

Artisans Quarterly Review

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2011 Act QII

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W H A T ' S T H E E D I T O R S A Y ?

We hope if you arrived at our newsletter through our broadcast cover letter that you noticed our new visual table of contents! This is an experiment to find out what will catches everyone's eye and get them to explore to find out more about Artisans of the Valley.

Let us know what you think of the new visual table of contents!

A R T I S A N S T A K E S O N T H E C A P I T O L

February of 2011 brought Artisans a new responsibility. We kicked off what will hopefully be the first of many projects and the start of many years of service to the NJ State Legislature. It's now on our shoulders to care for the woodworking in our State's Capitol. From the Chambers, to the conference rooms, and the annex Artisans will be providing refinishing, repair, onsite touchup, restoration consulting, and on occasion custom commissions.

Our first mission was to refinish an executive desk, followed by some much needed attention in the Senate and Assembly Chambers. If you're asking yourselves about NJ's spending habits in this economy, well our task isn't to waste it's to save. Restoration, remember, is green! It allows the continuous use of existing, and in this case historic, furniture. Why expend the resources to replace when you can restore?

Onsite touchup and repair services offer an opportunity to maintain not only the beauty, but the full functionality of our state's furniture and woodwork without having to haul things offsite. This program of constant maintenance including scheduled cleaning and waxing preserves our natural resources by keeping already-cut lumber in use.

Photo by Jeanine Flynn



K L I S E B E A T U S T O T H E H I L L !

We made a little discovery while evaluating the various woodworking and furniture we're tasked with preserving. The oak desks in the Assembly Chamber are adorned with a beaded edging; small sections of this molding are missing requiring us to find a proper match.

Artisans is a retailer for [Klise Mfg of Grand Rapids, MI](http://www.klise.com), a world renowned hardwood molding and component maker; so they were our natural first stop to find a matching molding. Klise, founded in 1910, has been producing this exact molding from the time period when these desks were custom made! As it turns out, the EXACT beading is STILL produced!

Shown right is an example of the existing beading before we replaced the missing sections. We'll show you some before/after shots in our next issue including the replacement white oak molding produced by Klise using the exact same techniques that made the originals!

Artisans of the Valley is a Klise Mfg. Retailer so contact us as your supplier for 1.5 million possible combinations of hardwood molding!



WORKING ON ANOTHER TV SHOW!

So here's what we can tell you, we are well underway, perhaps even finished, with our roll in a covert project. We can't share any more information yet so this isn't a feature article just a little heads up, a teaser of sorts. All we can tell you now is that a Nancy Glass Productions show called "Tanked" will be featuring a custom Artisans of the Valley commission and that rumors so far indicate that this particular episode is scheduled to be aired on The Animal Planet network the summer of 2011!

"These are not your typical fish tanks. And these are not your typical fish tank builders. Welcome to the world of TANKED! Acrylic Tank Manufacturing (ATM), owned by Wayde King and Brett Raymer, is not only the most successful, but probably the most outrageous tank manufacturer in America. They are brothers-in-law, business partners, best friends, and constant rivals. Joined by Wayde's wife Heather, and Brett's father, "The General", this is one big dysfunctional family. Housed in a "State of the Art" 13,000 sq. ft. facility located in the center of Las Vegas, every year, ATM takes on more than 200 projects. They build tanks inside restaurants, casinos, banks, hotels, museums and zoos from 50 to 50,000 gallons in size. They build tanks for celebrities and ordinary Joes. They've created tanks in the shape of pyramids, spheres, hexagons, and even, the female anatomy. They are filled with the most exotic...and dangerous fish around. Their business is fish, and business is good." - Press release Discovery Networks

A preview discussion of this project will appear in New Jersey's "The Times" the week before the airdates, if you're a NJ resident with a Times subscription be sure to keep an eye out for our feature article!



WWW.FINEWOODWORKING.COM FEATURE!

Thanks to our friends at custommade.com Artisans got a feature on Fine Woodworking's blog site. Artisans has engaged the services of CustomMade to market our services for over ten years now. Transition of the website from founder Ted Whittenkraus who maintained a basic HTML website to their new president, Mike Salguero, resulted in a major overhaul. The site is now dynamically generated from a database backend, with an interface allowing members to update their own profiles. Now featuring an active a blog site, options for video attachments, and a host of other creative marketing tools, www.custommade.com is positioned to provide marketing for custom artists of all kinds. Artisans partnered with promoting custommade.com last year at the Philadelphia Fine Furniture Show and we continue to offer our endorsement; for this round Artisans and CustomMade are linking our thoughts as blog entries.

"Thus far on The Pro Shop, we've emphasized "leveraging" your marketing efforts: getting the broadest visibility and reach for the amount of resources (both time and money), that you spend on marketing. We've looked at publicizing your business and the unique value of your handmade products far and wide through traditional media channels, but specifically by ramping up your internet presence through some basic tips and strategies. Today, it's time to turn on the TV! We'll look at broadcasting your business through local and national television networks." - Arielle Tonkin

<http://www.finewoodworking.com/item/36432/using-communications-media-to-broadcast-your-business>

We'll be working with writer Arielle Tonkin to profile some of our tactics for gaining media opportunities, as well as general discussions on artist marketing and how to survive as a woodworker today.

HOPEWELL VALLEY NEWS 'ARTISANS' DO WORK AT THE STATEHOUSE

A couple weeks ago reporter John Tredrea interviewed Artisans Master Craftsman Eric M. Saperstein regarding our latest endeavors and the return of independent artist Mike Pietras.

"We work in the Senate and Assembly chambers and in the rest of the building," said 37-year-old Eric Saperstein, whose father, Stanley, started Artisans in the Valley years ago. "We're in there a few times a month. We maintain the finishes, carve and replace moldings that have been knocked off. The color matching of the finishes has to be very precise. Part of the work is to minimize future damage. If you don't maintain that kind of work, especially inlaid stuff, the carvings fall off. There's a myth that you're never supposed to touch antiques. That's not true. If you don't maintain them, they fall apart." - [Hopewell Valley News May 19, 2011 <Click here to read the full article!>](#)

ARTISANS IS BACK ONSITE

We've quietly taken a hiatus from offering our onsite touchup and repair services however, now that we have Mike Pietras hanging around the shop we have the opportunity to reinstate our house calls for antiques and higher end repairs. Some of you may have noticed we've been passing work to Brett Duca of BrettMD Furniture. We've got no intention of giving Brett any reprieve. He'll continue to receive referrals from Artisans for his array of services including fixing modern mechanisms, touchup work and repairs outside of our coverage area. Brett will also be tasked with handling some of our pickup and delivery needs.

Our goal with onsite services is to provide museum quality care for your antiques and heirlooms when it just doesn't make sense to bring the whole piece to our shop. This is often appropriate for clocks, large furniture with small repair requirements, and for pieces requiring wax and cleaning.

Why wouldn't we want to bring a restoration project to our shop? After all we have the best resources to complete the job at hand. The truth is, we'd prefer to work in our shop, but its just not always possible. Our onsite work at the NJ Capitol Complex is a perfect example of when it's appropriate for us to come to you!



DANA, A VETERAN OF HARDWOOD FLOORS

We first introduced Dana Oxenberg as our new [Jewelry Organization Consultant \(JOC\)](#), which generated some immediate questions. Answer, yes, Eric and Dana are not only dating they even survived their first home improvement project, installing a new floor in Dana's home! Laying flooring put Dana to work on her knees where she quickly gained experience with air nailers, saws, compressors, and touchup techniques.



A quick interlude, Dana intermittently described herself as a JAP (Jewish American Princess) when she first started dating Eric last summer. Can you imagine Eric dating a JAP?? ... Well fortunately for him when we review the evidence behind this claim we see that the facts show the true reality. Dana is dating Eric; JAP's do not date hicks, even Jewish hicks! *(Strike 1)* Dana requested that Eric make a few stops involving dumpster diving runs to retrieve her some craft project materials; this started on their second date. *(Strike 2, and since this is so funny it was worth revealing even knowing Dana will seek retribution.)* Jumping down to images of Dana crawling around in knee pads sweating out the manual labor nailgun in hand show evidence of the JAP is expunged. *(Strike 3)*

Yeah, three strikes, the JAP is out; we're thinking Miss Dana crashed and burned on this claim and she'll enjoy Eric's hick lifestyle! Installing engineered hardwood floors isn't something that Artisans intends to offer as a service, but wood floors are made of wood! So, when you require minor repairs or touchups to your hardwood floors, don't forget we're available for onsite services!



ALIEN'S WALK AMONG US

This isn't Stanley's first extraterrestrial encounter when it comes to walking sticks. A few creatures from the stars have adorned his staffs over the last thirty years or so. We're not really sure if any of his subjects had anything to do with Roswell, but we are certain that aliens are walking among us.

This rosewood cane provides a great conversation starter along with some much needed stability and support. We hope our favorite Martian can levitate the sprits of Eric's friend Andrew Mars.



REBEL DIAMONDS

Four new rebel staffs atop diamond willow shafts; we've shown off sticks like this before but generally we don't make four together! The battle is heating up as the Ole' Miss Alumni protest for the return of their beloved mascot Colonel Rebel. Coincidentally Colonel Stanley, as shown here, has a likeness that lets the rally cries continue! We're curious who wins out in this tug of war between this administration and former students.

ARTISANS @ ART ALL NIGHT

"Art All Night is a 24 hour art and music festival held annually in Trenton NJ. The event is hosted in a 50,000 square foot building and the adjacent park which is part of the former Roebling factory complex. In past years the festival has had over 10,000 attendees with proceeds benefiting Artworks a non-profit arts center in downtown Trenton. The festivals aim is to allow artists of all levels to display their work as well as to bring together Trenton's diverse arts community." - Extract from <http://www.artworkstrenton.org>

On the right, a bass carving by Michael Pietras in poplar mounted on driftwood. On the left, a ram carving in solid walnut by Eric M. Saperstein.



ONE BIG CHESS SET

Here's an interesting chess set with matching table; we had a simple task here basically clean and moisturize everything. We removed the dust and grime of the years and applied a few coats of Waterlox tung oil which immediately revitalized the vibrancy of the set.

HEAD OF THE BOARD

This piece arrived in a bit of a shambles so we broke it down and rebuilt it into a far more stable condition. Similar to the chess set, this piece was void of its true color, so a coat of shellac was employed to bring out the vibrant contrast hidden by the years.



FROM JUNK TO TRUNK

Old chests and trunks are found in almost everyone's basement, attic, garage or stuffed somewhere in the back of a closet. Often they were the travel gear of relatives in the past; are you hanging on to one of these sentimental family treasures?

Take the opportunity to restore these worn down but certainly not out accent pieces. Storage can be created using just the open space or by installing an assortment of trays or compartments. This featured trunk got a new tung and groove cedar plank lining in the bottom and a thick coating of wine colored flocking under the lid.

The truck received some much needed cleaning, we removed the old paper liner, applied some black paint, installed new handles, and soaked the original woodwork in about 12 coats of tung oil. The inside cedar was left as raw wood to provide a functional deterrent against bugs.



WHAT WILL WE DO WITH THIS WOOD?



So, we figured we'd do a little twisted teaser game in this issue. The wood up top is sitting in a kiln at Willard Brothers Lumber being dried down to less than 8% moisture content. It is all owned by a client and will be transitioned into a variety of unique projects. All the planks and slabs came from a 375+ year old white oak; let's see if anyone can guess what's sitting on the top of the front stack! We'll discuss this more as we progress, and as we're allowed as this is kicking off another covert project!

Now, exiting the hidden realms of secret projects, let's discuss the slab shown on the bottom left. We came to meet this eleven-foot-six-inch-long three-foot-wide 8/4 slab of highly figured waterfall bubinga when we dropped off the oak at Willard Brothers.

Everyone that has been following our stories knows that Michael Pietras recently teamed up with us; Mike brought along a strange new "modern" skill set. Consistently harassing Eric with the need to expand his portfolio has become one of Mike's new hobbies.

Although Eric is normally very stubborn and resistant to changing his ways, he finally caved in and is breaking out of traditional styles with the acquisition of this outstanding live edge bubinga slab. So what are we going to do with this wood?

Well, we're obviously not going to slice it up, so its destined to be a dining table. We're working on some unique designs for a breakdown base that will allow us to "easily" transport this piece for display.

If you happen to like what you see, this piece will be available for sale towards the end of this summer. Contact us to discuss the details of the project, and to put in your bid for the first original design modern piece to be signed by both Eric & Michael!



SIMPLE SIGNS

Among our various trades and functions Artisans, can help attract some attention to your business, home, or just say something for fun. We offer a creative array of hand carved, CNC carved, and chainsaw carved signs including options for a unique critter to bear your message.

We've teamed up with our chainsaw carver, Bob Eigenrauch, and Dana Osterman of The Sign Smith to develop these creations. This gives us a variety of perspectives, skills, and equipment to develop and execute some imaginative works of art.

We like unique, and we're always up for a challenge, but we can also do the standard commercial style if you really want us too. Keep us in mind when it's time to sign off!



ANIMAL ARTISANS??



Artisans has stepped in some new directions for their community kickbacks. Eric & Dana began working with the Trenton Animal Shelter (TAS) fostering kittens last year, which of course led them into interactions with the shelter staff, animal control officers (ACO's), and an eclectic array of volunteers and organizations.

To date we've managed to successfully foster ten kittens including finding homes for these critters. We're also pitching in as volunteers for adoption days at PetSmart, assisting so far in several additional adoptions. Along the way we (well ... Dana) only failed once at fostering. Now why would we advertise that?

Well, what we have here is termed in the business as a "failed foster." This means the fostering parent, in this case Dana, failed to part with the critter in their care when the time for adoption arrived; she simply became far too attached to let Noodler go. We should add that Noodler himself began shredding applications (see above!) He just wasn't happy with anyone but Dana! So, we welcome Noodler as a permanent member of the family and congratulate Dana for adopting such a cute little a stray kitten. (Dana & Noodler shown right)

Noodler didn't waste any time, he immediately stepped up his game and took on the responsibility of being a spokes-cat for TAS and appointed Eric as his manager. He entered Bissell's Most Valuable Pet contest and initiated a PR campaign for the shelter starting with a WZBN-TV25 interview to kickoff his arrival.

<http://www.youtube.com/watch?v=GcQOEMNUXsS>

Shown top right, Reporter Mark Fontes records ACO Jose Munoz and Rocket who currently resides at the shelter awaiting adoption.

Bellow, Mommy plus five adorable critters who took up residence in foster care with Dana's parents awaiting weaning and adoption. These six have all found loving homes!

Unfortunately our boy Noodler did not win the contest, but he managed to help get the word out about adopting a cat or dog from your local shelter! Watch WZBN for more of Mercer's Most Wanted Pegs every Friday night including new features of the critters of TAS!



Five Successful TAS Adoptions!
Amanda & Mac (Shown Left)
Ziti (Now Parker) with her new family (Shown Above)
Buttercup with his new Family (Shown Above Right)
Benny & Zee adopt a little girl! (Bottom Left)

ADOPTIONS!

We always have a current list of cats and dogs posted on PetFinder. If you're interested in adding a new member to your family consider adopting from TAS or from your local shelter. **We have FIVE black kittens available now!**

Shown here are four of Dana & Eric's recent adoptions, all of these healthy playful kittens came from TAS. For the latest list of TAS critters click the link below!

<http://www.petfinder.com/shelters/tas.html>



A FEW INTERESTING SCROLLS



Developing carving patterns for reproductions is a common project in our shop, but I don't think we've discussed it much in our newsletters so let's talk about replication a bit. Artisans can recreate an assortment of parts and pieces to restore and repair pieces, to create full reproductions, or for entirely new and original designs. How accurate we are will depend on how much information we have, how we interpret the design, tooling specifications!

These scrolls above are the hand carved interpretation of the photograph below on the right. Each rendition is different, as each carver and each method produces a slightly unique result. For us to match as close to exact as possible, we need the original in hand. Levels of detail can also be provided based on your budgets and specifications, we can completely finish all the detail or provide rough-in carvings to be finished by our customers. Finishing steps include carving details, removing the blank from the surrounding material, sanding, filing, and of course staining/finishing.

We can produce one replicated carving, or if needed, thousands of them! If you need a stock design, our carvings from Klise Manufacturing may be perfect. If you require original designs, we can assist from pattern development through final production. Please contact us to discuss the details of your carving projects! Below that are the CNC carved (hand touched) double sided renditions.



MAGIC CHAIR REPAIR



Getting this chair to stand on it's own four legs was hard enough, actually bringing it back into the functional lineup with the rest of the set we will declare to be magic!

The structure was almost gone, the marquetry damaged, and it was in the corner on a permanently upholstered chair. Getting the leg out, removing the previous repairs, splicing in a section to allow the joint to be functional, matching the missing inlay, and finally the color and finish was a tedious task.

When you have an heirloom like this in need of a little care, let us know! We've revitalized a lot of pieces that were believed to be too far gone!



RENAISSANCE WAX

We haven't reminded everyone in a while that Artisans is a retailer for Renaissance Wax ... SO ... here's a short sales pitch to make you all aware that if you fail to purchase Renaissance Wax from us and apply it to all your furniture and other heirlooms and treasures everything you own will dry out and turn to worthless dust! Because we care about you and your belongings, we keep a few cans around in the shop for purchase or ship directly to our clients upon request!

RENAISSANCE MICRO-CRYSTALLINE WAX/POLISH from England has been the #1 choice of major museums, art galleries and institutions for the preservation of their precious pieces. Professional conservators, retailers, amateur restorers and private individuals throughout the world depend on Renaissance Wax to protect their collections and for home use.

CLEANS BEAUTIFULLY Lifts oil, dirt and the murky accretions of other polishes. The surface detail remains crystal clear through unlimited applications of this translucent wax: Removes previous wax build-up, Reveals fine detail & wood grain, Non-staining, non-abrasive

RESTORES AND ENHANCES Revitalizes and returns your objects to pristine condition. Renaissance Wax buffs easily to a hard, transparent finish that will not discolor: Renews fading colors and "tired finishes", Retains matte finish when unpolished, Buffs to a high gloss, Reduces shine of new picture varnish

POLISHES AND PROTECTS Guards your precious pieces against the damaging effects of humidity, heat, dust, environmental destruction, aging and ordinary wear. Renaissance Wax provides a barrier against fingerprints and the devastation of water, wine, alcohol and other spills. Due to its high moisture resistance, it forms a durable, lustrous protective coating. Prevents tarnish, corrosion and "bloom," Remains completely waterproof, Retards weathering on exteriors and objects exposed to climatic abrasion.

A LITTLE GOES A LONG WAY... AND LASTS A LONG TIME Excellent spread-ability and indefinite shelf life make Renaissance Wax economical and convenient, even for very large objects and infrequent use. A small dab goes a long way, unlike most waxes that need generous application. Use a minimal amount of Renaissance Wax, rub lightly and buff.

The long-lasting preservation reduces the need for frequent maintenance; Airtight container keeps wax in perfect condition, Easy to spread, no caking or drying out, Indefinite shelf life, No "polish" smell, No added fragrance to endanger material.



COUPON! 10% OFF WAXES!

ARTISANS OF THE VALLEY

HAND CRAFTED CUSTOM WOODWORKING



[Artisans of the Valley](#) offers museum quality period reproductions, original designs by commission, and antique restoration/conservation services, hand carving, modern furniture refinishing, onsite furniture repair, hand made walking sticks, and educational programs. Our website is now over 250 pages, including galleries, feature articles, and educational sections, company background, and our new adventure album section. We extend an open invitation to explore our site, and contact us directly with any inquiries or questions you may have.

Eric M. Saperstein is Master of Artisans, Owner, Webmaster, Editor, Bookkeeper, Buyer, Office Manager, Legal Pit-bull, and he's in charge of vacuuming the shop:
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Stanley D. Saperstein, Master Craftsmen, Author, & Historian founded Artisans of the Valley in 1973. Stanley offers historic presentations, impressions, and various lecture series ranging from Civil and Revolutionary War, American Folk Art, and Interactive Role Play of Characters ... sometimes trying to reenact American Chopper episodes in the shop: woodcarver@artisansofthevalley.com

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BLUE FLY

World Class Fishing Adventures

Artisans is pleased to announce the launch of an amazing new blog site for Blue Fly World Class Fishing Adventures! We host a few websites on our server, Patricia Edel's site is among those. Visit <http://www.fishbluefly.com/blog> to for more info!



2011 - 3RD PHASE

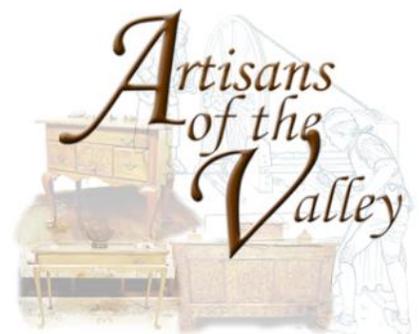
We'll get to reveal what happened with Animal Planet's "Tanked"

Feature Profile "Acrylic Tank Manufacturing" (ATM)

Horton Brasses, Browns Upholstery, Waterlox Finishes, Willard Brothers Lumber

Perhaps a really cool gaming table project??

The Aquarium Design Network ... Yes MORE about Fish!



Our studio hours are by appointment. Please call ahead!

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