

Woodworkers Club

OF HOUSTON

VOL. 6, NO. 4

APRIL, 1990

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MARCH MEETING

Our Speakers for the March meeting were Sharon Buckley and Leonard Ekholm. Both members of the club have turned their hobbies into a business. Sharon has gone from a garage workshop to a 2100 square foot mini warehouse workshop by selling craft items wholesale to stores that specialize in toile or country painted items.

How do you get started? Sometimes by just being in the right place at the right time. Sharon was at a woodworkers club meeting when Ronnie Derks asked if anybody was interested in making larger items for a store that he was cutting out smaller items.

If you want to sell to retail stores: you should first make up some samples of your work and make sure your price is something you can live with. You must have a price list to show to the buyer. And remember most stores mark up your price 100 percent, if you price too high they won't sell and the buyer will not buy your items. When you sell retail, you have to figure volume not on a one piece item, remember you can make six or a dozen items as fast as you can make one. Also don't underprice as you can't stay in business long if you don't make a profit.

When you make items for stores like Sharon does, you will be asked to make some things that you would rather not make but to keep a good customer happy you will.

Leonard is supplementing his retirement with his woodworking, first by selling his items at craft fairs and also by selling to retail outlets.

Leonard's approach to his woodworking is by designing his own products. He first tried a lot of different items to sell at craft shows and working up a product line that sells the best.

He tried shelves, clocks, recipe card boxes and a line of items made in the shape of Texas. In his first year of craft shows he found which items sold the best and which craft shows were suited to his items.

CRAFT SHOWS/FAIRS

The following is a list of some of the things you must do or have for a craft show:

1). you need a helper to put up and take down your booth.

2). Sales Tax number--which you get from the State which cost \$25.00. Do not try to do a show without this tax as the state makes periodic checks to make sure all craftspeople collect sales tax.

3). This tax number also gives you a tax deductible status when you purchase items that go into the product that you are selling, including paper sacks.

4). When you collect taxes you must pay the state, once a year if you collect under \$1000 or quarterly if you collect over a \$1000.

5). You must know where and when these shows are held and when the deadline is to enter. You must plan ahead as some shows require you to enter 8-10 months in advance.

"Where Its At" is published monthly out of Austin, Texas if gives you a pretty good idea of what type of show, how much it costs to enter, the deadline to enter, the person or organization you must contact for information and forms, and if the show is judged.

6). For most shows you need a booth, figure around a cost of \$300.00. Be careful of the construction as it must be assembled and disassembled and transported from show to show.

7). You will need a trailer, pickup or van to get to the show..

8). Indoor shows usually cost more but usually are better attended and you don't have to worry about the weather.

9). What makes a better show--it should have good attendance and how well is the show advertised.

Leonard says one of the best shows is the Kerrville show, it is one of the toughest shows to get a booth. Craftsmanship is judged before you can rent a booth--they have 2000

applications and only 200 available booths.

10). Expenses: If you travel out of town for a show you will have additional expenses, gas, motels, and restaurant costs.

Leonard suggests that you try the Bellaire show to begin with, you can get a 10 x 10 foot space for \$50. The show is a one day outdoor show but is very well attended, they have a spring and a fall show.

Leonard is expanding into the wholesale market, some of his suggestions of how and what you will need follows: You need a price list, photographs, he takes a sample like a business card holder into the store gives it to them and makes an appointment. He has sold his Texas items to office supply stores. The mark up for these stores is 40%. Retail stores will not just reorder, you must make sales calls.

Sometimes doing a craft show will expose your crafts to wholesale buyers.

If you want to really get into the big time you can get a booth at a Wholesale Trade Show in Dallas for \$1100.00.

MONEY

One problem with wholesale is getting your money, most store love to work off your money before they pay. The majority of stores say they pay in 30 days, which really means it might get close to the computer that prints the check in 30 days, then it sets around a week or two for someone to sign it and then someone to mail it. Plan on 45 to 60 to 90 days before you get your money.

There are other ways beside retail markets and craft shows. Many of our members work on a smaller scale to supplement their income.

Word of mouth is one of the best ways for people to know about your work. Your fellow co-workers are a good source, don't just talk about your work, put a sample on your desk or give away a item and you'll be surprised how many orders you'll get.

If your retired give your children or friends a wooden gift and they will in turn show it to there friends and so on.

Where you buy your tools or supplies, many places have a bulletin board for business cards or if they know what kind of work you do will give you a referral.

There are a lot of people looking for a craftsman so try different things and don't give up. Just do the very best work, offer a fair price and be honest with your customer. People would rather you tell them you have a problem than be given a lame excuse.

CHARITY SHOW

Sam Zeisman has again agreed to be Chairman of the Charity show. Sam always does a good job as Chairman and credits his committee chairpeople and all the workers who put that extra effort forth. It might seem too early to start talking about the charity show but its better to start early than wait for the last minute. We also have a lot of new members who might be unfamiliar with the sale.

Each year the members vote on which charity we will help and then donate wooden items that they have produced in their shops or in group sessions. We hope all will participate, its a good way to help a charity and really get to know the members.

Stuart Murphy would like suggestions on what sold well at past shows so that he might be able to set up some seminars or workshops to aide the charity show and for the members to learn skills. Talk to Stuart at the meetings or send him the information. I think he might accept volunteers to give these seminars.

SHOW AND TELL

Chuck Maxwell and Ed Caesar both made a Mortising Jig featured in Woodsmith Issue #67. Both Chuck and Ed either Maxwellized or Caesarized the plans to suit their own style into the making of the jig. Chuck made his out of plywood and Ed made his from sink cutouts

Ken Wallis made a Table with Turned legs that he turned himself. The table top was Maple finished with the free sample of 3M Poly Finish that they gave away at the Woodworld Show. Its a new finish that is very hard and imperious to finger nail polish and polish remover. Ken Assembled the frame with double biscuits, but just glued up the top and planed smooth with a cabinet scraper.

SAFETY----Review of the Basics

By Murray Gordon

There has been a lot of articles and discussion about chemicals in the shop, hazards of sawdust and vapors from solvents.

We would all like to do away with them but we must just learn how to live with them in a safe manner.

If you have allergies you will be even more susceptible to these irritations.

The first thing to do is to contain the saw dust by using some form of dust collection, by either installing a dust collection system or attaching a shop style vaccuum to the machine you are using. A dust collector should have high volume and low suction.

There are many tools that make it difficult to contain the chips, as in hand held routers and lathe work.

Solvent spray--when spraying do it outside or leave the door open with fan. If the fan is not explosion proof, set the fan so that blows into the spray area and not as to draw the solvent spray into the fan as it might explode. When spraying always wear a mask.

There are many masks, for many different tasks, besure you use the appropriate mask for the function you are performing.

The paper masks are for minor dust particles. The industrial units with replacement filters are what you need for vapors, but you still have to make sure that the filter you are using matches the function it was intended for.

If the filter is a charcoal filter store it in a zip

lock bag. It will keep it clean and the charcoal will last longer.

No mask works with a beard unless its a full mask/helmet type with self contained air unit.

TREASURER REPORT

Claude Emory reported that we have \$2682.00 in the Treasury. He also has a few Club Baseball Style caps for sale at \$5.00.

When you go to wood shows or to buy you tools or supplies wear your club hat or shirt its good advertisement for our club.

PROBLEMS AND SOLUTIONS

The router tables that you purchase be sure to check that the table top is flat some of the members have found out that the tables were concave.

Henry Reed had a simillar problem with a 12 inch disc sander. He could not flatten some bowl stock and he discovered that the 12 inch disc was concave.

Bill Baker is making an infant crib from steam bent stock and needed some ideas. When steam bending add sugar to the warm water and the wood will bend better--you just might have a problem with ants. Another suggestion was to make a form in the shape of the crib --soak the wood in the bath tub and use a steam iron when bending on the form. becarefull one member stained his bath tub when soaking Mahogany and gets a mahogany ring around him. Another member uses a 1 1/2-2 inch copper tube and a 100 watt soldering gun.

The Router Mate a pad that looks like carpet padding works great for routing small and large projects, it keeps the objects from sliding around and makes it safe to rout small objects.

FOR SALE OR WANT TO BUY

Chuck Maxwell has a Mill-Route for sale.

Jerry Wartko has a large selection of Veneer for sale--mahogany, cherry, and poplar. He will sell large or small quantities.

Home phone--955-7329 Day Phone--864-7800

ANNOUNCEMENTS

Pasadena Industrial Supply is having their POWER AND HAND TOOL SHOW April 20, 21 and 22. As you enter just tell them Johnny sent you and you get in free. For more information see there ad in this issue.

Bob Soderblom member and past President has sold his house and is in the process of moving to Florida. We will miss him and his wife Dot and wish them well.

Bill Baker has a woodworker who lives in Baytown that is interested in attending our meetings but cannot drive himself because he is legally blind. If you live in that area will you contact Bill Baker.

Ted King is still collecting photos of the members workshops. If you can't take the photos yourself he will come by and take them for you. Just give him a call.

Shopsmith Sawdust Sessions are held each Thursday from 6:30 till 7:30. They are going to assign one session a month to a long term project that they will go from scratch to finish.

Ed Caesar is still helping the woodworking shop at the Pyramid House. If you would like to visit or to help out contact Ed.

Gary Wallace needs a woodcarver for Trophies.

CLUB ROSTER FOR 1990

Last month every member received a club roster. The roster changes quickly this time of year, each month we will update it in this newsletter. Please add the following new names or make corrections to the existing members.

The following are new members:

APRIL MEETING

WHEN: APRIL 21, 1990 A. M.

WHERE: BAYLAND COMMUNITY CENTER
ON BISSONNET AT HILLCROFT

DIRECTIONS: Go out the southwest Freeway (Highway 59 South) take the Hillcroft exit. Go South on Hillcroft, turn right on Bissonnet and the Bayland community Center is on the right. Follow the signs in the park to the community center.

PROGRAM: Ken McBride will present the program on Drawer construction. How to solve some of the problems in the construction and how to correct problems that occur in antiques.

Ken is an excellent teacher and craftsman specializing in antique hand tools.

SAFETY

The following article is from the Power Tool Institute on Shapers.

Before you use a shaper, make certain you are thoroughly informed of proper and safe procedures. Read and understand the warnings and instructions on the shaper and in your owner/operator's manual before operating.

Stay very alert when using any shaping tool. Carelessness can be extremely dangerous.

Always wear safety goggles or safety glasses with side shields complying with current

national standards, and a full face shield when needed. Use a dust mask in dusty work conditions. Wear hearing protection during extended periods of operation.

Do not wear gloves, loose clothing, jewelry or any dangling objects, including long hair, that may catch in rotating parts or accessories.

Be sure the keyed washer is correctly aligned and directly under the spindle nut, and that the nut is tight before operating the tool.

Cutters should be maintained and installed in strict compliance with the owner/operator's manual. The direction of rotation of the spindle dictates cutter installation and feed direction.

Listen for chatters or signs of looseness at start-up. If you hear, see or suspect problems, stop the tool immediately, unplug it, check the tool thoroughly. Correct any problem before proceeding.

Always feed the workpiece against the rotation of the cutter.

Shaping narrow stock can be particularly hazardous. Use a fixture to hold the workpiece. If the operation requires hands to come within 6 in. of the cutters, use a holddown/pushblock for workpieces from 6 to 2 in. For 2 in. and lower, use featherboards or appropriate fixtures.

When end shaping, use a miter gauge with holddown.

When edge shaping, use featherboards.

Use the ring or cup guard when the adjustable fence is not in place.

Never freehand shape.....check your owner/operator's manual for safe procedures for use of an adjustable fence when straight-line shaping, and starting pin and collars when performing irregular (curved) shaping.

BOOK AND VIDEO TAPE LIBRARIES

Bill Sallans and Bob Gallant are in the process of updating the Library. During the Woodworking show Bill purchased some new books for the library that you will find very interesting.

The Club is also purchasing new video tapes as they occur on the market.

The libraries are available to all the members, we just ask that you check them out at one meeting and return them the following month. If you're late returning them you will be charged a late charge.

SEE YOU AT THE MEETING !!!!!!!!!!!!!!!

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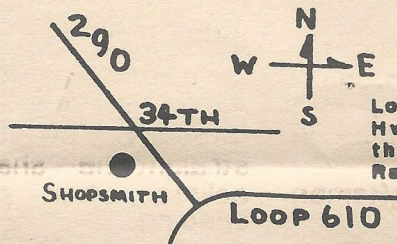
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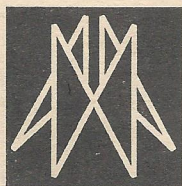


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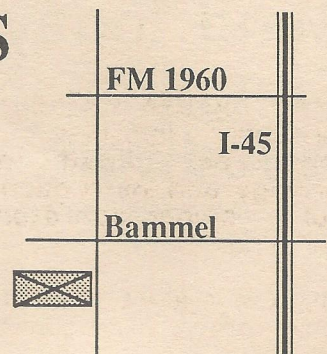
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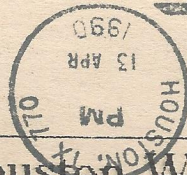
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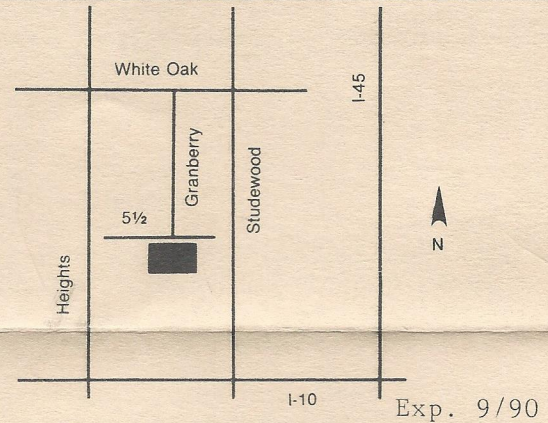
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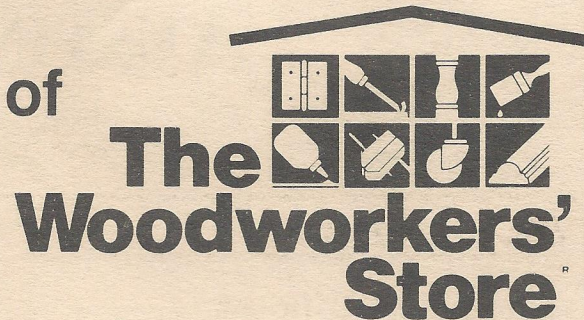
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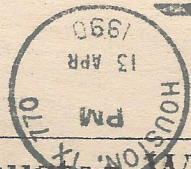
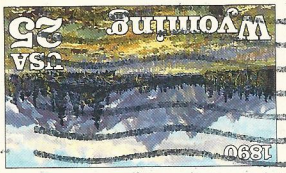
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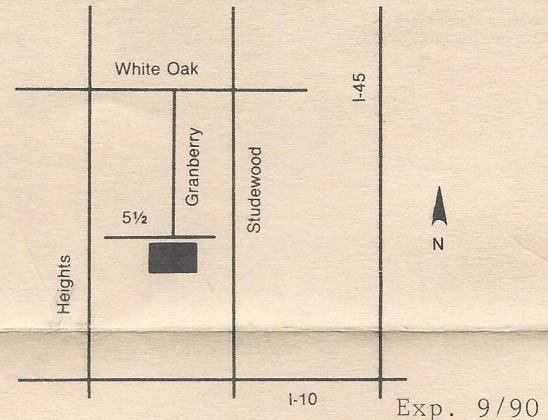
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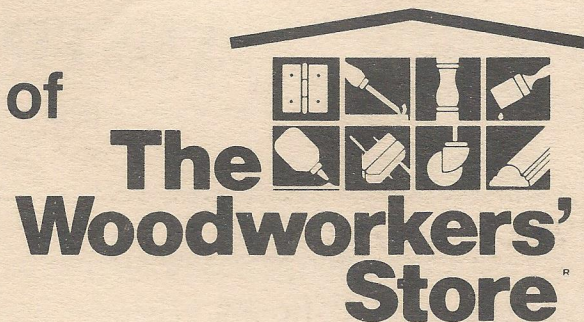
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