

# Autumn 2023

October through December

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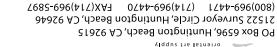
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# The Metaphor of the Pie and Big Pie Thinking!

by Evan Yeh

# The Metaphor of the Pie

Oftentimes, when we look at resources we think about the metaphor of a pie. When a pie is sliced we can see what seems to be a scarce resource divided up. Many of us have had this experience in our lives where we receive a slice of pie and immediately compare the size of our slice to the slice that another has received.

This is such a common metaphor for the economic distribution of resources that almost all of us are familiar with it. When we think there is only a pie of limited size, a bunch of potential sources of stress can arise when we begin to divide the pie. What does it mean if I get a smaller slice of pie? Does it mean that my mother who baked the pie, prefers my sibling over me? Am I being punished for something that I did wrong?

# Growing the Pie Versus Cutting the Pie

In most resource scenarios it is of tremendous benefit to think about growing the resource rather than dividing a scarce resource. As someone who works in the dance industry where individual private lessons are the preferred method of learning and teaching, it is very easy to fall into "small pie" thinking.



Teachers who believe that students are scarce and that it is very difficult to get new students can ruthlessly compete for the students that exist. They expend tremendous amount of energy bad mouthing other teachers sharing stories about how they are defective in ability or character.

What they do not realize is that all this interpersonal nastiness produces an environment that is repellent to new students and their "small pie" thinking creates a reality where there are only a limited amount of students who can tolerate all the in-fighting to pursue their passion for dance.

On the other hand, the behavior would be very different if they thought there was an abundance of students and they focused on the types of students that they enjoyed and were best suited at teaching. This thinking is metaphorically growing the pie where the size of the slices are unimportant because the pie is so large that everyone can enjoy as much pie as they wish to eat.

# Pie Metaphor in Art

The good thing about art is that it is less susceptible to this kind of small pie thinking than many other activities. The quality of art is almost universally thought of as existing in the eye of the beholder. As a community of people with a shared passion for Asian brush painting, it is worthwhile for us to joyfully share out appreciation for the art form with those around us to grow the interest and expand the community of people who are aware and are participating in the art form as artists, students, teachers and patrons.

## **NEW Pre-Mounted Papers**

No more wrinkles or buckling after you paint on these papers. After you finish your painting, they're ready to be framed!

### **Pre-Mounted Xuan Paper**

This pre-mounted paper paints similarly to a double xuan, and shows incredible depth of color. It's especially good for flowers, birds, fish, low-moisture landscapes, the four gentlemen, and more!

PS423-10: 10 Full Sheets (13" x 25

1/2" approx.) \$25

# **Pre-Mounted Mulberry Paper**



Please Note: All orders including these new Pre-Mounted and/or Semi-Sized Colored Papers will be shipped by UPS Ground services even if Priority Mail is selected.

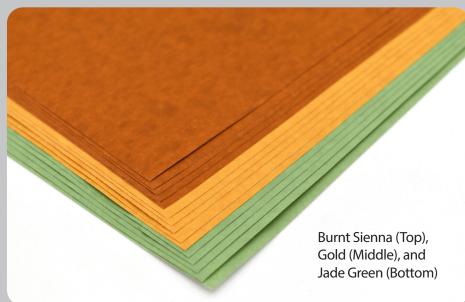
This pre-mounted paper handles moisture and intense colors well. It is especially good for landscape paintings, waterfalls, mountains, mists, and Ling-Nan style of painting.

PS427-10: 10 Full Sheets (13" x 25  $\frac{1}{2}$ " approx.) \$25 PS427SQ-10: 10 Square Sheets (13" x 13" approx.) \$10

# NEW Semi-Sized Colored Xuan - Buy Any 2 Get Any 1 Free!

Imagine combining the moisture control and durability of a semi-sized paper with the striking color of colored xuan paper. This is what you get with our new Semi-Sized Colored Xuan paper. Paint anything on these papers from landscapes to flowers, to the four gentlemen, to animals and even figures.

When you buy any two of of our new Semi-Sized Colored Xuan Paper Packages (5 full sheets),



get one for free! Simply add any three packages to your order and calculate the price for two! (You can choose any three colors. E.g. 3 Jade Green; 2 Burnt Sienna and 1 Gold; 1 of each, etc.)

Dimensions of Full Sheet: 27" x 54"

PO4-403A: 5 Full Sheets of Burnt Sienna \$15

P04-403B: 5 Full Sheets of Gold \$15

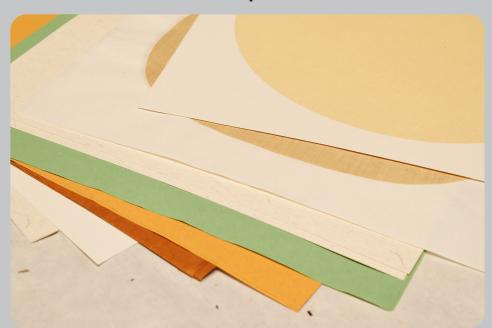
P04-403C: 5 Full Sheets of Jade Green \$15

# New Semi-Sized Colored Xuan and Pre-Mounted Paper Assorted Roll

The assorted roll includes 2 sheets of the following papers:

- Fan Paper: 13 3/8" x 13 3/8"
- Pre-Mounted Moon Paper: 13" x 13" approx.
- Square Pre-Mounted Mulberry Paper: 13" x 13" approx.
- Long Pre-Mounted Mulberry Paper: 13" x 25 ½" approx.
- Pre-Mounted Plain Xuan Paper:
   13" x 25 ½" approx.
- Burnt Sienna Semi-Sized Colored
   Xuan: 13½" x 27½" approx.
- Green Semi-Sized Colored Xuan:
   13½" x 27¼" approx.
- Gold Semi-Sized Colored Xuan:  $13\frac{1}{2}$ " x  $27\frac{1}{4}$ " approx.

A total of 16 sheets (2 each of 8 different types of new paper) will allow you to sample all the exciting new papers!



Please Note: All orders including this assorted roll with new papers will be shipped by UPS Ground services even if Priority Mail is selected.

PAS2: Pre-Mounted and Semi-

Sized Colored Xuan Assorted Roll (2 Sheets Each of 8 Types of Paper) \$45

### The Perfect Gentleman Has Returned!





# Book of the Chrysanthemum by Johnson Su-Sing Chow

The Chrysanthemum doesn't bloom until early autumn and is one of the last flowers to bloom before the frost sets in. It continues to bloom, even when other flowers begin to wither and fade. This Gentleman of Autumn is a symbol of fortitude, defying the chill of the changing seasons.

This book is an excellent resource for beginners, starting with the basic strokes necessary for painting chrysanthemum and building upon those strokes until you complete your own composition in spontaneous and fine line styles.

54 Pages, Chinese/English

M004: Book of the Chrysanthemum \$15



# White Chrysanthemum by Ling Chi Yeh

Ling Chi uses our new Gold Semi-Sized Colored Xuan for a beginner-friendly lesson on Chrysanthemum. By using a semi-sized paper, strokes will be less absorbent, giving beginners more time to react to each stroke and eliminating some of the "panic" that many face when first trying Chinese Brush Painting.

GLS035: White Chrysanthemum by Ling Chi Yeh \$6.95

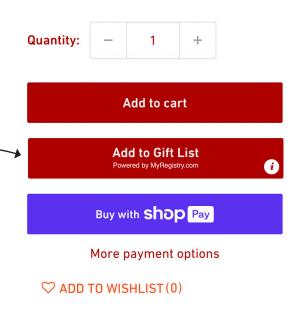
(free with orders \$50 or more)

# Gift Giving and Wish Lists

Giving and receiving presents can be a source of distress and anxiety. When we don't clearly communicate what we want, we end up with trinkets that end up in a junk drawer. Telling other people, "Don't get me anything," can be unhelpful *if* they intend to buy us something regardless.

I have found it helpful to realize that everyone shows love in different ways and some find great joy and satisfaction in buying a gift that they know their recipient will enjoy. Most of us will not actually go around telling people what we actually want, which is why I've found MyRegistry (myregistry.com) to be an extremely helpful tool!

You can create wish lists, linking to the exact page of the item you want, and you can mark items as "purchased" so that no one ends up with duplicate gifts(this feature is hidden from the owner of the wish list). This tool is now integrated into our website and you can add items to your wish list at the click of a button. (It will ask you to log in OR register with myregistry.com. This account is separate from your account with orientalartsupply.com.)



## **Paint Your Own Cards**

Personalized cards can be one of the most meaningful gifts you can give. The past couple of years I have painted on watercolor postcards and given them to friends and family as "thank you", "happy birthday," or even "just because" cards. They are received with such appreciation and they make the person feel so special that I created art with them in mind.

You can paint directly on these cards for a western watercolor paper feel or you can paste your own paintings on top of the card with glue.

If you have a stack of paintings lying around, paste them (or portions of them) onto these cards and brighten someone's day!

Dimensions: 10" x 7" (Folded, the cards measure 5" x 7")
No. of Cards and Envelopes: 10 Each

POC: Paint Your Own Cards - \$12.95



# **OAS Order Form**

NAME				
ADDRESS				
CITY		STATE	ZIP	
PHONE (	)	EMAIL		
HOW TO	PLACE	AN ORDER:	•	

When placing an order be sure to write in your name, address, phone number and email address on the order form. When you have finished writing your order, please total the items including shipping (and tax where applicable). This will help us to serve you more efficiently. Thank you!

### PAYMENT METHODS

OAS accepts checks, money orders, Visa, Mastercard, Discover & American Express. Please make checks and money orders payable to OAS and mail to: Óriental Art Supply

P.O. Box 6596 Huntington Beach, CA 92615-6596

To pay with a credit card, please call 1.800.969.4471, Monday through Friday, 9:00AM - 4:00PM, Pacific Standard Time.

### **MONEY BACK GUARANTEE**

If you are not satisfied with your order, you are entitled to a refund. Returns are accepted on approval within 30 days of purchase. We cannot accept returns on videos, DVDs, seals, signature or sale items. Shipping and handling fees are non-refundable.

For returns, package all materials securely and mail with prepaid postage to:

Oriental Art Supply 21522 Surveyor Circle Huntington Beach, CA 92646

### **NEW SIMPLE SHIPPING OPTION - OAS CHOICE**

In our continuing quest to simplify our online ordering process, we've created a new Default Shipping option for orders submitted via our website. This shipping method is called OAS Choice and shipping is computed according to order amount, according to the following table:

ORDER AMOUNT	SHIPPING COST
\$0 - \$99.99	\$9.95
\$100 - \$199.99	\$14.95
\$200+	FREE

When choosing OAS Choice, actual shipping will be done with a mixture of methods, but most often shipping will be done via USPS Priority Mail or UPS. Shipping time varies between 2-8 business days depending on method and proximity to OAS.

You can still choose your own shipping method if you wish (USPS or UPS). However, this OAS Choice shipping method is a way to reduce your shipping costs by giving OAS the choice to ship the package in the most economical way.

### SHIPPING OUTSIDE U.S. AND AIR

Priority and expedited shipping is available on request. All other shipping including priority, expedited, wholesale, shipping to locations outside the continental U.S. are billed at actual costs to

### **CALCULATING SHIPPING FOR CHECK PAYMENT**

If you prefer to pay by check, please use our website (www.orientalartsupply.com) to calculate your shipping or phone OAS at our toll free number to include enough funds.

### **GIFT WITH PURCHASE POLICY**

If you wish to receive our Gift with Purchase items, submit online the appropriate promo code or mention by phone or mail order to ensure we include it in your order. This helps us avoid duplicate releases or patrons who wish not to receive the offer. One gift lesson per order that qualifies.

If you forget to mention or enter the promo code, you may receive it in your next order by making the request in the fulfillment notes or paying the postage necessary to mail it to you.

Orders that include full sized sheets of paper will incure a \$15 box charge when shipped through the USPS. We recommend choosing OAS Choice or UPS shipping to avoid the charge.

## PRODUCTS FEATURED IN THIS NEWSLETTER:

For a more complete order form of core products, see the next page.

Inside this issue

Qty. Total NEW Pre-Mounted Papers and Semi-Sized Colored Papers page 3 PS423-10 Long Pre-Mounted Xuan Paper (10 Sheets) PS427-10 Long Pre-Mounted Mulberry Paper (10 Sheets) \$25.00 PS427SQ-10 Square Pre-Mounted Mulberry Paper (10 Sheets) \$10.00 P04-403A Semi-Sized Colored Xuan: Burnt Sienna (5 Sheets) \$15.00 P04-403B Semi-Sized Colored Xuan: Gold (5 Sheets) P04-403C Semi-Sized Colored Xuan: Jade Green (5 Sheets) \$15.00 Please Note: All orders including Pre-Mounted and/or Semi-Sized Colored Papers will be shipped by UPS Ground even if Priority Mail is selected. Assorted Roll and The Perfect Gentleman - Restocked page 4 Pre-Mounted & Semi-Sized Colored Xuan Assorted Roll \$45.00 Please Note: All orders including this Assorted Roll with new papers will be shipped by UPS Ground services even if Priority Mail is selected. The Perfect Gentleman Brush \$20.00

### GLS035 White Chrysanthemum Lesson (free w/ qualifying orders) \$6.95 \_\_\_\_\_\_

**Grand Total** 

Chrysanthemum, the Gentleman of Autumn page 5

Gift Gi	iving and Cards page 6 and 7		
POC	Paint Your Own Cards	\$12.95	

Book of the Chrysanthemum by Su-sing Chow \$15.00 \_\_\_\_ \_

POC	Paint Your Own Cards	\$12.95
PYOET01	Etegami Postcard Double Xuan (Lavendar)	\$15.00
PYOET02	Etegami Postcard Gasenshi (Sage Green)	\$9.00

### **Total Your Order**

Subtotal (from both pages)	\$ 
CA Residents add 7.75% Sales Tax	\$
Shipping	\$

OAS ships all regular orders through UPS Ground. Shipping

and handling is computed according to weight and location.



# Japanese Etegami Postcards

Dimensions: 5 % x 3 15 % "

No. of Postcards: 10 (No envelopes included. Postcards' opposing side follows Japanese address guidelines.)

PYOET01: Etegami Postcard Double Xuan (Lavender) - \$15 PYOET02: Etegami Postcard Gasenshi 3 (Sage Green) - \$9

OAS	Core	Pro	ducts
			4466

UA	S Core P	roc	lu	Cts
SETS SET02B	latura Calliana alan Cat	\$19.99	Qty.	Total
SET02B	Intro Calligraphy Set			
SETUA	Calligraphy Set (^) Ultimate Artist's Set (#)			
	Intro Brush Painting Set			
	Orchid & Bamboo Beg. Set (9			
BRUSHE		0, 430.00		
Brush Se				
PBSET01	Premium Brush Set	\$70.00		
HCPRE	PRE-Series Intro Brush Set	\$40.00		
Best Har	d Brushes			
H1C	Happy Dot (#)			
H2E	Orchid Bamboo S (%)			
H2C	Orchid Bamboo M			
H2D	Orchid Bamboo L (#)			
H3 H6F	Dragon Spring XL	\$75.00		
	nbination Brushes	750.00		
C2M	Mini OAS Flow	\$15.00		
C2C	OAS Flow (^ #)			
C2B	OAS Medium Flow			
C2D	OAS Large Flow (#)			
C2E	OAS Super Flow	\$40.00		
C8	OAS Phoenix	\$90.00		
Quality E	Best Detail	¢0.50		
H2A	Idea (@)	\$10.00		
H2B	Big Idea			
C2A	Flower Bird (@)			
Specialty	y Brushes			
H1B	Landscape			
H1J	Leaf Vein			
H2J	Mtn. Horse Fine			
H2H	Mtn. Horse Small			
H2G H2FL	Mtn. Horse Medium (#)			
F3	Mtn. Horse Large 1.5" Wash Brush			
F1	2.5" Wash Brush (#)			
F.5	3"Wash Brush			
F6	4.5" Wash Brush			
C4C	Biff 1 Brush			
C4E	Biff 2 Brush	\$25.00		
	For Pottery			
	Basic Soft	\$5.00		
H2	Basic Hard	\$3.50		
H1D	e Brushes Red Bean	\$7.50		
H1F	Red Feather Small			
H1G	Red Feather Large	\$11.00		
S1B	Fine Soft Small			
S1C	Fine Soft Medium	\$10.00		
RICE PAI	PER - RAW			
	huen (formerly Best Shu			
P10 P10P	10 Sheets, 27" x 54"			
PTOP	100 Sheets, 27" x 54"	\$224.00		
Premium P27	n Double "Jade Plate" Sh 10 Sheets 27" x 54"			
P27 P27P				
		\$300.00		
	<b>Double Shuen</b> 24 Sheets 13.75" x18"	\$28.00		
_	<b>Double Shuen</b> 24 Sheets 13.75" x18"	\$24.00		
Practice		. 12 75"	0// (0/)	
P03B	Practice Shuen 48 Sheets	\$ 13.75" x \$9.50		
P03BL	Practice Shuen 48 Sheets			
<del>-</del>				

Ma Pape	PER - WET-ON-WET r		Otv.	Total
P06	10 Sheets 30" x 56"	\$35.00	——	
P06P	100 Sheets 30" x 56"	280.00		
Pi Paper P11	Thin 10 Sheets 30" x 54"	\$45.00	out of	etock
P11X	Thin 10 Sheets 30 x 54 Thin 10 Sheets 26" x 37"	\$45.00		
Sized Sh		324.00		
P18H	Glass 5 Sheets, 27"x54"	\$15.00		
P14B	Shimmer 5 Sheets, 27"x54"	\$25.00		
P14C	Cicada 5 Shts, 521/2" x 25-3/4	"\$35.00		
Colored I	Patterned/Textured Pape	er		
	lls 26" x 52"			
P16	White Gold Fleck	\$15.00		
	actice & Calligraphy Pape			
P03A P03	Practice Roll 12" x 600" Practice Roll 18" x 600"			
P03C	Calligraphy Grid 100 Sheets			
P03M	Moon Palace Paper	\$12.00		
Mountin	•			
PAM	Mounting Sampler	\$20.00		
P15P		175.00		
P15-24P	•			
P15	Chinese Mounting 38"x8'			
P15-24 P7	Chinese Mounting 24"x 8' Western, 5 Shts 26"x40"	\$12.00		
D C.		*		
Paper Sa LP001	mpiers Paper Fundamentals	\$25.00		
		723.00		
Card Mal	king Accessories	¢12.05		
PUC	Paint Your Own Cards	\$12.95		
CHINESE	CHIP COLORS			
CC01	Yellow (@ #)			
CC02 CC03	Burnt Sienna (@)	\$5.00		
CC04	Indigo (@ #) Red (@ #)	\$5.00		
CC05	Vermilion (@ #)			
CC06	Crimson	\$5.00		
CC07	Sky Blue			
CC08 CC09	Dark Red Lemon Yellow			
CC10	Rouge			
WATERC	OLORS & SETS			
CS01	Marie's Watercolor Set			
CS02	8-Piece Ideal Companion Set			
CS03	12-Piece Ideal Companion			
CS04	Japanese Watercolors	\$43.99		
W2	Martin's Bleed Proof White 1oz.			
W6 WCSK050	DaVinci White (37ml) Sakura White (30ml)			
Wesitoso	Sakara Winte (Sonn)	Ų 1 1.JJ		
INK				
I02RJ	Suzuri Stone			
102	Ink Stone (^ %)			
104 108	Best Bottle Ink (#) Shanghai Premium Ink Stick			
100	Yellow Mt. Pine Smoke Ink Stick (^)			
I19A	Wu Chu Student Ink 80cc			
l19	Wu Chu Ink 300cc			
114	500K Oil Ink Stick (%)			
PORCEL	A INI			
CW30	Large Dish Set (#)	\$32.00		
CW30A	Large Dish			
CW45	Sm. Flower Plate			
CW60	Lg. Flower Plate (#)			
CW50	Lg. Water Bowl (#)			
ACCESSO	ORIES			
BR08A	Bamboo Brush Roll with	ć0.05		
DD10	single layer pockets			
BR10 BRP-D	Brush Hanger Brush Rest	\$15.00		
M1A	OAS Mounting Paste			
M2	Mounting Applicator			
M3	Mounting Presser	\$8.95		
FELT	Felt, 24" x 36" grey or white (#			
PB	Plastic Waterbowl			
BP2	Plastic Flower Plate (1/2) (%			
ACBC04	Bamboo Brush Cup	\$5.00		

# ALL OFFERS EXPIRE December 31st, 2023 INSTRUCTIONAL DVDS

# "Chinese Brush Painting with Ning Yeh" Imv Award Winning Best Instructional Series

	C <i>ninese Brush Painting</i> y Award Winning Best li		
£111111	y Awara willing best ii	_	/. Total
DV01	Introduction (30 min.)	\$25.00	
	Orchid (60 min.)		
DV04-06	Bamboo (90 min.)	\$40.00	
	Panda (30 min.)		
	Camellia (90 min.)		
	Amaryllis (60 min.)		
	Peony (90 min.)		
	Horse (60 min.) Landscape Demo (30 min.)	\$30.00	
	Signature, Seal &	7323.00	
	Mounting (60 min.)	\$15.00	
DV21	Entire Series 10 DVD Set	\$200.00	
"C	hinese Flower Painting 1	- Flower Se	ries"
	2 Introduction (#) (60 min.)	\$36.00	
	2 Iris (60 min.)		
	4 Poppy (60 min.)		
	5 Lotus (60 min.)		
	Begonia (60 min.)		
	O Chrysanthemum (60 min.) Night-Blooming (60 min.)		
	4 Peony (60 min.)		
	6 Hydrangea (60 min.)		
	3 Cattleya (60 min.)		
	Magnolia (60 min.)		
	2 Hibiscus (60 min.)		
DV223-224	4 Lilac (60 min.)		
	6 Gladiolus (60 min.)	\$36.00	
DV227-228	3 Cymb. Orchid (60 min.)	\$36.00	
	Entire Series 15 DVD Set S		
	ese Flower Painting 2 - Fl		
DV301	Pansy (60 min.)		
DV302	Tulip (60 min.)	\$36.00	
DV303	Morning Glory (60 min.)		
DV304	Fuchsia (60 min.)		
DV305 DV306	Calla Lily (60 min.) Rose (60 min.)		
DV300 DV307-08	Plum 1 & 2 (120 min.)		
DV307 00	Orchid (60 min.)		
DV310	Bamboo (60 min.)		
DV311-12	Chrysanthemum (90 min.)		
DV313	Cyclamen (60 min.)		
DV314	Dutch Iris (60 min.)	\$36.00	
DV315	Hollyhock (60 min.)		
DV316	Wisteria (60 min.)	\$36.00	
DV317	Sunflower (60 min.)	\$36.00	
DV318-19	Water Lily (120 min.)	\$50.00	
DV501	Additional D\ Goldfish	\$36.00	
DV501	Panda (Animal Series)		
DV505	Swallow		
DV507	Crane		
DV508	Dragonfly		
DV514	Koi		
DV601	Orchid & Bamboo (%)		
DV602	Chrysanthemum & Plum		
DV608	Season's Greetings		
DV614	Marbling		
	TEP-BY-STEP INSTRUCT		
	nstructional Guide (#)		
	of Chinese Painting		
	08 Flowers Set (Books 1-4) Flowers Book 1 by Yeh		
	Flowers Book 1 by Yeh		
	Flowers Book 3 by Yeh		
	Flowers Book 4 by Yeh		
	dscape Lessons by Yeh		
	ers and Birds: Perspective		
	Flowers by Yang		
	wing Lotus	\$30.00	
	-nan 1: Flower Vegetable		
RK13 Ling	-nan 2: Insects/Fish/Birds	\$30.00	

BK13 Ling-nan 2: Insects/Fish/Birds \$30.00

BK17 Drawing Mountains and Water \$30.00 BK18 Landscape in Four Seasons \$30.00

\$30.00

\$18.00

\$30.00

\$30.00

BK16 Drawing Trees

BK19 Paintings of Animals

BK21 Painting Cat & Tiger

BK20 Goldfish and Golden Carp