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Chairman's Comments

By Eugene Grimley

It has been 18 months since I was elected Chairman and over 15 months since our last demo. I didn't expect to be writing this still in lockdown and with no immediate end in sight. Be assured that your Committee have been meeting (on Zoom) and planning for a "restart" whenever that happens. You will appreciate that as long as "social distancing" remains in place it would be uneconomic to reopen on Tuesday nights or Saturday afternoons. We will keep you informed.

On a sad note, we were informed recently of the deaths of Paul Keenan and Felix McCoy. Many of you would have known Paul even if you didn't know his name. He was very quiet and unassuming but enjoyed coming to the Wood Shed. The longer serving members of the Chapter would have known Felix McCoy who was Chairman of the Chapter when I joined. He was a lifetime member of the Ulster Chapter though he left in 2007 to help set up the Crossborder Chapter where he was a regular attendee until just before lockdown. May they rest in peace.

BBQ

While we still can't pack everybody into the woodshed for a demo. Current regulations and that fact that most of us are vaccinated means that we could have a socially distanced BBQ at the woodshed. It would be a great opportunity to meet and chat. It is also intended to have a tool jumble and an open competition. The date will be Sat afternoon 28th August.

Unlike previous years there will be a charge of £10.00 to raise funds as the Ulster Woodturning bank balance is very low indeed. The woodshed will be opened solely for UV members and zoom attendees. The shop will be manned should you need to purchase supplies.

Please note this depends on sufficient people declaring that they will be attending. Please RSVP yes/no to Shavings@Ulsterwoodturning.co.uk

IRDs And The Future

Does anyone else think Internet Remote Demonstrations are becoming stale and boring as various demonstrators seek new content and strive to monetize their efforts by seeking a regular subscription and appealing for you to purchase their tools so you can complete the project the way they did. Even companies like Record, Chestnut and Axminster to name a few have capitalised on the pandemic creating huge databases to form the bases of their marketing strategy. Don't be taken in this is about sales and forming a relationship with you the customer so you keep coming back. If that is your thing brilliant but nothing can replace actually getting out to the lathe and turning wood or meeting with fellow turners sharing ideas and enjoying the craque.

IWG News

Not much to report here although there were some very interesting comments by Pat Walsh in

the last Guild Journal midway through his column . It appears from his comments that he is questioning the future of the IWG as it currently exists, a view not dissimilar to many members of Ulster `Woodturning

Wood Shed News

The woodshed remains open. Revised opening hours now mean there are no late nights and it is closed on Saturday afternoons. No decisions have been taken yet with respect to reopening for UW demos.

Christmas

Oh its only August I hear you groan and as your editor I got to say I KNOW! But here is the biz, Nick Agar will be in the UK in December. Ah Ha I hear you say. While there are a lot of If's we are trying to get him to come to the Woodshed in the first instance to run courses (with small numbers and full social distancing) and hopefully a full day demo which will be a socially distanced all ticket event in Sam's marquee.

AWW

More Ulster Woodturning members are discovering how amazing a resource the AAW internet presence is well worth the money. On a critical note however their recent virtual seminar while attracting a large world wide audience, proved somewhat lack luster. One UW member's review give it 4/10 and branded it a missed opportunity.

Zoom Update

In the event of meetings not being resumed (highly unlikely for another while)Zoom meetings will start again on Tuesday 7th September at 7.00pm

If you are able to provide a focal point for discussion, a demonstration or a video presentation for the new season please let Mark know. Please remember these evening are only as good as the content we generate and the effort we all put in.

Soap Box - How Much to Charge

Many members take the opportunity to sell work and frequently ask "how much should I charge for this" or comment "I only want to get money to buy wood". Here are some thoughts on this.

Firstly: unless you get a fair price for your time and the investment in equipment and materials (which quickly add up to hundreds of even thousands of pounds – don't bother! Give it as a gift. You will benefit more from the goodwill generated.

Secondly: Unless you have achieved the quality that deserves that fair price, don't bother! Give it as a gift. You will benefit more from the goodwill generated.

Thirdly: Unless you have a quality item backed by appropriate product insurance – don't bother. If there is a legal claim against your work you will be liable for costs to defend yourself and any court judgements against you. Give it as a gift. You will benefit more from the goodwill generated.

And, lastly don't accept a bad price and undersell yourself. Nobody will respect you or your work. Have confidence and charge appropriately.

If people laugh at or make little of the price they don't want it anyway and they don't care about you the quality of your work and the investment in time, equipment and materials you have made.

Combat this attitude part of selling items is to explain the value of the work you are selling the origin and what it takes to make it. This also goes for giving an item as a gift – since this will increase the appreciation of your work and your reputation as a craftsman.

Having said all this how do you arrive at a fair price. Here are some elements to consider

- Time involved (hourly rate)
- Materials – wood and finishes
- Contribution to heat/electric
- Contribution to equipment
- Cost of selling (craft fair/shop)
- Profit – the benefit to you

This all adds up to more than you think. In charging a fair price people will pay it if they want it. If not then you need to improve your work or get better customers. Don't let others set the price of your work by selling cheaper. Have confidence and value yourself and if you are that person who is selling at a cut price to get the buzz of selling something don't. Give it as a gift. You will benefit more from the goodwill generated and your reputation and quality will grow to the point where people will come to you and buy your work.

Committee Contact Details

Eugene Grimley Tel 07866620879
chairman@Ulsterwoodturning.co.uk
Mark McGranaghan Tel 07553656657
secretary@Ulsterwoodturning.co.uk
Paul Finley Tel 07547399533
treasurer@Ulsterwoodturning.co.uk
Ricky McDonald Tel 07751326582
woodturner123@hotmail.co.uk
treasurer@Ulsterwoodturning.co.uk
Ricky McDonald Tel 07751326582
woodturner123@hotmail.co.uk
Stephen Dowie Tel 07771886500
stephen.dowie@icloud.com
Billy Ferris Tel 07801981641
billyferris48@icloud.com

Children's Hospital.

Children's Hospital – many thanks to all of you who contributed to the presentation we made on 12th June. Jenne was delighted with what she collected. Eugene's photos didn't turn out so here is one from the hospital staff showing some of what you produced being sorted into the different projects it is going to be used for. Following Covid and based on the experiences in Australia Jenne and her staff are expecting a lot of babies and infants with Bronchial problems this winter so her Christmas list is likely to contain "small items in safe woods" for these. Snowmen will not be on her list but Christmas trees will be. Since Christmas has already been mentioned in this shavings can I mention that (without causing

you to groan again) wood for Christmas trees will be available at the woodshed during the the BBQ.



Data Protection

Some of your personal details, i.e. email address, and telephone numbers, are held in our records. We only use this data to coordinate Ulster Woodturning. If you would like to know what information we hold and how we use it, or if you wish us to remove it from our records, please contact the Secretary, Mark McGranaghan. If your information is removed, you will no longer receive any official communication (emails, telephone calls or correspondence) from Ulster Woodturning or the Irish Woodturners' Guild.

Comments and suggestions should be forwarded to the Shavings Editor