

GO TEAM!

By Joe Huber. Studio Moulding

Baseball cards, kid's soccer team photos, NASCAR scale models, autographed basketball shoes (they're big), antique golf clubs, Ken Griffey Jr. posters, ticket stubs, sports jerseys, home-run balls.

Framing sports memorabilia is a regular part of the framers craft, often requiring a high level of creativity and skill to display effectively and safely. Sports fans and collectors are frequently passionate about their hobby. They are likely to have a substantial emotional or financial investment in the objects they bring to us. How can we offer them a unique and dynamic presentation for their collections?

One idea is to incorporate team colors into your moulding design. Experiment with stacked color combinations for the Mariners, Seahawks and Sonics, as well as the UW Huskies and WSU Cougars. Don't forget your local High School team's colors. By having these sample combinations pre-joined, you will have ready-to-show team color corner samples. Consider a small sports framing section for your sample wall to further promote the idea.

Another idea is to use team or college auto window decals, clothing patches or even bumper stickers as decorative elements in your design. Team logo mat cuts can offer a unique look. Remember to be bold with your design. Subtlety and understatement

(Continued on page 3)

PRESIDENT'S LETTER

By Paul Kuoop, the framemakers, Tacoma



Well, another month has gone by already, and summer is just around the corner. Also around the corner is the next Guild meeting, and, as promised, the subject is pricing. This topic always generates considerable discussion, and that's one of the benefits of attending our meetings. The meeting will be a round table discussion, and we need you there to contribute. The opportunity to see what other framers are doing, what they are thinking, and how their ideas can be

applied to your business is what membership does for you. While on the subject of meetings, the North and South Sound meetings earlier this month were quite sparse

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May 1999

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

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THIS MONTH'S MEETING

This month's meeting will be on Tuesday, May 11th at The Mitered Corner in South Seattle. At the meeting, we will review the 1999 Pricing for Profit survey results along with discussing numerous pricing models. Automated pricing with a computer versus the manual chart and calculator pricing will be discussed. Bring your ideas and opinions and join your fellow framers for a very informative evening. Directions to the meeting are located on the back of this newsletter.

INTERNET SURVEY

At the Bellingham meeting last month, it was discussed to bring back the EPFG Web site. Over 80% of the people attending the meeting had Internet access and felt the Web site would help give our members information faster. What do you think? Send your comments to: epfg@myframeshop.com



HOW TO CONTACT US

Membership Dues, Advertising Payments:

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3058 Issaquah-Pine Lake Road
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Classified Ad Copy, Display Ad Artwork:

Tim Taricco
P.O. Box 411
Redmond, WA 98073
Fax: (630) 839-4591
frameguy@myframeshop.com

Classified ads

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Display Ad Artwork

Digital artwork is requested. PC format preferred / Mac format okay. Submit via e-mail or on disk.

Publishing Deadline

20th of the month prior to distribution.

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GO TEAM!

CONTINUED

(Continued from page 1)

are not qualities usually appreciated in the world of big-time sports!

For object framing, consider shadow boxes with hinged or removable fronts. This can provide ready access for the object to be shown to fellow collectors and friends, without having to remove the entire framed piece from the wall in order to gain rear access.

By thinking through these ideas and knowing your options for stacked mouldings, decorative design elements and specialty hardware, you can be confident in the success and profitability of each project. And, have fun! After all, how often do you get to stack purple and gold frames together.

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
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PRESIDENT'S LETTER CONTINUED

(Continued from page 1)


in attendance. The meeting in Yakima is next week, so we will see how it goes. The point is, should we continue to have meetings outside of the Seattle metro area? It seems that most of our meetings are attended by the same (relatively) few members anyway, so should we try to expand our coverage? I wonder if the lack of attendance was due to location, day and time, subject matter, or just plain lack of interest. Any thoughts you have would be welcome.

Computers: do you use one at work? Do you have access to the Internet? I found a very informative site on the net last week, hosted by the American Institute for Conservation of Historic and Artistic Works (AIC). Among other things, they have information available on caring for paper items and photos that have gotten wet e.g. due to floods, burst pipes etc. It makes interesting reading, and is something many of us need to know about in order to properly advise our customers. There are many other sites of specific interest to picture framers and framing, and that alone is something that would help in your business. Maybe now is the time to take the plunge and move to the computer age. Many of our members would be happy to advise you about how to get started, so why not give them a call.

We are still looking for program ideas and articles for the newsletter, so let's hear from you.

Paul Knoop
EPFG President

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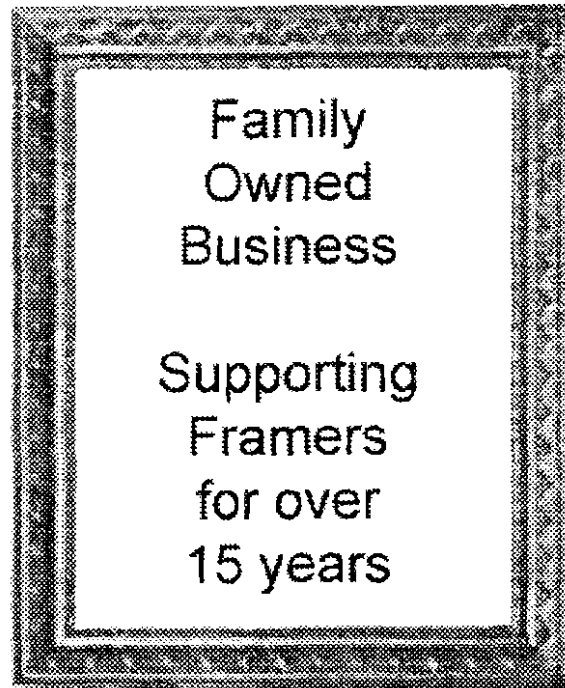
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20-2717	Silver fish scale (2" x 1 1/4")	3.86
20-2718	Silver, Gold lip, black webbing (2" x 1 1/4")	3.86
20-2204	Silver, Defleur, brown wash (2" x 1 1/4")	4.56
20-2205	Gold, Defleur, brown wash (2" x 1 1/4")	4.56
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26-607	Ornate Gold, spots, beading (2 3/4" x 1")	4.15
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33-606	Gold, Grey wash, heavy ornate, specks (3 1/2" x 1 3/4")	7.57
36-2211	Brass Gold, brown wash, specks (3 1/2" x 1 3/4")	9.56
36-2725	Pewter, rope, Grey wash, specks (3 1/2" x 1 3/4")	9.56
52-1267	Antique Silver, leaves, cream wash (5 1/4" x 2 3/4")	N/A
52-1268	Antique Gold, leaves, cream wash (5 1/4" x 2 3/4")	N/A
52-1269	Brass Gold, leaves, cream wash (5 1/4" x 2 3/4")	N/A

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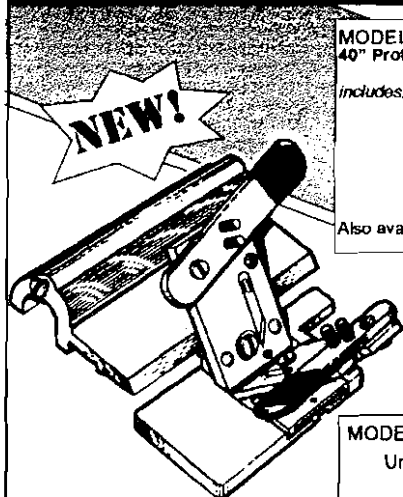
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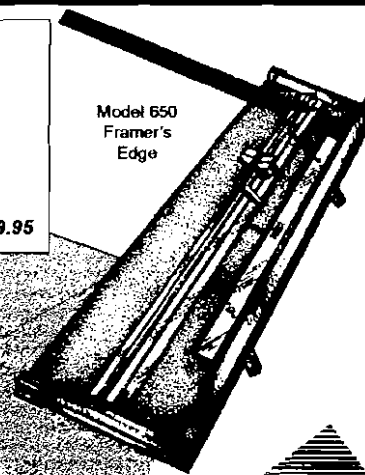
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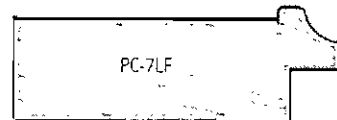
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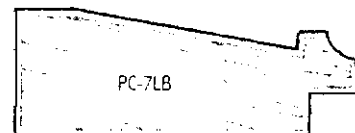
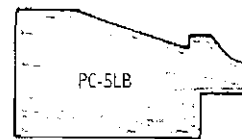
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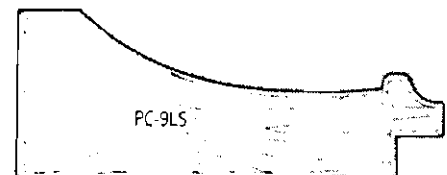
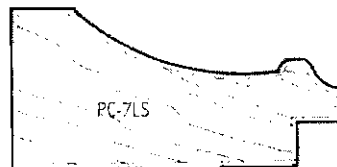
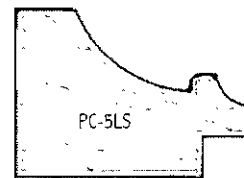
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MORE FROM MARCH

By Terry Scidmore, The Mitered Corner, Seattle

The Evergreen Picture Framers Guild Education Festival, held March 21 at the Embassy Suites in Tukwila, was a great success. Festival attendees had the opportunity to attend long and short seminars covering a variety of subjects. The seminar teachers presented excellent programs that inspired and challenged class participants. Many people left with new ideas and rekindled enthusiasm for their art.

Following the classes, participants had the chance to view the print competition entries and to vote for their favorites. After dinner, featured speaker Dennis Tilley talked about the need in the picture framing industry to recognize and appreciate the skill, education and dedication the job entails. He spoke of changing the public view of the picture framer. He jokingly said that he hopes someday framers will be known as "Art Enhancement Technicians," a moniker that upgrades the image of the picture framer and better describes what we really do. Dennis also pointed out how important organizations such as EPFG are to improving our ability to do our work more creatively, more efficiently, and with more confidence. Dennis urged people to get involved with the EPFG as an important step in improving the industry for all.

The EPFG Board encourages everyone who attended this year's festival to help with next year's event. Your involvement is needed and welcome all year long. We would love to have people volunteer to teach a class, write an article, suggest a meeting topic, or host a meeting. Don't just think about it – **do it!**

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11th – General Meeting – 7 PM

The Mitered Corner – Seattle
Pricing Round Table

25th – Board Meeting

June 1999

8th – General Meeting – 7 PM

Accent On Framing – Issaquah
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July 1999

13th – General Meeting – 7 PM

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27th – Board Meeting

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Take I-5 either North or South to South Center. Exit onto eastbound SR518. Take SR518 to Burien, cross over SR509. Turn right at 1st Avenue South and go 2.3 miles north and find The Mitered Corner on the right side of the street.

August 1999

Annual Picnic

September 1999

14th – General Meeting – 7 PM

Larson Juhl – Seattle

28th – Board Meeting

October 1999

12th – General Meeting – 7 PM

Millennium Gallery – Redmond

November 1999

9th – General Meeting – 7 PM

Colorplak – Redmond

30th – Board Meeting

December 1999

No Meeting

January 2000

11th – General Meeting – 7 PM

TBA
Election of EPFG Officers



T. M. Taricco
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ADDRESS CORRECTION REQUESTED

NEXT MEETING

May 11th – General Meeting – 7 PM

The Mitered Corner – Seattle
Pricing Round Table

ATTENTION: FRAME SHOP