

"CRAFT CONTACTS" - MARCH 1976

OFFICE HOURS - 9:30 - 4:30

UPSTAIRS GALLERY - 9:30 - 4:30

EDITORIAL: The month of April will be an exciting one for CBC as our Annual General Meeting comes on MONDAY, APRIL 26th, 1976 at 7 pm in our office (address above). Some surprises are in store so one and all are asked to attend. Please read attached notice.

CANADIAN CRAFT COUNCIL: The first newsletter in many months has been received. Items of interest include:

- The Council has formulated a comprehensive questionnaire for gathering statistics on crafts activity in Canada. The Council requests that any group or association wanting to survey their members consider using this form. We will assist, and hope to have access to some of the data collected. These facts on craftsmen are essential to negotiations with the federal and provincial governments. Information is available from the CCC office, Suite 16, 46 Elgin Street, OTTAWA, Ontario K1P 5K6.
- Brochures describing the CANADA COUNCIL'S 1976-77 Aid to Artists program are now available from Canada Council, P.O. Box 1047, Ottawa, K1P 5V8.
- The Publication Committee has studied the situation of the Newsletter. It is felt that the Council should provide members with more technical information, and wider coverage of local and international news, and that the format should be upgraded. It is planned that the next issue of the Newsletter will be along new design lines and with even more information. Advertising will be accepted. Articles will be commissioned. Contact the office for rates and information.
- First Bank Tower, a 72-storey office building at King and Bay Streets in Toronto, has a large two-storey lobby which will be used for one-month displays of Canadian History and contemporary culture. Paintings, lithographs, photographs, or any other two- or three-dimensional works which reflect Canadian attitudes and lifestyles are being sought for the building.
- CCC recently became a member of Canadian Commission UNESCO. CCC Executive Director, Peter Weinrich is our representative on the Commission.

REPORTS, REVIEWS, REQUESTS: Paula Gustafson, 4214 Wilson Road, R.R. 1, Yarrow, B.C. VOX 2A0 has a really urgent request, as follows: "Many participants in HABITAT CRAFT FESTIVAL (May 2 - July 5) will be needing billeting in the homes of fellow craftspeople in Vancouver. If you have a room to spare for one or more for approximately \$5.00 per day for bed and breakfast, please contact Paula. She will do her best to match compatible people for a

week to 10 days as your house guests. By the way how about just plain hospitality! Interested in group parties for visiting artists? Sounds like we could learn a lot in exchange. Write Paula with ideas."

WORKSHOPS AND EDUCATIONAL OPPORTUNITIES:

- March 17 - April 2Circle Craft Co-op Quilt Show at Vancouver East Cultural Centre 1895 Venables Street, Vanc. B.C.
- March 26, 27, 28Heritage Craft Guild presents a Arts & Crafts Fair, 2611 West 4th Avenue, Vanc. B.C. phone Rick Kuypers, 879-5578 or Rick Appleby, 732-5650.
- March 30 - April 17Frances Hatfield, Marla Stevenson of Countrywoman Pottery of Naramata, two-woman show at Penticton Art Gallery.
- April 7 - April 10Arts and Crafts Showcase '76, Community Hall, Campbell River, B.C. Sponsored by the Community Arts Council, this is an annual multimedia show.
- April 22 - May 5Place des Arts, 166 King Edward St., Coquitlam, B.C. "Fibres" by Sue Adair. Sue is a graduate of Montreal Museum of Fine Arts and now a well-known lower mainland weaver and spinner.
- April 24 - April 25Terrace Art Association's 11th Annual Arts and Crafts Show. Open to all craftspeople, entry available from Box 82, Terrace, B.C. Show held at Caledonia Senior Secondary School.
- April 30 - May 9Okanagan Image, including Vernon, Kelowna, Penticton and Kamloops.
- May 1 May 16Vancouver Guild of Fabric Arts. Juried B.C. Quilt and Coverlet Show at Centennial Museum. For entry write Truus Scott, 5787 Wallace St., Vancouver, B.C. V6N 2A3.
- May 1Centennial Museum, 1100 Chestnut St., 1:30 - Jean Ray Laury, public lecture. \$3.00 registration fee for Centre for Continuing Education, UBC, Vancouver, B.C. V6J 1W5, phone (604) 228-2181.
- May 1 - May 2Jean Ray Laury, Quilt & Applique Workshop at Aberthau, 4397 West 2nd Ave. Vanc. B.C. for registration write Peggy Schofield, 5761 Olympic St., Vanc. B.C. V6N 1Z7 ph. 263-5590.

- May 3 - May 6Malaspina College and Nanaimo Arts Council present 2nd Annual Crafts Exhibition at Credit Union Hall, Nanaimo. "Quality Crafts from Vancouver and Gulf Islands."
- May 21 - July 5HABITAT IS HAPPENING, write 434 Kingston St., Victoria, B.C. V9V 9V9.
- May 22East Kootenay Arts Co-op "Arts and Crafts" fair from 10 am to 6 pm in the Community Centre, Invermere. For entry forms or info write Robin Yeo, Box 331, Invermere, B.C. VOA 1K0, phone 604-342-9505.
- June 4 - June 6Juried craft show, Echo Centre, Port Alberni. Entry only for P.A. people, write Elspeth Watson, R.R. 1, Chapman Road, Port Alberni, B.C. V9Y 7L5.
- June 14 - June 25and thereafter, lots of spinning and dyeing workshops. Contact Lillian Johnson, The Wool Shed, Box 2, Fulford Harbour, Saltspring Island. (604) 653-4464. See classified ad.
- June 25 - June 27Arts Alliane Fair, Lewis Park, Courtenay, B.C. For entry forms write Arts Alliance, 907 McPhee Ave. Courtenay, B.C. (604) 338-6211. Booths available for fair.
- August 9 - August 12Beaver Valley Craft Fair in Fruitvale, B.C. Memorial Hall. There will be handcraft demonstrations and special classes for 4 days.
- May 3 - June 26Handcraft House, Brochure available at CABC office or at 110 West Esplanade, North Vancouver. V7M 1A2, phone (604) 988-6912. Classes in Fabric - dyeing, printing, weaving, spinning, drawing and watercolour.
- June 6 - SeptemberSchool of high warp tapestry weaving, also floor loom weaving, spinning and dyeing. For further info contact, the Director, Hopyard House, Box 516, Agassiz or phone 796-9319.

UPSTAIRS GALLERY - at the CABC offices.

Batik Show until April 9th, next show to be announced later.

SPECIAL NOTICES: Rick Kuypers and Rick Appleby wrote the following for your information. "Heritage Crafts Guild, 1995 West 19th Avenue, Vancouver, B.C., a recently formed organization, consists of a group of young energetic members who feel that Kitsilano and its surrounding communities are in need of a cultural centre similar to those already existing in Vancouver East and in Brackendale. Therefore, after searching for three months for a suitable location, the Guild will begin renovation on May 1 of a 4000 sq. ft. building at 2611 West 4th Avenue, The old Legion Hall will be converted into

a permanent Visual and Performing Arts and Crafts gallery, consisting of ten studio workshops for artists and craftspeople; gallery space for the display of art and craftwork; and a theatre coffeehouse. We feel that these studios will provide, for the craftperson, an intimate and creative atmosphere in which to work. Each studio will contain an open work area as well as retail space. This open work area will hopefully give the potential consumer a greater awareness of the time and effort required by an artist or craftperson to produce a quality product by enabling him/her to observe the person at work.

The wall space of the gallery will serve as an outlet for aspiring and creative artists wishing to display and sell their works. Showcases will also be offered to craftspeople for the same purpose. The final proposal will be to utilize the existing stage area to its fullest potential. Musical recitals, drama, modern dance, lectures and educational films are currently being scheduled. All of these special events will be taking place in a coffeehouse atmosphere. Also, every fourth Sunday is being planned for the presentation of Arts and Crafts expositions."

For further information please contact Rick Kuypers at 879-5578 or Rick Appleby at 732-5650.

-Hand to Hand Juried Show at St. Lawrence College Art Gallery, Kingston, Ontario has now released it's "Call for Entry". Any craftsperson who is a resident of Canada is eligible to submit entries, which must be of original design and execution after June 1st, 1975. The exhibition is from July 24 - August 1st, 1976. For entry forms write immediately to: Mr. Douglas Tousignant, Administrator of Crafts, City Hall, KINGSTON, ontario. Telephone (613)546-4291 Local 208. There is one example entry form in the CABO office.

- By April 1st all entries must be in to Vancouver Guild of Fabric Arts juried exhibition of Quilts and Coverlets. Write to Truus Scott, 5787 Wallace Street, Vancouver, B.C. V6N 2A3. Your name, phone, address, zone, description of entries and value of each plus entry fee of \$3.00 for members (of Guild) and \$5.00 for non-members. Limit of 3 entries.

Post Note - Lots of activity in the office, in the Gallery and in our library. This is for you - try to come up and use your facilities. And be sure and tell your friends about the Gallery and its shows. The latest book in the library is "Textile Techniques in Metals" by Arline M. Fisch, Author.

-Last but not least an interesting article from the Nova Scotia newsletter by Orland Larson, Goldsmith.

PRICING YOUR PRODUCT

Over the past few years I have evolved a systematic approach to pricing. This system, however, is not static and alters as factors change and vary. Let me illustrate by using a specific example, say the costing of a dinner ring in sterling silver and using several stones.

- 1) COST OF MATERIALS
 - a) 20 grams of 18 ga. S/S sheet @23¢/gm \$ 4.60
 - PLUS 25% charge for wastage (usual practice) 1.15
 - b) 3 moonstones @2.25/ea. = \$6.75 X 2 13.50

(it is normal practice to double the cost of stones)

2) LABOUR (Including design time & work time 10 hours @\$10.00/hr. \$ 100.00

(Rate per hour is variable depending on the skill of the craftsman. Beginners should NEVER charge less than minimum wage!)

3) TOTAL COST OF MATERIALS & LABOUR \$ 119.25

4) OVERHEAD 10% of \$119.25 = 11.93

5) WHOLESALE PRICE \$ 131.18

If you sell exclusively from your own shop, charge the wholesale price (rounded off to the nearest unit of 5) and this makes your product competitive.

6) SELLING PRICE from your workshop (no middleman) \$ 130.00

7) RETAIL PRICE 2 X \$130.00 \$ 260.00

It is customary to double the price when selling to a retail shop. They have expenses to pay too.

8) TAXES

-At the present time, if your Gross Sales are under \$3000.00 the FEDERAL SALES TAX is included in the cost of the raw materials.

-If your sales are over \$3000.00 you must have a Federal Sales Tax Licence and are subject to collecting this tax on the selling price of the object and remitting it regularly.

-Whatever sales you make from your own workshop you must charge the customer the PROVINCIAL SALES TAX.

-If sales are made by others, they collect this tax.

-Send this collected tax to the Provincial Tax Office on a CASUAL RETURN FORM as sales occur.

7% of \$130.00 \$ 9.10

9) TOTAL PRICE TO THE CUSTOMER

Cost of the Dinner Ring \$130.00, plus Provincial

Sales Tax \$9.10

\$139.10

10) OTHER FACTORS

-I never sell on CONSIGNMENT (unless there is a 30-day written agreement protecting the craftsman from loss due to damage or theft or otherwise) since this usually means the onus is entirely on the craftsman who decorates someone else's shop with his product with no guaranteed return.

-I always have a contract clearly outlining the terms.

-20% downpayment on a HIGH and Low original quote of price to the customer is NOT refundable. This is used to buy raw materials and by contract makes a business arrangement, legal and binding.

i.e. 20% of \$130.00 = \$26.00

covers cost of Metal 4.60

Stones 6.75

1½ hrs. Design Time 15.00

\$26.35

-I always have a deadline and refund 5% if late.

-My guarantee includes a unique design and life time repair with normal wear.

-For insurance purposes, you must always quote the Retail Price.

This also assures the customer of the true value of the piece.

This rationale may or may not apply to what you are doing. I would suggest that you extract from it what might be useful to you.

CLASSIFIED:

Coquitlam Crafts: Supplies for weaving, spinning, macrame, batik, candle and beadcrafft, LeClerc looms, drum carders, spinners, local and imported wool. Mail Orders filled, 946B Brunette Ave. Coquitlam, B.C. Phone 522-1111.

Two bedroom home on 70' X 140' lot in West Vancouver with full basement suitable for studio and 56 cubic foot propane fired down-draft kiln. FOR SALE. For detailed information please call Mrs. M. Balasz, 733-7666 or 687-0204.

Vancouver Crafts and Kites: Stained glass supplies and classes. Macrame supplies and beads. Fine handcrafted goods. 10% discount on supplies to members of the CABC.

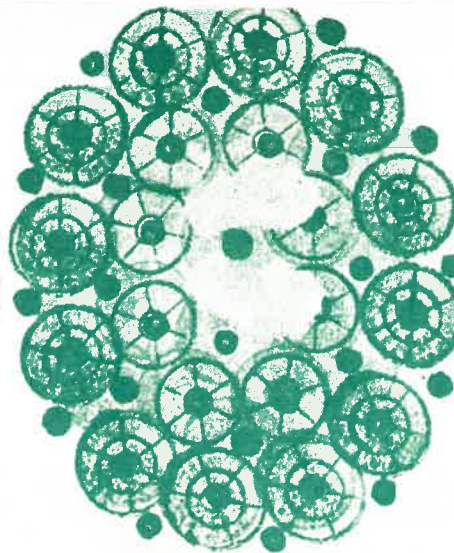
Homecraft Importers, 2348 West 4th Avenue, Vancouver, B.C. Now have New Zealand wool at competitive prices. Also in stock Indian head spinners, spinner bases and drum carders. Phone 738-2614.

The Wool Shed, R.R. 1, Fulford Harbour, Saltspring Island, B.C. Spinning, natural dyeing and weaving on Saltspring Island. 2 week workshops from May until September. Accomodation and meals, guest instructors each expert in their own fields will be in attendance at each session. For further information please call 604-653-4464.

Hopyard House Fabrics Ltd., P.O. Box 516, Agassiz, B.C. B. Chisholm. 100" loom, like new. Wools, linens, chenilles 30-50% off,

B.C. Craft Market, 214 Abbott Street, Gastown. Will open April 1st. Store will be composed of 10 - 36 sq. ft. displays each catering to unique B.C. Craft. We require 10 craftspeople interested in marketing their goods. Each display will rent for \$35.00 a month. Goods to be priced at normal retail. 30% commission will be charged to pay expenses including 2 salespersons. Craftspeople not required to be inattendance. For further information please call 688-7036.

ARTS & CRAFTS



FAIRWEATHER MARKET

Introducing a tradition in the
marketing of fine and handcrafted
arts on the first weekend of every
month at the

Queen Elizabeth Theatre Plaza.

The first showing will be on

April 3rd, 1976 from

9:30 a.m. to 4:00 p.m.

Admission is free.



The ARTS and CRAFTS COLLECTIVE of Vancouver
For further information or space reservations phone:
687-7193

