



Wood Turners Worldwide

worldwidewoodturners.org
The Art of Making Shavings

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Jon Moore



Colin Spencer



Jayson Cote



Kieth Hyland



Michael Kratky

Clockwise from top left: Cherry birdhouse ornament; Pink ivory box decorated using a rose engine lathe; Cherry "Christmas cracker" box; Lighted snowman decoration; Pine box with tripod feet, basket illusion, and a threaded top.

A Woodturner's Christmas Eve

By Dewey Johnson

Twas the night before Christmas
I was still working in my shop
It was close to midnight
I knew I should stop

I cleaned up the lathe
Till it looked oh so sweet
And I swept the floor
To tidy and neat.

My tools were all cleaned
And stored in their rack
I turned out the light
To head for the sack.

When I heard a small
noise
Way in the back
I thought to myself
A tool fell from the rack.

I turned on the light
And to my surprise
Stood a man by my lathe
Decked out in disguise

All dressed in red
With a long white beard
I said to myself
How did Billy get in here?

But the man was much
smaller
With ears like an Elf
I let out a chuckle
I could not help myself.

The little old elf
Was so lively and quick,
I knew for certain
He must be St. Nick

He turned onto me
With a smile on his face
And he gave me a bow
With much charm and grace.

He laid a new bowl gouge

On my lathe tied with a bow
With a wink and a laugh
Out the window he did go!

I looked out the window
There I saw him
Climb into a sleigh

Filled with wood shavings up to
the brim

Nested in the shavings
So shiny and bright
Was a brand-new Powermatic
lathe
Oh, what a sight!

In front of the sleigh
So handsome and prancing
Were nine little reindeer
To a silent tune dancing

At the head of the group
They were being lead
By a happy young fellow
With a nose of bright red.

The elf whistled, and shouted,
and called them by name:

"Now, DASHER! now, DANCER!
now, PRANCER and VIXEN!
On, COMET! on CUPID! on,
DONNER and BLITZEN

Now RUDOLF, lead us up and away
To next woodturner
We have no time
Here to stay!"

When away they all flew,
Like shavings from a bowl,
I received the Christmas spirit
Down deep in my soul

And I heard him exclaim,
Ere he flew out of sight,
"MERRY CHRISTMAS WOODTURNER
AND TO ALL A GOOD-NIGHT!"



Facing page, clockwise from top left: Oak feather sculpture; Buckeye burl ornament with African Blackwood finials; A collection of turned and colored Christmas trees; Mahogany salt and pepper mills.



Jim Duxbury



Sandi Swayze



Timothy Hatch



Bob Grinstead



Doug Miller



Sheila White



Joaquin Juatai



Howard King

Top left: Natural edge bowl out of cypress. **Top right:** Elm bowl, engraved and airbrushed. **Bottom left:** Figured chakte viga box with inset resin threads. **Bottom right:** live edge bowl with feet.

Wood Turners Worldwide

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Pricing Pens for Sale

Photo and story by Jeff Walters

I only do 2-3 shows a year. I feature many different items that I have turned along with my pens, which are the largest part of my display. One of the questions I get from other woodturners is how do you price your pens. This is also a big discussion at meetings and with groups of turners. Not only pens but other items. This is something that can be tricky and most definitely has a learning curve.

There are many different opinions on pricing items for sale. The most popular is "take the price of the materials plus your time at say \$20-\$40 to get a total". Or "double or triple the cost of materials to determine what you are going to sell them at". If that is what you do and it works for you, that is great. I have found that using these methods in my market does not. Honestly, I do not think there is a set formula that will work for all your shows unless you are someone like Barry Gross who has a national reputation. I've also have turners telling me I should sell my Slimlines at \$45 to \$65 depending on the wood. I ask them how many they sold at their last show and it is usually about 5 pens where my last show was 15 to 20 pens. Volume is your friend.

After doing shows for 10+ years now, I have learned which markets to go to and which ones not to. I try to stick with Art Fairs for the most part. I also have a corporate show that is a shopping event for their 5,000+ employees only and that is very successful. I avoid small church craft fairs. They are better for arts and craft items. The large churches sometimes do better but I also avoid those. School craft fairs do well but I find they are sometimes hard to get into and may have 2-3 other woodturners attending.

One final note, election years are not good for artists. People who make a living traveling to art shows around the country all say their sales are down about 40% on average during election years. The last couple of years have also been bad because of high inflation and the economy.

Even people with money are not buying.

So, how do I price my pens?

Slimline Pens: Wood and acrylic are priced at \$25.00 each. They sell very well at this price. I have tried higher but this seems to be the magic number. It helps when I have the making process down to about 30 minutes per pen (including a CA finish).

Mid-range Pens: These are the Wall Street/Gatsby's, European/Designer, Cigar/Big Ben, Slimline Pro, Classic Click and other like these I sell for \$45.00 each. I also offer an inexpensive cardboard gift box for \$5.00 extra which is popular.



Fountain Pens and Rollerballs: I charge \$65.00 each which includes a satin gift box and these sell very well. Note: I always use the Classic

Elite kits as these are easily interchangeable so if a customer wants a fountain pen but likes the wood on the rollerball more, I can easily switch the nibs and give them what they want and they love that aspect.

High End Pens: These are the Lighthouse, Dragon Twist, Pheonix Rising and any other specialty themed kits I sell for \$75.00 each and they are in a nice Cherry box.

I do have a Expensive Majestic Fountain Pen and the body is made from Maple Burl I got from Chris Ramsey in a beautiful, windowed case for \$199.00. It has not sold yet but who knows, maybe the next show will be the one where it goes home with a customer.

In closing, price based on the market and what kind of show it is. Even if that means adjusting prices from show to show. It'll take a bit of experimenting but you will find the magic number for each pen that works across most markets. By all means, if you have questions, reach out to me. I am always happy to help.



Tom Kenney



Waukeene Vinson

Top: A variety of sputnik urchin ornaments. **Above:** Snowman icicle ornaments. **Right:** Sycamore basket illusion ornament with walnut finials. **Far right:** Elm twisted vase with dye.

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September 17-20 2026
Wisconsin Rapids Wisconsin

Tuition Cost \$160

Includes all training & Evening Meal
Hotel Accomodations are now available.

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More details to come!!!



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