

THE JUNE TRICKS

By Terry Scidmore, CPF - The Mitred Corner

The June meeting about tricks of the trade began with an animated discussion of filling nail holes in frames. Framers shared how putty, the traditional hole filler, can be blended by heating the putty in a microwave in a microwave able container. Putty can be easily applied and worked into cracks using rubber tipped clay working tools. Excess putty can be swept out of weathered or rough surfaces by using an old oil painting brush with the bristles cut short. Other framers shared their enthusiasm for spackle as a hole filler. The spackle is painted with acrylic paint that is mixed on a piece of scrap glass held over the frame so that the paint can be easily matched to the frame.

After filling corners, suggestions were made for getting good cuts, coloring the edge before joining, having pre-made frame and mat combinations, and using store art to

(Continued on page 3)

PRESIDENT'S LETTER

By Paul Knoop, the framemakers, Tacoma



It is sure hard to believe that the year is half over already; where has the time gone? As the saying goes, "Time flies when you are having fun", and I hope that you are still having fun in your business. One of the things that makes it fun for me is the challenge of doing something new, learning a new skill, and having the opportunity to have learn from others. This past month, the meeting was one of those times to pick up some tricks of the trade, and I learned several things to try.

July's meeting at Lake City Picture Framing promises to be another of those learning experiences which I hope that you can take advantage of. A special presentation of Fabric Mats will be presented by Frank Chavez, a long-time dealer in specialty fabrics for picture framing, and he brings a wealth of experience to share with us. It has been quite a while since we have had a program on custom wrapped mats, and if you haven't used this technique in your business, it really is a skill that all framers should have as a part of their repertoire. I am confident that we will be able to pick up some valuable help from Frank, and later we can build on his program with our in-house expertise to branch out to continuous covered liners, embossed fabrics, etc. Hope that you can make it.

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July 1999

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

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THIS MONTH'S MEETING "FABRIC MATS"

The July meeting will be held at Lake City Picture Framing. The topic for the evening will be fabric mats. Frank Chavez of Frank's Fabrics will be our featured speaker. Frank has been involved in teaching the framing industry about fabric mats for many years, as well as supplying the fabrics for the mats. Bring another framer with you to enjoy this educational and informative meeting.

More information and directions to the meeting on the back.



"BATTER UP"
August 15th!



HOW TO CONTACT US

Membership Dues, Advertising Payments:

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3058 Issaquah-Pine Lake Road
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bimindesigns@hotmail.com

For changes of address please include old and new address information.

Classified Ad Copy, Display Ad Artwork:

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

Classified ads
Free for EPFG members, \$10 for non-members

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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THE JUNE TRICKS

CONTINUED

(Continued from page 1)

help customers envision what will be done with their pictures. Conservation then turned to general business attitudes and determining what you want your business to be. Framers felt that it was important not to prejudge the customer or the art, and to focus on the best framing design for the piece. It was also important to be aware that not every piece a customer brings in requires top of the line framing. Pricing issues, always a popular topic, were brought up. About half of the framers were computerized at point of sale, but all framers were using computers to generate some information used in the business, whether in the form of charts, customer files, bookkeeping, signage, etc. Some framers express that well designed pricing charts were fast, accurate, and not difficult to update, while others felt their point of sale computer software was the equivalent of half an employee. The 1999 EPFG pricing survey results, handed out at the May meeting, is often the catalyst for a business to review its pricing and business plan. In the May issue of Décor, page 132 – 137, Rob Markoff, CPF, write about preparing a business plan in a simple to follow format. Check it out!

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PRESIDENT'S LETTER CONTINUED

(Continued from page 1)

Last month, I was invited to attend the PPFA Chapter Leader's Academy in Chicago, and took advantage of that opportunity to gather further information concerning the "health" of the National organization. I did this in an effort to advise the Board and you of the direction our organization should take regarding chapter affiliation. I feel that this is an important issue to us, and deserves considerable study and research. This meeting provided me the opportunity for just such research, and it was valuable to gather information from Officers of the regional Chapters as well as hear first hand from the National leadership how they feel about the progress made (and still to go) to regain the confidence of the industry they serve. While PPFA is not completely out of the woods yet financially, considerable progress has been made in eliminating the debts which were one of the reasons for our decision to withdraw. The new leadership is very positive in

their approach, they listen to what the members are saying, and are very open to suggestions. In short, all good signs for the future. We are exploring the possibility of inviting the Executive Director to one of our meetings this fall to give us a first-hand account of their progress and to answer your specific questions. Stay tuned to this, it is important.

One final note to put on your planning calendar now is the August meeting, our annual Guild outing. Past years have featured picnics, games, and fun competitions designed to be family events. This year is no exception. While some of the details are yet to be worked out, EPFG members who attend will have an unusual experience. Several options are in the works, so stay tuned, and by the way, if you have not yet joined, now would be the perfect opportunity to do so, and take advantage of all we have to offer. Contact Nancy Chapman for dues schedule, membership brochure, etc.

Paul Knoop
EPFG President



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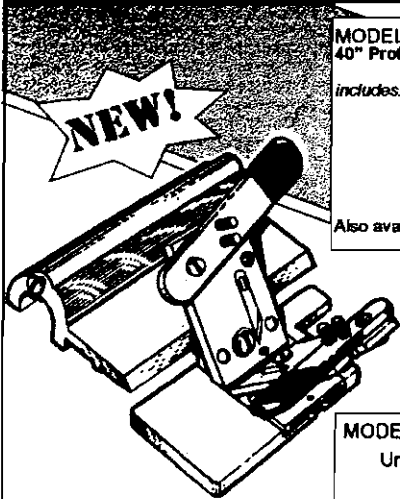
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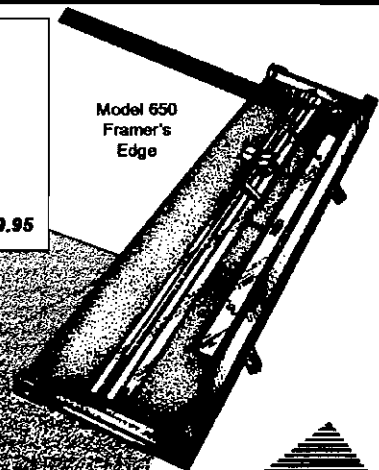
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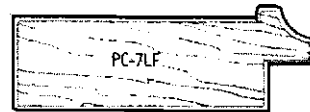
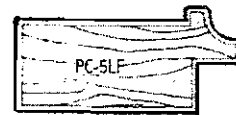
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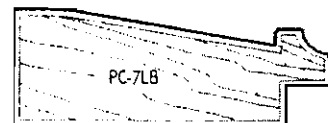
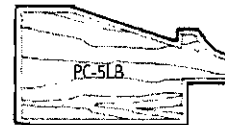
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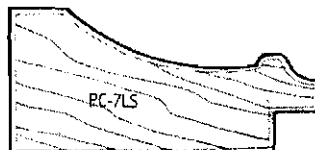
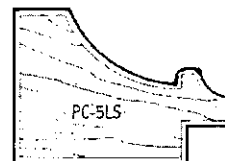
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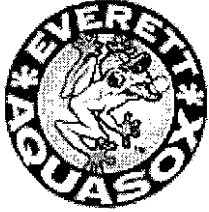
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Shown Actual Size



"BATTER UP" FOR THE EPFG ANNUAL PICNIC



"Take me out to the ball game, take me out with the crowd. Buy me some peanuts and cracker jacks...." Oops! You really don't want to hear me sing, but we can cheer the Everett Aquasox together at the EPFG picnic & ball game Sunday August 15. The Aquasox are a farm team of the Mariners so we

can see the stars of the future close up and personal in their new stadium. An all- you-can-eat-picnic with chicken, hot dogs, hamburgers, salads, chips and pop, is planned for 1PM with the first pitch at 2PM. The picnic area is under covered so don't let any *Seattle* sunshine change your plans. The cost is only \$18.00 per adult, \$13.00 for kids 3-12 years, younger are free, for the picnic, baseball and parking. This is a great family event so call Donna Rickman at (425)338-0932 for reservations by **August 5th**.

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July 1999
13th – General Meeting – 7 PM
Lake City Picture Framing – Seattle
Fabric Mats
27th – Board Meeting

August 1999
15th – Annual Picnic – 1 PM
Everett Aquasox Baseball
New Everett Memorial Stadium

September 1999
14th – General Meeting – 7 PM
Larson Juhl – Seattle
19th – CPFG Trade Show
Doubletree Inn, Vancouver, WA
28th – Board Meeting

DIRECTIONS TO THE MEETING
Lake City Picture Framing
14028 Lake City Way
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Coming from North of Seattle – Take the 145th Street exit off I-5 and go East to Lake City Way NE. Turn right and look for Lake City Picture Framing on the left.

Coming from South of the University District – Take the Lake City Way exit off I-5. Take Lake City Way to the North side of Lake City where you will find Lake City Picture Framing on your right.

Coming from the Eastside – Take 520 to I-5 and follow the directions above OR take the Bothell exit off I-405 and take Bothell Way around the North end of the lake. When Bothell Way hits 145th, it changes to Lake City Way. Look for Lake City Picture Framing on your left.

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

February 2000
8th – General Meeting – 7 PM
TBA

March 2000
Annual Spring Festival
Election of EPFG Officers



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ADDRESS CORRECTION REQUESTED

NEXT MEETING

July 13th – General Meeting – 7 PM

Lake City Picture Framing – Seattle
Fabric Mats

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