

# CHATTERMARKS

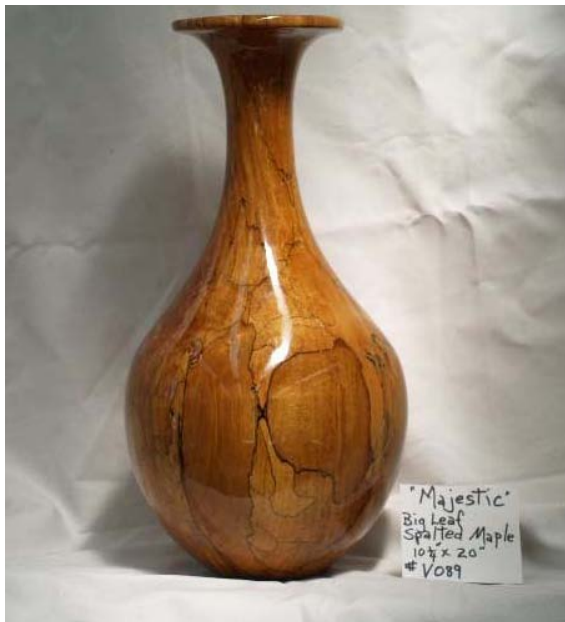
THIS MONTH MEETING

PAUL CRABTREE  
WILL DEMONSTRATE  
THIN NECK VESSELS  
VIA THE BOTTOM



## JUNE MEETING

30 June 6:30 pm,  
Kitsap Adventist School  
5088 NW Taylor Rd.  
Bremerton, WA With Social,  
Library, Show and Tell Tables  
and wood auction viewing before



Paul has designed and made this tool for the safe, easy hollowing of wood on the lathe. There are different diameters for different depths of hollowing. deep.

Dissatisfied with what he saw on the market, Paul came up with a simple and reliable means of judging wall thickness. The gauge which comes as part of the tool consists of a spring soldered to the outrigger arm. The spring rubs against the wood as it's being hollowed. Once the spring stops rubbing against the wood and points straight at the work the user knows that the piece is nearing completion

## **SPECIAL THANKS**

**The club would like to thank the following members for a great day of turning at the JUNE 2010 Mini Symposium**

**John Elliott  
Tones Briggs  
Norm Hix  
Jimmie Allen  
Bob Hinkernell  
Doug Henderson  
Dave Schweitzer**

**We are hoping to do again this year.**

## **WELCOME TO NEW MEMBERS**

**We would like to welcome the following new members that have joined during May Meeting or during the Mini Symposium. If I left someone out please email me ([editor@opcaaw.com](mailto:editor@opcaaw.com)) or call me (360-204-6799) so that I can welcome you to the Club.**

Jamie Parker  
Jamie Straw  
Sam Throm  
Gary Walker  
Jack Lange

Terry Foutch  
Robert Flynn  
Cliff Hall  
Larry Hess

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# Secretary Challenge

## Rules

1. Total material for turned items of the assembly to be made from no more than 192 cubic inches.
2. Each entry must include at least six pieces with at least one “turned” surface visible after assembly. (A liberal interpretation will be used, allowing drill press and hand drills as “lathe”.)
3. Additional material of all types may be used, not to exceed 48 cubic inches.
4. Material used for glue blocks, cup chucks, follower blocks, etc is not limited.
5. All turning must be completed before assembly. (Eliminates “Segmented” and laminations as parts to be counted.)
6. All projects must fit in one of three categories.
  - A. Will sit on a horizontal surface.
  - B. Hang from a single finish nail projecting 3/16” from a vertical wall.
  - C. Hang from an overhead support.
7. Each member may enter up to three projects, but only one per category.
8. All entries must be submitted individually, in an obscure, but easily opened, container no later than the end of Aug. meeting.
9. Anonymity will be maintained by me until they are auctioned, and at auction if requested.
10. Projects may be “Signed” if covered.
11. I will select Judges, but will not contribute to their method of scoring entries. I will break ties, if they cannot.

**This Challenge will raise money for the  
Kitsap Adventist School.**

**Contact the secretary with any questions**

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# UPCOMING SPECIAL EVENTS

## MARK YOUR CALENDARS

**June 30<sup>th</sup> – Monthly Meeting-Paul Crabtree will demo Thin Neck Vessels**

**July 18<sup>th</sup> – All day turning Demo with Eli AVISERA**

**July 24<sup>th</sup> – Woodturners of Olympia Symposium featuring Al Lacer**

**July 28<sup>th</sup> – Monthly Meeting- Annual Wood Auction – Save your wood and your dollars for this special auction.**

**Aug 21<sup>st</sup> –Annual Summer Picnic- Frank Rabb Park in Poulsbo- FUN for the Entire family**

**Sept 10-12--The West Coast Round-up. Vancouver BC Woodturning Symposium**

**Sept 29<sup>th</sup> Capt. Jack Wayne will demonstrate**

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## Symposium News

3rd Annual Creativity in Woodturning  
Sponsored by Woodturners of Olympia  
24JULY 2010 in Lacey Washington  
With workshops 25- 27 July.

Featuring ALAN LACER

Also.....

See our clubs own member **DAVE SCHEITZER** turn a bowl along with **BILL LUCE**. This Mutt and Jeff Show will share some of their turning experience in a fast paced spectacle/demo on the subject of turning bowls, at times utilizing two lathes.

For Information or to sign up for the Symposium or any of the workshops contact

Woodturners of Olympia  
Al Price

<http://www.woodturnersofolympia.org>

Phone: (360) 791-0396

E-mail: [aprice44@aol.com](mailto:aprice44@aol.com)



The West Coast Round-up  
Vancouver B.C.

Woodturning Symposium

Sept. 10 - 12, 2010

- eleven 90-minute demonstrations - there are 44 to choose from
- Friday evening reception
- Saturday evening Banquet and Auctions (Silent and Live)
- lunches on all three days
- your participation in the "instant gallery" - bring your turnings to share with others

There are 2 ways to register:

To register online - click [here](#).

or

Download the mail-in registration form - click [here](#).

**For info go to**

<http://www.gvwg.ca/symposium/AboutShow.htm>

## Special Bulletin:

The Nova Lathe Part has been repair and will be installed this week. It should be up and running for the June Meeting. Thanks to Ralph Lindberg to making this happen.

## On a Sad Note:

Long time turner and OPCA AW member Leon Cotey passed at home the morning of 18 June 18, 2010 of Pulmonary Fibrosis. Please put Leon and his family in your thoughts and prayers.

## 4<sup>th</sup> Annual Port Gamble Forest Festival Saturday 25 September

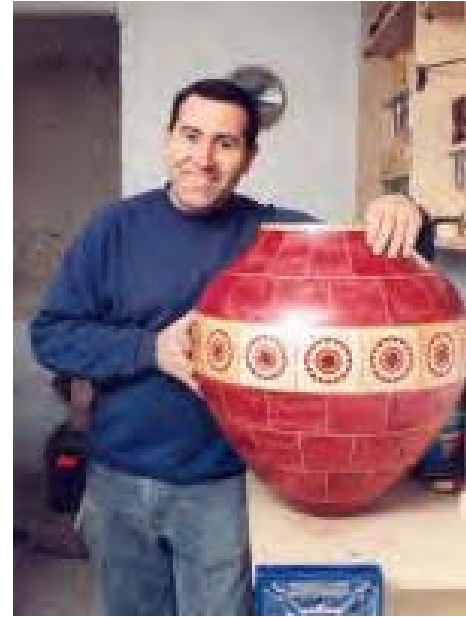
The club has been invited to demonstrate Woodturning at the 4<sup>th</sup> Annual Port Gamble Forest Festival. We are looking for 8-12 Turners to demonstrate and answer questions at the OPCA AW Booth. This is a chance for you to sell your turnings. Contact Doug or any Board member at the June Meeting if you are interested in helping out at the booth.



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**SPECIAL EVENT**  
**OPCAAW PRESENTS**  
**A DAY OF TURNING WITH ELI ASISERA**  
**18 JULY 2010 FROM 10:00am TO 5:00pm**

Eli Avisera( הריצחובא ילא ) born in 1960, grew up, studied and lives in Jerusalem, . Between the years 1973-1977 El studied at the school of wood art in Jerusalem. Since then, Eli is a professional woodworker. Eli is an international woodturning demonstrator and teacher. Eli was invited to many countries to show his unique variety of techniques. Eli uses a line of his own signature tools (manufactured by Hamlet Tools ). These unique tools have been developed based on over 30 years of experience in woodturning. In 1988 Eli has established the "Wood Craft Center" where he teaches workshops for furniture building, wood turning and wood carving at all skill levels. To date, Eli has taught hundreds of students and has been instrumental in promoting this art in .In 2003 Eli has been invited to Woodturning Center, Philadelphia, , as an ITE participant.



ITE – International Turning Exchange is a prestigious International event, bringing together every year a small group of carefully selected Wood Masters to share their knowledge and create together. Eli is one of the leading wood art masters in and his creations are exhibited in many exhibitions both locally and around the world.

**Bring your check for \$25.00 to the June Meeting or contact Cindy Allen at 360-373-3041**

**This will be an all day event bring your lunch, a comfortable chair and be ready to learn form one of the best.**

**For more info visit Eli's website at:**

**[www.avisera.co.il](http://www.avisera.co.il)**

**]**

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## From the President:

The Olympic Peninsula Chapter of the American Association of Woodturners is a very fine organization. We have been gifted with a number of very fine woodturners that have donated their time and energies to helping fellow members develop their skills and expertise. We have been fortunate in having a number of members step forward at each meeting to assist in setting up and taking down the chairs, tables and equipment used during our meetings. Those that have given of themselves are rewarded only by the satisfaction that they get by helping.

We are rapidly approaching that time of the year when the Board of Directors for 2011 will be elected. This year we will have a number of openings on the board. In the past it has been difficult to find volunteers to fill these positions and when the positions are filled it is equally difficult to see someone you have worked with for several years leave.

During the time that I have served on the Board of Directors first as Secretary and then as President I have come to realize what a great job our board members have done. Each and every one of them has contributed to our Chapter and made it better, they have brought forth new ideas and helped attract new members.

Please take the time to consider serving on the Board of Directors. You will have the opportunity to work with some great people, voice your ideas and help perpetuate a great Chapter. It does not take a great deal of skill in any particular field just a desire to become involved.

The Board of Directors meets once a month, two weeks prior to the general meeting for about an hour. Anyone that is interested please give me a call and I would be more than happy to discuss the positions that will be open and the responsibilities.

Doug Henderson  
360-437-4033

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## Also from our President

### WHERE AND HOW TO SELL YOUR PRODUCT

By Doug Henderson

Linda and I have been selling our products for five years now. We are not the world's greatest sales people; in fact I don't really like selling. I do get a kick out of folks that come up and praise the work I have done and ask questions. Frankly I was kind of surprised when I first started to sell things and very worried whether they were really good enough to sell. The following information we have accumulated through experience attending Craft Shows, Farmer's Markets and selling our products in various locations. One guarantee, you will not get rich doing this, in fact you will probably not even make minimum wage but you will have fun! We all have our goals and reasons for doing things like this. Mine was to equip a very nice wood shop. I'm about half way there. The other reason for both Linda and I is that we enjoy it. Meeting people and comparing notes with other vendors is enjoyable and it does keep me out of the bars and off the streets.

Internet      Retail stores      Farmers Markets      Craft Shows

We will discuss the pros and cons of all four, which will include the costs involved for the seller. But first the other stuff.

Just a word about Sales Volume and how I have used it. Different businesses sell different products in a wide variety of markets. Just like grocery stores, they all sell groceries but at different prices. Prices have a tendency to reflect the affluence of the area or lack there of. Products carried in a grocery store reflect the customer's wishes and their ability to pay. The type and quality of wine in a store in a very affluent area would not necessarily compare to a store in a less affluent part of town. Gift shops and galleries are the same. Vendors at Pikes Market in Seattle command a higher price than gift shops in Poulsbo. Galleries in Bainbridge Island sell product for far more than they would sell for in Port Angeles.

Sales Volume reflects the amount of product that you should expect to sell at that type of store throughout the smaller communities of the Olympic Peninsula. A Farmer's Market attracting three hundred people in one day should and would expect a larger amount of business than a Gift Shop with twenty-five walk-in customers a day. A Craft Show with a thousand potential customers in one day should do better than a Gallery with 50 walk-in's a day. Now that I have said that I do remember a day in Indianola in the Neighborhood Center, a cold wet day with only enough space for about ten vendors. We did not expect much and were very pleasantly surprised at the end of the day when we counted nearly eight hundred dollars in sales.

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## Business License

Technically - Legally - you must have a business license to sell items that you manufacture. The last time I checked, the license, which is issued by the State of Washington, was free.

Do you need a business license? Good question. To participate in most Craft Shows, Farmers Markets and consignment shops you must have a UBI number (Unified Business ID #) issued by the State of Washington. The venue will normally ask for this information when you fill out an application to participate.

I know a number of vendors who have called the appropriate department of Washington State (Master License Service) to ask if they needed a business license and were told that if they were not selling over \$10,000.00 a year they really did not need one. \$ 10,000.00 a year is a lot of money in the craft show business.

## Reseller Permit

This is one of those rare opportunities when you get a break being a business.

The Reseller Permit is also free. It is issued by the Washington State Department of Revenue. It allows you to purchase any component, Ingredient or chemical used in processing new articles of tangible personal property produced for sale. In other words you can buy wood, glue, finish, hardware etc for your product and do not have to pay sales tax on the items. Most businesses will keep a copy of your Business License and Reseller Permit on file for you and establish an account so you will not be taxed.

## Sales Tax

Here we go again, Technically - Legally - you must collect sales tax on the sale of any item you sell and during the month of January forward the sales tax you have collected during the previous year to the State of Washington. The form required is very simple and can be filled out on line. If you have any difficulty the on line location will give you a phone number and a very helpful employee will walk you through the process in about five minutes. You print out a copy for your records and send them a check for the amount of taxes due. Very simple.

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You don't know where you heard this BUT I know that there are a large number of vendors out there selling their wares who do not make close to \$10,000.00 in gross sales during any year. According to the State of Washington you do not need to have a business license if you earn under that amount. The question is how do you pay the sales tax without a UBI number? I don't know and neither do the folks that do not have licenses and earn under the magic amount.

## Juries

If you are selling on the Internet you will normally have photos on your web site. If you are selling in Gift Shops or Galleries the proprietor has chosen you because of the quality of your work based on viewing your product. The same can be said for Co-ops. When you get to Farmer's Markets and Craft Shows where the management is dealing with many vendors they frequently like to set up a Jury to evaluate potential vendors. All this amounts to is a board or committee inviting you in and having you describe your product, explain how you make it and why you want to be part of this particular market. They will then examine the product and recommend to management whether you would be acceptable. This is a very difficult process for some vendors such as jewelry crafts people since there are so many of them. If you are into turning there are not very many vendors so being accepted can be very routine and quick. It makes their market look good to have quality goods at reasonable prices made by the vendor selling the product.

Don't sweat the Jury! Many Farmers Markets and Craft Shows shop the other markets looking for vendors so you can expect to be invited to other markets (jury waived)

## Pricing

Good Luck! Pricing is probably the most difficult part of selling your product. Naturally there is not a single individual in the entire world that can do as good a job as you. Get over it. The majority of your buyers will not recognize the quality and time you have put into the project. Those that do will compliment you on it. Rarely will they discuss the price. They will either take it or leave it. Every now and then you will have someone ask if you would sell it for less, I have two standard answers for these folks. Number One, "I would have to triple the price to make minimum wage" or Number two, "No".

If you truly have no idea what your product is worth I would suggest doing a little shopping and do a price comparison.

If you go to a Gallery keep in mind the price has been inflated so you will never sell that item in a Craft Show or Farmers Market for that price. Gift Stores might be just a little over retail value since their customers feel a need to buy a gift and may be willing to pay more.

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When in doubt start low and slowly raise the price. You are gaining knowledge and experience so consider it part of your tuition. For instance if you see some very nice bottle stoppers for \$20.00 each in a wine shop keep in mind that the shop owner is making a profit and he paid the turner maybe half of that. Then again if you see them at a Farmer's Market for \$15.00 and you make similar stoppers of the same quality go for it.

## Internet

Selling on the Internet requires that you have a Web Site or access to one such as Ebay. Maintaining your own Web Site usually means that you pay a monthly fee as well as a maintenance fee. A typical example would be a Web Site in which you set the site up yourself, maintain it yourself and pay a fee of approximately \$30.00 a month. You do not have to be a computer genius to do this. Generally it means that you will have to take pictures of your product and include them along with a description and the price. Then all you have to do is sit back and wait for the orders to start coming in. Those who have been successful in selling on the Internet repeatedly voice one big concern. If the orders start coming in and your inventory is small you may not be able to fill the orders creating a backlog. The kind of work we do does not lend itself to increasing production for new or excessive orders so we find ourselves in a bind. Sales Volume Varies greatly but many have found themselves in to deep and had difficulty getting out as they were unable to manufacture the inventory necessary to continue.

## Retail Stores

There are a number of different types of retail stores that may be interested in your product.

## Gift shops

Generally will charge a commission to sell your product. They would like a variety, are usually looking for something reasonably priced with a top price at or near one hundred dollars (wedding gifts). You can expect to pay a 30 to 60% commission. If you sell your widget in a gift shop for \$50.00 and pay a 50% commission you will net \$ 25.00. Keep in mind that the gift shop likes a turn over of product. If it does not sell it will gradually be placed on a higher shelf where it cannot be seen or appreciated by customers. Gift Shop owners will frequently suggest that you try making items they have sold in the past with success. This generally results in you trying to make a product that they could import from China and they want to pay you the same amount they pay for the Chinese product.

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### Sales volume

Low. I have sold two or three pieces a month for several months and then nothing for six months or more.

## Art Galleries

Art Galleries are pretty much like gift shops but tend to attract those willing to pay more. They like your product to have a nice card describing the work as well as a little bit about yourself. They are looking for experience that would justify a higher price. Commissions can run 40 to 70% but you can expect them to mark the product up considerably. A widget that you would expect to sell in a gift shop for \$50.00 (and pay a 50% commission) and realize a \$ 25.00 net. Could sell in a gallery for \$ 150.00 (and you pay a 60% commission) resulting in a net to you of \$ 60.00. You have made double what you may have in a gift shop.

### Sales Volume

Low Several pieces a month would be a good average. Many pieces will sit for a long time.

## Co-ops

A co-op is very similar to a Gift Shop or Art Gallery. They generally have high quality products produced by very talented artists. The neat thing that they have is the artist there in the store selling the products. In exchange for you working one or two days a month in the store they lower the commission that you have to pay. This varies with the Co-op but it could mean the difference between paying a 60% commission and 15% commission. They appreciate the Artists being present, the customers enjoy meeting and discussing the products and you get a better feel for what the customers are looking for. In a Co-Op you are a business partner. Your efforts and sales earn a profit for the Co-Op, which in turn pays the utilities, rent etc.

### Sales Volume

Low to medium with the artists present to assist in sales the items has a tendency to move faster. Many Co-ops develop very good names and reputations, which attract buyers.

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## Tourist attractions – Restaurants, Hotels, etc

Hotel lobbies are great. They normally have a display case or two

Where they sell tee shirts, hats and anything else that can have the company logo on it. They also cater to the whims of the tourist. How about a wine bottle stopper. They are kept in a case just outside the bar.

**Sales Volume** Medium to high during the tourist season.

## Farmers Markets

This can be an inexpensive way to go with many benefits if you have some time on your hands

### Initial Investment

Tent	\$125.00 to \$200.00 for a 10' X 10' tent
Table	\$ 65.00 for a six foot folding table
Table cloth	\$ free if you can con your wife out of one.

(Later on you may wish to invest in a sign, cash box, etc.)

Farmers Markets will normally give you a discount if you just want to try it for a day. Normally you will pay a fee (about \$60.00) for a season plus a fixed or variable amount for each day. Fixed amounts will run from \$10.00 to \$25.00 per day. Variable rates could be \$10.00 plus 5% of total sales. They vary with the market.

At the Farmers Market you are the cashier, salesperson, storeowner, public relations expert, Vice President of Marketing, as well as the artist who created this masterpiece. Many of your "Customer's" AKA "Looky Loos" will drop by and ask questions and just look sometimes for several weeks before buying anything. A great many Farmers Market customers are those that buy Christmas Gifts in May and June.

"Discretionary Spending" is the key to Farmers Markets. They will only spend what they have in their pocket.

Most Vendors in a Farmer's Market will have items in their inventory varying in price from \$10.00 to in some cases \$ 150.00 or more.

**Sales Volume** Medium to High When you are selling your own product

and can discuss it with the customers they seem to feel better about making a purchase. Once you develop a name and reputation for being there and being available by phone or email it makes a world of difference. It is only a matter of time before you start getting orders for custom pieces.

# Craft Shows

Craft shows are very popular in the Pacific Northwest. They are generally held in the late fall just in time for Christmas shopping. Some are very large such as the annual show at the Tacoma Dome. This and some of the very large Craft Shows allow vendors to sell imported items. This distinction is normally the difference between the large shows and the smaller community shows that most craft vendors attend.

The smaller Craft Shows are normally held in High School Gyms and Fairgrounds Buildings. The entry fee varies between \$50.00 and \$100.00 for a two or three day show.

You will be required to bring your own tables, chairs and everything else necessary to set up your display. If you need electricity there is usually an additional fee.

These Craft Shows as a rule prohibit the sale of any items not made by the vendors.

Many require that you be juried to participate.

**Sales Volume** Medium to High Craft shows are there for the public to Buy for Christmas etc. They would not be there if they were not going to buy. I have had two-day craft shows bring in over one thousand dollars. That would compare to a good day at a Farmer's Market bringing in three to five hundred dollars.

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## MENTORING PROGRAM

We are looking for some new mentors. The folks who are currently doing the great service have been doing it for a long time. George Kromka has stepped up to the plate but based on what I see every month at the show and tell table there could be a lot more. See any of the board officers if you are interested.

The mentoring programs has been set up to answer questions and give help to new members and those whom may be having a problem in a specific area. Although not intended to be free lessons in woodturning (many of those volunteering are professional turners and derive their income from turning and teaching), these are some friendly folks willing to give you a point in the right direction.

Dan Ackerman..... (360)796-4155

“Tones” Briggs..... (360)871-7607

George Kromka ..... (360) 373-1028

Jim Leary..... (360) 297-5872

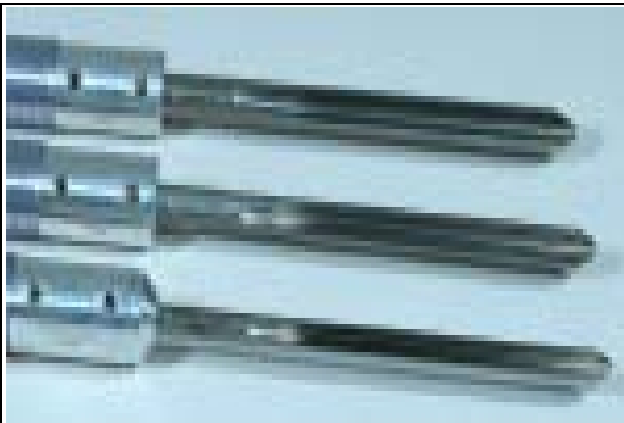
Bob(Hicke)Hinkernell.....(360) 479-5501

## Chapter Officers

President	Doug Henderson	(360)437-4033	President@opcaaw.com
Vice President of Education and Training	Jimmie Allen	(360)373-3041	Training@opcaaw.com
Vice President of Public Relations	Ralph Lindberg	(360)779-5979	PublicRelations@opcaaw.com
Secretary	Vern West	(360)479-8634	Secretary@opcaaw.com
Sergeant at Arms	Eric Fehrmann	(360)457-1380	SargeantAtArms@opcaaw.com
Treasurer	George Willock	(360)871-1643	Treasurer@opcaaw.com
Vice President of Membership	Scott Overby	(360)895-8626	Membership@opcaaw.com
Vice President of Special Events	Cindy Allen	(360)373-3041	Training@opcaaw.com
CHATTERMARKS Editor	Larry Hamon	(360)204-6799	Editor@opcaaw.com

## Our Sponsors....

These companies have supported our clubs Christmas Party. Support them and if you use one of them, let them know that you appreciate their support.



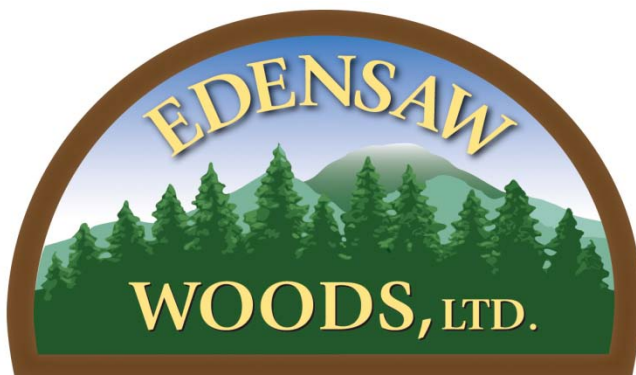
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An interesting Website....

Dear Woodworker,

Summer has arrived in Maine, and we're welcoming new and returning visitors to our Showroom in Warren. If you have a chance to visit Maine this summer, please stop by our shop for a tour, or schedule your visit around one of our summer events listed below.

We had a Terrific Hand Tool Event at Exotic Lumber in Gaithersburg, Maryland, last weekend. Next weekend (June 25th and 26th) we're wrapping up the Spring season with a final Event at Frank Klausz's Cabinet Shop in Pluckemin, NJ. Click here for more information: <http://www.lie-nielsen.com//?pg=64> . Our Hand Tool Events will resume in the Fall - please let us know if you'd like us to come to your area.

**\*NEW YOUTUBE VIDEO\***

Deneb Puchalski explains the importance of choosing the proper angle of approach for the wood your working with. Understanding these angles will help you get the best possible finish and save you a lot of time and headaches:

<http://www.youtube.com/user/LieNielsen>

**\*WEEKEND WORKSHOPS\***

Educating people about hand tool use has always been is a high priority, and again this summer we are offering instructional workshops at our facilities in Warren. These 2-day, weekend workshops are limited to 12 people, so please call or email to reserve your space early. Tel: 800-327-2520, email: [toolworks@lie-nielsen.com](mailto:toolworks@lie-nielsen.com). Cost is \$250. Catered lunch provided.

**\*Planecraft with Chris Becksvoort\***

July 17th and 18th, 10am-4pm

Take advantage of the opportunity for a hands-on class with this renowned furniture maker. He will be teaching the use of some of the more unique tools we make, such as the Tongue and Groove Planes and Drawer Lock Chisels. In addition, you can get answers to any questions you may have on general hand tool techniques.

**\*Classic Joinery with Phil Lowe\***

July 24th and 25th, 10am-4pm

Chisels, hand planes, scrapers, marking tools and a dovetail saw are the rudimentary tools that will assist you on the journey to producing exceptional woodwork. This brief time will give you the understanding of how to tune, sharpen, and adjust these tools so the drudgery of their use will diminish. Upon the completion of the tune up,

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Phil will teach the principles of flat and square which leads to the layout and cutting of the mortise and tenon as well as the dovetail joint. These fundamentals are the first steps used in the construction of the finest furniture.

\*Handplane Essentials with Deneb Puchalski\*

August 7th and 8th, 10am-4pm

This interactive workshop covers sharpening and setup of hand planes and chisels. Deneb takes you through the process of hand planing stock to prepare for joinery and glue-ups. See the tools that make this process most efficient, as well as some simple bench aids like bench hooks and a shooting board. Learn how to get the most out of your existing tool collection and what you may need to add.

\*OPEN HOUSE AT THE TOOLWORKS\*

July 16th and 17th, 2010

\*Lie-Nielsen Toolworks, Warren, ME\*

Our Annual Summer Open House - Come tour the shop, meet the toolmakers and try out the tools! Michel Auriou will be here from France, demonstrating the craft of making hand stitched rasps. Kevin Drake of Glen-Drake Toolworks and Phil Edwards of Philly Planes in England will also be present. Chris Becksvoort will be demonstrating on Friday, and Bob Van Dyke (Connecticut Valley School of Woodworking), Tim Rousseau (Center for Furniture Craftsmanship), Peter Follansbee (Plimoth Plantation), staff from Thos. Moser, local craftsmen and Lie-Nielsen employees will be on hand to talk tools and woodworking. There will be ongoing demos both days, and a chance to try all the tools yourself.

Saturday afternoon we will hold a Lobster Bake at the Toolworks for customers and employees. Cost is \$25. Please call to make reservations by July 10th. Details on our Annual Open House are here: <http://www.lie-nielsen.com/?pg=48>

Vacationing in Maine? Visit our website for lodging recommendations and more at <http://www.lie-nielsen.com/?pg=33>, and please feel free to call us if you have questions: 1-800-327-2520

\*HAND TOOL EVENTST COMING SOON\*

June 25 & 26, 2010

Pluckemin, NJ - Frank Klausz's Cabinet Shop

Click here for more information: <http://www.lie-nielsen.com/?pg=66>

Curious to know what a Hand Tool EventT is about? Click here: <http://beta.lie-nielsen.com/pages/upcoming-shows> and watch footage from a past Event this year.

We are currently planning our Fall 2010 and Spring 2011 Event schedule, and would love to hear from you! If you would like us to visit your city, please let us know!

Thomas Lie-Nielsen

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