

Newsletter

Volume 8 Issue 4

April 2008



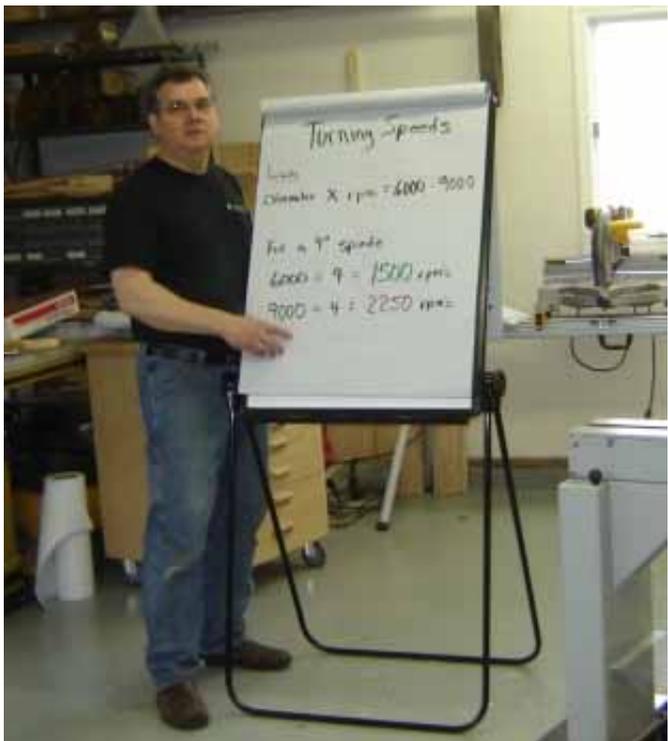
Rollie Johnson presents the Leigh dovetail jig..

Our March meeting topic was a continuation of the Leigh dovetail jig. Rollie Johnson presented the jig with its benefits and limitations and we watched a video of the jig in operation. It is probably the most versatile dovetail jig on the market, but may be a little more difficult to use at first. The consensus is that once you understand how to use it, it's a very good investment for anyone planning on doing dovetails. The jig shown is aluminum. There is a less expensive model made from a composite material now available.

Kurt Zniewski brought in two new tools for us to look at. They were the Lei Neilson marking gage and The Grippers, which are a new safety hold down/push system.

John Skalla displayed a box that he built and some miscellaneous turnings.

The Woodturning group had a challenge to create wooden Easter eggs. It was interesting to see and hear about what went into the making of a wooden egg. Gary went so far as to color one of his eggs with miracle grow.



Gary Mrozek discusses turning speeds.

The meeting topic for the April meeting will be refacing a cabinet with veneer using hide glue and an iron.

Please continue to bring in your new tools and projects.

The Woodturners Group had another great turnout for their second monthly gathering on Saturday April 5th. The group met at the shop of Gary Mrozek. The focus of the meeting was around the Spindle Roughing Gouge. The next Turners Group meeting will be May 10th at Dick Beumer's shop (see map) 3750 15th Street NE, Sauk Rapids, 56379. The discussion will be turning a bowl. (See page 2 and insert for details)

We will be starting a second special interest group. The group will benefit those who are interested in the business aspect of woodworking. Our first meeting will be on Saturday, May 11 at 9:00 AM. The location is yet to be determined. If you would like to learn more about the group call Scott @ 320-259-4893. (See page 3 and insert for details)

Central Minnesota Woodworker's Association

The CMWA is a group of men and women from around the St. Cloud Minnesota area who share a common interest in the art and business of woodworking. We meet monthly in Sauk Rapids and share information, techniques and topics of interest in the area of woodworking.

- President: Tom Doom
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- Secretary: John Wilson
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- Director of Marketing: Tom Homan
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- Website Manager: Darren McKeever

April 2008

Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16 cmwa	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

Next Meeting: Apr. 16th at 7:00 PM at **Sauk Rapids – Rice Middle School** Map page 4.

Board Meeting: Apr. 16th at 6:00 PM at Coborn's in Sauk Rapids.

More March Meeting Happenings



Kurt Zniewski demos "The Grippers"



John Skalla discusses his box experiences



Members look over the show and tell items

We'd like to welcome seven new members to the CMWA this month. Please welcome the following new members:

- William Baker of Cold Spring
- Bill Riner of Sartell
- John Bartlett of Sartell

- Wendell Pou of Foley
- Albert Keppers of St. Cloud
- Rany Schwartz of Sauk Rapids

- Larry Sampson of St. Cloud

The Woodturners Group had another great turnout for their second monthly gathering on Saturday April 4th. The group met at the shop of Gary Mrozek. The focus of the meeting was around the Spindle Roughing Gouge.

The Spindle Roughing Gouge is among the friendliest gouges to use and the easiest to sharpen. Discussion included the geometry of the tool and its uses as well as proper sharpening techniques.

Gary demonstrated the One way Wolverine Sharpening System. This system includes two bases, a large adjustable platform tool rest and a V-arm support. The V-arm supports the handle of the woodturning tool while the cutting edge is in contact with the grinding wheel. The cutting bevel is determined by moving the V-arm towards or away from the grinding wheel. Other options available for the Wolverine include a Skew Grinding Jig that attaches to the V-arm to make flat, consistent bevel on your skew turning tools, a Diamond Dressing Jig which is mounted in the Wolverine base to maintain a flat, clean surface of the grinding stone and a Vari-Grind Jig to make fingernail shaped side grinds.

It was stressed that High Speed Steel (HSS) should never be quenched in water while grinding, as this can produce fractures in the steel. Slight ‘bluing’ of the cutting edge of HSS steel is not as problematic as with high carbon steel tools. Bluing occurs at 580 degrees F. HSS steel can easily handle 700 to 1000 degrees F without losing its edge holding characteristics. If bluing should occur, allow the tool to air cool before continuing to grind.

A lathe was available and set-up with a One way Safe Drive (see photo) The Safe Drive provides sufficient grip to safely drive the stock between centers, while allowing the work to slip or stop if a tool catch occurs. Each member had an opportunity to try the Spindle Roughing Gouge by turning down a square block to a round spindle.

The Spindle Roughing Gouge lead nicely into this month’s Project Challenge – a Weed Pot. A Weed Pot is a vase shape with a ½” to ¾” hole down the center; used to display dry floral arrangements. All club members are invited to bring a weed pot to our April 16th general meeting at Sauk Rapids Middle School to display.

The next Turners Group meeting will be May 10th at Dick Beumer’s shop (see map) 3750 15th Street NE, Sauk Rapids, 56379. The discussion will be turning a bowl. Dick will demonstrate the Oneway Easy Core System which allows you to remove multiple (nested) bowl blanks out of a single block of wood. Conventional bowl turning method on large and small lathes will be demonstrated along with sharpening techniques of a bowl gouge. Bring your safety glasses if you want to give it a try.



JoAnn Johnson giving it a whirl.



Gary Mrozek sharpening a gouge.



The Business Borg of Woodworking

The **“Borg”** is a Collective of woodworkers from the St. Cloud area who work together to significantly expand all members’ customer bases by sharing new and successful marketing methods. We also act as a group source to answer any business related questions that members may have.

A woodworker just starting out has a difficult time finding customers. Most of your time is spent working on projects, and then, when a nice job comes along, you drop your marketing plan just to pick up some work. When the job’s over, you’re right back to where you started. You’ve lost the time that you’ve spent on the nice job. You may find yourself doing a string of jobs just to stay busy and before you know it, months or years will have passed. In terms of defining and developing a business, you’ll only be slightly better off than the beginning woodworker. If you’ve been in business very long, and you’ve started without a business plan, this probably sounds familiar to you. By applying some simple marketing skills, you can develop a business identity with an ever increasing customer base.

Every business will require a plan. A great deal of research is required to create a business plan, but once you know where you want to go and have a map to get there, you’ll realize that it’s well worth the effort.

The “Borg” is a new group and discussions will therefore start from the beginning of the business process. Our first meeting will be on Saturday, May 11th at 9:00 AM. Call Scott Randall at (320)259-4893 if you would like to attend. Our first meeting topic will be “Selecting your products or services”. This topic is intended to familiarize the group with each others products and services and well as to help beginners get started. Other topics that will be covered as we progress through the planning process will be:

- Who will my customers be?
- Will marketing help? How?
- The forms of business, accounting, insurance, etc...
- Cash flow
- Pricing your work
- General marketing tools
- Internet sales
- Brochures
- Photographing your work
- Galleries and the art world
- Quotes and estimates
- Customer contact records and automated reminders
- Hiring a manufacturer’s representative
- Profit centers and diversification
- Shipping your products
- Thinking global

Things to think about.

- An article in the St. Cloud Times revealed a neat website which only sells hand made products. (etsy.com)
- I was browsing ebay and noticed a wood carver who had over 600 sales in the last year. He does very, very nice work. And gets paid very well. (ebay.com)
- Make the devaluation of the dollar work for you. Sell your products internationally. Europeans can purchase 40% more now than they could last year with the same amount of their currency. Your products are a great value overseas.
- Our members can help make these and many other markets that seem difficult, very easy to enter.

I’d like to get you started thinking about the first meeting topic. I plan on making mixed media art and fine furniture. Mostly because this is where my talents and interests lie. Other factors influencing my decision are my personal physical limitations and limited shop space. I already have all of the tools that are required and am aware of many of my probable competitors and products in the industry. Maybe you don’t know what you want to make or do. That’s OK. The group is here to listen and offer suggestions. We can jump around in the above meeting topics after the first meeting, but before we can tackle them we have to know what each of us are going to make. We’ll have ample time to ask questions that may not be related to the meeting topic. This will become an important part of the meeting as this is where immediate concerns of members will be discussed and hopefully resolved. If you’re interested in the business aspect of woodworking, I hope you’ll join us.

I will be creating a special interest group dedicated to the business aspect of woodworking. If you're a hobbyist, a part time woodworker looking for a second income or someone who would like to earn a living from woodworking, this group may be for you. The group is intended to improve your woodworking business skills by expanding your knowledge base and exposing each other to new methods and ideas.

The idea to create the business group grew from the necessity to find a new job. I've always wanted to create wood products of my own designs and earn a living by doing what I enjoy.

Most businesses, in general, provide a product or service, and sell it for a price. The challenge then becomes connecting the ideal customer with the product or service. Most serious craftsman or artisans don't have the problem of too many customers. In fact, they are experiencing an existence doing what they love and surviving on "Starving Artist's" wages. They spend much of their time, that could be spent "creating", on sales and marketing.

As I began researching my new start-up, I found that there are an incredible number of businesses who make the same thing but are taking vastly different approaches to how they market their products. Some may gain customers through reputation, some advertise in paper media, some show in galleries, some sell online, some go to shows, some sell by direct mailings, some network directly with their customers, some set up shops, ect...Most people were limiting themselves to one or two forms of the above marketing techniques. I started asking why and found that they didn't have the time, tools, experience, expertise, contacts or money to pursue them.

My thoughts were to create a group of woodworkers with a variety of experiences, talents and ideas. This combined pool of people would help each other significantly expand their customer base by introducing new and unfamiliar marketing methods. The collective of woodworkers would have the combined tools, expertise, contacts, talents and other resources necessary to eliminate the obstacles which currently prevent many of us from reaching potential customers.

If you are interested in becoming a part of the "Business Borg of Woodworkers", contact me at (320)259-4893. (See attached insert)

Scott Randall

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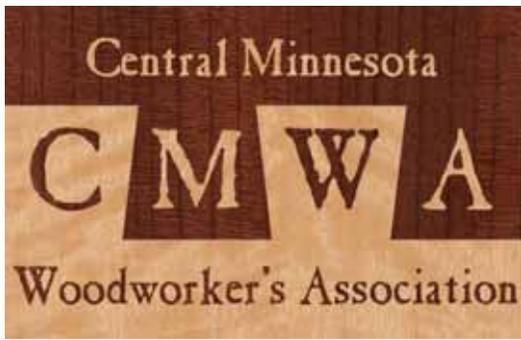
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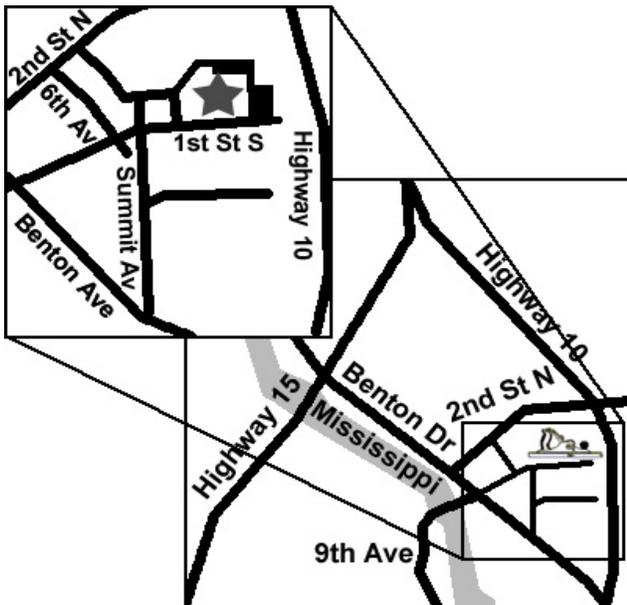
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Next Meeting
Wednesday, April 16th at 7:00PM
Sauk Rapids-Rice Middle School
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