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# Friends and Company

## Rubber Stamping and More...

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### *What's New?*

Greetings Everyone! I'd like to take a moment to extend a HUGE welcome to all the new folks who have recently joined our mailing list. The effort has been a great one and we so appreciate hearing from so many of you. Thank you all for making our first day opening at our new location in Issaquah such a success. We've been having loads of fun and can tell that you are also. Your show of support has been outstanding so we are sure that this big and bold move in this economy was and continues to be a good one. We want to keep you smiling so please let us know how we are doing and if there is anything in particular that you would like.

It has been a whirlwind to say the least but we are beginning to get "things" balanced out. There continues to be lots to do and many more orders to place but we are taking it one day at a time. If you have not, as of yet, visited our Issaquah location, be sure to do so and meet our new and fabulous Issaquah team members, Kathy Fox and Yvonne Grimes. Our already fabulous staff in West Seattle continues at its best and we just know and thank our lucky stars every day how blessed we are to have such outstanding individuals working as part of our team. Stop in at either location anytime and give them the thumbs up. They all truly deserve it.

We'll be celebrating our Grand Opening in Issaquah beginning on 30 May and continuing throughout the week with "stuff". A Grand Finale will cap festivities on 6 June so be sure to mark your calendars. We would love for you to be a part of it all. We remain very excited and can hardly wait until this week of festivities. We are also working on finalizing our sign on the outside of the building and, given the cost, we'll likely be celebrating with champagne!! Hee!! Hee!! Come and join in the fun. We will also see celebrating the Grand Opening at the West Seattle location so keep tuned in to what is going on!

One of the most frequently asked questions with regard to operating two locations is whether or not the Passport works at both locations and the answer is an unequivocal YES. We have been looking for Issaquah businesses that will fit our Passport Program and when these surface, we will let you all know. Gift certificates, including those for classes, and punch cards can also be validated at either location. Class registrations on the other hand need to occur at the respective locations since they are managed independently of each other. It is in your best interest to contact each location for class registrations so that you are totally aware of where the class will be held. We appreciate your understanding on this requirement.

What remains for 2009 is expected to keep us busy. We will be planning for events and activities that we hope you will enjoy and want to participate in. Feel free to share with us any events you would like for us to look into.

The Grand Opening for our Issaquah location is scheduled for the week of 30 May 2009. We'll be posting the week's activities, specials, and whatever else we might dream up. It should be exciting and fun so we do hope you will mark your calendar and be a part of the festivities.

Times continue to be turbulent for some as layoffs and uncertainties continue to abound. We are happy to offer the classroom as a reprieve from some of what is going on so check out its availability at either location and get some projects started and/or completed. Keeping your artful spirit alive is one way to navigate through tough times.

**"New" Stuff.** Because we opened the Issaquah location, ordering and receiving has been great fun and there is a ton of new "stuff" now at both locations. It's difficult to capture most of it here so a visit to either shop, or even better to both, would undoubtedly make you smile.

Dave Breathauer, Memory Box, extended to us some very generous terms and, as a result, every single penguin that he has ever designed,

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along with his newest of the panda bears, are now available at the Issaquah location. His penguins and pandas have visited West Seattle and now they have decided to travel east. If you are a fan, now is the time to load up. We've got them all and they are fun. Dave continues to offer fabulous papers that coordinate very well with many of his other rubber stamp designs. These are definitely a gotta see at the shop. Check it out.

Lockhart Rubber Stamps is another very supportive and local company that we just love. Karen Lockhart, owner, just released yet another half dozen or so rubber stamps that will fit your summer plans very well. We try to stock the entire line of these stamps at each location but we can easily float back and forth if the need arises so if you do not see what you are looking for, be sure to let us know. Karen lives nearby!!

Both locations are proud to introduce some of the old and all of the new children's sayings that are currently on the market from Inkadinkado. Rumor has it that these children's saying originated from right here in Seattle. They are truly out of the mouth of babes. They are funny and to the point and also make a great add-on to any of your greeting card projects.

The Issaquah location currently boosts Paper Bag Studios which is also carried from time to time in West Seattle. These rubber stamps are terrific for any collage artist or for just everyday projects. Do check them out! The same is true of B-line in that Issaquah has the most current order on its shelves but we'll be seeing more in West Seattle soon. Beverly, B-line owner, is working on a trunk show for this area so hopefully we'll be seeing something on that soon.

In the queue is an order from Stampscapes, a wonderful line of

scenic stamping rubber stamps. New classes that focus exclusively on this line are in the works for July so that keeps us very excited and engaged in this great line of scenic stamping. A recent series of very successful classes were an indicator that many of you want more so hang on to your hats because they are coming.

There is lots more so visiting as often as possible is your best bet at keeping abreast of what is going on. We remain optimistic that the changing economy is only a temporary condition and, if you feel that spending money is not doable, don't worry, just stop in to say hello and get a shot for your artistic spirit just by surrounding yourself in an environment that lends itself to just that!

Please be sure to bring along your passport when making purchases. With a passport, several "things" are possible including a 10% discount on your entire purchase of regularly priced merchandise. You can also get your passport stamped for each month's travel escapade and pick up one of your monthly mini cupcakes from Coffee To A Tea. Don't forget that fabulous cup of soup from West 5 and why not begin your yearly gift giving by stopping by Terjung's Studio of Gifts where you'll find a host of great kitchen items. Liberty Bell has been a huge supporter of our passport program and continues to offer copy services as well as the great line of Bergsma products. It's a win for everyone!! Come see!!

As many of you already know, and as new members come on board who will soon find out, the Paper Connection is a major priority here at Friends and Company. Once we get underway, this will be true of our Issaquah location as well. We are optimistic that our friends in the Issaquah area will want to become members as soon as they are able.

We take pride in our monthly themes and are extremely pleased with the response that the Connection has received. We keep looking for new members so read all about it later in this newsletter. Because paper is one of our passions, our paper shelves are very well stocked. At last count, we had over 1200 paper slots in West Seattle and are already exceeding 500 in Issaquah. We know it's hard to believe.

### **O** *Accessories and More.*

Accessories are often the foundation of our toolbox so keeping new and fresh accessories will undoubtedly make your life easier when working on a single project or a multitude of projects. We carry many accessories at both locations and, as usual, they continue to grow as more items are introduced into the marketplace. Here are just a few of the old and a few of the new items as well.

- We just recently received more of the fabulous bling from Kaiser Craft. They are becoming the experts in bling and provide it to all of us at very reasonable and affordable prices. Bling just has a way of adding that little bit of glitz to any project and just makes it pop.
- Stickers are always fun to own and are very versatile in today's market. We've got lots of them and also carry lots of travel stickers at both locations to round off any scrapbook page or for just an added embellishment.
- A repeat from our last newsletter but if you love Tim Holtz, be sure to look at his blog-[www.timholtz.com](http://www.timholtz.com). Lots of challenging projects and it is very informative as well. Send him a comment letting him know we need, yes, need to see

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him in Seattle. Maybe it will help in getting Tim here.

- Lots of the pre-cut Quickutz diecuts and now also Accu-Cut designs are available and if the colors are not what you are looking for, simply let us know and we'll do our best to get you what you need. Some of the fun designs include crowns, fairies, keys, and a whole host of boxes for those special treats we all love.
- We've received new brads, tags, and also the acrylic boxes that we have not carried for a while which can be used to store all of these treasures. The boxes are also great for the bead artist to sort beads and keep them in order.

There is always more and our shelves are full. Please let us know if there is something that you just "gotta have". Now take some time just for you and stop by. You'll be very glad that you did!!

### **2009 Passport Program**

The Passport Program continues to surpass our expectations. We will continue to make it available at both locations with limited "local finds" for Issaquah like what is available in West Seattle. We'll need to settle in and see just what is possible and that will take some time but with just the 10% discount that Friends and Company is able to extend, we think it's something everyone will want to be a part of. The passport will continue to be offered all year long at both locations at a cost of \$15.00. Please note that owning a passport is now the only means for receiving a discount following a class. This is a major change in our classroom policies but we are sure you will understand the need for this change. Other opportunities are available for class attendance so do read all about them in our class discussion later in this newsletter. As a

passport member, here are some of the other highlights...

- o Receive 10% off your entire purchase of regularly priced merchandise all of the time – yep, every day, all day long at either location.

- o Attend 12 classes and receive a class voucher worth \$20.00 towards a future class (in 2009). A new change in 2009 is that the \$20.00 voucher is good for EVERY 12 classes. Vouchers, however, cannot be combined.

- o Indulge in up to 6 mini cupcakes of your choice on six different visits to Coffee To A Tea each month all year long!

- o Liberty Bell Printing extends to us up to 100 color copies at only 39 cents each one at a time or all at one time! Paper is high quality 8-1/2" x 11" 25 pound text weight.

- o Liberty Bell has also extended a 20% discount on any Bergsma Products one time each month.

- o Terjung's Studio of Gifts (our fabulous neighbors across the street) is new to the Passport Program and extends to each member a 25% discount on any kitchen product that they carry once every month. They have lots of really GREAT "stuff" so make it a point to stop by and check it out. Stock up on your gift giving all year long!

West 5, also across the street, offers a FREE cup of soup with any purchase. Way to go West 5-one of our favorites!

- o As a member of the Paper Connection AND the Passport Program, receive 20% off on all paper products that are in stock all the time. We love our paper!

- o Travel with Friends and Company to 12 different countries throughout the year (one each month) and get your passport stamped for the countries you visit. Validate all 12 countries with our

special stamps and you will be entered to win our 2009 Passport giveaway of a brand new Cricut Expression (value \$600.00). We gave one of these away in 2008 and many more folks are still looking to own one so we'll do it again!!

Sound interesting? Register today. We are happy to e-mail you the registration form!

### **SENIOR NEWS**

Our senior classes continue to be on sabbatical. If you and a group of 3 friends would like a private class, please let us know. We would be very happy to accommodate your group of 4 with a mutually agreeable theme and time. Note that this applies to any class.

### **The Paper Connection**

OK, stop the presses. We are looking for new members to this terrific club and you may be just the right candidate. Read on for more information. Please take time to join and register today. It's loads of fun and its value is great also!

Looking for some fun? Looking for some surprises? Looking for something different? "The Paper Connection" may be exactly what you are looking for! The Paper Connection is an innovative, fun, and perhaps unique approach to owning paper and is made up of club members who just love paper, love getting packages in the mail, or simply do not have access to some of the rich, vibrant, and high quality paper now available on the market. The club consists of membership with monthly dues of \$19.95. Each month, members receive a mystery package delivered directly to the address of their choice full of fun surprises and "stuff" which is all about paper. Membership also includes bonus items that will enhance your paper collection each month. With each six month membership, members receive a 10% discount at Friends and Company on all stocked 12" x

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12" or 8-1/2" x 11" paper products during the time of membership. As an added bonus, members who are also 2009 Passport holders, receive a 20% discount. Sound appealing? We think so! More details are available at the shop, so do stop by or call to check it out.

### **Class Stimulus Package**

The lineup for May and June 2009 is loaded with lots of classes. Lots of changes are also taking place in the classroom that we think you will just love. We are referring to some of these changes as our own economic Stimulus Package for the Classroom.

1) The first is that a \$20.00 class coupon will be awarded to any 2009 Passport member for EVERY 12 classes attended. This includes class packets as well. Yes, you've read it correctly - EVERY 12 classes. We'll depend upon you to make sure your passport is stamped at the time of class and that when you reach 12, you notify us of this major feat!! Are you excited yet? Well, there is more!

2) Attend a class and bring along a friend who has never attended a class at Friends before and receive a \$10.00 credit towards your own class!! Yippiee!! Wait, bring along two friends who have never attended a class at Friends before and receive \$20.00 applicable to your own class!! This is a great opportunity for introducing friends to this great environment while getting your own great deal!

3) Need some team building within your group, organization, office, etc.? We welcome team building sessions with your choice of instructors and a mutually agreeable time and theme for the class. With a group of 8, including yourself, this can be an excellent opportunity for everyone including sports teams, 4-H, Girl/Boy Scouts, mother/daughter play days, birthday parties, etc. Way fun!!

4) Names from class attendance for the year (Jan 09 through Dec 09) will be collected and a winner will be selected to receive a brand new Cuttlebug along with 6 folders of the winner's choice (total value exceeds \$100.00).

Whew – this is a lot to absorb but we are hopeful that this stimulus package will be well received and will help you in helping us to support our fantastic and very talented instructors. We have several new instructors on the docket so do check out their samples. By registering for at least one class a month the payoff is great not only for your own personal growth and that of our instructors but also for the chance to be the recipient of some great giveaways!

Class challenges are available for all levels and age groups. We are sure you will enjoy many of the opportunities being offered during this newsletter period. Please make note of the following guidelines:

- As a Passport Member receive a class discount of 10% off your purchase the day of class. Excludes already discounted or sale items, magazines, and holds.

- Pre-payment on ALL class registrations is required. NO EXCEPTIONS PLEASE. Your registration must be accompanied by your payment or credit card hold. We've been pretty lax enforcing this policy, however, we have found the need to strictly adhere to this policy so please, when registering, make your payment as well. We really appreciate your understanding the need for pre-payment on classes.

- Payment options are cash or checks made out to the instructor.

- Class cancellations require a 3-day notice for a full refund. Classes exceeding 3 hours in length require a 5-day notice. Classes with guest instructors require a 3-

week cancellation and events such as "Fests" or similar events, including Scrapbooking Crops, require a 2-week cancellation.

- Should you become ill or are unable to attend for any reason, you are encouraged to send a friend or pick up your packet at your earliest possible convenience.

- Please refrain from wearing perfumes and/or similar fragrances while attending classes. This will help to ensure that all students who are allergic can attend without cause to worry. We very much appreciate your cooperation for the enjoyment of all.

We appreciate your becoming fully aware of these class policies and recognizing the need for them.

### **Carolyn's Corner**

Dear Carolyn – I have always wanted to direct questions to you but never have until now. I really need some help in deciding to invest in a new marker called "Copic". They are expensive but seem to be one of the markets hottest markers. What do you know about them and are they really worth the asking price?  
Cynthia

Dear Cynthia – It would take quite a column to really do "Copic" markers justice but just let me begin by saying that they are indeed worth the asking price. The "Copic" markers are fast-drying, double-ended markers available in 322 colors. You have read it correctly–322 colors. The "Copic" is a refillable, permanent, non-toxic and dry acid-free marker where several nib styles are available. Some of the markers fit into a coordinated air brush system and all nibs can be replaced making this marker nearly a lifetime of ownership. I have done some research on which style is most popular and it seems that the "Copic" Ciao is most popular for beginners or simple crafts and

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scrapbooking. The cost is less as well making it the most popular. Without some manipulation, it cannot be used in the Copic air brush system; however, some clever users have been able to make the two work together. The "Copic" refills can be used with the polished stone technique which surfaced years ago since they are alcohol based. My best advice when investigating the line of "Copic" products would be to visit their website at [www.copicmarker.com](http://www.copicmarker.com). I have only touched the tip of the iceberg here. There is much more information available so visiting the website would be a great starting point for you to investigate. You can also contact a company rep in Eugene, OR, at (866) 662-6742 to find out about certification" classes that are held at many different locations in the US. I hope that this helps and that you will take the time to fine out more. They are a wonderful marker and should be given a thumbs up for use in this industry.

Dear Carolyn – Because of the current economy, I have a very tight crafting budget which will pass someday but for the time being needs to be kept in check. Any suggestions for stretching my crafting budget and still allowing me some retail therapy? Susan

Dear Susan – Retail therapy is indeed something that most of us need from time to time. You do not, however, need to even touch your crafting budget if you do not want to. Just imagine the fun you would likely have by getting together with friends who also love to craft. Each invitee could bring a half dozen rubber stamps, as an example, to share with others attending. Even a half dozen rubber stamps can go a long way for creativity. Conduct a magazine swap where you get all new magazines without spending a penny. The magazines do not

necessarily need to be limited to crafting magazine either. It's always fun to get a new magazine of any sort to look at. Keep this as an ongoing swap. Another great tip is to get together with friends and conduct a paper swap. Each person brings so much paper that can then be swapped sheet for sheet or however you want to run the swap. You will likely end up with a range of colors, styles, sizes, and textures which can really make a difference while paper crafting. If these tips are not enough, coordinate a buying group where big ticket purchases can be made and the product shared. A good example of such an item would be the ever popular Cuttlebug. At roughly \$65.00, it would only take 6 individuals to invest less than \$10.00 in the Cuttlebug with unlimited use. If the group members invest each \$5.00 per month, the group would be in a position to purchase roughly 5 folders each month. Within 6 months the group would have enough folders to do just about whatever they would want to do. I hope that these suggestions make you think of some on your own. Any buying power is enhanced by groups but be sure the ground rules are clear from the very beginning. What happens if a group member moves? Let the group set the ground rules and you should be OK. Hope this helps and that the economy gets charged up soon!

### Important Dates

- 1 May-Paper Connection Pickup
- 3 May-WS Altered Dex Club Mtg
- 9 May-WS ATC Club Mtg
- 10 May-Closed-Mother's Day
- 17 May-ISS ATC Club Mtg
- 30 May-Grand Opening
- 1 Jun-Paper Connection Pickup
- 6 Jun-Grand Opening Finale
- 7 Jun-WS Altered Dex Club Mtg
- 13 Jun-WS ATC Club Mtg
- 14 Jun-ISS ATC Club Mtg
- 21 Jun-Closed-Father's Day

### Other Stuff!

- o A Review on Parking. Please remember that the parking lots in

West Seattle are limited to three hours and street parking is limited to two. It appears that parking enforcement has been very active of late so please be careful when you park. Street parking on Sunday is unlimited but lots continue to be monitored. Issaquah offers a large parking area with lots of spaces so you'll currently never have the need to watch the clock there (Yeah!!).

## Rent A Rack

Our West Seattle location continues with its "Rent A Rack" program. Each month a featured artist will be able to showcase and sell their work for the entire month in our baker's rack. A small percent will be returned to the shop making it a win win for everyone including you who will be able to take advantage of some really great "stuff". Our artist for May is Lauren Stevens who will showcase several of her fabulous altered books. We are sure that these are hard for her to sell but she wants to share her talents with others so stop in and take a look. Our featured artist for June is Kelly Anable who, along with Jessi Cornwell, will feature their great collection of bead work. Stop in and help support our local artists. You'll be glad you did.

## Tips and Things

o Glenn Huff and Phil Smith –both friends, both retired, both bored. Looking for small handyman jobs that no one else wants to do. Give Glenn a call at (206) 932-7745.

o Leave the inside of your greeting cards blank so that when you need a birthday card or a get well card, you can simply stamp the inside when ready to use.

o Need to sand off a rough edge on paper? Use an emery board. Keep several in your toolbox handy.

o When buying an inkpad, buy a re-inker at the same time!!

HAPPY STAMPING!!

Until the next time,  
Take Care – Doris