

WEST COAST ART & FRAME SHOW GROWING STRONG

The West Coast Art & Frame Show, held January 24-26 at the Las Vegas Hilton, showed impressive growth again this year, with the industry event attracting more attendees and exhibitors than ever. Now in its sixth year, the WCAF Show drew framers, gallery owners, and OEMs from all over the U.S. and Canada as well as from a number of other countries. Attendance was up almost 30 percent over last year and the number of exhibitor booths increased to 365.

The National Conference at the show offered 70 lectures and workshops, making it the largest educational venue in the



Jim Parrie's class, "Production Efficiency" was designed with needs of OEMs in mind.

art and framing industry. Enrollment grew to 3,600 seats over four days. Classes ranged from intensive one-hour business seminars to day-long, hands-on workshops. Classes were available in seven education tracks: Fundamentals of Framing, Master Classes, Profit & management, Gilding, Mat Cutting,

Sales & Design, and Executive Management.

One of the most popular workshops was the full day "Production Efficiency" session taught by Jim Parrie. Sponsored by Art Materials Service (AMS), The Fletcher-Terry Company, ITW AMP, Pistorius Machines, SpecialtySoft, Ultramitre, and Wizard, the room was turned into an actual production facility with equipment. Parrie focused on reducing manufacturing time from weeks to days, reducing inventories, increasing production capacity, maintaining or increasing throughput while reducing indirect and direct labor, and improving net income.

A classroom was converted into a series of small production cells, complete with a Pistorius MN 14" pneumatic saw and 10G gauge, ITW AMP MP4 memory programmable underpinner, Ultramitre sawblades, Wizard CMC, AMS production workstation, and SpecialtySoft commercial production software with barcode generation and metric capabilities. These functioning cells were geared toward manufacturers framing 200 or more units a week.

Discussion and analysis of lean manufacturing, just-in-time production, and work-flow analysis were highlights of the course. Software and automation as it relates to production efficiency were also discussed. Multiple markets and production line flow assessment was another topic.

The last portion of the class reviewed eliminating problems, improving efficiency, staffing issues, and meeting OSHA standards.

The next show will be held again at the Hilton, January 23-25, 2006. The National Conference will begin January 22.

For more information, call 732-536-5160. For trade show information, ask for Rob Gherman. For education, ask for Deborah Salmon.

SACA SUCCESSFUL

The 23rd Quadrum SACA, an international trade show, held at the Bologna Exhibition Centre, February 17-20, hosted 7,525 visitors, including 2,800 foreigners. The show highlighted mouldings, frames, graphics, and dedicated technologies. There were 296 exhibitors, 130 of which were from abroad. There was an increase in international participation over last year.

The show kicked off Friday with a gala evening attended by more than 800 industry professionals. The event was held at Europa Foyer of Bologna's Palazzo dei Congressi where traditional Bolognese cuisine was served and a ballet was presented.

The show was divided into three specialized categories: Frames, Graphics & Technologies, and Accessories. The

show featured mouldings, frames, prints, posters, reproductions, photo frames, mirrors, furnishing items, gifts, découpage and arts supplies, easels and brushes, framing equipment, and picture mounts.

PFM Group was among the exhibitors.

Deborah Salmon, publisher of *PFM Production* and vice president of education and Bruce Gherman, publisher of *PFM*, were on hand to showcase *PFM Production*, *PFM*, and the West Coast Art & Frame Show.

Next year's Quadrum Saca will be held February 16-19 at Bologna Exhibition Centre. Visit the website www.quadramsaca.com or send e-mail to segreteria@on-nike.it for more information.



SACA international trade show was divided into three specialized categories: Frames, Graphics & Technologies, and Accessories.

FLETCHER PARTNERS WITH VALIANI

The Fletcher-Terry Company, in a joint venture with Valiani, has introduced two new computerized mat cutters designed for production framing. The Future Plus 150 and Future GTO 150 are specifically designed for the high volume environment, with emphasis on durability and speed.

Joe Nevers, CMFGT, Fletcher's director of sales, technology, and production products, worked closely with Nicko Valiani and his staff to develop and design these CMCs. Nevers says, "We shared our knowledge of the U.S. market and made recommendations on machine design and cutting speeds that we thought would best meet the needs



The Future Plus 150, left, and the Future GTO 150, right, produced by Valiani and Fletcher-Terry in a joint venture, can handle production mat cutting needs for the lowest to highest volume production facilities.

of that market.” He continues, “You can expect both Fletcher-Terry and Valiani to listen to the voice of the customer and respond with new features and benefits in the CMC arena.” Modifications and improvements were made on existing machines to create these new models.

The Future Plus 150 can handle a lower- to mid-volume production environment, while the the Future GTO 150 is capable of cutting thousands of mats a day. The GTO is a two-station cutter that allows for one or two operators to cut mats simultaneously. This allows an OEM to speed up production when necessary. There is also a nesting feature to optimize matboard use. Safety issues are addressed with mechanical micro-switches and cutting table guards. A Smart Card was developed that allows an OEM to transfer all cutting data into the machine without using a computer.

Both machines can run off the same software and cut

capability and have a shape and clipart library.

In addition to the CMCs, Fletcher has introduced the Turbo Saber 250 AT for OEMs. The machine allows for two to four sawtooth hangers to be installed onto the backs of frames in three to four seconds total.

For more information call 800-843-3826 or visit www.fletcher-terry.com.

CHANGES AT ITW AMP

ITW AMP has announced the retirement of Jim Charters, national sales manager. He was with the company 37 years. Charters started working for the parent company, Paslode, in 1968 as a sales rep. He has worked as marketing manager and other sales and operations management positions, including the past 10 years as national sales manager.

ITW AMP provides products to cut and assemble frames for the picture framing and woodworking industries.

Justin Convey

has been promoted to national sales manager to fill Charters’ position. Convey will assume leadership of the sales team and be responsible for national accounts. He can be reached at 800-322-4204, ext. 2404. ■

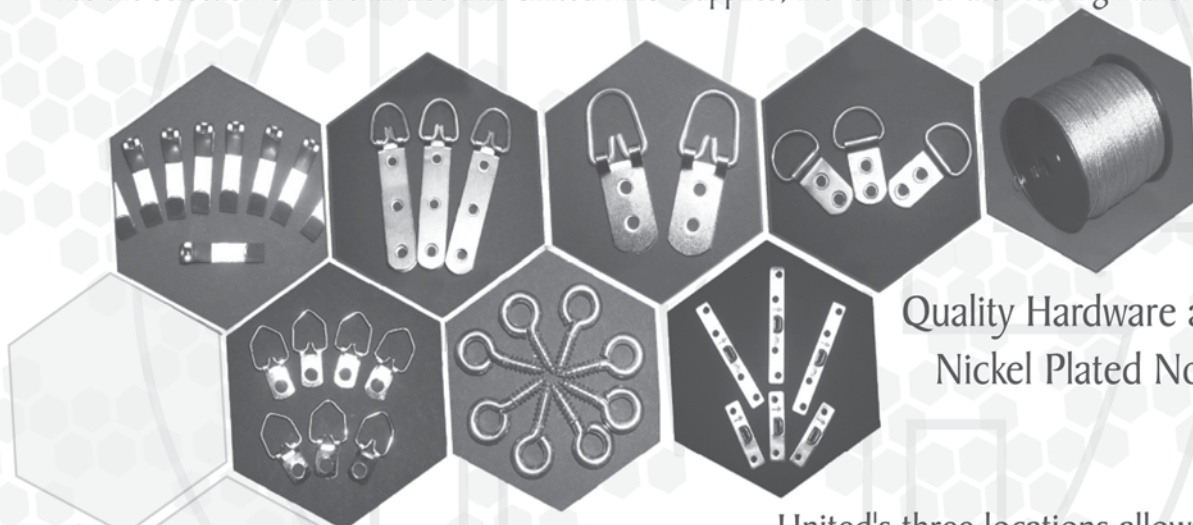


Jim Charters

Justin Convey

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