

# Craft ONTARIO CONTACTS

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**The Crafts Association of  
British Columbia is a network  
of craft professionals  
dedicated to the development  
of excellence in crafts.**



CABC booth at the Toronto Gift Show

## ENTERING NEW MARKETS - CABC AT THE TORONTO GIFT SHOW

### Cherry! Masters

**T**he work of fourteen craftspeople was represented at the Toronto Gift Show this July 25 - 28, an initiative to introduce some of our members to new markets, supported by the BC Arts Council. The response to the selection of BC crafts presented was extremely positive and overall we exceeded our expectations. This article provides an overview of the Toronto Gift Show experience and some tips for those considering participating in the next show with the CABC or on their own.

Despite this show being one on the poorest shows in many years, overall we did very well and have justified this initiative. The CABC booth was creative and distinctive, attracting much attention, compliments and orders. There is an active market for hand-made craft work from BC in the Ontario market and this is a very good channel for it.

### Goals

1. To generate \$10,000 in wholesale revenue and collect leads
2. To promote BC craft and the CABC
3. To collect information on the trade show industry

### Results

- \$12,000 wholesale orders placed at the show, \$650 in sample sales, 22 buyers placed 43 orders, 12 qualified leads.

- 24 CABC promotional packages (*Made by Hand* catalogue, rack card, press release, *Vancouver Sun* article on Crathouse and business cards) and information sheets on the participating craftspeople were handed out to all buyers and leads. 250 Galleries and Shops received the CABC promotional card prior to our arrival.

- Through our own research, discussions with several exhibitors and buyers and the experience itself we learned much about the

Ontario market, other shows and markets, buying characteristics, craft work being produced by others, display, trade show protocol, shipping, and potential clients.

### Preparation

Initially we had planned to rent all the display fixtures but as we spoke to artists and other experienced participants, we realized a larger impact would be made by designing our own booth. A meeting was held with a few member craftspeople to discuss ideas about display and identity existing models. Several people from the crafts community were also consulted. After much deliberation, light weight plywood plinths were designed and built by a contact from within our membership. The plinths were built so they would nest inside each other to save on space for shipping and storage. Sixteen 4', 3', and 2' plinths with an 18" x 18" surface (give or take a few inches for nesting) were created and stained off-white to display the objects. Two jewellery cases were constructed, modelled after an existing design and altered slightly. Several panels of naturally dyed charcoal cotton curtains were created by a member textile artist to place over the standard booth drapery. Clamp lamps were purchased from Home Depot for a simple lighting system and holding everything together were many extension cords, zap straps, and tape! We were able to display all the work in an elegant and spacious manner.

A rack card (4' x 9") was designed and printed to promote the CABC and BC craft. Five images of craft work we were featuring at the show (photographs supplied by the craftspeople) were used for the design. A post card format was adopted and 250 cards were mailed out to galleries and shops in Ontario prior to the show. A mailing list was compiled using the Ontario Crafts Council's "Guide to Galleries and Shops in Ontario" and "Ontario Craft" and client lists from the

participating artists. In order to use the card for general purposes and not just the gift show, a stamp was made stating, "Visit us at the Toronto Gift show, July 25 - 28, Booth #953". This card proved to be a very valuable tool as several clients indicated they had received the card and visited us as a result.

### The Show

We arrived Friday evening only to discover our booth, which we had directed all our potential clients to (#953), had been sold to another exhibitor. Three hours later and much running around a new booth was assigned (#939), draped, carpeted and the power installed. At 10pm on Friday we commenced the set up (set up was 12 hours over two days, take down was 6 hours).

The show was four days starting on Sunday, July 25th to Wednesday, July 28th. The hours were 10 - 6 pm each day, except for the last which ended at 4 pm. The first day was the busiest with sales reaching \$5,000, our half way goal. The second day brought in \$3,000, the third day \$2,500 and the last day \$1,500 (figures are approximate). Traditionally the first day is the best day. Jo Darts and I worked the booth and this was manageable with the level of activity, although a larger space would have been more comfortable. After a short while, we adopted a system where we could assist one another with the writing of orders, capturing information and handing out information on craftspeople and the CABC.

### Specific Feedback

- 12 of the 14 participants received orders; (one craftspeople's shipment did not arrive)
- Average total orders received by an artist was \$923 (including the artist who received \$0 in orders). Average total for those who received orders was \$1,000 (excluding the artist who received \$0 in orders).
- Average number of buyers per participant = 3.5
- Average order placed by a buyer was \$280
- Minimum order of \$100 - \$150 is standard, minimum quantities are not favoured
- Buyers like to avoid COD charges and prefer to be called ahead with the total amount and then forward a cheque (pro forma)
- Most buyers are open to any shipping carrier and delivery of 4 - 6 weeks is standard
- Major galleries and shops have their credit information ready and request net 30
- Our target buyers come to the show specifically to see the "Uniquely Ontario" component for new work. They visit booths in the neighbouring "Graduate" section and the "Featuring Canadian", where the CABC was located. Being closer to the "Graduate" section is more advantageous.
- While buyers didn't request exclusivity, they did discourage us selling to other venues in their direct vicinity - this was never an issue.
- Glass topped the sales, wood was a close second, cards and jewellery under \$60 did well and ornaments were popular also.
- Pottery; we only had one ceramic artist's work and unfortunately this artist did not

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## Upcoming Events CABC Member Information Series

The CABC presents a new pilot series of interactive discussion groups aimed at connecting members with resources. Guest speakers are invited to present useful industry information to craftspeople and be available to answer your questions. The intent is also to provide a forum where you can learn from and network with each other. Join us for these presentations:

**How to attract Media Attention**  
Date: Monday, September 13th, 4 - 6 pm  
Location: Vancouver Cultural Alliance  
#108-938 Howe St., Vancouver  
Fee: \$15

Learn the process of getting media coverage including who to contact and how and the elements of a press kit. Louise Phillips, Editor of Where magazine will join us to provide insight into editorial coverage. Showing examples of press releases which catch her attention and what gets printed versus what is sent. Examples of press releases and packages will be shown; the elements of writing a press release will be covered.

Limited seating - call to register before September 6th at 687-6511.

### Promotional Materials

Date: Monday, October 4th, 6 - 8 pm  
Location: CABC, 1386 Cartwright St., Vancouver (location may change)  
Fee: \$15

Learn the value of effective promotional materials (rack cards, postcards, brochures, business cards, etc.). Members of the BC Chapter of the Society of Graphic Designers will discuss how to work with graphic designers and printers, and costs. See examples of effective promotional materials and obtain leads on designers and printers. Bring in samples of your own promotional materials to discuss and compare.

Limited seating - call to register before September 27th at 687-6511.

### Canada Council for the Arts - Presentation on Grants for Craftspeople

Date: Thursday, October 7th, 6:30 - 9 pm  
Location: Vancouver Cultural Alliance  
#100 - 938 Howe St., Vancouver  
Fee: By Donation

Meet Marianne Heggelwell, Visual Arts Officer from the Canada Council for the Arts who will be making a presentation on Canada Council grants, with respect to craftspeople. Marianne will make a brief presentation on the types of grants available, application procedures, general information and will be available to answer any questions you may have. If you are unable to attend this session but have specific questions, please forward them to the CABC prior to the session and they will be asked for you.

Limited seating - RSVP before September 27th at 687-6511.

### CABC Open House and Extraordinary Meeting

Date: Monday, November 8th, 6 - 9 pm  
Location: CABC, 1386 Cartwright St., Granville Island  
Fee: Free

The CABC will be holding an Open House for members to meet the Board of Directors, other CABC members and key people from the crafts and arts community. The CABC staff and Board will be available to share details of their activities and strategic plan. An extraordinary meeting will be held at 6:00 pm sharp to elect a new board members. Refreshments will be served.

RSVP before October 29th at 687-6511.

Dates and locations are subject to change. Registrants will be notified of any changes. Payment is required at time of registration. Prices include GST - no refunds will be issued.



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### Notice of Extraordinary Meeting of the Crafts Association of British Columbia (CABC)

Monday, November 8th, 1999, 6:00 pm  
at the CABC, 1386 Cartwright St., Vancouver

The Crafts Association of British Columbia (CABC) invites all members in good standing to an Extraordinary Meeting on Monday, November 8th, 1999 at 6:00 pm to elect new members to the CABC Board of Directors.

#### Agenda

- Call to Order
- Election of new members to the CABC Board of Directors
- Other Business
- Adjourn

The CABC is currently seeking Board members to fill the following positions; Treasurer, Crafthouse Liaison, Canadian Craft Federation Representative and Legal representation. Nominations for CABC Board of Directors will be accepted until October 8th, 1999. Please contact Cherryl Masters with your nominations or for more information (tel. 687-6511, 1-888-687-6511, fax, 687-6711, email cabcc@bc.sympatico.ca)

An Open House reception will be held immediately following the Extraordinary Meeting. All members of the CABC and of the crafts and arts community are welcome. Please RSVP by October 29th, 1999. Refreshments will be served.

## CLAUDIA WOBER 1999 RECIPIENT GRACE CAMERON ROGERS SCHOLARSHIP

Congratulations to Claudia Wober, this year's winner of CABC's annual Grace Cameron Rogers Scholarship. The Grace Cameron Rogers Scholarship recognizes a member crafts person with great potential, wishing to pursue further studies in a given field of craft. Applicants are judged on their focus of studies, quality of work and potential for growth, professional presentation and realistic budget. This year a jury of 5 reviewed 7 strong applications. Claudia Wober was awarded the scholarship to pursue Book Art studies at the Oregon College of Art and Craft. Upon completion of her studies, Claudia plans to return to Vancouver and pursue a career in book arts and share her expertise with the community. Congratulations Claudia, and thank you to all who submitted applications. The deadline for application is May 31 each year and forms can be obtained at the CABC.

### Executive Director's Message

#### Cherryl MASTERS

It has been a busy summer and this issue shares the many ventures which the CABC and the membership has been involved in. Most of our energy was spent on the Toronto Gift Show, a successful venture introducing members and the CABC to new markets. I encourage all those interested in the Toronto Gift show to read through the report and consider applying for the next trip before the deadline of October 1, 1999. The Member Information series pilot was launched with the first two sessions being well received and extremely informative (Preparing for a Jury, Photographing your Work). A summary of the first session with an overview of selection procedures of Galleries and Shops in BC, is available for a fee through the CABC offices. We have planned additional sessions including Canada Council for the Arts - Presentation on grants for Craftspeople, as well as an Open House at the CABC. These sessions are an excellent way to connect with each other and important people from the crafts and arts community.

Our new website is on-line and I welcome all of you to visit the site at [www.cabc.net](http://www.cabc.net). This is an information site for you to access resources in a timely manner. The site will be experiencing a few adjustments over the next several weeks and we will be monitoring it carefully over the next year. We welcome your input.

The Minister of Small Business, Tourism and Culture, the Honourable Ian Waddell, recently announced a week-long celebration of Arts and Culture for November 1 - 7, 1999. The aim is to highlight arts and culture in BC and its impact on our lives and future. If you are involved in any exhibitions, tours, workshops, lectures or are in your studio that week, please let us know so we can make the province aware of all activity highlighting BC craft during that week.



### Granville Island

20th anniversary

CMHC Granville Island - CABC's Corporate Sponsor

Our landlord, CMHC Granville Island, has been very good to us this year. After suffering from low sales due to the construction of "Festival House" and the new Information Centre beside us, they agreed to waive our rent for 1999. More recently, however, CMHC has foot the bill for some maintenance costs of our building including new front and back awnings, repairs to cracks in the foundation and a fresh coat of paint on the exterior and trim. Thanks to CMHC we are looking pretty smart. As such, the CABC would like to recognize CMHC Granville Island as our Corporate sponsor to recognize their efforts in maintaining the charm of 1386 Cartwright Street and the wonderful work we promote!

We acknowledge the assistance of the Province of British Columbia, through the British Columbia Arts Council and the British Columbia Gaming Commission.



BRITISH  
COLUMBIA  
ARTS COUNCIL

Supported by the Province of British Columbia

## ENTERING NEW MARKETS

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receive any orders. Some buyers indicated shipping costs were a factor. The minimum order of this person's work was \$500 which some said was too high.

**Jewellery:** we had three jewellers and one glass artist working with glass bead earrings and bracelets. High-end jewellery did not receive as much activity as jewellery under \$60 wholesale. \$12 beaded earrings and some jewellery in the 30 - 55 range did well. Total sales \$2,266.

**Wood:** there was positive feedback and enthusiasm for our wood selection. A couple of Corporate Gift companies as well as galleries and shops were interested. Total sales \$2,587.

**Glass:** there was huge interest in our glass selection and many orders were placed. Although we were hesitant to feature high end items, 5 ray gunz by Jeff Burnette wholesaling for \$150 were ordered at the show. Glass sales \$2,858, glass beaded jewellery \$307.

**Textiles:** we had one artist working with hand-painted silk scarves who received one large order for her work. These pieces were wall pieces and wearable. The wholesale prices were \$75 - \$150. Many were attracted to these pieces. Total sales \$600.

**Other:** cards (total sales \$2,014), metal ornaments (total sales \$865), mixed media vases, picture holders and clocks (total sales \$337), soap (total sales \$167).

#### Summary

This show was originally scheduled to take place in September, but in order to compete with the Canadian Gift and Tableware show (CGTA) which takes place in mid-August, the producers of the Toronto Gift show, Southex, changed the dates to the end of July. As a result of this sudden date change and other issues, the show was drastically smaller and attendance was much lower. Even though it was only 2 weeks before the CGTA, it seemed early to be thinking about holiday buying and the summer season was coming to a close. Two clients placed orders for the summer of 2000! All exhibitors who had participated in this show before confirmed that it was a poor show.

Despite this poor climate, however, we did very well and made a good impression on the buyers. Because we received such positive feedback with respect to the work, our overall display and who we were, we feel there is great potential in the Ontario market for high quality hand-made BC craft. Buyers were very happy to view a selection of new products. Everyone buyer we asked felt that the Toronto Gift Show was a better venue for the type of work we represented rather than the CGTA, the major competitor as this time.

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The CABC would like to apologize to the Butterdome Craft Sale organized by the World of Crafts Ltd. for a misprint. The ad which read "Canada's" largest craft sale... should have read "Western Canada's" largest Craft Sale...



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of British Columbia**  
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Sandra Ramos  
Darlene Siona  
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Coralie Triance

#### Newsletter Design

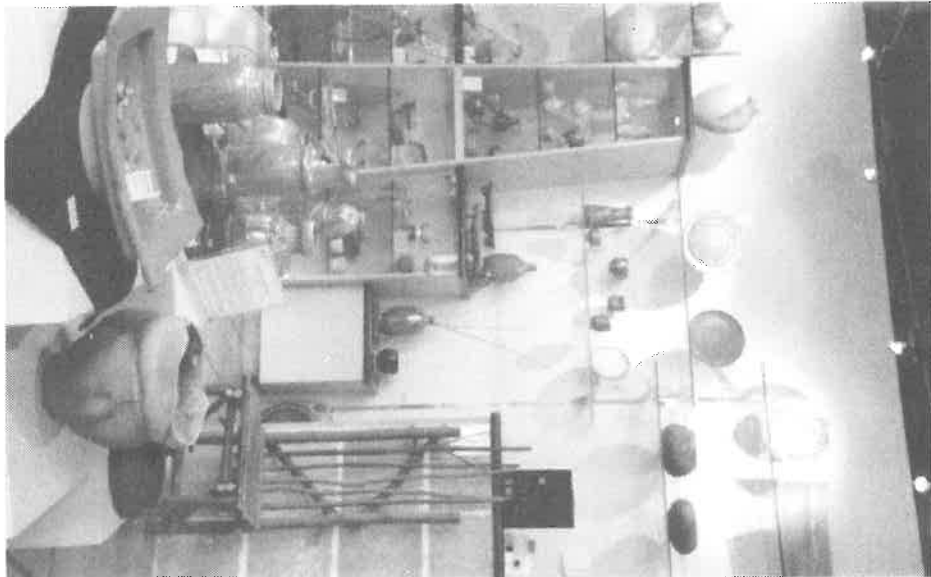
Sandra Ramos

Opinions expressed in Craft Contacts are those of the authors, and do not necessarily represent that of the Crafts Association of British Columbia.

Please send all comments and / or letters to the Editor (Patty Hansen) @ CABC.

# GALLERY PROFILE - Niwa Ceramic Gallery

Christina Loch



Niwa Ceramic Gallery

**Niwa Ceramic Gallery Ltd.**  
120-1 East Cordova Street  
Vancouver, BC  
Tel: (604) 681-6417  
Fax: (604) 922-5496  
Contact: Yi-Wei Wang, Owner

### Profile

This innovative ceramic gallery, which recently celebrated its first anniversary, is owned and operated by potter Yi-Wei Wang and staffed by an experienced and knowledgeable team of gallery assistants. It is located at the corner of Cordova and Carrall Street, one block south of Water Street, among a cluster of art galleries in Gastown.

- Professionally displayed work and a feature artist of the month
- Work is on consignment; commission is either 50/50 or a 40/60 split if the artist is willing to volunteer at the gallery for at least 8 hours per month
- Currently over 30 artists from British Columbia are represented

### Gallery Intent

Niwa Ceramic Gallery is Vancouver's first gallery exclusively devoted to one-of-a-kind wood, salt (soda), raku and pit fired ceramics.

## ENTERING NEW MARKETS

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### The People Involved

We wish to thank the many people involved for their time and efforts in making this project a success.

**Funders:** Province of British Columbia, through the BC Arts Council - Strategic Initiatives Program - special thanks to Don Lindsay for his consultation and assistance with this project.

**Booth design consultants:** Andrea Russell, Elisabeth Owre, Jo Darts, Cheryl Masters, Suzanne Summersgill, Rosl Niedermayer, Craig Stokes, Paul Yard (Circle Craft).

**Plinths: design & construction:** Hugh Jackson, painting & packing team, Jo Darts, Tony Darts, Cynthia Dong, Patty Hansen, Coralie Triance.

**Jewellery cases:** Main Street Custom Furniture (special thanks to member jewellery artist, Suzanne Nairne, for design concept and input).

**Curtains:** Suzanne Summersgill.

## CALL FOR ENTRY CABC at the Toronto Gift Show

The CABC will be participating in the Toronto Gift Show next February 20 - 23, 2000. We would like to represent 10 - 15 craftspeople to showcase BC talent to this broad and lucrative market. Application is open to members of the CABC who are home-based, craft producing entrepreneurs. This is an opportunity for craftspeople to enter new markets at an affordable price.

### Application Requirements

- A resume or CV detailing your business and artistic experience
- Previous trade show/wholesale experience (if not included in the above)
- A list of present buyers
- 3 - 5 samples of your products (additional photographs if necessary)
- Wholesale price list and description of work being submitted
- Samples of business/promotional materials (brochures, cards, order forms, etc.)

Their objective is to raise the profile of local ceramists practicing organic firing techniques by providing a professional and reputable venue where the artists work can be seen collectively and where they can be represented as a highly specialized group. As well, the Gallery aims to educate the public about organic firing and to promote its intrinsic qualities. As randomness affects every firing, the result is one-of-a-kind pieces each with their own personality. Therefore, exhibiting a wide range of these works in close proximity to each other, the gallery hopes to give people the opportunity to see the subtle differences between them.

### Type of Work Featured

Functional and sculptural ceramic pieces created by wood, salt (soda), raku and pit firing with emphasis on quality, originality, well developed personal style and technical competence. Some artists currently represented are *Marlene Bowman, Rachelle Chimney, Jim Etzkorn, Connie Glover, Cathi Jefferson, Lynne Johnson and David Lloyd*.

### Submission Procedures

Call the Gallery and speak to Yi-Wei Wang first. If the type of work is suitable for the Gallery an appointment will be made to view actual pieces, slides, photographs and other relevant material.

### Craft Shows 1999

Published by the Crafts Association of BC, Craft Shows 1999 is your guide to craft shows and fairs throughout BC, Canada and the US. Available at the CABC. To order your copy call (604) 687-6511.

**CABC members free**  
**Non-members \$6**

## CABC Resource Centre

1999 sponsor: The Hawthorne Charitable Foundation

1386 Cartwright St.  
Granville Island, Vancouver, BC  
(604) 687-6511, 1-888-687-6511  
Open: Mon - Fri 10:30 am - 5:30 pm

### Craft related documents and general information including:

- Crafts, Artichoke, American Craft, The Crafts Report, Fibre Arts, Surface, Ornament
- Publications and newsletters of art & craft guilds and provincial crafts councils
- Business information, small & home-based business guides, Business In Vancouver
- US Customs and Border information
- US Market Information (Pacific Northwest)
- Funding information (Arts Resource Book, Guide to Canadian Arts Grants, Canada Council grant applications & funding, BC Arts Council funding and more)
- Cultural reports (government, CABC Crafts Sector Survey)
- Craft Show Directories (BC, Alberta, Ontario)
- Education

### Video Lending Library

Over 50 titles available for loan. Videos feature profiles of artists and their work. For a complete list of titles contact the CABC offices.

### Artist Portfolio Registry

Profiles, biographical information, visual material of member craftspeople.

### New Video

Small Scale Photography, How to take great shots of your work! Produced by well-known jewellery and metal artist, Charles Lewton-Brain. The video takes you through the basics of taking good quality, professional looking photographs and slides of your small scale art and craft work - emphasis on low cost and simplicity. The methods help you create images of any small objects (archaeological and mineral specimens, jewellery, and other objects under about three feet square/1 metre in size). There is an accompanying book to assist with the process.

**The CABC would like to welcome the following new members:**

Lorie Aaron ▼ Libby Beck ▼ Pat Bennett ▼ Morgan Bristol ▼ Ed Brown ▼ Emiko Carley ▼ Sue Carrel ▼ Cher Cartwright ▼ Brent Conber ▼ Penelope Connell ▼ Nancy Denomme ▼ Hermann Elder ▼ Victor Elkins and Kevin Kevin ▼ Heather Fox ▼ Rachel Grainger ▼ Shirley Gray ▼ Janet Helm ▼ Chris James ▼ Marc Katz ▼ Francine Keane-Mitchell ▼ Felix Kopetsky ▼ Heinz Kratzky ▼ Jennifer Love ▼ F. Jill Matthews ▼ Shannon McDougall ▼ Bob and Joanne McKay ▼ Elizabeth Minish ▼ Bea Moluwat ▼ Marilyn Mullan ▼ Sylvia Naylor ▼ Christine Ng-Nickerson ▼ Bruce and Laura Nyeste ▼ Ornamentum Furniture ▼ Linda Porter ▼ Pottery Connection ▼ Louise Pringle ▼ Hazel Rambaran ▼ Andrew Riddle ▼ Brent Rourke ▼ Mike Sinclair ▼ Errol Stewart ▼ Paul Taylor ▼ Donna Telep ▼ Mary Tremayne ▼ Hugues T.M. Tremblay ▼ Cedar Denyse Wallace ▼ Zea Wolf ▼ Tony Woods ▼

**The CABC would like to thank the following members for their continued support:**

Diana Ambida ▼ Mary Barkhouse ▼ Catherine Barr ▼ Wendy Barrett ▼ Ilze Bebris ▼ John Bese ▼ Marlene Bowman ▼ Jennifer Chard and Oliver Oliver ▼ Cathy Cheung ▼ Madeleine Chisholm ▼ Flotsam and Jetsam Basket Designs ▼ Les Crimp ▼ Ann Davern ▼ Silvia Doito ▼ Patricia Fortin ▼ Kirsten Friz ▼ Branslav Gajic ▼ Alike Gladwin ▼ Stan and Trudy Grief-Czolowski ▼ Mary Harrison ▼ Vanessa Hughes ▼ Maria Hyklova ▼ Vesna Jankovich ▼ Jean Kares ▼ Ayako Kuroki ▼ George Derby Centre ▼ Vincent Massey ▼ Jane McDougall ▼ Shirley McGrew ▼ John McNee ▼ Barbara Moffat ▼ New Westminster Public Library ▼ Barbara Newton ▼ Yolanda Olivotto ▼ Herbert Pichler ▼ Zoran Princevic ▼ Prince George Art Gallery ▼ Aimee Promislow ▼ Donald Reimer ▼ Kathy Robertson ▼ Jacqueline Robins ▼ Mark Salusbury ▼ Ruth Scheuing ▼ Linda Schmid ▼ Rutko Shimonae ▼ Louise Slobodan ▼ Jan Smith ▼ Carol Swann ▼ Brad Turner ▼ Trudy Van Dop ▼ Jean Weller ▼ West End Pottery Club ▼ Wild Woods Ltd. ▼ Fay Zens ▼

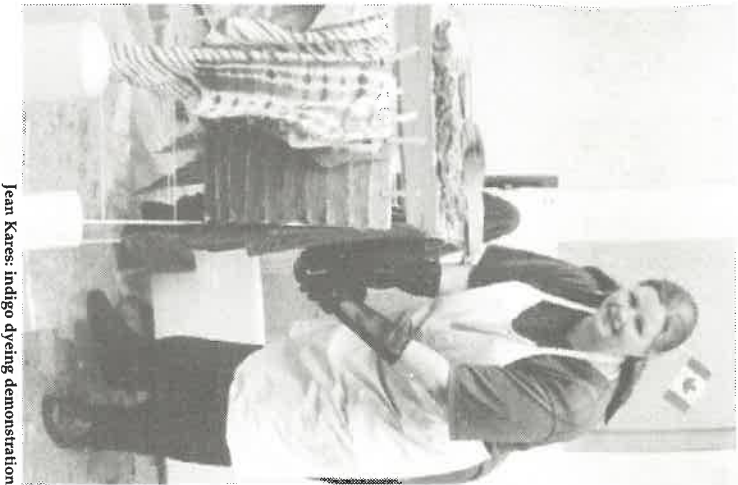


## MADE IN CANADA - A Craft Crawl on Granville Island



Neno Catania: wood turning demonstration

**Made in Canada** - a craft crawl on Granville Island was the second tour organized by the CABBC within the 20th anniversary year-long celebrations for Granville Island. 10 stops on the tour brought you into direct contact with craftspeople, craftwork and demonstrations. On exhibit at Crafthouse were turned wood objects by **Neno Catania**, who also demonstrated wood turning on his lathe in front of Ocean Art Works. **Lenka Suchanek** created intricate bobbin lace patterns with copper wire as she chatted with visitors at Crafthouse. Other activities included an outdoor indigo dying demonstration by **Jean Kares**, glass blowing at **David NewSmall's**, wheel throwing with **Daniel Materna**, tapestry weaving by **Ruth Jones**, a visit to master goldsmith **Per Madsen's** studio, artists at work at the **Kingsmill Pottery** studio, weaving at **Diana Sanderson's**, and an exhibition of **Gordon Hutchens'** ceramic work at the Gallery of BC Ceramics. This event was a wonderful opportunity to present the diversity of craft to a massive audience as there were thousands of people on Granville Island enjoying the many festivities of Canada Day.



Jean Kares: indigo dyeing demonstration

Many many thanks to **Neno Catania** who took time out of his very busy schedule to demonstrate for the entire day. Neno designed a stand specifically to transport his lathe for the event. Thanks to **Lenka Suchanek** for also taking the time to demonstrate her talents in Crafthouse as well as all the other participants on Granville Island. Thanks to member Cynthia Low for lending us a tent which kept us nice and dry and to some assistants who helped set up and dismantle, Jo Darts, Tony Darts, Michael Bryden and Annette Wooff. A special program for the craft crawl was designed and printed compliments of CMHC Granville Island.

## VOLUNTEER OPPORTUNITIES

Thanks to members Gail Hounigan and Julia Lin for responding to our previous request for volunteers for Packages and our newsletter respectively. We encourage participation from the membership for all programs of the CABBC on an ongoing basis even though they may not be specifically mentioned in each issue of Craft Contacts. Volunteer opportunities are available in Crafthouse Shop and Gallery, Newsletter, Education, Special Events and on the Board. Contact us for details at (604) 687-6511, toll-free 1-888-687-6511, email cabbc@bc.sympatico.ca. The CABBC is looking to attract the following expertise:

### Treasurer, CABBC Board of Directors

The CABBC is seeking a Certified Accountant to stand as Treasurer on the Board of Directors. As Treasurer, you will oversee the financial operations of the organization, ensure compliance with the Society Act, report and advise on financial statements to the Board of Directors and others, as required. The term is one year, with the expectation that the individual will commit to a minimum of two terms (2 years), up to a maximum of 6 terms (6 years). Opportunity to work with a dynamic group of members assisting with and developing exciting programs geared to the development of excellence in crafts. Estimated time commitment is 5 - 10 hours per month. Contact Executive Director, Cheryl Masters.

### Resource Centre

The CABBC is looking for members to assist in the Resource Centre for a few hours each week. Duties include reading through literature and filing the information in the appropriate areas, updating the bulletin boards and brochure racks, filing archival materials, assisting the public with general inquiries and making photocopies. A perfect opportunity to become acquainted with current craft news and events and interact with craftspeople and the general public. Time commitment is 4 hours per week. Contact Patty Hansen.

### CABBC Board Member as Representative to the Canadian Crafts Federation

As a provincial crafts council member of the Canadian Craft Federation (CCF), a representative from the CABBC must sit on the Board of the CCF. The CCF was founded in 1974 to provide structure and a forum to unify and represent Canadian craftspeople nationally and internationally. The CABBC is seeking a member to sit on its Board as the Representative to CCF. As a member of both boards you will be the liaison between the two organizations. Knowledge of the BC crafts community and awareness of national issues and policy which affect craftspeople are an asset. Estimated time commitment is 6 - 10 hours per month. Please contact Cheryl Masters.

### Committee Members for Packages, CABBC Annual holiday event & fundraiser

The CABBC is looking for additional members for its Packages committee to assist with this annual holiday event and fundraiser. Activities include assisting with event planning, seeking in-kind donations and sponsorship, promotion and assisting with the actual event. The event is scheduled for sometime in November. Contact Suzanne Summersgill at (604) 574-6219, fax (604) 574-6319.

## MEMBERS VISA MERCHANT DISCOUNT

A few members have commented on some issues in obtaining the Members Visa Merchant discount. In July, Cheryl Masters met with a Scotiabank representative to communicate these issues and to receive an update on procedures for application.

Some basic information which the Bank requires when you are making an application is your annual revenue. To support this you will need a business plan (particularly if you are starting out) and financial statements. You will also be required to have a business certificate issued by the Province of BC. They will also make a site visit to the premises where you operate. If you do not have a business plan or any idea as to how to write one, Scotiabank has created a tool to assist you called, **Scotiabusiness Plan Writer**. This is available through their website at [www.scotiabank.ca](http://www.scotiabank.ca). This business plan format is one which is geared to the needs of bank. The Bank Manager will ask you questions about the nature of your business including how you sell your work. Be aware that if you say you are taking orders over the phone, you enter into a higher risk category and will be required to provide additional information such as audited financial statements. This is because no signature is secured through orders by phone and there is more potential for fraud.

If you have financial information on your business and present yourself in an organized and professional manner, you should have no problem accessing this benefit. Every branch is different and some may not be up to speed on this arrangement or the procedures. If you run into any difficulties, please contact us and we will call a representative to investigate and try to assist in the matter.

Scotiabank has just introduced a new option which could be ideal for craftspeople. It is called IVR (Interactive Voice Response). You do not require a terminal and as such, there is no terminal charge. You just need access to a phone. You simply call the Scotiabank IVR number and key in your access code, enter the requested information (transaction type, credit card number, expiry date, date of sale and amount), once the transaction is confirmed an authorization number is given which you record on your imprinted sales draft. The transaction is automatically deposited into your account and you do not have to submit any paper transaction slips to your bank. This option only allows for credit card transactions, not interac direct payment. Call your bank to inquire about this new option.

To apply to Scotiabank for the Members Visa Merchant Discount - please contact Patty Hansen (604) 687-6511 to obtain a letter indicating membership to the CABBC to be eligible for this benefit.

## MEMBER PROFILE LOIS ROMANOW

### Les Crimp

IT STARTED WITH AN OTTAWA SNOWSTORM.....it was May 1996. She needed a better climate to pursue her pottery and gardening - snow in May was too much!

This is the story of Lois Romanow of Ladysmith, BC.

Lois Romanow was born and raised in Montreal. She completed her education with a B.Sc. Degree and in the early 1970's was involved in computer programming. Lois went back to school at John Abbott College, graduated in 1981, and has since maintained a full-time clay studio. She has also attended every available workshop which helped give her the rounded view of craft that she has.

In 1991 Lois built a 20 cu. ft. gas car kiln which led her to stoneware as well as porcelain. Her glaze palette and techniques were enhanced by this major addition to her studio. Lois' early work was in production porcelain, fired to cone 6 with two glazes but boredom and Carpal Tunnel Syndrome ended this. Most of Lois' present production is Cone 11 reduction ware.

After spending 14 years in Ottawa, the big May snowstorm helped her decide to "Go West". She did not know where she would land, but Ladysmith was a manifestation which has proven to be her home. In her beautiful studio in a lush garden, Lois now makes only the pots she wants and they have successfully found their own market.

Lois is driven by a passion for educating others in pottery and pottery education is her life mandate. She is currently working toward finding the right building, location and funding for a Ladysmith Art School. Throughout her life as a potter she has been involved in the Ottawa Potters Guild as



Lois Romanow at her studio.

Vice-President and then as President. She was the Eastern Ontario representative for fusion (Ontario Clay & Glass Association) for 6 years and has organized and taught many workshops in Ontario. Lois is now actively providing and arranging workshops on behalf of the Nanaimo Tozan Society, Arrowsmith Potters Guild and Nanaimo Potters Co-op.

Lois welcomes people to visit her Gallery and Studio at 330 Third Avenue in Ladysmith. It is easy to find - just look for the PURPLE "CLAYVISIONS" sign. Lois' philosophy - "My pots must dance!"

Her quest to make living a special experience continues.....and thanks to a May snowstorm we can now claim Lois as one of us!



Pottery by Lois Romanow



# Crafthouse Gallery

Gallery Coordinator

Patty HANSEN

# Crafthouse Report

Crafthouse Manager

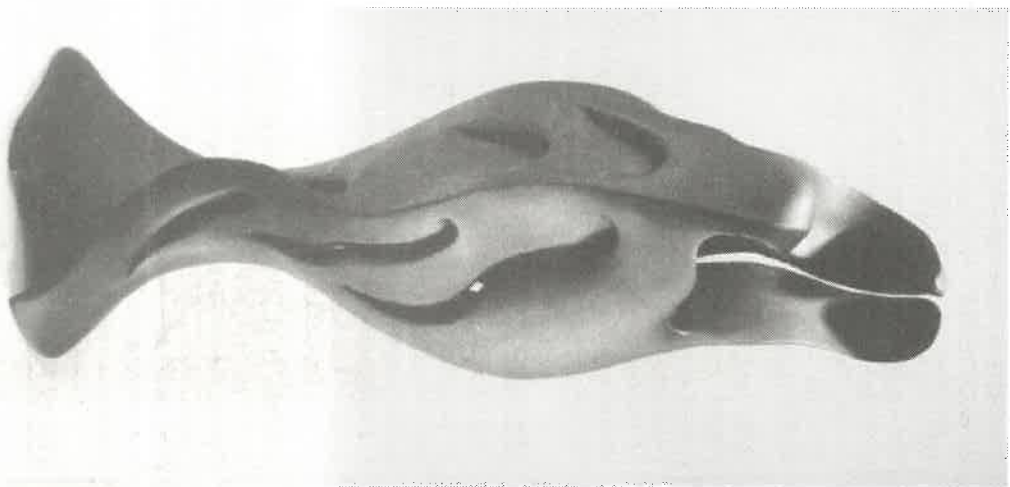
Jo DARTS

## Homage to Gwaii Haanas: Sculptural Vessels by Rachelle Chinney

September 2 to October 5  
Opening Reception: Thursday, September 2, 6pm to 8pm

In the summer of 1998, Rachelle Chinney and her partner spent two weeks kayaking through the southern aspect of Gwaii Haanas in the Queen Charlotte Islands. Inspired by the beauty of the marine sanctuary, Chinney's exhibition reflects the mood of geological, aquatic and floral forms of the ecologically unique archipelago.

Each of Chinney's pieces is built of coils of clay mounted on a small base and altered, pierced and sculpted as it dries. The surface of the piece is then scraped smooth and left to dry over several weeks until it is to be finished with a combination of copped oxide, India ink and sealant.



Rachelle Chinney

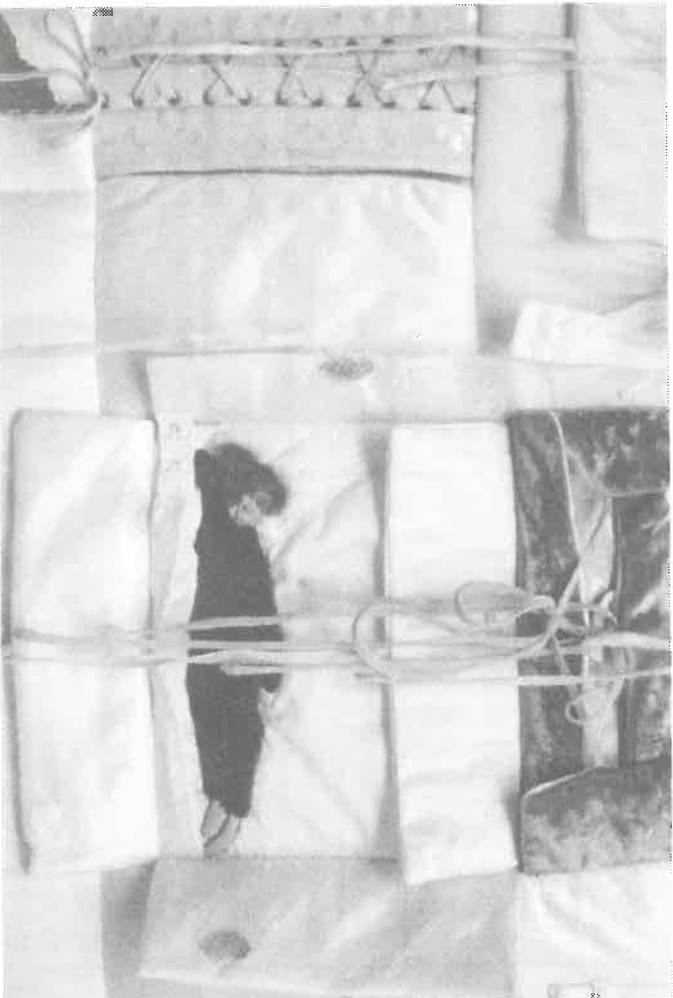
## Keeping Abreast...

by Nancy Denomme, Rachel Grainger, Industrial Artifacts, Annette Newcomb, Marianne Pengelly, Alice Philips, Andrea Russell, Mary Tremayne, Andrea Waines, Angelika Werth

October 7 to November 2  
Opening Reception: Friday, October 8, 6pm to 8pm

In support of Breast Cancer Research, the Crafthouse Gallery presents "Keeping Abreast". A group exhibition with partial proceeds going to Breast Cancer Research. The works include a felted kimono entitled "Waiting for a Cure - Breast Kimono" by Alice Philips, a humorous wood cabinet displaying massive red

cedar breasts by Industrial Artifacts, gold and silver breast earrings adorned with rubies by Andrea Russell, a series of breast cancer brassiere quilts by Angelika Werth and a specially designed angel pin by Andrea Waines whose proceeds are to go to Hope House to fund support programs for people with cancer and their families.



Angelika Werth

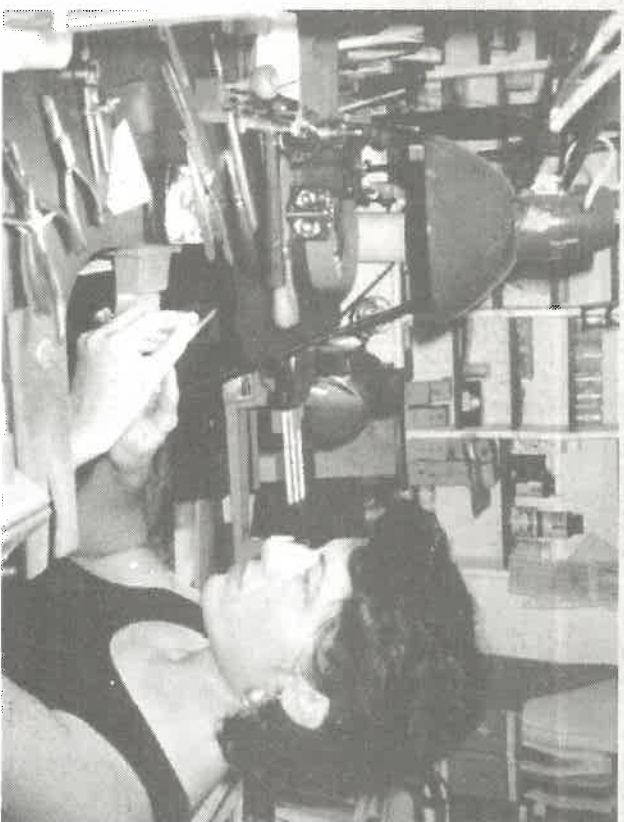
As you read this, our summer is at an end (what summer?). Certainly the early sodden weather made an impact on our usually strong May sales. However May to July sales are 17% above 1998 and 5% above budget. August sales are currently much stronger than expected.

Four more people's work was accepted at the June jury. Sid Samphire has taught art and worked in clay for many years. He uses a mid range stoneware clay, (fired in reduction to cone 6) with which he builds structures with an architectural quality. Martha Cloudesley, Joan Carrigan and Lorna Cammaert were all part of the group basketry exhibition and work from all three was retained for the shop. Heinz Kratczyk works in mastodon ivory, making jewellery and turning small objects. His turned-ivory lace bobbins have been chosen for the shop. Annette Newcomb sculpts with wire, which she coils into the shape of angels. Each is about 18" long, incorporates feathers and hangs from the ceiling. Shaker boxes by Brent Rouke will arrive in September from New Brunswick. They are made in cherry with bird's eye maple lids and are made in the shaker tradition of using copper rivets and tiny wooden dowels which attach the base to the sides. Also in September we will receive cutlery by David McAleese and Alison Wiggins of Toronto. These are exceptional pieces made in sterling silver with blue titanium handles.

Has everyone seen the new colour flyer for CABC and Crafthouse? Drop by the shop and pick up a few. Pass them on to friends...

In September we profile the jewellery of Dominique Brechault. Born and raised in France, Dominique holds a Master's Degree in art history from the University of Poitiers, a diploma from Emily Carr College of Art and Design, and a diploma in jewellery from Vancouver Community College. The pieces in her display are part of a larger ongoing series of work entitled "The Enclosed Garden". This project is an exploration of ideas and myths pertaining to the medieval garden, as well as a study of 3-dimensional natural shapes and textures. Karen Morrow will have her jewellery profiled in October.

Crafthouse says goodbye to Pamela Roberts who leaves to concentrate on her own business and Joan Dickenson, who is going travelling. I would like to thank Pamela and Joan, and Julia Danielsson, Cynthia Dong, Karen Opus, Sandra Ramos, Darlene Siona, and Coralie Trianice for having toiled seemingly effortlessly to help Crafthouse reach its objectives.



Dominique Brechault at work in her studio.



Seed Pod (Pisum Regalis) Pendant by Dominique Brechault

**Crafthouse**

Crafthouse is a non - profit gallery / shop and is a program of CABC. Crafthouse provides an outlet for the display and sale of fine traditional, contemporary, and leading edge crafts; and provides craft-related information and education to the CABC membership, general public, professionals in the visual arts community, and craftspeople. Crafthouse aims to be self-supporting in its promotion of craft.

1386 Cartwright Street  
Granville Island  
Vancouver, BC V6H 3R8  
tel: 687-7270 fax: 687-6711  
HOURS:  
Open Daily  
10:30am - 5:30pm  
Open on Statutory Holidays  
10:30am - 5:30pm



Display Ad Rates (1-2 issues):		
7 1/2" x 8 1/2"	\$175.00	
4 5/8" x 6"	\$90.00	
3 3/8" x 4 1/2"	\$50.00	
2 3/8" x 3 5/8"	\$40.00	

The rate for advertising in the Craft Calendar of Craft Contacts is \$23.36 for 40 words or less.

The rate for inserting flyers or pamphlets in the newsletter is \$50.00 per issue.

**Contact Patty Hansen**  
for display ad rates & details.  
tel 687-6511

Fax 687-6711

**Next Deadline: October 15, 1999**

## CALLS FOR ENTRY

**Deadline: September 27.** Wayne Art Centre invites entries for "Craft Forms '99". Dates: December 3 - January 21, 200. Cash awards. Contact: SASE to Wayne Art Centre, 413 Maplewood Ave., Wayne, PA 19087, tel: 610-688-3553.

**Deadline: September 30.** The Sunshine Arts Council invites artists, craftspeople, curators and collectors to submit proposals for exhibitions beginning January 2000 to June 2001. All visual art mediums considered. Contact: Curator, SCAC, Box 1565, Sechelt, BC V0N 3A0, tel: 604-885-5412.

**Deadline: October 3.** Open to all ceramic artists residing in Canada. Works should be an exploration of the theme voyage, invoking ideas of the move into the next century. Maximum 3 works per artist created in 1999 and never been exhibited. Contact: Biennale nationale de ceramique, 864 rue des Ursulines, Box 1596, Trois Rivières, PQ G9A 5L9, tel: 819-691-0829.

**Deadline: October 13.** Target Gallery invites entries for "Time Will Tell" an exhibition to be held in conjunction with the millennium. Dates: November 24-January 2. Artwork should refer to the passage of time. Artwork cannot be over 15 feet tall nor over 150 pounds. All work must be for sale. Entry fee: \$25. Contact: Target Gallery, 105 N. Union St., Alexandria, VA 22314, tel: 703-549-6877.

**Deadline: October 15.** Corning Museum of Glass invites entries for "New Glass Review 21". 100 winners will be published in a publication in spring 2000. Open to glass designed and made during 1999. Fee: \$15. Contact: New Glass Review, Corning Museum of Glass, One Corning Glass Centre, Corning, NY 14830, email: curatorial@cnog.org

**Deadline: November 1.** Call for proposals for Big City Residency Program. This residency is for artists whose work explores the perspectives of the city and urbanization. Residency is open to all visual artists. For more information or an application contact: Jon Tupper, tel: 403-762-6114, fax: 403-762-6665, email: jon\_tupper@banffcentre.ab.ca; or Jennifer Woodbury, tel: 403-762-6302, email: jennifer\_woodbury@banffcentre.ab.ca.

**Deadline: November 1.** Craft Council of Newfoundland and Labrador Gallery is inviting celestial inspired works for a holiday exhibition titled "Heavenly Hosts". Jury by slides or photos. All work must be for sale. Contact: Craft Council Gallery, Devon House, 59 Duckworth St., St. John's, NF A1C 1E6, tel: 709-753-2749, fax: 709-753-2766, email: craftcouncil@nfld.net

**Deadline: December 17.** Esmay Fine Art invites entries for "Porcelain 2000". Dates: March 3-April 1. Open to functional forms in porcelain. Fee: \$20/up to 5 entries. Contact: Esmay Fine Art, 1855 Monroe Ave., Rochester, NY 14618, tel: 716-271-3886, website: www.pgl.com/esmay

**Deadline: Ongoing.** Our newly re-opened high-end furniture store is featuring Canadian artists and craftspeople. We are looking for superior quality art work, accessories, pottery and collectibles to accent our stickley furniture. Please call for an appointment. Thomson and Page Home Furnishings and Collector's Gallery, 2021 West 41st Ave., Vancouver, BC V6M 1V7, tel: 604-738-5144, toll-free: 1-888-609-8710, fax: 604-738-4364.

**Deadline: Ongoing.** Arts and Crafts Mall is a Canadian online shopping emporium providing access to unique, fine quality arts and crafts. Vendors may have websites professionally designed or we may utilize and link to your existing website. Contact: Michele at 1-800-478-6161 or m.w@sympatico.ca or visit our website at www.artsandcraftsv-mall.com

**Deadline: Ongoing.** Walt Disney Attractions Inc. is looking for Canadian craftspeople to display, do demonstrations, and sell their work at the Canadian Pavilion in the Epcott Centre. Send photos and CV to Chuck Williams, Merchandise Buyer, Walt Disney Attractions Inc., Box 10000, Lake Buena Vista, Florida, tel: 407-345-7705.

**Deadline: Ongoing.** Dunlop Art Gallery is looking for art, craft, and thematic exhibitions that are international, national and local. Send resume, artist's statement, exhibition proposals, slides with identifying list and reviews: CAR/FAC recommended minimum fee. Contact: Helen Marzolf, Regina Public Library, PO Box 2311, 2311 12th Ave., Regina, SK S4P 3Z5, tel: 306-777-6040.

**Deadline: Ongoing.** Blackberry Artists Society is looking for craftspeople working in three dimensions to join their cooperative gift shop in the Port Moody Arts Centre. Cooperative features low commissions and work is juried by other members. Contact: Vicki tel: 604-469-1218, Nadia tel: 604-936-0743.

**Deadline: Ongoing.** Nanaimo Art Gallery Art Rental and Sales Program is seeking artists to submit their work for review as participants. Artists will receive a substantial portion of rental fees. All artists working in 2 dimensions are invited to submit slides for selection. Contact: Anne Gilroyed, Art Rental Program Manager, tel: 250-741-8355 or 250-755-8790.

**Deadline: Ongoing.** Richmond Art Gallery is looking for proposals of artwork for the gallery window space facing the boulevard. Artwork should address pedestrians and street traffic and must be clearly seen from the street. Individuals and collaborating artists working in any medium are invited to apply. Contact: Corine Cory, Director, Richmond Art Gallery, 180-7700 Minoru Gate, Richmond, BC V7A 4M1, tel: 604-231-6457.

## CRAFT SHOWS

### Vancouver Coast and Mountains

**September 4-5.** Labour Day Weekend Country Faire. Held in Whistler, BC. Contact: Lyn Hainstock, Artisan Crafts, tel: 604-739-9002, fax: 604-739-9004.

**October 30-31.** North Shore Holiday Craft Fair: Held at the North Shore Winter Club, North Vancouver from 10am to 4pm. Non-injured. \$60/ weekend (\$50 if booked before September 15th). 48 tables. Free admission. Contact: Donna, tel: 604-880-4495, fax: 604-983-2582.

**November 7.** VanDusen Christmas Craft Fair. Held at VanDusen Gardens, Oak and 37th St., Vancouver, BC. Canadian crafts and international gifts. Contact: Lyn Hainstock, Artisan Crafts, tel: 604-739-9002, fax: 604-739-9004.

**November 13-14.** 18th Original Vancouver Craft Market. Held at VanDusen Gardens, Oak and 37th St., Vancouver, BC. Contact: Simone Avram, Vancouver Craft Market, 8540 Demorest Dr., Richmond, BC V7A 4M1, tel/fax: 604-275-2724.

**November 13-14.** Christmas Treasures Craft Fair: Surrey Place Mall, Surrey, BC. Mall hours. \$75 for a table for the weekend. Juried. Contact: Jan, Arts Council of Surrey, 13750, 88th Ave., Surrey, BC V3W 3L1, tel: 604-501-5188, fax: 604-501-5581.

**November 20-21.** VanDusen Christmas Craft Fair: Held at VanDusen Gardens, Oak and 37th St., Vancouver, BC. Canadian crafts only.

Contact: Lyn Hainstock, Artisan Crafts, tel: 604-739-9002, fax: 604-739-9004.

**November 27-28.** Christmas Country Faire. Held in Whistler, BC. Contact: Lyn Hainstock, Artisan Crafts, tel: 604-739-9002, fax: 604-739-9004.

**December 4-5.** Heritage Hall Juried Christmas Craft Fair. Feature your fine quality art and craft at one of Vancouver's most beautiful venues. We offer great organization and an ambience of intimacy. Contact: Marian Gilmour, Heritage Hall, Mezzanine Floor, 3102 Main St., Vancouver, BC V5T 3G7, tel: 604-879-4816.

**December 4-5.** 18th Original Vancouver Craft Market. Held at VanDusen Gardens, Oak and 37th St., Vancouver, BC. Contact: Simone Avram, Vancouver Craft Market, 8540 Demorest Dr., Richmond, BC V7A 4M1, tel/fax: 604-275-2724.

**December 9-12.** Signatures Craft Show. Held at Tridex - Fraser Valley Trade and Convention Centre, Abbotsford, BC. Canada's largest producer of craft shows, introduces its newest show. A high quality juried show limited to 125 exhibitors. Contact: Signatures Craft Shows, tel: 1-888-773-4444.

### The Islands

**November 5-7.** 10th Annual Nanaimo Professional Craft Fair. Held at 2300 Beban Rd., Beban Social Centre, Nanaimo, BC. Juried. Draped booths with own floodlight and outlet. Contact: Nina Clark, 6010 Uplands Dr., Nanaimo, BC V9V 1M1, tel: 250-390-3679, fax: 250-390-1049.

**November 18-21.** 10th Annual Out of Hand Craft Fair. Held at the Victoria Conference Centre. Juried. 130 booths. This extremely popular show fills up fast. Contact: Ramona Froehle-Schacht, Box 35028, Victoria, BC V8T 4G2, tel/fax: 250-592-4969, email: ramona@outofhand.BC.ca

### Out of Province

**November 18-21.** 13th Annual Art Market. Held at the Calgary Convention Centre, Calgary, AB. 200 high quality artisans. Contact: Art Market Productions, PO Box 385, Banff, AB T0L 0C0, tel: 403-762-2345.

**December 2-5.** 9th Annual Butterdome Craft Sale. Held in Edmonton, AB. Western Canada's largest craft sale attracting 40,000+ customers. Juried with over 225 artisans. Prior show experience and professional display a must. Reserved space for new applicants. Large number of out-of-province exhibitors attend this event each year. Contact: World of Crafts, tel: 780-436-6666, fax: 780-431-2952.

**December 3-22.** 44th Salon des Metiers d'Art du Quebec. A unique opportunity to introduce your new creations to a wide-ranging clientele. 10 or 20 day booth rentals. A \$200 discount will be granted to exhibitors from outside Quebec who are participating for the first time. Contact: Conseil des metiers d'art du Quebec, 350 St. Paul St. East, Suite 400, Montreal, PQ H2Y 1H2, tel: 514-861-2787, fax: 514-861-9191, email: cmaq@metiers-d-art.qc.ca

## EXHIBITIONS

### West Kootenay

**July 30-September 12.** Steel Evolving. Andrew Raney. Exhibition of steel sculptures inside and outside the gallery. Kootenay Gallery, 120 Heritage Way, Castlegar, BC, tel: 250-365-3822.

**November 5-7.** Handwoven Heirlooms. Annual exhibition and sale of work created by members of the Selkirk Weavers' and Spinnners' Guild. Kootenay Gallery, 120 Heritage Way, Castlegar, BC, tel: 250-365-3337.

### Vancouver Coast and Mountains

**July 23-September 19.** Charles Lewton Brain. A selection of fold formed objects, jewellery and conceptual works. Canadian Craft Museum, 639 Hornby St., Vancouver, BC, tel: 604-687-8266.

**July 23-September 19.** Efflorescence II. Fallen leaves predominate in this second part of Efflorescence, a more subdued but elegant exhibit of works in wood and metal. Canadian Craft Museum, 639 Hornby St., Vancouver, BC, tel: 604-687-8266.

**September 2-October 5.** Christmas Forever. Joan Tang. An exhibition of life-size, soft sculpture and paper clay dolls. Circle Craft, 1-1666 Johnston St., Vancouver, BC, V6H 3S2 tel: 604-669-8021,

**September 4-30.** Beyond the Millennium. Kathryn O'Regan. In a cosmic explosion of colour and form, this exhibition of presents a symphony of nature's challenges and human responses. Gallery of BC Ceramics, 1359 Cartwright St, Vancouver, BC, tel: 604-669-5645.

**September 30-November 14.** Heavy K and the Turtlenecks. Lawrence Northey. Using both original and found objects combined with electronic and mechanical wizardry the automated musical performers will come to life every 30 minutes. Richmond Art Gallery Window, 180-7700 Minoru Gate, Richmond, BC, tel: 604-231-6440.

**October 1-3.** Harvest of Quilts. Vancouver Quilter's Guild. Performance Works, Granville Island, Vancouver.

**October 2-November 3.** Tête-à-tête. New sculptural work in ceramics by Suzy Birstein. Gallery of BC Ceramics, 1359 Cartwright St., Vancouver, BC, tel: 604-669-5645.

**October 22-24.** The BC Wood Show. Event includes Canadian Open Woodturning Championships, presentations, demonstrations and awards. Sponsored by the Pacific Woodworkers Guild. Cloverdale Rodeo and Exhibition Grounds, 176th St. and 60th Ave., Surrey, BC. Show Info. tel: 604-581-2333 or 519-351-8344, fax: 519-351-8345.

### Out of Province

**August 28-September 18.** Wood Turned Bowls. Mark Salusbury one of Canada's most respected wood turners, will be presenting his elegant, sophisticated work in fiddleback maple. The Guild Shop, 170 Bedford Rd., Suite 300, Toronto, ON, tel: 416-925-4222.

**September 10-October 2.** A Room to View. A glass installation by Pat Torlen and George Shannon. Manitoba Crafts Council Exhibition Gallery, 390 Academy Rd.

**September 25-October 16.** 4th Annual Invitational Ceramics Exhibition. Ceramic artists go all out to create special functional and sculptural pieces for this annual event. The Guild Shop, 170 Bedford Rd., Suite 300, Toronto, ON, tel: 416-925-4222.

## MARKETPLACE

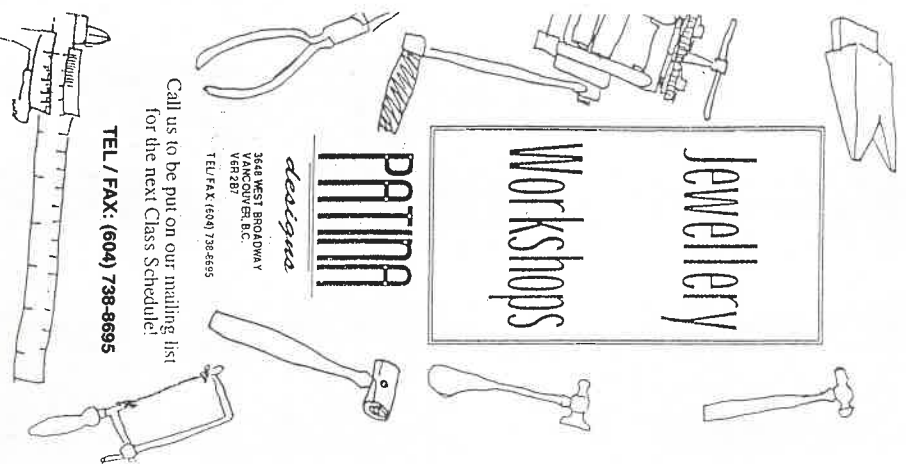
For Sale: epoxy resin, hairclip backs, mirrors, aluminum sheets - all below wholesale prices. Also, interested in selling my medium sized craft business. Have done up to \$250,000/year in gross sales. Much potential. For information please call Aimee at (604) 683-4114 or email her at aimee@istar.ca

For Sale: Leclerc "Artisat IV" floor loom. 36" wide, jack type, 4 harness compact, can be folded with weaving on loom. Like new. For more information contact Carol Lane at (604) 594-2559.

Woodwork studio space for rent. Very well equipped and clean shop. This location is a great opportunity for a craftsperson or low production individual. Centrally located off lower Lonsdale. Rent negotiable. Contact: Greg Metz 604-926-5190.







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## ARTISAN CRAFTS Juried Craft & Gift Shows 1999 SHOW LIST

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November 7th

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November 20th & 21st

Canadian Crafts Only

December 11th & 12th

Canadian Crafts & International Gifts



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14 Days From August 3rd - 6 Show Days

Contact Lyn for more information:

Phone: (604) 739-9002 (10 am to Noon)

Fax: (604) 739-9004

## CALL FOR ENTRY CANADA'S LARGEST CRAFT SHOW PRODUCER IS COMING TO B.C.

# Signatures

### FRASER VALLEY CRAFT SHOW and SALE

We are pleased to announce our newest show - Signatures Fraser Valley in Abbotsford, B.C. Set in the fastest growing region in Canada, with a regional population of 1,500,000, Signatures will be held at Tradex from Thursday to Sunday, December 9 - 12, 1999. Showcasing 125 artisans, the show has all it takes to become a major craft event: a modern and attractive facility, a large under-served consumer base and a strong local artisan presence. With Signatures's management and promotional track record this show is bound to be a success.

### TRADEX TRADE AND CONVENTION CENTRE Abbotsford, British Columbia December 9 - 12, 1999

## The Signatures Group of Craft Shows

Québec - Ottawa - Toronto - London - Winnipeg - Fraser Valley

For further information or an application form, please call

# 1.888.773.4444

## Join

### the Crafts Association of British Columbia

#### benefits of membership:

- » Craft Contacts Newsletter
- » CABC Reference Centre
- » CABC Artist Registry
- » Commissions & Referrals
- » CABC Video Lending Library
- » Scholarship opportunities
- » Exhibition opportunities
- » Discounted prices on CABC publications & programs
- » Access to CABC provincial & national craft network
- » 10% Discount on purchases in CraftHouse
- » Visa & MasterCard Merchant Discount
- » Mutual of Omaha membership benefits
- » Voting privileges

☐ GENERAL \$47  
☐ STUDENT / SENIOR \$30  
☐ FAMILY \$62  
☐ AFFILIATE \$65  
☐ CABC PATRON \$150

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☐ Yes I would like volunteer information

Mail to: CABC

1386 Cartwright Street  
Vancouver, BC V6H 3K8

The "Original"

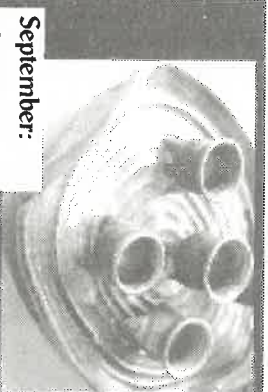
### VANCOUVER CHRISTMAS CRAFT MARKET

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NOV 13-14 DEC 4-5  
DEC 18-19

To Apply Contact:  
Simone Avram  
UCM Promotions Ltd.  
8540 Demorest Drive,  
Richmond, BC V7A 4M1  
Phone / Fax: 275-2724



September:  
Cheryl Stapleton



October: Keith Lehman  
Keith will be demonstrating his  
podiums on October 7th @ 7:00pm.

## FEATURE ARTIST



Nina Ceramic Gallery  
#120 - 1 East Cordova St. (at Carrall)  
Tue - Sat: 12 am to 5 pm  
Mon: Closed  
Tel: (604) 681-6417