



The Wooden Post



Your Ring Master Connection

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Special points of interest:

- Jim Staley's photo of his display at The Forest.
- Turned pieces by Norm Lipinski.
- Finding your market.
- "Amboyna Burl"
- Pricing



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How do I find where to sell?

Although we don't have time to talk to each person we do business with, we do often get into the conversation about where to find a market for their products.

A friend of mine recently brought me a section of the St. Louis Post-Dispatch newspaper dated November 22, 2005.

The article features a Dentist who has found his niche—by being involved in selling pens made from wood removed from old baseball stadiums. Priced from \$85.00 to \$717.00 for pens made from the old Yankee Stadium. Babe Ruth hit 717 home runs, and that's how he arrived at the price of \$717.00.

There is no apparent lack of takers.

What started out as a gift of old wood seats from Comiskey Park, has turned into a very lucrative business for this enterprising Dentist. Each pen is engraved with the name of the stadium where the wood came from and the dates that the wood was used. Where the stadium is still operating, a date such as "Wrigley Field, Since 1914" will be shown.

I might suggest that for you who would like to pursue this idea a little farther that you visit your local library where they many times will have copies of newspapers from

the major cities in the United States and look this article up. It was written by Cynthia Billhartz of the St. Louis Post-Dispatch. It starts on the front page of section E and is continued on page 3 of that section.

It calls for a little imagination to help find your market place. We have sold quite a few pen blanks from a tree that was Planted by Thomas Edison at his Florida site and they have been quite successful in finding history buffs that appreciate having a bit of history.

And there are many more sources of special woods.

See page #6 for more information

Price Increases from Ring Master

We just received the information on new pricing on selected Ring Master units scheduled to take effect on January 1, 2006, and those units effected will have some fairly large increases. The units that are scheduled to be ef-

fected are the #738, #739, #740, #744 and the #750. The pricing for these units are listed on our web site under the Ring Master section, and if you are considering ordering one of these units, now would be a good time be-

cause the increases on these models range from about 15% to 18%.

So if you are planning a purchase, now would be a good not get your order placed and put the difference in your pocket.

Jim Staley Now to be an Instructor at the Forest.



Attached are some photos of the showing at The Forest at Duke Retirement Center where I live with my wife, Nora.

I designed many of the vessels using the Proto-shaper. The drawing on the left of the bottom shelf in CIMG0006 was made with the Proto-shaper version 2.0. The vase that I made using this design is in the top shelf, left. It is made from Padauk. The red cedar bowl in the center of the bottom shelf of CIMG0003 is my first bowl made in March, 2005. It originally was two rings higher, but I was so sloppy in gluing the rings that these layers were so thin that they chipped from handling. I then nipped the rest of these rings and smoothed the surface on a belt sander. The thin multi-colored laminates in some items are Dy-mondwood.

Norm Lapinski—Turned Pieces



Norm sent in a picture showing some of his turned pieces and they are really great and I thought I would share them with all of you.

As Norm is known to say “Man does not live by Ring Master alone”.

Maybe we can get Norm to share his glue up patterns with us.

Thanks Norm.

Thank you

Iwould like to take this opportunity to thank all of you for making this year a great one for our company. Business held up throughout the summer season which is historically our slowest time of the year, and we appreciate your

support. And we would like to thank so many of you who have been kind enough to recommend our company to your associates and friends

With the Holiday Season so rapidly approaching, we would like to also take this time to wish all of you the very best of the Holiday Season, and

a most fun, safe and Happy New Year.

We look forward to serving your need throughout the coming year and if there is any way we can improve on our operations, please let us know.

Happy Holidays!

Prices Increasing Time is Here

Just a word to the wise—

Although we see price increases on a monthly basis, they are no longer limited to the first of the year, major pricing changes still tend to be announced at the first of the year.

As a reseller of many products, we will often simply absorb small increases throughout the year and not pass each one on. A major increase, where we have no choice.

The first of the year is the time we will be forced to re-examine our items closely to insure that they are competitive, yet reasonable enough to continue to be your supplier .

Still keeping in mind that we have to turn a profit on what we do sell. After all, fishing is a hobby—running a business is not.

This is also a good time for our customers who sell their products to re-examine their pricing too. If you can't make enough money selling your own products that makes it worth your time then call it a hobby and just have fun. Simply ask yourself if what you are making in your own business is worth the effort.

If you can go out and be paid more by working for someone else than you make on your own, with all of the equipment you have then you

are probably a candidate for re-pricing your products to change this situation.

Our marketing plan for the upcoming year is business as usual while continually looking for products that fit within our customers needs and wants (and maybe a little more fishing too).

We will continue to do everything in our power to provide you with fast shipping of your orders and good follow up if there is a problem.

We thank you for your support in the past and the future.

Carl Keck—Middletown, CT

Carl Keck sent me this picture of some turning he has been doing and I wanted to share them with you.

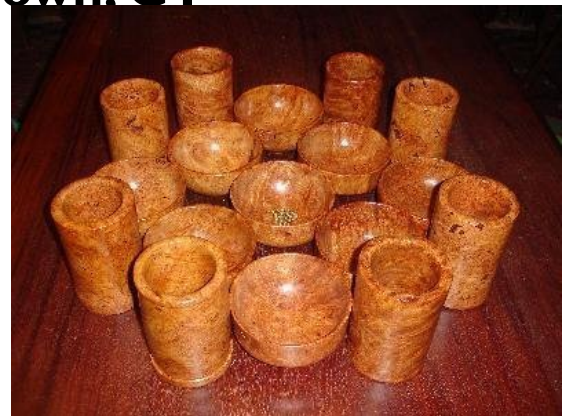
“Amboyna Burl” was his answer when I inquired as to the material he was using. I thought you might like to take a look at the pieces as they are beautiful

We hear a lot about different

species of wood but don't often get the opportunity to see exactly how the material finishes.

Although Carl didn't say how long he has been turning, I would have to guess that it's been a while.

Nice work Carl. Thanks for sharing.



“Amboyna Burl”

Jerry Kramer

Hi,

I just thought that you should know that I think the Ringmaster is a great machine. The attached picture is of my most recent project. The wood for the project was a gift from a friend, the wood species is Madrone. Interestingly, there appear to be tool marks or blemishes in the finish, but this is not the case the little marks are actually in the wood.

Although I purchased the RM back in May, I haven't had a great deal of time for what my wife calls “playing” in my little woodshed. But, when I get a chance I really enjoy myself. Keep up the good work.

Jerry Kramer

Received the above from Jerry who is located in Bellingham, WA. Nice job Jerry.



Part of an email received from a satisfied customer with the Buffing System.

"I tried out the buffing system last night down in my shop. I turned a pen and then ran it thru the three buffing system. What an incredible difference from what I had been doing. I am so glad that you found the time to talk with me on the phone about finishing my turned projects. The pen looks just great!"

Al S.

If you haven't taken a good look at the buffing system we offer, you might want to take a minute or two on the web site to examine this process to see if it would fit into your shop and check out just how nice this finishing technique works.

Simply copy the following link and paste it into your browser window and it will take you right to the page. It is still the best and fastest way to achieve a durable finish that we have been able to find.

http://www.woodenpost.com/products/wood_buff_system.htm



Pro-Buff™ Buffing and Polishing System

Get a superb finish on pens with The PRO-BUFF™ Buffing and Polishing System

High speed buffing is superior to any other finishing system and produces the highest gloss possible.

Get an incredible durable high-gloss finish on pens, or any small wood projects with this great system.

(Note: pre-treating with Danish Oil or Shellawax is strongly recommended for best results.)

Our complete wood buffing system includes everything you need for an extraordinary finish:

- PRO-BUFF™ variable speed buffing machine
- 2 spindles
- 3 each 4" buffing wheels
- 4-1/2 oz. each of Tripoli polish, White Diamond Rouge and 1-3/4 oz. Carnuba wax (used in sequence)

The #9904 Pro-Buff™ sells for only \$69.95 and includes the Variable Speed Motor. Ideal for small items such as pens and Treen Turnings.

For larger sized pieces we recommend the Beall Bussing system shown at the top of the page.

The Tripoli and White Diamond stages of the system are extremely fine abrasive stages, which will remove the very small scratches on almost any material. The Carnuba Wax is the final stage giving you the hardest wax finish you can achieve that will withstand years of handling.

PRO-BUFF™ Specifications:

- Variable speed from 2,000 to 7,000 RPM
- 5-1/4" high x 11-3/4" wide
- Weighs only 7.5 lbs.
- 110V/2 Amps
- 5/16" shaft

Brand New Items From The Wooden Post

Some of the newest items from our web site: www.woodenpost.com—A all new Pen display box to hold 36 Pens—Below is a Roller Ball & matching Pen made from a new material we are now carrying—Sycamore—Stabilized with lots of figure in the wood. If you haven't checked out our site—you will be pleased when you do.



**Solid Rosewood
Brass Hardware
Holds 36 Pens**



Pictured below is a great looking Ball Point Pen made from the Morton Bay Fig that was planted by Thomas Edison.

This is a real historic wood for Thomas Edison Fans.

Check it out!



Kentucky Coffee Wood

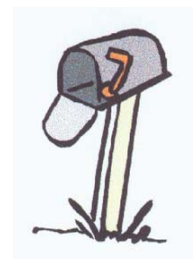
Pens by Gary Neely



Gold Box Elder



Kentucky Coffee Wood—Big Ben (Cigar) Pen



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Wishing you a very happy Holiday

Season and continued prosperity in the

new year. Thank you.

Doug Bechtel



Hi Gary,
I just recently completed my first five bowls using poplar and Purple-heart. I am really enjoying my time using the Ringmaster and I hope to improve my technique with the new Protoshaper program.

With the arbor you sent me for my Shopsmith, I can sand at a faster speed however, it takes a lot of time to go through the stages of sanding and finishing.

Thanks for being there for support and the videos have really helped.
Doug Bechtel

Thanks for the kind words Doug and your off to a great start. Keep up the good work.

Continued from Front Page

Colleges can be a great source of special woods, simply by finding the grounds keepers and seeing what they are doing with the wood from that old elm tree that someone carved their sweethearts name in a heart so many years ago. The alumni will eat them up once they find they are available.

Ring Master users have the same opportunities. If they can find the types of woods they want to work with. Be prepared to provide some sort of documentation on the origin of the wood, and be honest. Nothing will ruin a business venture faster than being caught in a lie.

Old, beat up stinky wood can be a treasure if you can figure out how to market your products.

Some of the woods are so bad that they need to be stabilized before being able to machine them into a useful item, and that can be expensive if you don't have enough pieces to amortize the minimum cost of this service. People who do the stabilization can do multiple wood species in the same batch, thus keeping your costs down, and once stabilized they will be worked much like the plastic that is used to do the stabilizing. This calls for very sharp tools and finishing to



More Carl Keck

a degree that many are not used to doing, including polishing steps. Stabilized wood and other products are not simply treated with CA glue.

That is not stabilized. Ed