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JANUARY 2005

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March 20th

Education Festival

Tukwila, WA

Evergreen Picture Framers' Guild

TIME TO GET READY FOR THE EDUCATION FESTIVAL

It's that time again. No not the Holidays, we just had those, boy you must be tired. It's time again for the Annual Education Festival. It is planned for the 20th of March this year. We'll be meeting at the *Embassy Suites Hotel* in Tukwila as we have in years past.

We have a great line-up of classes for you to choose from again this year. We've even done something a little different. We are offering more of the longer classes. We also have more Hands-On classes to choose from as well.

A couple of the classes are going to be limited to a specific number of attendees. It is vital, if you are interested in taking one of these limited classes, that you get your registration in as soon as possible. There will be a great interest in all the classes, so it doesn't really matter which classes you are interested in, the sooner you get your registration in the better it will be, for you and for the Board.

We are also working with PPFA and Larson-Juhl to provide an opportunity for you to either get Certified or to Re-Certify. These two classes will be held on the Saturday before (March 19th) at Larson-Juhl's facility in Seattle (not very far from the Embassy Suites in Tukwila). For more information contact: Cathy Filter at 800-726-9287. There is an article on page four of this newsletter with all the details.

The day after the Education Festival (March 21st) Larson-Juhl is also hosting a one day event with Dennis Tilly instructing. The class will be held at the Embassy Suites. For more information about this day of classes, contact: Doug Farnham at Larson-Juhl, 206-433-1617.

So, with the help of PPFA and Larson-Juhl, the EPFG Board members have created a three-day weekend full of learning opportunities. All you need to do is to decide which classes you want to attend (or send your employees to attend). It is a rare opportunity to have this much education material available at one time, and locally! Don't miss out on this opportunity!

Remember that your registration for the Education Festival also includes a lot of extras. What are those? Well, you get a Continental Breakfast, a Buffet Lunch that includes dessert and a Social Hour with Hors D'oeuvres and one free drink ticket. You also have the opportunity to win one of the great Door Prizes that will be given away during the Luncheon. Each attendee has an opportunity to win. In the past we've given away Gift Certificates and Cruises and trips on the *Spirit of Washington Dinner Train* among many other items.

Another opportunity to win a prize is with the Framing Competition. Yes, you could enter a framed piece and win a monetary prize. Prize money is given for First, Second and Third place as well as Popular Choice. The Popular Choice winner is chosen at the beginning of the Luncheon and voted on by the members.

So, not only do you get a great opportunity to learn many new ideas and techniques in the various classes offered, but you also have the chance to win a Door Prize or a Framing Competition prize or possibly both. That could easily pay for your day of education and what could be better than that?

So, look the classes over and make your choices. Send it in soon and you'll save on registration fees as well. All Education Festival entries postmarked by the 4th of March receive an early sign-up discount (a great savings).

All the information about the Education Festival is found inside. There is a complete list of the classes, instructors and times. The registration form is found inside as well. You will also find the Framing Competition Description form and Judging Criteria sheet inside. You're all set!

The next General Meeting will be in May. The Evergreen Jackpot will be \$75 for the May meeting. You can't win if you don't attend. We didn't have a winner in January, this could be your turn!

January 2005 Issue

Membership Dues Advertising Payments June Bounds, EPFG Treasurer c/o William Bounds Gallery 160 Cascade Place, Suite 103 Burlington, WA 98233 360-404-2002 e-mail: william@williambounds.com	Change of Address Paul Knoop 1054 Berkeley Ave. Fircrest, WA 98466 253-279-2598 e-mail: pknoop@earthlink.net
Classified Ads Free for EPFG Members, \$15 for non-members. Display Ad Artwork Digital Artwork is preferred. Submit via e-mail or on disk.	Newsletter Ad Copy & Classified Ads Bob Holcomb c/o Millennium Gallery 16118 NE 87th Street Redmond, WA 98052 425-895-8822 e-mail: exafixer@yahoo.com <i>Newsletter Deadline 20th of the month</i>

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**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 winner at the January meeting. That means the Jackpot will be \$75 for the May meeting. Sounds great! You could win, but only if you attend.

HOST A MEETING

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.

EPFG APRONS

Did you know that the EPFG now has Aprons available for purchase. You have a choice of Navy Blue or Black. The Evergreen Logo is stitched onto the front in Green and Gold. The cost of the Apron is a very reasonable \$20 (tax is included). This apron is adjustable to fit any size. The strap is slipped through the body of the piece enabling it to be adjusted for any height. To purchase one or more, send \$20 for each one plus \$3 postage to: June Bounds (EPFG) c/o William Bounds Gallery, 160 Cascade Place, Suite 103, Burlington, WA 98233 Make your check payable to EPFG.



Our President's Pen

by Molly Boone, CPF, EPFG President

Hi Everyone!

Well, the Education Festival will be here before you know it. We have an exciting day planned filled with several great classes. All the class information is found inside this newsletter. Be sure to get your registration in right away so you will be certain to get the classes you really want. Some of the classes are limited in size, and there won't be enough equipment or supplies for any extra attendees for those classes.

Thanks to the efforts of the Officers and Board members, we have one of the best days planned ever. Brian Wolf, CPF, GCF, of *Wizard International* will again be teaching as well as Baer Charlton, CPF, MPF, of *Frank's Fabrics for Framers* along with several other local, and knowledgeable, framers. We have several hands-on classes this year. It's great to get in a class and get your hands dirty.

The framing competition will be interesting as well. We have another new idea we're using. This year the "print" is a Giclee canvas print. It's available from EPFG Treasurer, June Bounds, for \$20 which includes the shipping. Be sure to contact June and get your copy so you can get started on your winning entry! All the framing competition rules and regulations are found in this issue of the newsletter, along with all the other necessary paperwork you'll need.

Be sure to read the article about the CPF test and the Re-certification class that's being offered the day before the Education Festival. It'll be Saturday March 19th, and both will be held at *Laron-Juhl's* facility in Seattle. Our thanks to PFFA and *Laron-Juhl* for helping make this event happen. It's great when our groups can work together with our suppliers to provide education opportunities for local framers.

Well, that's about it for now. Get your class registration in! You don't want to miss out. I want to see you there! Maybe I'll call your name and you'll win one of the great door prizes given out during the luncheon. Wouldn't that be great!

Happy Framing,
Molly

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ANOTHER GREAT LEARNING OPPORTUNITY!

Provided by the EPFG, PPFA and Larson-Juhl

By teaming up with the Professional Picture Framers Association (PPFA) and with the support of Doug Farnham, CPF, Larson-Juhl Seattle Distributorship, we are able to offer framers in our area the opportunity to take either the CPF Test or the Re-certification Course on Saturday, March 19th. These are being scheduled in conjunction with the annual EPFG Education Festival the next day, and some of the details for that special event are elsewhere in the newsletter.

All CPF's who received their certification after 1993 are required to take the Re-Certification Course within 5 years, and for those of you "grand fathered" (certified prior to Jan 1, 1994) should seriously consider taking the course also, as it is an excellent way to catch up on all the latest materials, procedures and techniques which have changed in the last few years. The Re-Certification Course is also a requirement for taking the MCPF Exam. William Parker, the current President of PPFA and one of the first to achieve the Master Certified Picture Framers (MCPF) designation, will be presenting the Course, which will run from 9 a.m. to 3 p.m., with a lunch break somewhere in that period. Registration **must** be made by contacting PPFA's Cathy Filter at 800-726-9287 and more information is available at their website, www.ppfa.com. Capacity for the course is limited to twenty students, so sign up early.

Saturday, March 19th, 2005 CPF Test & Re-Certification Course
Sunday, March 20th, 2005 12th Annual EPFG Education Festival

The 4-hour CPF test will be given at the same time and place, 9 a.m. on the 19th of March, at the Larson-Juhl facility in Tukwila. Again, registration **must** be made through the PPFA National Headquarters, and space for this exam is also limited.

If you still need an incentive to sign up, attendees will receive a \$25.00 rebate on their 2005 EPFG dues! What a deal, and just one more benefit of continuing membership in our great organization. Please note that we must limit the rebate to one per shop. Of course, if employees join the EPFG individually, that is a different story. Any way, it is still a good deal!

For additional information, please contact Paul Knoop via e-mail at pknoop@earthlink.net or by phone at 253-279-2598, or any of the Board members listed on page two of this newsletter.



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2005 MEMBERSHIP REGISTRATION FORM

Yes, I'd like to join the Evergreen Picture Framers Guild! Dues are \$55.00 per calendar year (March 1 2005-February 28 2006). 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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Guild

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 Contact Person(s) _____

Please make your check payable to EPFG and mail your check with this form to: June Bounds, EPFG Treasurer
 c/o William Bounds Gallery 160 Cascade Place, Suite 103 Burlington, WA 98233
 Questions? Contact Molly Boone, EPFG President (206) 625-0711 or e-mail: mollycpf@aol.com
 Or contact: Hope Reimer, EPFG Secretary (360) 629-0156 or e-mail reimer@camano.net



SUNDAY MARCH 20, 2005

12th Annual EPFG Education Festival

Embassy Suites Hotel 15920 West Valley Hwy
Tukwila WA 98188 Tel (425) 227-8844

On the next pages, you will find the schedule for our 12th Annual EPFG Education Festival. Again this year we have planned a wide variety of seminars for your benefit, most of which are based on special requests from members. You can **mix and match** the Seminars to make up your own schedule.

This year's event will again be at the Embassy Suites Hotel in Tukwila. The day's activities include a Continental Breakfast, an Awards Luncheon and a Social Hour at the close of classes.

HIGHLIGHTS

**Frames & Fillets, Working with CMC's,
Pricing Difficult Jobs, Fabric Wrapping almost anything,
Stretching Canvas Transfers and Giclees,
Framing Competition, Door Prizes and More!**

As usual, we have a great line-up of classes. We are offering eight three hour classes. You can mix and match the classes to satisfy your personal framing needs. Again this year we have Brian Wolf, CPF, GCF, of *Wizard International* as well as Baer Charlton, CPF, MPF, of Frank's Fabrics for Framers. Other instructors include people you know from the Guild and some that are new instructors for us. Please see the class layout for specific details.

LUNCHEON MENU

Pioneer Square Buffet

Mixed Greens with Choice of Dressing, Fresh Coleslaw, Sliced Fresh Fruit, Pasta Salad in Vinaigrette, Sliced Cheddar and Swiss Cheeses, Cold Sliced Turkey, Salami, Rare Roast Beef and Smoked Ham. Whole Grain Breads and French Rolls, Assorted Deli Mustards, Whipped Horseradish and Mayonnaise, Lettuce, Pickles and Sliced Tomatoes.
Includes: Coffee, Iced Tea and Dessert Selections

SCHEDULE OF EVENTS

Sunday
March 20, 2005

8:00 AM - 8:30 AM
- Class Registration
- Framing Competition
Turn-In
- Continental Breakfast

8:30 AM - 11:30 AM
- Morning Classes
(See page 6)

11:30 AM - 1:30 PM
- Framing Competition Vote
for Popular Choice
- Luncheon
- Framing Competition
Awards
- Door Prize Giveaways

1:30 PM - 4:30 PM
- Afternoon Classes
(See page 7)

4:30 PM - 6:00 PM
- Social Hour
- Hors D'oeuvres
- Includes one free drink
for each attendee

EDUCATION FESTIVAL MORNING CLASSES

<p><i>Morning class #1 - HALF DAY - Hands-On</i></p> <p align="center">FRAMING WITH FILLETS</p> <p>The use of fillets is one of the best ways to upgrade both the “design” and the “bottom line” of any frame job. Learn everything you’ll need to know about selling, designing with and installing fillets. See the latest techniques to help make cutting and installing fillets a snap!</p> <p>Actual cutting and installing will be demonstrated. Materials will be available if you want to cut and install a fillet yourself.</p> <p>Dennis has a large framing business in South Dakota. He also teaches for Larson-Juhl. He is well know in the trade for his expertise and framing knowledge.</p> <p align="right">Dennis Tilly, CPF Dakota Framing Inc., SD</p>	<p><i>Morning class #2 - HALF DAY - Hands-On</i></p> <p align="center">IF YOU CAN’T HIDE IT, PAINT IT RED</p> <p>Learn the secrets of altering moulding finishes from a well-practiced expert in this HANDS-ON class. What’s possible. What works. What materials and supplies you need. Tips, tricks and secrets. Each attendee is encouraged to make an 8x10 frame from moulding you’d like to change and bring it with you to work on!</p> <p align="center"><u>THIS CLASS IS LIMITED TO 20 PEOPLE</u></p> <p>Cris has 30+ years experience framing and teaching in the picture framing industry. Her shop in Lake Oswego, Oregon is well-known for innovative, high-end, award winning design and framing.</p> <p align="right">Cris Pera, CPF The Artisan Custom Framing, OR</p>
<p><i>Morning class #3 - HALF DAY</i></p> <p align="center">DESIGNING WOMEN</p> <p>This round-table panel discussion will feature local designers with years of experience. It is designed to help framers understand and appreciate what designers need and how we can better provide it. Learn how to tap into this lucrative sector of the framing industry.</p> <p>There will be several designers, each giving their own experiences and offering advice about how you can attract more of this type of business into your business.</p> <p>Donna will be the class moderator. She has a custom framing business located in Mill Creek and has been in the framing industry and has worked with designers for years.</p> <p align="right">Donna Rickman, CPF Finishing Touches, WA, Moderator</p>	<p><i>Morning class #4 - HALF DAY - Hands-On</i></p> <p align="center">WORKING WITH CMC’s</p> <p>All the changes in the Wizard Software bring new possibilities, but also a little confusion. There will be layout tips and we will concentrate on the new artistic tools. This project oriented, HANDS-ON class will give you ideas you will use every day to make your work more distinctive, efficient and profitable. Bring your questions, aspirations and current projects.</p> <p align="center"><u>THIS CLASS IS LIMITED TO 10 PEOPLE</u> (class is repeated in the afternoon)</p> <p>Brian is an award winning framer, contributing editor for Decor Magazine, has authored three books and appeared in several videos. He currently works with Wizard International as their Director of Standards and Training.</p> <p align="right">Brian Wolf, CPF, GCF Wizard International, WA</p>

Continental Breakfast (included) is served from 8 to 8:30 a.m.

After the morning classes be sure to take advantage of the Buffet Lunch. It’s part of your paid registration. Lunch is served in the Long Acres room.

Be sure to cast your vote for Popular Choice in the Framing Competition at the beginning of the lunch break.

EDUCATION FESTIVAL AFTERNOON CLASSES

<p><i>Afternoon class #1 - HALF DAY - Lecture</i></p> <p>PRICING & PROFITABILITY</p> <p>How did you determine your pricing? Are you making money? Here's a chance to look at your business with making money priority one.</p> <p>We'll look at the cold, hard factors of making money in the Picture Framing Business. We'll look at how to price framing and make a profit. The times are changing - are you?</p> <p>Dennis has a large framing business in South Dakota. He also teaches for Larson-Juhl. Dennis is well known in the industry for raising the standards in the picture framing industry.</p> <p style="text-align: center;">Dennis Tilly, CPF Dakota Framing Inc., SD</p>	<p><i>Afternoon class #2 - HALF DAY - Hands-On</i></p> <p>STRETCHING CANVAS TRANSFERS & GICLEES</p> <p>Learn the proper techniques of framing and working with various art mediums including paper, canvas transfers, oils, acrylics and Giclee images: how to stretch them properly, how to handle them for conservation framing and how to store them. Elements to be discussed include differing handling techniques for various mediums, keyed stretchers vs. strainer bars, tools and equipment, specialty items and more.</p> <p>Tekoah has nine years of picture framing experience. Besides managing Pearl Framing in Oregon, he instructs Advanced Matting and Mounting at Oregon State University's Craft Center in Corvallis, OR several times a year.</p> <p style="text-align: center;">Tekoah Buchanan Pearl Framing, OR</p>
<p><i>Afternoon class #3 - HALF DAY - Hands-On</i></p> <p>FABRIC WRAPPING ALMOST ANYTHING</p> <p>Learn the secrets of hand laying fabrics of all types to wrap mats, cover liners, do shadow boxes and more. Baer will demonstrate these techniques live. Bring your questions to get answers. If you wish, bring some cut mats and fabric to try this out for yourself during class.</p> <p>Baer has 38 years experience in every single aspect of picture framing. His framing is hanging on four continents. He is a contributing editor for Decor Magazine. Americana Framing in Portland, where he frames part time, is enjoying it's second year as one of Decor's Top 100 Frame Shops in North America.</p> <p style="text-align: center;">Baer Charlton, CPF, MPF Frank's Fabrics for Framers, CA</p>	<p><i>Afternoon class #4 - HALF DAY - Hands-On</i></p> <p>WORKING WITH CMC's</p> <p>All the changes in the Wizard Software bring new possibilities, but also a little confusion. There will be layout tips and we will concentrate on the new artistic tools. This project oriented, HANDS-ON class will give you ideas you will use every day to make your work more distinctive, efficient and profitable. Bring your questions, aspirations and current projects.</p> <p style="text-align: center;"><u>THIS CLASS IS LIMITED TO 10 PEOPLE</u> (class is also offered in the morning)</p> <p>Brian is an award winning framer, contributing editor for Decor Magazine, has authored three books and appeared in several videos. He currently works with Wizard International as their Director of Standards and Training.</p> <p style="text-align: center;">Brian Wolf, CPF, GCF Wizard International, WA</p>

Door Prizes and Framing Competition Awards will be given out during the Luncheon

**Following the afternoon classes, be sure to take advantage of the Social Hour.
It's part of your paid registration, and includes one free drink.**

**The Social Hour will be in the Atrium in the center of the Hotel.
Come enjoy the free Hor's D'oeuvres and your free drink!**

FRAMING COMPETITION

Once again the EPFG is sponsoring an **open framing competition** as part of the annual Education Festival. This is an **opportunity** for you to show off your best creativity and technical skills. As evidenced by the entries of the past years, talent abounds in our area. This year's format will present a different challenge. Read the adjoining article about this year's "print".

It is up to you and your creativity to impress the **judges** with the originality manner in which the print is framed. Please note that your entry's **size** cannot exceed 24" x 24" at the outside of the frame, and it should have hardware for hanging, but **no** shop information or names on the back of the piece.

Cash prizes and ribbons will be awarded for 1st, 2nd, 3rd and Popular Choice. Popular Choice is selected by the attendees to the Festival at the beginning of the Luncheon.

Entries may be individual or a combined shop entry. Please note that **only EPFG/CPFG** members are eligible to enter the competition. Copies of the Judging, Criteria and Framing Description forms **must** be completed and are found in this Newsletter, or contact Bob Holcomb, newsletter editor.

The Framing Competition "Print"

This year's "print" for the Framing Competition is a small Giclee Canvas. This should be a fun project for anyone. The piece has to be framed in a conservation way. The finished framed piece cannot exceed 24" by 24". You must be an EPFG or CPFG member. Those are the rules! Also be sure to check out the Judging Criteria found in this newsletter. This would make a great piece to hang on your wall to show your customers what you can do. Just think, you could also win a prize in the Competition. That means money and a ribbon and an interesting item to hang on your store's wall and you could even sell this item! Now what could be wrong about that. Someone's going to win, why not you?

Contact June Bounds of *William Bounds Gallery* to get your copy of the Canvas (only \$20 and that covers postage) and get started designing that winner. June's contact information:

William Bounds Gallery
Framing Competition
 160 Cascade Place, Suite 103
 Burlington, WA 98233

Questions? Get in touch with June at:
 360-404-2002 or william@williambounds.com

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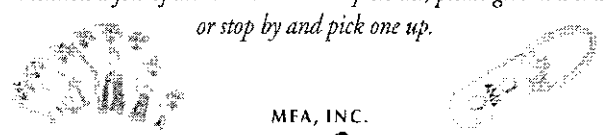
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HELPFUL HINTS

Early registration can save you a lot of money. As in the past, if you register early for the Spring Education Festival you will save on your registration fee.

All you need to do is send your registration form in before the 4th of March. The sooner you sign up, the better your chances of getting in the classes you want. This year, due to equipment limits, we have some classes that are limited to 10 or 20 people per class. Once that limit is filled, no more registrations will be accepted for the class.

So be sure to get your registration in before the 4th of March so that you'll be assured of the classes that most interest you or your employees.

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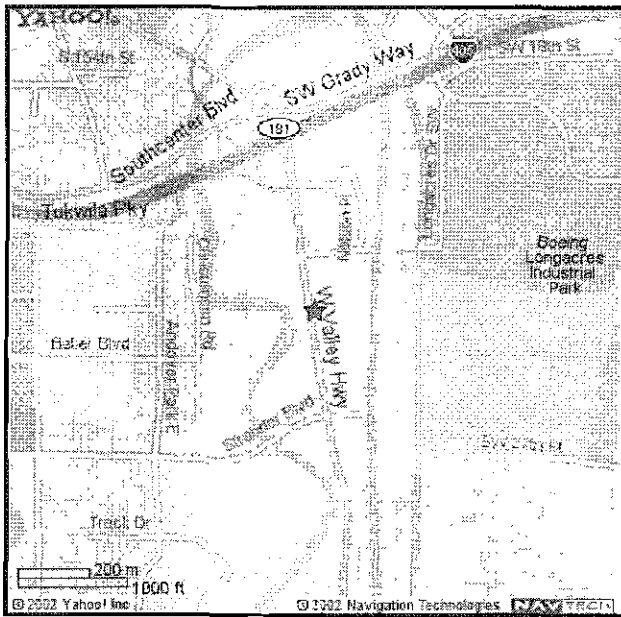
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2005	
JANUARY 27 Board Meeting Honey Bear	FEBRUARY Board Meeting
MARCH 23 12th Annual Education Festival Embassy Suites Tukwila, WA	APRIL No Meeting

<p>March 23rd</p> <p>EDUCATION FESTIVAL Embassy Suites Hotel 15920 West Valley Hwy Tukwila, WA 98188 425-227-8844 8:00 a.m.</p>	<p>Directions to Embassy Suites Hotel, Tukwila</p> <p><i>Going North or South on I-5 take the North I-405 Exit. You will take the first exit on I-405, EXIT #1. Take a right at the light and The Embassy Suites Hotel will be down on the left.</i></p> <p><i>Going South on I-405 take the West Valley Highway Exit, EXIT #1. You will turn right and go under the freeway. The Embassy Suites Hotel is down on the left.</i></p>
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