

BAY AREA WOODWORKERS ASSOCIATION

FEBRUARY 1989, VOLUME 8, ISSUE 2, P.O. BOX 774, SAN FRANCISCO, CA. 94101

THIRD WEDNESDAY PREVIEW

WED. FEBRUARY 15, 1989

- AGENDA: 6:30-7:30 __ TOOL SWAP (Bring items labeled with name and price)
__ WALK THROUGH SHOP TOUR BY DON SEGALE
7:30-8:00 __ BUSINESS MEETING, DOOR PRIZE DRAWING (for members attending) ANOUNCEMENTS, INTRODUCTIONS.
8:00-8:45 __ SLIDE PRESENTATION BY PETER GOOD
8:45-9:00 __ INTERMISSION
9:00-9:45 __ DON SEGALE HIGHLIGHTING SPECIFIC WORK STATIONS IN HIS SHOP AND HIS NEW COMPUTER SYSTEM FOR LAYOUTS, CUTTING LISTS, ETC.
* 9:30-10:00 _ WOODY WOODWARD SHAPER JIG SPOTLIGHT (SERIES)

AS YOU SEE WE HAVE A VERY FULL AGENDA FOR OUR FEBRUARY MEETING. AS OUR GROUP CONTINUES TO GROW, WE WILL BE TRYING TO OFFER MORE AT EACH MEETING AND SOME THINGS WILL BE OVERLAPPING. WE ARE STARTING EARLIER EVEN THOUGH TRAFFIC MAY IMPAIR YOUR ARRIVAL TIME. BRING ALONG YOUR SURPLUS HAND TOOLS, HINGES, ETC. FOR OUR SWAP. IF YOU HAVE A LARGE ITEM FOR SALE BRING A PICTURE. PLEASE LABEL YOUR TOOLS SO ANY "LEFTOVERS" ARE RETURNED TO THE OWNER. WE WILL BE HAVING MONTHLY DOOR PRIZE DRAWINGS (DONATIONS PERMITTING) FOR PAID MEMBERS IN ATTENDANCE. MEMBERSHIP CARDS ARE BEING PRINTED AND WILL BE AVAILABLE AT THE DOOR. PETER GOOD WILL BE GIVING US A SNEAK PREVIEW OF HIS NEW SEMINAR WHICH HE WILL BE PRESENTING AT THE WORKING WITH WOOD SHOW COMING UP THE END OF MARCH IN SAN JOSE. BAWA WILL AGAIN HAVE A BOOTH TO DISPLAY OUR MEMBERS' WORK AND AN OPPORTUNITY TO TELL PEOPLE ABOUT OUR ORGANIZATION. DON SEGALE HOSTED OUR MEETING LAST SEPTEMBER SO COME EARLY IF THIS IS YOUR FIRST TIME AT HIS SHOP. DON HAS BEEN AT THIS SITE FOR ABOUT A YEAR AND IS CONTINUING TO IMPROVE THE EFFICIENCY OF THE SPACE AS WELL AS HIS ENTIRE PRODUCITON. DON HAS ABOUT A DOZEN EMPLOYEES BUT HIS BUSINESS HAS NOT LOST THE FRIENDLY PERSONAL TOUCH THAT DON GIVES IT. *LAST BUT NOT LEAST WILL BE WOODY WOODWARD WHO HAS A WEALTH OF INFORMATION TO SHARE ON HIS SPECIAL JIGS. HIS SERIES OF SHORT TALKS WILL BE CONTINUING AS TIME AND INTEREST PERMITS.

THANKS TO WOODSMITH FOR HOSTING OUR MEETING LAST MONTH. WE HAD A BIG TURNOUT AND EVEN BETTER SEVERAL NEW MEMBERS AS A RESULT.

DIRECTIONS: Location: 535 Hamilton Ave. Menlo Park.
From 101, take Willow Road east. Turn left on Hamilton (4th light). Go 3 blocks to the stop sign. Continue for another half block to 535 which will be on the right side. From the East Bay, cross the Dumbarton bridge and turn left on Willow Rd. (2nd light). Take forst sight (Hamilton) and continue to 535. See you there.

BOARD MEETING/NEWSLETTER MEETING: WEDNESDAY FEBRUARY 22 AT NORMA'S AT 7:00 P.M. CALL FOR DIRECTIONS OR ASK FOR A MAP AT THE GENERAL MEETING.

LETTER FROM THE PRESIDENT

I would like to take a moment and mention something about the upcoming Tool Show by recanting my day at the last show back in October in San Francisco.

I was approached by a good half dozen folks who inquired if we had any members who would like to do this (project) or that (job) or did I know anyone who did carvings or beds and on and on. There were two different guys from Marin, one who had openings for a couple of apprentices in his Shaker-Furniture shop, and the other who was seeking a partner in his shop. Then there was the inventor, quite an interesting fellow-- I thought he would be an excellent guest at one of our meetings-- turns out his inventor's group also meets on the third Thursday down near Stanford University. (We'll see what we can work out.) Then I met a guy who was looking for work in a shop enviroment, and a fellow from England who was looking for an equiped shop to lease. I turned him onto a place that was just made for him, and I, myself, had heard about it at one of our Thursday night meetings.

On top of all this we got alot of new members because during our introduction segment at our meetings, that's where you told us how you had heard about BAWA. And that's great. And it also proves how good the Tool show is for BAWA. I envision our booth in this Spring's Tool show will be even better-- employeeding alot more visual-- including such things as bulletin board notices and even more displays of member's works. (I'll be bringing the subject up again at our February meeting.)

I mention the great success of the BAWA booth, but the underlying factor is its member's-- you and me. To the members who gave their time manning the booth-- enjoying it all the while. To the the rest of the membership who continue to support BAWA with their presence at meetings and involvement in helping out with the many other endeavors we've been involved in, and to our newer members, growing all the time, BAWA can only get better!

For me, the most asked question was, in one form or another, "What is BAWA?" I first started out by stating, Bay Area Woodworkers Association. Then I mention that we were a group of about 200 members who all had at least one thing in common-- and that be woodworking. We are made up of young guys and wiser guys, knowledgable old timers and enthusiastic novices, weekenders and those who derive their livelihood from woodworking. We all get alot from BAWA, but in fact, you really do get what you give.

On that note, I would like to finish by asking you all now to think about helping out at this Spring's Woodworking Tool Show. If it be by loaning BAWA a piece you have done for display, or by submitting an entry in the 2x4 contest, or by simply giving some time at the booth... BAWA would very much appreciate it. Thanks.

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Items to be included in the Newsletter must be received by the last
Wednesday of each month. Please send directly to BAWA, 4973 Elrod
Drive, Castro Valley, CA 94546.

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BAWA T-SHIRTS: AVAILABLE AT THE MEETINGS OR MAIL ORDER. MEMBERS \$8,
NON-MEMBERS \$10 PLUS \$1.50 POSTAGE AND HANDLING.



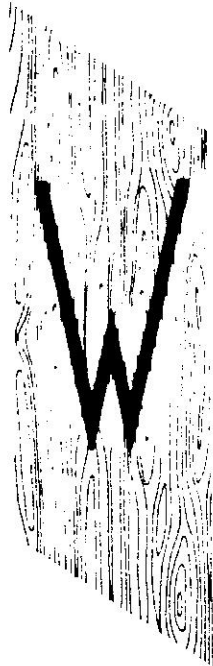
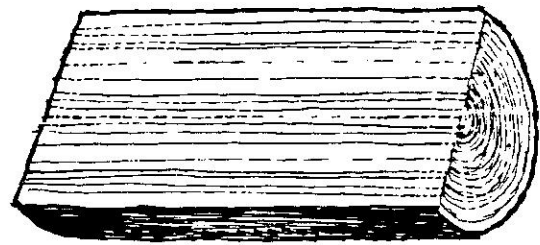
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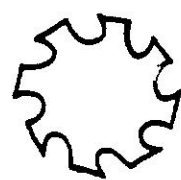


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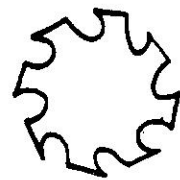
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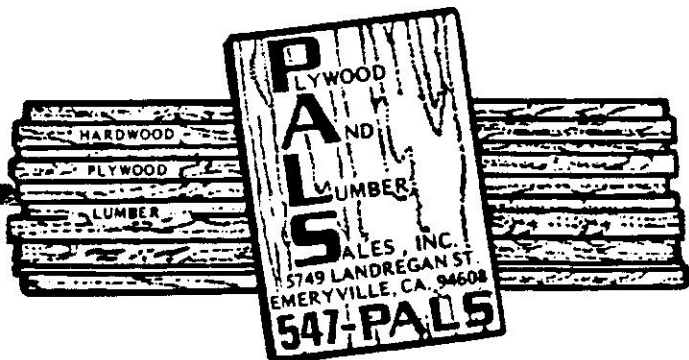
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> > > > > 1989 BAWA CREATIVE "2X4" WOODWORKING CONTEST < < < < <

OBJECTIVE: Be as creative as you possibly can utilizing a single, standard 2x4 board. Any design is acceptable.

- RULES:**
- Any type of wood may be utilized, however no mixing of woods is allowed.
 - The project must originate from a standard 2x4^{8"} board.
 - Any type(s) of adhesives may be used.
 - Any type(s) of fasteners (except nails) may be used.
 - Any type of operable/ornamental hardware may be used.
 - No other materials such as plexiglass or plastic laminate will be permitted-- this is a "2x4 wood" project.

JUDGING: All entries will be judged by popular vote of the general membership in attendance at the March General meeting.

PRIZES: Prizes will be awarded to the first, second and third place entries. They will be substantial, so BAWA encourages all members to participate. Let's have some good-old-fashion sawdust fun! Note that BAWA would also like to put all the entries on display at the March Woodworking Tool Show. So, get a-cuttin'!

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ON THE ROAD

#2: KARMA AND BUSINESS SUCCESS

A majority of the seminars that I teach at woodworking shows deal with various aspects of the successful operation of a business. My audience is usually about 60% people who are already in some form of woodworking or construction business, 30% people who are woodworking hobbyists, or are in some other field and are thinking of getting into woodworking as a business, 5% who are just curious and another 5% who won't tell me why they came (that's ok, I don't mind). One thing that impresses me about most of my groups is that they have a real interest in learning how to set up and operate a business so that it actually survives and makes money. In most areas of gainful endeavor, this thirst for practical business knowledge would be considered to be quite an ordinary condition and not worthy of special notice. With woodworkers, however, it becomes an admirable attitude because many of them, bless their creative and clever hearts, don't have the faintest idea of how to run a business.

Now, since I'm in woodworking myself, and since I have a keen interest in the general health and advancement of woodworking, I find it very encouraging that so many other people are also interested in the survival and well being of this noble occupation. Woodworkers seem to lose their sense of financial reality at an early age; I think mine vanished at about age 4. It seems that we get enthralled by this stuff that comes from a tree and get all caught up in endless design possibilities, notions of joinery and the fabulous world of equipment and gadgetry that turns our fantasies into reality. Sometimes, I even think that we like the machines more than what we're making with them. With machines running and chips flying, the shop almost seems to become a living thing which nourishes our psyche as well as our bank account. Did I say bank account? Yes, well, back to reality.

When I started in woodworking, I did it the way it seemed to be done at the time. You got together a few tools, a few ideas about how things are built and announced to the world via word of mouth or a very inexpensive ad that you were in the business. License? What's that? Business plan? Well, no. Business training? Come on, give me a break! This was sort of like free-form business; you just make it up as you go along and see what happens. If you ate all your oatmeal, never kicked your sister and had generally good karma, it would all work out to your advantage and your business would succeed. Well, I had a sneaking suspicion that one day, all those thousands of peanut butter & jelly sandwiches on white bread that I ate for breakfast as a kid would catch up with me in the form of bad karma and sure enough, when I merrily waltzed into the business of woodworking, it did. I was always busy with lots of work and my customers were very pleased with the results (even though there were times when I secretly questioned whether I really knew what I was doing), but I had a hard time making ends meet financially. Being an open minded person, however, I began to think after awhile that perhaps karma and peanut butter and jelly sandwiches had nothing to do with the difficulties of making a business profitable. Perhaps it was really because I was disorganized and had no systems or plans for anything in the way of running a business successfully.

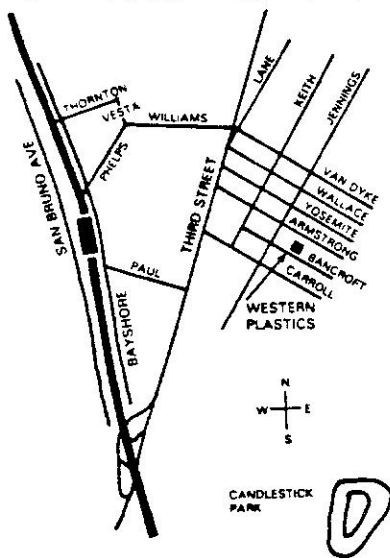
Many woodworkers are superbly capable and inventive in their craft, and we marvel at their products. But all too often they are sorely lacking in the skills required to survive and prosper as far as the bottom line and the

financial future are concerned. This is why I'm glad to see so many woodworkers making an effort to learn these vital things before they're financially forced into some other occupation.

Fortunately, I managed to get a handle on it before my business went under, but it would have been a lot easier had I gotten some structured training in the operation of a business before or soon after I started out, rather than years later. An uncontrollable addiction to vacations and good food, however, turned me around and I learned that it's perfectly acceptable to be both a woodworker and a businessman. Apparently, a lot of others are discovering that also, judging by the number of people who go to business development seminars and even more importantly, come up with good questions about how to improve their business. To ask a good question, you have to almost know the answer, and I find it encouraging to see that so many woodworkers these days are aware of the other skills necessary to insure that they can build a solid business, live in reasonable comfort, have secure tomorrows and continue to eat peanut butter and jelly sandwiches without fear of failure.

Peter Good

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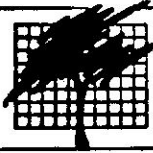


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BAY AREA WOODWORKERS ASSOCIATION

BAWA MEMBERSHIP APPLICATION

Bay Area Woodworkers Association was formed early in 1982 by a small group of dedicated people who felt the need to strengthen the woodworking community by holding regular meetings, establishing an informal forum for the exchange of knowledge and ideas, sponsoring shows, and meeting others in woodworking and related fields. Since then, this non-profit organization has grown to many members. Meetings occur on the third Thursday of each month at 7:00 p.m. and are generally held in San Francisco or Oakland/Berkeley area. Meetings usually have a specific topic such as router techniques, finishing, turning, business aspects of woodworking, or focus on a distinguished guest speaker who will give a presentation in their area of expertise. Most meetings are held in members shops, or the place of business of a guest presenter. Members receive a monthly newsletter.

Dues are \$30 per year payable in January, \$22.50 payable April -June, \$15.00 payable July-September, \$7.50 payable Oct.-December.

Mail your check and the information below to: BAWA, c/o Norma Brooks, 4973 Elrod Dr. Castro Valley, Ca. 94546.

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SPECIALITY? _____

WOULD YOU LIKE TO HOST A FUTURE MEETING? _____

* PLEASE CIRCLE - - I DO / DON'T want my name, address, & phone no. on a list circulated to other organizations.

I DO / DON'T want my name, address, & phone no. on a membership roster for BAWA members only.

PLEASE INDICATE WHICH COMMITTEE YOU WOULD BE WILLING TO SERVE ON .

A. PROGRAM: Coordinate monthly meeting subjects and locations, field trips, and Saturday workshops.

B. SHOWS: Coordinate participation in Trade shows and Exhibits of BAWA members work.

C. HOSPITALITY: Refreshments, greeting, sign in, and name tags at monthly meetings.

D. HISTORICAL/LIBRARY: Maintain binders with past newsletters, publications, slide collection, and video tapes.

E. COMMUNITY OUTREACH: Coordinate an annual project such as the Larkin St. Center or several smaller projects.

F. PUBLICITY: Submit information to area newspapers about upcoming meetings, shows, etc.

G. SOCIAL COMMITTEE: Coordinate events like the golf tournament baseball games, ski trip, and whatever.

H. NOMINATING COMMITTEE: Select possible candidates for offices to be elected at the November meeting.