



## EVERGREEN PICTURE FRAMER'S GUILD

N E W S L E T T E R    AUGUST 1994

### **AUGUST MEETING - ABC SHOW**

Check your calendar and mark August 20 & 21 as the dates for the ABC show. The ABC show has not been in Washington for three years and they are planning to have an excellent turnout with over 100 local and national exhibitors. There will be hands on demonstrations during all show hours.

Decor Magazine is sponsoring The Learning Center with education available on Saturday starting at 10:00 a.m. with a class on In-Store Merchandising. Jean Johnson, vice president of marketing for Beard Frame Shops, will show you how to create visual display vignettes to entice customers to return. Explore ways to create "eye candy" and create impulse sales. Allan Lamb, CPF will be instructing a class all about Framing Photographs. Hear how to safely handle these family heirlooms. Learn about daguerreotype, ambrotype, tintype and albumen prints. Find out what they are and what you do-or more importantly not do-when framing them. Framing photographs is a segment of the framing industry that is growing. You won't want to miss this interesting and informative session.

The Evergreen Picture Framer's Guild will be sponsoring a booth at the show in order to intro-

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### **AUGUST MEETING**

### **ABC SHOW**

**AUGUST 20 -21**

**SEATTLE TRADE & CONVENTION  
CENTER**

### **HOSPITALITY SUITE**

### **& FRAMING**

### **COMPETITION**

**7:30 p.m. - 9:00 p.m.**

### **MEETING NOTES FROM JULY "Human Resources Basics"**

With all the current changes in employment laws and the upcoming health care reforms, the July meeting was not only topical, but provided members with the benefit of an off-site human resources "department" that can be consulted for small businesses. HR Basics in Seattle works with businesses such as ours in developing procedure manuals, educating managers and owners to their responsibilities to employees and updating businesses with changes in employment

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**August Meeting**  
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**The Limited Edition**

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# ABC SHOW IN SEATTLE

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duce ourselves to those not familiar with EPFG and it's member benefits. Stop by and say hello. The Guild will also be hosting a hospitality suite/reception after the show closes on Saturday. The no-host bar and horduerves will start at 7:30 p.m. on site at the Convention Center. Tickets for this reception will be available at the booth during show hours on Saturday. During this reception you will have the opportunity to meet your fellow framers, vendors, and distributors, along with voting for popular choice in the Open Framing Competition. This competition is co-sponsored by the Columbia River Chapter in Oregon. Members of either the EPFG or CRC are eligible to enter and vie for the cash prizes and prestige.

On Sunday, August 21st PFFA will be administering the CPF exam for all those who have registered. With over 2,700 framers who have passed this test, you will be joining a select group.

With all these activities, it is certain that the show will be a success and we hope to see


**VOLUNTEERS ARE NEEDED**

**Volunteers are needed to help man the EPFG booth at the ABC show Saturday August 20 & Sunday 21**

We will be passing out information about the chapter and our activities.

This chapter is only as good as it's members. Please take the time to offer your help for one or two hours while you are at the show. If you are interested, contact Barbara Mercer at Edmonds Frame Design at (206) 771-6520

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*(Continued from page 1)*

## **Human Resources**

What questions can you ask during an interview? How can you obtain reference checks? What type of information should you keep in an employees file? What documents are you required to post for employees? What is a good benefit package to offer an employee? Jamie Todd of HR Basics presented the EPFG with the answers to these questions and others such as...Are resumes better than applications? What are lifting requirements? All the aforementioned questions and issues are covered in an excellent handout that should be part of your personnel files. This is valuable service, for you and your employees.

If you are interested in a copy of the handout contact Jodi Norton at Frame Design N.W. (206) 392-9727 and if you would like more information from Ms. Todd at HR Basics you can contact her at (206) 789-5457.

Our thanks go to Helen Kane and her staff at Anabel's Custom Framing in Everett, for graciously hosting the July meeting. It is not often that we get the chance to invade Helen's store, so it is always a welcome change to head north for a visit.



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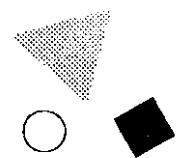
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**EPFG HOSPITALITY SUITE**

The chapter is hosting a reception in a hospitality suite following the close of the ABC show on Saturday-August 20. There will be hors d'oeuvres and a no host bar.

The co-sponsored framing competition will be available for popular choice voting, with awards to presented during the reception.

Space is limited, so pick up your tickets at the EPFG booth during show hours.

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## LINDA & JODI'S EXCELLENT ADVENTURE

*By Jodi Norton & Linda Ellis-Watson of Frame Design N.W.*

What an eventful weekend in the Windy City! Actually the events started before we even left Seattle: by the time we arrived at SeaTac, Linda's car had been hit, my power went out the morning we were to leave, leaving me to pack in the dark and to depart with wet hair and as if that weren't enough, there was a huge line for lattes ( our last for five days ) at the airport.

Upon our arrival at O'Hare we went through the standard routine of hurry up and wait from the airport through check in at the hotel. Which coincidentally was the headquarters hotel for 2,200 "Happy Homemakers" who represent a home shopping party network for kitchen wares. Oh boy! We immediately checked in all of the competition pieces that we had carried back and began our adventure. Well I'm not sure it really was an adventure. We went to the top of the Hyatt Regency to bask in the "breath taking" view of the Chicago (airport) area.

Let's see... how can one describe the landscape? Linda, care to answer this question? She laughs, just laughs. If you have never been to the mid-west, the best visual description I can give you is \_\_\_\_\_ flat. We ( Linda, Frank Larson and myself) decided to partake in some light appetizers. Ordering what we thought was a standard bountiful appetizer of crab claws, turned into a marine biology lesson. Did you know the rest of the country doesn't have dungeness crab. I think we ate crawdads, but we are still not sure. In anticipation of coming attractions we headed home and called it a night.

Friday: New experiences were the watchword for the day. We had decided to head downtown to take in some sights. Our first challenge was the train system. Once you figure out the routes the system is amazingly smooth. The stops well marked, the stations

were easy to find and very entertaining, with acappella singers in the subways. Once we arrived in the city, we were surprised and delighted to find fruit stands instead of latte carts on street corners (What a great idea!).

Our original plan had called for just a hour or two to tour the Chicago Art Institute. For any of you have ever been to this museum, you know that that was a futile plan. I have never been so impressed and awed anywhere. The permanent collection that is displayed in the impressionist wing is staggering. In one room alone, we were surrounded by Picasso, Gaughin, Seraut, Degas, Matisse, Van Gogh, Rosseau, Renoir, Monet and Lautrec...overwhelming! I was gladdened to see so many people enjoying the museum, especially on a weekday. It is inspiring, and encourages your faith in sharing the arts. The Institute also has a lovely courtyard where you can have lunch or just enjoy a glass of wine. The number of business people that were taking advantage of this location for lunch was remarkable. How nice it would be to have something like this in Seattle, not only the art but, the facilities as well.

By this time it was time to head back to the PPFA show to face the competition and to preview the exhibits. As bad luck would have it, we arrived back at the show 15 minutes late to vote for the popular choice entries. We were flabbergasted at the number of entries for the print competition. Over 50 pieces represented a cross section of chapter competitions. At this point we were severely depressed, so we returned to our hotel for an extremely expensive glass of wine to console ourselves.

After overcoming the shock due to the magnitude of the contest, we proceeded on to the reception for the awards ceremony. At this point I will let Linda describe our emotions and surroundings...Linda. Um let's see, emotions..."I thought I was going to have a heart attack and then throw up or was it throw up and then have a heart attack." I kept repeating to myself, Jodi and

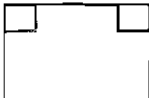
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*(Continued from page 6)*

anyone else who would listen "Why am I doing this again?" Well enough from Linda. She sure paints a pretty picture. This is why we keep her in the back room.

The reception was very well attended by both vendors, framers, and PPFA staff members. Meeting the people on the other end of the phone at PPFA is always a pleasure. PPFA uses this reception to update tradeshow information and ongoing efforts by the Art & Framing Council. This is also the crucial award ceremony. To start with, they present awards to exhibitors for booth displays. This is nice recognition for these companies who spend a great deal of time and effort in showing their products and supporting our trade.

Now for the big moment.

We were sitting in the back of the room and were unable to see the speaker or understand him very clearly. He began announcing the winners of Open Framing Competition. While Linda clutched at her stomach and moaned, I strained to hear any names that we would recognize. I didn't hear any. But wait, he had just announced the winners of the regional competition and was moving onto the Hall of Fame awards. Again, we strained to hear the announcement. By the time we figured out that we had indeed won the award for popular choice in the Open Division, we were confused and on the wrong side of the room to accept the award. We waited and hid in a corner of the room, too embarrassed at not having gone up to accept our award in a timely manner. The next award was for the Print Competition Hall of Fame. We quietly continued to hide in the corner, but now we were in the front of the room and could better understand the presentation. Three delegates were standing up front, holding covered pieces. Our hearts started to race and the cold drink I had been holding turned into a hot toddy. Watching the 3rd

and 2nd place pieces being unveiled, left us with an impending sense of doom. When we had initially toured the competition earlier in the day, these two pieces had stood out as extremely good efforts. The time it took to unveil the Hall of Fame piece and the popular choice award seemed to drag. However, when the drape was lifted we were stunned to hear Frame Design's name being called. In a not so demure fashion, we screamed, hugged and bounded across the room.

( Please forgive this display of egotism. I had asked Frank Larson to write this article, but as you can see I was left to my own devices.)

After the competition the excitement level dropped. On Saturday, Linda & myself went to visit her Aunt Jean. The destination was about 1 1/2 hours away by car. We saw alot of corn.

Saturday night we decided to attend the PPFA 50's sock hop. We should have stayed at Aunt Jean's. We did eventually have the chance to meet and socialize with some of the vendors later in the evening. What a nice opportunity to brag about "our" sales reps to the national gang.. Okay it's been a long day with alot of corn.

Sunday: Time to do the show. Like any other show, alot of the same companies are represented and products look very familiar. I was disappointed in the size of this year's show and am looking forward to the upcoming ABC show, which has about the same number of exhibitors attending.

There really isn't too much more to say. We enjoyed our stay in Chicago, the time we spent touring the Art Institute was reward enough, but the recognition of your peers is a truly an honor.

Thank you all for your support.



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### FRAMING COMPETITION

The Evergreen Picture Framers' Guild along with The Columbia River Chapter in Oregon will be sponsoring a Open Framing Competition at the ABC Show. Bring your most creative and innovative piece to be entered for a chance at cash prizes!

There are no restrictions on framing, but you must be a member of either the EPFG or CRC to enter.

Please have your entry to the EPFG booth at the show by 3:00 p.m. on Saturday-August 20th

Popular Choice voting will take place at the reception following the close of the show on Saturday. Awards will be presented at that time.

For more information contact Jodi Norton at (206) 392-9727

## *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 CPF's, 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.

WEDDING BELLS were ringing on August 7th, for **Jeff Schuffman** of **Studio Moulding** who was married in Los Angeles. Jeff and his bride will be honeymooning in Hawaii, but will be back in time for the ABC show. Congratulations!

### NEW LINE

**Ted Heeken** has been named as a rep for **DECOR Moulding**. We will be looking forward to seeing the samples.

### IN THE GREEN

**Dimensions Gallery** is in the news & on the radio. **Dave Allred** and recycling coordinator

**Laura Longacre** have put together innovative programs that have been recognized by the local media.

FRAME OF THE MONTH Check out our own **Carl Swanson, CPF of VanGo Custom Framing** in LaConner who has a piece featured as Frame of the Month in the last issue of Decor Magazine.

### NEW MEMBERS

Welcome to our newest member **Patricia Roberts** of **The Beveled Edge Custom Framing & Print Gallery** of Lynwood.

GOOD LUCK to **Mike MacPherson** who has taken a position with **Metropolitan West** as the Director of Sales & Marketing. Mike was formerly the sales rep for **Nurre Caxton** and Vice President of the EPFG. Although Mike will be exhibiting at the ABC show for **Metropolitan West**, he will be relocating to California's bay area in the near future. Good Luck to you and we hope to continue to see you in the northwest!

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<b>May</b>	<b>June</b>	<b>July</b>	<b>August</b> AUGUST 20 - 21 ABC SHOW AT THE SEATTLE CONVENTION CENTER *FRAMING COMPETITION *HOSPITALITY SUITE *CPF EXAM
<b>September</b> SEPTEMBER 13 - EPFG GENERAL MEETING AT STUDIO MOULDING *FRAMING WITH FABRICS  SEPTEMBER 27 - EPFG BOARD MEETING	<b>October</b>	<b>November</b>	<b>December</b>

**EVERGREEN PICTURE FRAMER'S GUILD**  
**C/O JODI NORTON, CPF**  
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