

**INSIDE**

SPECIAL EDITION  
6TH ANNUAL  
EPFG SPRING FESTIVAL

## COMPETE LOCALLY

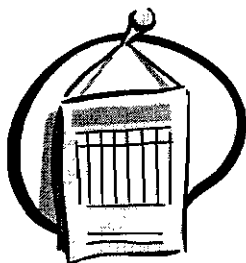
By Nancy Chapman, Bimini Designs

For the past 8 years PPFA has held framing competitions. Judging by the relatively few entries from the Puget Sound area into this competition most of you feel the way I do, that it is just too hard, competitive, and expensive, so why bother. Well, we hope that by providing a similar event for just our region more of you will feel encouraged to participate. Chapter level competitions are a great vehicle for framers to exhibit their most creative work. Pieces done for this will also be great to display in your shop to show off to your customers your skill and design abilities.

If any of you are familiar with PPFA's judging criteria when you get a copy of EPFG criteria you will notice that we are using a modified version of theirs. The category for "newly invented techniques used for the first time" has been eliminated. You will receive points for doing something new, but you will not loose points if you don't. We want to keep the chapter event "user friendly" to encourage all to

*(Continued on page 3)*

### MEETING AT FRAMERS' INVENTORY



The February meeting at **Framers' Inventory**, will be the second of a 2-part program on working with Interior Designers and Decorators. Part one was from the Designers point of view, and featured a discussion by two award winning designers in the Tacoma area, both of whom have a very exclusive client list which includes homes, offices, country clubs, and public buildings. This part will be from the framers point of view. Please come to the meeting to give your point of view.

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**February 1999**

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

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## IT'S JUST GLASS

By Ray Miles, National Glass

When discussing different types of glazing options with my customers, the two responses I most frequently hear are: "It's just glass" and "There are too many types of glass available." Unfortunately the people who tell me that "It's just glass," are missing the opportunity to tailor their customer's needs.

With all the choices available, they now have the ability to fine tune their framing to best suite the presentation or environment of the artwork. As designers we are already asking questions to help us best approach the color and style of the framing to go around the customers art. Some additional questioning such as the amount of indirect sunlight or florescent lighting as well as the potential for glare in the artwork setting will give clues as to what type

*(Continued on page 3)*



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425.557.5494

**Change of Address:**

Nancy Chapman  
15209 263 Ave. SE  
Issaquah, WA 98027

For changes of address please  
include old and new address in-  
formation.

**Classified Ad copy, Display Ad  
copy, Article Suggestions:**

Tim Taricco  
P.O. Box 411  
Redmond, WA 98073  
frameguy@myframeshop.com

Non EPFG members must in-  
clude \$10 for each Classified Ad.

**Deadlines:**

This newsletter is published  
monthly on the **20th** prior to  
the month of distribution.

**General Questions:**

Contact information for the  
EPFG Officers and Board of Di-  
rectors can be found on the back  
of this newsletter.



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Redmond, Washington 98073-0411. **Phone:** (425) 885-9730  
**E-mail:** frameguy@myframeshop.com **Web Site:** http://www.  
myframeshop.com/tradeonly/. **Comments and suggestions**  
about the EPFG Newsletter and Internet Web Site should be  
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## IT'S JUST GLASS

CONTINUED

*(Continued from page 1)*

of glazing, you the professional, would recommend for that project.

Current types of glass on the market fall into three categories: clear, non-glare, and anti-reflective. There are also special variations of these types available such as, ultraviolet blocking and waterwhite (No yellow or green tint). The easiest way to educate the customer as to what you offer in glazing options are examples within your shop. They don't have to be large framed pieces as I've seen some very effective displays that were no larger than 6 inches square. When you know what types of glass are available, you can best meet your customers needs as well as affect your bottom line.

To learn more about the types of glass available and applications, check out my two classes on glazing at the EPFG Education Festival on March 21st.

## COMPETE LOCALLY

CONTINUED

*(Continued from page 1)*

participate. PFFA rules also seem to require conservation framing practices only. Our rules state to use methods appropriate to the piece, and since this is an inexpensive print that opens up the possibilities.

A small print was chosen so that it will not require a lot of materials and become cost prohibitive for you. The image is just 9 1/2 x 11 1/2, and it will inspire a great variety of framing treatments. For the price of \$2.50 members will receive the print, the Judging Criteria and a "Framing Competition Form" that needs to be completed and turned in with the entry.

The prints will be available to members at the Guild Meetings. If you would like a print and cannot attend the meeting please send a check payable to EPFG for \$4 (to cover the print and mailing) and your address to:

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is very happy to introduce NEW LINERS. With the recent expansion of our liner offerings, we are able to provide our customers with a complete liner selection, at very competitive prices. These seven new additions include a flat profile in two sizes, a bevel profile in two sizes and a scoop profile in three sizes, all with hand-finished lips of bright gold, antique gold and antique silver. These lip liners are available in four fabrics, 100% BELGIQUE Natural Linen; Union Blend of MANHASSET Natural and Oyster and Antique Satin MARQUIS Black.

## LIP FINISHES

Bright Gold ❖ Antique Gold ❖ Antique Silver

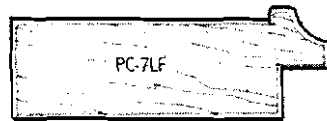
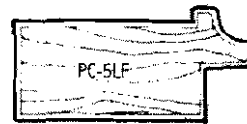
## FABRICS

Manhasset Natural ❖ Manhasset Oyster  
Belgique Natural ❖ Marquis Black

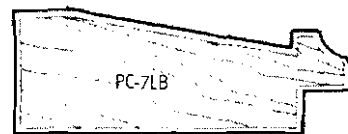
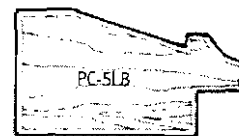
All are pre-covered. However, we are also able to meet most of your custom needs (*Custom Wraps*), just call and ask our Customer Service Department personnel. Upon request, we can cover our lip liners with any of the 500 fabrics we sell. A 50 ft. minimum applies to liners cut to 6 & 4 or 5 & 5 ft. lengths; a 100 ft. is required on liners in standard 10 ft. lengths.

These liners are in addition to the original thirty liner profiles we offer in Primed, Pre-covered and *Custom Wrapped* both in length and chop.

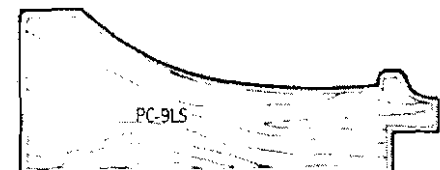
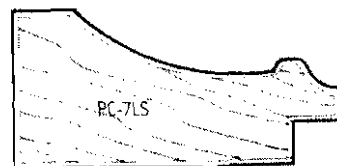
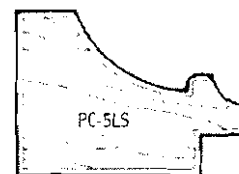
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## MEET AN EPFG MEMBER FRAME SHOP

**Finishing Touches**, a modest beginning in the basement of Donna Rickman's home in 1988, focused on the commercial sector. This base of designers, artists and businesses was the start of the current retail location the shop has enjoyed in Mill Creek since 1990. 'Once a customer – always a customer' seems to depict Donna's long time loyal customers. The doors opened in November of 1990 with the commitment to high quality service in the Snohomish County area. Finishing Touches has grown every year and now employee's 2 full time framers in addition to the Donna.

The business is in constant evolution adding and changing to better meet the needs of Donna's customers. Over the years the art inventory has grown to represent many national suppliers of original art, limited edition art and posters. Hand-blown art glass was added 3 years ago. The glass draws many a "looker" into the shop giving the opportunity to not only sell glass but also share the art and framing aspect of the business.

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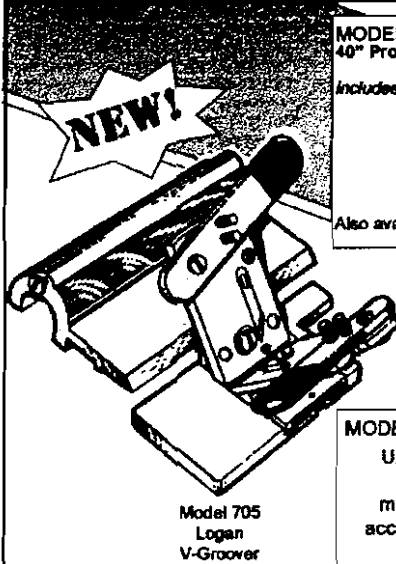
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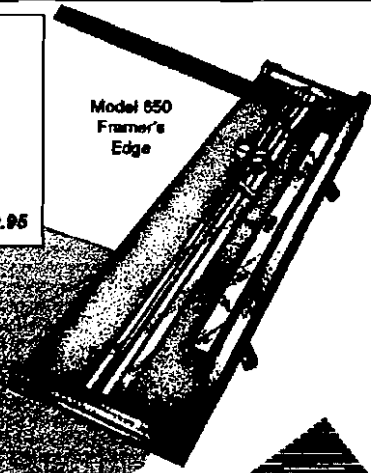
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## PRESIDENT'S LETTER



Why are you in the picture framing business? Have you recently stopped to answer that question? Some of us are in it to "get rich"; good luck to you. Some of us as a "means to an end"; I hope that you soon achieve that end. Some of us because we like to work with our hands; there is plenty of opportunity for that.

And, some of us for "a love of the work"; that's where I fit, as do most of the framers that I know. Take a few minutes some time soon to examine your motives for doing what you do, and see if there is a way to make picture framing more than just a job, something you have to do. Maybe that something is to expand your knowledge, change the way you are doing business, and hopefully get to where it is fun to come in every day.

I feel strongly that our Guild is an organization that can help make framing fun, and I know that it will expand your knowledge and offer ways to improve your business opportunities. Sharing ideas and tips, learning from the experiences of others, and getting to know your fellow framers can change your outlook and help make each day a

winner. Well, almost each day. Next month is your best opportunity this year to begin changing the way you see picture framing, with the Spring Education Festival on Sunday, March 21st. A great afternoon and evening is planned and we need you to be there. The classes, the framing competition, fellowship, and dinner promise to provide the motivation to keep you going. More information is elsewhere in the Newsletter, and details plus registration packets will be in the mail to members soon.

While on the subject of membership, don't forget that our membership year begins in January, so dues are payable now. And, the good news is, there is no change in the cost of membership; it remains at \$40 a year. Please send your renewal to Kioshi or Nancy. Their addresses are on page 2 of this newsletter in the "Contact Us" section. If you are not currently a member, now is the perfect time to join.

Would you like to see your name in print? How about writing an article for the newsletter? I know there are many of you out there who have just the answer to a problem, a new technique

*(Continued on page 9)*

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## PAUL'S LETTER

*(Continued from page 8)*

that helps you to be more efficient, a problem that has you stumped, or that you just feel the need to write a few lines to be immortalized in the EPFG Hall of Fame. Whatever, just do it; we can always use help in this monthly task, so pick up that pencil now and send us your thoughts. E-mail works fine also, so get busy now, please.

*Paul Knoop*  
EPFG President

## CLASSIFIED ADS

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- **UNDER\_PINNER** for sale. Well built, air powered, Putnam VN2 "V" nailer. Make strong and tight miters fast and easy. \$995.00 Contact Nick 206-633-1200 for details.
- **FOR SALE:** Phaedra measuring system and chop saw with spare blades, wood and metal. Like new, and little use asking \$650.00. Contact Geraldine 253-566-9037 for details.
- **WANTED:** Mat cutter, 48" with measuring stops, etc. Contact Lisa 253-274-1683 for details.

## MEMBERSHIP APPLICATION & UPDATE FORM

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

Complete this form and return it with your one year membership dues of \$40. **Mail to:** EPFG, c/o Paul Knoop, 4614 - 180th Place SW, Lynnwood, WA 98037. To update your information, visit our online application located on our Web site- [www.myframeshop.com/epfg/members](http://www.myframeshop.com/epfg/members)

### February 1999

9th – General Meeting – 7 PM  
*Framers' Inventory* – Seattle  
Working with Designers Part 2

### March 1999

21st – Spring Festival  
*Embassy Suites* – Tukwila  
30th – Board Meeting

### April 1999

13th – General Meeting – 7 PM  
*Art And Frame* – Bellingham

### May 1999

11th – General Meeting – 7 PM  
*The Mitered Corner* – Seattle  
25th – Board Meeting

### June 1999

8th – General Meeting – 7 PM  
*Rainy Day Frames* – Seattle

### July 1999

13th – General Meeting – 7 PM  
*Lake City Picture Framing* – Seattle  
27th – Board Meeting

### August 1999

Annual Picnic

### September 1999

14th – General Meeting – 7 PM  
*Larson Juhl* – Seattle  
28th – Board Meeting

## Directions to the February meeting

**Framers' Inventory**  
4412 – 4th Avenue South  
Seattle – (206) 654-8089

*Coming from the North* – take the Dearborn exit off I-5, turn right and head towards the KingDome. Turn left at 4th Avenue. Framers' Inventory is located across the street from Costco.

*Coming from the South* – take the Michigan exit off I-5, turn right at the light. Go to 4th Avenue and turn right. Framers' Inventory is located across the street from Costco.



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ADDRESS CORRECTION REQUESTED

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**ATTENTION: FRAME SHOP**