

October 2005
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Hello All You Wonderful People,

Well, I guess Fall is here. It got down in the 30's for a couple of days just so we would know. Of course, now it's back up in the high 70's and low 90's.

I want to apologize for the lateness of this letter. With Fall coming in and grandkids going back to school and then visiting, we came down with a horrendous cold. That took about a week out of my monthly schedule. Consequently the painting didn't get all completed until late yesterday. Everything has to be painted in order to give you colored pictures of the new transfers. But...I got it done. So here we go.

I want to thank each one of you that have sent either pictures of, or the items themselves, that you won ribbons on at the fairs. These are things done with Cameo paints. Maybe it will give you some ideas for the future or maybe ideas for gifts for the up-coming holidays.

Sylvia Varra, in Colorado, entered her tea towels and pillowcases in the Boulder County Fair. She used her imagination and many different colors of paints to give dimension to her pictures.

Joannie Zeckzer, in Michigan, entered her things in the Michigan State Fair. Joannie used Cameo paints in a variety of ways.

I need to take out an accessory – C379 – Fabric Glue. It took me two years to sell just 24 of them. I want to thank the three people who ordered them, but I'm not going to re-order at this time. I will see if I can find something that more people are interested in. In the mean time you can use the 200-Glitter Base. It is a clear glue and is washable. It should work just great for your fabric gluing needs.

I messed up on the email version of the Add-on Kit. There really are ten paints in it. 113-120-134-143-147-148-151-154-172-174+MINI-TOTE
I will run this kit until the end of December.

In January we will be coming out with a full set of twelve Sparkle Paints. These will be in a kit by themselves. That means that the K000, K001 and K002 will change at that time. That will put some of the paints that are in these kits in the Sparkle Kit and other paints will be added in to keep the numbers the same. **THIS WILL NOT HAPPEN UNTIL JANUARY!! DON'T ORDER IT NOW.**

I have taken the Pilot Pens out of the Paint Kits and replaced them with the Dual Point Pens. That makes the kits worth more at retail cost – but I haven't raised the prices of the kits.

When I was an instructor and doing parties, I kept a tremendous amount of stock on hand. I found out that if you have it on hand the customer is more likely to buy it

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than if you have to order it and then deliver it. You, also, make more money that way since you don't have to pay for that extra gas to deliver later. As you order each month add a little bit to your stock that you keep on hand and pretty soon you will see a big difference in your sales.

The other thing that I tried to do was paint up the transfers as they came out. I always painted the ones that I liked first – but I found out that I didn't have to like it for it to sell. People have different ideas about what they like and that's one of the things that make our Company work. I always bought at least one of each of the new transfers as they came out so I could show them. I found that some of the transfers didn't sell that well until they saw them in color. (Hopefully what I am doing with the colored pictures of the transfers is helping you in that department.)

I hope these ideas will help make your business better. If any of you have ideas that you would like to share, just get them to me and I will put them in the newsletter.

Monthly Paint

The new monthly paint for October is #433 – Chameleon

This is a paint that started out with Yellow Ochre as its base – then it was greened up a little. It's definitely an earth tone. It will go with any of the yellows, browns, any of the earth-tone greens and reds. It is a definitely a fall color. We called it Chameleon because it's one tone in the bottle, a different tone when you paint with it, and a much darker tone when it dries. It picks up on the color that you use it with. So it looks a little different when you use it with yellows or browns or reds or oranges. It is just a different kind of color. It's definitely interesting.

Monthly Special

We are kicking off the new Tree Skirts in the month of October. We couldn't make up our minds on the size so we just came out with two sizes. We should be able to tell by the sales if we need to change them somehow later.

P1224 – Tree Skirt (40") White Perma Press - \$19.95

P1225 – Tree Skirt (50") White Perma Press - \$29.95

For the month of October they will be on sale for \$5.00 off. So P1224 will be \$14.95 and P1225 will be \$24.95 during the month of October.

I think these will be good items to paint up and put in craft shows this fall and winter. You can do a lot with them. Do a little or a lot – they are still going to look good and sell well.

One suggestion is to use sticky Velcro dots to close your skirt where you want it to close. This is an easy way of changing the size and how it hangs.

The schedule of classes for the **Winter Workshop** is:

1. Open-tip painting using the 4575-Petit Point transfer.
2. Tree Skirt (either P1224-Tree Skirt (40") Perma Press or P1225-Tree Skirt (50") Perma Press) using a new Holiday transfer that is being released in November.

3. Rag-painting background with a design over it in 'only black'. ('Only black' is like Joannie Zeckzer did her 'butterfly design')
4. Open-tip painting on a new design being released in November.

I suggest a darker shirt for class #4, a light colored shirt for class #3, your choice for class #1 and of course you're going to be using one of the new Tree Skirts for class #2.

Be sure to bring a full set of paints, scissors, a dish to pass, ideas to share and things to show.

I will have a Continental Breakfast starting at 8:00 AM.

Door prize drawings will start at 9:00 AM and there will be one every hour after that for the full length of the Workshop.

You can stay as long as you would like and we can nibble on leftovers for the evening.

October Workshops

There will only be two workshops in October. They will be here at the Home Facility in Manchester. They will be on October 20th, the third Thursday of the month. The first one is at 1:00 PM and the second one will be at 7:00 PM. We will be working on P1492 – Large White Tote bag. These are a good size to use as Trick or Treat bags. According to the design you put on them – they can also be used for the whole fall season.

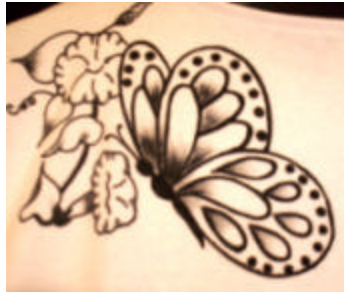
If you would like to make a Halloween set of pillowcases instead – those will be available to work on, also.

I hope you all show up for one of these workshops – that way you'll know how to get here for the **Winter Workshop** on November 5th.

The next pages will be taken up with pictures of the fair entries and the new transfers. So I will take this time to tell you how much you all mean to us and to tell you to keep those suggestions coming. After that I'll let you rest your eyes until next time.

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Fair Entries



These are from Joannie Zeckzer. The first two are front and back of a shirt done in 'only black'. The third one is a butterfly made with a plastic bottle as the base. The fourth design is on a dark shirt. The fifth design is on a tote bag. Thanks for sharing Joannie.



These are from Sylvia Varra. This one is a set of tea towels done using many, many colors of our Cameo paints. When you see them in person they look like you can just pick them up off the material that they are laying on.

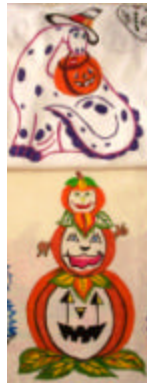


This is one of a pairs of pillowcases. Again, she used many different colors to make these look like they are three-dimensional. (6 colors on the butterfly, 5 colors on the wild roses, 6 colors on the leaves, 5 colors on the dragonfly, including Sparkle Accent to make the wings shimmer.)

Transfers



T4631-Halloween Cat



T4632-Pumpkin Totem



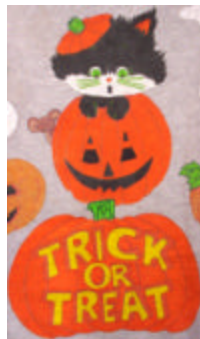
T4633-Happy Jack-o-lantern



T4634-Boo-tiful Pumpkins



T4635-Boo-tiful Estate



T4636-Scaredee-Cat



T4637-Good Friends



T4638-CAUTION! Witch



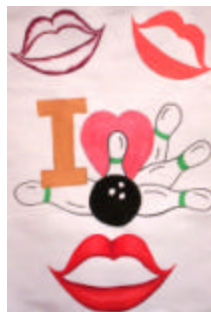
T4639-Jack-o-lanterns



T4640-Witchy Boo



T4641-Prayer



T4642-Love&Lips



T4643-Starry-eyed with Love