



EVERGREEN PICTURE FRAMER'S GUILD NEWSLETTER

FRAMER'S POINT

BY FRANK LARSON, CPF

APRIL 1994

With a lot of planning, organization and effort we are about to host our 1st weekend education program. This is a great opportunity to take advantage of top quality workshops with national speakers. The importance of continuing education is what has fueled this slate of programs. We must continually try to better ourselves and our techniques in both framing and business practices in order to enhance our workmanship/design talents and streamline our businesses. The speakers that will be hosting these workshops are leaders in the framing industry and we are very fortunate to have them appear on April 9th. Alan Lamb, CPF is a recognized authority on the subject of photography and how to identify, and preserve this artform. He is currently working on a book soon to be released on this subject and will be sharing his expertise and opinions with those signed up for his workshop. John Ferens, CPF is also recognized nationally as "The" Computer Expert. Having written a column for *Decor* magazine for several years, John brings to his seminar a wealth of information about using computers "effectively" in our businesses. Marilyn Neill, CPF has been a Framing Skills Educator for several years and has been conducting classes for Framer's Inventory since 1990. With a strong background in framing she has undertaken graduate studies in fine art and art education. Her class on Shadow Boxes will include an overview of all the components required to undertake such a project along with a hands on demonstration.

We will also round out the day with a print framing competition and Awards Banquet. The Northwest has produced a number of National Award winning competition pieces and this year's framed prints should prove to be no different. A record number of prints have been distributed nationally and the competition should be steep. Come and view some of the best framing in the country and cast your vote for popular choice. There will also be an award for Ex-

(Continued on page 2)

**APRIL MEETING
SATURDAY, APRIL 9TH**

**EPFG EDUCATION PROGRAM &
AWARDS BANQUET**

**DOUBLE TREE INN
SOUTHCENTER
205 STRANDER BLVD
TUKWILA
EDUCATION 8:00 A.M. - 4:00 P.M.
NO HOST COCKTAILS/DINNER 6:30 P.M. -
10:00 P.M.**

inside...

**FRAMER'S POINT
APRIL MEETING
MEETING NOTES
THE PERPLEXING PICTURE**

**page 1 - 2
page 2
page 2
page 6**

framer's point

(Continued from page 1)

cellence in Service among our vendor/advertisers. This is the chance to recognize the outstanding work of our suppliers.

All of the education and the dinner will be held at the Double Tree Inn at Southcenter in Tukwila. This is a central location for those coming from both north and south and we appreciate the effort of all of you who make the trip, including especially those coming from the east.

This is going to be a great time and one that should not be missed!

Hope to see you there,

Frank

NOTES FROM THE MARCH MEETING

On March 8th the general meeting was held at **Backstreet Frame and Art in Bellevue**. **Bill and Marianne Hussey** along with their very talented and dedicated staff generously hosted the meeting. Located in the Old Main section of Bellevue, the Hussey's have moved into new gallery space that is beyond compare. From the work hanging on the walls to the carefully planned layout, the custom fixtures and the exceptional work area this gallery shows the level of design talent, workmanship and professionalism that has always accompanied the Backstreet name.

The program for the evening started with announcements. Laura Longacre, Recycling Coordinator for Dimensions Gallery in Bellevue contacted the King Co. Solid Waste Department

(Continued on page 4)

APRIL MEETING SATURDAY APRIL 9, 1994

As you must have heard by now, our meeting this month is an education program, banquet and print framing competition. All of these events will take place on Saturday-April 9th at the Double Tree Inn at Southcenter. If you are unable to spend the whole day consider taking part in either one of the various two hours seminars or coming to dinner. If you have not already registered for either education or dinner or both, there is still time contact: Jodi Norton at Frame Design N.W. (206) 392-9727 for your reservations.

DRIVING INSTRUCTIONS:

DIRECTIONS TO DOUBLETREE SUITES & DOUBLETREE INN

SEA-TAC Airport

Legend:
 (L) = Traffic Light
 (S) = Stop Sign

DOUBLE TREE SUITES HOTEL
 16500 Southcenter Parkway
 Seattle, WA 98188
 (206) 575-8220 — FAX (206) 575-4743

DOUBLE TREE INN HOTEL
 205 Strander Boulevard
 Seattle, WA 98188
 (206) 575-8220 — FAX (206) 575-4749

From Sea-Tac Airport & Hwy. 518 Eastbound
 Follow signs to freeways (East 518, I-5, I-405). From Hwy 518 Eastbound take Southcenter Mall Exit (51st Ave S & Southcenter Pkwy). At exit ramp stop sign turn right. At 2nd light, go right. Left at 1st light to INN. Through 1st light to SUITES

I-5 Northbound
 Use Exit #153 (Southcenter Pkwy & Mall). Go South. Left at 1st light to INN. Through 1st light to SUITES

I-405 Southbound
 Use Exit #0 (Southcenter Blvd. & Mall). Exit curves to the right. At 2nd light, from right lane, turn right. Next light, turn right. Follow around Mall. Left at 3rd light to INN. Through 3rd light to SUITES

I-5 Southbound
 Use Exit #154-B (Southcenter Blvd. & Mall). At exit ramp light, turn left. At 2nd light, from right lane, turn right. Next light, turn right. Follow around Mall. Left at 3rd light to INN. Through 3rd light to SUITES



**THE EVERGREEN PICTURE FRAMER'S GUILD WOULD
LIKE TO ACKNOWLEDGE THE FOLLOWING VENDORS FOR
THEIR SUPPORT IN SPONSORING THE
APRIL EDUCATION PROGRAM & AWARDS BANQUET**

ART LAMINATORS

FRAMER'S INVENTORY

HARTUNG GLASS

JAYENESS MOULDING

CELEBRATING 25 YEARS IN BUSINESS

LARSON-JUHL

NATIONAL GLASS

NURRE CAXTON

TRU VUE/MILLER

The Officers, Board and Members would like to thank these advertisers for all their support in putting together this program. The efforts of these companies and their representatives is truly appreciated. Thank You.

march meeting

(Continued from page 2)

and found a company willing to recycle our glass scraps. The company is located in Renton and charges \$10.00 a truck load to recycle the glass into paving material. It was suggested that we try to form a co-op of stores to take advantage of this service. If you would like more information regarding this program, please call Laura at (206) 455-0607. Announcements were also made in regards to the upcoming Saturday Education Program and Awards Banquet. The program will be held April 9th-Saturday at the Double Tree Inn at Southcenter. A special flyer has been mailed with registration information for both the PPFA Conservation Seminar and for the EPFG Seminars that are running concurrently. PPFA sent out registration prior to this flyer that stated the deadline for registration was March 4th. In fact you may register up to April 8th if space is still available, contact PPFA for more information. Also included in the flyer was the registration for dinner. If you are unable to attend the education part of the program, consider coming to the dinner! This is the first banquet held by EPFG and judging by the attendance at the meetings lately, we are expecting great things. The cost for dinner is only \$10.00 per person. Staff and Owners are encourage to attend to spend some time meeting and exchanging ideas with others in the same industry.

Please take time to fill out the registration/reservation form (make sure to specify meal preference) and return to the address printed in the brochure. The awards presented during the evening will include the winners of the print framing competition. Response to this year's print has been outstanding and should provide for an interesting and creative competition. The final portion of the flyer was for the Vendor Service of Excellence Award, this is also a first for this chapter. We would like to recognize our vendor/advertisers with an award that promotes Excellence in their field. Again, please take the time to complete the ballot/evaluation and return to the address printed on the back. With all the effort that has gone into the Saturday program, it should be a great success and we hope that you will be able to take part in it.

DISCOVER THE ART OF PLASTIC WITH SEATTLE PLASTICS



(206) 441-0679

- **Cut to Size Acrylic**
- **UV Protected/Framers Grade Acrylic**
- **Shadow Boxes/Model Covers**

With announcements made, the evening's program continued with Tracey Schneider of TLS Marketing of Seattle presenting unconventional marketing tips.

To start out Ms. Schneider presented some marketing "truths":

1. Marketing is everything and Everything is marketing. Everything you do is marketing your business, from sending invoices with your logo imprinted on them, to talking face to face with clients. Try to see your business with new eyes. Look at your signage to display walls to your printed materials. What do they say about your business.

2. Become a better time manager. Make the time to market your business/yourself. Arrange time to work on your marketing and stick to it. If it's once a week or once a month.

3. Read Marketing Publications. Tracey recommended

(Continued on page 9)

METAL FRAMES ART



Williamson Moulding Archive Mattboard

Clark Moulding Foamcore

Burnich & Designer Moulding

6010 EAST ALKI WAREHOUSE #5 SPOKANE, WA 99212
 PHONE 800 344-7329 509 535-3440
 FAX 800 344-5003 509 353-3466



WDA/Washington

Joyeness Moulding Co.

Complete moulding and framing supplies.

SALES REPS

PORTLAND Jim McCarthy

SEATTLE Carrie Borchers

Seattle Ware house

2928- 4TH AVE. S.

206 292 9664

1 800 423 6287

Fax 624 9343

WDA FRAMING SCHOOL

SEATTLE, WA 98133



THE ART DOCTOR

Restoration of Oil Paintings, Japanese Screens,
 Art on Paper, Art Objects

NANCY G. WHITE
 Restorer

(206) 783-9160
 By Appointment

Hartung Glass isn't just glass, now it's also acrylics!

Hartung now offers picture framers a complete line of acrylics, including:

- Clear
- Non-glare
- UV protected clear
- UV protected Non-glare

Your jobs will be on time because Hartung has *next day delivery* from Everett to Tacoma.

Hartung has the largest inventory of glass sizes in the Northwest,
 both boxes and pallets.

Call Hartung now and see for yourself why picture framers like you have been
 coming to Hartung for 20 years.

HARTUNG
 GLASS INDUSTRIES

17830 West Valley Highway, Seattle, Washington 98188
 Phone:(206)656-2626 or (800)552-2227

THE PERPLEXING PICTURE BY CARL SWANSON, CPF

Perhaps the trick isn't so much knowing a good thing when you have it, but being able to keep it around when you do.

We are all witnessing the growth of a good thing. It is my opinion that the direction this guild is progressing towards is one that will become the envy of every other guild out there. Fortune has given us a multitude of hard working people involved in something they truly believe in - the betterment of our industry on a local level. There is something here for all of us. For me it is motivation and the periodic great idea. Our next order of business cards will have something on the back! And for our group as a whole it sure helps knowing that we are all in this old leaky rowboat together.

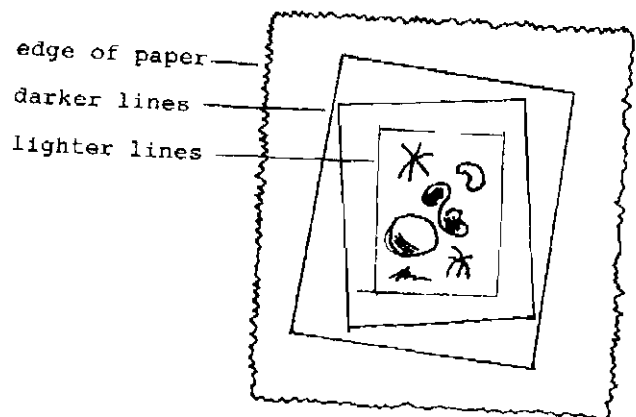
This month I have a perplexer that results from a pernicious process that, I would wager, we were all guilty of at one time or another. But enough hints!

To make life easier for herself, a customer decided to remove a print (a serigraph printed on hand-made paper) from it's original frame before she brought it in for re-framing. She didn't want to have to lug the monster in. Normally this is something we should try to dissuade customers from. Not only could damage come to the print while removing it from the frame, but transporting a loose print poses plentiful potential perils if one is inexperienced in the handling of artworks.

Unfortunately these concerns were unnecessary, in this case, because the original framer had dry mounted the print smack dad on the back of a sheet of mat board (Crescent # 956 if I remember correctly).

The customer then proceeded to explain how sentimental this piece was to her and I responded, with as much delicate grace as possible, that this was fortunate since the piece probably had little value in any other realm. This didn't seem to bother her too much. However, she was curious about some dark lines around the image in the border. She said she was almost certain the lines were not there when she originally had the piece framed 12 years earlier.

Upon closer examination I found 3 "sets" of rectangular marks around the border of the print (one fairly light in comparison with the other two). it was interesting to note that though the sets of lines were distinct rectangles, none were parallel to one another (see diagram).



I had my suspicions as to the cause (as I'm sure you do too!). But to make sure, I asked the client to please bring in the frame. For the sake of science she agreed to haul the monster in. What, pray tell, did we find?

If you have a good idea, or even an inkling to what may have caused this inadvertent style of French lines send your answer to:

THE PERPLEXING PICTURE
C/O VAN GO CUSTOM FRAMING
P.O. BOX 999
LaCONNER, WA 98257-0999



FRAMERS' INVENTORY

Specializing in the Fine Art of Service.

We've Grown!

Wood Moulding

Arquati	Framers' Inventory
Bay	LaMarche
Burnich	Senelar
Clark Wood	Williamson

Metal Mouldings

Clark	Nielsen
-------	---------

Matboard

Bainbridge	Crescent	Miller
------------	----------	--------

**C&H and Fletcher Framing Equipment.
Seal Products Mounting Equipment.**

Free weekly delivery - Pudget Sound Area

Local sales representative:

Rosalind Hopkins (206)324-1072

**5000 SE 18th Ave., Portland, OR 97202
Toll Free # 1(800)543-2467**

Crystal Chip Mirror Products

Textured Mirrors and Picture Frame Glass

Oval, tri-oval and collage picture glass formats are available in a variety of sizes. Mirror and picture glass colors include silver, blue, bronze, and our new peach color.

Thompson Enterprises Inc.
P.O. Box 98420, Tacoma WA 98498-0420
Phone: (206) 581-9850 • FAX: (206) 581-9881

FOR MORE PROFIT, TAKE A REAL CLOSE LOOK.

Specify Image Perfect™-RR, a non-glare glass one-third the price of Denglas.™

It eliminates reflection. Gives artwork the clarity it merits. And provides you with the kind of profit margin you deserve.

NWI is the exclusive Pacific Northwest distributor for Image Perfect-RR and stocks

all commonly used sizes up to 40" x 60."

We're also a full-line distributor of Tru-View™ picture glass products.

Call today. Get fast action delivery from your one-stop, full service picture glass distributor with a 200,000 sq. ft. Seattle manufacturing facility.

You need it. We provide it. Fast.



2500 West Jameson, Seattle, WA 98199 • 206-285-3140 • Fax 206-285-3603 • Watts 800-426-2771

EQUIPMENT FOR SALE:

- ◆ JOINER - Cassese 810 serial \$4,200
- ◆ JUN AIR Compressor \$800
- ◆ 500 TX Masterpiece Heat Press \$1,700
- ◆ C&H Oval Mat Cutter \$1,000
- ◆ C&H G 60 Combo Cutter \$900
- ◆ 50 Panel Display Unit/100 views \$900
- ◆ Show off V. Landscape \$500
- ◆ Super Show Bin Oversize \$200
- ◆ Airtose Reel & Hose \$175
- ◆ Cash Register \$125

Joining Counter-Framing Counter
 Design Counters-Cash Wrap
 Ladders
 Oval Cutter Counter
 Catalog Counter

CONTACT Sharon Lendman (206) 878-3343

Officers

PRESIDENT
 Frank Larson, CPF
 Art Works N.W.
 828-7500

VICE PRESIDENT
 Mike McPherson
 Nurre Caxton
 1-800-855-1942

TREASURER
 Nadine Karr, CPF
 Magnolia Fine Arts
 283-3338

SECRETARY
 Jeff Schuffman
 Studio Moulding
 223-1810

Board

John Ferens, CPF
 Ferensoft
 323-5115

Ron Norton
 Frame Design N.W.
 392-9727

Joe Garitone, CPF
 Larson-Juhl
 433-1617

Barbara Mercer
 Edmonds Frame
 Design
 771-6520

NEWSLETTER
 Jodi Norton, CPF
 Frame Design N.W.

BUSINESS FOR SALE:

Picture Frame Business for sale. Attractive, easy access, high traffic & excellent location. 6 years in business, fully equipped, inventory & good will. Excellent potential. Owner retiring. Principals Only. Call (206) 746-0155 (12/93)

FOR SALE:

- ◆ Puma Air Compressor and Euro Underpinner \$850.00
- ◆ ERC Cash Register \$75.00
- ◆ Spinning Card Rack \$20.00
- ◆ Three Paper Rollers (32" & 36") \$20.00 EA

For more information Contact Janice or Sandi at
WATERS EDGE GALLERY & FRAMERY

- ◆ For Sale: V-nailer (Putnam V-1) & Compressor \$895.00
- ◆ Modular Desk/Computer Work Station \$195.00

For more information contact: Ron at FRAME DESIGN NORTHWEST (206) 392-9727 (12/93)

RECYCLE YOUR GLASS!

For a nominal fee, we will pick up and dispose of your glass.

Contact your **Environmentally Aware Guy**
 Jason Karr
 at
 Magnolia Fine Arts
 (206) 283-3338

NURRE CAXTON MOULDING

MIKE MACPHERSON
Sales Representative

Nurre Caxton
Seattle, Washington
800-255-1942
305-741-4626 (fax)



LARSON · JUHL

Your Source For Quality Picture Framing Supplies

Order Desk

Other Services

LOCAL

(206)433-6002

(206)433-1617

LONG DISTANCE

800-627-1500

800-627-0362

FAX

(206)433-2805



(800) 225-7789

(510) 489-9199

Fax (510) 489-9198

30441 WHIPPLE RD., UNION CITY, CA 94587

- 5 chops: 5% Discount + Free Freight
- 10 chops: 10% Discount + Free Freight
- Routering Service
- Length: Quantity Discount Available

User Friendly!

**Software worth getting
a computer for...™**

FRAMESHOP™ created by "Computer Ease"
columnist John Ferens, CPF.

• Does frame and gallery pricing, inventory
and much more. See why people are
switching to FrameShop! 206-323-5115.



(Continued from page 4)

two publications. The first is *Guerilla Marketing* by Jay Conrad Levinson and the second is *How To Get Clients* by Jeff Slutsky. Also read business and trade publications.

4. Get to know your customers. Ask your customers if they know about all your services. Determine what your customer is buying. Remember to ask questions of your customers. With this industry, we have the potential to change the tenor of someone's room with custom framing, so it is important to ask questions and to make them aware of what we can do for them.

5. Stand out from the crowd. What is it that sets you apart from other business? Find one thing that can be identified with you or your business and use that image in your marketing.

A list of unconventional marketing tips are also included in this newsletter. Ms. Schneider is offering a workshop on May 28, 1994 at Seattle University for more information on Developing a press list and writing a press release, Creating one-of-a-kind-brochures or direct mail pieces for your business, Making the most of "free advertising" that professional associations offer, and how to network your way to new business with ease. She also has two books available *The 1994 -95 Guide To Business-Related Organizations in Puget Sound* features listings of Organization Names & Address, Contact Names & Phone/Fax Numbers, along with brief descriptions of the organizations, founding years, number of members and newsletter/directory availability. A companion piece to the *1994-95 Guide* is a book entitled *Marketing by Association* that includes How to Write a Press Release, Self-Introduction Secrets, How to Master the "Art of Referral", Speech Writing Tips and More. For more information on these books and/or the workshop contact: Tracey Schneider/TLS Marketing at (206) 281-8720.

AND THE WINNER IS...

Join us on April 9th at the Double Tree Inn to find out who will win the EPFG Vendor Service of Excellence Award.



695 Edgewater St. N.W.
Salem, Oregon 97304
Phone: 1-800-872-4445
FAX: 1-503-363-7273

21828 87th Ave. S.E., Suite B
Woodinville, WA 98072
Phone: 1-800-292-3202
FAX: 1-206-486-4978



VICTOR MOULDING CO.
977 66TH AVENUE, P.O. BOX 2206
OAKLAND, CA 94621 • 415-430-0400

WHOLESALE PICTURE FRAME SUPPLIES

CHUCK BIGFORD
SALES REPRESENTATIVE

(206) 481-2555

1-800-366-8428
1-415-430-8588 FAX

MESSAGE CENTER
1-800-359-2829
EXT 3715

Bob Batie
Sales Representative

CLARK



CLARK MOULDING CO., INC.

10312 12th Ave. NW
Seattle, WA 98177
(206) 782-8888

(800) 322-5275



*Fabrics • Moulding • Gold Leaf
for the
Professional Picture Framing Industry*

947 North Cole Avenue • Los Angeles, CA 90038
(213) 469-9006 Fax: (213) 469-0940
(800) 342-CHOP (800) 8-FABRIC

**THE BEARD
OUTLET**
WHOLESALE FRAMING

ON BEL-RED ROAD
12005 N.E. 12TH
BELLEVUE, WA 98003

(206) 451-9844

SELECTED CRESCENT MAT	\$2.29 PER SHEET
4-PLY RAG MAT (32X40)	\$5.65 PER SHEET
FOAM CORE	\$2.50 PER SHEET
REGULAR GLASS	\$25 A BOX



Chris Engell

Regional Sales Manager

3308 Garden Brook Dr. Dallas, Texas 75234
(214) 243-0201 (214) 243-8335 FAX
(800) 527-0421

PIEDMONT MOULDING

DICK HASKELL

P.O. Box 4032 • Modesto, California 95352 • (209) 526-4610
Phone 1 (800) 344-2160 • Fax (209) 526-4622

"Color...the language of dreams."

Paul Gauguin

Color, and its interpretation, has been at the very core of art since ancient times. Much more than simply the way in which light is reflected or absorbed, each color creates its own mood and visual effect. Crescent proudly introduces Color, the comprehensive booklet on color.

To receive your free color booklet CB100,
send your business card to:

Crescent, P.O. Box XD, Dept. CB100, Wheeling, IL 60090

THE LIMITED EDITION

THE LIMITED EDITION is a column for and about you, your staff and vendors. A chance to tell us about your personal and professional accomplishments and messages (new cpfs, new employees, newspaper or magazine features, shows, new babies, promotions, college degrees, get well messages, etc.). If you have an item that you would like to have included in this column, call Jodi Norton at Frame Design N.W. or contact any member of the Board.

RECORD ATTENDANCE

There were a record number of people in attendance at the March meeting. This is a trend that we would like to see continued. Remember, If you leave with just one good idea than the evening has been a success. This is just one of the incentives and benefits of attending these meetings.

NEW FACES

There were many new faces at the March Meeting. **Laura Longacre, Dimensions Gallery & Framery; Walter (Otto) Hazen, Hazen Gallery-Kent; Lin Whitney, Whitney Boehm Gallery; Sandy King & Paula Cappenatti, Fast Frame-Tukwila;**

Jim Beach, Picture Plus-Tukwila/Puyallup; Bill & Myrna Brady, Fast Frame-Bellevue. We Hope To See You All Again at Another Meeting.

NEW SALES REP

Roz Hopkins of **Framer's Inventory** in Portland introduced **Jena' Belles** as the new sales rep for the Portland Area. Congratulations and Best of Luck to Jena'

HAPPY BIRTHDAY

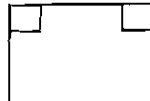
To **Frank Larson** our EPFG President, who celebrated his birthday on February 28th.

JOE THE TAILOR

P.O. Box 2296-N Bellingham, WA 98227 (206) 671-1465
(6 Ring Binder 26" x 3-1/2" x 32"H - with 15 sleeves & carrying case \$199.00.)

WHITE PRINT PROTECTORS		BLACK PRINT PROTECTORS	
w/white binding & w/white chip boards		w/white binding & w/white chip boards	
Sizes	1/2 Dz. Dozen	Sizes	1/2 Dz. Dozen
18" x 24"	\$23.00 \$39.00	18" x 24"	\$23.00 \$39.00
22" x 28"	\$33.00 \$49.00	22" x 28"	\$33.00 \$49.00
26" x 36"	\$43.00 \$65.00	26" x 36"	\$43.00 \$65.00
32" x 42"	\$63.00 \$100.00	32" x 42"	\$63.00 \$100.00
*40" x 60"	\$105.00 \$165.00	38" x 48"	\$105.00 \$155.00
		*40" x 60"	\$105.00 \$165.00

Free Flyers.



New additions: Metal Corners & Metal Tips
We will pay 1/2 freight on all orders over \$300.
*Without boards for 40" x 60" size only.
All can be shipped UPS & with info pockets

Display your Prints and Graphics clearly and safely on both sides. Clear 8 gauge Vinyl. Any size!! Stitched with Black Cotton Binding. Sturdy Insert Boards. 1 Year Guaranteed against Cracking and Tearing.

YOU WANT IT! WE'VE GOT IT!

NATIONAL GLASS IND., INC. inventories the widest and most complete variety of picture framing glass and size selection in the states of Washington and Oregon.

WE ARE THE FULL LINE DISTRIBUTOR FOR:

TRU-VUE, SANDEL, IMAGE PERFECT AND DENGAS

FOAM-X foam board is our newest addition to the product line and is available in both regular and acid-free in the more popular sizes.

NATIONAL GLASS *specializes* in the products you need to make your business **SUCCEED**, whether it is glass, plexiglass, custom beveled mirrors, and now Foam-X. We welcome your calls and invite you to allow us the privilege of serving you.



NATIONAL GLASS INDUSTRIES, INC.
17030 Woodinville-Redmond Road, Woodinville, Wa. 98072
(206) 488-8126 (800) 521-7061 Fax (206) 488-3712

January	February	March	April April 9th - EPFG Special weekend meeting w/ education & banquet Print competition
May May 10th - EPFG Chapter Meeting CPF update & study session ART & FRAMING SHOWCASE-San Francisco May 20-22	June	July PPFA ART & FRAMING SHOWCASE '94 CHICAGO, IL JULY 29 - 31	August ABC SHOW WASHINGTON STATE TRADE & CONVENTION CENTER CPF TEST
September	October	November	December

EVERGREEN PICTURE FRAMER'S GUILD
C/O JODI NORTON
FRAME DESIGN NORTHWEST
1420 N.W. GILMAN BLVD #3
ISSAQUAH, WA 98027
ADDRESS CORRECTION REQUESTED



PRINTED ON RECYCLED PAPER