

Moulding And Stretcher Bar Catalogue

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WHY SHOULD YOU BE USING UNFINISHED MOULDINGS?

To Create A Perfect Complement To The Artwork

Your client's artwork was hand-created with imagination and skill. Why not create a frame that perfectly complements the art and looks better than a machine-made prefinished frame? By using some wood stains and paints, a creative framer can build the frame colors and tonal balance to harmonize with the art. The frame complements the art in a way that creates a beautifully unified presentation.

To Convert Your First-Time Customers Into Lifetime Clients

A beautiful handcrafted frame that enhances the art inside can transform the piece into a treasured work of art that your client values even more highly. When you provide this enhanced value for your client, he or she will not think about using any other framer, and you will have earned a lifetime client.

To Make More Money

Your unique handcrafted frames require more labor than frames made with prefinished mouldings, so they should be priced at a higher level. How much higher? It would depend on how much extra time goes into your handcrafted frame. But remember, you are not competing with other frame shops on price, because they are unable to do the truly custom work that you are doing. Your client is asking you to do the framing primarily because of your sense of design and your creativity. Price, very often, is a much less important consideration.

The Job Satisfaction That Comes From Providing Truly-Custom Frames

There is a sense of pride in knowing you are creating and building beautiful one-of-a-kind frames that are uniquely your own, and are highly valued by your clients. You are truly a custom framer.

Imagine the possibilities . . .

The Right Moulding Supplier Can Help You Distinguish Yourself From Your Competition -- <u>And</u> Increase Your Profits

Welcome To Foster Planing Mill

Are you looking for ways to differentiate yourself from other frame shops without having to compete on the basis of price? Do you want to offer your customers artistic, handcrafted one-of-a- kind frames that perfectly complement the artwork? Would you like to do these custom jobs profitably? Let Foster introduce you to the ways we help you improve the profitability of your business. We specialize in meeting your needs for unfinished wood mouldings. And, we have eliminated the problems and frustrations you may have experienced when dealing with other moulding suppliers in the past, such as unresponsive customer service and poor product quality.

6 Ways Foster Works With Customers To Make Your Job Easier

- <u>Higher Yield From Each Stick:</u> We guarantee each stick will be free of warping, milling defects, and profile inconsistencies. Because we sell only the useable sticks, you are able to make more frames from a shipment of Foster moulding. Many frame shops tell us that they are able to use only about 75% of their moulding when making frames. With Foster moulding it is possible to use 90% of the moulding or more. For a 100% yield, we can miter-cut your frames for you.
- 2. <u>No Minimum Order Quantities For Stock Patterns:</u> Why use valuable shop space for storing mouldings that are not needed right now? Instead let Foster be your "offsite warehouse." This allows you to maximize your profit-per-square-foot by converting at least part of your storage space into additional worktables or product displays. Simply hang a corner sample on your display, and call with the frame size if your client wants to use that pattern. We will send you just enough moulding to make the frame.
- **3.** <u>Prompt Shipping:</u> One of our greatest strengths is our ability to ship orders in a timely fashion. All patterns in this catalogue are kept in stock, and are ready for prompt shipment. We have reasonable freight rates, and ship throughout the US and Canada on a daily basis.
- 4. <u>Customer Service Representatives Who Do Resolve Problems</u>: You are always dealing directly with the staff at our factory no sales reps and no telephone tree. Your call will be answered by a live person who has the ability and the authority to handle your order or to resolve the problem you have experienced. And we guarantee your satisfaction with our products and with our service.
- 5. Your Own Profiles Produced To Your Specifications: We can make your custom patterns in minimum quantities of 200 lineal feet or more with no additional setup fees. Many of our customers develop their own moulding profiles so that they can offer their clients framing designs that cannot be found anywhere else. In this way they are able to offer their customers a unique frame that is artistically handcrafted and is <u>not</u> subject to price comparisons with any other frame shop. Our turnaround time is usually 1 to 2 weeks on custom work.
- 6. <u>Museum-Quality Canvas Stretcher Bars Custom Cut To Your Exact Size</u>: These stretchers are made with expandable mortised corners, and are available in regular, large, and extra-large thicknesses. Cross braces can be configured to your specifications. Although they are custom-made, they ship quickly.

Please take a few minutes to browse through our catalogue. Don't miss the photos of our staff in the back – we are very proud of our talented and dedicated team. If you have any questions or special requirements, or if you would like to receive samples, please give us a call.

IMPORTANT INFORMATION

RANDOM LENGTHS

Foster Planing Mill is a manufacturer of solid wood mouldings and stretcher bars. We strive to maintain the highest quality standards in the industry. We do this, in part, by inspecting every stick we produce, and cutting out defects whenever feasible. Because we are cutting the moulding, we are producing sticks of random lengths (all of which is good useable moulding). Furthermore, we use random length lumber, preferring to make lumber purchasing decisions based primarily on quality rather than specific board length. As a result, we do not have standard lengths. All of our moulding is available in random lengths, ranging from 3 to 16 feet long.

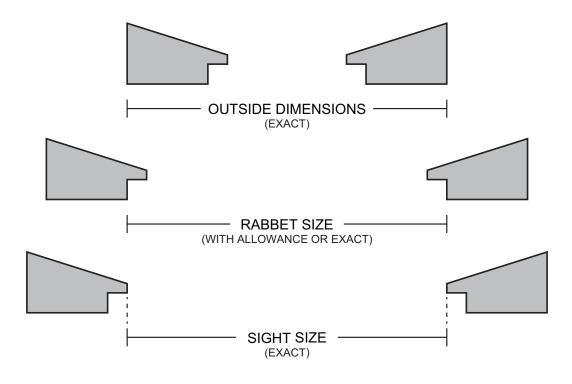
We generally bundle mouldings in 100-lineal foot bundles. And we make an effort to wrap bundles with assorted lengths so that no one customer receives only short lengths. Any defect in a stick is marked on the back, and the stick is tallied (counted) as 1 lineal foot shorter than its actual length. Consequently, you are paying only for useable moulding.

Foster has a *no minimum order* policy. If you need moulding for only 1 or 2 frames, we will make an effort to find sticks that will make your frame with a minimum of waste. However, we will not cut a stick to your size specification (unless you are ordering miter-cut corners).

<u>CHOPS</u>

We ship most of our orders as blunt-cut random length sticks. However, many customers find it more convenient and more cost effective to order moulding miter-cut to exact dimensions. These orders will often take an extra day to process.

Unless otherwise specified, we will cut the frame to your specified rabbet size plus an additional 1/8" allowance. However, if you request "exact size" we will not add the 1/8" allowance. We can also miter cut to an "outside dimension" (the outside height and width of the frame), or to the frame's "sight size" (the dimensions of the artwork visible once it has been installed into the frame).



PLACING ORDERS

We are available to take telephone orders Monday through Friday between the hours of 8 AM and 3:30 PM Pacific Time. Orders can be faxed at any time, or placed online using the order form on our website. Please note that our shop closes for a week between Christmas and New Year, so it is necessary to plan ahead for your moulding needs during this time of year.

BACK-ORDERS AND PROJECT DUE DATES

At any given time we may be out of stock on several patterns. If we find we are unable to ship all of your order we will call to inform you, and provide an estimated timeframe of when the pattern will be ready for shipment. We will make every reasonable effort to accommodate your needs in every way possible. In particular, if you have a project due-date approaching, please be sure to let us know when you place your order so that we can work with you if any of your items are temporarily out of stock.

DISCOUNTS AND SPECIAL PRICING

Price discounts on our pricelist are based on the quantity ordered of each separate pattern: 1 - 99 lineal feet, 100 - 499 feet, 500 - 999 feet.

For larger quantities of a *single* profile:

1000 – 1999 lineal feet: deduct 10% from the 500-LF price (rounded to the nearest cent).
2000 – 2999 LF: deduct 15% from the 500-LF price (rounded to the nearest cent).
3000 LF and over: deduct 20% from the 500-LF price (rounded to the nearest cent).
Please call for a quote on larger single-profile orders.

Discounts on assorted bundles of stock patterns (applies only to those patterns ordered in quantities of less than 500-LF each:

500 – 999 lineal feet: deduct 3% 1000 LF or more: deduct 6%

Single profile and assorted bundle discounts cannot be combined.

Special Handling requests carry an additional 35% charge.

PAYMENT

Orders are shipped COD, payable by cash, check, or credit card. We accept Visa, MasterCard, and American Express.

Terms on account are Net 30 Days from the date of the invoice. If you would like to establish an open account, please call for our Credit Application. Overdue invoices will be charged a 1-1/2% administrative fee on the unpaid balance. And we reserve the right to convert open accounts that are consistently overdue to COD status.

Checks returned by the bank for insufficient funds will be charged \$25.

SHIPPING

We use Federal Express to deliver small orders. They provide reliable and reasonably-priced service guaranteed to be delivered almost everywhere in the continental U.S. within 3 business days. Quicker delivery options are available on request for a slightly higher fee. FedEx will accept packages up to 8 feet in length.

Packages over 8 feet in length and larger-volume orders will be shipped with one of several common carriers with whom we have arranged preferential rates. We will evaluate your order, and make an effort to choose the carrier that will minimize your freight costs.

Please examine and inventory the contents of your shipment upon arrival. All shipments will have a Packing List attached to the outside of one of the packages. If your shipment is not as ordered, please report it to Foster IMMEDIATELY.

SHIPPING DAMAGE

All products that we ship are in pristine condition when they are loaded onto the truck. If your shipment arrives with <u>visible damage</u> to the packaging, you must bring it to the attention of the delivery person and also make a note of visible damage on the Bill Of Lading that the driver asks you to sign. Before unwrapping any obviously damaged packages, please take digital photos that clearly show the damage and save the packaging for possible inspection by the freight company.

After unwrapping your packages, please check to determine if the moulding is damaged. Again, if the product is damaged, please take digital photos that clearly show the damage. Please call Foster within 2 business days and we will assist you in placing a freight-damage claim with the carrier. Time is of the essence – freight companies will not consider claims that are old.

PROPER STORAGE

Please store moulding upright (or horizontally, supported along its entire length) to minimize warping. Proper storage of moulding is extremely important if it is to remain as straight as possible over time.

All of the lumber we use has been carefully kiln dried, and then milled to very precise tolerances. However, all wood absorbs moisture from the environment and changes size slightly. The environmental humidity in your shop may be significantly different than the humidity at Foster. If this is the case, your new moulding probably will not be exactly the same size as the same pattern that you received earlier. The new shipment may require a little bit of time to acclimatize.

GUARANTEE AND RETURN POLICY

We are confident of our high standards of workmanship and our quality. However, if you are dissatisfied with any products you receive from us, please call us promptly so that we can arrange to have it returned or replaced.

We cannot accept returns that have been finished or marked in any way.

When wrapping wood for return, please do not place tape directly on the moulding – the adhesive will be absorbed into the wood. Instead, wrap a slip of paper around the moulding and put the tape around the paper.

Returns will not be accepted without prior authorization from our office.

CANVAS STRETCHER BARS

Foster manufactures our own line of canvas stretcher bars. They are available in 3 bar sizes:

2" Regular Bars	3/4" x 1-11/16"	(Light weight)
3" Large Bars	1-1/16" x 2-3/8"	(Heavy-duty)
3" Bars With 1-3/4" Cap	1-3/4" x 2-7/8"	(Gallery wrap)

For prices and profile drawings, please see the back page of our pricelist.

Why Use Custom Canvas Stretcher Bars With Keys?

Strainers are not considered acceptable for stretching fine art because of their inability to expand. A more professional way of displaying art on canvas is custom stretcher bars with keys. This method has been used as a standard in Europe for centuries. Professionals who understand the properties of canvas agree that this is the best option for stretching fine art. Canvas is constantly moving as a result of environmental changes in temperature and humidity. Increased humidity expands the fibers of the canvas, and the artwork becomes slack. Keyed stretchers allow one to adjust and stretch the supporting framework, thereby keeping the canvas taut.

Foster's Stretcher Bar Quality

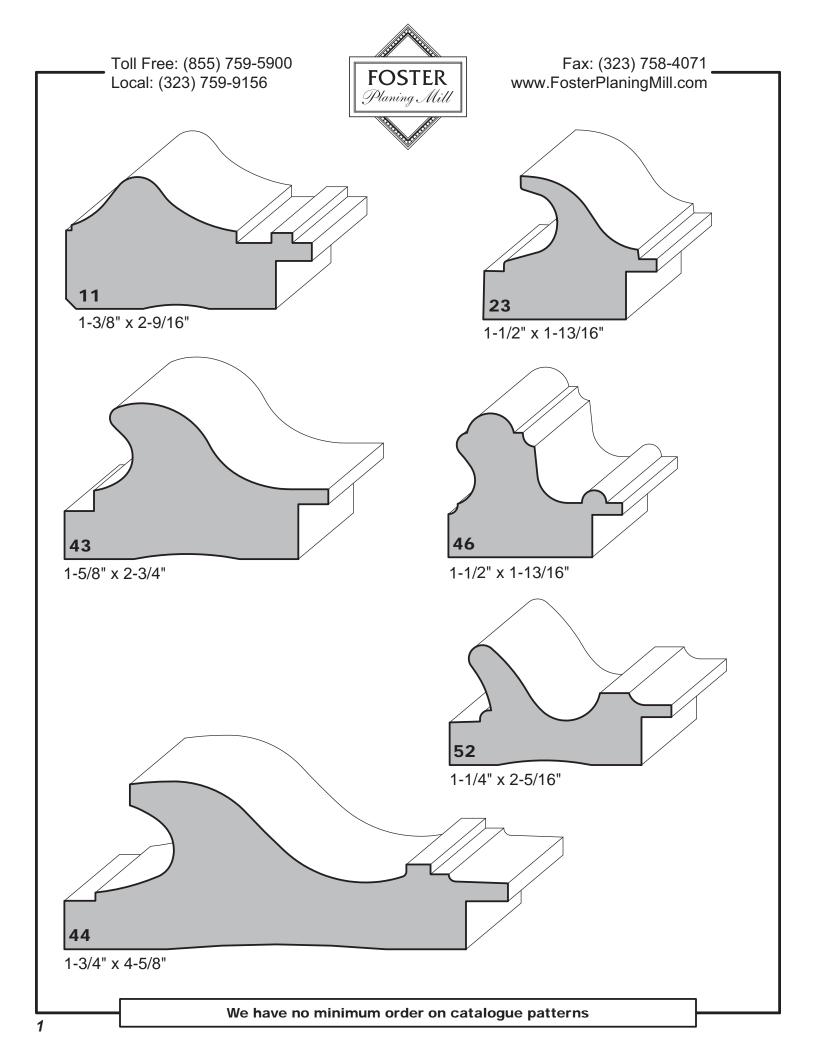
All stretcher bars are made from solid basswood (not fingerjointed). Basswood does not have "pitch pockets" of resin which can be found in some inexpensive brands. Although wood is a product of nature, we make every effort to ensure our stretcher bars are straight. The corners for all our custom bars use the time honored mortise and tenon style joint with fitted wooden keys so that the corners can be expanded slightly to take up any slack if the canvas relaxes over time. Each barset is custom made to your size specification measured to the nearest 1/16", and with your specified crossbar configuration.

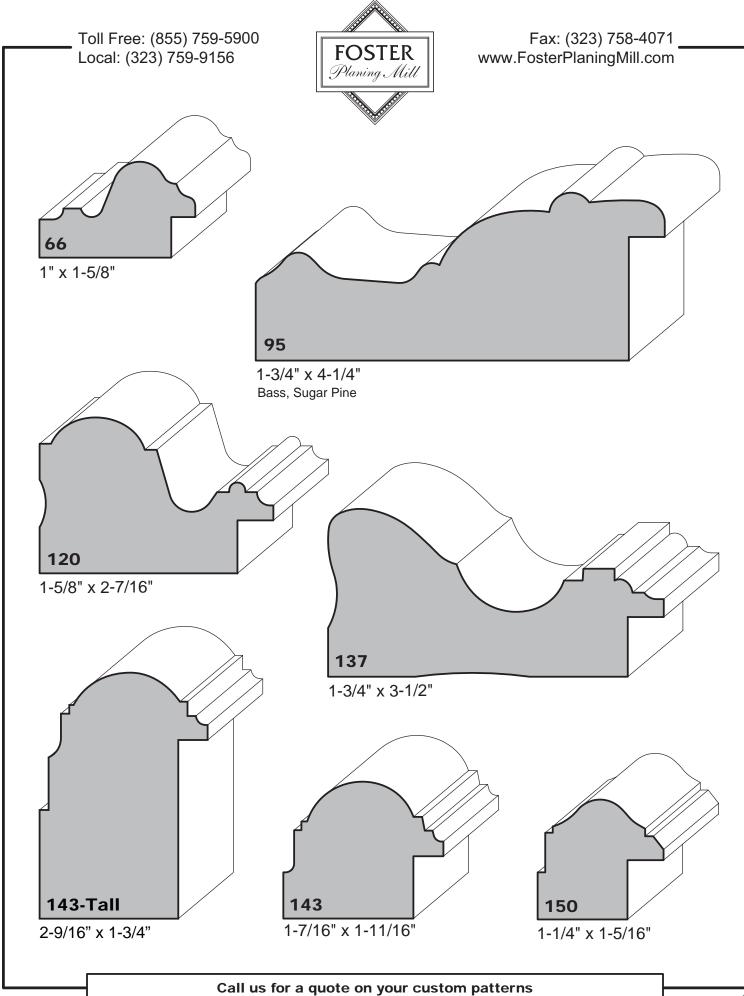
Crossbars For 3" Large Barsets

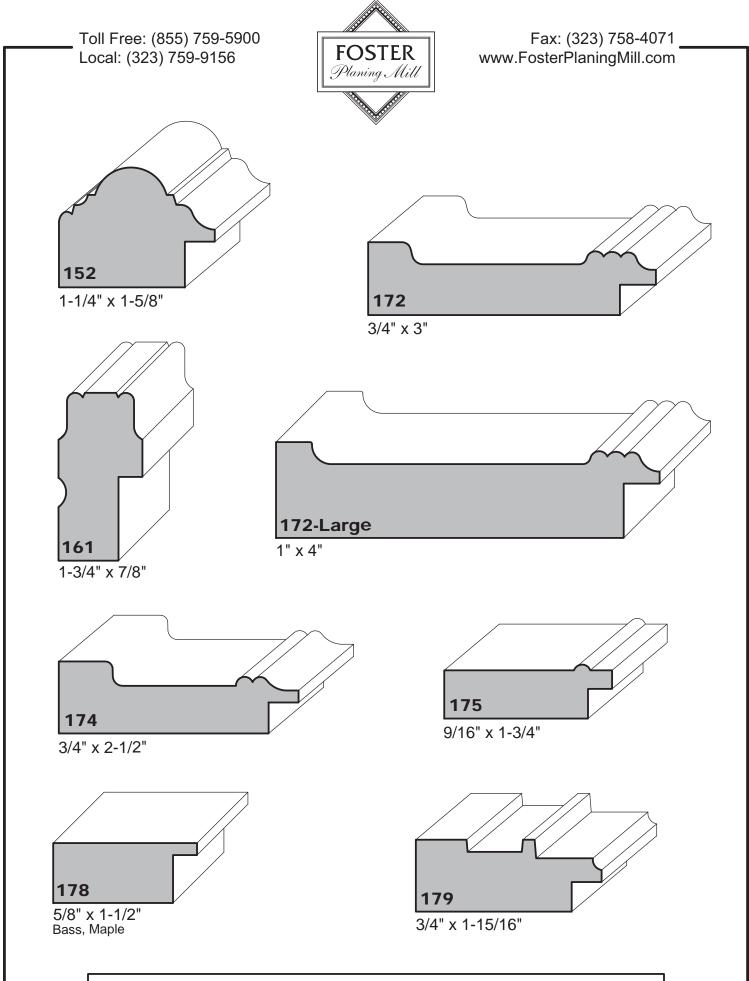
Large barsets can be made with both vertical and horizontal crossbars to provide extra support for the outside bars. The crossbars fit into the outside bars with expandable mortise and tenon joints. With the 3" Large Bars, the ends of the crossbars are slotted and keys are provided so that the crossbars can maintain the same tension as the corners of the barset. If there are both vertical and horizontal crossbars, the intersecting joint is a lap joint which keeps the crossbars from touching the canvas.

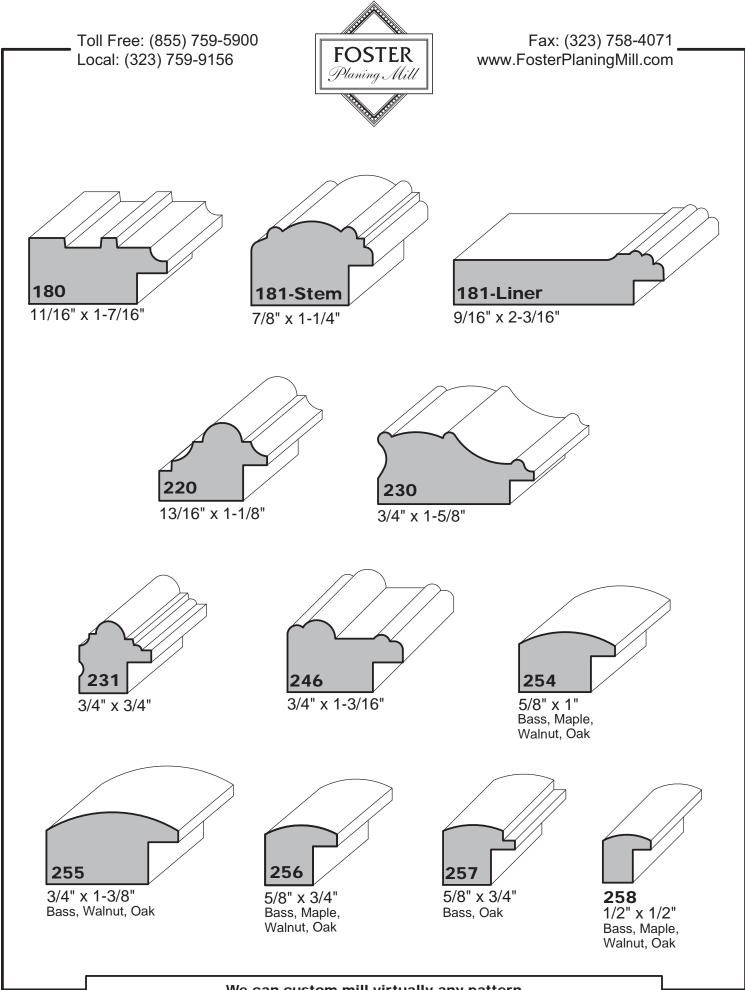
Crossbars For 2" Regular Barsets

For the 2" Regular Bars, we are unable to provide keys for the ends of the crossbars. And we are unable to offer crossbars in more than one direction. Both of these limitations are due to the smaller size of the bars – there just is not enough room. However, the corners of the 2" Regular Barsets do come with keys.

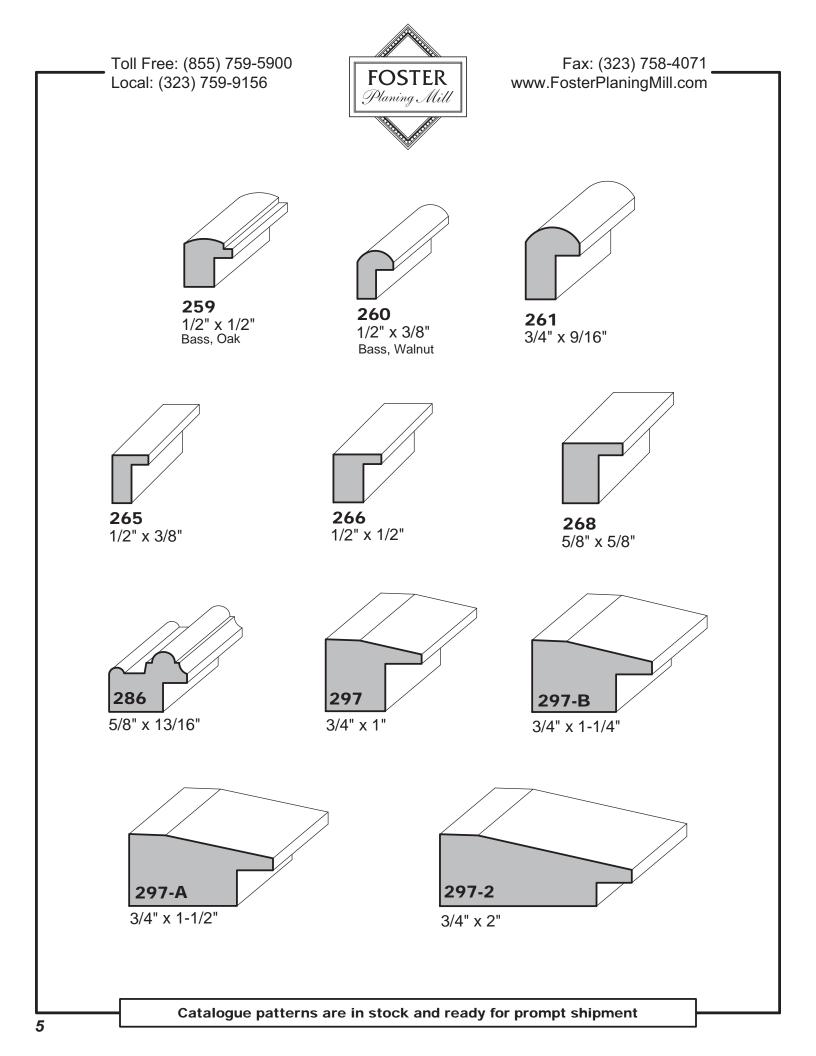


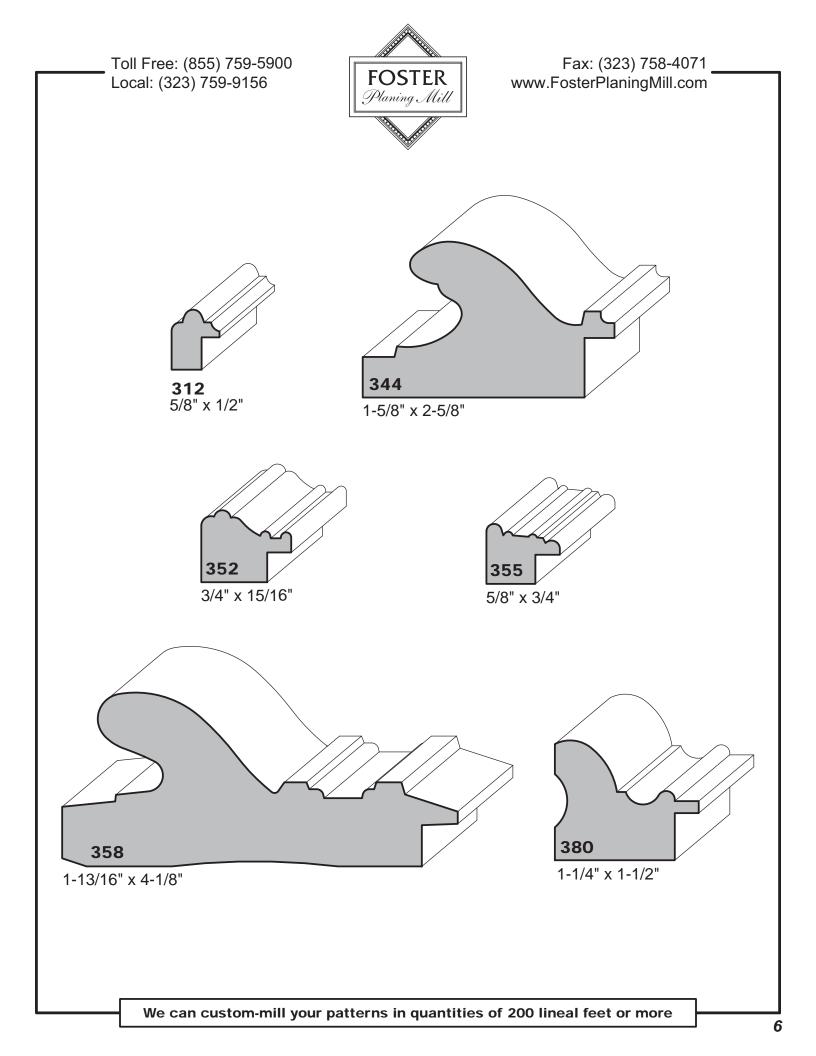


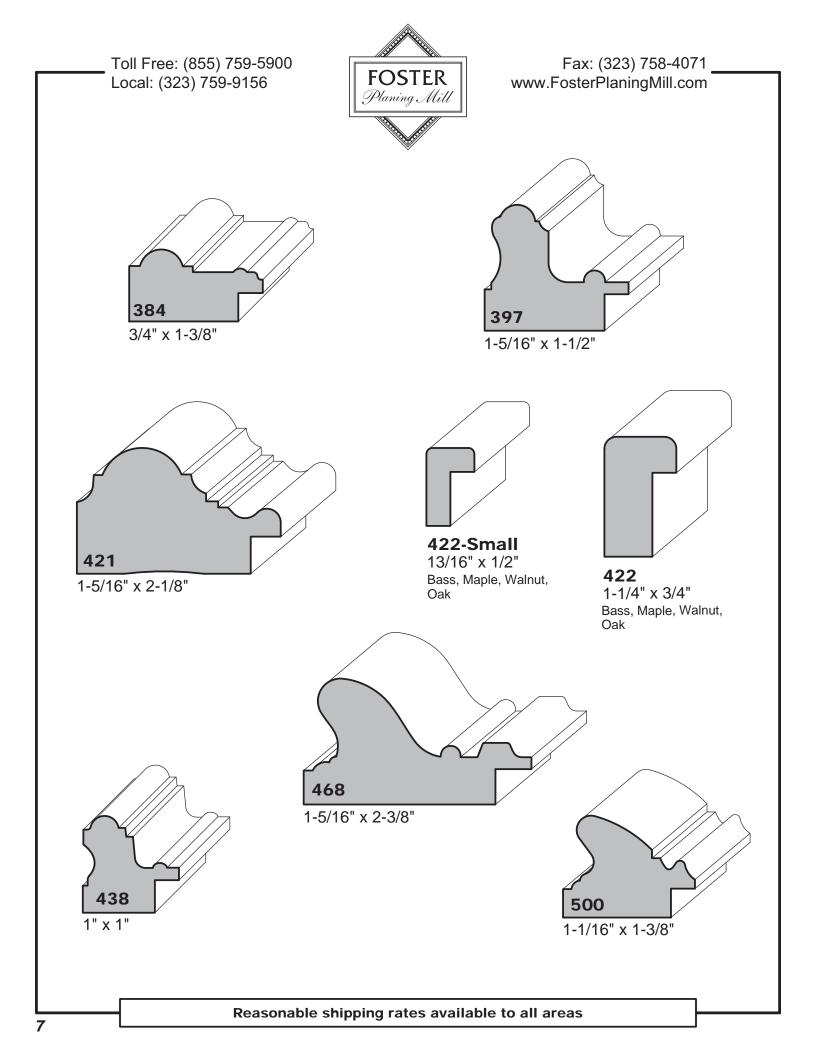


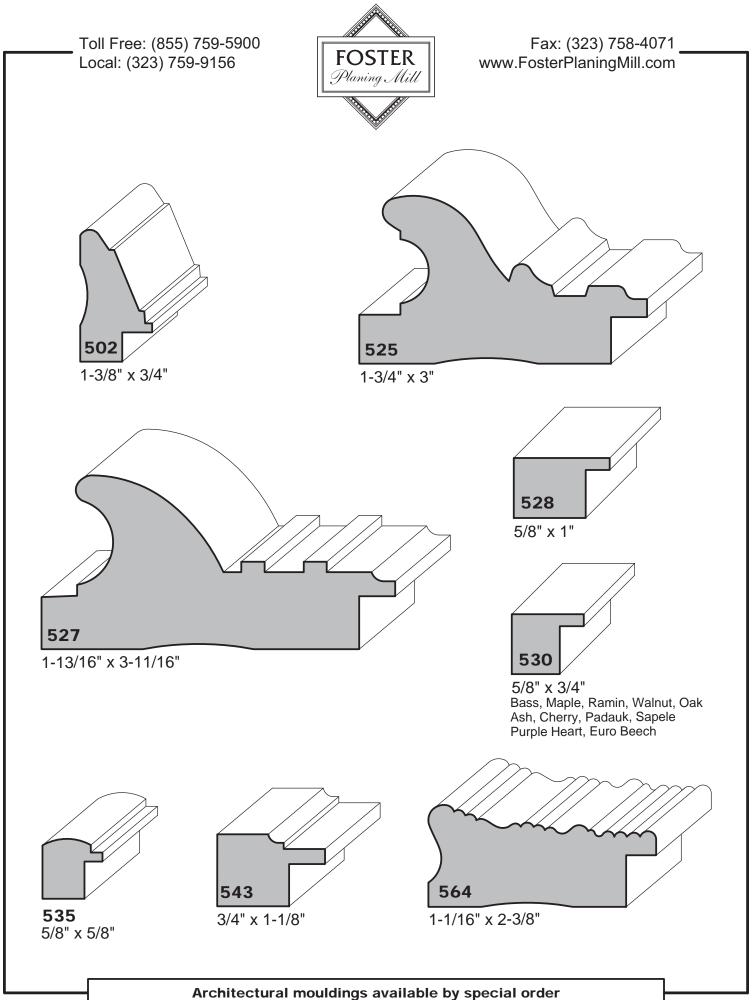


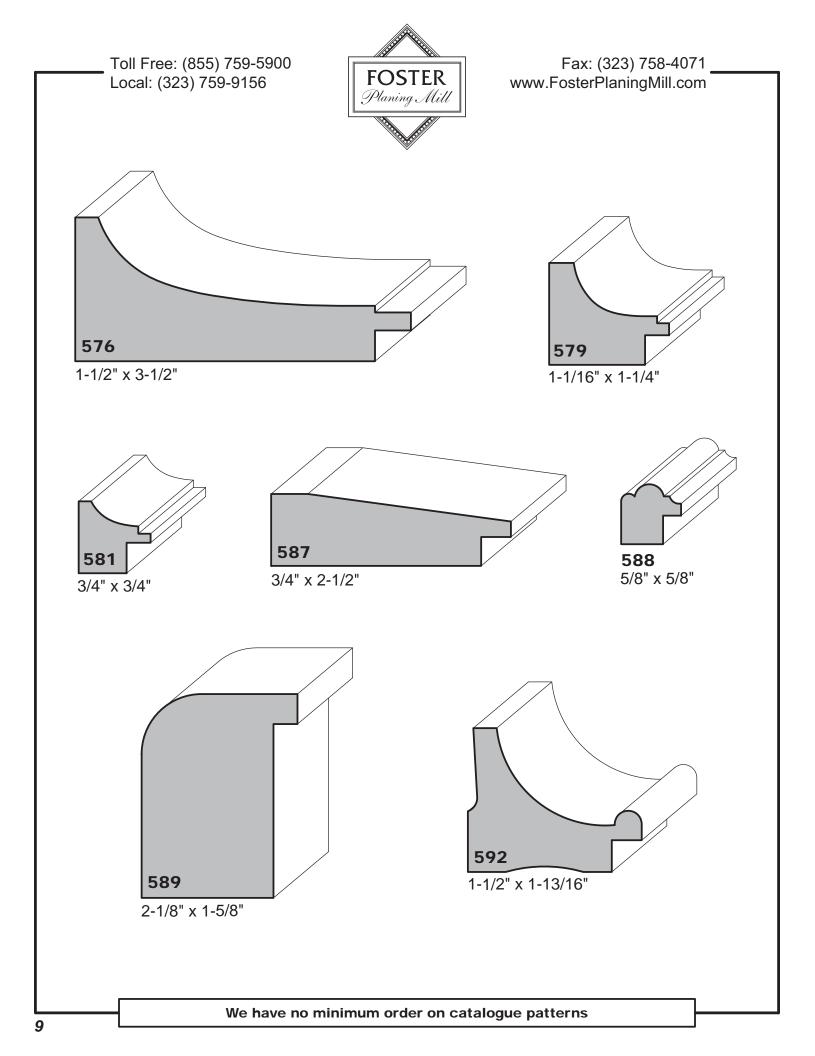
We can custom-mill virtually any pattern

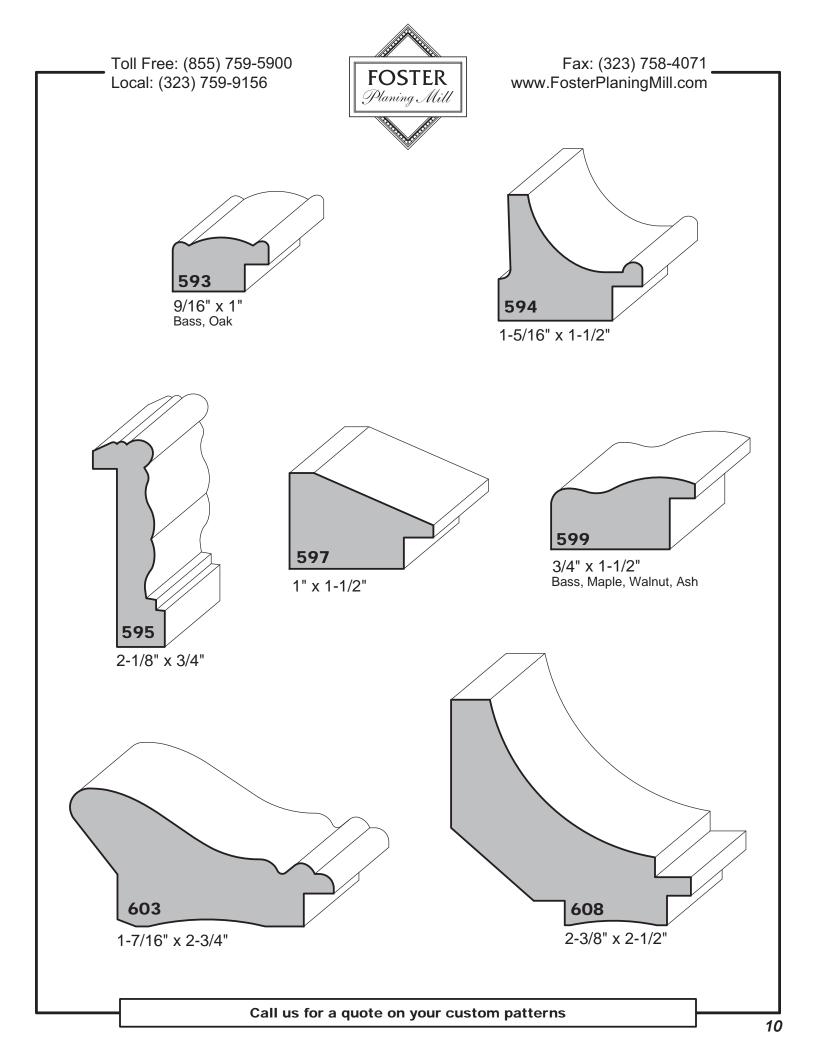


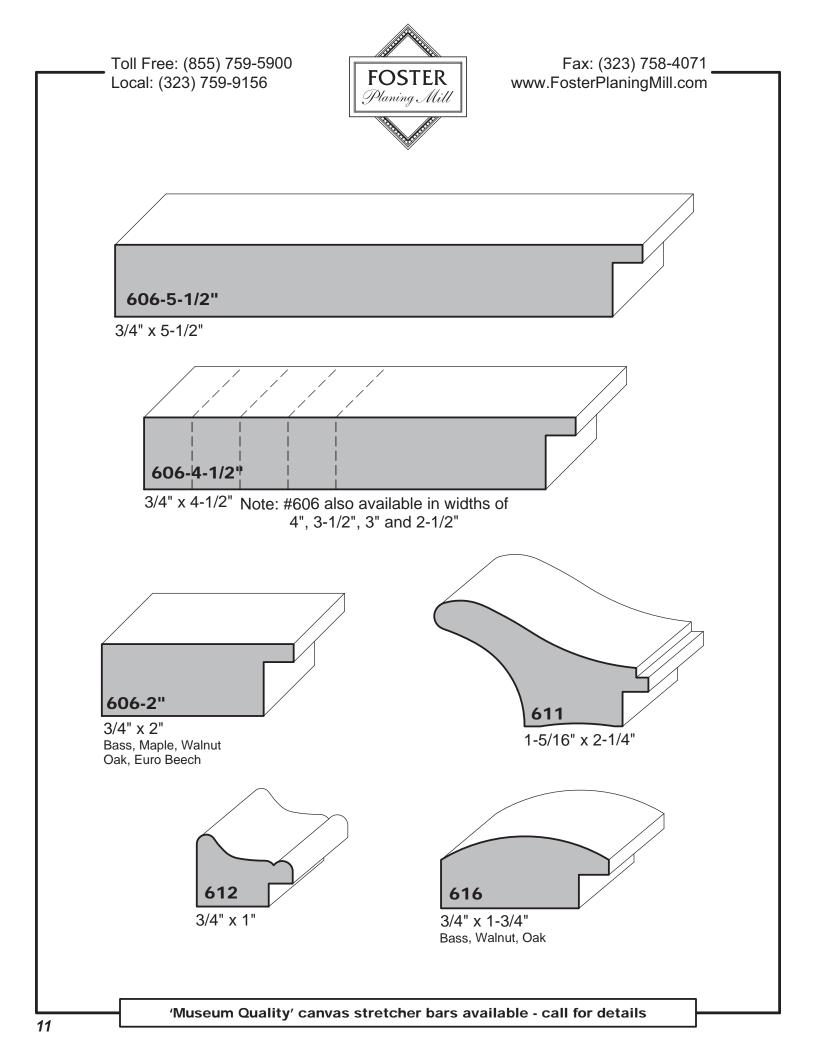


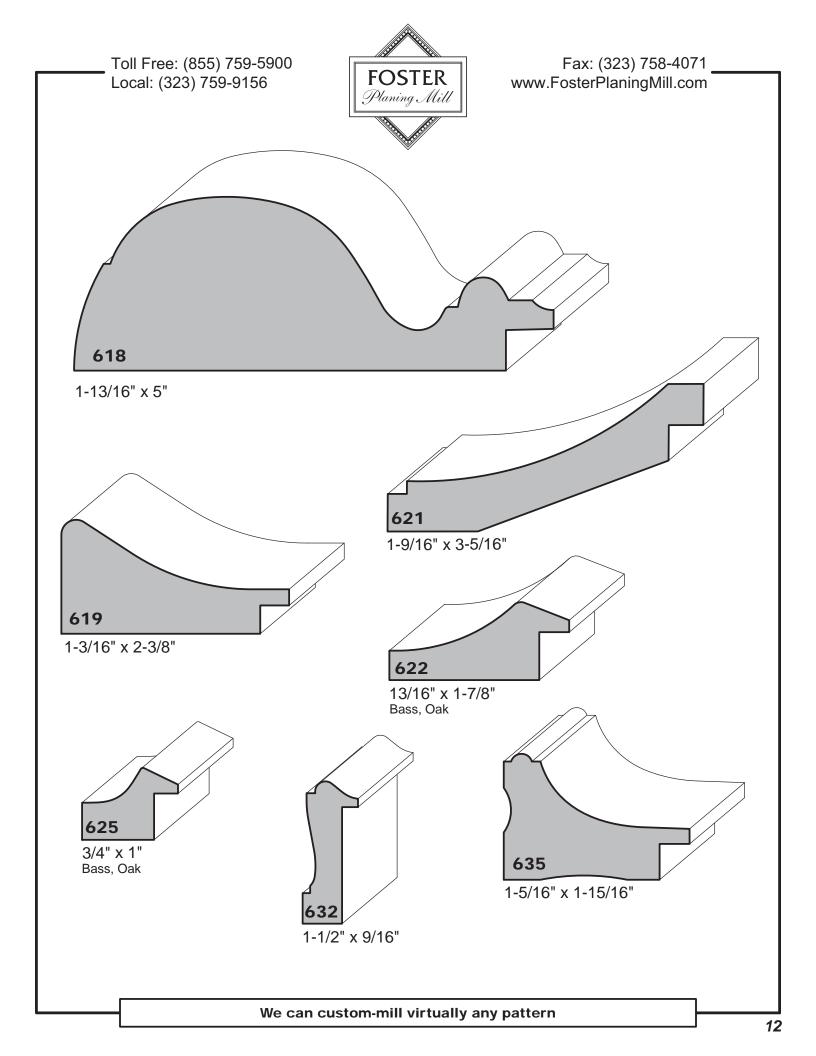


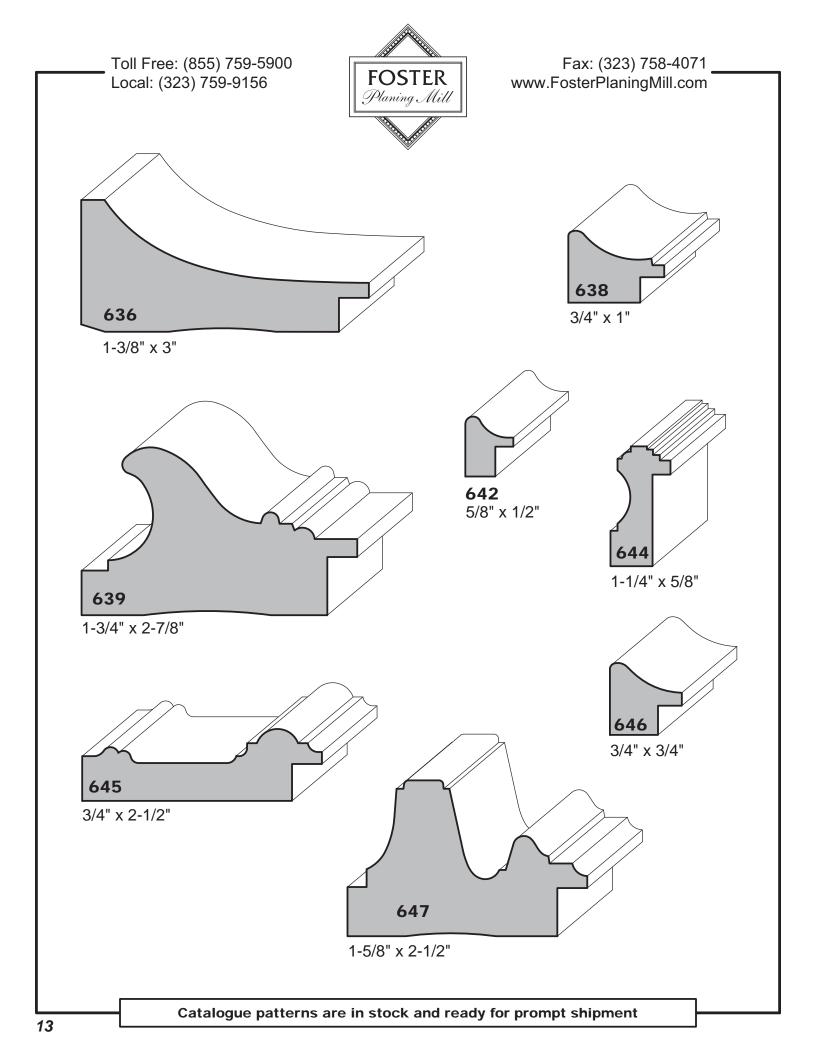


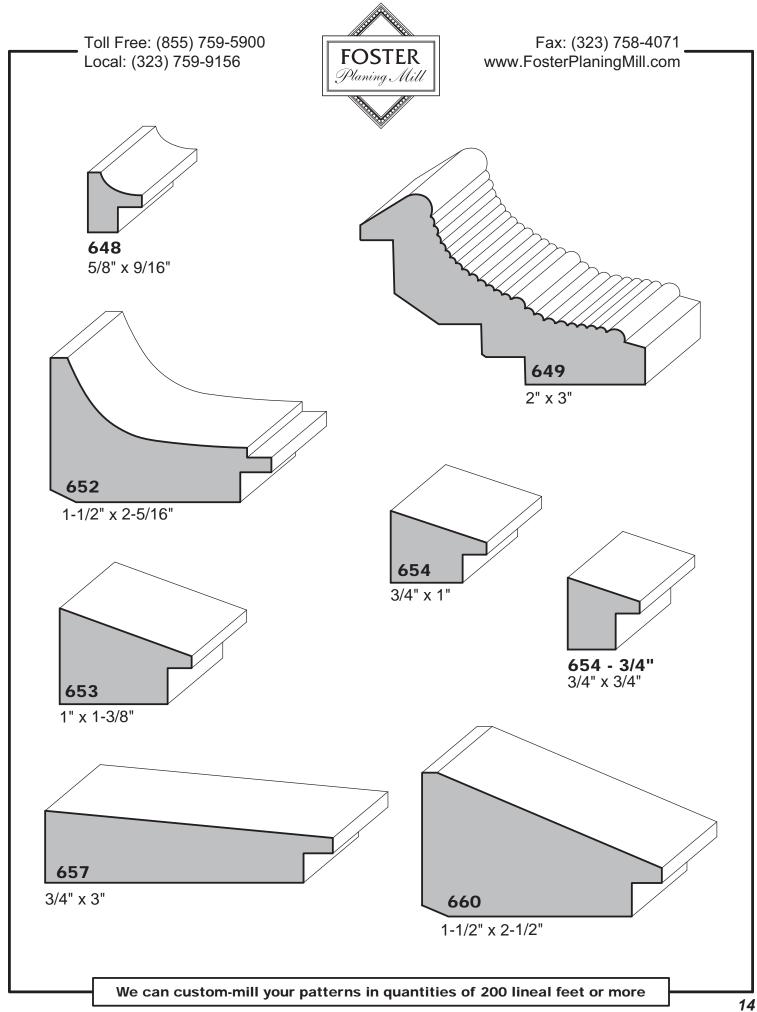


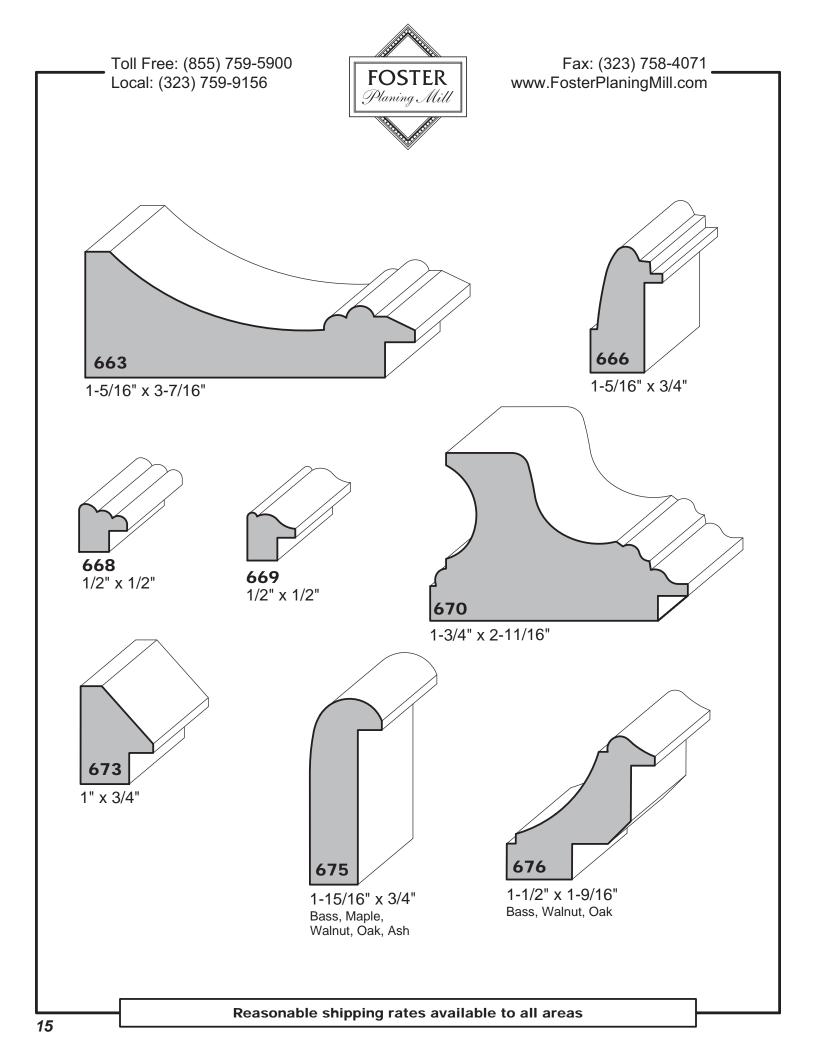


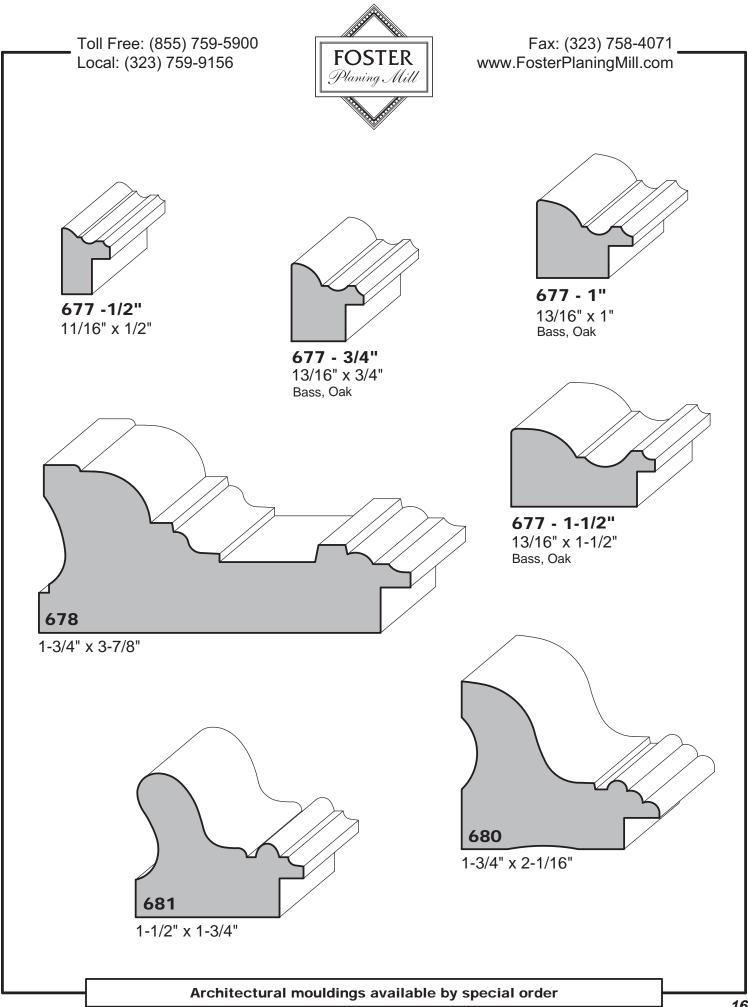


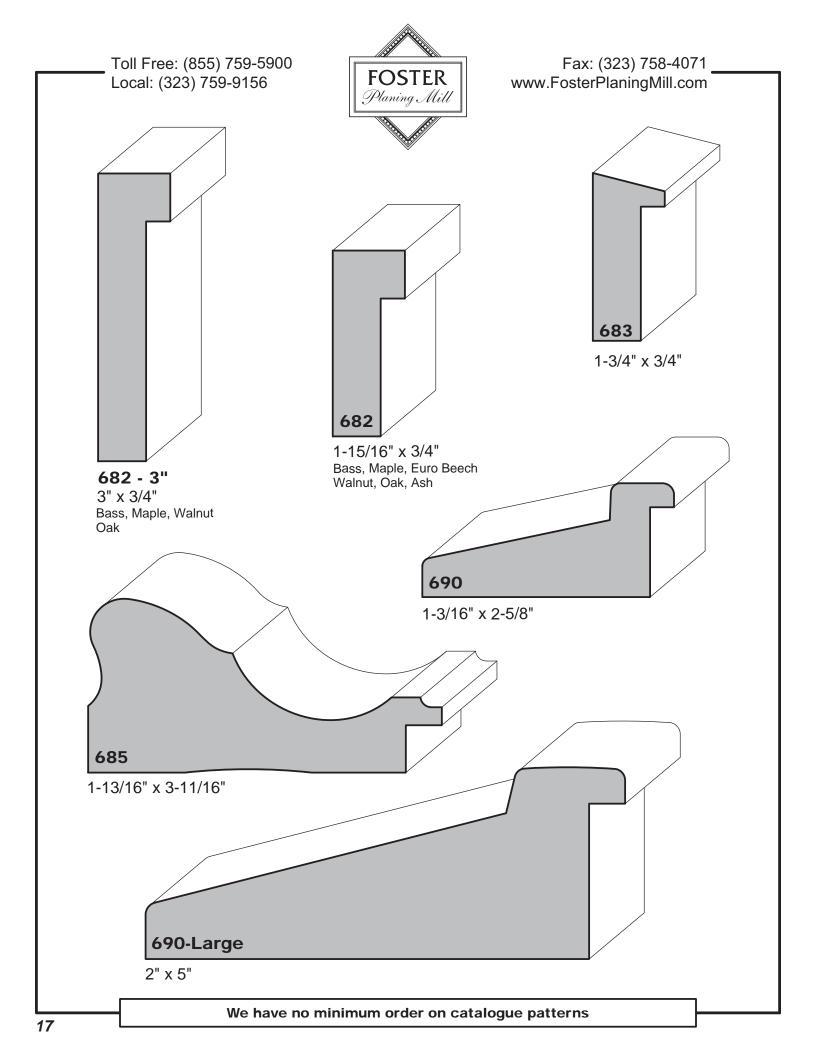


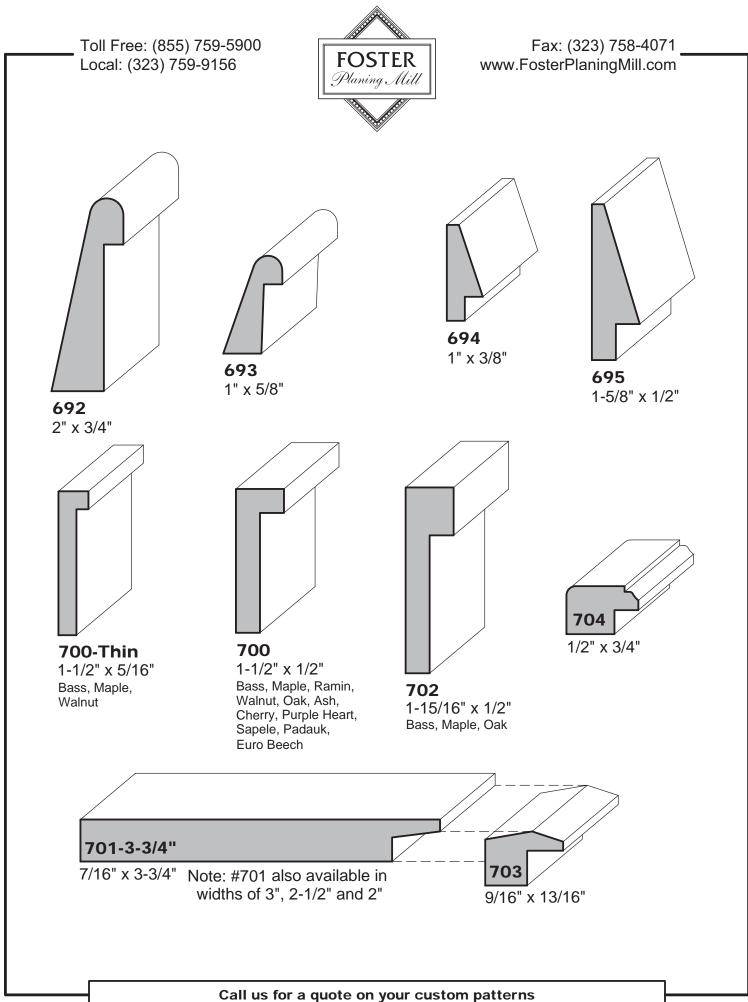


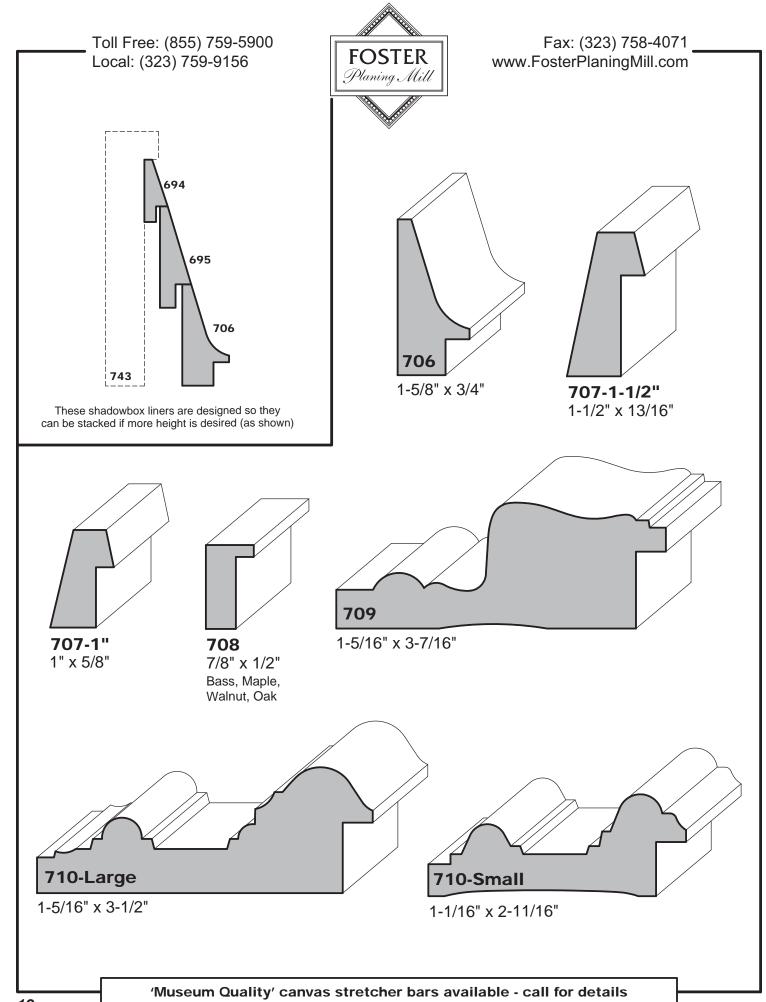


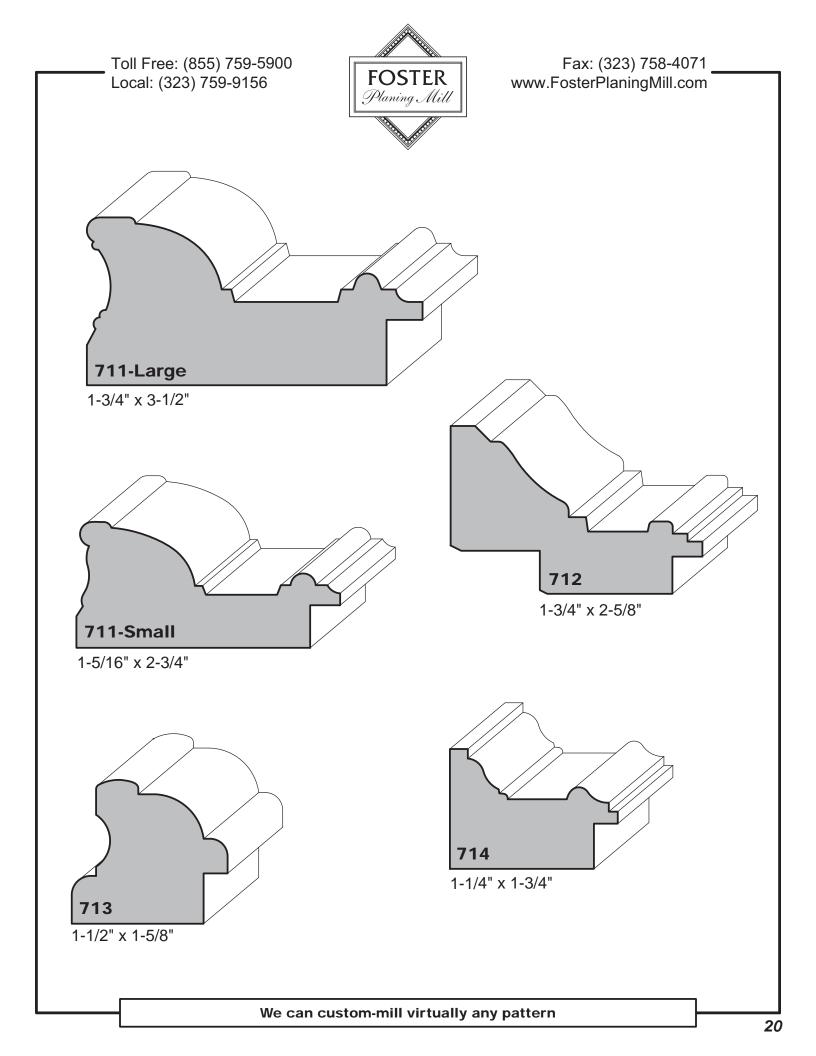


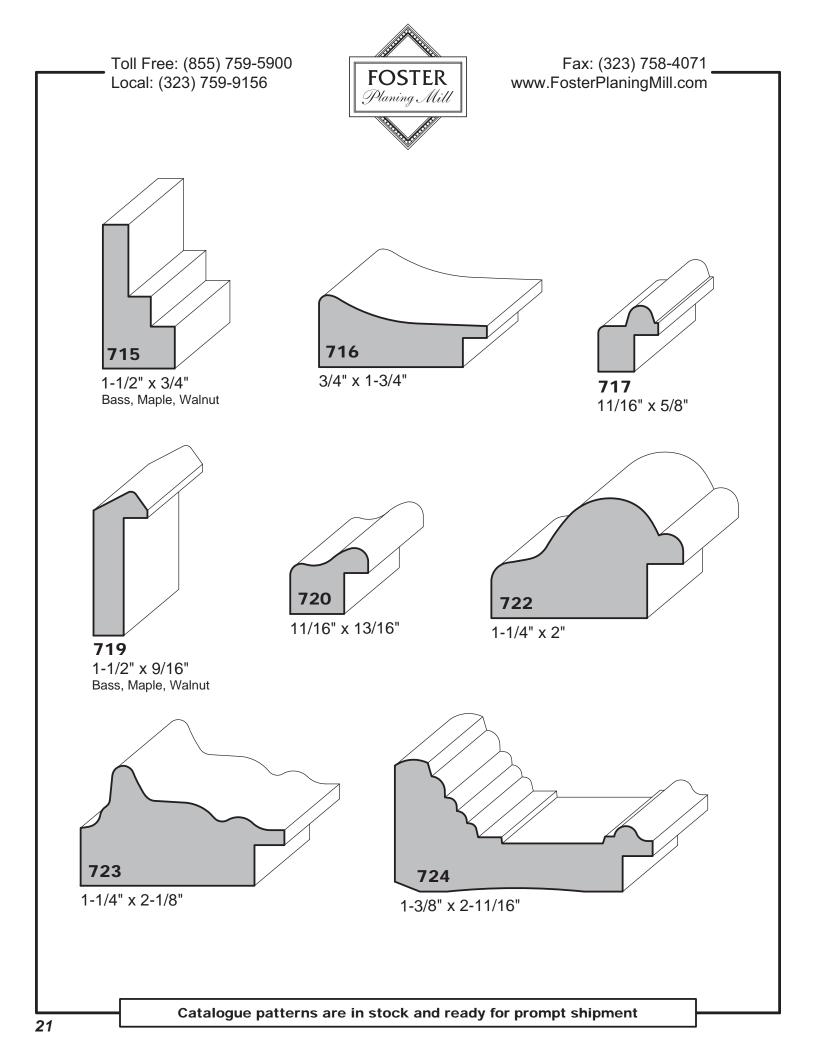


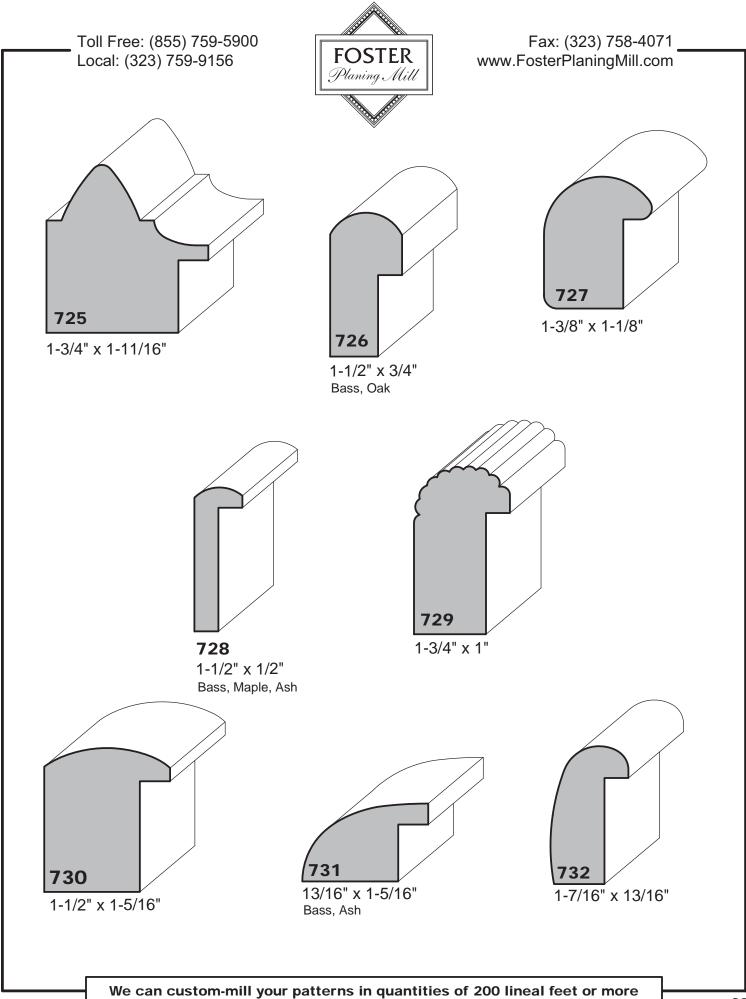


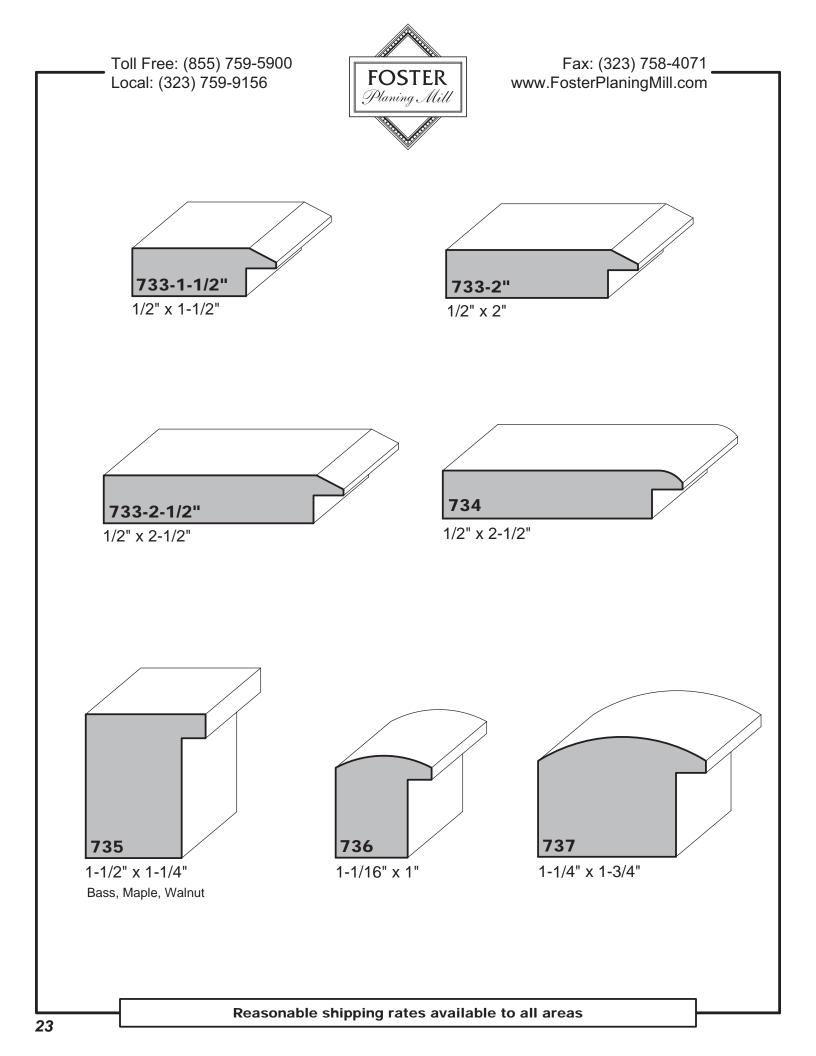


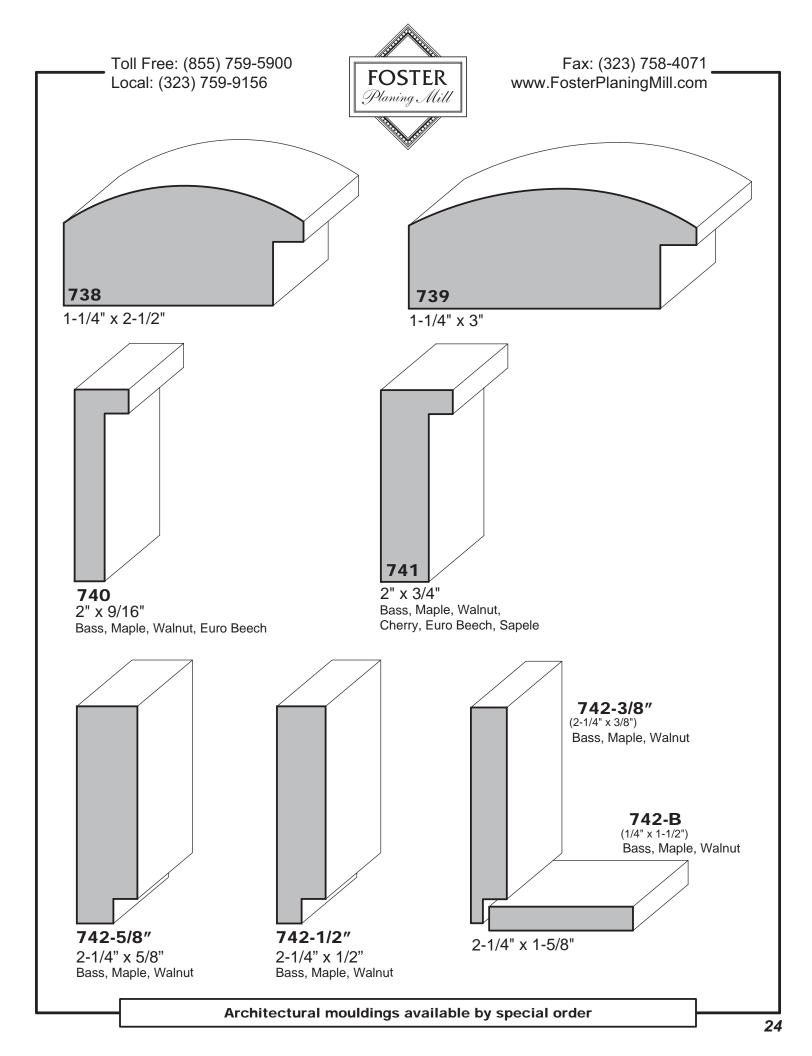


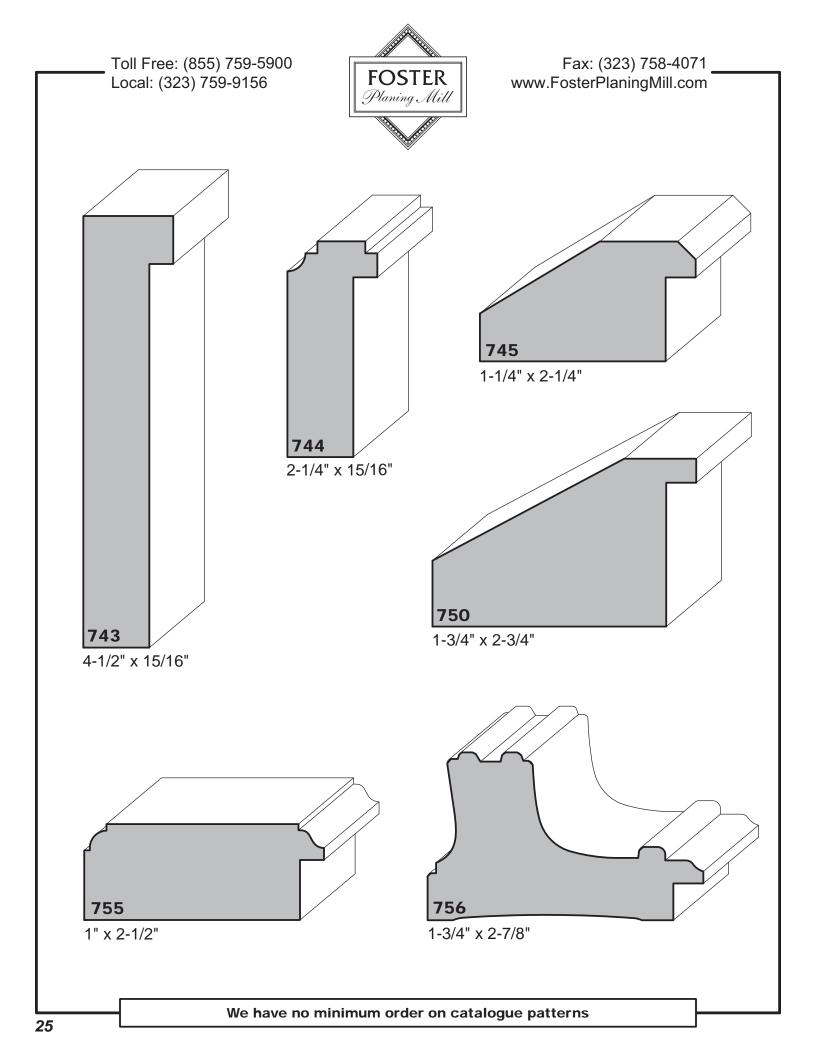


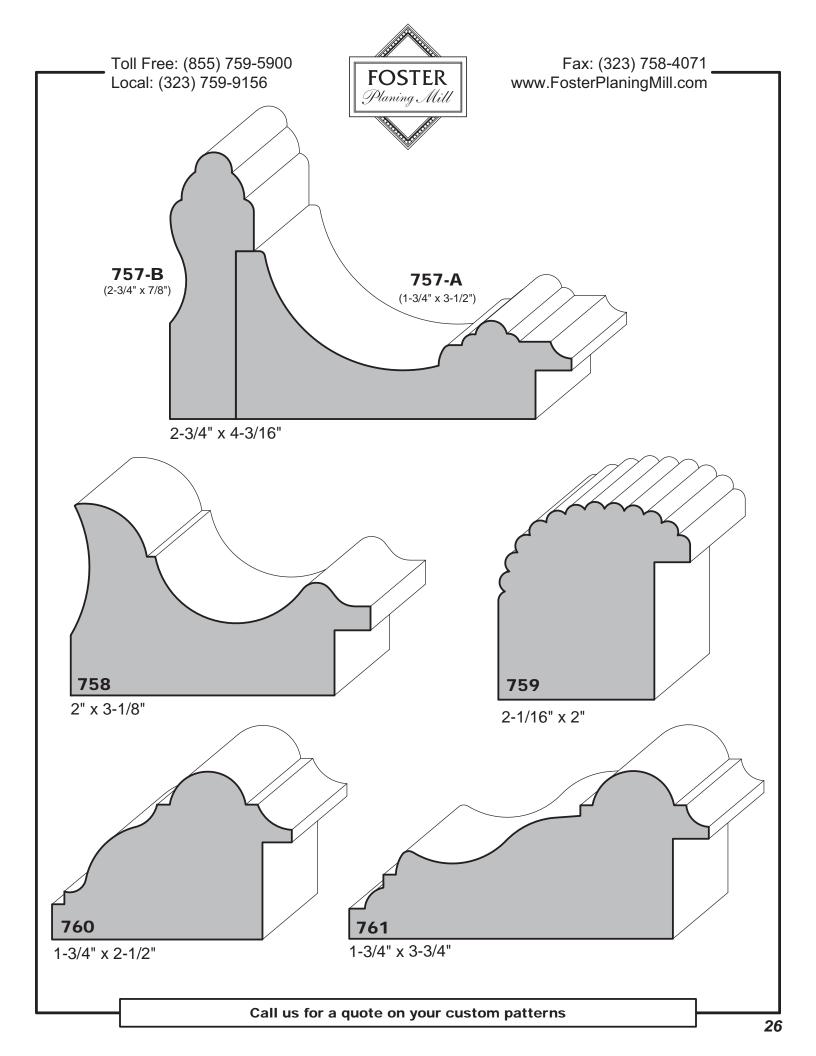


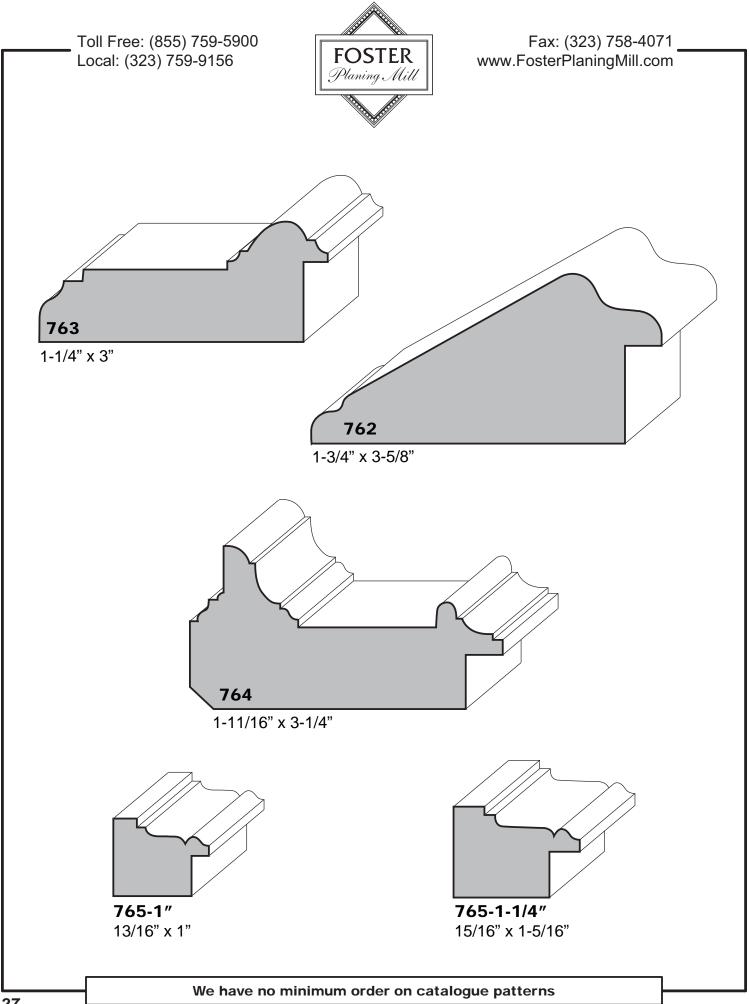


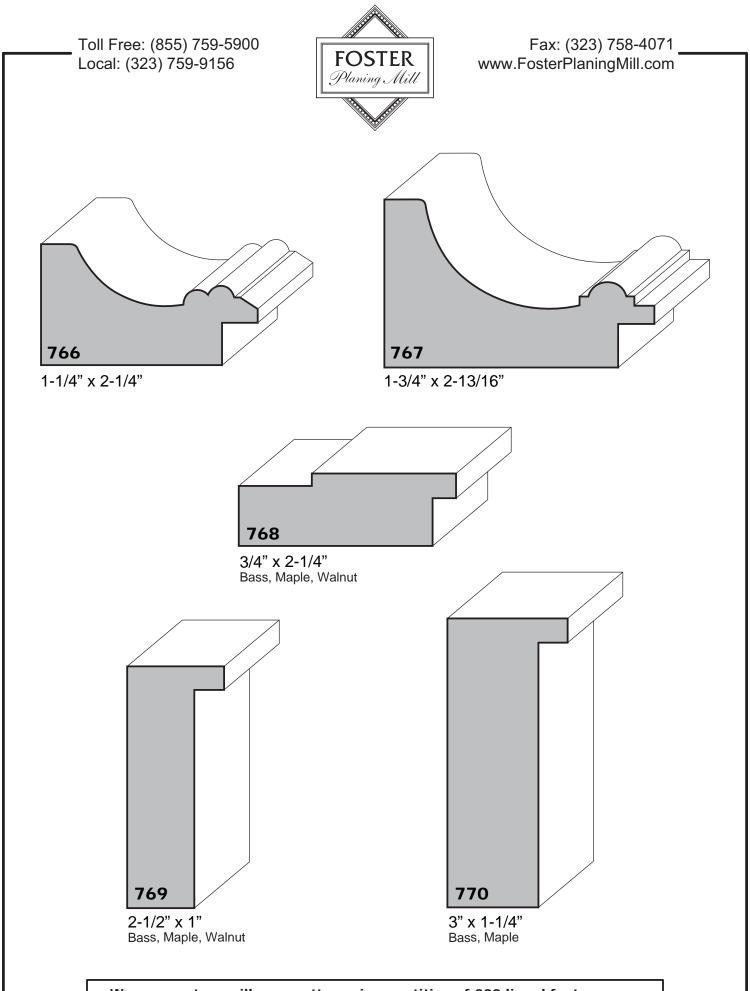




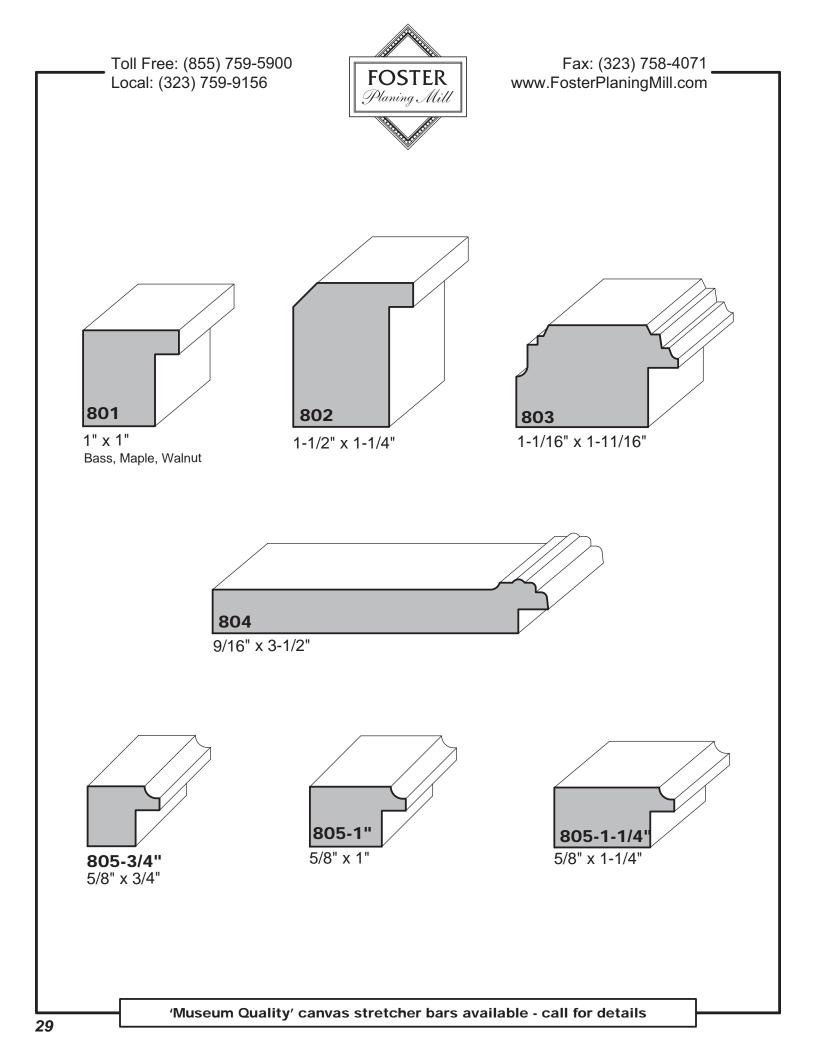


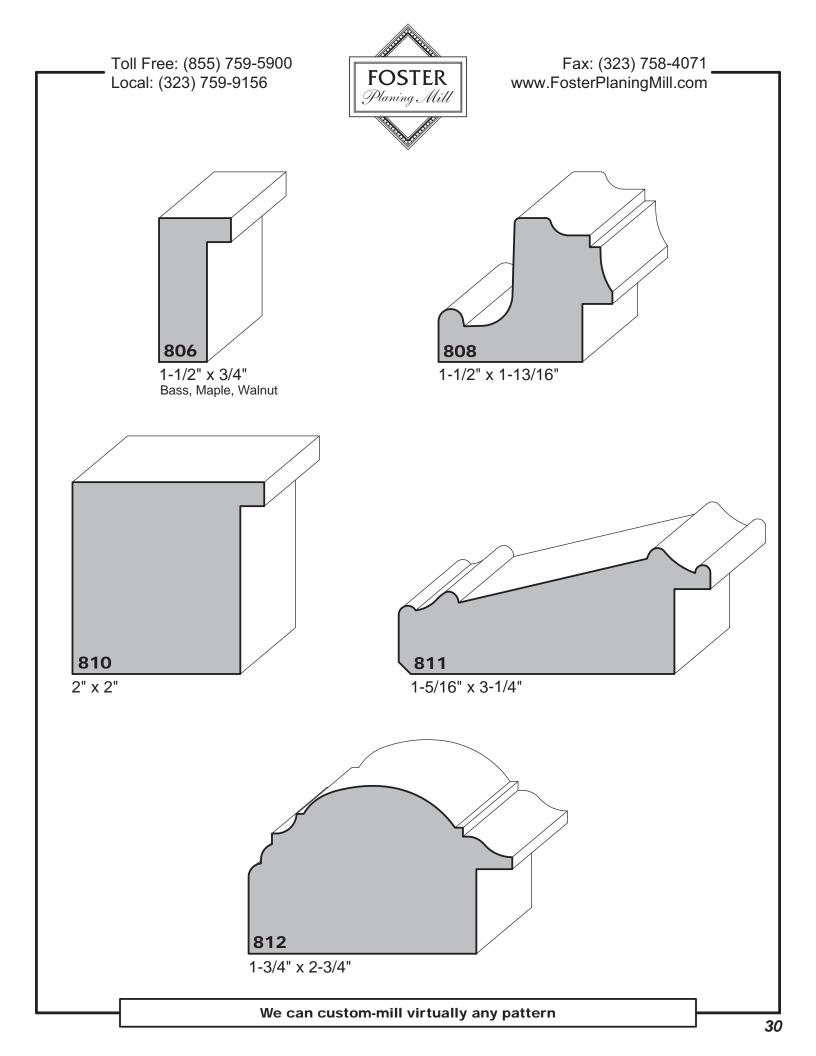


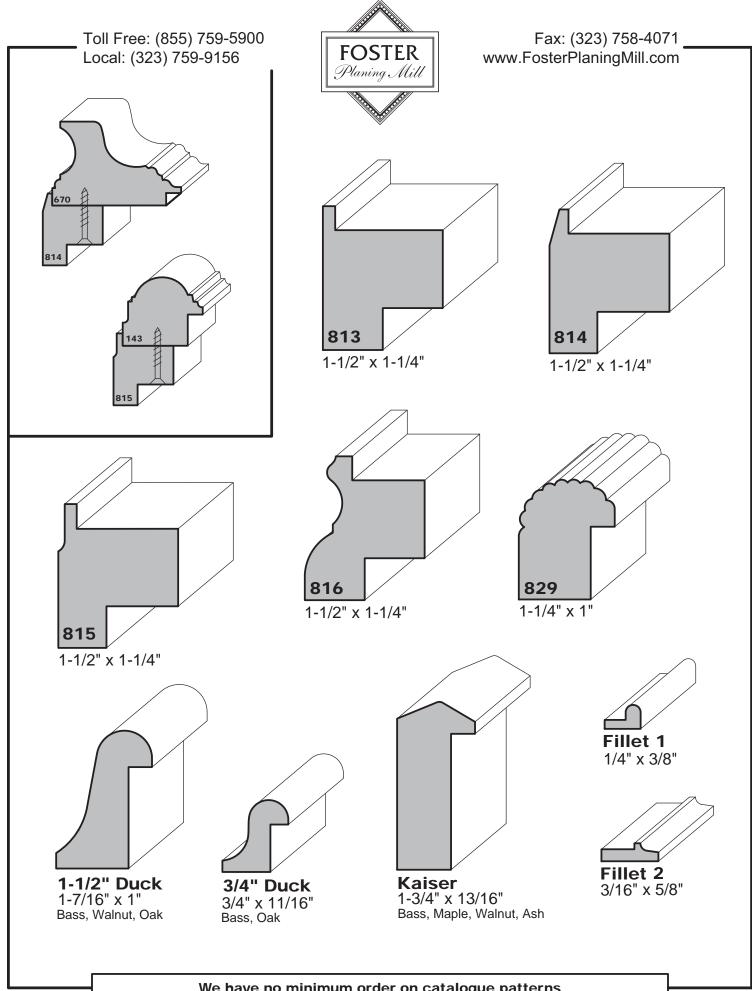


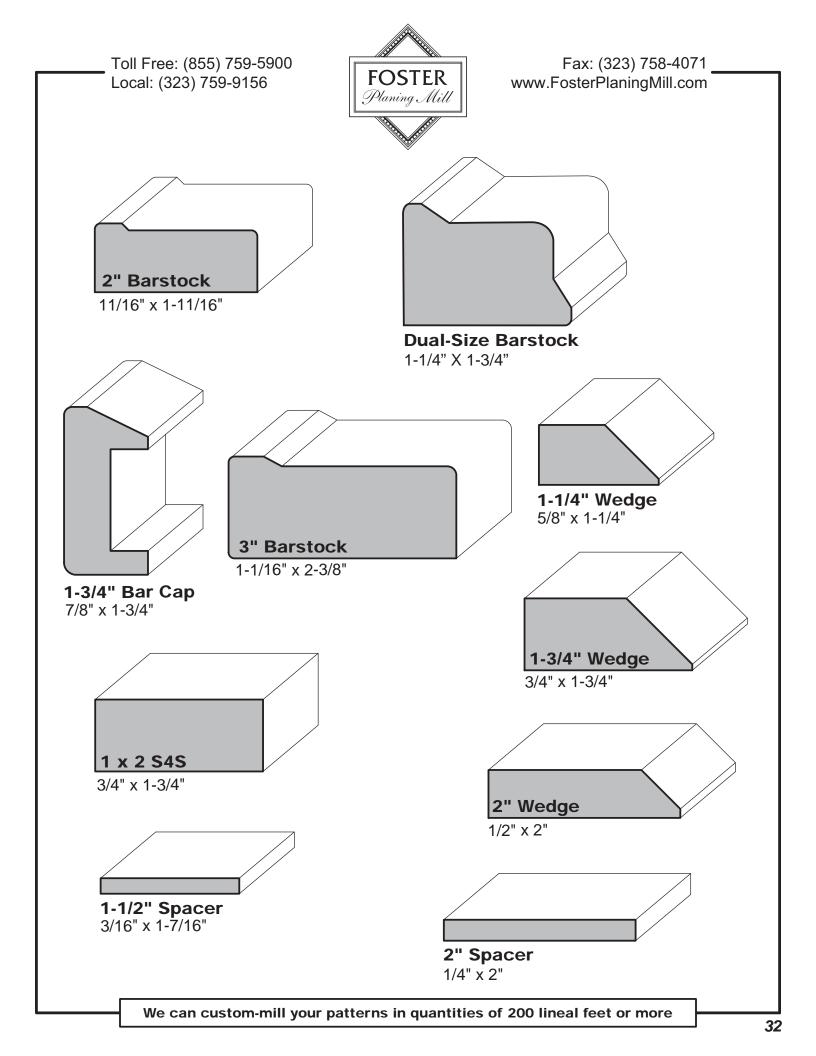


We can custom-mill your patterns in quantities of 200 lineal feet or more





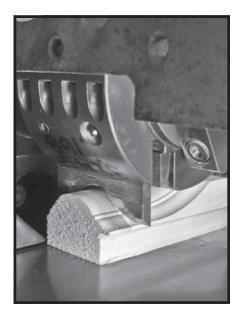


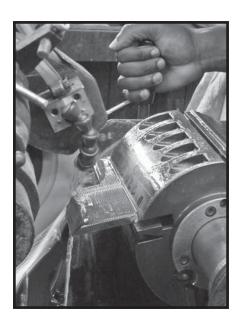




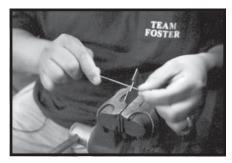
Circa 1950 - Mr. Foster is sixth from left, in a suit. The man third from left is Jess, the shop foreman who long ago established Foster's reputation for quality and who worked for Foster for 57 years.

The Foster Team

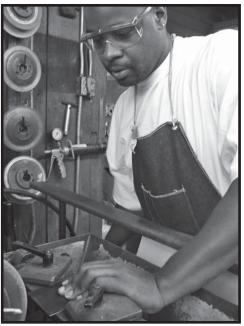


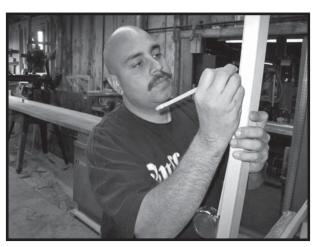


Sharpening a knife













Freight order ready for pickup



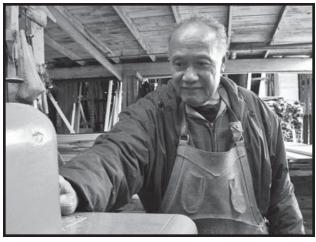


Ray

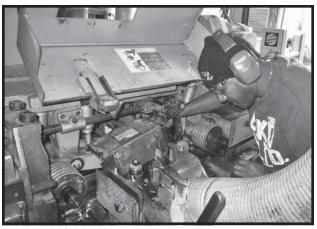


Mario

Jessie



Pasi



Removing a nick in the knife



Felipe



The day's FedEx shipments ready for pickup





Liz

NOTES

