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OCTOBER 2003

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Evergreen Picture Framer's Guild

*October 28th General Meeting
Diana International
Tukwila, WA*

SCORE A HELPFUL RESOURCE

It's fall already! How did that happen. I must have missed a bulletin or something. Halloween will be here before we know it. I hope you are planning to attend the meeting this month. The date is the 28th. We will be meeting at *Diana International*. This will be the first time we have had a meeting at *Diana*. Come join us and see their facility and what *Diana* has to offer your business.

Also at the meeting, we will learn something about marketing. A representative from a non-profit organization called SCORE will be presenting our meeting topic. SCORE is made up of volunteers. The people at SCORE have experience to offer small businesses on subjects that we all need help with. Read the article inside for more information about the meeting and it's topic for discussion.

Inside this issue you will find an article explaining the charts for Terry Scidmore's article on Conservation Glass. This article should help you to understand the charts and how they work.

We have a Featured Sponsor article in this issue as well. It's been a while since we've had one. Read it and learn a little more about one of our sponsors.

We had the drawing for the Evergreen Jackpot at the meeting in September. The person who's name was drawn from *Pro Lam* wasn't present so the jackpot will be \$125 for the October meeting. Could you use \$125? I bet you could. I sure wouldn't mind having my name drawn. You have to be present to win. So come join us at the meeting and we'll have a great evening together, and perhaps you'll go home \$125 richer to boot!

October 2003 Issue

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BE A STAR

There are opportunities available for Members to host a meeting. 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!

Boy have I been busy since last time we talked. I, unfortunately, missed you all at the last meeting in September at *The Offset Corner* in Snohomish. I heard that it was great though. I heard there was a discussion about incorporating your business and quite a few "Nightmare on Frame Street" stories. I'm sorry I missed it! Really! Actually, my hubby, Rocky and I went away for a few days to celebrate our anniversary and *I*, of course, as soon as I stopped to relax, came down with the KILLER FLU!! So I really do wish that I *hadn't* taken time off for a little "R & R". How is it that whenever we stop for a minute our bodies say "*What? We Stopped? We can break down now!*" I never seem to get any real time off! Wah wah wah!! Oh well!

On to the next part of my busy month...Rocky and I started house hunting. On the first day out with our Realtor we fell in love with the second house we saw. So, now, three weeks later, we're closing! It happened so fast! I've been watching my friends house-hunt and they took months! We didn't expect to find something so soon. It's not perfect, but who can afford perfect in Seattle? Not us! But it *is* big and it has three bathrooms! HALLELUJAH! I've been living with three boys, one man and **one** bathroom for six years. Enough! I say!

Now back to EPFG business...oh! But I forgot my other big news that happened this month -- I QUIT SMOKING! -- I'm now on week five after 22 years...I'm very proud of myself.

Now on to EPFG stuff...Our next meeting is coming up on October 28th. A little early, but the board and I decided that November was too busy so we moved it up. Hope ya don't mind. The meeting will be at *Diana Intl.* in Tukwila...one of our relatively newer moulding suppliers and EPFG Sponsor. I'm looking forward to seeing their facilities, which we will do at the beginning of the meeting by way of guided tour led by Virginia Codgell our sales Rep from *Diana*. Then, we'll have a special guest speaker from *SCORE* talking about special (free) programs and services for small businesses. Come and learn about what is available for you to take advantage of that you may not have ever known was there - I didn't know!

We are also starting to work on the class schedule for the EPFG Education Festival (or as we affectionately call it - the *Spring Fling*). We've got some fabulous people lined up for the day...Our newest member guru, Brian Wolf, CPF, GCF, our favorite Canadian framing expert, Grant Smith, CPF, cuddly and funny "teddy" Baer Charleton, CPF; our conservative and restorative friends at *Eastlake Gallery*, and a few other possibilities that haven't been firmed up yet. We are still taking suggestions and offers to teach "*your specialty*" if you're interested, or if you haven't been seeing what you've been wanting for classes. Watch for more information in the coming newsletters as we put it all together for "*Your Framing Education Pleasure*". And, please, don't be a stranger! We have a lot more fun together in person than on paper - come join in!

I haven't gotten but one response to my idea for a referral wish list...I guess you all have everything you need then. (I'm sorry, that was a little sarcastic) Really, what I *am* sure is happening is that you are all starting to pick up for the holidays and ramping out of this economic slump. That seems to be the case in my store. That's one reason why poor Bob Holcomb gets this letter two weeks late. Doesn't he do the most awesome job on this thing? I really do appreciate him and all of our board members and officers so much!

Well, enough of my rambling! See you in Tukwila! (Sounds like a song!)

Molly



Review: September 9th Meeting ***INCORPORATION STATION***

September 9th, the meeting was at Laurie Cole's store, *The Offset Corner*, in Snohomish. I had spoken earlier with Hope Reimer and we discussed the up-coming meeting. What a coincidence, Hope had just taken a class about Incorporating. As it turned out, it was a good thing.

Our guest speaker wasn't available, so Hope graciously offered to discuss the material that she had just received. We made a few copies to hand out to the members and the discussion began.

We discussed some of the costs involved with incorporation. If you hire someone to do the paperwork for you, it can cost over a thousand dollars. You can do the paperwork yourself, and save most of those costs. There is a small fee to incorporate, but the lawyer fees can be avoided, if you are willing to take on the challenge.

It was mentioned how a corporation is a separate "person" in the eyes of the law. This is a good way to protect your personal assets. If there are problems with business, your home and other personal property would not be affected. There are different types of corporations, and each type has benefits for specific situations.

After discussing incorporating options, the group started to discuss framing tips.

We were shown how to make a small easel out of a fork, or metal drapery pleaters. We learned how rotten stone can help antique a frame. We learned

about using print sleeves to store customer's artwork rather than having a lot of flat files.

We also had a segment of "Nightmare on Framestreet" stories. Nancy Cather of National Glass was voted best story and won \$25. Congratulations Nancy!

We also discussed a couple of web sites that are helpful for small business. Vistaprint.com is a site that offers quality printing of business cards, postcards, etc at affordable prices. We also learned about SCORE.com. This is a website specifically set up to help small businesses on a variety of topics.

All in all, we had a fun and informative meeting. Our thanks to Laurie for hosting the meeting, providing the great food, and of course, putting up with us. Laurie has some great ideas for promoting her business. She is very active in her community and is really providing something unique for her community. Among other ideas, Laurie has a classroom set up for teaching art, she features local artists in her store and has shows for them, and she is an active member of the Snohomish arts commission. Laurie sets a good example for all of us to follow and learn from.

THE EVERGREEN JACKPOT

At each EPFG general meeting, there is a drawing for \$25 and it grows by \$25 each meeting until someone wins. All you have to do is attend and you could win the jackpot. We didn't have a \$100 winner in July at the William Bounds Gallery meeting. The Jackpot will be \$100 for the October 28th meeting in Tukwila at Diana International. You could win, but only if you attend.



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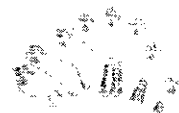
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**October 28th
Meeting Preview**

***Marketing on a Shoestring?*
*Add SCORE to your Resources!***

Those of us that attended the meeting in September heard about SCORE, probably for the first time. Hope Reimer, of *Frames by Hope*, spoke about SCORE and gave us a brief overview of what the organization has to offer small businesses. SCORE is full of useful data and help, so the board voted to invite one of the local members of SCORE to come and be our guest speaker for the meeting in October.

Following is a brief overview of the October 28 meeting in Tukwila and our guest speaker Rosalind Marinou.

**Learn how to add to your
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Many small businesses challenged with operating on a shoestring have figured out how to add to their resources for free. They've tapped SCORE, the SBA's Service Corps of Retired Executives, which provides everything from one-on-one counseling, to classes [for a small fee] on the

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latest tactics in marketing, to a wealth of business information that you can mine for the gems of knowledge you need.

On Tuesday October 28th, SCORE volunteer, Rosalind Marinou, will give us an overview of the resources available to us through SCORE and offer some marketing tips for small businesses. And she's promised to leave ample time for questions and answers.

Rosalind has over 20 years experience in marketing. Her background includes over ten years in retailing and eight years of owning her own consulting business which supported small businesses. She is also dialed into the Internet and the wireless industry. Currently, she is under contract with AT&T Wireless, doing market development for their Online Customer Service Group.

Won't you come join us at *Diana International*, take a tour of their facility and learn more about our topic and SCORE in general? The information is provided at not cost to members, and can be an invaluable tool to make your business more successful.

The Canadian Picture Framer's School has been a supporter of the EPFG for many years. Grant Smith and his staff realize the importance of our organization to the framing industry. With the support of *The Canadian Picture Framer's School* and other framing related businesses, the EPFG is able to exist and provide for the members of our organization. Grant has taught at many of our Spring Education Festivals and is well known in the area for his teaching abilities. The board would like to thank *The Canadian Picture Framer's School* for their support and look forward to jointly providing you, our members, with informative and useful framing educational help.

Featured Sponsor

The Canadian Picture Framer's School

The Canadian Picture Framer's School in Langley, B. C. Was established in 1987. Students from across Canada, the United States, Europe and the Pacific Rim countries attend the school to learn the art of picture framing. Grant Smith, CPF, MEd, instructs using hands-on learning by teaching exercises to build the appropriate knowledge, skills and attitudes for picture framing.

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The aprons will be available for viewing and purchase at the General meetings.

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Yes, I'd like to join the Evergreen Picture Framers Guild! Dues are \$55.00 per calendar year (March 1 2003-February 28 2004). I'll be able to attend all EPFG meetings at no charge, receive the monthly newsletter for free, be able to check out resource material from the EPFG library and attend any special events such as the EPFG Education Festival in March at a reduced member price. As an option, I can choose to only receive the monthly newsletter for a cost of \$15.00 per year.

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

Picture This

This article will help explain the charts found on the next page. Following this article is the Bibliography for the entire *Picture This* article.

The light spectrum chart simply illustrates how light is divided into different parts. This is a familiar chart that we frequently see in books and magazines in our industry. I just combined the information from several different charts into one chart to help me to understand what I was reading. There is one correction to this chart. 320 - 380 nanometers at the bottom of the chart represents 6% of the total energy of light, not the UV protected area. UV glazing products filter in this range, but may filter from 300 to 400 nanometers as well, depending on the product. UV glazing products filter from 95% to 99% within the range that they are manufactured for.

I included this chart to illustrate how much more intense sunlight is than electric lamps

The UV Emissions from General Lighting Lamps chart illustrates how light sources differ in the amount of UV and the length of time the light source would be on to equal each other. I included this chart to illustrate how much more intense sunlight is than electric lamps. Using the chart, locate "sun at 30

30 degrees from zenith". To the right is a bar and .02 - roughly six minutes. At the top of the chart, notice that sunlight is very high on the scale for UV. Read down the chart to "F40T12CW" (this is a cool white fluorescent light). The bar to the right goes to eight hours. This kind of light source could be on for eight hours before it would be equal to the amount of light in six minutes of sunlight. Notice that it also emits much less UV than sunlight. Next locate "F32T8SP41 US" directly below. This type of bulb could be on for about 15 hours to equal the "F40T12CW bulb" and six minutes of sunlight. Continue down to "F32T8SP41 US with acrylic diffuser". It could be on for about 1000 hours to equal the same amount of light and UV as six minutes of sunlight, eight hours of the F40T12CW, and 15 hours of the F32T8SP41 US. Compare how much longer this bulb can be on, and how much less UV is emitted. You can extrapolate the use of the diffuser to conservation glazing products: UV filters are very good at removing the UV radiation within the filtering capacity of the product.

I would like to thank Bob for creating these charts. Mine were hand drawn and not nearly so nice.

By Terry Scidmore, CPF
The Mitered Corner

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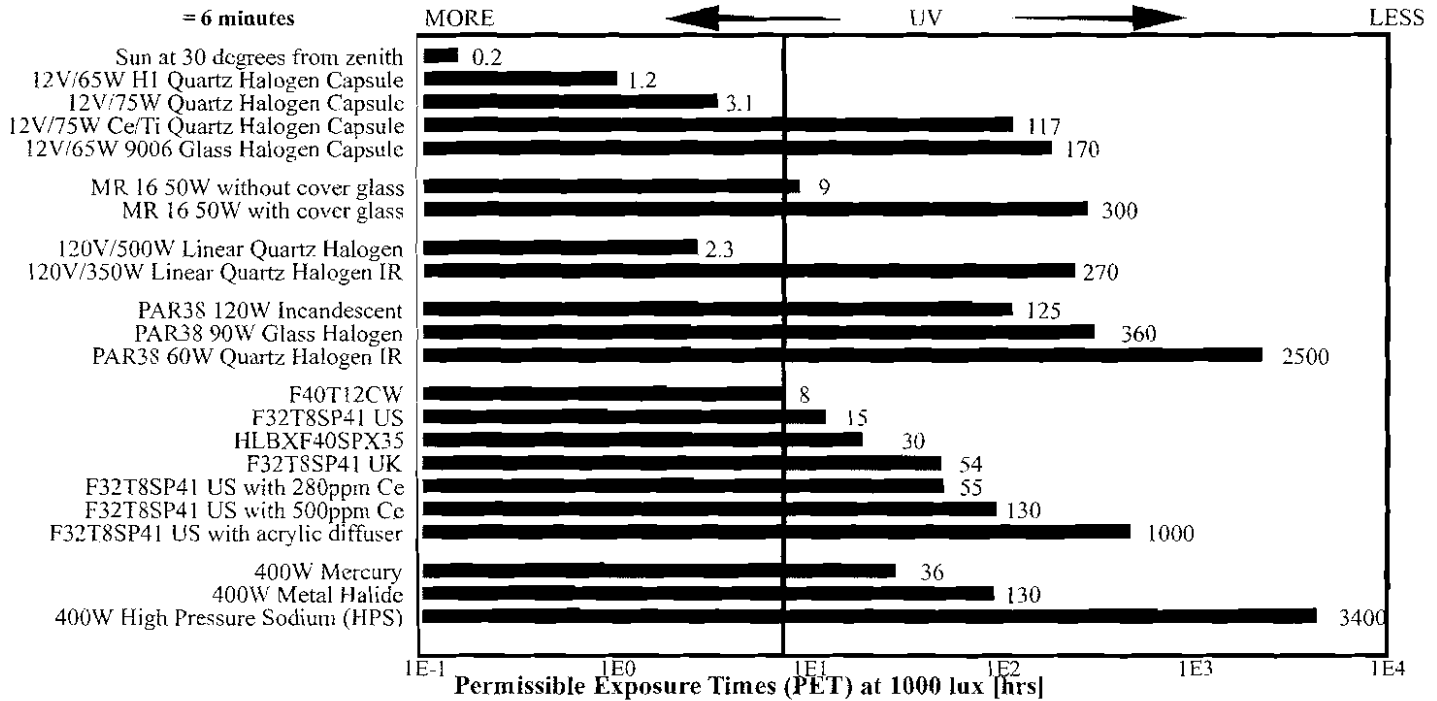
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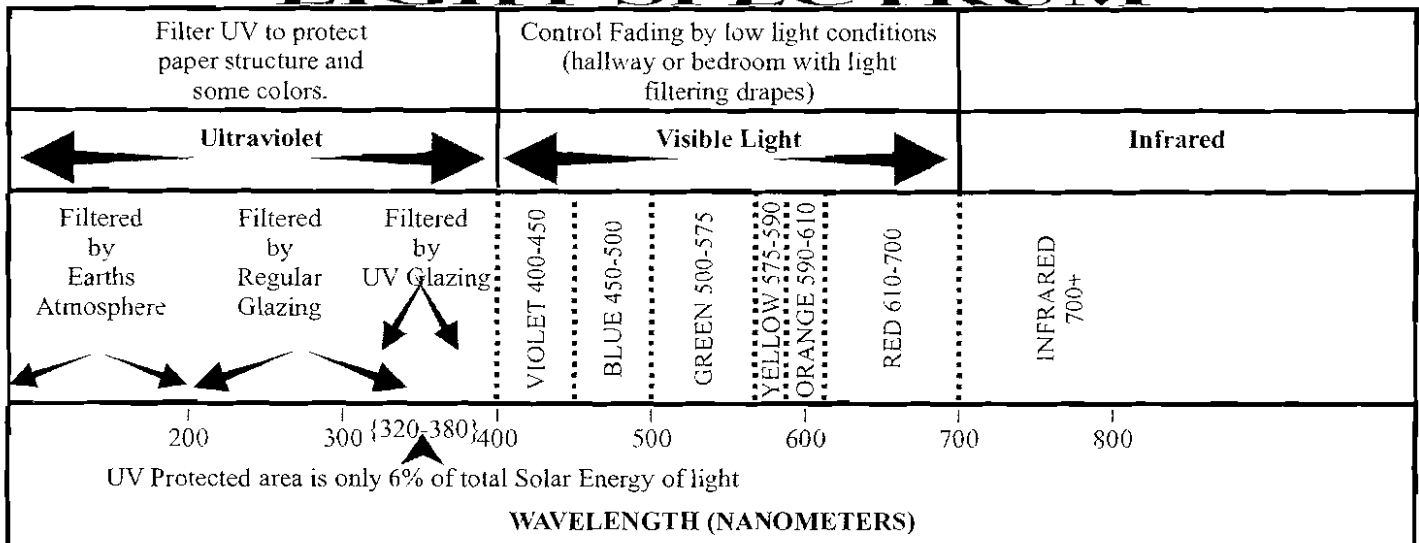
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And of course, many others!

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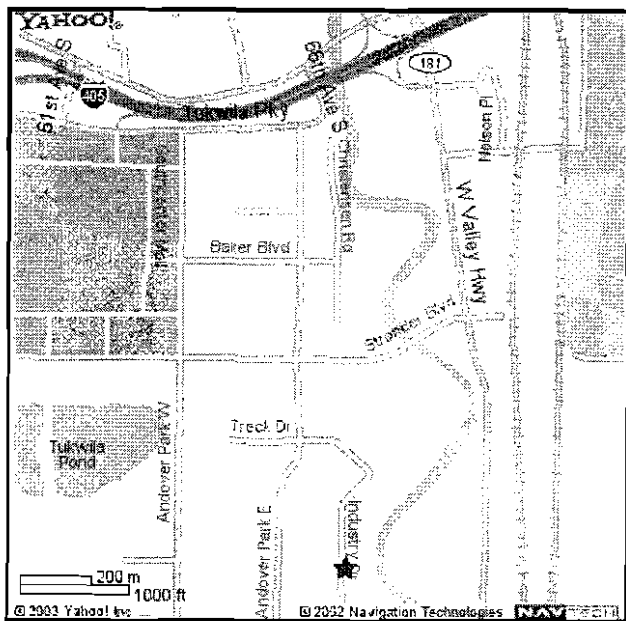
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2003-2004	
OCTOBER 28 General Meeting Diana Intl. Tukwila	NOVEMBER Board Meeting
DECEMBER No Meeting Happy Holidays!	JANUARY 13 General Meeting

October 28th
Diana International
818-820 Industry Drive,
Building #18
Tukwila, WA 98188
206-394-9697
Meeting starts at 7:30

Directions to Diana International
Diana Intl. is near SouthCenter.
Take I-405 East from I-5 and take Exit #1 (Hwy 181). - OR - Going South on I-405 take Exit #1.
Go South (Right for either off ramp) a few blocks to Strander and turn Right. Go to Andover Pkwy E and turn Left. Then go to Industry Drive and turn Left. Follow the road around and Diana International will be on the Left in building #18.

Evergreen Picture Framers Guild
 6523 California Ave. SW #104
 Seattle, WA 98136



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See page two for address changes.

ATTENTION: FRAME SHOP