

CAMP CRAFTS GUIDE

**The Purpose of this
Leather & Craft Camp Crafts Guide
 is to provide Tips and Pointers on:
How to Run a Successful Camp Leather & Crafts Program**



This year starts our Sixth year as an independant Leather & Crafts company. Thank you for believing in our Services and Products. Our store staff has over 147 years of experience in working with Youth and Organizations like yours. We tell our employees that our job is to make things better and easier for Camp Directors and Camp Staffs. Great Service, Quality Products at Reasonable Wholesale Prices, Beck Leather & Crafts is here to help with your Camp & Craft needs. This guide shares secrets, a continuing work for over 25+ years, that will help you be successful with Kids, Crafts, and Fun.

- **Special Wholesale & Quantity Pricing**
- **Order Consultation and Program Ideas**
- **Product Development to Fit Your Budget**
- **Trading Post Setup Ideas and Helps**
- **Free In-Store Staff Training Sessions**
- **Free Video Rental for Staff Training**
- **Huge Inventory for Quick Availability**
- **Providing Prompt Reliable Service**



Beck Leather & Crafts now offers Custom Embossed or Laser Etched Camp Patches & Recognition Totems. We manufacture & cut many of our own leather shapes and kits to ensure high quality, availability, and lower prices.

Company Note: Beck Leather & Crafts is owned and operated by David Beck, who has been helping Camps like yours for over 30 years. During his 23-year career with Tandy Leather Company, Mr. Beck was Manager of the Year 11 times, primarily for his outstanding service to camps.

Last year, We started our Low Price Guarantee: On identical products, we will meet or beat any competitor's published advertized prices; must be in stock and excludes gimmick offers: 2 for 1, Loss Leaders, % off, Closeout items. We want to be your first choice for Leather & Crafts Supplies. Your satisfaction is the key to our success. E-Mail: beckorder@beckleather.com

Why CRAFTS FOR CAMP?

Read on:

PROGRAM CHOICES

DESIGN LEATHER & CRAFTS TO FIT YOUR CAMP GOALS

HERE ARE SOME IDEAS:

- A) **RECOGNITION OF SKILLS AND AS AWARDS:** Leather can be burned, stamped, tooled, inked, and painted to create special totems & awards.



- B) **PARTICIPATION:** Rewards campers with beads or totems with which they build practical keepsakes such as bead necklaces, den doodles, decorated paddles or staves, headbands, wristbands, or claw necklaces.

- C) **BOY SCOUT LEATHER CRAFTS & INDIAN LORE MERIT BADGES:** Requirements Tips & Pointers in Camp Craft Guide.

- D) **TRADING POST SUPPLIES:** Leather and related crafts provide profitable items that campers readily buy to make money for your camp and increase your budget.

- E) **EXPERIENCE:** Leather Crafts are a great hands-on experience that fosters increased hand/eye coordination, self-confidence, and are something everyone can succeed at. Beck Leather & Crafts offers the widest selection of Camp Craft Projects and Supplies in Utah to construct useful and fun items. Most camps use basic stamping techniques to create 100's of designs. Create useful projects like knife cases, key rings, wristbands, belts, wallets, dream catchers, wind charms, moccasins, mandella, and medallions.

- F) **MOUNTAIN MAN CRAFTS AND SKILLS:** Leather was the mainstay for the mountain man's life: trapping, trading, tanning, making clothes, building possible bags, and constructing medicine pouches.



- G) **CAMP PATCH:** Want something different? Stylish leather shapes are deeply embossed with your own designs to provide an attractive and useful alternative to the old cloth or silk patch. Leather Patches can also combine elements to make great name tags.

- H) **RAINY DAY ACTIVITY:** Leather Crafts are a super way to entertain and keep Campers busy when camp cannot go on as planned due to weather.

- I) **COMBINATION:** You can combine program suggestions to add more flavor and spirit to Camp life.

- J) **KEEPSAKES:** Create keepsakes that hold treasured camp memories. Look at a special Souvenir a couple of years after that special vacation, the Memories come back.



LEATHER FUN

CAMPS GET WHOLESALE PRICES SAVE 25-60%

INDIAN THEME:

1. Neckerchief Slide
2. Key Chain
3. Necklace w/Beads
4. Mystery Braid Headband
5. Friendship Bracelet
6. Concho Bolo Tie
7. Tooling Wristband
8. Bear Claw Necklace
9. Bead Necklace
10. Mini Drum
11. Talking Feather
12. Seed Bead Ring
13. Choker Necklace
14. Mystery Wristband
15. Medicine Pouch
16. Little Bit Coin Purse
17. Indian Bracelet
18. Headband



PIRATE THEME:

1. Eye Patch
2. Key Ring
3. Gold Pouch
4. Wristband
5. Medallions
6. Magnets
7. Bead Necklace
8. Bead Wristband
9. Boondoggle
10. Pocket Patch
11. Bolo
12. Caboodle Bag



COWBOY THEME:

1. Gold Pouch
2. Boot Key Ring
3. Wristband
4. Neckerchief Slide
5. Belt Fob
6. Deputy Badge
7. Bookmark
8. Leather Magnet
9. Bolo
10. Friendship Pin
11. Pocket Patch
12. Activity Doodle



ROBINHOOD THEME:

1. Outlaw Feather
2. Pocket Patch
3. Fuzzy Creatures/Pets
4. Wrist Bracelet
5. Bead & Concho Key Ring
6. Bolo Tie

RAILROAD THEME:

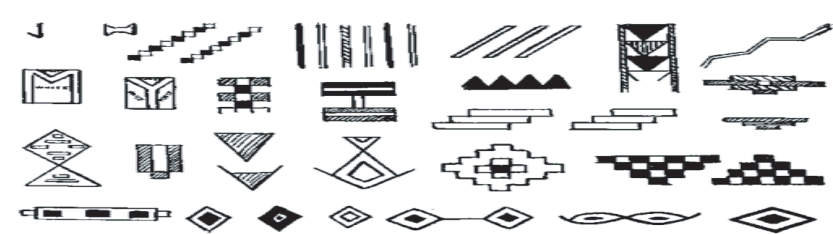
1. Boondoggle Whistle Holder
2. Conductor's Badge
3. Wristband Braided
4. Train Bolo Slide
5. Friendship Wristband
6. Medals

OTHERS:

1. Prayer Band
2. Feather Jewelry
3. Dream Catchers
4. Earrings
5. Bandana Fashions
6. Necklaces

HERE ARE SOME IDEAS:

Decorate Leather Shapes with 3-D stamps, stamping tools, and Alphabets



PREVIEW

Since our earliest beginnings, leather has played a vital role in man's progress and development. Leather touches our lives daily in so many ways. Today, leather is used in industry, medical therapy and equipment, sporting equipment, furniture and automotive upholstery, clothing and shoes, and hobby crafts. At Camp, Leather & Crafts are tangible reminders of the Fun Memories and Learning Experiences. Plus:

LEATHER HAS MANY BENEFITS:

- 1) **LEATHER CRAFTS ARE FUN**
- 2) **BASIC LEATHER STAMPING IS EASY TO DO.** Success is easily achieved because with Leather Crafts, there is something for everyone and every ability.
- 3) **LEATHER CRAFTS ARE A BARGAIN AND CAN FIT ANY BUDGET.**
- 4) **LEATHER IS USEFUL AND DURABLE - CREATE KEEPSAKES** - not like Plastic or Plaster of Paris projects that break easily.
- 5) **LEATHER CRAFTS DEVELOP SELF CONFIDENCE.**



Non-competitive in nature so every Camper can be a WINNER.



- 6) **LEATHER CRAFTS ARE SIMPLE TO TEACH OTHERS.** We show you how to Create Camp Keepsakes and Teach Others.
- 7) **LEATHER CRAFTS ARE EDUCATIONAL, CREATIVE, MOTIVATIONAL, & FUN.**
- 8) Leather crafts provide **LASTING MEMORIES** of Rewarding Camp Experiences.
- 9) Leather is the **REAL THING - GENUINE**
- 10) **LEATHER CRAFTS HELP YOU REACH YOUR CAMP GOALS.** Your campers keep busy creating worthwhile leather projects **and you give them exposure to a lifetime hobby - Leathercrafts**

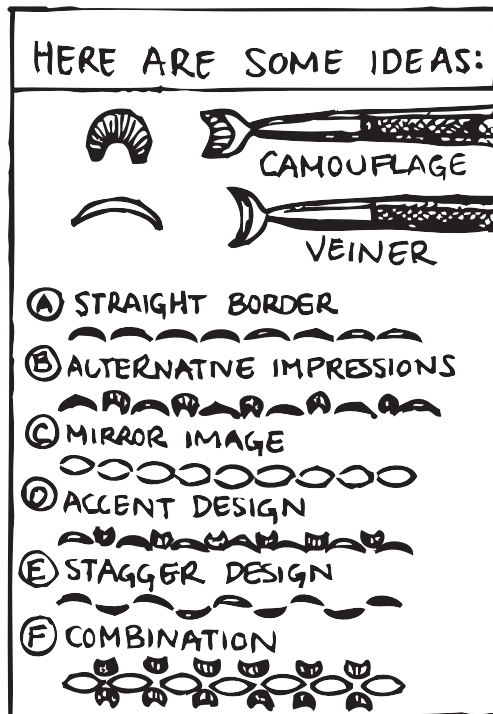
**THIS IS WHY
LEATHERCRAFT IS IN CAMPS!!**

BECK LEATHER & CRAFTS
PRESENTS:

STAMPING FUN

Step One: WET THE LEATHER With WATER
Using a SPONGE OR SPRAY BOTTLE
Note: Leather should be moist not soggy

Step Two: STAMP THE BORDER DESIGN FIRST
and then Add a Center Design



Border Ideas:

- 1) Repeat tool impression,
- 2) Alternate two tools,
- 3) Stamp the tool upside down
- 4) Turn tool side ways,
- 5) Stagger tool
- 6) Combination Pyramid pattern

Step Three: ADD COLORS & SEALER
by using Cova Paint, Paint Markers,
Antique Stain or Dyes. ALWAYS
Apply a Sealer (Leather Shene)

Step Four: ASSEMBLY
Do Stitching / Lacing
add Beads and Keepsakes

Camp Crafts Create
Keepsakes that Hold
the Treasured
Memories of Camp



ORGANIZATION

ORGANIZATION CONSISTS OF INVENTORY, STORAGE, RESPONSIBILITIES, COMMUNICATION, AND ACCOUNTABILITY

- 1) Take an actual inventory of all the equipment and supplies on hand. Organize these by daily supply (actual count of registered participants); and put into small containers / boxes.
- 2) Organize weekly supplies in larger containers. This idea is especially helpful if your camp gives a special craft project or totem to each camper.
- 3) Have separate section in storage areas for each program area, so that daily inventory can be taken quickly at the end of the day.
- 4) Have small items and paints / stains in small containers to be refilled at the end of each day.
- 5) Order any extra materials far enough in advance that you do not run out before they have time to arrive.
- 6) Make each program area staff accountable for the equipment and materials that he/she must handle on a daily basis.



Organization promotes a smoother and more efficient Camp. It makes your job easier and Camp MORE FUN FOR EVERYONE.

MAKE AN EFFECTIVE CAMP

by Joyce Dupaix (mother of TEN Eagle Scouts and Camp Program Authority)

- A) When opening camp, start with **LOTS OF POSITIVE REINFORCEMENT** from Camp Director to Staff Members. Build this strong feeling during Staff Week. This will in turn pass on from Staff participants and their leaders.
- B) Leaders and staff should be **ENTHUSIASTIC ABOUT THE PROGRAM AREAS, CEREMONIES, AND ACTIVITIES.** Involve staff in daily assignments and participation in the opening and closing ceremonies. Listen to staff remarks regarding program areas and make modifications as advisable.
- C) Take pride in your **PERSONAL APPEARANCE** as a Leader and expect the same from your staff. Assign the staff, at the end of the day, to do a **CAMP CHECK AND CLEAN-UP.** Each staff member should clean and organize his program material for the next day.
- D) **HAVE SUFFICIENT EQUIPMENT** in each program area, so that each participant can be active. Have sufficient program materials but not an excess in view of participants. These materials should **APPEAR AS MUCH ALIKE** as possible so campers do not feel they are treated unequally by choosing one and not the other.
- E) Make your craft items of such **QUALITY** that the campers will want to *****show others, wear them, and keep them.*** **STAFF ASSISTANCE** in making them look good is very helpful and requires proper knowledge of the product and techniques.

CAMP CRAFT IDEAS

- ___ Small Knife Pouch Kit
- ___ Small Arrowheads
- ___ Camp Patch-Name Tag
- ___ Wristbands
- ___ Visor Kit
- ___ Key Ring Kit
- ___ Bear Claws
- ___ Wax Thread
- ___ Rabbits Skins
- ___ Leather Rounders
- ___ Medallion / Pendant
- ___ Suede Leather for Bags
- ___ Plastic Bone Pipe
- ___ Swivel Lanyard Hooks
- ___ Arm Bustles
- ___ Little Bit Coin Purse
- ___ Large Award Arrowhead
- ___ Mini Drum Kit
- ___ Flint & Steel Pouch
- ___ Dance Bell Kit
- ___ Seed Beads
- ___ War Bonnet Supplies
- ___ Fluffy Plumes
- ___ Adventure Starter Kit
- ___ Coin Caddy Kit
- ___ Key Case Kit
- ___ Rain Stick Kit
- ___ Bead & Concho Supplies
- ___ Teepee Kit
- ___ Buckles
- ___ Magic Billfold
- ___ Choker Kit
- ___ Wrist Purse
- ___ Furry Friends
- ___ Beaded Key chains
- ___ Wallet Kits
- ___ Bead Weaving Supplies
- ___ Video Tapes
- ___ Picture Plaques
- ___ Mini Star Leather Shape
- ___ Hide Leather Shape
- ___ Carabineers -- Key Rings
- ___ Bear Claw Necklace Kit
- ___ Suede Lace
- ___ Snaps

*Decorate Leather Shapes
with 3-D stamps, stamping
tools, and Alphabets*

MAGNETS

MEDALLIONS

BEADS

- ___ Neckerchief Slide (shield)
- ___ Boondoggle / Craft Strip Plastic Lace
- ___ Non-swivel lanyard hooks
- ___ Dream Catcher Kit
- ___ Bead Belt Fob
- ___ Belts
- ___ Eagle Claws
- ___ Artificial Sinew
- ___ Glass Crow Beads
- ___ Practice Pieces
- ___ Neck Pouch Kit
- ___ Antler Buttons
- ___ Plastic Storage Tray
- ___ Indian Headband Kit
- ___ Horns for Powder Horn
- ___ Small Oval Leather Pieces
- ___ Hobe Award Plaque
- ___ Changer Coin Purse
- ___ Throwing Hawks
- ___ Mystery Braid Wristbands
- ___ Friendship Band
- ___ Eagle Feathers
- ___ Four Hole Concho Necklace
- ___ Pixie Pouch Kit
- ___ Wander Bag
- ___ Moccasin Kits - Indian Scout
- ___ Bolo Ties
- ___ Boot Laces
- ___ State Key Chain
- ___ Little Brave Vest Kit
- ___ Teepee Bank
- ___ Canoe Kit
- ___ Pencil / Pen Holder Kit
- ___ Dog Collars
- ___ Heather Leather Shapes
- ___ Large Knife Pouch Kit
- ___ Drum Beater Kit
- ___ Painter Markers
- ___ Medicine Pouch
- ___ Mini Oval Leather Shape
- ___ Marble Pouch
- ___ Name Claw Necklace Kit
- ___ Talking Feather Kit
- ___ Key Rings
- ___ Rivets

FUN

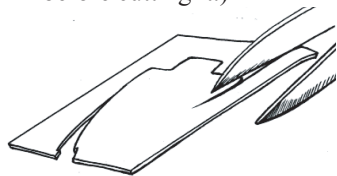
BECK LEATHER & CRAFTS HAS A LOT TO OFFER CAMPS!

SECRET # 1 Beads Motivate Participation & Recognize Achievement

How to Make Medallions:

A - Arrowhead Medallion

1 Cut out an arrowhead shape from a piece of leather. (Sometimes it helps to draw the shape before cutting it.)



2 Design by decorating the shape using leather stamps, markers, or a branding tool.

3 With a leather punching tool, punch a hole at the top of your shape.



4 Cut some wax cord to the length preferred when wearing around your neck. Thread through the hole of the leather and tie using a Lark's Head knot, as shown.

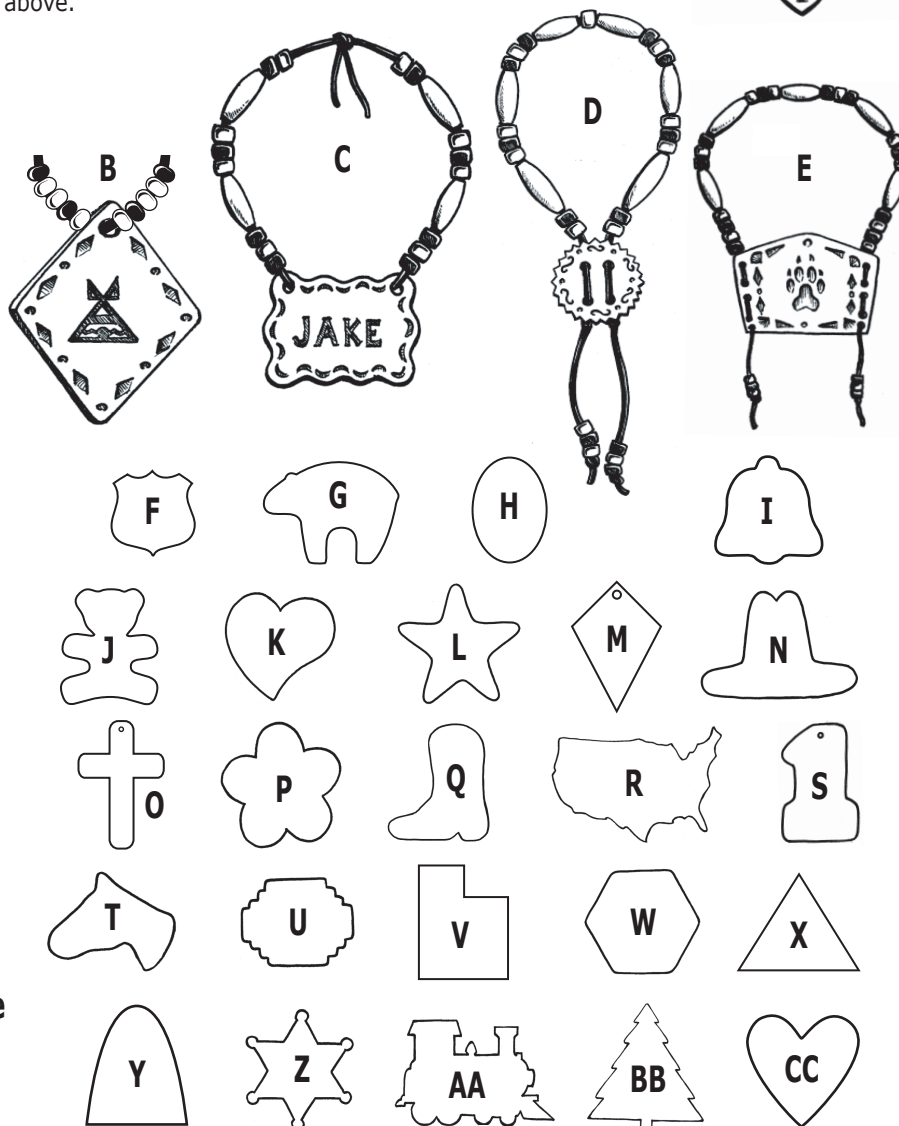
5 Decorate the necklace by stringing beads on each side of the knot. Create a decorative pattern using pony beads, metallic beads, piping, etc.



Have fun by creating other Medallions by cutting different shapes and the steps above.

Here are some examples:

- B - Diamond
- C - Skin / Hide Shape
- D - Concho
- E - Slide / Shield
- F - Badge
- G - Bear
- H - Oval
- I - Bell
- J - Teddy Bear
- K - Stylistic Heart
- L - Star
- M - Dragon Scale
- N - Cowboy Hat
- O - Cross
- P - Daisy Shape
- Q - Cowboy Boot
- R - USA
- S - Number One
- T - Horse Head
- U - Southwest Design
- V - Utah
- W - Hexagon
- X - Triangle
- Y - Large Shield
- Z - Posse's Star Badge
- AA - Train
- BB - Pine Tree
- CC - Heart



9

POINTERS FOR STAMPING

1. Tooling leather does not stamp well when too wet. When you stamp a design on moist leather, you should get a **GOLDEN BROWN COLOR**. This golden brown color indicates **PROPER MOISTURE CONTENT** in the leather. Plastic squirt bottles or sponges work well for dampening your campers' leather projects.
2. Have some **EXAMPLES OR SAMPLES** to show campers what they can build and how to do it. (**DISPLAY BOARDS**). Displays can show step by step directions.
3. Double impressions are **MISTAKES that can be CORRECTED** by rewetting leather (quite wet-soggy). Then smooth the impression with a modeling spoon or pear shader tool. Let the leather dry out some before re-stamping.
4. **Alpha-Imprinter Machine** is great for stamping the 3-D large stamps and letters. This machine virtually eliminates young campers' double impressions and is a worthwhile investment for your camp. Mount on wood frame so that it can easily be moved or C-Clamp to a table in the handicraft area.
5. **STAMP NAMES** and **LARGE** impressions (8300 3-dimensional stamps) **FIRST**; then add other stamps to create border designs.
6. **A HARD SURFACE** such as marble is the best surface for campers to stamp onto. This will improve the quality of the campers' efforts and projects.
7. **PUNCH HOLES** only using poly punch pads or rubber "poundo" boards under them to protect marble, tables, floors, and tools.

DISPLAY BOARD IDEAS

How to do leather -- Easy as 1, 2, 3

1. **WET LEATHER** (careful not too much)
2. **STAMP DESIGN** (border designs look best)
3. **ADD COLOR** (if desired -- antique or dry block)
4. **APPLY SEALER** (super shine to protect/beautify)
5. **ASSEMBLE** (add rivets, snaps, lace, etc.)

Making Leather Bags (Medicine or Possibles)

1. **Cut out leather**-suede or deerskin (use pattern when possible)
2. **Align parts together**. Rabbit skins are assembled fur side together.
3. **Punch holes** with awl or loopuyt needle.
4. **Sew** with simple whip stitch or straight stitch using wax thread or sinew
5. **Cut and add fringe** if desired
6. **Attach** shoulder **Strap** or Neck Thong

MORE DETAILS AND INSTRUCTION PATTERNS ARE AVAILABLE FROM YOUR
BECK LEATHER & CRAFTS STORE - 801-567-1115

SECRET # 2 How to do basic Leather FUN Stamping

Step One: 1 WET THE LEATHER

Dampen leather with WATER using a SPONGE OR SPRAY BOTTLE. Note: Leather should be moist not soggy. Apply the water as evenly as possible. When the leather begins to return to its natural color, begin stamping. If your leather dries out before you complete your stamping design, it will be necessary to moisten the leather again. Be sure to wet the entire piece to avoid water spots. You should get a golden brown color with your stamp impressions when the leather is moistened correctly as described above.

Step Two: 2 STAMP BORDER

Begin stamping by holding the tool upright and striking the end of tool with your mallet. Place leather project on a sturdy surface. Always hold the tool close to the design end (bottom) to avoid hitting one's hand with the mallet. Practice on a piece of leather before stamping your project. Your stamping tools can be used in many combinations. Symmetrical border designs will make your projects look the best. Experiment with your tools to make over 50 different geometric patterns. Tilt your tool for even more different looking impressions.

Border Ideas: 1) Repeat tool impression, 2) Alternate two tools, 3) Stamp the tool upside down, 4) Turn tool sideways, 5) Stagger tool, 6) Pyramid pattern

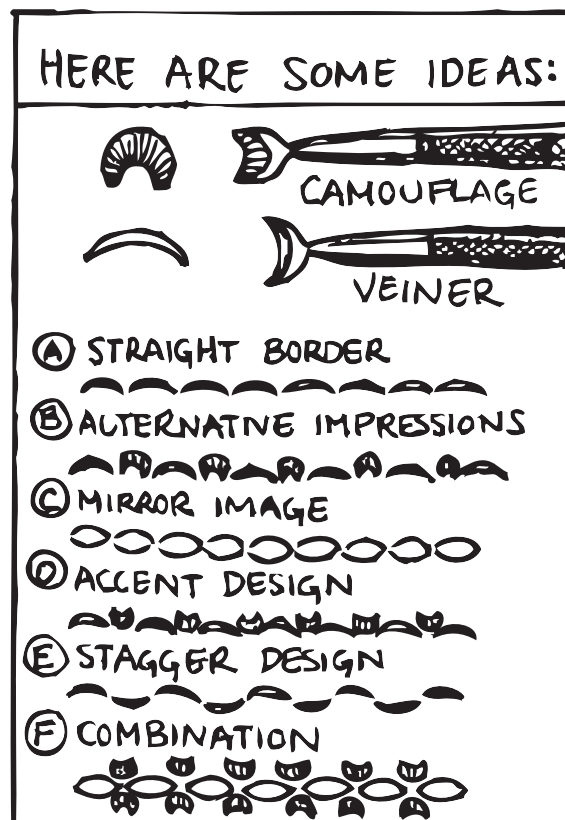
You may want to buy Animal, Scout Symbols, or Geometric 3D stamps that can be added to center areas for eye catching accents.

Step Three: 3 APPLY FINISH / COLOR

Leather finish protects the leather and preserves the crisp appearance of the stamped impressions. All stamping of your designs must be complete before finish is applied. Be sure the leather surface is clean and free of dirt or dust. Leather finish must be applied before assembly or stitching. Apply sheen finish with damp sponge, soft cloth, or wool dauber in a smooth, circular motion. Be sure to cover the entire surface. Apply once over and let dry. Do not go back over finished surface until first coat is completely dry. Projects may be buffed for extra shine. Color may be added by using Metallic Paint Pens, Sharpie Type Markers, or Acrylic Paints. Add Color carefully to your border and/or your main design areas.

Step Four: 4 ASSEMBLY

Punch Holes, Add Snaps, etc. Before Lacing or Stitching your project together.



HOW TO TEACH A SKILL

The two conditions of teaching are: -Ralph Waldo Emerson

(1) That no one can teach more than he knows;

(2) That no one can teach faster than the scholar can learn.



There are **FIVE BASIC STEPS** in teaching a skill:

(Courtesy Boy Scout Training)

1. PREPARATION

The first step in teaching a skill is to obtain the necessary equipment and supplies in sufficient quantity so the skill can be demonstrated, taught, and practiced. For demonstration and teaching purposes, simulated or make - shift equipment is never adequate.

Fail to Plan, then Plan to Fail! Be Prepared.

2. EXPLANATION

The explanation serves two purposes: (a) to introduce the subject by giving some background about its usefulness and application; (b) to describe the subject in detail, technical enough to be complete but not confusing. *Explanation should create a Desire to become proficient in the skill.* Unusual facts or illustrations arouse interest and create an appreciation of the value of learning the skill.

3. DEMONSTRATION

This is the *Showing Process*. It is the first step in actual teaching. The demonstration should be done so well and simply that the student will have confidence in his/her own ability to achieve success. Demonstration of a skill is not the opportunity for the trainer to show his proficiency, but should be used primarily to show the steps in acquiring the skill.

4. PRACTICE

Hearing and seeing are not enough. The learning process begins to finalize itself when students have the opportunity to try the skill themselves under the guidance of a trainer. The coach and pupil method works well at this point. Nothing can beat the "*LEARN BY DOING*" method.

5. TEACHING

People often Learn Best those things they Teach to Others. Whenever possible, each student should have the opportunity to demonstrate and practice teaching others. Occasionally, a summary of review and examination are desirable. The extent to which they are used depends on the type of skill and how well the student has learned. Be a coach and help bring out the best in others and praise their efforts.

Training of Staff - "A Must"

<<**Most crafts programs do not succeed because the staff was not trained**>>

Crafts are every bit a part of Camp as is Nature and Hiking. Crafts are easy to learn, but it is a skill... *AND THIS **SKILL TAUGHT WELL LEADS TO INSTANT SUCCESS***. Recommended that the **ENTIRE STAFF** go through your Leather & Crafts area. The staff gets excited by what they can do and discovers how fun and easy leather is. This excitement can spread throughout the camp. The *FUN* and *EXCITEMENT* rubs off on your campers as well. This is the *SECRET* of a *GREAT CAMP*. Here are some recommendations to help you get started:

- 1) **DISPLAY BOARDS** showing "projects" & "how to steps" to do a particular Method or Skill are very helpful. Your Beck Leather Store Manager can help you build these.
- 2) Have staff members make a **LEATHER TOTEM** to set them apart as Leaders and to Promote staff excitement and desire to do crafts. Many Camps have a Leather & Crafts project for staff to encourage their participation.
- 3) Watch **VIDEO TAPES** on how to do Leather & Crafts. These are available at the Beck Leather & Crafts store; Camp Crafts & Beginnings in Leather videos are recommended. Seeing is an important part of doing.
- 4) Have finished samples of projects that may be sold or built. Mount on Peg or Foam Board for easy handling and presentation. Prices should be posted by the individual projects creating a **MENU BOARD** similar in nature to the items listed at a McDonald's or Burger King.
- 5) **HANDS-ON EXPERIENCE IS BEST** --Many campers give a leather project to their staff as a fringe benefit and require that they wear/use them. The added exposure will increase your sales of craft items to campers.
- 6) **USE LEATHER SIGNS** instead of poster board (they keep and store well) and these signs will add Atmosphere and Character to your camp setting.
- 7) Make own **THEME COSTUME** if your camp is Indian or Mountain Man oriented.
- 8) Arrange for your **BECK LEATHER & CRAFTS STORE TO ASSIST IN TRAINING** your staff at a training session held at the store or use their Video Tapes.
- 9) **USE TIME WISELY** -Remember: 10% of time for explanation (how to)
25% of time for demonstration (showing)
65% of time for camper's action (doing)
- 10) **BE PREPARED** for when camp starts. Be familiar with tools and equipment to prevent loss or damage. Know what you have... and do not have.

TIME BALANCE IN TEACHING A SKILL

**** NO ONE CAN LEARN A SKILL EXCEPT BY DOING IT ****

Therefore, most of the time must be
SPENT IN PRACTICE !!

The proper time balance is:

EXPLANATION (hearing) 10% of the time
DEMONSTRATION (seeing) 25% of the time
PRACTICE (doing) 65% of the time

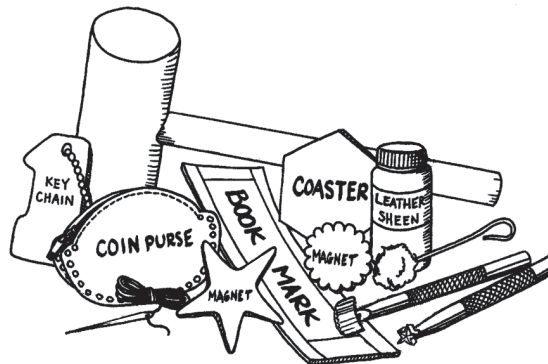
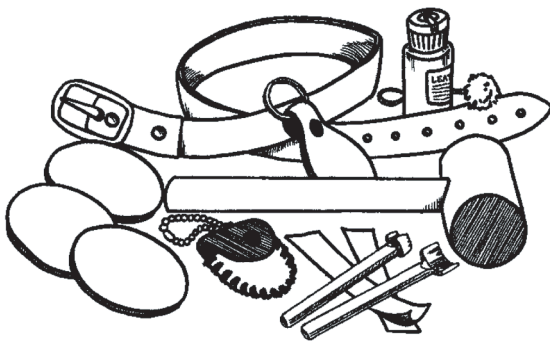


1. Be able to **Perform the Skill well yourself.**
2. Review your own experience in learning it, and **Work out a Series of Steps** for teaching it
3. **Keep the instruction personal** by working with an individual or small group, and letting them teach others.
4. **Size up your audience,** both as to abilities and personality traits which affect their learning the skill; appeal to visual, auditory, and feeling levels.
5. **If the learner is not familiar with the skill, go slowly.** Insist on accuracy first, then speed (if speed is a factor).
6. **Do not interfere** with the learners trying to do it on their own. Do not interfere with their efforts unless they bog down or go off on the wrong track.
7. **Let them make mistakes,** if this will help them learn, but do point out mistakes tactfully.
8. **Never make corrections sarcastically** or for the benefit of any onlookers.
9. **Encourage the learners** by making remarks on their progress, pointing out the completion of each step and remarking on the steps they have done well.
10. **Urge them to practice and to teach someone else.**

LEATHER STAMPING IS FUN!



Create Easy-to-Do Leather Stamping Projects to use as recognition totems. Your Scouts may build a variety of other Projects such as: Leather Magnets, Key Chains, Book Marks, Bolo Necklace, Zipper Pull, Christmas Ornaments, Picture Frame, Hair Barrette, or Wristband with the selected pre-cut Leather Stamping Shapes. You are only limited by your imagination. You will need an assortment of Beads, Cord or Lace, Magnets, and Key Chains available at Beck Leather or local craft store.

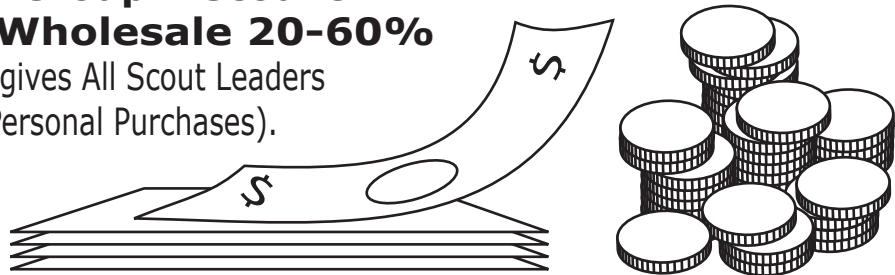


You will need your own stamping tools and mallet to create the Stamping Designs & hole punch for holes. Starter Kits are an inexpensive way to collect your basic supplies for your Pack or Den.



SECRET # 3 How to Buy your Projects - Stretch your Camp Budget

- A) **Ask for Donations** (FREE is Always Good)
- B) **Cut Your own Shapes & Projects**
Requires a few Tools and Safety Tips yet saves money in the long run vs. individual kits.
- C) **Make It & Take It Workshops**
Beck Leather offers Free & Low-Cost Field Trips (See our Ad) Tools, Paints, Finishes, & Instructions
- D) **Buy in Quantity** for Greatest Savings
- E) Ask for **Special Group Discount - Camps Get Wholesale 20-60%**
(Plus Beck Leather gives All Scout Leaders 15% Discount on Personal Purchases).

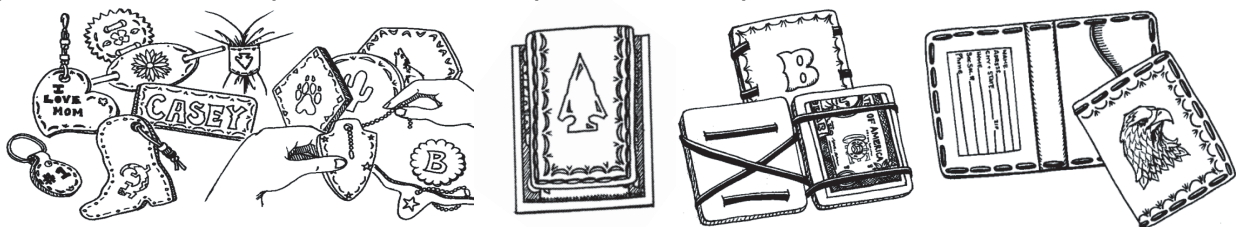


Doing Leather Projects creates memories of a lifetime!



Stamping Tip #1: When Stamping Alphabet or 3-D Designs, make sure the guide letter is facing you when you stamp to prevent upside down letters. Try a few practice ones. Use a hard firm surface like marble.

Stamping Tip #2: Use red fingernail polish to mark the guide letter to align letters' orientation properly. Easy to see painted guide letters help your scouts stamp their 3-D or Alphabet Stamps for best results.



HOW TO BUY LEATHER & CRAFTS SUPPLIES

LEATHERCRAFT CAN FIT ANY BUDGET

USE THE EXPERTISE AVAILABLE TO YOU AND MAKE YOUR JOB EASIER.

Beck Leather & Crafts is interested in helping to make your camp successful so that you'll come back year after year. **WE ARE ON YOUR TEAM!** Beck Leather & Crafts can help you tailor your program to fit your budget. Here are some simple steps to help you in making decisions:

- First: DETERMINE YOUR PURPOSE FOR LEATHERCRAFT**
- Second: OUTLINE YOUR BUDGET REQUIREMENTS**
- Third: USE FREE ORDER CONSULTATION WITH BECK LEATHER & CRAFTS**

These are some ideas to stretch your budget:

A) **CUT YOUR OWN PROJECTS:**

This is the way Beck Leather & Crafts makes most of their money and you can too. This approach is the most cost effective, but the cost savings is very labor intensive requiring a great deal of advance planning. Your Beck Leather Manager will train your staff on how to cut leather creating 100's of possible projects. If you wanted to do wristbands for your camp project, for example, you would learn how to cut leather into 1-1/4" strips and attach your own snaps. These are jobs that Beck Leather would normally do for you. The savings from cutting your own projects are very substantial.

B) **SAVINGS ON GROUP PAKS AND BULK PACKAGING**

Check out the savings for larger quantities you may wish to purchase. Beck Leather & Crafts offers excellent wholesale & quantity discounts.

C) **IN-STORE SPECIALS AND CAMP PROMOTIONS**

will also stretch your camp craft dollar. Again, consult with your Beck Leather & Crafts store manager. Ask for price quotes and bids. Do not forget to allow time in your planning for ordering and delivery. Many special production items take 6-8 weeks.

- D) Does your group have **SPECIAL CONTRACT AGREEMENTS** with a Supplier? Many times this special opportunity is helpful in giving you special prices. *Look at the whole picture (& bottom line) before you decide* -- Consider these: routing orders to national headquarters consuming needed time, order consultation, return policy, training, store quantity special pricing, store support, inventory availability for further orders and/or emergencies, and reliability of supplying store. Example: a Boy Scout camp ordered patches from a discount supplier in Texas only to be disappointed that the special deal arrived 3-4 weeks late for camp.

- E) **RELIABILITY IS WORTH A CERTAIN PRICE** Remember-- Buying for Program is different than buying for your Trading Post. Your Beck Leather & Crafts Manager can provide invaluable input on what sells at other camps, how much will be needed, reordering information, and price ranges for reselling your camp craft item.

PRICING OF PRODUCTS

Pricing is a difficult subject to address.

PRICING SHOULD FIT YOUR CAMP GOALS AND BUDGET. Sometimes...

You have to charge for crafts... if so... How much?... Cost?... Cost + 20%... cost x 2?... consider:

First: Camps are not free. They cost to operate and maintain, so Trading Post pricing should reflect an adequate profit margin for your camp. Sometimes major operating revenue comes from the Trading Post. *The SECRET here is to know what your costs are -- and **SET REASONABLE PRICES.*** If prices are set too low, there is no room to profitably promote items or absorb shrinkage or mistakes. Trading Post SALES or CONTEST PROMOTIONS are excellent ways to increase sales.

ALWAYS POST PRICES (menu board idea) by the items.

Second: Program costs are usually associated directly with the Camp Fee. If you resell program items, price them to reflect true value of the product. For example: Beads cost 1 cent in bulk and sell for 3 cents (market value)... The campers' necklace of 12 beads & thong (25 cents) is worth 61 cents not 37 cents. **SELL PRODUCT VALUE.**

Third: **USE QUANTITY PRICING** to promote volume where possible. Example: Boondoggle or Craft Strip Plastic Lace costs 3 cents per yard, sell for 10 cents per yard or 3 yards for 25 cents. Example: beads cost 2 cents, sell for 5 cents each or 25 for \$1.00. Or Bear Claws cost 19 cents each and sell for 45 cents each or 3 for \$1.25.

Fourth: **VERY IMPORTANT!** Display craft products prominently and visibly. Candy will sell where you put it --even under the counter-- but *crafts need to be seen to be sold.*

Use MENU BOARD and SHOW PRICES. Give the camper choices... because he has \$\$ money to spend and items need to be displayed so he/she knows what is available.

Fifth: Sometimes **Pricing leather by the square inch or Piece** is helpful, particularly if your camp makes mountain man items. Examples: suede 2-3 cents, tooling leather 5-7 cents.

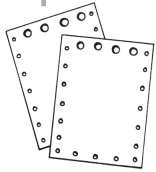
Sixth: **SELF SERVICE TRADING POSTS** have proven to greatly (33% to 200%) increase craft sales with a minimum of labor involved. Use Caution & Common Sense to lessen shoplifting opportunities of Campers and Staff. Here are some ideas to help: Shoplifting and other theft do not appear very often when using entrance and EXIT ONLY doors. The cash register or checkout is by the exit doorway. Display merchandise in such a way that you avoid hidden or low visibility areas. Have Trading Post Staff monitor shoppers. Staff can play a vital role in the successful operation of your Trading Post. Keep high value items behind glass counter or in an area needing service assistance: Always be alert and helpful to campers.

Seventh: **CAMPERS' INTRODUCTION TO THE TRADING POST** is another successful way to promote craft sales. Many camps, before teaching the craft area, take campers to the trading post for an orientation and tour. Historically, the trading post was the center of the village. The more campers know and see of the Trading Post, the greater chance of more craft sales. **Start a fad** with your Leather & Crafts products. Use craft items as Staff Recognition or Camper Awards. Trading Post staff should **wear leather & craft items** as a walking/talking advertisement for your camp craft... and it is cool, too!

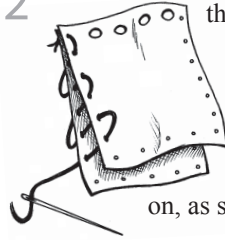
SECRET #4 What to Make - Cut Your own Projects

A - Marble or Gold Pouch

1 Cut out two rectangular pieces of leather, making sure they are the same size. Punch 4 medium-sized holes across the tops of the two pieces. Then punch 7 holes on the right and left sides of the rectangle, and three across the bottom.



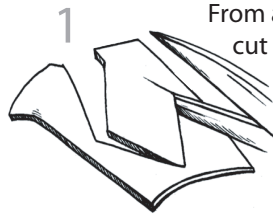
2 Align the two leather pieces together. With needle & thread, start stitching in the first small hole from the top left corner. Pull needle thru the first hole from the back side. Leave 2' tail. Use a running stitch by pushing needle down through the next hole and so on, as shown. Pull stitches snug as you sew.



3 At the last hole, reverse direction of stitching and sew back to starting point. Note: stitching should now look solid with no gaps in the stitch line. Tie off with a square knot in between the pieces. Lace drawstring through the remaining holes at the top. Add a bead to both cords before finishing with an overhand tie knot. Slide a bead to hold bag closed as desired. Add more beads or feathers, dangles, etc., to personalize.



B - Diamond Shape Key Chain



1 From a piece of leather, cut out a diamond shape.



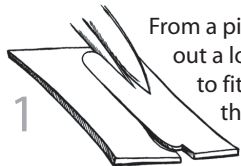
2 Punch a hole at the top corner using a leather punching tool. Next, create a design with any stamping tool of your choice. One idea is to create a pattern or border along the edges.



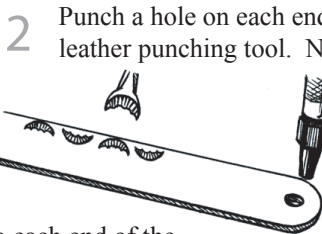
3 Put a chain through the hole and connect. You are finished!



C - Tie-On Wristband



1 From a piece of leather, cut out a long piece of leather to fit your wrist. Round the edges.



2 Punch a hole on each end of the wristband using a leather punching tool. Next, create a design with any stamping tool of your choice. One idea is to create a pattern or border along the edges.

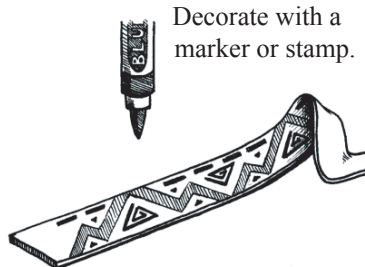


3 Tie strings to each end of the wristband. Personalize by decorating with dangles, beads, or feathers.

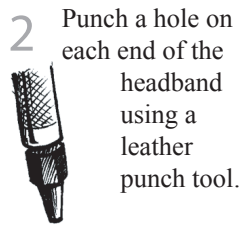


D - Indian Headband

1 Find or cut a long skinny piece of leather. Cut to fit your head.



Decorate with a marker or stamp.



2 Punch a hole on each end of the headband using a leather punch tool.



3 Tie ends together using a square knot. The extra cord length makes a great bead dangle with a knot at each end or it may be cut off.

