

The February meeting at Larson Juhl was attended by over 35 people with members coming from as far away as Aberdeen and Gig Harbor. The topic for the evening - Gadgets, Goodies and Gizmos - generated a lot of exciting innovations. Our President Paul Knoop and V. P. Donna Rickman brought two different spring pullers; one manufactured from a screwdriver, the other a pair of bent needle-nose pliers. Charlene Olson shared her special scalloper

FEBRUARY IN REVIEW

for creating scalloped mats. Paul Miller brought a product called Groomstick used to pick up dust during fitting. Lynn Clark showed a rubber thumb protector used for removing ATG tape from frames. Ray "The Glass Man" Miles explained how to make a glass snapper out of a piece of hardwood that works better than glass pliers for removing those thin 1/8" slivers. Molly Boone-Neese showed us a nail hole putty tool she made from her kid's left over Popsicle sticks. There were over 20 more gadgets, goodies and gizmos that you missed if you weren't at this meeting.

Kiyoshi Toda was the grand prize winner with his innovative vibrator with Velcro straps for mixing mat paints. Special thanks to Ray Miles of National Glass for providing the prize.

by **Terry Scidmore** - *The Mitered Corner*, Seattle, Washington

A SPECIAL GUEST SPEAKER

At the March EPFG meeting to be held at Framers' Inventory in Seattle, we welcome our guest speaker Barry Kaufman, President of Sandel Glass. Barry has made a special trip to the Northwest to talk with us about the new technologies in picture framing glass.

Framers' Inventory has generously offered their new warehouse in Seattle as the site for the March meeting. Munchies and tours of the new warehouse will be available at 7 o'clock and the program with Barry Kaufman starts at 7:30. You can find directions to the meeting on page 4 of this newsletter. See you there!

**SIGN UP
EARLY**

Make your reservation early for the April EPFG meeting, **Thursday April 16th** at the **Frye Art Museum** in Seattle. Space is limited. RSVP to Donna at Finishing Touches 425-338-0932.

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March 1998

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EPFG on the Web

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FEATURED SALES REPRESENTATIVE OF THE MONTH

Meet **Donna Gluyas** of **The Williamson Co.** Donna has been involved in the art and framing industry for more than 20 years. Prior to accepting a sales position with Studio Moulding in 1987, she owned and operated her own frame shop in Santa Barbara County California. She joined The Williamson Co. in 1991 after spending more than four years with Studio. Her excellent customer service skills and superior product knowledge earned her a new title when The Williamson Co. promoted her to the position of Western Regional Sales Manager. She is responsible for calling on clients and supervising Williamson representative in the 13 Western states.

Donna said watching the industry development over the past 11 years has

(Continued on page 3)



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**Information and payments
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425-771-9519

**Send article ideas and ad
copy to:**

Tim Taricco
10640 NE 29th Street, #70
Bellevue, WA 98004
taricco@myframeshop.com



FROM EPFG

Dear Readers,

If you're a retailer or an individual framer, EPFG challenges you to show off your expertise in the open-print framing competition at the 5th Annual EPFG Spring Festival in May. Innovation in framing design is your objective and the subject matter and size is unrestricted. Your entry may be flat or dimensional with no limit on materials or your imagination.

Start planning now. A registration application will be included in next months newsletter. All entries must be delivered to the Embassy Suites hotel the morning of May 16 and picked up that evening. Look forward to more details next month.

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. Newsletter Design © 1998 T.M. Taricco Inc. and Newsletter Content © 1998 Evergreen Picture Framers Guild. All rights reserved. Do not duplicate or redistribute in any form.



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DONNA GLUYAS YOUR SALES REP.

(Continued from page 1)

been very exciting, "The amount of items available has dramatically increased since I first began working in the industry. Now when a person is designing a custom frame there are so many different choices," she said.

When at home, Donna enjoys gardening and designing new recipes which encourage healthy eating. She attended California State Polytechnic University at San Luis Obispo and has been extensively involved with the American Cancer Society.

Donna can be contacted by calling The Williamson Co. message center at 1-800-338-1142, extension 741.

EPFG would like to thank Donna for her biography. If you are a sales representative and would be interested in being spotlighted in our newsletter, please send your biography to Tim Taricco at:

e-mail - taricco@myframeshop.com

US mail - 10640 NE 29th St., #70, Bellevue, WA 98004

In April, meet Joe Garitone of Larson Juhl.

EPFG FRAMER'S FORUM

STRIKING OUT - I have had it with framing athletic shirts from sports stars. First, the items are HUGE! Second, the customer almost always wants the WHOLE shirt to be displayed, and, of course, the shirt is always PRICELESS, meaning that it has to be sewn down and conservation framed! Third, the customer never wants to spend more than \$100. What are other framers doing with athletic shirts? Do they fold them, pad them, Velcro them, put mats under or around them? How do they mount them, and if they are sewing them, where are they sewing them and what are they sewing them down to? I would love to hear from other framers because I don't want to limit myself to jockey silks. *A Frustrated Framer*

If you can help or have a message for the EPFG Framers' Forum, please write to one of the addresses below. For quick results, you can see updated messages and answers to the EPFG Framers' Forum at our Web site.

taricco@myframeshop.com or EPFG Framers' Forum, c/o Tim Taricco, 10640 NE 29th St. #70, Bellevue, WA 98004



A MESSAGE FROM PAUL

What do you expect from EPFG? How can we help you to do a better job, or meet your goals? These are two questions that the Board struggles to answer, or at least we hope that our programs, our newsletter and its articles, go toward fulfilling your expectations. Generally, we have little feedback from the membership, and have to guess the answers. However, recently when many of you took the time to vote, you also provided some comments concerning things that you are interested in. The Board has reviewed these ideas, and will use them as a basis for planning future activities and programs. One item of concern is (and will continue to be) meeting location. Comments ranged from "meet further south" to "meet further north". We do try to move the meeting location around to give more shops the opportunity to attend, but we need your help. We do not have a standing list of shops to host the meetings, and sometimes it is the last minute before someone volunteers. Keep in mind that the Guild will reimburse the hosting shop \$100.00 toward expenses, and that no elaborate preparations are required. Usually 25-35 chairs are needed, and generally some light refreshments are provided but that is certainly not required.

So, looking for a meeting site close to home? Volunteer to host one!! Also, have you noticed that we are trying to be more punctual about starting? Socializing from 7-7:30 PM, with the business meeting (short) at 7:30, followed by the program. The goal is to be finished by 9:00 so everyone can get home at a reasonable hour.

If you have any ideas you would like to share, or that you would like the Board to consider, please do not hesitate to contact one of us, and let us know what's going on. I, for one, miserably failed Mind-reading 101 when in school many years ago.

Paul Knoop
EPFG President

UPCOMING MEETINGS

March 1998	May 1998
<p>Date: 10th - Framers' Inventory - Seattle 7 PM social, 7:30 meeting Speaker: Barry Kaufman, President - Sandel Glass</p>	<p>Date: 16th - Embassy Suites Tukwila, WA 9 AM - 9 PM Topic: 5th Annual EPFG Spring Festival</p>
April 1998	June 1998
<p>Date: 16th - Frye Art Museum - Seattle 7 PM Tour Begins Please Note: RSVP required. Call Donna at 425-338-0932</p>	<p>Date: 9th - Accent On Framing Issaquah, Washington 7 PM social, 7:30 meeting Topic: TBA</p>

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Coming from the South - take the Michigan exit off I-5, turn right at the light. Go to 4th Ave. and turn right. FI is located across the street from Costco.



EPFG COMPUTER TIP OF THE MONTH

Remember the days before e-mail? I do. Before e-mail I didn't know as much about my out-of-town friends as I do now. E-mail makes it easy to keep in touch on a regular basis. I can drop my friends a quick note and send it off right now.

Sending letters via snail mail is much more difficult. I've got get out the paper, find a pen and write out a note in that hand writing style some people call chicken scratch, "I hope my friend can read this." And after it is written, I've got to get an envelope and then hope I can find a stamp.

But here's a plus for the old snail mail, its more personal. Did you send out e-mail holiday cards last year? I hope not. E-mail does not work for that.

by **Tim Taricco**, *myframeshop.com Network*, Bellevue, WA



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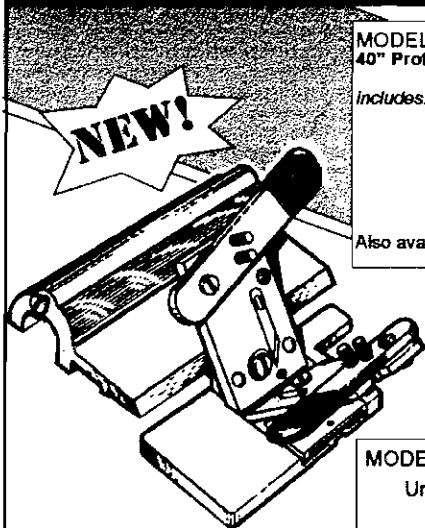
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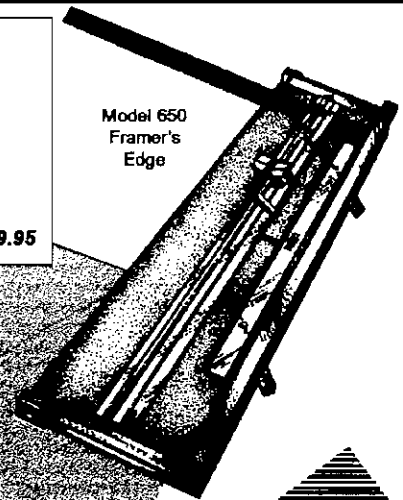
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A FRAMER'S EXPERIENCE

In January I had the opportunity to attend the ABC trade show in Long Beach, California. While there, I attended one of the classes offered in the PPFA Learning Center: Selling Up to Great Designs taught by Denise Mrochek of Moonstruck Gallery in Las Vegas, Nevada. You may recognize her name as a contributing author in *Décor Magazine*. She wrote an article for the February edition about business cards. I now have 2 of her cards and she practices what she preaches!

After the class a group of us were visiting and she invited any of us to visit her gallery and she would love to show us around. I happened to have half a day in Las Vegas in February, so spent a couple of hours at her gallery. She was very generous with her time and information. I asked her a technical question about Tappa cloth and in addition to the answer, she gave me the address of a picture framing discussion group you might be interested in: ppfa@hitchhikers.net. To subscribe: in the subject area of your e-mail message type *%subscribe* and leave the message area blank. For help try admppfa@hitchhikers.net. The purpose of this discussion group is to ask questions and share information. It is fairly new and the sponsors of it hope many will want to participate.

Denise is also a member of the PPFA Education board. I asked her why the committee chose the tiny print for this year's framing competition. She explained that part of the goal is that the competition also be a learning process for the framers. The idea is to stretch their imaginations and creativity; they also hope entrants will have to do some research for information on the project. That is why last year's "print" was a sheet of stamps.

Displayed in the gallery was an interesting idea for those of you who have artists you work with in your shop, or if you have a special event with a visiting artist. After the piece is framed have the artist sign the glass in the mat area. It was a very personalized touch.

Denise teaches a workshop that has been sponsored by Larson Juhl distribution centers in other parts of the country. Hopefully we will soon have one in the Northwest.

by **Nancy Chapman** - *Bimini Designs*, Issaquah, Washington



MEMBERSHIP APPLICATION & UPDATE FORM

If you would like to join EPFG or update your membership listing, 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. **Mail to:** EPFG, c/o Paul Miller, 4614 - 180th Place SW, Lynnwood, WA 98037.

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