

Our President's Pen

By Paul Knoop, EPFG President

Fall is definitely in the air, and many of us are busy preparing for the Holiday season. Ghosts and goblins have come and gone, the turkey and all of the trimmings are just around the corner, to be followed by the religious holidays which, typically, present us with probably the busiest time of the year.

While I have not seen any projections, with the strength of the economy and the low unemployment rate, it could be the "mother of all seasons".

Hopefully, all of your plans are made and you have a full staff of trained framers, because it is almost too late to start getting ready. I am confident our suppliers have prepared, and that we will not face too many out of stock items. In previous years, they have gone out of their way to ensure timely deliveries for needed items, and my experience tells me that the Sales Reps are prepared to deliver in a pinch. Our lives can all be made much easier by proper planning, and not waiting till the last minute to order or start on a difficult job. I once had a boss whose philosophy was that "Bad news does not get better with age"; if there is a problem, let someone know now so that it can be fixed.

Better yet, each of us must make a concerted effort not to get in such a rush that we create a problem to be solved. Mistakes hurt all the way around; time, money, frustration, and ultimately customer and job satisfaction. OK, no more preaching, I promise!!

Last month's meeting at the Seattle Lighting Design Lab was well worth the time spent. Their operation is funded by the utility companies as an educational tool for all businesses and individuals, with the goal of ultimately making the maximum use of our scarce resources. It is open to individuals as well as groups, and they provide consultation services concerning all aspects of lighting; home, business, in-and-out of doors. Printed materials are readily available, a reference library can be used, displays provide comparison of various types of lighting, and there is a large "test" facility where clients can actually create a sales or work environment and install lighting fixtures to ensure that they will suit the intended purpose before committing to a major renovation project.

For more info, check out their web site, www.northwestlighting.com, or call 800-354-3864.

The November meeting at Colorplak on the 14th promises to be an informative program on fixing and resurrecting damaged moulding, and also techniques for matching patterns and altering finishes on mouldings, hope to see you there.

Paul Knoop CPF



EVERGREEN

Picture Framers

GUILD

NOVEMBER 2000

Newsletter cost: Free to
EPFG members,
\$1 for nonmembers
Serving Alaska
& Washington

Inside this month's Evergreen Picture Framers Guild Newsletter

I am trying out a slightly different format for the newsletter, and over the next couple of month's would like any input or ideas for what our members would like to see from here on out. If you have any suggestions please feel free to e-mail them to

studiodaj@earthlink.net

And thanks to those that have already been contributing, your ideas have helped out a lot.

Donald Jones CPF
editor

**Next meeting:
November 14th @
Colorplak
Redmond**

How to contact us

Membership Dues & Advertising Payments:

Lynn Clark, EPFG Treasurer
c/o Lake City Picture Framing
14028 Lake City Way NE
Seattle, WA 98125
206-363-2100
JackC1@aol.com

Classified Ad Copy & Display Ad Artwork:

Donald Jones CPF
c/o Finishing Touches
15704 Mill Creek Blvd. #6
Mill Creek, WA. 98012
425-338-0932
studiodaj@earthlink.net

Change of Address:

Paul Knoop, EPFG President
c/o The Framemakers
6724 West 19th St.
Tacoma, WA 98466
253-564-2320
pknoop@earthlink.net

Classified Ads:

Free for EPFG members, \$10 for non-members.

Display Ad Artwork:

Digital artwork is requested.
Mac or PC, submit via e-mail or on disk.

For change of address include old and new address information.

Publishing deadline is 20th of the month prior to distribution.

2000-2001 EPFG OFFICERS

President

Paul Knoop, CPF
pknoop@earthlink.net

The Framemakers
253-564-2320

Vice President

Donna Rickman, CPF
rickman@aol.com

Finishing Touches
425-338-0932

Treasurer

Lynn Clark
JackC1@aol.com

Lake City Picture Framing
206-363-2100

Secretary

Terry Scidmore, CPF
tscidmo@ibm.net

The Mitered Corner
206-433-1145

Board of Directors

Helen Kane, CPF

Anabel's Framing Gallery
425-258-6402

Ray Miles

National Glass
800-521-7061

Past President

Frank Larson, CPF

Larson Fine Art Services
425-482-0549



FRAMERS' INVENTORY

* WOOD MOULDING *

Bay, Framers' Inventory,
LaMarche, Max, Roma

* METAL MOULDING *

Nielsen

* MATBOARD *

Bainbridge, Crescent, Rising, TruVue

* GLASS & FOAMBOARD *

TruVue
Bainbridge, Bienfang, & Hart

* EQUIPMENT *

C&H, Eclipse, Fletcher
Mitre Mite, Seal/Hunt Mounting

* SERVICE *

Delivery in Portland & Seattle Metro areas.
Overnight chop service.

5000 SE 18TH AVENUE, PORTLAND, OREGON 97202
LOCAL (503)238-8293 · TOLL FREE (800)543-2467
FAX (503)238-3899

This EPFG newsletter is published by Donald Jones CPF.
Mailing Address: c/o Finishing Touches, 15704 Mill Creek Blvd. #6 Mill Creek, WA. 98012. E-mail address is studiodaj@earthlink.net.
Newsletter content copywritten MM EPFG, all rights reserved.
Do not duplicate or redistribute in any form.

NATIONAL GLASS

17030 WOODINVILLE-REDMOND ROAD, WOODINVILLE, WA. 98072

**QUALITY PRODUCTS AND EXCELLENT SERVICE! NATIONAL GLASS
INVENTORIES THE LARGEST SELECTION OF PICTURE FRAMING GLASS IN THE
PACIFIC NORTHWEST.**

**TRU-VUE AND SANDEL PREMIUM, REFLECTION CONTROL, SATINVIEW,
CONSERVATION SERIES GLASS, IMAGE PERFECT, DENGAS, AND CRYSTALVIEW.
Now Available - AR Glass & Museum Glass!**

**ALSO AVAILABLE: FOAM-X, MIRROR AND ACRYLICS
EVERYTHING YOU NEED AND *FREE DELIVERY* ARE ONLY A PHONE CALL AWAY!!**

Membership Application & Update Form

Company name:

Phone:

Contact name:

Fax:

Street address:

E-mail:

City:

Web site: <http://>

State:

Zip:

Complete this form and return it with your membership dues of \$40

Mail to: Lynn Clark, c/o Lake City Picture Framing, 14028 Lake city Way NE Seattle, WA 98125.
For more information about the Evergreen Picture Framers Guild please contact
Paul Knoop, c/o The Framemakers, 6724 West 19th, University Place, Tacoma WA. 98466
pknoop@earthlink.net

Jayeness Moulding Co.

Same day service!

2828 4th Ave. S. Seattle, WA 98134

206-292-9664

Wholesale Picture Frame Supplies

206-423-6287

**Colorful, Creative,
Pure & Strong...**



Crescent Rag Mat

100% Cotton Museum Board

The choice of Artists & Picture Framing Professionals,
for archival and conservation matting.
Acid-free and lignin-free.

Send in your business card to receive
your FREE Rag Mat Booklet (RM-100).

Crescent Rag Mat Company 100 W. Willow Road, Whiting, IL 60090 U.S.A.

WHO DO YOU KNOW, AND WHAT DO YOU DO?

Ever had a day when a customer asks for something that is not your specialty but you do it anyway, or worse yet say "sorry but we don't do that"? Or are asked, "do you know who can...".

The EPFG can be a resource organization if we would share what we do and who we know.

We want to compile a list for our members of each shops specialty (i.e. frame repair specialist, conservator, appraiser, etc.).

Over the next three months (November, December, January) send us your information for a list to be passed out at the annual education weekend in March.

Please send your information to;

Finishing Touches

15704 Mill Creek Blvd. #6

Mill Creek, WA. 98012

or e-mail to ftgallery@aol.com.

HARTUNG GLASS INDUSTRIES

- ◆ Complete line of Acrylics; Clear, Non-Glare & UV.
- ◆ We carry Tru-View, Sandel & Crystalview
- ◆ Specializing in beveled mirrors for framing.
- ◆ Next day delivery from Everett to Tacoma.
- ◆ Over 20 years experience with picture framers.
- ◆ Call us and have a Customer Service Representative specializing in your needs help you.



17830 West Valley Highway, Seattle, WA 98188
(206)656-2626, (800)552-2227, FAX (206)656-2601

Evergreen Picture Framers Guild- pg.5

Customers do it.

Other shops do it.

Sometimes it is obvious when someone asks for a specific combination, and other times they take our time just to say XYZ is less. Or say wow, your price is less.

We need to be aware of what others are charging for the same package and factor that in when we change prices. How do we compare and where are there extreme differences both too low and too high?

Send your price for the following combination to www.Ftgallery.com@aol by November 17th and the results will be published in the next newsletter.

24X30 exterior mat size

Larson Juhl 65905-3" wide

Crescent 1606

Crescent 1554

Archive mount

Conservation clear glass

V-groove


Fitting

Software Suite for all Versions of Windows
Galleries & Frame Shops Networking User Friendly!


FERENSOFT
TRIO!

- Art
- Customers
- Framing

Point of Sale and Business Management Software. *Y2K Ready!* See why people are switching to **FS TRIO!** Seattle 206-282-1775
www.ferensoft.com

CRAIG PONZIO
SIGNATURE FRAME COLLECTION



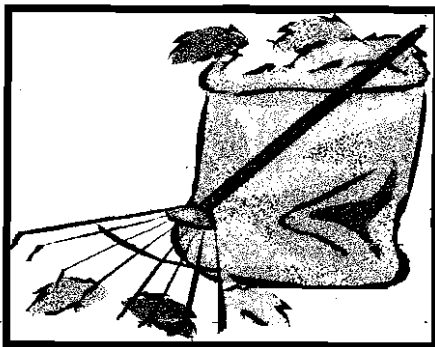
LARSON JUHL
CUSTOM FRAME THE BEAUTY OF GOLD RAME
THE ART OF YOUR FRAMES

SEATTLE
800-438-5031



Jeff Schuffman
Sales Representative

1433 W. Frankford Rd. #100 Carrollton, Texas 75007
972-466-0721 • 972-466-3662 Fax
800-527-0421 • 800-817-0524 Fax
Ext. 882



Classified Ads

For Sale-

- Contact Gary A. Gray @ 425-869-8787
- C&H M60 Mat Cutter, Video & Cover \$800
- Tiptop 4364 Press & Legs \$1100
- C&H G60 Advantage Wall Cutter \$800
- Circle Master Cutter (CM20275), V-Groover & glass cutting stem, adapter kit & glass circle \$1500

For Sale-

- Complete Frame shop*
- Call 425-392-1288 for more info.
- Vacuseal
- C&H mat cutter
- Fletcher wall mount
- Thumbnailer
- Wizard System mat cutter
- Senco staple gun
- Compressor
- Everything you need to start a business!!*

Classified Ads are FREE for EPFG members, \$10 for non-members

Nurre Caxton

Frames of distinction

"We're Obsessed
With Customer
Satisfaction"

Pamela Pare

Sales Representative for
Washington, Wyoming,
Montana, Oregon,
and Idaho

1-800-255-1942, press 6,
ext. 4011 for voice mail
1-800-377-3300 fax
1-800-910-8966 pager

We promise friendly reliable
service, same day
chop service,
free UPS for order of 3 chops
or more (wood and Nielsen
metal combined)

The Framers Prayer

Our Framers, who art surrounds,
Matted be thy Frame
Thy Customer come,
Thy Workorder done,
On time and Flawless.
Give us this day our daily rush,
And forgive us our Overcuts,
As we forgive those who DIYS against us,
And lead us not into Discount,
But deliver us from pH,
For thine is the Rag,
And the UV,
And the Preservation,
For ever,
And ever.



695 Edgewater St.. N.W.
Salem, Oregon 97304
Phone: 1-800-872-4445
FAX: 1-503-363-7273
21828 87th Ave.. S.E.
Suite B
Woodinville, WA 98072
Phone: 1-800-292-3202
FAX: 1-206-486-4978

Fabric & Liners

The Softer Side of Framing

Hundreds of colors and textures-Exclusive pH Neutral Fabrics

Frank's Fabrics for Framers

Dial Toll-Free (888) F FABRIX (322-2749)

Need Training For New Employees?

SEE WHAT YOUR DOLLAR
CAN DO IN CANADA

The Canadian Picture
Framer's School

#1, 20678 Duncan way
Langley, B.C.

Providing excellent thorough instruction
in picture framing for over 10 years.

Phone or fax
for more info:
Phone-604-533-5328
Fax-604-533-9680

WELLSHIRE • FRAMMORE • TREWICK • CLASH • MILLER • WATSON •
CLARK • DESIGNER WOOD & METAL • COGNAC • BURNLEY

NEW FROM MFA, INC.

The X-Series


With two profiles, six finishes and the ability to use the profiles
together or independently, the X-Series from Designer Moulding
has beauty and versatility. Call for your free samples today.

MFA, INC.

4010 EAST AVE. WAREHOUSE #3
PHONE: 800-744-7329 504 357-4667

STEWART WASHINGTON 9011
FAX: 800-744-7329 206-557-1485


SEATTLE, WA 98133



THE ART DOCTOR
RESTORATION OF OIL PAINTINGS, JAPANESE SCREENS
ART ON PAPER, ART OBJECTS

NANCY G. WHITE
Conservator

By Appointment
(206) 783-9160



**STUDIO
MOULDING** *Quality Picture Frame Moulding*

NEW ADDRESS: 1010 S.W. 41st Street, Renton, WA 98055

JOE HUBER
Sales Representative

FREE FREIGHT ON ALL ORDERS OVER \$100
IN WASHINGTON AND OREGON

VoiceMail: (800) 756-2184 Ext. 217
Orders: (800) 262-4174
Fax: (888) 423-1814



ANAHEIM | DENVER | PORTLAND
SEATTLE | COLORPLAK.COM

Providing art laminating services for frame
shops all over the West coast!

800-305-1953

LAST MONTH/LAST PAGE

Last month's meeting at the Seattle Lighting Design Lab was well worth the time spent. Their operation is funded by the utility companies as an educational tool for all businesses and individuals, with the goal of ultimately making the maximum use of our scarce resources. It is open to individuals as well as groups, and they provide consultation services concerning all aspects of lighting; home, business, in-and-out of doors.

Printed materials are readily available, a reference library can be used, displays provide comparison of various types of lighting, and there is a large "test" facility where clients can actually create a sales or work environment and install lighting fixtures to ensure that they will suit the intended purpose before committing to a major renovation project.

For more info, check out their web site, www.northwestlighting.com, or call 800-354-3864.

The November meeting at Colorplak on the 14th promises to be an informative program on "fixing" moulding. Hope to see you there.

Paul

November 2000
14th- General meeting 7 PM
Colorplak, Redmond
"Touching up damaged mouldings."

December 2000
No meeting.
HAPPY HOLIDAYS!

January 2001
9TH-
No location,
no topic

February 2001
13th- General meeting 7 PM
Wizard Int.
"Wizard Matcutters"

March 2001
18th- Education weekend festival!

April 2001
10th- No location,
no topic.

May 2001
8th- No location,
no topic.

June 2001
12th- No location
no topic

Colorplak
17830 NE 65th St.
Redmond
425-883-1780

Directions to the meeting; Take highway 520 East to Redmond. Get off 520 at the Redmond Way exit. Turn right at the signal. Stay in the right lane for a couple of blocks and take a slight right onto East Lake Sammamish Pkwy. Go to the first signal and turn right onto NE 65th. Colorplak will be on the right at the second driveway.



Paul Knoop, CPF
6724 W. 19th
Tacoma, WA
98466

See page two of this newsletter for address change contact information

ATTENTION: FRAME SHOP

001-22/2000

