



EPFG

NOVEMBER 2002

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Evergreen Picture Framer's Guild

*Next General Meeting
Tuesday November 12th
Jayeness Moulding, Seattle*

*Next Board Meeting
Tuesday December 3rd
Lake City Picture Framing*

NOVEMBER MEETING BRIAN WOLF @ JAYENESS

At the board meeting in October, the board members started working on the Spring Education Festival. *This year will be our Tenth Annual Festival.* You surely won't want to miss out. The board is hoping for input from our members. We want to know what classes you would like to have. *How many of our members would be interested in a CPF Re-certification class?* Let us know if you would be interested in taking a Re-certification Class. Contact Bob at: 425-895-8822 or e-mail exafixer@yahoo.com. You can also contact any of the board members listed on page two of this newsletter. Don't delay, we need to contact instructors and get plans underway.

The Framing Contest for the upcoming Education Festival in March is going to be different, fun and, I think, one that will be a mental test as well as a framing challenge.

Terry Scidmore has details and some great ideas in her article on page five.

The board has decided to hold monthly board meetings on the first Tuesday of the month (at least through March). We need the extra meetings to plan and organize the Spring Education Festival. As always, members are encouraged and welcome to attend the board meetings.

The November meeting promises to be a great one. Brian Wolf will be holding class at Jayeness Moulding. You won't want to miss this one.

There is a new "Nightmare on Frame Street" article on page nine. There isn't a Featured Sponsor article this month, though I have been working on getting several submitted. Thanks to Helen Kane I have a very interesting article to put in it's place this month.

November 2002 Issue

What's Inside

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Our President's Pen

by Molly Boone, EPFG President

BOO! I can't believe October is gone! Like a ghost in the wind! Do you feel like 2002 has flown by (like a bat out of ...)? Sorry, sorry. I'm actually writing this the day before Halloween and am "in the mood".

As I was saying, time has flown by and my "to-do" list is nearly as long as it was six months ago. And the "to-do" list for the officers and board members of EPFG is becoming quite long in preparation for our 10th annual EPFG Education Festival. (Or as our friend John Ferens likes to call it - the Spring Fling!) We have much to do and a short time to do it. If you would like to pitch in and help out -- contact any of us on the board OR come to a board meeting. We've decided to meet monthly on the *first* Tuesday of the month so that we can get our "to-do" list done.

And because we're always trying to make it fresh and interesting and new for all of you, we're coming up with a few new twists for this year's "Spring Fling".

Did you notice that I said *10th* Annual Education Festival? That's right! This fun-filled, creativity-filled day has been happening once a year for TEN YEARS now. WOW! I've been lucky enough to attend this event for the past five years and I'll tell you, it's just getting better!

So, I want to wish you all a prosperous and not-too-crazy holiday season, now, while you still are able to comprehend my babbling, before the big rush begins. And, I want to invite you all to a fun and creative November Meeting at Jayeness Moulding in Seattle where Brian Wolf will show us how creative little "framer elves" can make lots and lots of money and have lots and lots of fun doing it.

(Didn't I ever tell you about my business partner in MI that I called my framer elf? I would go away at night and come back in the morning and there would be frames all built and ready to fit.)

Come join us! Enjoy the company of others (who are about to become buried in the holiday workload) like you, take a deep breath, maybe a slug of wine, have some food, learn some creative nuances to add to your framing repertoire, and maybe Santa will pull your name out of his hat and you will take home the Ever Green Jackpot!

See you all soon! Molly

Preview of our November Meeting **Quick and Easy Mat Decoration Tips**

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Did you notice? We have a new sponsor in the Newsletter! Max Moulding is our newest advertiser for the newsletter. Look for a Featured Sponsor article soon.

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The next meeting of the EPFG will be held at Jayness Moulding in Seattle. Brian Wolf will be the instructor for this meeting. Brian has provided the following teaser for the meeting.

Even though the busy time is upon us, we need to give our customers the best designs we can to bolster our reputations and maintain that average ticket price. However, this is not the time to sort through all the cutting and artistic ideas to see which ones work for you.

Come to this meeting to see a demonstration of a bunch of techniques. Between tips on puzzling machine problems, ink lines,

*There's bound to be something
you'll like that you can start
using the next day.*

Decorative paper ideas, painted work and specialty corners, there's bound to be something you'll like that you can start using the next day. Bring your questions and your design dilemmas, too. With a crowd of framers on hand and a ton of materials, we'll solve all your matting problems.

In the spirit of the season, there will be cheat sheets on all the techniques and goodies for the first 25 people.

As you can tell, this should be a great and informative meeting. As this is the last General Meeting the EPFG will have this year and we will be in the Holiday rush soon, why not take some time out to spend with your friends in the EPFG and maybe even make some new friends as well.

We hope to see you there.

Famous Quote

"It takes two to speak the truth - one to speak and another to hear."

Henry David Thoreau

at TEN tion!

The 10th annual EPFG Education Festival is coming March 23, 2003. In recognition of our 10th Anniversary, the theme for our framing competition will be ten.

TEN???????

TEN!!!!!!!!!!!!!!!

The TEN commandments, the TENTH president of the United States, a TEN sided frame, TEN cents, TEN lords a-leaping, a TEN opening mat, the TENTH element, a TEN gallon hat, TEN little indians, the TEN most wanted, #10 Downing Street, Bo Derek in "10", TEN minutes, PAC 10, a TEN layer mat, a TEN dollar gambling chip, TEN years after Alvin Lee LIVE!, A map of the TENTH state of the United States, the 10th Amendment, TEN postcards from scenic highway 10, Top TEN lists of anything, the TEN million dollar man, a TENTH

The theme for our Framing Competition will be TEN.

Anniversary, Apollo 10, the power of TEN, or maybe the perennial favorite, that great song "Only TEN Miles from Tucson"!

You supply the "TEN", apply your creative juices and craftsmanship, and turn out a show stopping number! Your entry can be TENDER or TENse, TENTative or TENacious, it can even be preTENTious and osTENTatious!

What it can't be is larger than 24 inches by 24 inches on the outside measurement of the frame. No shop labels on the back, please! (It's a competition piece, the judges can't know whose it is!)

Watch the upcoming newsletters for complete rules, entry forms and judging criteria!

by Terry Scidmore

Last March we had Nine entries in the framing competition. Why not put your skills to the test and enter next March. You have plenty of time to come up with a unique idea. Terry has given us a great start on ideas. Pick one of her ideas or come up with one of your own. The options are endless. Make it special and amaze us all! You're not tied to a certain print or item. This is going to be a great competition

The options are endless. Make it special and amaze us all!

for everyone. It will not only test the framer's skills, both mental and physical, but it will also give others new ideas to take home.

As the whole point of the EPFG is to support and promote framing, here is a great way to show your support for the organization by entering your Custom Framed idea using our theme of "TEN".

We will have reminders from time to time in the next few newsletters. Don't let another year slip by without your having something to enter in the framing competition.


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by Helen Kane, CPF

WE NEED YOUR HELP

The EPFG Librarian is trying to locate several items "missing" from the Library. Please take a minute, search your shop (and memory) to see if you have any of the following materials which are not accounted for, either in the Library or by a sign-out card. If you find any of these items, please contact me. I promise no overdue fees will apply!

Booklet; *Mat Cutting and Decoration*

By Vivian Kistler, Vol 2 of series

Booklet?; *Retail/Suppliers Industry Profile*, PPFA

Booklet?; *Creative Classic*, Larson-Juhl 1993

Showcase Winners, Larson-Juhl

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A GOOD IDEA

Here is an idea that I had and thought I would pass along to those members that order their moulding in length.

I, like most, usually end up with a few small scraps that I don't know what to do with. I have started to make small 4" x 4" mirrors. I use two sawtooth hangers on the back, one for hanging the mirror straight and the other to hang it diagonally. I find that a lot of people like these small mirrors and usually will buy several at one time and some will come back again and again to buy them as inexpensive gifts for friends and family.

The other idea that I had regarding these mirrors; often when I am going through the "scrap" pieces I will recall the frame job that the frame was used for. When it is a customer that has spent a decent amount of money on a frame job or are repeat customers in my store, I will make the mirror out of the scrap frame left over from their frame job. I then pack it up and mail it to the customer with a little note stating "I was cleaning my shop and came across some leftover moulding from your last visit and thought of you". This lets the customer know that I appreciate their business and it reminds them of my store. It often prompts the customer to come in within a couple of weeks with something else to frame, usually stating how much they appreciated the mirror and that it reminded them of this new piece they wanted to have framed.

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Fine Art Care and Treatment Standards Continued from Last Month
by Paul Knoop

Fourth, for those of us who peruse the PPFA On Line Exchange and/or the Picture Framers Grumble on the web, there has been considerable discussion recently which I would commend to your review for further background and information, both pro and con. It does need to be noted that there are certainly those framers who are not advocates of FACTS, and many of them have spoken up in the two forums mentioned here. I hope that our members would share their thoughts on this issue in future Newsletters, for without dialog, we do not have enough information to make a wise choice.

Fifth, where is PPFA in all of this? PPFA leadership has stated that they support FACTS in concept, and will work very closely with them for the good of the industry. Also, as you might expect, PPFA is neither staffed to nor in a position financially at this time to "take over" the operation, management and activities of FACTS. It is envisioned that at some point in the future, it would be a logical extension of the PPFA charter to assume control of FACTS, possible as a committee along with those currently a part of PPFA.

Lastly, and this is my considered opinion, I believe that the publications of FACTS have a definite place in the picture framing industry, and that each of us should understand that the ultimate purpose is to provide every framer with the tools he or she needs to properly handle and care for anything which a customer brings to us for framing. In the end, adherence to the precepts and standards of FACTS will make us better framers, help to preserve those things which are deserving of

preservation, educate the consumer about proper materials, methods and techniques and (hopefully) make our job easier. FACTS is devoted to providing framers the best, most current information on which an informed decision can be reached in any particular framing situation. I encourage you to find out for yourself what the issues are, what FACTS can and cannot do for you and then act accordingly. I would hope that the EPFG could continue to provide a forum to educate you on this important topic, as education of framers is our sole purpose.

FACTS had kindly provided me with a MS PowerPoint slide presentation with more information that I can share with you. If you have PowerPoint, and are interested in viewing these slides, contact me with your e-mail address. Paul Knoop CPF, pknoop@earthlink.net

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Nightmare on Frame Street

By Helen Kane, CPF

A young woman, whom I had never met before, walked into the store with a large limited edition print by an Alaskan artist. I admired it and she advised that she and her husband had been delighted to buy it directly from the artist at the wildlife and western show that had just ended in Seattle. She told me it was the last one he had and that they had felt very lucky to get it.

We proceeded to the design stage and were getting along fine, finding a great look for the art and chatting cheerfully. She was just completing her choices and the price was being figured - that's when the unthinkable occurred! I dropped a moulding sample directly onto the art - crash. Time stood still as my eyes opened wide and my teeth clenched at this catastrophe. I picked up the sample, breathing deeply and preparing optimistically, to be apologetic and shocked at my clumsy action but hoping wildly that there was no real

She was just completing her choices and the price was being figured - that's when the unthinkable occurred!

damage. No such luck. There was an obvious dent and scrape where the sample had hit. A long pause ensued as we both looked at the damage. I looked up at her and said "I can't believe I just did that". There were no doubt a few other words, but I don't remember them, I was overcome by what I had just done. The client was very upset, envisioning her "last print available" as irreplaceable and ever after damaged.

Of course I knew that the likelihood was very good that the print was still available from some gallery or some secondary market seller. I was shocked. I was sympathetic. I was apologetic. I was knowledgeable. I was helpful. I was responsible. I assured her that I would locate a pristine replacement print, *at whatever cost* and that she would have her art, in a beautiful frame. She was skeptical, but having no other great options she went home to await my call.

I checked the secondary market sources. This print had issued at \$450 and was now on the secondary market at \$900 to \$1200. What incredibly bad luck for me that this print had to be so popular. Then I reconsidered what the client had told me. The artist was self published and had been the seller. He had reported this as his last print. Maybe it wasn't true - a marketing ploy. Or maybe, despite being self-published, he was enough "in the know" that he maintained a stock of his

prints to replace art damaged in shipping or by clumsy framers (like the big publishers do).

My luck was changing now. I called him in Alaska. He remembered the client and I told him my sad story and asked about availability of a replacement. "No problem" he told me. These were sweet words indeed. I sent him the shipping and handling fees and he replaced the print for a minimal fee. I called the client immediately. She was relieved and happy - and so was I.

It could save you quite a bit to know that this type of replacement is a possibility.

I have needed print replacements four times (not always because I'm clumsy!). In three of the cases the cost was minimal. One of those three times the person I spoke to on the phone assured me that what I asked could not be done without paying retail. I wrote a letter and when the \$1200 print arrived the fee was \$50 plus shipping. Clearly it is important to present your case to the right person. Be nice, tell your sad story and present your credentials as a retailer who is eligible for this service. Policies and requirements vary and it is always possible that the available replacements have all been distributed or that there were not extras kept, but it could save you quite a bit to know that this type of replacement is a possibility.

Submit an Article

Much thanks to Helen for submitting this article for everyone's enlightenment. If you enjoyed this article, why not submit one of your own to be published in the newsletter. Every framer has had an interesting challenge to overcome. By submitting these articles we help others to learn from our "Nightmares" and, as in this case, we can learn ways to avoid costly mistakes.

Send your article to EPFG Newsletter Editor:

Bob Holcomb
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16118 NE 87th Street
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Or e-mail: exafixer@yahoo.com

HELPFUL HINTS

Have you ever had a customer come in with a larger photograph that has seen better days? You know the look, definitely rolled and unrolled too many times with lots of little creases. Well let me tell you a trick that I use. If the customer is interested in making the photo look its best and not worried about replacement, I send the photo to Colorplak and have it laminated and mounted onto matboard. The Lamination gives the photo a matte finish helping to hide a multitude of sins and the mounting flattens out all of those little creases. I tried this with a customer's photo that she had bought in Japan several years back. When I received it back from Colorplak, it looked like new! There was no evidence of all the years of bad care. It's very easy to incorporate into a frame job as the finished product is only matboard thick. This technique works for all types of paper artwork. Obviously you wouldn't want to try this with anything of value, but for those other items it's great!

by Bob Holcomb

Famous Quote

"Excellence is to do a common thing in an uncommon way."

Booker T. Washington



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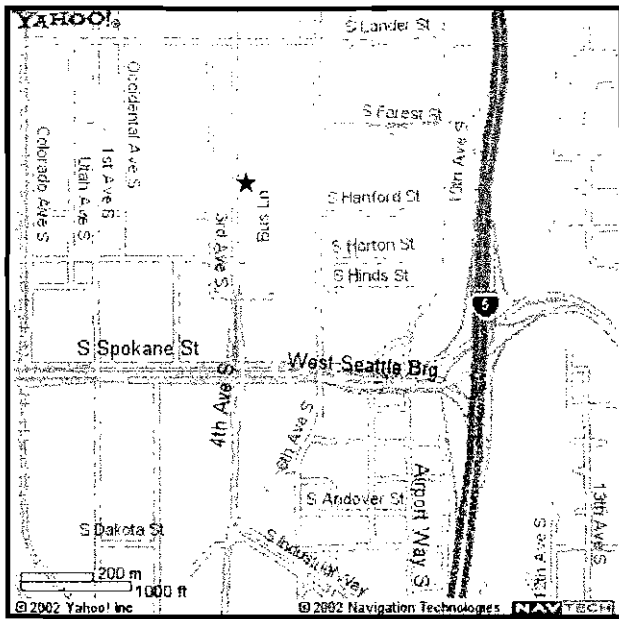


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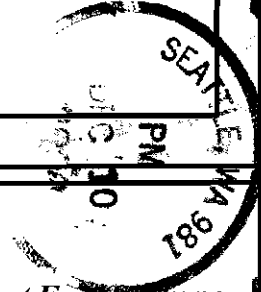
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2002	
NOVEMBER 12 General Meeting Jayeness Moulding	DECEMBER 3 Board Meeting Happy Holidays
JANUARY 14 2003 General Meeting	FEBRUARY 1 2003 Board Meeting
January's Board meeting will be on the 7th.	



November Meeting Place

Jayeness Moulding
2828 - 4th Ave. S.
Seattle, WA 98134
206-292-9664

Starts at 7:30 p.m.

Taking the I-5 Freeway

From North or South I-5 Take the Spokane Street Exit (Spokane Street Exit is South of I-90). Turn North on 4th Ave South go past the Fire Station and look for the Parker Paint and Taco Del Mar on the Right. Jayeness is Behind the Taco Del Mar.

If you can't find us call Molly's cell phone 206-941-0074.

Paul Knoop, CPF
1054 Berkeley Ave.
Fircrest, WA 98466



See page two for address changes.



ATTENTION: FRAME SHOP