

Richmond Woodturners Newsletter

May 2006

Page 1 of 3



Next Meetings:

May 18th & June 15th @Woodcraft
(always the third Thursday of every month)

Announcements:

Library Needs: The club library is in need of upgraded materials. Many of our tapes are older copies. If you have original Videos, DVD's, books, etc, please consider donating them to the club library. Please be cognizant of copyright laws.

Turning Challenge Schedule:

May: Pot Luck
June: Multi-Axis Turning & Finials
July: Arts & Crafts Turning
August: Pens

Program Schedule:

May 18: Barbara Dill, Multi-Axis Turning
May 29th: Cindy Drozda, Finials, (Memorial Day FROM 9-11AM)
June: Dan Luttrell, Taking it to the next level!
July: Don Dillon, Turning Pens
August: Roy Tedesco
October: ?
November: VA/NC Symposium
December: Christmas Party

Coming Soon: The club is working on having a demonstration by Bob Rosand. Be on the lookout for details of this coming attraction. Check out his website at <http://www.rrosand.com/>. One of his ornaments can be viewed in the picture to the right. Can you tell which one is his? This ornament was won at one of our meetings.

New Members & Visitors:

Please welcome new members Lee Beadles and John Ware along with first time visitor Lee Isdell.

April Demo:

Phil started the presentation with his items loosely displayed on a plain folding table with little décor or style. We would soon find out this was NOT the way to do a show. Phil has witnessed vendors with such an uninviting display. They are the same ones who wonder why they aren't selling their items.

Phil started his lecture by dismissing some of the myths of Crafting. Most of the vendors

will not tell you the truth about their sales. Phil on the other hand gave us the straight shot. Don't do craft shows for the money. Nobody is going to get rich quick selling crafts. So why do we do the shows? Well, Phil says to: talk a little, travel, have some fun and support your hobby. I think he has taken it to another level (a little more on that later).

Phil provided some points to help you get started. Walk a lot of shows before you select one to participate in. Review the market using craft magazines, craft suppliers and the ultimate "Art fair Source Book". Start small but have plenty of stock. Choose about ten items. Try to find a niche in the market. Do your homework.

Know what to expect. You may make ten times your booth bill. The average is about four to six times the bill. For the averages to come out someone has to go home with almost nothing while others do quite a bit better. It takes planning and preparation to be the one doing better.

Get fast at production. Know the cost and the profit margin. A quality piece at a higher price may give you much more profit than cheaper items with less profit.

Above all don't look hungry and don't ask people "Can I Help You". Talk with your customers about anything and lead the conversation to your wares. You'll have them eating out of your hands before they leave. And if they don't buy at least you had some good conversation and got to know someone.

You will never get to talk to them if you can't get them in your booth. Talk a little and sell a lot. Phil decorated his booth on a \$20 budget. He used colored cloth, raised platforms, lighting, signs, and pictures of himself at work. All designed to draw them in. If you have ever seen Phil's work you know it is nice. Stop by his booth and after spending some time with him you will surely think with such a fine man and great pieces of work you just have to buy one. If the man is good the work must be better.

You'll probably never meet a nicer man. Phil has been a real resource for our club.

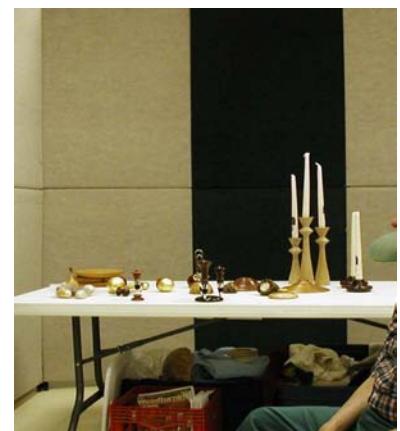
His open discussion on crafts will be helpful to any of us planning on attempting to do a craft show.

Phil has taken his crafts to a higher level, that better known as Art. People will pay a lot more for art than they do for crafts and rightfully so. Phil's many years of experience shows in his pieces. Each one is better than the last. He has an eye for design and form and has a lot of fun in the process.

Thanks Phil for openly sharing your wisdom with our club!



The Team



How NOT to Display!

**Richmond
Woodturners
Newsletter
May 2006**

Page 2 of 3



Start Simple



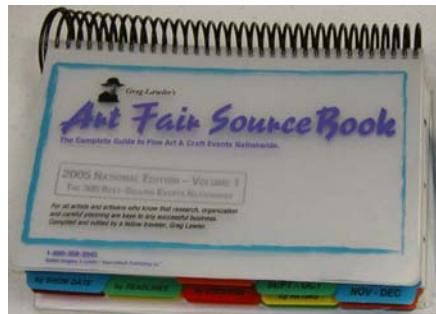
Add Some Variety



Provide Quality Items



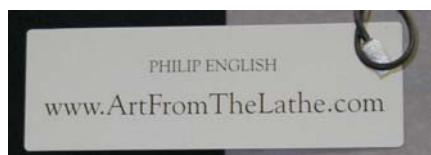
Do Your Research



The Best Source Book



The Finished Display and All on
A Small Budget



Don't Forget To Advertise

Members Challenge Pieces:

Each month members bring in their projects and share their experiences. Bowls are always among the many items produced and each one has character and form of its own. With the past demonstration on coring we have a few examples of members using this method to produce more items from the same piece of wood. Coring provides both a savings in wood and an addition of artistic value in the graining running through the matched pairs.



Cored Set!



Candy Anyone?



Dish It Out

Richmond Woodturners Newsletter

May 2006

Page 3 of 3



What A Variety



Ready for a Craft Show

Virginia Symposium Notes:

<http://www.virginiawoodturners.org>

2006 Virginia Woodturning Symposium

November 4th & 5th

This event will feature local and regional demonstrators and is designed to promote the craft of woodturning as well as renew the goodwill of woodturners and prospective woodturners throughout the region. The mission of this event is to provide an environment for networking and education for members of the regional woodturning community and for promotion of the art and craft from the lathe. Through active demonstrations we hope to provide avenues for expression in one's woodturning, as well as introducing non-turners to the craft.

AAW Symposium Notes:

<http://www.woodturner.org/sym2006>

During our AAW Symposium each year, we have a "return to the community" project. This year in Louisville, we will collect Christmas ornaments. They will be delivered to Kosair Children's Hospital in Louisville. Each year the hospital collects ornaments and decorated trees and auctions them or sells them outright to

raise money. Last year they raised almost \$400,000 to help the kids in need. Have your chapter turn as many Christmas ornaments as they can and either bring them to the symposium or mail them to Greg Streif, 7308 Abbott Glen Dr., Crestwood, Ky., 40014 gregstreif@insightbb.com. This is a great opportunity for your chapter members to have some real fun while building their turning skills and at the same time, help sick kids in need. What a deal! If you have any questions, contact Greg as shown above. Thanks, John Hill – Chairman AAW chapters and membership committee Johnrhill@charter.net 828-645-6633

Officers for 2006

President:	Jim Bumpas (804) 526-2873 Jimturnswood@yahoo.com
1 st Vice President:	Lee Scarbrough (804) 520-1745
2 nd Vice President:	Matt Baker
Treasurer:	Gene Milstead (804) 932-9749
Librarian:	Dick Hines
Membership:	Danny Luttrell (804) 271-4799
Refreshments:	Harry Howell
Information Officer:	Don Dillon
Newsletter Editor:	Mike Lane (804) 932-5149 richmondwoodturner@cox.net
Past President Board Members:	Dan Luttrell David Sterling

Website: <http://www.richmondwoodturners.org>

Dues: \$25 individual, \$35 family & \$15 student. Member applications are available upon request at meetings or via email.

AAW Membership: Dues are \$40 per year. For this, you receive 4 issues of "The American Woodturner" (a \$30+ value), a great resource directory (over 450 pages), a huge annual symposium, personal grant opportunities, third party liability protection, and much more. If you are the least bit serious about woodturning, you can't afford to miss out on all this.

Library: Contact the club librarian to borrow tapes and other publications related to woodturning, for only a modest deposit or donation to the club, if you like. A reference list of available material will be forthcoming in the near future.

AAW: The AAW Symposium is scheduled for JUNE 22-24, 2006 in Louisville, Kentucky. Put this date on your calendar and let's plan on having a large number or RAW's at the symposium! We need a member who will volunteer to formulate and plan a Collaborative item for the symposium. It would nice to take a piece representing many of the members of our club. If you have any ideas respond to the email or let one of the officers know. <http://www.woodturner.org/>

Ray Deyo offers a 10% discount on non-power tools and supplies on meeting nights at Woodcraft for members only. Another very good reason to join!