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DECEMBER 2002

Free to EPFG Members
\$1.25 for nonmembers.

**Serving Washington
& Alaska**

Evergreen Picture Framer's Guild

*Next Board Meeting
Tuesday January 7th
Lake City Picture Framing*

*Next General Meeting
Tuesday January 14th
The Picture Show, Issaquah*

HAPPY HOLIDAYS GET READY FOR 2003

I hope you are all having a good Holiday Season! This is the time we all work very hard and hopefully end the month with a little extra in our coffers to help get us started for the next year. I hope this is true for each of you.

This year has certainly been one for the records. Up and down and all around. I am somewhat new to the framing industry and I would like to have a "normal" year for once. Just what normal is I'm not sure but maybe a little more consistency. Maybe there is no such thing.

Anyway, on to the matters at hand.

The meeting at Jayeness was quite a success. Brian Wolf gave a wonderful demonstration on mat decorating techniques. The meeting was well attended even though the weather was not so pleasant. John Ferens of FerenSoft was happy he made the effort to attend the meeting. John was the lucky person

present who's name was drawn so he won the **Ever Green Jackpot**. Congratulations John! John won \$75 as our first winner in the new Jackpot drawings held at the General Meetings. The Jackpot grows by \$25 each meeting until someone wins (*you have to be present at the meeting when your name is drawn*). Our next General Meeting is in January on the 14th. Why not make plans now to attend. Who knows, your name might be drawn next!

Inside you will find the Class Schedule for the upcoming Spring Education Festival in March. Check out the classes. The board hopes you will find this year's classes especially interesting and informative. Thanks to the people who have offered to teach at these classes. We couldn't do this without their support! Pick out your classes of choice and get registered so you won't miss out! Classes have limited seating.

December 2002 Issue

What's Inside

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Digital Artwork is preferred.
Submit via e-mail or on disk.

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Page 2	Contact Info. & Officers
Page 3	President's Letter
Page 4	November Meeting Article
Page 5	November Meeting continued
Page 6	Education Festival Class Line-up
Page 7	A Sad Note
Page 8	Sponsors
Page 9	Featured Sponsor
Page 10	at TEN tion (part II)
Page 11	Classified Ads
Page 12	Calendar of Events & Map



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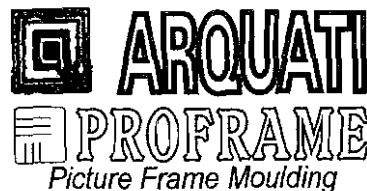
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Our President's Pen

by Molly Boone, EPFG President

That busy holiday season (that I sometimes feel like I'm still recovering from in September) is again upon us!! Take a deep breath -- that's right -- and smile -- that's right -- and wish everyone (even that woman that come in Sunday and insists her pictures be done by Thursday) good will and Happy Holidays!!

More importantly, when you get home -- kiss your husband/wife/significant other -- that's right -- hug the kids/pet -- that's right -- and remember, the reason why we're in this business -- IT'S FUN!

We love this business *because* of the excited, expectant, exasperating customers! We love this business because of the exciting, exceptional, exhausting projects! We love this business because it is a true joy to open our doors in the morning, and expect the unexpected and actually get to complete works of art in all shapes, sizes, and levels of inspiration. On occasion we work on what we may consider to be ordinary and mundane, but if we think about what we're framing and why we're framing it (the other half of the story) we may recall, yet again, why we're in this business.

I want to wish all of you a happy, exceptional, memory-making, and memory filled Holiday Season.

I intend to appreciate my customers, my co-workers, my friends and my family a little bit more than usual this year. My customers, because they are loyal and the true lifeblood of my business; my co-workers, because they support what I do and strive to keep me sane at work; my friends (which are sometimes my co-workers, too) because they make me happy and remind me that I love my work, and mostly my family, because they have put up with all of these crazy, exhausting, exasperating holidays every year and still claim me as theirs when the holidays are over and still love me even if I do forget that "no one dies if their frame order doesn't get done!" And I love them, too!

And I love all of you, too. It's been an exciting 2002 with all of you. I hope you can put up with me for a while longer. I only have fifteen months left of this --any volunteers? It really has been an exceptional year. Thank you all for all of your support.

Now, let's keep it up! We have lot's of work to do for our 10th annual EPFG Education al Festival. We have lots to do before, during and after. Give us a call or stop in at a board meeting (first Tues. of the month at Lake City Picture Framing). It's time to give the past officers a rest, but unfortunately for them, they're the only ones that have offered their services. I would like to invite you all to "buddy up" with one of these awesome people and learn what it is they have "perfected" in the last few years. They have worked out all the kinks for us and just need someone to show it to. I'm sorry, but I will not do it all! I need some helpers!! You can come and learn from the "masters" and learn what it takes to run this organization. Use them as mentors. They will be happy to share their wisdom with you. It's time, also for you to share with us. Your experience, your knowledge, your expertise. All of you have gifts to offer. I like gifts! Bring 'em on! Especially those of caring for our industry and the people in it. We, the framers of the Pacific Northwest, will continue to lead...the industry as a whole and the framers in the area.

OK, OK, OK I'm done! I love you all and wish you a great holiday season - and if you can't have that, then a great after holiday season!

Molly

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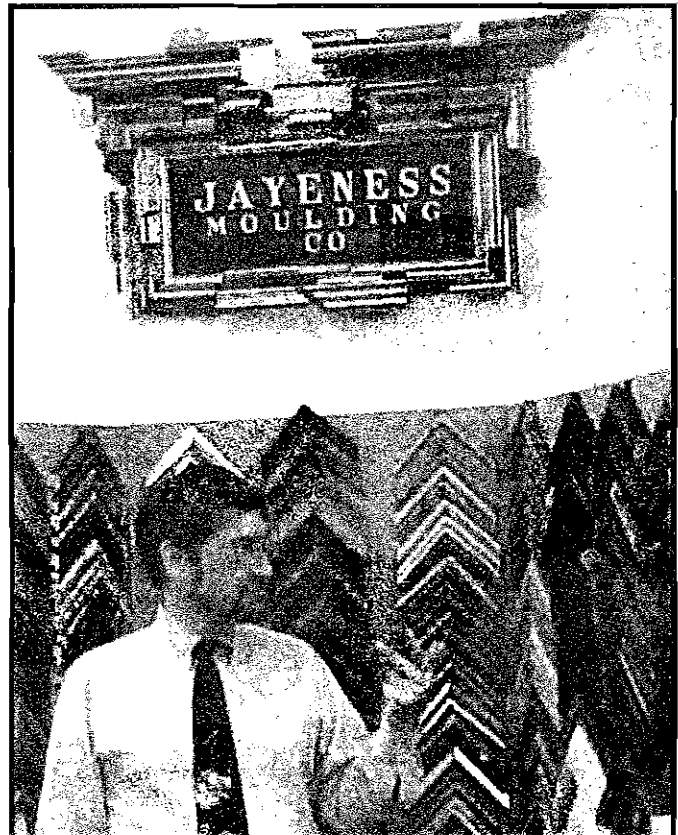
Our November Meeting **Quick and Easy Mat Decoration Tips**

Written by Terry Scidmore

“And thus the gauntlet was thrown,” explained Brian Wolf as he twirled a piece of red matboard on which were drymounted three photos and a label. A receptionist at Wizard, where Brian consults, had asked him to do something special for the photos. Brian quickly set to work on cutting out the photos so that each had a bevel around the edges, declaring that he would do anything to avoid cutting multiple “aperture” mats. The photos were mounted to the face of the matboard, so that when the photos fell out of the cuts, there was a tiny red line around each photo, then the white of the bevel.

Outside Jayeness, thunder boomed as a storm roared through. Inside, sharp blades flashed, tape flew, matboards skittered in and out of the matcutter, and ruling pens ruled. Careening off from the photos (we’ll get back to those), he asked for a poster a framer had brought and covered the basics of design - allowing neutral breathing space on the outside, keeping brighter, more detailed elements smaller and closer to the picture. He emphasized that “effect” was more important than “effort”. Many framers, he explained, spent more time making a job harder than it had to be. Brian encouraged us to focus on creating design that are unique, quickly accomplished, and add punch to the presentation. Following the basics of design, Brian illustrated how to do an open v-groove,

with decorative paper peeking out of the opening. He cut in an inlaid panel, then followed with directions for cutting decorative diamonds and squares. Without a pause, he launched into a discussion of the use of pastels, acrylic paints, and ruling pen inks for mat decoration. Brian is a firm believer in using quality materials and conservation glass, noting that these



November’s Instructor
Brian Wolf

products add not only to the bottom line, but make the product truly custom and unique, which adds to the total “effect”. The photos popped back onto the table, and Brian returned to his original task - to create something that would knock the socks off of the receptionist.

He cut beveled panels of matboards to go behind the photos, slightly larger than the photo

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November Meeting *continued*

itself. Next he mounted the photos to the panels, digressing to discuss the merits of Elmer's Glue applied in small dots on the back of the re-mounted photos. Fishing through the pile of matboard scrap he had been creating all evening, he pulled out two small purple diamonds and glued them onto the label under the baby's photo as accents. The photos mounted onto the matboard panels were then mounted onto a slightly darker board as the background, creating the look of a multiple opening mat, but with dimension. Throughout the process, Brian emphasized that it is important to be creative in a smart way, designing the best presentation for our customers while bolstering our reputations and our bottom line. Brian next

Each person received a goodie bag and a slew of handouts.

covered cutting angled corner combinations, setting stops, cutting six and eight ply boards and how to eliminate the nick from removing the blade from the board at the end of each cut. Each person received a goodie bag filled with tape, powder, paint and ink, and a slew of handouts on the subjects Brian covered to assist us in being creative.

In spite of the weather, everyone had a great time and went home well fed and inspired.

Don't miss Brian Wolf at our Education Festival March 23, 2003



Some of the attendees at the November Meeting at Jayeness Moulding in Seattle

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by Helen Kane, CPF

10th Annual Spring Education Festival - March 23, 2003

8-8:30 a.m.

Registration & Framing Competition Turn-In

*Morning
Classes*

8:30 to
11:30 a.m.

<i>Morning Class #1</i>	<i>Morning Class #2</i>	<i>Morning Class #3</i>
Basic/Intermediate Level Framing Seminar Object Boxes Grant Smith, CPF Canadian Picture Framers School	Advanced Level Mini-Class faux Etching on Glass This class 8:30 to 10:00 a.m. Kiyoshi Toda, CPF Accent on Framing	Advanced Level Framing Seminar Mat Decoration Panels (Hands On) Brian Wolf, CPF Wizard Int'l
	Intermediate Level Mini-Class Computer Virus & E-mail Tips This class 10:00 to 11:30 a.m. John Ferens, CPF FerenSoft	

11:30 a.m. to
1:30 p.m.

Luncheon & Awards Sponsor Recognition

*Afternoon
Classes*

1:30 to
4:30 p.m.

<i>Afternoon Class #1</i>	<i>Afternoon Class #2</i>	<i>Afternoon Class #3</i>
Basic/Intermediate Framing Seminar Framing From Start to Finish a Refresher Grant Smith, CPF Canadian Picture Framers School	Basic Level Mini-Class Rice Paper & Wheat Paste Hinging This class 1:30 to 3:00 p.m. Paul Knoop, CPF	Advanced Level Framing Seminar Hand Carved Mat Decoration (Hands On) Brian Wolf, CPF Wizard Int'l
	Intermediate Level Mini-Class Stacked Frames This class 3:00 to 4:30 p.m. Ray Miles Nielsen/Bainbridge	

4:30 to 6 p.m.

Social Hour

Drinks and Hors D'oeuvres provided for registered participants in the Atrium

Limited Seating is available in all classes. Sign up early to ensure you can attend your morning and evening class of choice. Call (206) 363-2100 or (253) 565-7359 to register and watch for details in the Jan. and Feb. Newsletters.

A SAD NOTE

It is with sad hearts that we would like to note the passing of Paul Miller, CPF in early November and of Kitty Ross' husband in October. Paul was a long time member of the EPFG and served many years on the board. Kitty is a current board member and serves as our liaison with the Cascade Picture Framers' Guild in Oregon. We extend our condolences to the families of our members and we share in their loss.

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Or contact: Alan Yoder, EPFG Secretary (206) 363-2100 or e-mail rakeena@aol.com

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Jayeness was started in 1969 by a man named Steve Guy. Steve was an employee of Victor Moulding when Victor had a warehouse in Renton Washington. The economy turned bad in 1969 forcing Victor to close the Renton location. (Remember the billboard saying "The last one leaving Seattle turn out the lights".)

*Remember the billboard saying
"Will the last one leaving Seattle
Turn out the Lights"*

Anyway, with Victor leaving, Steve saw an opportunity. He was living in a three story house on Holly Street. He remodeled the upstairs for full living, then turned the downstairs into Jayeness. The main floor contained mats, supplies and some moulding, plus the order desk. The basement is where the cutting and production was done. Moulding was passed through basement windows and stored in rafters or any nook and cranny they could find. Ceilings were low down there so besides the many headaches of normal production the occasional head bump on a rafter or pipe kept the day a challenge.

*Moulding was passed through
basement windows and stored in
rafters or any nook or cranny.*

From there a move to a real warehouse in the Rainier Valley happened, 6500 square feet of wide open space, WOW! Steve, his wife Carol and his Father were the only employees until they hired Don hopper Steve's nephew. With business growing in 1977, they hired Randall Haupt, Don's friend and neighbor, then Debbie Hopper, Steve's niece, Don's sister and Randall's childhood neighbor. Are you seeing a development here? Yes a family business is growing, well almost all family.

In 1989 Randall, Don and Debbie entered into a purchase agreement with Steve. The three bought the business and it was good.

In 1990 another move to a larger location and its current address. In 1993 Randall and Don bought Debbie out of her share of the business. An expansion move to Spokane Washington with Don running that facility happened in 1993.

In 1995 Randall bought Don's interests out and became sole owner.

Currently Jayeness has 21 employees, two

locations, over 24,000 square feet of warehouse space and Randall's son Mitch and Daughter Rebecca are involved in the business. Other key people with years of service are Cindy Miller, Don and Debbie's sister, who has been with Jayeness for over 15 years, Mark Smith three years, Dave Boehm, two years, and the rest of the Seattle crew, Renel, Stacy, Jack, Vlad, Trent, Aaron, Justin, Emil... The Spokane line us is key, Sandy six years, Chris, four years, Shelby, three years, Greg, four years, Laura, one year, Curtis, one year and Dammon, one year.

So what does all this mean? To me it means a local company that is committed to its local frame shops to develop strong business relations. A business not

*A local company that is committed to
it's local frame shops!*

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Thanks for your business, and your attention.

Randall Haupt President

*Jayeness Moulding hosted the EPFG meeting in
November. Out thanks goes out to Randall and his
employees for welcoming us into their business.*

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- 10) Business is ho-hum. Rather than hock that 10 Carat diamond ring, why not design a multi-faceted framing that illuminates its brilliance and wins the accolades of your peers.
- 9) You have the Pearl Jam "10" album, which you know will sell for a lot more on E-bay if it is framed in an award winning presentation.
- 8) You have a TEn dency to save everything, and you can get rid of some of it by incorporating it into your entry.
- 7) The Tentacles from your pet octopus have left a creative and interesting pattern on a lite of glass in your shop, and you think that you can incorporate it into a piece that will get you TEn ure in the EPFG.
- 6) Entering a competition piece and attending the festival gives you a chance to air out your new TEn t on the lawn of the Embassy Suites at the same time, fulfilling your motto "work smart, play smart". You of course, plan to get to the Embassy Suites on your TEn speed!
- 5) Your relationship with your significant other is TEn uous at the moment. Your entry that incorporates TEn years of bliss with your honey could put the sparkle back in their eyes and the TEn derness back in their touch.
- 4) You need something new on your sample wall - something that really reaches out and grabs people. Your favorite niece has just discovered her TEn fingers and TEn toes, and her big brother has just learned how to "hang TEn". Your creation is a loving tribute to their digits.
- 3) The pork TEn derloin Association of America has approached you about designing a unique framing presentation for their product line, a job which could increase your income TEn fold! Why not test market your presentation at the TEn th Annual EPFG Framing Competition!
- 2) Your favorite customer has plopped down on your design counter a TEn sare, something that you will have to research before you can come up with an appropriate framing. You have a notion, however, that it has something to do with a TEn -spot, or maybe TEn -strikes. Something like that... Needless to say, this puzzler would be



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a good subject matter for the framing competition.

1) The competition will be open to the public in the afternoon and your entry will get you 10² Plus 20 extra minutes (10 x 2), or 10 x 10, base 11, PLUS 1 extra minute of ABSOLUTELY FREE PROMOTION DURING THIS TIME! Such a deal!

By Terry Scidmore

Famous Quote

"The Price of Greatness is Responsibility."

Winston Churchill

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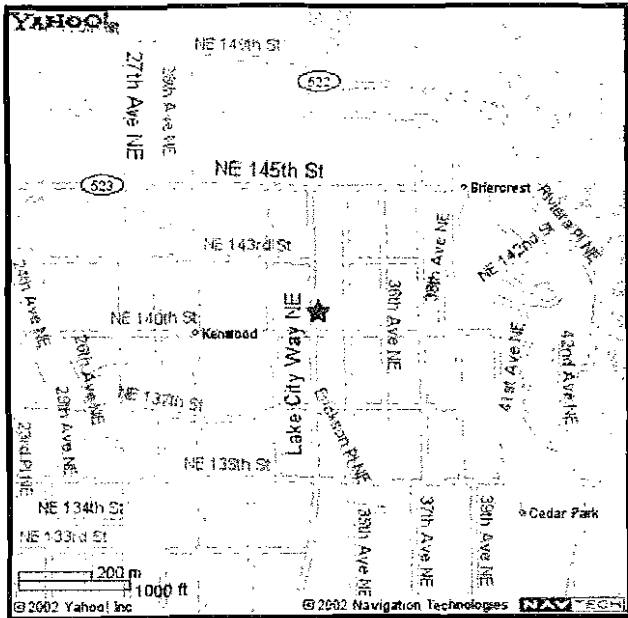
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2003



JANUARY 7 Board Meeting Lake City Picture Framing	JANUARY 14 General Meeting The Picture Show Issaquah
FEBRUARY 4 Board Meeting Lake City Picture Framing	MARCH 23 EPFG 10th Education Festival

January Meeting Places
Board Meeting Jan 7th
Lake City Picture Framing
14028 Lake City Way NE
Seattle, WA 98125
206-363-2100 starts at 7:00

General Meeting Jan 14th
The Picture Show Issaquah

Directions to Lake City Picture Framing
Taking the I-5 Freeway
Going South on I-5 take the NE 145th St./WA-523/5th Ave. NE exit, EXIT # 175. Make a Left on 145th St. And then a Right onto Lake City Way NE. Go about two-tenths of a mile.
Going North on I-5 take the WA-522 Exit towards Lake City Way/Bothell, EXIT # 171. Continue on Lake City Way for 3.7 miles.
Lake City Picture Framing is on the East Side of the Street.

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



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See page two for address changes.

ATTENTION: FRAME SHOP