

craft contacts

CABC

Crafts Association of British Columbia
1386 Cartwright Street
Granville Island
Vancouver, BC V6H3R8 (604) 687-6511

March/April 1993

ISSN 0319-8873

AGM NOTIFICATION

The Crafts Association of British Columbia will be holding it's Annual General Meeting on Wednesday, June 23, 1993 from 7-9pm. The location for the meeting will be CABC, 1386 Cartwright Street, Granville Island, B.C. We invite all members to join us!

The Craft Business

Your Best Bet for Market Research

Reprinted with permission from the Crafts Report

Has this happened to you? You're exhibiting at a crafts show and whenever there's a lull in the action, you wander over to a neighbouring booth to visit. During your chat, you ask how sales have been, what items are selling the most, etc.

You share some impressions, throw around some numbers, and then return to your booth, satisfied that you're getting a handle on the sales scene at the show and in the general market.

But did you learn anything, really? In small businesses, where one or a few individuals are responsible for a multitude of different jobs, market research is often overlooked or not taken very seriously. Often craftspeople, trying to achieve several goals with

one activity, use selling time as a market research opportunity. While this is generally a good idea, a little planning and forethought will help you use this time more effectively to improve wholesale and retail sales.

A carefully thought-out sales and marketing schedule, which includes strategically placed sales opportunities at various times of the year and clear market research objectives, will give you instant consumer feedback. Information gathered in these settings can help you refine products that you currently make, design new ones, and develop your sales strategies. You will also benefit from the improved customer relations that occur when customers know you care about their opinions and need.

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Crafts Association of British Columbia

1386 Cartwright Street
Granville Island
Vancouver, B.C.
V6H 3R8
(604) 687-6511

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CRAFT CONTACTS

Editor: Erinne Pantages

Volunteer Mailing: Betty Wray

Deadline for May Issue:

April 20, 1993

Advertisements must be camera ready. Costs are as follows:

1/8 page \$30

1/4 page \$40

1/2 page \$60

Whole page \$160.

Classified ads \$10, maximum of 30 words.

Welcome to New Members

WELCOME TO NEW AND RENEWING MEMBERS

Cornell Bartlett, Liese Chapman, Ron David, Lucy de Vries, Michelle Weeks & Bruce Devereux, Pat Elliot, Dorothy Field, Tracy Finnsoson, Peter Flanagan, Karen Fraetel, Kerry Freedman, Elaine Futterman, Suzanne Gaston-Voute, Penny Gouldstone, Ellen Hamilton, Lutz Hauschild, Barb Head, Barbara Heller, Bonny Houston, Gail Hunt, Rod Hursley, Jacque Hutchings, Susan Lepoidevin, Barbara Myakyzic, Joanne Peacock, Jon Symons, Christina Pechloff, Katharine Redenbach, Donna Robertson, Waine Ryzak, Kinichi Shigeno, Naoko Takenouchi, Eva-Marie Voelkner, Armiti Melnyk, Magna Madley, Esquimalt Arts & Crafts Society, James Pottery, Sunshine Coast Wick Wizardry, The Stone House, Thompson Valley Potters, & Wildrice.

CALL FOR ENTRIES

HARRISON FESTIVAL

of the ARTS



invites you to join in the festivities of our
ART MARKET '93

located in the centre of beautiful Harrison Hot Springs
JULY 3 & 4 and JULY 10 & 11

Deadline For Entry Is
APRIL 23, 1993

TO RECEIVE YOUR APPLICATION WRITE:

HARRISON FESTIVAL OF THE ARTS

BOX 399,

HARRISON HOT SPRINGS, B.C.

V0M 1K0

OR

PHONE (604) 796-3664 FAX (604) 796-3694

THE MOST COLOURFUL BEATS UNDER THE SUN!



A Note From the Executive Director

As usual the CABC office has been a busy place this past month. Our efforts of late have been primarily focused on Made By Hand, the Lloyd Herman Tour of the province, the new Craftsperson's Resource guide, and fundraising.

Thank you to all of you who submitted entries into Made By Hand: The Pleasures of Making, and congratulations to those accepted into the exhibition. Given the quality and number of submissions, it was not an easy job for jurors Brian Baxter, Lloyd Herman and Doris Shadbolt. The dates of the exhibition have been moved up to May 28 through July 18 at the Canadian Craft Museum. The opening reception will be Friday, June 4, 1993 to coincide with the opening of "Jugs: Pitchers, Dippers and Metaphors", and exhibition organized by the Potter's Guild of B.C. for the Galleria of the Canadian Craft Museum.

The response to the Lloyd Herman tour of the province has been tremendous so far. Lloyd has been to Kamloops and Penticton and will go to Castlegar, Prince George and Courtenay in May. Lou Lynn, CABC board member and coordinator of Regional Development will provide a full report on the tour when it concludes in late May.

I am pleased to announce that finally, the 1993 "Craftsperson's Resource Guide to B.C." will be available by the time this newsletter is in your hands. Please contact the CABC office to reserve your copy if you have not done so already. A big thank you to Erinne Pantages for her hard work on this very important project.

On March 11 the 1992 Majestic Settings raffle was concluded with a reception and presentation of the commissioned prize to winner Nancy Buan. Watch for an article on Majestic Settings in the May issue of Western Living magazine. We are already in the planning stages for Majestic Settings II, so look for the call for submissions in the coming months. We are also looking for volunteers to work on the Majestic Settings committee, so please contact me if you are interested.

Other Notes

You will note elsewhere in this issue that the deadline for the 1993 Grace Cameron Rogers Scholarship is May 31, 1993. The scholarship is awarded annually to craftspeople who wish to pursue another level of education either to upgrade technical or design skills, or to seek a stimulus for greater creativity and inspiration. We encourage all eligible craftspeople to apply.

The winner of this year's Grace Cameron Rogers Scholarship will be selected by jurors Gail Rogers, Jean Kuwabara and Don Hutchinson.

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You will also note under the "Notices" section of this issue that we are looking for a part-time administrative assistant for 8-10 hours a week in the CABC offices. This position has become open because Erinne Pantages, our hard working Newsletter Editor/Administrative Assistant, is graduating from Emily Carr College of Art and Design, and is going off to do other new and exciting things. She will continue to do the newsletter, but will be unable to continue with the administrative duties. I encourage all qualified applicants to send in their resume!

Susan Jackson
Executive Director



LLOYD HERMAN TOUR CONTINUES...

Mr. Herman's evening lecture, "Art That Works: Functional Crafts & Their Sources of Style," will offer the public valuable information and an international perspective on contemporary craft. In each location, this lecture will be followed by an all-day workshop for craftspeople, including group discussion of artistic goals and broader marketplace opportunities that foster more adventurous work. Craftspeople will be able to have individual critique sessions in which they can show Mr. Herman examples of their work to the purpose of focused discussion. The remaining tour dates are as follows:

PRINCE GEORGE:

Prince George Art Gallery
May 4 @ 7:30 - Evening Slide Lecture
May 5 - Critique session, \$25/non-members, \$20/members
Information/registration: Prince George Art Gallery 563-6447

CASTLEGAR:

West Kootenay National Exhibition Centre
May 6 @ 7:30 - Evening Slide Lecture
May 8 - Critique session, \$25/non-members, \$20/members
Information/registration: Angelika Werth 357-2239 or Lou Lynn 355-2555.

COURTENAY:

North Island College Lecture Theatre, Cormox Hall
May 14 @ 7:30 - Evening Slide Lecture
May 15 - Critique session, \$25/non-members, \$20/members
Information/registration: Allan Burgess 339-6776 or 334-5056.
For further information contact the CABC office at 687-6511

UPDATE THAT PORTFOLIO

The CABC is encouraging all members to update their portfolio in the Portfolio Registry by July 1, 1993. We have been contacted by a major U.S. buyer who will be visiting us in early August to select work through the registry. For more information contact Leslie Wray at the CABC office at 687-6511.

Portfolio Registry Policy

The Resource Centre of the Crafts Association of British Columbia houses the Portfolio Registry, a file of current work of B.C. craftspeople. The intent of the Registry is to recognize and publicize craftspeople to a wide variety of user groups: architects, designers, retail store owners, museum and magazine staff, researchers, teachers and students. All professional craftspeople who are members of CABC are eligible to submit their work. A 10% fee is payable to CABC on the first order or if a work is commissioned through the Portfolio Registry. This fee goes towards maintenance and administration of the Portfolio Registry.

Material may be submitted to the Portfolio Registry at any time. Only complete, up-to-date portfolios will be kept on file and to remain in the active file, portfolios must be updated each year with a few new slides.

The minimum requirements for submission are:

- Membership in CABC.
- 15-20 slides or photographs showing a minimum of 6 recent objects presented in a plastic slide sheet. Photographs must be mounted on heavy paper and protected with a plastic sheet. They must be described on a slide identification form.
- Resume or biographical information form listing craft education, awards, exhibitions, commissions.
- Published or printed material including personal promotional material such as business cards.

Filing folders for the portfolios will be made available by the CABC. Oversize materials (i.e. larger than 8 1/2 by 11) will not be accepted for the Portfolio Registry. Please do not send binders as they do not fit in the file. The standard forms are available upon request from the offices of the CABC.

MAJESTIC SETTINGS

The First Annual
"Designed For You"
Fundraising Raffle

UPDATE

On March 11, 1993 in Craffthouse, "Majestic Settings" 1992 came to a close with the presentation of the completed commissions to winner Nancy Buan.

"Majestic Settings", the First Annual Designed For You Fundraising Raffle began as an idea from past board member Beverley Gardner and flourished under the direction of the CABC Fundraising committee.

There was a vast amount of planning involved, as in any brand new project, and the final result has left Nancy Buan with a new setting for her dining room table and a renewed enchantment with the craftworld. Jurgen Gothe, Bruce Forster and Ron kong juried the competition in which craftspeople Rita Rowbotham (Porcelain), Elizabeth Bell (Table Textiles), and Jeff Burnette (Glass) were chosen to complete a commission for the winner of Majestic Settings.

"It was a very exciting process and it was a real 'treat' to see my ideas come to full fruition. The craftspeople, Rita, Elizabeth and Jeff, were wonderful to work with! I think Majestic Settings is a wonderful example of what craft is all about - combining the artistry and skill of the craftspeople to create beautiful, functional objects."

- Nancy Buan, winner, Majestic Settings '92

Majestic Settings has taken many forms in its growth over the past few months and we are very proud of the results. It has proven successful in uniting the craft lover with the craftspeople culminating with a glorious sense of CABC's role within the crafts community.

"Majestic Settings '93" is already in the planning stages and by the results from this year we look forward to another exciting event!

For more information call the CABC office at 687-6511.



CABC VIDEO LENDING LIBRARY

The Crafts Association of British Columbia is offering a selection of craft-related videos for rent through its Resource Centre. These videos are intended as a resource for artists/craftspeople, teachers, curators, architects, designers, and others interested in the field. The following titles are currently available:

- * Sam Maloof: Woodworking Profile
- * The Complete Metalsmith with Tim McCreight
- * Dale Chihuly: Glass Master
- * Special People: Beatrice Wood (Clay)
- * The Art of Carole Sabiston (Fibre)
- * Arts Edge Series: To See The Object.

Loan period is for one week, not including mailing time. Videos are available for use only in B.C. and may not be rented for continuous viewing, shown for profit, or copied. Rental Fees: \$10 to CABC members, \$15 to non-members and free to CABC Regional Representatives. Contact the CABC office at 687-6511 to reserve.

Nancy Buan, winner of "Majestic Settings", with her prize presented at the "Majestic Settings" reception held in Craffthouse.

RETAIL OUTLETS

CLOTHWORKS

Required for consignment: hand-crafted fashionwear. Call, write or drop in. Clothworks, 1717 West 4th Avenue, Vancouver, B.C. V6J 2M3 739-0276.

THE JUNIPER BERRY

Since 1987 featuring the work of 70 - 100 B.C. artisans as well as pottery from our own studio. New artists & craftspeople always welcome. Call Tenley 847-9871 or write: The Juniper Berry, Box 572, Smithers, B.C. V0J 2N0.

PROPOSED WOOD GALLERY

Call for Submissions for proposed wood gallery. Send photos/slides, price list. Diverse and interesting work sought. Contact: Wesley Bevan, Box 39183, 3695 W. 10th Avenue, Vancouver, B.C.

CANADIAN MUSEUM OF CIVILIZATION SHOP

Seeking innovative, though primarily utilitarian work, from both established and younger craftspeople, is preferred. Of course the quality must be excellent. The immediate need is for work in metal, wood, basketry or other textiles. The retail price range should be \$10 to \$400. Supply your name, address, phone number, a brief biography, preferably slides of your work, together with a list of where they are currently represented to Penny Trottier, Manager Commercial Programmes, Canadian Museum of Civilization, PO Box 3100, Stn. B, Hull, J8X 4H2.

Grace Cameron Rogers Scholarship

The Grace Cameron Rogers Scholarship Fund was founded by the Board of Directors of the CABC in 1988 to commemorate the mother of Gail Rogers, Executive Director of the CABC from 1974-1991. Throughout her life, Grace was a committed supporter of the arts and crafts and of gardens. She was for many years a member of the Vancouver Art Gallery Volunteers and her support for the Van Dusen and the University of British Columbia Botanical Gardens was much appreciated. No job was too insignificant for her to undertake; wherever help was needed - she was there. It was not an uncommon sight to see her cheerfully folding and addressing the CABC newsletter in order to meet the mailing deadlines. Not only did Grace give willingly of her time, her support for craftspeople through commissions and her donations to the Crafts Association were not infrequent. Her last gift, made one week before she died was a generous one to the Cameron Rogers Scholarship Fund, which resulted in renaming the award the Grace Cameron Rogers Scholarship.

This scholarship is awarded annually to a practising and/or emerging craftsperson to attend a recognized school or course designed to upgrade craft skills. This year, the award is approx. \$1,500. Applicants should submit a resume of their educational and/or professional background, up to five slides of current work, a description of the selected courses they would like to take, costs, etc. Not necessarily limited to one person. Deadline: **May 31, 1993**. Contact: Crafts Association of B.C., 1386 Cartwright Street, Granville Island, B.C. V6H 3R8, or Tel: 687-6511.

DEADLINE MAY 31, 1993

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NOTICES

CABC ADMINISTRATIVE ASSISTANT

The CABC is now accepting applications for the position of Administrative Assistant. This is a permanent part-time position for 8 to 10 hours per week. Duties include membership processing, Resource Centre maintenance and clerical. Must have Wordperfect 5.1, and familiarity with database software. Please send resume to: Susan Jackson, Crafts Association of British Columbia, 1386 Cartwright Street, Vancouver, B.C. V6H 3R8. **Deadline for application is April 30, 1993.**

ALBERTA COLLEGE OF ART, VISITING ARTIST - CERAMICS

The Ceramics Dept. invites applications for a Visiting Artist to complement instructional resources for the 1993/94 academic term. This position offers a minimum paid contract load of 12 hours per week for the fall and winter semesters. Access to equipment, facilities and personal studio within the context of the open ceramics studio is available.

QUALIFICATIONS & APPLICATION: M.F.A preferred, or equivalent experience. Additionally, a combination of active studio involvement and teaching ability is required. Specific knowledge or ceramics technology and moldmaking would be an asset. Application should include c.v., personal artist statement, 20 slides of current studio work and names of three references. Please forward application documents to the Selection Committee, Alberta College of Art - Human Resources, 1407 - 14th Avenue, NW, Calgary, AB T2N 4R3 by **Friday, April 16, 1993.**

OAK, CHERRY AND WALNUT WOOD AVAILABLE

These trees have to be felled by the latter end of March. If any craftsperson feels the wood may be of use, please call Jane Dixon-Warren, 467-9070 or write 22066 - 14th Avenue, Maple Ridge, V2X 4J2. Cost; just removal of what you might like and maybe a very small something for me for sentimental reasons so I can remember my trees. This is not a condition.

EDUCATION

ANDERSON RANCH ARTS CENTER

1993 Workshops include: Painting & Drawing, Ceramics, Sculpture, Woodworking & Furniture Design, Photography, Artists' Studies & Children's Workshops. Studio Residences available, deadline May 1, 1993. For further information contact: Anderson Ranch Arts Center, 5263 Owl Creek Road, PO Box 5598, Snowmass Village, Colorado 81615 (303) 923-3181.

THE NEW YORK EXPERIMENTAL GLASS WORKSHOP

Offering various workshops in experimental glass techniques. Work Study positions available. For further information call (718) 625-3685 or write: 647 Fulton Street, Brooklyn, NY 11217-1112.

OLDS COLLEGE FIBRE WEEK

July 5 - 9, 1993
The very thought of completely immersing oneself in a week of quilting, sewing, weaving or a whole host of other crafts would put a definite gleam in any craft lovers eye! With courses ranging from quilting to weaving there is something for everyone from the occasional dabbler to the serious artisan. For further information contact: Olds College Extension Dept., Olds, AB T0M 1P0 (403) 556-8281.

METCHOSIN INTERNATIONAL SUMMER SCHOOL OF THE ARTS

June 20 - July 3, 1993
Watercolour Painting, Painting - Landscape & The Language of Abstraction, Brush Usage, Silk Dying/ Stencil Cutting, Raku & Kiln Building, Tapestry, Ceramics Glaze & Colour Development, Life Drawing, Japanese Woodblock Printmaking, Bookbinding for Artists, Papermaking Using Plant Fibers, Fireclay - Design Easy, Clamshell Boxes, Woodcarving - Vision & Technique. For dates and further information: MISSA Pearson college, RR#1, Victoria, B.C. V9B 5T7 (604) 478-5591.

EXHIBITIONS

ON THE SURFACE

April 1 to 30, 1993
Sandy Arthur, Barbara Cohen, Diana Coop, Susan Gransby, Blue Sky Architecture, Linda Varro, Shirley Wiebe, Cindy Schreyer, Karen Firus, Assia Linkovsky, Papier Magique, Arnt Arntzen present a Furniture Show at the Dr. Vigan Gallery, 1407 Commercial Drive, Vancouver, B.C.

THE ART OF PAPERMAKING

April 1 to 30, 1993
K. Joan Marr, Amelia Douglas Gallery, 4th Flr - North Wing, 700 Royal Avenue, New Westminster, B.C.

CRITICAL IMAGES * CONTEMPORARY TEXTILES

March 19 to May 2, 1993
Are they textile arts such as embroidery, weaving, and quilting about passing time and making pretty, functional things? This exhibition features three contemporary Canadian artists Jeannie Kamins, Leslie Sampson and Ruth Scheuing, reveal how this medium is used to make socially critical and conceptually thoughtful statements about contemporary society. Surrey Art Gallery, 13750 - 88th Avenue, Surrey, B.C. V3W 3L1 (604) 596-7461.

OUT OF THE WOODS III

April 1 to May 4, 1993
Turned wood by Jason Marlow. Circle Craft Gallery, #1 - 1666 Johnston Street, Granville Island, B.C.

PETER FLANAGAN

May 6 to June 2, 1993
New works in Porcelain by Peter Flanagan. Circle Craft Gallery, #1 - 1666 Johnston Street, Granville Island, B.C.

SYMPOsia / LECTURE & WORKSHOP

ARTISTS' RIGHTS

April 3, 1:30 to 3:30
The Surrey Art Gallery is offering this workshop for visual artists led by Alice Rich. Focusing on dealing with galleries. \$15 Call Diane Thorpe 596-2479.

CHIEFLY ROBES: THE STORY OF THE REVIVAL OF RAVENSTAIL WEAVING IN THE NORTH

Thursday, April 8 @ 7:30 pm
Cheryl Samuel, noted expert in the design, spinning and weaving techniques involved in the production of tradition Chilkat blankets and in the Ravenstail tradition, will give a slide lecture in the H.R. Macmillan Planetarium Auditorium. Admission free to members of the Greater Vancouver Weavers' and Spinners' Guild and guests. \$5 to the general public.

CERAMICS WORKSHOP

Tuesday April 20, 9:00 - 4:00
Mary Lewis Garcia, professor of fine arts at the University of New Mexico, and daughter of renowned ceramic artist Lucy Lewis, leads an all-day workshop on South West ceramics. Mary Lewis Garcia comes to Vancouver under the sponsorship of the United States Consulate. Workshop attendance is limited to 12 people. Call Carol Mayer, MOA's Curator of Ceramics, at 822-5087 for information. Fee for full-day workshop, which includes lunch, is \$55.

WORLD TURNING CONFERENCE

April 22 to 24, 1993
A three day conference at the Hagley Museum and Library, Wilmington, Delaware USA. The goal of the conference is to enhance scholarship, understanding and continuing dialogue about historical and contemporary latheartists, use of the lathe and lathe-turned objects. This conference provides the forum for artists, historians, scholars and curators to join each other in learning the unique perspective each has on the turning field and turning objects. For additional conference info: World Turning Centre, PO Box 25706 Philadelphia PA 19144 USA (215) 844-2188

Crafts Calendar

March/April

CALL FOR ENTRY

EXHIBITIONS

KOOTENAY CRAFTS 1993: A JURIED EXHIBITION OF CONTEMPORARY CRAFT

Entry Deadline: April 27, 1993

1993 has been declared the "Year of Craft in the Americas." To celebrate, the West Kootenay National Exhibition Centre and the Grand Forks Art Gallery invite all artists and craftspeople to participate in a juried exhibition of contemporary craft. All artists/craftspeople residing in the West Kootenay or Boundary region are eligible to enter. All work in clay, metal, wood, glass and fibre is eligible. For further entry information call: (604) 365-3337 or write: West Kootenay N.E.C., RR#1, S.2, C.10, Castlegar, B.C. V1N 3H7.

BEST OF THE NORTHWEST

November 19, 29, 21, 1993

Seattle Center Exhibition Hall

Seeking craft applications from Northwest artists, including B.C. 204 Booths. Booth fees \$300 -\$400. Jury by 5 slides. \$5 jury fee.

Application deadline **May 1, 1993**. Send SASE for application to Best of Northwest, PO Box 9937, Seattle, WA 98109 (206) 781-1903

SOUTHERN ALBERTA WOODWORKERS SOCIETY'S 1993 EXHIBITION

Entry Deadline: July 15, 1993

In celebration of the 10th year of the Southern Alberta Woodworkers Society's annual exhibition and in recognition of the "Year of Craft in the Americas", SAWS is sponsoring a national juried exhibition of original works in wood.

The society invites all Canadians working in wood as a medium to submit work to this show which aims for diversity in approach and strong representation from all regions of the country. Colour slides of the work are required by July 15, 1993. Entry forms are available by writing to: SAWS, PO Box 6753, Stn "D", Calgary, AB, T2P 2E6. Henry Schlosser (403) 255-7372 or Doug Haslam (403) 270-1824.

THE MUSEUM FOR TEXTILES

Accepting proposals from curators and craftspeople for future shows. Include resume, artist's statement and/or proposal, and SASE to: Contemporary Gallery Exhibition Committee, The Museum of Textiles, 55 Centre Ave., Toronto, ON M5G 2H5, ph. (416) 599-5515.

OUT OF HAND CRAFT FAIR

May 22 to 24, 1993

Presenting a Spring Craft Fair at the Victoria Conference Centre. For application or information, please contact Ramona Froehle-Schacht at (604) 592-4969, or write to Box 35028, Hillside Postal Outlet, Victoria, B.C. V8T 5G2.

CIRCLE CRAFT SUMMER MARKET

July 1 to 4, 1993

Sutcliffe Park, Granville Island. Booth cost: \$395.00. Corner both additional \$100. Plus GST. JURIED. For applications write to #101 - 1765 West 8th Avenue, Vancouver, B.C. V6J 5C6 (604) 737-9050.

Deadline is April.

HARRISON FESTIVAL OF THE ARTS ART MARKET '93

July 3 to 11, 1993

The festival is now accepting applications for jurying from craftspeople and artisans. All items must be handcrafted by the artist. No booth fee, 15% commission will be charged on all sales. For further information write to: Art Market '93, Harrison Festival of the Arts, Box 399, Harrison Hot Springs, B.C. V0M 1K0 (604) 796-3664.

ORIGINAL TRADITIONS

August 20, 21 & 22, 1993

Annual juried contemporary fine craft exhibition & sale will be held on the grounds of the proposed Pacific Rim Artisan Village in Chemainus, Vancouver Island, B.C. For further information and application form contact: Original Traditions, Box 858, Chemainus, B.C. V0R 1K0, or call Ray Sapergia at (604) 246-9852. **Application Deadline is March 31, 1993.**

CALL FOR ENTRY

JUGS, PITCHERS, DIPPERS AND METAPHORS

May 28 to July 18, 1993

The Potters' Guild of B.C. is organizing a juried exhibition at the Canadian Craft Museum which will focus on jugs. It will run concurrently with the Crafts Association of B.C.'s juried **Made by hand** exhibition, "**The Pleasures of Making**", from May 28th to July 18th, 1993. For an application procedures call the Potters' Guild of B.C. at 683-9623.

DESIGNER TREASURY SERIES

June 14 to 25, 1993

Juried Interior Design/Fine Art Event. Featuring unique furniture, sculpture, and fibre art displayed in a gallery format at the Hong Kong Bank Atrium in Vancouver. For further information call Debrah at 732-7466.

IN CELEBRATION OF THE STITCH 1993

August 9 to 20, 1993

The Vancouver Guild of Fabric Arts, invites you to participate in our exhibition to commemorate The Year of American Craft 1993. This will be a juried exhibition of original Fabric/Fiber Art open to all residents of British Columbia. The exhibition will include all fabric and fiber techniques. Emphasis should be placed on the use of the stitch (hand or machine), either as an integral part of the work or as an embellishment. Accepted work will be exhibited in the Hongkong Bank Atrium, 855 West Georgia Street, Vancouver, from August 9-20, 1993 during the time the travelling show "Celebrating the Stitch" will be shown in the Canadian Craft Museum. Submission slides due **May 15, 1993**. Send a Self Addressed Stamped Envelope for complete details and entry form to: Vancouver Guild of Fabric Arts, c/o QED Communications, 201 - 1122 Mainland Street, Vancouver, B.C. V6B 2T9

COMPETITIONS

FLETCHER CHALLENGE CERAMICS AWARD

Deadline for entry: May 1, 1993

Submissions invited for 1993. No category or theme; the only criterion is excellence as determined by an international judge. One entry per artist. Awards: premier award \$10,000 NZ; up to 5 merit awards of \$1,000 NZ. Info/Entry forms: The Organizer, Fletcher Challenge Award, PO Box 13 - 195, Onehunga, Auckland, New Zealand.

CREATIVE CLOCK COMPETITION

Deadline For Entry: May 15, 1993

Open to Clay, Glass, Metal and wood artists living in Canada. Gallery show and sale July 25 to 31, 1993. Selected entries displayed and juried at the Canadian National Exhibition, August 18 to September 6, 1993. Cash and ribbon awards. For more information and entry form contact: Krista Gallery, 132 Railside Road, Unit 1, Don Mills, Ontario, M3A 1A3 (416) 444-7573.

CRAFT FAIRS

For Craft Fairs yearly please consult the Craftsperson's Resource Guide to B.C. Available through the CABC, 1386 Cartwright Street, Granville Island, B.C. 687-6511. \$7.49 members/ \$8.56 non-members

ARTS & CRAFTS SHOWS 1993

Come and join us in Arts & Crafts shows throughout the year. For a schedule and further information contact Brian or Tom 623-2175.

CREATIVE CRAFT FAIRS

November 11 to 14, 1993

16th Annual Juried Christmas Art & Craft Fair to be held at G.R. Pearkes Rec. Centre, Victoria, B.C.

December 2 to 5, 1993

Tradex Centre, Abbotsford Airport, B.C.

For the above shows contact: Terri Heit at 977

Kentwood Tc., Victoria, B.C. V8Y 1A5 (604) 658-2901

CAMEO'S 14TH CHRISTMAS CRAFT SALE

November 17 to 21, 1993

Booth cost is \$800.00. Juried. Held at the Edmonton Convention Centre. For further information: 7418 - 182 Street, Edmonton, AB T5T 2G7 (403) 481-6268.

ART MARKET

November 18 to 21, 1993

7th Annual Art and Craft Sale. 180 booths, juried, quality event. Located at the Calgary Convention Centre. Art Market productions, Marlene Loney, PO Box 385, Banff, AB T0L 0C0 (403) 762-2345.

CIRCLE CRAFT CHRISTMAS MARKET

November 3 to 7, 1993

Seeking talented artisans to participate in this long-standing Vancouver tradition. Booth costs range from \$1,075 to \$2,150. For entry form details: #101 - 1765 West 8th Avenue, Vancouver, B.C. V6J 5C6

HALIBURTON SCHOOL OF FINE ARTS

Summer Courses

Ceramics, Jewellery, Wood, Glass, Fibre, Mixed Media Sculpture, Painting, Printmaking. Offering several workshops in all areas of craft. For further information: Haliburton School of Fine Arts, Box 839, Haliburton, ON K0M 1S0 (705) 456-1680.

SUMMER SCHOOL IN THE VISUAL ARTS AT

RED DEER COLLEGE

July 5 - August 15, 1993
Glassblowing, Wheelthrowing, Design for the Craftsperson, Drawing, Painting, Printmaking, Papermaking, Paper Marbling, Carving & Painting Shorebirds, Figure Sculpture, Cartooning, Bronze Casting, Willow furniture, Jewellery making, Bookbinding, Silver casting, Stained Glass, Oriental Brush Art, and many more workshops offered. For further information, Red Deer College, PO Box 5005, Red Deer, AB T4N 5H5 (403) 342-3516.

FLORENCE, ITALY

May 8 to June 3, 1993

Emily Carr College of Art and Design offers four unique art courses to be held at the Santa Reparata Graphic Art Centre in Florence. Courses offered in printmaking, drawing, and photography. Anyone from the amateur to the professional will appreciate these workshops. Scholarships available. For further information contact: Emily Carr College, Part-time Studies, 1399 Johnston Street, Vancouver, B.C. V6H 3R9 (604) 844-3810.

grass BASKET, glass CASE:

Life histories of MOA's Nuu-chah-nulth baskets.

April 6 to September 26, 1993

Objects have meanings beyond those given to them by their makers and users. One of the places in which other meanings are generated is in museums where objects are displayed in protective glass cases. By selecting examples from the Museum of Anthropology's collection of over 300 Nuu-chah-nulth baskets and illustrating how they were made, moved into private collections, and acquired by museums, the process by which objects are reinterpreted by both collectors and museum professionals is made visible. In this exhibit, curator Charlene Garvey critically examines changes in meaning which can occur over the life of a basket, and how these interpretations change over time to reflect beliefs about Native basketry, women's arts, and museological practices. Museum of Anthropology, 6393 NW Marine Drive, Vancouver, B.C. 822-3825

CRAFTS OF INDIA

April 2 to May 16, 1993

From a culture where craft is synonymous with daily life, this exhibition will look at the traditional crafts of India. West Kootenay National Exhibition Centre, RR#1, S.2, C.10, Castlegar, B.C. VIN 3H7 (604) 365-3337.

KINICHI SHIGENO: ONE MAN SHOW

May 13 to May 29, 1993

In conjunction with the International Ceramics Seminar 1993. Sojourn Gallery, Calgary, AB

FRASER VALLEY POTTERS JURIED SHOW

March 30 to April 17, 1993

Community Arts Council Gallery, 837 Davie Street, Vancouver, B.C. 683-4358.

SUNSHINE COAST ARTS CENTRE

March 31 - April 25, 1993

Turtle Island Pot Prints: An exhibition of Primitive Pottery by Lisa Blackwell.
Past Comforts: An exhibition of Antique Quilts. Sunshine Coast Arts Centre, Trail Avenue, Sechelt, B.C. (604) 885-5412

MAINSTREAM DESIGN: PADDLING AGAINST

THE CURRENT

August 25 to 31, 1993

Join us for what promises to be the most exciting and invigorating conference on crafts and design ever held in Newfoundland! Through an impressive list of international speakers, special workshops, demonstrations, and exhibits, you will learn to unravel the design mystery. Creating personal design imprints, understanding international trends, and discussing the changing role of the craftsperson in the 1990's will be highlights of this remarkable event. For more information, please contact: Susan Reynolds, Conference Co-ordinator, Newfoundland and Labrador Crafts Development Association, Devon House, 59 Duckworth Street, St. John's, Newfoundland, Canada A1C 1E6 (709) 753-2749.

MAKING A PLACE FOR TAPESTRY -

SYMPOSIUM 1993

September 17 to 19, 1993

There will be exhibits, panel discussions, slide presentations, and time for meeting other tapestry weavers from around the world. If you are interested in attending and would like more information or a registration form, please contact: Gail Rogers, 6668 East Blvd. Vancouver, B.C. V6P 5R1 (604) 261-8826.

PUBLICATIONS

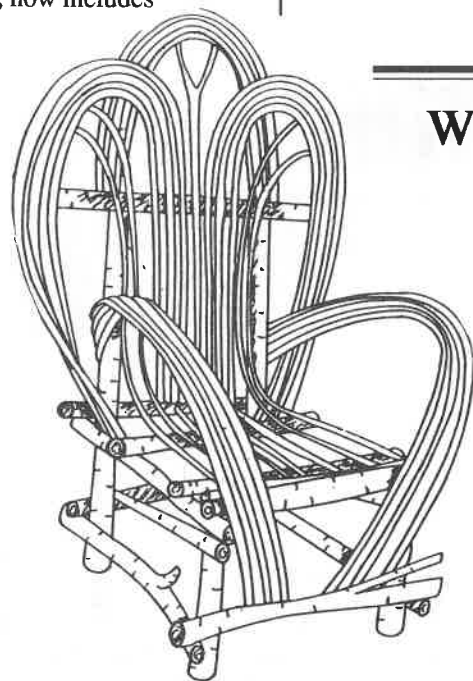
THE CRAFTSPERSON'S RESOURCE GUIDE TO BRITISH COLUMBIA NOW AVAILABLE!

This updated version of The Craftsperson's Resource Guide to the Lower Mainland, now includes

Suppliers, Retail Outlets & Galleries, Craft Fairs, Guilds, and much more for British Columbia! Available through the CABC, 1386 Cartwright Street, Granville Island, Vancouver, B.C. \$7.49 to members & \$8.56 to non-members. Plus \$1 for postage & handling. Mail a cheque or pick one up in Craffhouse or at the CABC office. 687-6511.

PAPER: A BRIEF HISTORY & MANUAL OF TECHNIQUE FOR THE CLASSROOM

A 36 page, illustrated, step-by-step guide to papermaking. Send \$5.00 for postage and handling to: West Kootenay National Exhibition Centre, R.R.#1, Site 2, C-10, Castlegar, B.C. V1N 3H7



WILLOW FURNITURE WORKSHOPS

Here is a wonderful and fun opportunity to learn about and create your own willow chair.

Greg Kay who is an accomplished willow furniture maker will be teaching this craft as part of his 1993 tour of B.C.

These one day workshops are all encompassing as Greg covers everything you need to know about willow furniture design.

Each student builds, finishes and takes their own chair home, all in the course of a day.

Also, the student can choose from one of four chairs to build, including a loveseat, fan chair, rocker, or chaise lounge.

All materials are provided and all you need to bring is a hammer and a desire to learn.

All schools, colleges, community groups, clubs, and individuals are encouraged to contact Greg for further information and scheduling.

WILLOW ART

P.O. Box 95

Pemberton, B.C. V0N 2L0

Ph/Fax 894-5777

A.S.K. FRIENDSHIP SOCIETY

In Kerrisdale is looking for a versatile craftsperson to do session with small groups of seniors on various afternoons. Renumeration given. Contact Ria Falkner, 263-7333.

ANNUAL SPRING SALE OF HANDMADE POTTERY

April 23 & 24, 1993

The Richmond Potters' Club will be holding this event at the new Richmond Library/Cultural Centre, Minoru Park Plaza, 7700 Minoru Gate, Richmond, B.C. 271-1688.

PORTFOLIO PHOTOGRAPHY

Professional quality photographs and slides for craftspeople. Reasonable rates! Contact Barbara Cohen @ 734-7970.

JEWELLERY RETAILERS SOUGHT

"I am looking for retailers who would carry new lines of fashion jewellery." Please contact: #345 - 720, 6th St., New Westminster, B.C. V3L 3C5 524-4705.

EUROPES FINEST YARNS

Silks, Wools, Cottons, Blends. Weaving? Knitting? We have yarns for you. S.A.E. for FREE listing : The Little Bear Trading Company (BCC), Box 2518, Stn. D., Ottawa, Ontario K1P 5W5

FOR SALE

Purple Heart Veneer 1.30bf; Ebony logs \$3.00 per lb. misc. jewelry findings (end connectors, lobster claws) Richard or Rose Marcus 872-2115; 988-1299.

CRAFTHOUSE

by Jo Darts

The April show is titled "Still Life". It is an exciting show for us because it consists mainly of wood fired porcelain by Australian potter Gwyn Hanssen Pigott. Gwyn has an impressive background having studied with Bernard Leach and Michael Cardew. She lived and worked as a potter in La Borne, France for many years. Gwyn's work is displayed in groupings of two to five pieces, hence the show name "Still Life". The show runs from First Thursday April 1st to May 4. There will be an artist's reception for Gwyn on Friday April 16. On Sat. April 17 there will be a workshop at Emily Carr hosted by the BC Potters' Guild. Phone 683-9623 for more workshop information.

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Crafthouse hours have changed from 10am - 5pm to 10.30pm - 5.30pm. This better reflects the Granville Island pedestrian traffic and coincides with the hours of the Gallery of BC Ceramics. Our First Thursday hours are now 6pm - 8pm.

Crafthouse thanks the unselfish generosity of Lesley Wray, one of Crafthouse's jewellers, and a CABC volunteer, for the permanent loan of a well designed jewellery case. Lesley is another example of people pulling together to make Crafthouse and the CABC work for us all!

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New additions to Crafthouse are a donations box (proceeds go to help Crafthouse - carpet cleaning and painting are next on the list) and a

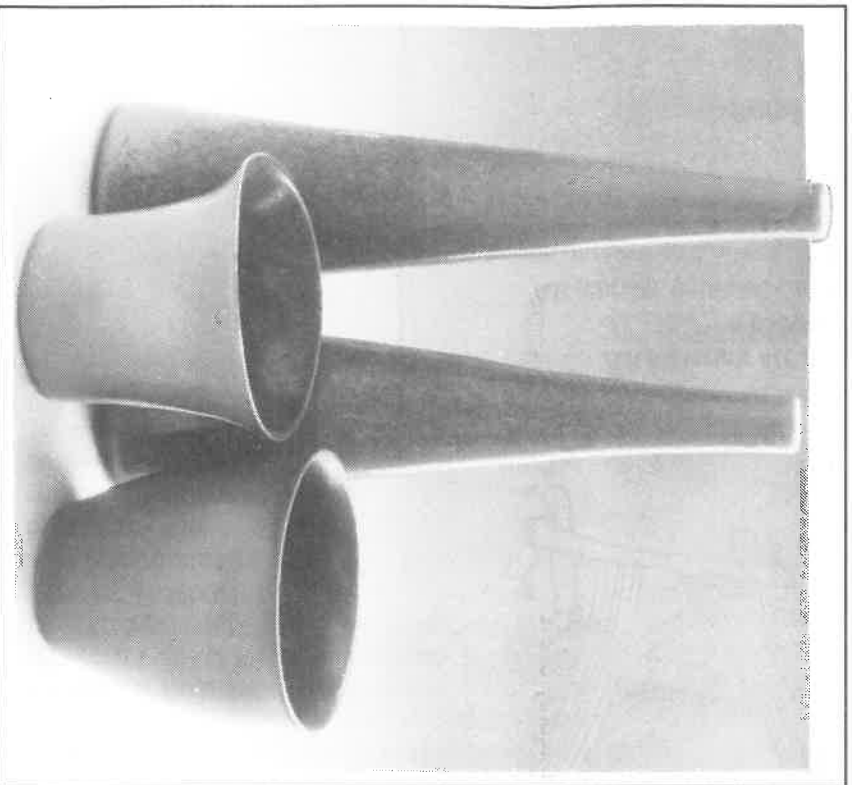
handrail leading down the steps into the Alcove. The iron handrail was designed and fabricated by James Koester with a wooden banister by Granville Island Woodworks. Besides our thanks to these skilled craftspeople, thanks also go to those who donated the money to see this project to fruition: Hilde Gerson, Nora and Ted Sterling, and the Greater Vancouver Weavers' and Spinners' Guild.

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Crafthouse is looking for volunteers with a knowledge of craft who are interested in selling and who enjoy people. Training is provided. There are some drawbacks to this request: you must enjoy working in a creative, vibrant and stimulating environment; having a fitness centre and weight room steps away; kayaking in the evening; theatre and restaurants after work and of course buying fresh fruits and veggies at the market. Not to mention meeting visitors from around the world! Immeasurable benefits go with this position. One volunteer is needed on Wed., Thurs., or Fri. from May to October, one on Tuesdays from June to September and another for Sunday afternoons. Send resume to Crafthouse, 1386 Cartwright St, Vancouver, BC, V6H 3R8 or phone Jo at 687-7270.

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If anyone knows the whereabouts of the following craftspeople: Michael Minter - Jeweller
Regina Dalton - Ceramist
Please contact Jo Darts at Crafthouse 687-7270.



**NEW
WORKS
BY
GWYN
HANS-
SEN
PIGOTT**

Invitation To An Informal Gathering

Re: The Status of The Artist - April 29, 1993

Submitted by Jean Kares

The creation of a Status of the Artist Advisory Committee was announced on February 26, 1993 by Minister Responsible for Culture Darlene Mazari. The Advisory Committee seeks the involvement of the cultural community in the development of this important legislation. On April 29 the Community Arts Council of Vancouver will host an evening for artists to get information, ask questions, state concerns, and offer feedback and input regarding the Status of the Artist Initiative.

What is The Status of the Artist Advisory Committee and the initiative?

-The Committee is an advisory group to the Minister Responsible for Culture, formed to guide the development of comprehensive policies to improve the status of the artist. The initiative will consider society's respect for the artist's role to protect and promote the province's cultural values and identity, and the recognition of the rights of artists to fair income and a degree of social security.

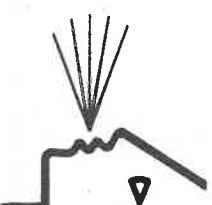
- "Status of the Artist" means the social and economic status of professional artists. Goals of the initiative are to recognize the rights, particularly with respect to income and social security, which artists should enjoy; and to enact legislation and set in place policies and programs which will ensure that the structures and benefits available to occupational groups are made available to professional artists and their organizations.

- The Advisory Committee will look at the impact on artists of changes to legislation, policies and programs that cover employment standards and collective bargaining, health and safety, workers compensation, taxation, education, training, and pensions. In addition to these broad areas the Committee will also concern itself with public awareness of the role of the artist and culture.

-Members of the Advisory Committee are: Daphne Goldrick, and Zool Suleman, Co-chairs; Evan Adams, Susan Crean, Wes Foster, Terry Hunter, Jean Kares, Ken Kramer, John Lazarus, Louise Leclair, David Y.H. Lui, Jennifer Mascall, Ann Stafford, Loretta Todd, Henry Tsang, and Shari Ulrich.

On April 29 the Community Arts Council will host and informational evening made up of a short background session about the Status of the Artist initiative, on both of the federal and provincial fronts, with the majority of the evening devoted to artists sharing their ideas about this initiative. Members of the Status of the Artist Advisory Committee will be in attendance.

DATE: THURSDAY, APRIL 29, 1993
TIME: 7:30 PM - 9:30 PM
PLACE: THE COMMUNITY ARTS COUNCIL OF VANCOUVER, 837 DAVIE STREET
FOR MORE INFORMATION: CAC 683-4358, JEAN KARES 736-3949.



clothworks

Wholesale/Retail

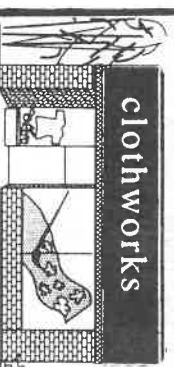
- plain 100% cotton canvas & muslin
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...continued from page 1

NEW PRODUCTS:

TESTING THE WATERS

Keep track of your inventory, when and how much of it you sell, and to whom it was sold. Keep a daily sales log and make a weekly or monthly report of your sales in each category. Even if sales are sporadic and seasonal, at least you'll be familiar with your own sales pattern.

Focus mainly on one product at a time for your market research. My retail customers (I'm a wholesale crafts rep) tell me they try a new product or direction in the lines of merchandise they carry just before Christmas. Since they sell a larger volume then, they're able to gauge in a few short weeks if a line going to work. If it sells well at Christmas, they say, they'll certainly reorder and keep it on hand during the year.

This approach can easily be adapted to your own retail and wholesale craft businesses.

• • • • •

KEEP TRACK OF VALUABLE DATA

Think of questions you want to ask customers about the new product and keep a notepad nearby to jot down their impressions. This is a great way to engage your customers in conversation. Also, they'll get the message: their opinion counts.

Try out a new item at several different prices, display it on different days of the show or even at different shows. (Surprisingly, some items won't sell at a low price and yet will be snatched up at a higher price.) Before Christmas, when people are looking for gifts selling for specific price points, customers are often reluctant to pay less than that price point, thinking they won't be spending enough money on the gift's recipient. So, for specific items, don't be afraid to raise your prices.

FIND THE NICHE

On any one market research day, ask only people of a certain sex or age range your questions. On other days, jot down the sex and age of every customer who buys the new product. Most wholesale buyers have an acutely sensitive perception of who is their customer. I've had much sales success when I tell my wholesale customers: "We sold these retail at X price during Christmas to a female clientele from the age of X to X, and it was one of our best selling lines of this group."

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KEEP IT (AND YOURSELF) FRESH

Every year, try to exhibit your work at one or two seasonal sales that you've never tried before.

Some marketing venues that I've found successful include: lounges or employee's clubs of large corporations, school fairs, summer expos or craft festivals, and private showings.

Other holidays - Try displaying a new line earlier in the year - say at a summer festival - so that you'll have all the kinks worked out of the product by your Christmas sale dates.

Other venues - Try trade shows that aren't necessarily totally focused on crafts, for example, shows for the housing trade that may have decorative products, etc. Spring is also a great time to exhibit at fashion shows and expos. Many retailer-sponsored spring shows, often held in conjunction with local clubs and organizations, are open to showcasing the work of one or two artists. A silk scarf or jewellery artist whose work particularly sets off the lines of clothing on display may be welcomed at these events.

If you make home decorative crafts, check out the home or wedding shows in your area, or team up with an interior designer for a trunk show in his or her shop.

A festive attitude, embodied in a

piece of fine craftwork or in your sales strategy, is a gift you give to your customers. If you're feeling stuck in a rut with your craft, chances are some of your customers are too. Kick those winter blues by coming up with a special St. Patrick's or Mother's Day line, for example. This kind of seasonal promotion will renew interest in your line and can help your wholesale customers during weak parts of their seasons.

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TEAM UP

Craftspeople can be one of your greatest resources for setting up your seasonal marketing strategy. Strike up acquaintances with other craftspeople who make products in similar price points and are geared toward the same customers. If you're both just starting out, split up the territory and try sales at different locations to see how you both do. Always take the opportunity to speak to other craftspeople at the shows you attend, especially those who make products in a similar style and price point.

At shows, ask other craftspeople about their best selling items, what colours are most popular, what price works best, and what their best shows have been and why. In the great majority of cases, other craftspeople are your allies, not competitors. If you can work together and learn to be more efficient, profitable and businesslike in your craft sales, you'll be able to compete more effectively against the cheap manufactured goods which are the real competition.

MARY LIN, Prescott, Ariz. is a consultant and owner of Artiszany, a sales representative agency for craftspeople.

At The Canadian Craft Museum

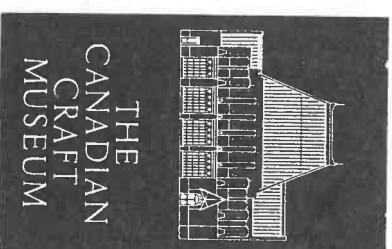
The Canadian Craft Museum is delighted to present Puppetry in Canada: An Art to Enchant, April 9 through May 16, 1993. This exhibit brings together the work of critically acclaimed companies and puppeteers throughout Canada.

Celebrate the joy of Canadian puppetry at the CCM when they host a multitude of exciting activities for both children and adults in conjunction with the exhibition. Opening festivities on Easter Weekend are followed by five weeks of special programs including: performances by leading Canadian puppeteers, hands-on workshops, demonstrations, discovery tours, pre-booked group tours, video showings, a lecture series, and even a hands-on

workshops, demonstrations, discovery tours, pre-booked group tours, video showings, a lecture series, and even a "hands-in" children's corner!

Teacher's Guides will be available for those teachers who pre-book classes for performances and workshops. Teachers' Guides contain background information, pre-visit and post-visit activity suggestions, resource and vocabulary lists, and information to help prepare students for a fun and rewarding museum experience. Plan to attend the professional educators' workshop on "Teaching with Puppets". Space is limited so please register early for this workshop and enchant your curriculum with puppets!

A complete schedule of special programs is available from the Canadian Craft Museum 687-8266.



639 HORNBY STREET
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CANADA V6C 2G3
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MasterCard Discount - a terrific deal!

The CABC is pleased to announce that a new benefit is now available to all members. The Bank of Montreal Mastercard merchant financial institutions in B.C. (i.e. Richmond Savings Credit Union, Bank of B.C./Hongkong Bank of Canada, Kelowna District Credit Union and Pacific Coast Savings Credit Union) are now offering a preferred merchant discount rate of 1.85% to members of the CABC. This is a great opportunity for members who are already Mastercard merchants, and is an opportunity for those that are not to possibly enhance sales and customer service through offering Mastercard. Interested members who are not merchants are invited to visit any Bank of Montreal branch (or affiliate) to open an account and make application for a merchant number, which you will need for the discount rate application form.

CABC members who currently accept Mastercard through one of the above institutions and wish to take advantage of the 1.85% discount rate should complete the form below and forward it to Susan Jackson at the CABC office. Enquiries may be directed to Susan Jackson @ 687-6511 or Bank of Montreal Representative Lisa Chapman @ 665-7465.

MASTERCARD PREFERRED MERCHANT DISCOUNT RATE APPLICATION FORM

Bank of Montreal or Affiliate Bank Merchant Number: _____

Trade Name _____

Address _____

Contact Name _____ Telephone _____

Deposit/Financial Institution _____ Account No. _____

Forward Completed Form to: Crafts Association of British Columbia, c/o CABC Mastercard Discount, 1386 Cartwright Street, Granville Island, Vancouver, B.C., V6H 3R8

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Yes, I would like to volunteer my services.

Mail your cheque to: C.A.B.C. 1386 Cartwright Street, Vancouver, BC V6H 3R8