



IMPORTANT DATES

9/19, 7pm

September CMAG Meeting

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September Presentation: Pricing, Actual Value and Perceived Value

How much would YOU charge?" We've all asked a friend, family member, or fellow artist that kind of question about our work. We struggle with how much time went into a piece, with the changing cost of materials, with self-doubt... and many of us undervalue our own work. How can we get realistic feedback with limited bias, and what are some small things we can do to enhance the perceived value in our customers' eyes? We'll be doing some activities to answer these things.

We ask that you bring in 1-3 pieces in "show-ready" shape, that you would like assessed. You'll fill out a form listing the basic materials on the front, with the price you're currently considering on the back.

Everyone's work will be displayed on similar stands, without the price showing, and with no identifying artist info (we're only semi-anonymous because many of us can recognize one-another's work, but it's as close as we'll get!).

After a brief discussion about our goals, CMAG members will then be asked to stroll the CMAG gallery of work and submit "secret ballots" of their recommended price for each piece.

As a group, we'll unveil the range of prices received from the crowd and see how they compare to the price you chose for your work. Are you right in range? Much too low? Higher than others perceive the piece to be worth? Is there a wide disagreement about prices in the mix?

This will lead to a guided discussion about ways that the price points can be influenced. Sometimes it's general – how is it displayed? Sometimes it's about minor adjustments to the work - would a fancier chain radically change how people see the piece? Would a more careful polish improve its presentation? Changing to a hand-made clasp?

The goal of the session is not necessarily to cause you to change your pricing, but to give you a view into others' perceptions and (hopefully) a confidence boost – either that your pricing is on track, or that you may want to give yourself more credit and rethink your rates.



WHAT DO I CHARGE?
Pricing Your Work

- Materials/Costs**
Could you re-create the piece with the same materials and not lose money?
- Time**
Are you paying yourself your hourly wage?
- Lights On?**
Does your price consider the cost of keeping a studio running?
- Wholesaling?**
If you're not selling direct, do you still make a profit?
- Comparison Shop**
Are you undercutting yourself by comparison to similar work?

Guilds in the Village

CMAG is participating in the second annual Guilds in the Village sale at the Multnomah Arts Center. This a two-day craft show that runs simultaneously with the Winter Arts & Crafts Show at MAC. There are nine six-foot spaces available for CMAG members. Booth spaces will be very close to each other, with egress points at intervals. Participating artists are responsible for bringing in their own display cases and must remain with their booths throughout the day, handling their own sales. The other participating guilds are the Guild of Oregon Woodworkers and the Pacific Northwest Woodturning Guild; other media are being solicited.

The cost: **SOLD OUT! ALL SPACES ALREADY FILLED**

The dates: Friday, December 1 and Saturday, December 2

Friday: Setup at 8:00 AM, show hours 10:00 AM – 7:00 PM

Saturday: Access at 9:00 AM, show hours 10:00 AM – 4:00 PM, takedown 4:00 PM – 6:00 PM



Enamalists Workshops

The Enamalist Society has several virtual workshops that will be presented in the next few months.

Check out the Workshop page on their website: <https://www.enamalistsociety.org/dir.cfm/Activities/Workshops/>

Sept 8 & 15- Plique-a-jour: Soldered Wire Framework with Amy Roper Lyons

October 13 & 20- Mi-Sook Hur

November 3 & 10- Katy Bergman Cassell



CMAG Mentorship

One of the stated purposes of The Creative Metal Arts Guild is, “To provide encouragement and help to the members in order to upgrade their technical and creative skills.”

In the spirit of this founding purpose, our members have always shared knowledge, skills, opinions and more.

This list is the names and contact information of CMAG members that are willing to be available as a resource for all sorts of mentoring, advice, being a sounding board, etc., on various topics. There are more willing members than are on this list, so reach out to these and other members to expand skills, problem solve and more. Remember, you don't have to be an expert at everything to be able to help someone with the thing you know how to do.

Please do not share this contact information outside of CMAG membership.

BETSY BENSEN betsybensen@msn.com 503-650-0046 Etsy, bezel making, bezel setting

BRUCE MCKAY brucejmckay@gmail.com 503-796-5966 Lapidary, stone carving, stone setting

DEBRA CARUS dcarus@comcast.net 971-221-8151 Metal fabrication, enameling, filigree, Granulation, soldering, stone setting

SHELLY DURICA- LAICHE info@indiometalarts.com 971-200-1940 Sculpture, materials procurement, plasma cutting, MIG and oxy torch welding

ANNE JOHNSON annepaigejohnson@gmail.com Enameling

RACHEL MORRIS info@eclecticnaturejewelry.com Bench fabrication, hollow forms, unusual Stone setting

GREY PROCTOR greyproctordesigns@gmail.com 360-936-7676 Filigree and silversmithing

JO SARINS arrayofelegance@att.net 309-657-2180 Enameling and Cloisonne

CARLI SCHULZ glass@juiceglass.com Glass

JEAN SHAFFER jeancshaffer@gmail.com 206-666-8526 General fabrication, texturing, stamping, Enameling, fabrication, dichroic glass fusing

DEB STEELE debsteele@comcast.net 503-316-5080 Precious Metal Clay

THOMAS TIETZE tom@artisanworkshop.com 503-708-5930 Wax carving, casting, stone setting, design, fabrication

ZAK zaniacpictures@gmail.com Sculptural lapidary, drawing

DONNA YUTZY donnayutzy@hotmail.com 541-295-0463 Metal Clay Jewelry

MARY WONG mary@triosstudio.com 503-307-9208 Wax carving, fabrication, stone setting, casting

KEUM BOO ALCHEMY

TAUGHT BY DEBRA CARUS

CLASSROOM 7 AT THE MULTNOMAH ARTS CENTER

OCTOBER 26

6:30 PM – 9:30 PM

\$95



THE CLASS

Learn the intricacies of applying 24k gold to silver using the ancient Korean process of keum boo. Translated as “attached gold”, it involves permanently bonding fine gold to fine silver through heat and pressure. The advantage of this technique over gold plating is that it’s hundreds of times thicker, which means it doesn’t wear off. This adds the value of gold to your jewelry without exorbitant cost.

OPTIONAL MATERIALS KIT, \$25

Keum boo foil, 3x3 inch square of jeweler’s brass and a piece of scrap fine silver

WHAT TO BRING

- A heat source – either an electric hot plate/griddle OR an ultralite kiln
- Silver – fine silver or depletion gilded sterling silver. It can be scrap pieces or finished jewelry pieces that you wish to bond gold over. The silver can be textured, domed, in ring form, or reticulated. If a finished piece, all other fabrication/soldering and polishing must be completed before the gold is applied.
- Heat proof tweezers (crosslock tweezers), a pair of fine tipped tweezers, small scissors, tracing paper, and a burnisher – preferable an agate burnisher. Nice to have: paper punches (craft store types with designs)
- A sheet of 22 gauge jeweler’s brass
- 24k gold keum boo foil

Upcoming Shows and Application Deadlines

Washington:

Redmond International Winter Festival

Event Dates: 12/2

Redmond Washington

Application Deadline: 9/24

In and Around Portland Metro:

No open upcoming events posted

For for information and to apply for shows, please visit zapplication.org

29th Annual Northwest jewelry and metals Symposium

Saturday October 7, 2023 from 8:30am-5:30pm

The Symposium is one full day of five speakers, a sale of rare and hard to find books and a silent auction. There is a casual meet up at Rhein Haus after the event.

The cost is \$110 for Seattle Metals Guild members and \$155 for non-members.

Seattle Metals Guild Membership is \$20 per year.

Presenters include:

Aaron Macsai

Ben Dory

Michael Nashef

Beatriz Cortez

Dana Cassara

There is also a Concrete Jewelry class with Michael Nashef that starts the day after the symposium. See the More Events tab on their website for costs and registration information.

<https://symposium.seattlemetalsguild.org/>

CMAG Board & Staff 2023

Executive Board:

President: Mary Wong
Treasurer: Barbara Covey
Vice President: Madeleine Moore
Secretary: Anne Johnson

General Board & Staff:

Member-At-Large: Thomas Tietze
Education: Madeleine Moore
Communications: Madeleine Moore
Social Media: Catherine Chandler
Web Site: Madeleine Moore
Spring Show: Tai Vautier
Programming: Madeleine Moore
Librarian: Kristin Fudalla
Refreshments: Zak Pearson
Newsletter Editor: Susan Mitchell
Membership Chair: Carli Schultz
Public Relations: Catherine Chandler
Registrar: Francesca Kennedy

GUILD BUSINESS

GENERAL MEETING (MONTHLY)

When: General CMAG member meetings are held the third Tuesday of each month.
Meetings begin at 7:00 pm, and adjourn by 9:15

Where: Multnomah Arts Center

What: Meetings consist of general business followed by a program which may be a demonstration of a technique or tool, a slide presentation, a panel discussion, or other presentation of interest to CMAG members.

Who: Meetings are open to CMAG members and their guests

BOARD MEETING

Board meetings are held prior to the General Meeting at 6:00 pm. Members are encouraged to attend and contribute.

CONTACT INFO

Creative Metal Arts Guild (CMAG)
PO Box 8946, Portland, OR 97207

Email: cmag@cmaguild.org

Web: cmaguild.org

NEWSLETTER ITEMS WANTED

We're looking for news about you and from you! Virtual trunk shows, tools you can't live without, books you love, online workshops or webinars you've attended or upcoming classes you recommend. And photos of new work you'd like to show fellow CMAG members. Include body text in an email with any links, and attach photos (ideally jpeg format) where available.

Submit to: cmag@cmaguild.org

Deadline: 2nd Monday of every month

WAYS TO PROMOTE CMAG, CMAG MEMBERS & EVENTS

GENERAL:

Talk us up among your artist friends - invite them to a Third Tuesday meeting! Update your membership page on the website with photos, especially! Like our public Facebook page and Like, Comment on and Share announcements on your own page and on groups you think would appreciate them

<https://www.facebook.com/CreativeMetalArtsGuild/>

Follow us on Instagram, like our posts and tag us @creativemetalartsguild in your own appropriate posts

<https://www.instagram.com/creativemetalartsguild/>

Use hashtags in your social media posts:

#creativemetalartsguild

#creativemetalartsguildpdx