

P. U. A. M.

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PROFESSIONAL UPHOLSTERERS' ASSOCIATION OF MINNESOTA

MAY 2023

VOL. XXXI, NO 5

P.U.A.M. MISSION STATEMENT

The Professional Upholsterers' Association of Minnesota is an organization of individuals and firms, joined together to advance, support, and promote the field of Upholstery.

Presidents Corner

Our March meeting was held at Twin Cities Upholstery in Fridley with our host Gina Mejia & her new administrative assistant, Sandra. Thank you both for your gracious hospitality and satisfying entrees.

We held our annual board meeting at 5:30, prior to the regular membership meeting.

I want to welcome three New members who were recommended by the board, and approved by the general membership this month:

Jan Johnson Upholstery, Inc. in Ramsey, MN, Glen H Scott from Scotty's Upholstery in Henning, MN, and T.W. Sender's in Bloomington, recently acquired by Gina Mejia.

We welcome each one of these new members and look forward to sharing knowledge & experience with these seasoned professionals.

We are moving forward with our plans to schedule an overnight field trip to Middleton, Wisconsin for a tour of the Future Foam Factory. Details will follow.

I look forward to seeing everyone next month at The Recovery Room in Mpls. where Mavis Nelson will be our host and we have a very special presentation planned by Diana Shroyer-Guenther.

Your President, Paul Henly

GENERAL MEETING

(You need not be a member to attend)

When: Thursday, May 11th, 2023

Time: 6:00 pm – 9:00 pm

Location: Recovering Room Uphol. & Services
4205 East 54th St
Mpls MN 55417

Hosted by: Mavis Nelson

Phone: 612-270-8306

Meeting Schedule

6:00 – 7:00 pm Refreshments & Social hour

7:00 – 7:30 pm **Presentation:**
How to retie springs from the bottom without taking off the upholstery fabric.

7:45 - 9:00 pm Business Meeting
Nominations & Voting
Reports, Old and New Business
Open Forum & Q&A

TYING SPRINGS FROM THE BOTTOM

Have you ever had a chair that needed the seat springs retied only and the customer didn't want to change the fabric? The chair had decorative tacks or trim by the show wood so it wasn't possible to take the seat fabric or deck off and get it back on to produce a nice product. Well, in October of 2019 our very own Steve Cone set out to show us this technique at our November 2019 meeting at Recovering Room Uphol. & Services.. Steve had helped a couple of PUAM members with this method and was eager to show the rest of us how it is done. Steve and I, (Diana G.), got together at my shop to use a settee of my own which needed to have the springs tied. On October 25, 2019 Steve came to my shop and while I

took pictures, he began the process. We got it done enough for Steve to put together a series of picture of the first 18 steps which Steve used to create a folder to pass out at the November 14th, 2019 general PUAM meeting at Recovering Room Uphol. There he completed steps 19-26. On January 6th, 2020 Steve came to my shop and we opted to tie the bottom of the springs to the frame, pulling them tight so they laid flat and in place before applying the webbing and completing the project. I had sent him the pictures to complete the series to present to the members at a future meeting. Unfortunately Steve passed February 9th, 2020. I don't know if he ever got those last picture copied for the completion of the folders. I decided I'd like to complete this project so I will have the last pictures copied and available for you all at the May meeting. We do have a video that we may be able to show also. Please let me know if you missed the November 14, 2019 meeting and would like the complete series of picture on "Tying Springs From the Bottom". If you did attend and have your folder of steps 1-18, bring it with to complete the series.

UPCOMING MEETING INFO

The Professional Upholsterers Association of Minnesota's Education Committee will have some exciting programs at the membership meetings in 2022. The following meeting locations are:

May 11, 2023	Recovering Room Upholstery Tying Springs from the Bottom
June 8, 2023	Regal Design Studio The best use of fabrics
July	Future Foam Tour TBD
Sept	Annual Picnic TBD

The PUAM meetings are monthly meetings to support each other and to share upholstery knowledge. If you have a topic or location that we can use, please contact us at dlsquenth@gmail.com. Any suggestions will be greatly appreciated. Thank you! *All dates and locations are subject to change so watch the newsletter each month for any unforeseen changes. Thanks!

NEW EDUCATION CHAIRPERSON

Thanks to **Diana Peltier** for taking over the Education Chairperson position.

Diana P will coordinate monthly meetings and topics to interest existing and potential members. Do you have some ideas for interesting demos or any upholstery related topics that we can use to present at our monthly meetings?

Please contact Diana Peltier with your suggestions: 651-257-2706.

2022-2023 PUAM MEETING PRESENTATIONS

Upholstery History
Front end/Order Process
Channel Back Demo
Diamond Tufting
Foam Sculpting
PUAM Picnic
Business Liability Insurance
Tool Library
Annual Christmas Dinner Party
A-1 Foam & Upholstery Tour
Charlotte Fabrics
Time Standards

PUAM WEBSITE

Have you checked out the members only page on our website yet? Enter the page with the members only password you received in your renewal or new members letter.

Here's what you can find:

- 3 page Resource List
- Foam Selection Guide
- Spring Tying Knot Basic
- Spot Cleaning Guide
- 2018 Recliner, Wing Chair, & Sofa Pricing Survey Results
- 2018 Recliner, & Sofa Worksheets used for the Survey
- Renew your membership online with these links

Also when you go to the 'Upholsterers' page you will notice that some of the shop names are in black instead of blue. If you click on the black ones you will see the page that was originally created by our very own Sara Sanna for our first ever website. We also used these for our profile pages in a notebook we used when we did Home and Garden Shows. It's kind of fun to see the differences when you click on their website address in the information below their shop names and go to their current websites. **Check it out, we have a new home page picture also.**

**PROFESSIONAL UPHOLSTERERS ASSOCIATION OF
MINNESOTA
BOARD MEETING MINUTES
APRIL 13th 2023
CO SECRETARY ANGELA HENLY**

Meeting called to order by President Paul Henly at 5:30 p.m.

In attendance: Diana S. Guenther-Shroyer Custom Upholstery, Gina Mejia-Twin Cities Upholstery, Ernest Mejia-Charlotte Fabrics, Anna Thiel-Anna's Alterations, Restorations & Upholstery, Mavis Nelson-Recovering Room, Angela & Paul Henly-Regal Design Custom Upholstery, LLC. Welcome Diana as the new Co-Vice President.

Old Business: Paul did a brief report on the update for the non profit status for PUAM. The update is being worked on at this time. We are a 501c6 not a 501c3.

Treasurer's report: Profit & Loss Income and the current balance for this year was reported on. Anna and Paul are going to meet to go over the recording of the reports. Diana G made a motion to accept the Treasurer's report. Mavis 2nd the motion. All in favor. Motion passed.

Membership: We currently have 23 Shop members, 3 Supporting members, 8 Associate members for a total of 34 members. 2021 there were 40 members - 2022 there were 35 members - 2023 there are 34 members plus 3 new members for a **total of 37**, 25 shop members, 3 supporting, and 9 associate members Jan Johnson-Jan Johnson Upholstery, Inc. in Ramsey, Gina Mejia-TW Senders in Bloomington, and Glenn Scott-Scotty's Upholstery in Henning have applied for membership to PUAM. After some discussion and a vote all these shops have been accepted into PUAM. WELCOME! Diana made a motion to present these shops to the general membership for vote and acceptance to PUAM. Anna 2nd the motion. All in favor. Motion passed.

Many outlying shops are interested in learning more about PUAM and how it can benefit them. It was suggested to set up meetings at some of the outlying shops that are interested in membership, invite surrounding shops and have current members attend to help them find the value in the organization.

Time standard are an issue especially for new shops. We have a Fixed & Estimate Variable Expense worksheet to pass out to shops that will help them run a more profitable shop and how to determine shop/hourly rates. They just fill out the form and we (one of our members) will run the numbers and return to them the worksheet with their bottom line answers. It is really an eye opening process to see just where one needs to be for a profitable business. We are also looking at setting up a workshop, taught by one of our members, to assist current members with this.

Functions & Meetings: Springing furniture from the Bottom will be presented by Diana at the May meeting held at Recovering Room. This is a process that Steve Cone taught and Diana took photos as Steve was in the process. Gina also

has a video which may also be shown at the meeting.

Motion to adjourn: made by Angela, 2nd by Mavis. All in favor. Motion passed to Adjourn at 6:35.

**Professional Upholsterer's Association of Minnesota
General meeting minutes of April 13th 2023 Co-
secretary-Angela Henly**

Hosted by: Gina Mejia-Twin Cities Upholstery

In attendance: Mavis Nelson-Recovering Room, Diana Shroyer Guenther-Shroyer Custom Upholstery, Anna Thiel-Anna's Alterations, Restorations & Upholstery, Paul & Angela Henly-Regal Design Studio Custom Upholstery, LLC., Diana Peltier-Lakes Upholstery, Ernest Mejia-Charlotte Fabrics, Will Hernandez-Custom Upholstery, Gina Mejia-T.W. Senders and Twin City Uphol & Workroom, Andy Sweet-Seating Consultants, Zoule VonWald-Bloomington Custom Upholstery (nickel & dime shop), Sarah Sanna-Everafter Upholstery.

General meeting was called to order: by President Paul Henly at 7:09 p.m. Paul welcomed our guests and introduced Diana Shroyer as the new Co-Vice President replacing Crystal Keenum. Collectively we had 280 years of experience in the upholstery field at this meeting!! Yay!!

Secretary Minutes: A correction or omission was brought to our attention. We would like to thank Anna Thiel for providing the meal last month at Grahn's Upholstery. Thank you Anna for taking care of feeding the group. Motion made by Mavis to accept the Secretary Minutes. 2nd by Angela. All in favor. Motion passed.

Treasurer's Report: Anna reported our current balance in our account. All dues are paid. Motion made by Diana SG to accept the Treasurer's report. 2nd by Zoule. All in favor. Motion passed.

Board Report: Update of the Non profit status is in the works. Presentation of new members for induction into PUAM.

Education Committee: Zoule nominated Diana Peltier to head the Education Committee. Diana graciously accepted the position. Diana P will confer Diana Guenther as to the responsibilities and will work on the upcoming education topics.

Marketing: Introducing PUAM & time standard. We have developed a tool to find out real costs for shops, giving shops a sense of where they need to be, in order to be profitable. 10 new members in the last year due to our efforts in helping shops learn about PUAM, it's benefits and rewards by knowing it is beneficial to attend PUAM meetings, asking questions of established shops about tips, tricks, new processes, referrals to other shops; helps them to understand that there is more business than any of us can handle ourselves. We work together as an association, to benefit all members!

Bylaws: If anyone wants a copy of the Bylaws contact Paul and he will get them for you. The Bylaws were

updated in 2014, with 3 amendments.

Membership: Diana SG reported that in 2021 there were 40 members – the end of 2022 we had 35 members – 2023 we have 37 members including our 3 new shops who joined this month. We have 25 shops members, 3 supporting members, and 9 associate members.

Jan Johnson-Jan Johnson Upholstery, Inc. in Ramsey, Gina Mejia-T.W. Senders in Bloomington, and Glenn H Scott-Scotty's Upholstery in Henning have applied for membership to PUAM. After some discussion and with the recommendation from the Board, Mavis made a motion to accept these new members into PUAM. Diana P 2nd the motion. All in favor. Motion passed. Welcome New Members!! We look forward to getting to know more about you and your businesses.

Newsletter: Diana SG is still doing a stellar job of putting it together and getting it out in a timely manner. Thank you Diana! If you would like to put an ad in the Newsletter contact Diana for more information.

Social: The picnic will be held once again at the Mejia Homestead. More information to follow.

MARK YOUR CALENDARS for July 9th & 10th for the Future Foam tour in Middleton Wisconsin. Those interested would be car pooling in either the Mejia van, or the Henly van. Anna is currently working accommodations for the evening of July 9th to the 10th, with the tour taking place on Monday morning. The group would then head back to Minnesota on Monday afternoon. More details to follow, but if you are interested please start letting Diana SG, Anna, Sarah, or Angela know so we can include you in the plans.

Website: Andrew has updated the website home page and It's GORGEOUS! Thank you Andrew. Please check the site and make certain all your information is correct.

Old Business: Diana P is checking into a class with Kevin Southwick(furniture repair & refinishing) Kevin is extremely knowledgeable about this process. More details next month. We have a set of 16 articles of Kevin Southwick's tips and techniques for furniture repair & refinishing for sale at the meetings. \$20 for members, \$25 for non members.

New Business: Looking for decorative nails? Heico Fasteners in Hickory North Carolina is your answer. 1-888-822-5661

Looking for sewing supplies: Zippers, notions, threads, needles? Wawak, since 1907. www.wawak.com to order a catalog.

Reuse Minnesota (Kate spoke at a recent meeting held at Zoule's) is hosting a meeting and tour in Red Wing on May 24th. Tour of the Band instrument repair program at Minnesota State College (a technical college), lunch/thrift shops in Downtown, tour of the Red Wing Shoe factory and finally Anderson Center. If interested in this outing, please contact Angela at 651-592-4008.

Open Forum: Tips & Tricks Diana P, who always has great tip, tricks and short cuts; stated that she found it much easier on her hands to use a tack remover and hammer instead of a staple remover to remove staples. Thanks again Diana P.

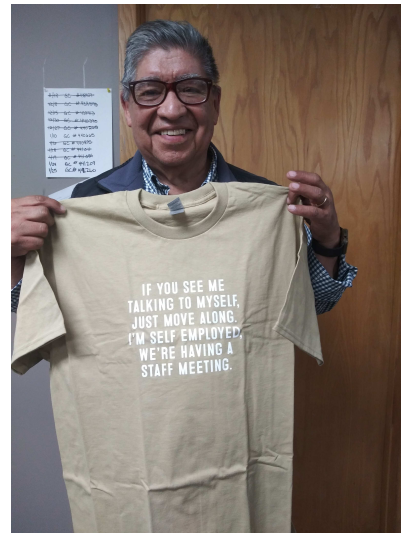
The topic for the June meeting at Regal Design Studio will be Best Use of Fabrics.

Angela brought up the new Private Label books that Charlotte Fabrics offers. The are very professional looking, and your customers will appreciate knowing exactly where the fabrics come from (and sparing you from having them purchase fabrics on line by competitors with your goods.) Contact Ernie Mejia for a demo and just DO IT! You will wonder why you waited to have your name front and center of your customers.

Door Prizes: Ernest had 2 of the new sets of Charlotte Fabric sample books for the lucky winners Anna and Sarah. Mavis won a pillow cover.. Also Ernest won the fabulous T shirt provided by Geneva Erdmann. .

Motion to adjourn: by Diana SG, Mavis 2nd the motion. All in favor. Motion passed to adjourn at 8:45 p.m

Thank you again Twin Cities Upholstery, Gina and Sandra for the beautifully arranged buffet dinner



IF YOU SEE ME
TALKING TO
MYSELF, JUST
MOVE ALONG.
I'M SELF
EMPLOYED,
WE'RE HAVING
A STAFF
MEETING.

April PUAM Meeting at Twin Cities Upholstery & Workroom.





New Fabric Sample Book from Charlotte Fabrics won by Anna and Zoule in a door prize drawing.



Yummy buffet!

REFINISHING & WOOD REPAIR ARTICLES

In October 2016 we had a Presentation by Kevin Southwick whom specializes in conservation and restoration of antiques and in custom wood finishes. Kevin also teaches furniture repair techniques that save lots of time. You can purchase copies of 16 of his articles about refinishing and wood repair. If you didn't get the opportunity to purchase his articles we have plenty of sets for sale. \$20 for members and \$25 for non-members. This is a discounted amount from what he was selling them for. One of the PUAM perks!

What helps one of us, helps all of us. We are stronger when we work together, help each other, and share ideas

WELCOME NEW MEMBERS

Jan Johnson of **Jan Johnson Upholstery Inc.** located in Ramsey MN. 29 years in business specializing in Residential upholstery and slipcovers.

Glenn H Scott of **Scotty's Upholstery Company** located in Henning MN. 50 years in business specializing in Automotive, Truck, Marine, and furniture. Glenn says "Big or small, we do it all".

T.W. Senders located in Bloomington MN. Under new management, Gina Mejia. 41 years in business specializing in furniture upholstery, draperies - window treatments, and bedding.

Welcome to the Professional Upholsterers' Association of Minnesota!



Did you here about the guy that feel into the upholstery machine?

Yes he is totally recovered now

**Did a little
mechanics work
today.**

**Put a rear end
in a recliner.**



PUAM CLASSIFIED ADS

Any member may place a free Ad here. Non-members fee is \$10.00 a month. Help wanted equipment for sale, etc.
Contact Diana Guenther, 763-755-9317 dlsguenth@gmail.com

EMPLOYMENT OPPORTUNITY:

Randy's Booth Co. is a custom hospitality Furnishing Company located in Crystal, MN that is seeking a full time or part time person with experience in Commercial sewing and cutting willing to train if they have some experience.

Email: bert@randysboothco.com or
call (612) 229-4330 for more info

HELP WANTED:

CAREER OPPORTUNITY Plymold, 100% employee-owned furniture and fixture manufacturing company. Proudly showcased in restaurants around town including Subway, Dairy Queen, and Buffalo Wild Wings. Plymold offers rewarding career paths where the only limitation is your own dedication. More than 180 make up the team-oriented, fast paced work environment with a focus on continuously improving who we are, what we do and how we do it. We are proud of being an 100% employee-owned company and proud of our products. We are currently looking for upholsterers and industrial sewers to join our work team at our Kenyon, MN facility. Plymold offers reduced work schedules upon business availability, multiple shifts and generous benefits including 401(k) match. Interested in learning more? Take a look at the website with access to an online application at www.Plymold.com If you have additional questions and/or concerns please feel free to email us at careers@plymold.com

MEMBERSHIP BENEFITS

PUAM Newsletter with free classified Ads
Listing on the PUAM website
Networking Opportunities
Educational Presentation
Resource list of services
Swap and Sell Meets
Group Marketing
Discount group buys
Trade Show Participation
Expand your business and network with other industry professionals by becoming a member of the Professional Upholsterers Association of Minnesota. PUAM was started in 1989 and has members through out the state in all facets of the upholstery industry. Come check us out!



Who Are We?

The Professional Upholsterers' Association of Minnesota is an organization of individuals and firms, joined together to advance, support, and promote the field of Upholstery.

Want to join us? We would love to have you! To receive a membership application, call, go to our web site, write or e-mail us today:

ADDRESS: PUAM
PO BOX 14
OUTING, MN 56662

E-MAIL: puam@upholsterymn.org
WEB SITE <http://www.upholsterymn.org>

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Inclement Weather

Now that we are in the **cold winter/rainy spring weather** months, this is a reminder that in the case of inclement weather we will not have in person meetings if any of the Twin City areas are under severe weather we may move to Zoom or postpone to another date. *Watch for Zoom instructions and date changes in your emails.

**PROFESSIONAL UPHOLSTERERS ASSN. OF MN
PO BOX 14
OUTING, MN 56662**



INSIDE:

- Mission Statement
- Presidents Corner
- May General Meeting Info
- Upcoming Meeting Presentations and Events
- New Education Chairperson
- 2022-2023 Meeting Presentations
- PUAM WEBSITE
- April Board Meeting Minutes
- April Minutes & Pictures
- Refinishing & Wood Repair Articles for sale
- Welcome New Members
- Funnies
- Classified Ads
- Membership Benefits
- WHO ARE WE
- Supporting Member Ads
- Newsletter Subscription Form
- Inclement Weather Warning

