



Fall 2005 Open House & Seminar Weekend

4331 Vanguard Road, Richmond, B.C. V6X 2P6

www.accentart.ca

Friday, September 23rd & Saturday, September 24th, 2005

Mark your calendars now and join us at our Richmond showroom and warehouse this September for our open house and seminar weekend, featuring Fletcher-Terry products, and the new Fletcher-Valiani MatPro 150 CMC Computerized Mat Cutter.

Get the Most out of your Fletcher Equipment

Fletcher-Terry consultant John Ranes II, CPF, GPF, will be on hand to demonstrate the latest in precision mat cutting technology, and will be available throughout the event to work with individuals on the MatPro, as well as other Fletcher products, including the F-2200 Mat Cutting System and the F-3000 Multi-Material Cutter.



Fletcher MatPro CMC 150
Computerized Mat Cutter
*A Perfect Combination Of
Capability and Affordability*

Enjoy the benefits of expert instruction, whether you are in the market for new equipment, or simply want to get the most out of your existing Fletcher products.

Cocktail Reception

Friday, Sept. 23rd
4:00 - 9:00 pm

Come and enjoy refreshments, door prizes, displays and demonstrations, as well as many open house specials. See, learn and shop, or just mix and mingle with fellow participants and industry representatives.

The cocktail reception will feature a 45-60 minute breakaway presentation on the new Valiani-Fletcher Computerized Mat Cutter, followed by an opportunity for hands-on, one-to-one instruction throughout the evening and on Saturday.

Saturday Seminars

Saturday, Sept 24th
9:00 am - Noon
1:00 pm - 4:00 pm

In addition to John Ranes II, our Fletcher-Terry consultant, spend your Saturday with other leading industry representatives, including:
Greg Fremsted of Frame Tek Incorporated in Eugene, Oregon
Len Lastuck of Frame Specialties in Elkhart, Indiana, and
Gail Hunt of In Graphic Detail in Vancouver, B.C.

The Saturday morning session will feature a 2 hour seminar presentation by John Ranes entitled *Add Gifts - Increase Sales: Diversifying Your Framing Business*. Participants will learn how to create a unique store identity and increase marketing opportunities by adding a gift line complimentary to their framing business.

The Saturday afternoon session will feature a 1 hour presentation by motivational speaker Len Lastuck on survival in the framing industry. Learn what it takes to keep your business from getting voted out of this competitive industry.

SEND REPLY TO: ACCENT ART, 4331 VANGUARD RD. RMD, B.C. V6X 2P6

FAX 604-247-1661 or 1-800-665-1661

Yes, I will be attending the:

Cocktail Reception on Friday, Sept. 23rd

Seminar, Saturday Morning

Seminar, Saturday Afternoon

Seminar, Full Day

Name: _____ Company: _____

Address: _____

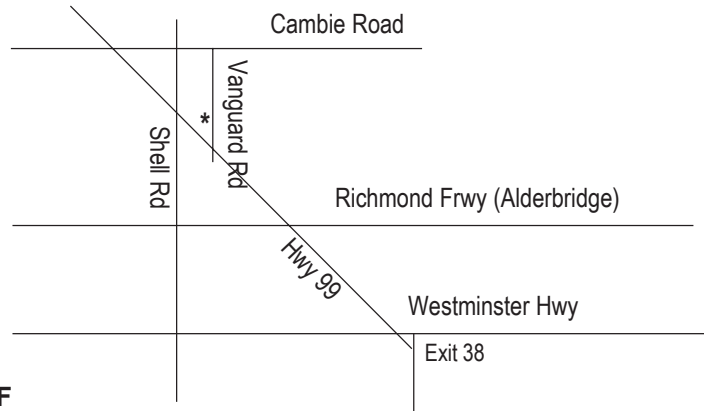
Tel. #: _____ E-mail: _____



Fall 2005 Seminar Leaders

But first, finding us:

Coming from Vancouver? Take the Oak Street bridge southbound, take the Shell Road exit, take the first left, then turn right on Cambie Road and right on Vanguard. We are at the end on the right hand side. South of us? Head north on Hwy 99 (towards Vancouver), take exit #38 at Westminster Hwy. Turn left and go two traffic signals to Shell Rd. Turn right and go north on Shell Rd for 1.5 km to Cambie. Turn right on Cambie and go 1 block to Vanguard Rd. Turn right on Vanguard for one block and we are on your right.



John Raney II, CPF, GCF



John is a well-known instructor of workshops and seminars throughout North America, and has taught framing programs in Europe, South America, Australia and New Zealand both independently and for the Professional Picture Framers' Association (PPFA). A consultant to Fletcher-Terry in Farmington, Connecticut, John is also the owner of an award winning frame shop and gallery, The Frame Workshop of Appleton, in Wisconsin.

In John's seminar, "Add Gifts - Increase Sales: Diversifying Your Framing Business," participants will learn how adding complimentary gift lines can create store identity, improve consumer perception, increase marketing opportunities and add additional sales. Learn which lines are potentially the most compatible and best-selling, as well as where and how to shop; identify actual gift products that will mix well with your established framing image; and take away valuable tips on shopping gift markets and cultivating contacts for new gift merchandise.

Len Lastuck, Frame Specialties

The owner of Frame Specialties in Elkhart, Indiana, Len has a simple philosophy for success: offer more innovative products, invest in capital equipment and hire more people. No stranger to innovation, Len is the inventor of a number of successful products including Maxim Wood Glue, Speed Mount and Ultra Lite Glass Cleaner.

Len Lastuck will present a motivational talk on what it takes not only to survive, but to flourish in this competitive industry.



SURVIVOR: **THE FRAMING INDUSTRY**



Greg Fremstad, Frame Tek

Greg Fremstad, president and founder of FrameTek, Inc. in Eugene, Oregon, is the inventor of numerous innovative products including FrameSpace, RabbetSpace, FrameSecure and Glass Guard. With a background in engineering, Greg has been in the picture framing business since 1969, and literally wrote the book on conservation framing as a member of FACTS (Fine Art Care and Treatment Standards). He was honored with the 1989 PPFA Award of Recognition for the development of FrameSpace, a "significant contribution to the framing industry."