

Volume 4, Issue 6

Raw Hide Gazette

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- Next Meeting
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International
Leather Art
Forum in Tokyo

Puget Sound Leather Artisans Co-Op

August 1998

Deb Landauie

Rawhide Gazette

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"Without question, the Rawhide Gazette is by far the best and most informative and comprehensive Guild publications of all of them! You are to be commended for your very fine and professional efforts. Keep up the good work. With admiration"
/signed/

Al & Ann Stohlman, December 1997

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- Far East Report: International Leather Art Forum in Tokyo

Last Chance to Enter Your Project in the Puyallup FAIR!!!

Fair details are in the last newsletter. Important dates to enter your projects are:

HOBBY HALL AT THE FAIR:
AUGUST 28, 29, and 30, 1998, from 9:00AM TO 4:00PM

... or ...

TANDY LEATHER STORES: NO LATER THAN AUGUST 25, 1998

Don't let the "Woodcrafters" show us

up!

Next Meeting

Summer break is over. September meeting is 27 Sept 2:00 PM at Linda's, see map on last page..

A Visit with the Stasiak's

I spent a few very pleasant hours with Jan and Andy Stasiak (CHARTER MEMBERS)-- Andy is the manager of the Arlington Texas Tandy Store. Andy started his Tandy career at the Aurora Store In North Seattle several years ago, but before that He and Jan were Charter Members of the PSLAC. They both had a big hand in getting the CO-OP started. If I remember right, they won the contest designing the Membership card. General Seymour and I met the Stasiaks at the Burien Tandy store to go to lunch. It had been two years (Time goes by fast when you are as old as I). Anyhow, we talked over old times. Both General and I met their new Grandson who Andy and Jan were trying to spoil as much as they could before departing back to Texas.

Andy showed us pictures of his Store. I believe it is one of the Tandy "Super Stores". Sure didn't look like any Tandy

store I know. Also I understand that Andy's sales are in the TOP 10 Nation Wide. I do know that he has made the "President's Club" (\$50,000 gain over the previous year). They both look good. Must be the Texas Air. Andy and Jan are more settled. They are beginning to like Texas more (After Living in Washington, I don't quite understand this, I went thru AF basic in San Antone), Andy said

that he loves his job. And he is carrying some of the CO-OP thoughts with him. He is constantly working with Children. (He was heavy in the scouts before he went to work with Tandy). It was a very enjoyable visit. Don't stay away so long the next time Y'ALL HEAR..??..

Bill Churchill
Federal Way, WA

Godzilla is the one on the left



Email Bag

(ed. note: This was "just one-of-many" email notes from the IILG. They ran the gambit of complete outrage to some indifference to the changes in the Tandy Corporation. This one letter seemed to innocently sum up, although lengthy, a good cross section of an average leathercrafters feelings, as I see it. To balance this letter -- please see the letter from the President of the Tandy Leather

..... Puget Sound Leather Artisans Co-Op

& Crafts)

From: "Daniel Spencer"
<DanielSpencer@ij.net>
Subject: [IILG] tandy problem

I hear all the rumblings about **Tandy** and I thought I would put a different perspective on the situation.

I am brand new to the craft. I was fortunate to find the **IILG**. The knowledge I've gained from the guild is tremendous.

Anyway, I started the leather craft in Pinellas County Florida less than a year ago. There was a nice Tandy leather store several miles away, but close enough that I went by it a couple of times a week. I just loved going in there and smelling the leather, looking at all the leather kits and thinking to myself, "man, if I tried hard enough, I might be able to make something like that". I bought a starter kit of tools and a kit or two. I did the rounders and felt I was ready to proceed with something that I could use or give as a gift. (*After all, I still haven't figured out what to do with a rounder*). I proceeded into the kits. Needless to say, when I started on a kit using the photocarve, I found out that I didn't have the right tools to complete the project. What happens? I have to go back to Tandy and buy the right tools for the kit I was working on. After all, I wanted it to look as good as what the photocarve depicted!

A week goes by before I am in the Tandy neighborhood and I stop in to pick up the beveler or pear shader the kit says to use, and low and behold, the store is closed. There is a sign on the door that states, "Closed, please visit our Tampa location". Well, that is a county away!

I didn't seem to mind too much, as I made the trip across the Howard Frankland Bridge and located the Tampa Tandy store. Kim is the manager there. I found her to be very knowledgeable about leather and she was more than willing to assist me in every way possible. Her store was just like the Pinellas store, wall to wall leather, buckles, tools, belt blanks, kits and anything that is imaginable for the

leather crafter. I was like a kid in a candy store. I bought and bought. Mainly what I bought was more kits. What happened when I bought more kits? I didn't have the right tools to follow the photocarves. Mind you, I haven't the talent yet to use the tools I have, so I need the tools the photocarve shows to make my kit look like the one in the picture! (I am still waiting for my first project to come out looking like a photocarve, but I am practicing!)

If I am going to get the tools I need, I have to go to the next county to the Tampa Tandy store. Now crossing that bridge to get there is a big pain. It is a long drive, it is hot, my AC in the car quit and what happens? Kim is not there! There is a very nice woman there that was taking care of the store, but she did not have the knowledge that Kim had. The phone kept ringing, there were several people in the store and when I got waited on, she didn't have the tools that I needed. I was told their order should be in that week.

It has been more than 3 weeks since my visit to the Tampa Tandy store. Saturday, I drove across that monstrosity of a bridge to finally get my tools. Kim was still not at the store, (but they tell me she still works there) They still do not have the tools that I asked for. I was told that their order has not come in yet, even though it has been more than a month since they placed their order.

The wall to wall leather belts, kits, buckles, etc. have seemed to have disappeared. The store is different. Oh, there are still a lot of kits, etc. but even as a novice, I noticed that there are spots that kits used to be that are not being replaced. There is a minimum of belt blanks, lots of items are discounted and the store is starting to look vacant.

I can see the big change in this store and if the truth be told, I don't expect this store to be there for too long. I am very

sad about this, as I don't know where I will go to buy my kits, and blanks and tools.

The one solace I can take, is the fact that there is the IILG. They will point me in the right direction for all my leather needs. Grant you, it is very hard to get that wonderful leather smell through my 14" monitor. Through this guild, I have found that there are many, many leather stores nation wide where I can buy kits, tools, leather and anything that has to do with leather. It is just that I will have to buy them by mail order now. Can that be too bad? Not really, as I am still waiting for my tools to come in at Tandy of Tampa. If I had ordered through the mail, I would have already had them. Who knows, maybe this will bring out a talent in me I didn't know I had, by making me utilize what tools I have while I wait on the mailman.

I do hope I am wrong about the Tampa store closing. If they do, what the hell. What do the people in Castle Dale Utah do for their leather goods? There sure isn't a Tandy store there and they still get their leather kits completed.

Spokane Leather Factory "Open House"

And a good time was had by all. Was 100 degrees in the shade. Neither Dale nor I won the 10 sides of saddle skirting (or anything). We had a fabulous time. Dale and I both thank **Durham, Susan, Rhys, Kevin, Rita**, and especially **Cheryl Utley** (who almost makes me want to go back into business so I can hire her away from **Leather Factory** -- A better sales person I have NEVER seen).

And there were some notables from the **World of Leather**:

Bill & Dot Reis from Leather-Crafters & Saddlers Journal (Leather Trade Journal)
Ellis Barnes of Gomph-Hackbarth Tools (Stamping Tools)

Grant you, it is very hard to get that wonderful leather smell through my 14" monitor.

- Ferdinand Jean-Blanc** and crew from Ferdco (Industrial Stitchers)
- Vern Theroux** of West Coast Industrial (Stitchers, Riveters, Splitters, etc.)
- Ron Edmonds** of Ron's Tools (Handmade Edgers, etc.)
- Larry Parker** - Leather Factory Regional Manager
- Tom Brown** from Westfield Tanning (Strap Leather, Skirting, Soleleather)
- Deb Williamson** from Salz Tanning (Latigos & Oilys)
- Jesse Smith** of Jesse Smith Saddlery (Maker and Instructor of SFCC Saddle School)
- Bill Rogers** - Saddle Maker and Leather Artist
- Bob Hamann** - Saddle Maker
- Don Roland** - Leather Crafter - (contributor to LeatherCrafters Journal)
- Bill Churchill & Dale Buckenberger** from Rawhide Gazette
- And the whole **Leather Factory Crew** - **Kevan White, Cheryl Utley, Durham, Susan & Rhys Hefta**



We all look forward to Leather Factory's **GRAND OPENING** in Portland this fall

Bill Churchill
Federal Way, WA.

Neat Hole/Disk Cutter

I saw one of these circle cutters while I was still in Seattle at the **Paper Zone** in Tukwila. It costs about \$12 and will cut perfect circles with out leaving a mark in the center. The blades supplied cut through leather and could be resharpened. This is a great idea for those "odd" sized holes or "rounders" that are too hard to stock large hole punches for. I picked one up here in Japan for about \$8 and used it to make part of my latest project (pictures to follow).

Bob & Karen Stelmack
Hamamatsu, Japan

Tips-Tips-Tips

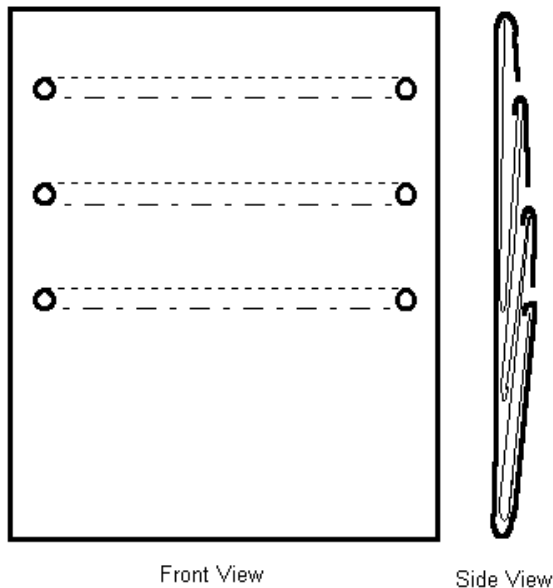
From: "David T." <moongazer@nidlink.com>
Subject: [IILG] Tips! Credit card pockets, cutting slots, linings

I got a couple tips from **Don Roland** last weekend at The **Leather Factory** open house in Spokane, Washington.

1. Use the new tracing film as credit card pocket liners in wallets and checkbooks. It's not great to trace on but it is pretty tough stuff. Use contact cement to glue it down and sew with a glover's needle if you need to. He showed me a couple wallets that didn't have any stitching holding the



- pockets in. Just a good wide area for contact cement. (about 3/8" or 10mm)
2. Line wallets with very thin leather such as Sibbara book binding leather, or 1/2-1oz pigskin. That keeps them very thin and easy to carry.
3. When you are cutting slots for checkbooks or



Legend

- Wallet lining leather
- Mylar (tracing film)
- - - - - Cut Line
- - - - - Fold Line

Note: Drawings NOT to scale

To create thin credit card pockets use Mylar tracing film as pocket lining. To make the pockets stronger, and to keep them from stretching, spread your glue on the lining leather, then punch holes on both ends of the credit card slots. Glue the mylar in place and fold the leather that forms the slot over. Glue to the inside of the mylar pocket. This doubles the top edge of the pocket.

The slot spacing and sizing I will leave to you. I generally put the slots about 3/4" apart. Pockets size should leave enough of the card exposed so you can identify and grab them easily.

As you glue the pockets in, glue the outside of the mylar pockets to each other. This will help keep everything in place and make it stronger. Don't sew the pockets in! The film is strong as long as it's whole. Punctures, slits, or other breaks in the film will make a weak spot.

credit cards spread your glue (contact cement) on the lining first, then punch holes at each end of the slot with a hole punch. When you are ready to glue in your card pocket linings cut the top side of the slit only. Then fold the leather over to give a nice finished edge and act as a doubler. This will keep the pocket from stretching over time. Using the very thin leather keeps this from getting bulky. Glue the lining between the two layers of leather.

VOK1AO
Canada

KEEP THE CARDS COMING. SHE ENJOYS EVERY ONE OF THEM....

Bill Churchill
Federal Way, WA

Tandy's Open Letter to the IILG

Dear Ann Waters,

I want to thank you for your response to Sherry Jones concerning rumored changes at Tandy Leather and how the members of the IILG have been reacting. There has been a lot of discussion on the internet during the last few days about Tandy, and it my assumption that your members would prefer to know the facts rather than misinformation.

It appears that everything started with a brief paragraph from Gary Smith on 7-18-98 to the IILG concerning a conversation he had with a former employee of Tandy Leather. Unfortunately, the former employee was mistaken and has no means by which to know what plans are in place for Tandy Leather. There has been a lot of unnecessary stress,

concern and conversation over statements that have no basis in fact. You've seen the fiction; here are the facts:

We are NOT making Tandy into a MJDesigns

We are NOT getting rid of leathercraft in favor of other crafts

We are NOT replacing most, much less all the store managers

We are NOT taking out the leather people in R&D

We are NOT doing away with the Doodle Pages

We are NOT discontinuing the Craftaids

We are NOT discontinuing all how-to books

From this initial message to the IILG, the snow ball started rolling, and getting bigger and bigger and bigger. The truth also became increasingly distorted leading to even more concerns, one feeding off the other.

As **President of Tandy Leather**, I accept the blame for not effectively communicating our plans and the importance of leathercraft in those plans. I have always been taught

Ann Stohlman Update

Talked to **Ann** and see has sold her house and is now in a condo. She seems to be getting along very good. New Address is:

Ann Stohlman
P.O. Box 672
Ashcroft BC



Copy of the Electronic "Get Well" Card for Terry Shimenberger and it seems to be working -- Terry and Bob are doing great!

ME!
I HOPE YOU
FEEL MUCH
BETTER SOON.

Randal Stone
of the
International Internet
Leathercrafters Guild

that communication is the responsibility of the speaker, not the listener. I'd like to take this opportunity to flesh out some of the plan we have for Tandy Leather.

TANDY LEATHER MISSION & STRATEGY

It is our mission to use our expertise in leather and crafts to provide exciting and innovative products and services to our customers. A key strategy is to improve our implementation of the current retail concept. Leather will continue to be the core medium for our stores, and leathercraft kits will be modernized with fine leather interior parts that produce a professional finished look. Improving our core line of leathercraft kits is long overdue.

SPECIALTY CRAFTS

Leathercraft is, and will continue to be, the central focus of our merchandise line, and it

is very much a specialty craft. Tandy Leather has always included other specialty crafts. Some current examples are plastic braiding, Native American style crafts, beading, resin castings, hemp, and jewelry making. We will continue to seek additional specialty crafts to broaden our appeal and draw interest in our core line of leathercraft products.

PRODUCT CHANGES

We will continue to develop and introduce new leathercraft projects, Craftaids, patterns, how-to books, and designs. **Jana Stobaugh**, formerly the manager of our **Seattle Aurora store**, will be joining our Research and Development Department. Jana is a talented leather artist who will bring a fresh look to the design of our leathercraft line.

We will discontinue selected kits, Craftaids, tools and books that are outdated or need

revised editions. We will also replace slower moving items with new leathercraft products or designs. The Tandy Leather product line needs to change as the needs of our leathercrafting customers change. These changes also provide excitement and innovation.

TONY LAIER IS NOW OUR "RESIDENT LEATHER ARTISAN"

Tony Laier has been freed from other distractions to devote 100% of his time to developing new leather designs, and furthering the art of leathercrafting through workshops and trade shows. Tony is also developing a new "Craft Tips" program to introduce new designs and projects that can be inserted into a loose leaf binder. These Craft Tips sheets can also be in a fold-out format to accommodate designs similar in size to the Doodle Pages.

We have not published a Doodle Page since March because we haven't had suitable submissions. The program is still active, and Tony continues to accept offerings from leathercrafters from around the world. We may combine the Craft Tips and Doodle Page programs at some point in the future, but have made no moves in that direction yet. By the way, Tony indicates that he is looking into publishing some old Doodle Pages in a book form similar to the collectors editions that were printed some years ago.

Tony will also continue the emphasis on classes and workshops for all Tandy Leather stores including better class out-

lines, and new exciting workshop ideas. He will also continue to help Craftool improve tool quality and develop innovative tool designs.

CURRENT TANDY LEATHER STORES

An important part of our strategy is to improve our current Tandy Leather stores. The general sprucing up that was recently done was merely an effort to "clean the place up". The plan is to systematically begin improving the locations of the stores, installing new and better fixtures, displays, workshop areas, lighting and signage. As soon as the design ideas are finalized, we will begin by remodeling and possibly moving



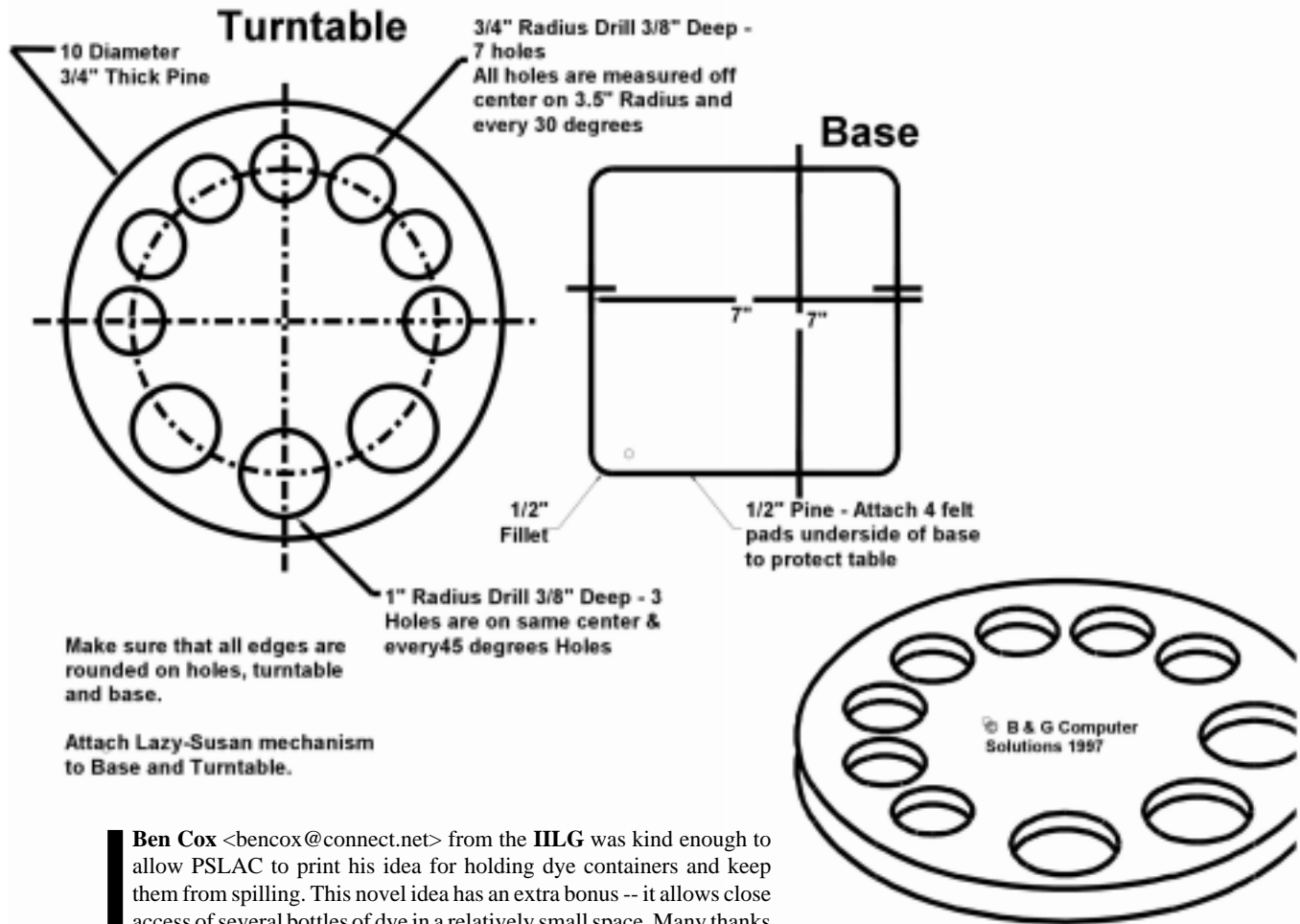
Good quality skiver.

Tool samples picked up in Tokyo.

The modeling tools are quite sturdy and fit the hand very well.



This tool will model those parallel lines for belts and such.



Make sure that all edges are rounded on holes, turntable and base.

Attach Lazy-Susan mechanism to Base and Turntable.

Ben Cox <bencox@connect.net> from the IILG was kind enough to allow PSLAC to print his idea for holding dye containers and keep them from spilling. This novel idea has an extra bonus -- it allows close access of several bottles of dye in a relatively small space. Many thanks Ben, for the Tip!

about 15 stores in the next year. We will be fine tuning the floor plan and fixtures for current stores this fall, and will begin the remodeling process starting in January. It will take three to five years to redo all Tandy Leather stores.

MARKETS WITH CLOSED STORES

We've pretty much finished closing underperforming stores, and are now pursuing established retail business in these markets for Authorized Tandy Leather Dealer candidates. Dealers have already been established in several markets providing a local source of supply to leathercrafters.

MANAGER CHANGES

Like any other business, Tandy Leather loses managers from time to time. On average, our managers have over five years of management experience with the company. We value the experience of our managers and do not have a program to replace them with new and untrained people. We need to have fully qualified individuals running our stores, but in the past we have given training

a wish and a prayer. We have now established an organized training program. The length of time necessary to complete this training will vary with the individual involved, and will certainly leave them better equipped to run a store than our old methods. Product knowledge, especially in leather, is critical to the success of a store manager.

Ann, I hope this letter will help answer some of the concerns that your members have been voicing. Leathercraft has been an important part of my life for over thirty years, and it is the continuing heritage of Tandy Leather to take the lead in furthering the craft. The changes within our company are long overdue, and will ensure an exciting and vital future for leathercraft for generations to come.

Please keep me informed on the views, desires and suggestions of your membership. Thank you for taking the time to share the opinions of the IILG. Feel free to share this letter with your members.

(ed note: The email address for Mr. Gehring

is: fred_gehring@tandcrafts.com)

Sincerely,
/s/ Fred Gehring
President & CEO
Tandy Leather & Crafts

International Leather Art Form, Tokyo

(ed. note: Please refer to the circled letters on the following pages for the related picture.)

Where do I start?





Hamamatsu to Tokyo, then after losing ourselves in the Tokyo station, some kind Japanese pointed use to the right rail



line to reach Ikibukaru and the (A) Tokyo Metropolitan Art Space. We spend several hours looking and taking pictures of the various leather craft on display.

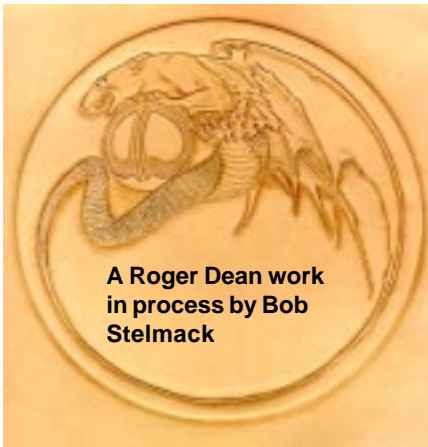
have the Art Forum catalog with almost ALL the pictures in it. Hope he gets a



Included in this newsletter is several of the leather pieces that attracted my attention. By the time the September PSLAC meeting is held, Bill should

Karen and I had the great fortune to attend the Leather Art Forum in Tokyo. The adventure started with a ride on the "Bullet Train" on Friday morning that only took a 90 minutes from





chance to bring it to the meeting.

The (B) display hall was open for free to the public and there were many attendees while we were there. The sign in book was a challenge for Karen and me -- all other entries were in Kangi (Chinese characters with a sumi-e brush). My entry in the book looked like a kid with paint brush. Oh, so much for first impressions. I did take one of **Bill Churchill's** day planners with me and the staff was quite impressed with subject matter (American Indian) and the workmanship.

The one entry (C) that really caught my eye was done by **Fa-Yuan, Yeh** of Taiwan. He titled his work: "Good Neighbors". The (D) entry, was not in the catalog and represented the more traditional Japanese painting style, only in carved, tooled and dyed leather.

The (E) entry also was not in the catalog and showed the "old western" style of tooling with a common activity found at most Rodeos -- Barrel Racing.

The (F) picture I would have bet money that **Paul Burnett** had entered, but no -- this was done by **Masa Aikawa** of Japan.

Now if (G) wasn't by Al Stohlman, I was going to eat my hat (a welcome change from sushi) so I had to. This fine work was done by **Kaoru Nakata**, of Japan, and was titled: "Life on Earth".

Finally I saw a work, with a technique that **Dale Buckenberger** has demonstrated -- leather burning. This piece was

titled: "Tiger Parent & Child" was created by **Shigeko Amano** of Japan.

There were, of course, works by artists we know: **Robb Barr**, **Ann Waters** (President of the IILG), **Silva Fox** and **Peter Main**, but we have seen much of their work in the past and much is already in print, or on the Internet, and I wanted to bring you something different. What was amazing to me (Karen please don't hit me!) is that 90% of the entries were by women. Take any **PSLAC** meeting, any day in a Tandy Store and I see more men. So ladies you have been challenged. Make sure you get your work seen and the Puyallup Fair is the place.

I did miss **Peter Main**, he was on his way to Nagoya for a seminar, but I did get a chance to have a long chat with **George Hurst** of **Hide Crafter Productions**. He indicated that there are plans for much expansion in his business. The next catalog that will come out will be 44 pages. Remember that **PSLAC** members get a discount with Hide Crafter Productions.

George is now in the process of editing and producing the videos with **Robb Barr** and **George Hurst**. I hope some kind person will make a copy available to the Editor of the *RawHide Gazette* for a video review (are you reading this George?).

George and his wife, Jane, were quite the gracious hosts and offered some candid perspectives of the Leather business today. As you can see in other articles in this newsletter, the leather business is changing, but as I saw from the Tokyo Leather Forum the interest in leather remains high.

Future issues of the *RawHide Gazette* will include some more pictures.

Bob & Karen Stelmack
Hamamatsu, Japan

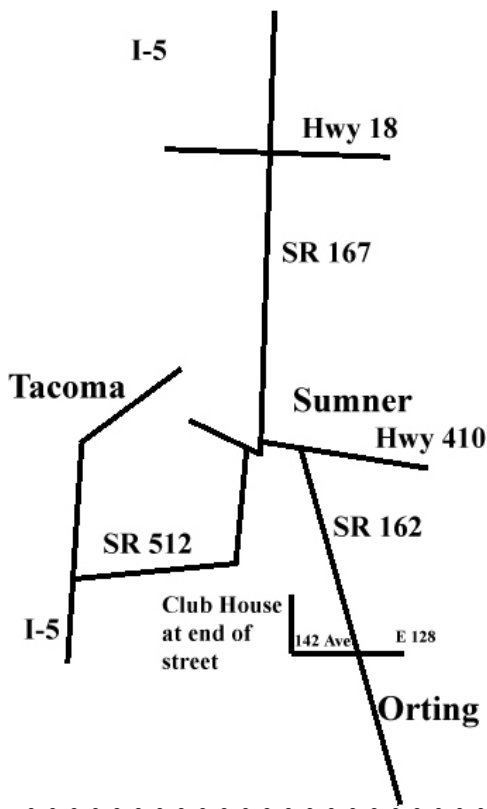
◆ PSLAC Partners in Leather ◆

- ◆ **Tandy Seattle** - Jana Stobaugh, Manager, 20003 - Aurora Ave N, Seattle, WA 98133, phone: (206)542-1677
- ◆ **Tandy Tacoma** - Larry Riekema, Manager, 5429 - S Tacoma Way, Tacoma, WA 98409, phone: (206)474-1777
- ◆ **Tandy Burien** - Diana Tulloch, Manager, 14611 - 1st Ave. S, Seattle, WA 98168, phone: (206)244-0351
- ◆ **Leather Factory, Spokane** - Kevin White, Manager, 28 West Boone Ave, Spokane, WA 99201, phone: (800)822-8437
- ◆ **MacPhersons Leather** - Terry Durban, Manager, 519 - 12th Ave S, Seattle, WA 98144, phone: (206)328-0855
- ◆ **!!!NEW!!! Leather Factory, Vancouver /Portland** - Durham Hefta, Manager, (*Grand opening in the Fall, 1998*)
- ◆ **TWLeather** - Jim Linnel, Ken Gregson, Cal Zugge, Managers, (800)477-9923
- ◆ **Hide Crafter Productions** - George Hurst, Manager
<hcrafter@flash.net>



Special "Rounder" Article Next Month

**Map to Linda's House
Seattle**



The next meeting will be in
September
Mark your calendar!
Sunday, September 27th,
2:00-4:00pm

Location: At Linda's (see map
for directions)

*...AND many important
announcements!!*



**Late Breaking
Local Leather
News**

Jana Stobaugh, Seattle Tandy Manager, leaves the 27th. She is excited and nervous at same time.

Harry Starr leaves the Portland Tandy Store next week. Don't know who will take his store. Harry leaves after 38 years with Tandy.

Burien manager, **Diana Tulloch**, remains at the Burien Tandy Store.

Portland Leather Factory Grand Opening delayed to October.

Tandy regional regional manager, **Don McGowan**, turned in his notice Monday.

PSLAC
c/o General Seymour
17915 212th Ave. E.
Orting, WA 98360-9622

