



EPFG

**JUNE 2003**

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## *Evergreen Picture Framer's Guild*

*July 8th General Meeting  
William Bounds Gallery  
Burlington, WA*

### SUMMERTIME AND THE LIVING IS EASY

Hope you are all having a great summer so far.

The cool meeting for July will be at the beautiful William Bounds Gallery in Burlington. If you haven't been to their gallery, you should join us! It's always a pleasure to see how other framers have their stores arranged and see what samples they are displaying etc. I love to check out the layout of the stores and the work areas. There are lots of useful ideas to be found. As an added bonus this time, you can also meet and welcome the new EPFG Treasurer, June Bounds, CPF. Not to mention, Bill and June always put out a very nice spread of food for the meeting as well. They are becoming quite well known for it, and we appreciate the effort they always put forth for all of us.

The PFM Seminar sponsored by Larson-Juhl has now come and gone. There will be an article in next month's newsletter.

There is a great article about sharing your time, found on pages six and seven. The article was previously in *The Art of Business Magazine*. Thanks to Molly Boone, CPF for getting permission to print it for our members. If you read an interesting article that you think should be shared with other members of our guild, please forward the information to the newsletter editor (contact information is found on page two).



*June 2003 Issue*

CONTACT INFORMATION

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*Newsletter  
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*What's Inside*

Page 2	Contact Info. & Officers
Page 3	President's Letter
Page 4	Museum of Glass
Page 5	Museum of Glass continued
Page 6	Such a Strange World
Page 7	Strange World continued
Page 8	More Strange World
Page 9	Bit of Fun, and NEW! Aprons
Page 10	Helpful Hints
Page 11	Classified Ads
Page 12	Calendar of Events & Map

**There are opportunities available for Members to host a meeting. The November and January meeting places are still open. If you would like to host a meeting, contact any of the Officers or Board members. The Guild offers \$100 to offset the cost of hosting a meeting.**




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## Our President's Pen

by Molly Boone, EPFG President

Hi everyone!

It's almost summer! The days are longer and warmer and I want to be anywhere but at work! Sound familiar to any of you?

How do you get your head back into the frame shop when the sun is shining, the birds are singing and everything is beckoning you to the great outdoors?

Well, usually what I do is this: I become so unproductive for a few days that everything begins to pile up. So now that the weather's *really* nice, I can't afford to leave early. **Not** a very good solution!

Today, when I'm *almost* under the gun, Murphy came to visit (or should I say Freddie). The first project I started just didn't "look" right. I had chosen a mat that was supposed to match the paper that the artwork was printed on. With a corner sample, "Natural White" looked very close--not too much yellow--just a touch of gray. On a 5" wide mat of a 45x36 it was way too gray--almost green. I knew the customer wouldn't like it. So I called. They came in to see it. Man liked. Woman didn't. Took samples home to check against the wall color. Will call tomorrow. Probably have to buy a new 40x60 mat. Could be worse.

WORSE: The next project I worked on had a triple mat. Suede top and two alphas. Middle mat is 1/8" wide, reverse bevel. So, I decide to use the magic of the "Wizard". Multiple Opening so I can use the Mixed Opening setting. That way I can program all the layers in with the reverse bevel in the middle. (Can't do that on 'Single Opening'--I don't think.) Plug in all my dimensions--cut three mats--lay mats down on artwork getting ready to pat myself on the back for a great design and flawless execution. *The sides are wider than the top and bottom!* "What was wrong with my Wizard?!!" *It didn't cut the mat the way I wanted! What did it do?!!* Nothing but what I told it to...I'm so used to doing single windows in the 'Single Opening' program with the width of the borders showing, that I didn't double and triple check my window size--that I typed in--and it cut the mat exactly as I programmed it--1/2" too narrow!!

Okay, I can fix this...I always leave a little room to maneuver...recut all the mats--widen width by 1/2" + 1/8" and height by 1/8" and if I'm lucky, none of the overcuts will show on the bevel. Worth a try anyway. Recut bottom mat...*what's wrong?* Way too far over and up and no difference on one side and the bottom. \*!#!%#.#. Forgot to center the opening. (Also automatic in "Single Opening"). *Well at least it's only the bottom mat--let's see if I can save the top two* (I feel my profits for the day flying out the window). Middle mat cuts perfectly. Now the Suede...the mat bowed as the cutter went across the top and made a lousy looking cut. Guess I'll be ordering two more mats for this job tomorrow.

So my goal this night is to go to bed with good thoughts, snuggle up to my hubby, Rocky, and have a restful night's sleep and try and have a better tomorrow.

After all, that's all we can do when things don't go so well...try again tomorrow--with a positive attitude and a smile and the complete intention of having a **great** day.

Have a great day!

Your President, Molly

P. S. The Museum of Glass...is fabulous! Thank you, Vickie Hart, CPF, for showing us around! I highly recommend it. The Hot Shop is amazing! And it's free every third Thursday evening of the month. Take the kids! They'll love it! I'm going to!

See you all at William Bounds Gallery in Burlington in July!

## *Museum of Glass*

By John Ferens, CPF

### A JAZZY MUSEUM NIGHT OUT.

The answer is Miles Davis. The question comes later. About 18 members attended the extraordinary May 15th meeting of the EPFG. The meeting was beyond ordinary for two reasons: it was held on a Thursday, and at the *Museum of Glass* in Tacoma, WA ([www.museumofglass.org](http://www.museumofglass.org)).

**None of us were prepared for the beauty we saw!**

Several of us started the evening with a little something in the *Prizm café*, highly recommended, supported by live jazz music from a group in the main entrance hall. Then we went on a walking tour of the outside art works, accompanied by our very own Vickie Hart, CPF (*The Frame Makers*, Tacoma) who is also a superb docent at the *Museum of Glass*. A big thank you Vickie! We finished this early portion of our visit with a daylight visit to the grand Chihuly Bridge of Glass. None of us were prepared for the beauty we saw!

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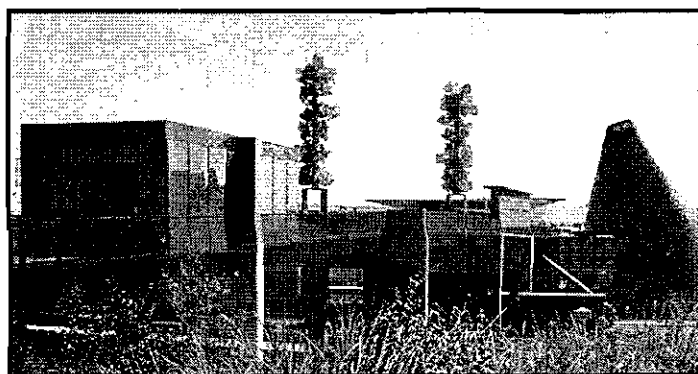
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Next we joined the other members for a trip into the Hot Shop. With its circular design, packed galleries and multiple thousand degree furnaces, allusions to Dante came to mind. Instead, here we watched talented artists pull glass from the inferno and infuse their very souls into the glass right before our eyes. The whole while, the Hot Shop master-of-ceremonies mixed in a live a/v overlay track which described all details, answered any questions, fed us factoids about glass, and gave away a glass art prize by testing our knowledge of jazz music. It is easy to see why this part of the museum is so popular!



Some of the group that took time out for the Museum of Glass Meeting

*The July 8th meeting is at  
William Bounds Gallery in Burlington.  
Make your plans now to attend!*



A view of the Chihuly  
Bridge of Glass

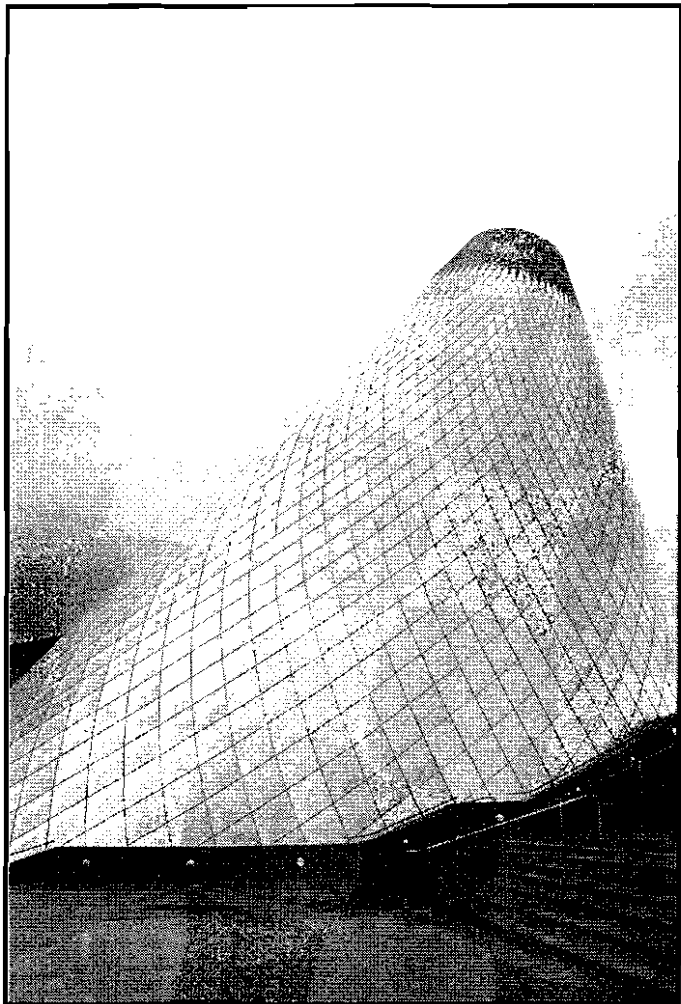
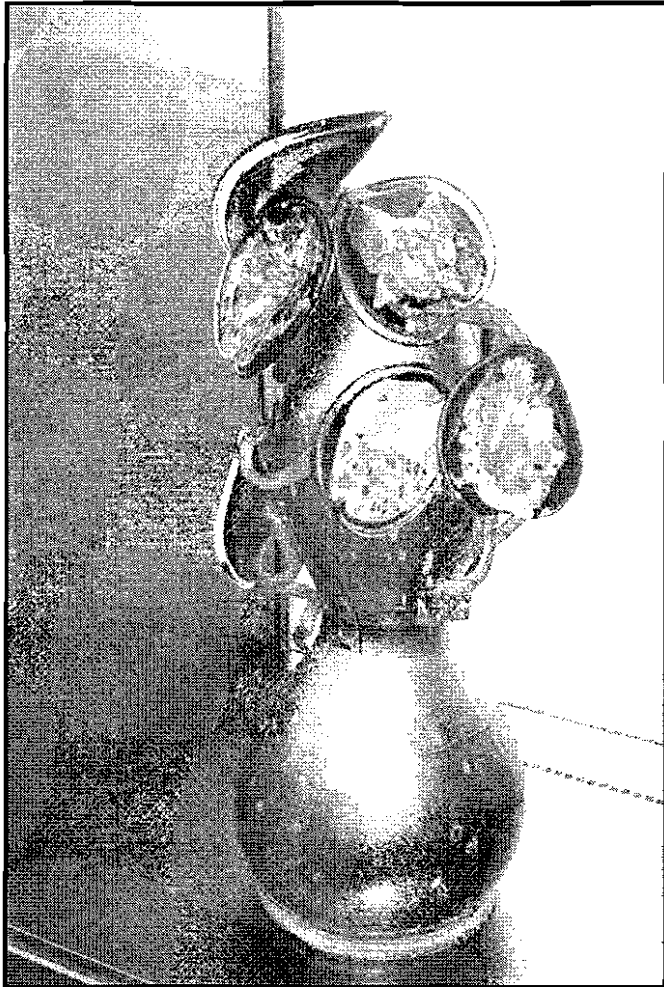
Next we were lead by Vickie Hart on a great tour of the museum's display space. We both learned about and directly experienced the work of two masters in "Glass Eats Light: Innovations in Glass by Bertil Vallien," and "Big Ideas: The Maquettes of Robert Arneson".

Beautiful, reflective and provocative as these two simultaneous special exhibits were, the museum's permanent collection held its own. Especially captivating was a remarkable work in a small darkened theatre that can best be described as a

3-D continuous-loop movie. It completely enthralled many EPFG members. One woman (not of our group) told everyone near her it was "the most absolutely amazing thing I have ever seen!". This comment alone should be enough to earn the *Museum of Glass* the coveted "worth the trip" designation in the Michelin Guide.

**"The most absolutely amazing thing I have ever seen!"**

The eight o'clock closing time came too quickly, and found the jazz ensemble packing up, the lunar eclipse nearing its 8:13 p.m. maximum phase, and our group heading off to experience the Chihuly Bridge of Glass on a chilly evening at dusk. The question is; What famous musician crystalized and framed the 50's, 60's and 70's by releasing three radically different albums in 1949, 1959, and 1969?

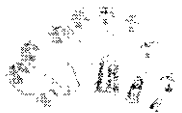


A view of the Hot Shop Cone

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## Such a Strange World

by Robert Sher, MBA

as printed in The Art of Business Magazine

There is a strange truth that only a few seem to really know and embrace. By giving you can gain in so many ways. I do believe this is generally true in the universe. But I want to focus on the New York Decor Expo, where I was in no less than four gatherings with our industry leaders. These people are leaders because they took time away from their own businesses--large and small--to contribute to their community--the art and framing industry.

*By giving, you can gain in so many ways.*

It was three years ago when John Chester of Wild Apple - my competitor (and now my friend as well) invited me and many others to a meeting to talk about our industry and the formation of the Art Publishers Association. From that start, he led me into the world of giving back to our industry, and I cannot thank him enough.

And as I go to meetings, I see others get involved and watch them reap the benefits. All of the industry organizations are hungry for active participation. The underlying benefit is networking with powerful people and companies in your industry who will begin to know who you are, will respect your contribution and capabilities, and will want to work with you on some level when an opportunity presents itself.

But it takes some faith. At first, it is never clear how it could increase sales or profits. And the urgency of day to day business will seem more important. But if you contribute consistently, and with the same discipline and acumen you apply to your own business or job (albeit with less hours per week), the benefits will come back to you.

All it takes is:

1) Showing up at some meetings. Sometimes they are boring, but you're being seen and heard by others in the industry.

2) Speaking at the meeting, even if just once or twice. People really notice you when you speak, and they appreciate any contribution.

3) Spending as little as an hour every two weeks - helping in some way. Writing, calling someone, getting on a committee.

Ask yourself what person, or what group, or what committee has some potential of helping you? Who would it be wise to get to know? After all, who you know can mean everything in life, and what better way to get to know the people that can open doors for you - than by working shoulder to shoulder with them to help others? Now this is starting to sound selfish, but the reality is that we live in a busy world, and nearly no one today is so successful that they have the luxury of time. Yet if we can help our industry while at the very same time we can help our own company or our own career, we can afford to donate more time to the cause.

*No one today is so successful that they have the luxury of time.*

Some of the personal benefits I've observed for myself and others are:

**\*The self gratification of helping others - it just feels good.**

**\*The accolades and respect of peers and leaders in the industry.**

**\*Confidence building for staff and new managers.**

**\*Leadership skill building.**

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**A Strange World** *Continued*

- \* New customers.
- \* New business partners.
- \* Opportunities to buy and sell businesses.
- \* Making new friends.

Of course, getting involved with your hand out never works - it always takes time - as in months or years, and the genuine desire to contribute is a pre-requisite. And while helping charities in your own home town or any other non-industry related cause also does return great benefits, your industry is the closest community to your livelihood - so the translation to dollars is generally faster. And I do hope, that the more material success you have encourages you to contribute still more - in a never ending cycle of giving and receiving.

**Your industry is the closest community to your livelihood.**

This is especially true of leaders who have already "done their time". We all deserve a rest from service, yet new people are always coming into the industry, and new opportunities will arise - and those new people with new opportunities may not even know who the old leaders are, and if they do, they may be afraid to make the approach. Why not give away the benefits of personal involvement to the next generation of entrants into our industry?

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 Or contact: Hope Reimer, EPFG Secretary (360) 629-0156 or e-mail [reimer@camano.net](mailto:reimer@camano.net)

**A Strange World** *Continued*

Now I *should* make the point that you *should* help your industry because you just *should*, and because it's the right thing to do. And if that alone makes you get involved, my hat's off to you. But if not, think about this strange truth in this strange world - the more you give away, the more you'll receive. Then pick up the phone and get involved.

*Robert Sher is President of Bentley Publishing Group, and President of the Art Publishers Association and Art Copyright Coalition, and is Chairman of the Art and Frame Council. He has taught entrepreneurship to executive MBA students for many years. He may be reached at robert@bentleypublishinggroup.com.*

**Famous Quote**

*A work of art is a corner of creation as seen through a temperament.*

EMILE ZOLA

**USEFUL INFORMATION****A PLACE TO FIND HELP**

Did you know that the PPFA Help line is now available to all members of the art and framing community? To ask for technical guidance or assistance with a special problem, you may wish to contact Diane Day, CPF via e-mail at [helpline@ppfa.com](mailto:helpline@ppfa.com) or by phone at (888) 542-4844. She has resources available to her that are beyond the scope of our local organization. Give her a try the next time you are stumped.

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**A BIT OF FUN**

The answers are found on the next page. Don't look until you've really thought about the questions.

- 1) There's one "sport" in which neither the spectators nor the participants know the score or the leader until the contest ends. What is it?
- 2) What famous North American landmark is constantly moving backward?
- 3) Only three words in standard English begin with the letters "dw". They are all common. Name two of them.
- 4) It's the only vegetable that is never sold frozen, canned, processed, cooked or in any other form but fresh. What is it?

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**Famous Quote**

*Artistic creation springs from the formative impulse and the craving for emotional expression... The aim of art is to represent not the outward appearance of things, but their inward significance; for this, and not the external mannerism and detail, is the true reality.*



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## HELPFUL HINTS

Here's a hint for those of you who like to do fabric mats. You know the ones that have a tendency to hold onto all kinds of lint and other material that seems to multiply and come out of nowhere.

Just before I clean the glass and I have the framing package finished and ready to be fitted, I take a strip of low tack tape and use it to pick up these stray bits of lint etc. I use tape that is about two inches wide. This make the job go faster.

Be extra careful not to lay the tape on top of a fillet or other sensitive material, as you can sometimes lift off some of the finish, which would mean more work for you.

This technique also is useful for those times that you get something like glue or nail hole filler on the fabric. Sometimes it takes a stronger tape for these situations, but you will be amazed what can be fixed this way.

### Bit of Fun ANSWERS

- 1) **Boxing**
- 2) **Niagara Falls. The rim is worn down about two and a half feet each year because of the millions of gallons of water that rush over it every minute.**
- 3) **Dwarf, dwell and dwindle.**
- 4) **Lettuce**

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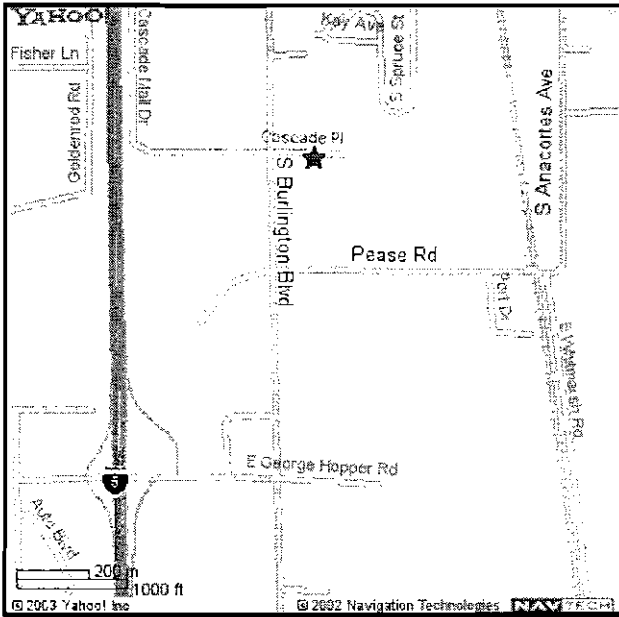
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<b>2003</b>	
<b>JULY 8</b> General Meeting William Bounds Gallery Burlington	<b>AUGUST 5</b> Board Meeting
<b>SEPTEMBER 9</b> General Meeting Off Set Corner Snohomish	<b>OCTOBER 7</b> Board Meeting

<p><b>July 8</b> <b>William Bounds Gallery</b> 160 Cascade Place, Suite 103 Burlington, WA 98233 360-404-2002 william@williambounds.com Starts at 7:30 p.m.</p>	<p><b>Directions to William Bounds Gallery</b></p> <p><i>From Seattle on the I-5 take the George Hopper Road Exit. Make a Right (E) onto George Hopper Road. Go to South Burlington Blvd. And make a Left. Go to Cascade Place (By Schuck's Auto) and make a right. William Bounds Gallery is on the right.</i></p>
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See page two for address changes.

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