you. Please take some time to review the advertisement you currently have in this newsletter.

If the advertisement is out of date or not reproducing at the quality you would like, please submit new advertising artwork to me as soon as possible.

When creating a new advertisement, please consider the following items:

- 1 The artwork should be camera ready or submitted digitally on a PC format 3 1/2" or Zip disk.
- 2 Don't forget to list your Web site and/or e-mail address. Since our membership directory is now on our Web site, many of our members are now using the Internet as a regular part of their business day.
- 3 You also should submit artwork for your advertising space on our Web site. Artwork for the Web site should be submitted as a 126w x 135h pixels GIF image on a PC format 3 1/2" disk. We can link your ad to your Web site or e-mail.
- 4 Consider changing your ad every month. We have received comments from readers that they read over the ads that remain the same every month.
- 5 Use this newsletter to advertise specials your company is having.

If you keep these five items in mind when designing your ad, you will see a bigger response to your advertising in this newsletter.

Thank you again for your continued support!

Tim Taricco
Newsletter Editor



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Ray Miles
National Glass
 425.488.8126

Newsletter Coordinator

Tim Taricco
 425.827.6951
 taricco@myframeshop.com

NEWSLETTER ADVERTISING RATES

AD SIZE	1 mo.	3 mo.	6 mo.	12 mo.
1/8 PAGE	n/a	\$75	\$140	\$260
1/4 PAGE	n/a	\$150	\$270	\$525
1/2 PAGE	\$85	\$255	\$475	\$940
FULL PAGE	\$150	\$450	\$825	\$1,625

Ad Copy Specifications: Advertisers should submit ad copy as photo ready art or as digital PC format 3 1/2" or Zip disk. All display advertisers also receive an ad on our "Members Only" Web site. Web site ads should be submitted as a 126w x 135h pixels GIF image on a PC 3 1/2" disk. We can link your Web site ad to your Web site or e-mail. Digital ads may also be submitted via e-mail: taricco@myframeshop.com.

Ad copy must be received by the 20th of the month prior to the issue. See page 2 of this newsletter for addresses to contact EPFG.



APPLICATION

"MEMBERS ONLY" SITE - WWW.MYFRAMESHOP.COM/EPFG/MEMBERS
CONSUMER SITE - WWW.MYFRAMESHOP.COM/EPFG

If you would like to join EPFG, please fill out the form below and return it to EPFG with your one year membership dues of \$40. Make sure to include a 60 space description of your business to be included in our membership directory located on our Web site.
Mailing Address: EPFG, c/o Paul Miller, 4614 - 180th Place SW, Lynnwood, WA 98037.

Frame Shop Information

Company Name

Contact Name

Street Address

City

State

Zip

Phone

Fax

E-mail

Web Site

Use the space below to write a 60 space description of your business to placed on our Web site.

E-mail your information to- taricco@myframeshop.com



T. M. Taricco Inc.
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Bellevue, Washington 98004



HAPPY NEW YEAR!