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The Crafts Association of

British Columbia promotes the

development and appreciation

of British Columbia artisans

and their crafts.



By Cherryl Masters

fellow Board member,
Suzanne Summersgill, and I
went on this trip at the end
of January to research the
Seattle area market for
member craftspeople. These trips are
organized and offered through the
Canadian Consulate General, and are
designed to provide prospective Canadian
exporters with practical information on a
nearby US market. This was a two day trip
covering all the topics mentioned here. The
goal of the program is to provide you with
an introduction to the Pacific Northwest
market and as much contact information
as possible to conduct further research.
There were 40 participants on this
particular mission which focused on the
Giffware sector exclusively. The cost of this
program is \$100 US plus the cost of an
overnight stay in a Seattle hotel.

information. Below is an overview of the Seattle NEBS Mission and where you can obtain further

- goods with restrictions). ■ Briefing by Border Brokerage Co. Ltd. (paper work required for exporting to US, types of entries, role of a broker, bonds,
- Briefing by US Customs (import

requirements, entry of goods, examination, restrictions, marking requirements, etc.).

- of programs and services (Resource Library, outreach programs, office use business directories, research on Pacif Northwest market, etc.). Canadian Consulate General - overview research on Pacific
- Selling to Gallery Stores and More by Miriam Works of "Works Art Marketing" (tips on how to approach Seattle gallery and gift shop market, overview of Seattle area market, presentation materials, delivery schedules, exclusivity, etc.).
- Seattle Gift Show (tour of the show). Village area

■ Visit to gift stores in the University

- Canadian producer of ceramic tiles, vases and frames, on her experiences with the Seattle Gift Show, the Seattle market, business operations as a Canadian exporter ■ Perspectives from a Canadian Exporter discussion with Donna Gittens Designs, to the US.
- the centre's operations Seattle Gift Centre - general overview of
- commission rates, payment, pricing, jurisdiction, relationship between producer and representative, etc.) Representative, Allan Davis of Allan Davis & Associates, Seattle Gift Centre (difference between US & Cdn. consumers, ■ Working with a Local Sales
- Tour of the Seattle Gift Centre showrooms.
- Working with a US Retailer, Michael Brotman, owner of Simply Seattle (buying

habits of a commercial retailer, packaging, types of products this type of store sells, etc.).

York, geared to giftware manufacturers and production craftspeople and timed around the Western New York Gift Show; NEBS Plus Mission, Philadelphia, PA, geared to producers of "fine craft" timed around the Buyers Market of American Crafts (a.k.a. the Rosen Show). Contacts for these trips are as follows: NEBS missions are offered on a regular basis, covering different sectors of the market and different territories. The Giftware Missions include; Aboriginal Arts and Crafts Mission geared to artists, crafts people and wholesalers of authentic, handmade aboriginal products and timed with the Indian Arts and Crafts Association (IACA) fall wholesale market; Giftware & Craft Mission to Buffalo, New

Aboriginal Arts & Crafts NEBS Mission to IACA Show - Mesa, Arizona Mr. Carl Light (Los Angeles), (213) 346-2756 tel, 346-2767 fax or Ms. Miriam Wall, (Thunder Bay),

Aboriginal Business Canada, (807) 344-1181

Giftware & Craft NEBS Mission Seattle, Washington

Ms. Helen Raiswell (Seattle) (206) 443-0336 ext. 3352, fax 443-9735

Giftware & Craft NEBS Mission Buffalo, New York Ms. Marcia Grove (Buffalo), (716) Ms. Marcia Grove (Buffalo), (716) 858-9555 ext. 3355, fax 852-4340

NEBS Plus Mission
Philadelphia, Pennsylvania
Ms. Cynthia Stevenson (Washington, DC)
(202) 682-7765, fax 682-7726

Exhibitions Crafthouse Upcoming Gallery

Granville Island, Vancou (604) 687-6511, 1-888-687 Crafthouse Galler 1386 Cartwright S

Open Daily 10:30 - 5:30pm

In and Out the Garden

A group exhibition of the Vancouver Guild of Fabric Arts featuring fibre

Work designed by Zoran Princevich at the Seattle Gift Show

Poetry in the Garden A Tea Party

Opening Reception: Friday, May 7, 1999, 6 - 8 pm

Solo exhibition of Jacqueline Robins, featuring whimsical tea sets and budding bowls; a collection of poetry on pottery.

For information or applications for Gallery exhibition opportunities at the CABC, contact Patty Hansen.

meet key people such as trade show participants, buyers, product representatives, business development officers at the Consulate, and other artists is invaluable. You have the opportunity to ask questions directly, and exchange information and experiences with other producers like The NEBS mission to Seattle is a well worthwhile exercise for anyone interested in learning more about exporting their work to this market. The opportunity to yourself.

Washington and they provide a number of services and programs (NEBS is just one) to help Canadians access and understand the Pacific Northwest market. They hold a lot of useful information in their Resource The Canadian Consulate General in Seattle is a useful resource for those who are currently researching the Pacific
Northwest. Their territory covers four
states, Alaska, Idaho, Oregon and
Wholiston and they provide

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April / May 1999

Seattle Gift Show
Selling your work in Galleries & Shops in Seattle Crafthouse Report **Executive Director's Message** Grace Craft Calendar The Crafthouse Gallery **Cameron Rogers** Scholarship

A Weekend, March 14, 1999

Cherryl MASTERS

Executive Director's Message

t is with a great sigh of relief that I tell you the CABC has won the appeal to the BC Gaming Commission and received the amount initially requested on the Casino Application, submitted in September of 1997. On February 8, shortly after we met with four staff members of the Commission, including Harry Elliot, Executive Director and Kathy Chopik, Manager of Licensing, we received the news

The CABC was grateful to have been given the opportunity to meet with the Commission face to face. The meeting revealed some interesting challenges which they were facing in understanding our organization, who our membership is and how our services are charitable. There was some confusion in their mind, as to the definition of "craft" and why craftspeople are in need of support. They affiliated "craft" with mass production and big business. During this meeting I was accompanied by a Board member, a textile artist striving to make a living from her work, who spoke from her heart and they listened. We showed them examples of the talent evident in this province through the work we have in our offices, Crafthouse Shop and Gallery, and the *Made by Hand* publication. And they listened some more. By the end of the meeting I believe their perception had been altered

way to progress an letters of support. This is interesting feedback to receive especially from a significant funding body such as the BC Gaming Commission. If they are not clear on what craft is - then it is our job to enlighten them. While this four month ordeal was somewhat painful, it did send us into a strategic planning mode with positive results. Communicating articulately who we are and what we do is vital, but not achievable until we ourselves understand who the CABC is and its vision. The plan is emerging and once we have combed through all the components which make up this organization, we shall have a document that paves the way to progress and growth for the crafts community. Thanks to all, once again, for your

The Craft Shows 1999 publication was launched at the end of January and I trust you are finding it a helpful resource. Information is compiled on a yearly basis so if you have further details about a particular craft show or an event which is not currently listed, I encourage you to contact us. Feedback from those who participate in these shows is most important, because it is your perspective we are interested in. For example, who are the people attending these shows and how many, was it successful for you and other participants, was it well organized, and so forth. In this edition we give you an overview of the Seattle Cift Show and we welcome articles from the membership sharing information on other shows which we are unable to attend. We would like to mention and thank Michelle O'Neill, who volunteered her time to design Craft Shows 1999 and Patter Union 1999. Patty Hansen, who assisted

Unfortunately we have had to cancel our Spring event listed in the Craft Shows Guide due to a change in venue and limited lead time. A few of you have called and we appreciate the interest. We want to make sure we produce the best event possible and we did not feel it would be so with this event. We will, however, be planning another "Packages" event this November or December (dates to be determined) and we are looking for members to assist in organizing and participating in this exhibition and sale. call me if you are interested

The busy season is upon us and I wish everyone much success in the months to come.

like to welcome the members: following new The CABC would

Shawn Monteith & Joel Morassutti & Bonnie Moro & Bev O'Reilly & Diane Paterson & Lydia Podobnik & Janet Ann Potieter & Mima Preston & Pamela Roberts & Lois Romanow & Gloria Julie Amoah & Anat Basanta Marilyn
Batchelor Vladimir Beznoson Terri
Black Susan Burgess Helen Cossette
David Cunningham Lina Cutnam
Julia Danielsson Joan Dickenson James Gwinnett & Mary Ellen Hannah & Michelle Hardy & Jen Hiebert & Eric Hudson & Cathi Jefferson & Angela Kong & Karin Konovil & Ross MacMillan & Lea ♣ Alice Warnock ♣ Wee Wonders
Workshop ♣ Hillie Werner ♣ Debra
Windle ♣ Blanchard Smith ♣ Linda Ellis & Gerry Erickson & Laura Fry Meredydd Fullwood & Judith Gurr & Mann 🕏 Lorine Menzies 🕏 Els C. Mol 🕏 🕏 Carol Skulmoski 🕏 Jim Slakov

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

Ripley & Andrea Maria Kuruku ...
Ross & Kathryn Ross & Jenny Rueckner & Adele Samphire & Elsa Schamis & Nicholas Scott & Francis Solar & Lorelei Sommer & Fern Thompson & Ione Thorkelsson & Svea Vatch & Janet Wallace & Jane Wilson & Linda Bain-Woods & Joel Berman & Jeff
Burnette & Susan Cairns & Janet Cameron
Chosin' Pottery Anna Clark Joanne
Copp Creative Jewellers Guild Louise
Duthie Peter Flanagan Ramona
Froehle Schacht Gereb Design Jan
Giffen Greater Vancouver Weavers' and
Spinners' Guild Trevor Guernsey Don Hoskins & Denys James & Jean Kuwab & Ceci Lam & Norma Langrish & Kim Pacific National Exhibition & Celia Pickles Inga Puhlmann & Judith O'Keeffe & Gilles Payette & Gillian Paynter & Patty Ripley & Andrea Maria Roberts & Eileen Lampman & Rebecca Liou & Lesley Lloyd & Bessie Luteyn & Janice Moorehead & vabara

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

We further acknowledge the assistance of the CMHC Granville Island.



20th anniversary Island

CMHC STR SCHL Canada



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1386 Cartwright St.

museums/cabc Website: www.artsconnect.bc.ca www1.islandnet.com/~bcma/ Fax: (604) 687-6711 Toll free: 1-888-687-6511 Email: cabc@bc.sympatico.ca Granville Island Tel: (604) 687-651 ВС V6H 3R8

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Sandra Ramos

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

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

continued from page 1

Seattle NEBS Mission

books, market studies and newsletters. Their newsletter is called *New Directions* - an export newsletter for the Canadian Giftware and Craft Industries. To receive this newsletter you may contact Ms. Doreen Kilbride at the Department of Foreign Affairs in Ottawa at 1-800-267-8376. For more information on the NEBS mission to Seattle or for any information pertaining to the Pacific Northwest market for crafts and giftware, contact Helen Raiswell at the address below, she is very Library such as business directories, phone

412 Plaza 600 (6th and Stewardseattle, WA 98101-1286 (206) 443-1777, fax 443-9735 Contact: Helen Raiswell, Asso Contacts:
Canadian Consulate General in Seattle
Canadian Consulate General in Seattle Business Development Officer, (206) 443-1377 ext. 3352

US Customs people encouraged Canadian exporters to contact the Customs office nearest them if there was any uncertainty with the requirements of processing your shipment to the US. There are locations across the US (contact the CABC or visit their website for other locations).

US Customs - Blaine WA

9901 Pacific Highway Blaine, WA 98230

Website: www.customs.ustreas.gov

For textile products, contact **Trade Compliance Team 796** (360) 332-4475, for further information on the restrictions of exporting textile products.

Other useful websites when exporting to the US are;

US Department of Commerce Trade Development, Office of Textiles and

North American Free Trade (NAFTA) Agreement

www.nafta-customs.org

Department of Foreign Affairs and International Trade (DFAIT)

This site offers marketing information on the giftware and craft sector by region as well as full text for all market studies and newsletters including New Directions and CanadExport.

www.dfait-maeci.gc.ca

502 - 17637 1st Ave., (604) 536-7636 Border Brokerage Co. Ltd. Canada/US Border Specialists 502 - 17637 1st Ave., Surrey, BC V4P 2K1

ail: service@borderbrokerage.com

Website: www.borderbrokerage.

Seattle Gift Show Western Exhibitors Inc. 2181 Greenwich St., San Francisco, CA 94123

showinfo@weshows.com

(If so what is it)

Website: www.weshows.com

Seattle Gift Centre 6100 4th Ave. South, Seattle, WA 98108 (206) 767-6800

WORKS Arts Marketing, Miriam Works Business and Marketing Assistance for Artists & Craftspeople 16249 Main St., Bellevue, WA 98008-4424 (425) 644-2642, fax 373-0096 Email: miriamaw@aol.com Miriam Works

Overview of the Seattle Gift Show

his is a show for giftware manufacturers and production craftspeople. The Seattle Gift Show is over 60 years old now and holds a total of 1706 booths.

The August 1997 statistics indicate there were 16,316 buyers, of which 9,039 were stores, and there is a total of 897 exhibiting companies. The show takes place twice a year, January and August.

There were many exhibitors selling imported goods, souvenir items, T-shirts, etc. There is a Craft Focus section and for this show there was a new section called the Northwest Craft Gallery, which separated some of the more hand-made craft work from the rest of the show. The Northwest Craft Gallery provides an opportunity for craftspeople who are new to the wholesale market at an affordable rate - similar to the Uniquely BC program. It was located on the 6th floor with 42 exhibitors each displaying their work in a 5' x 10' booth. This spot is open to any craftsperson (not just Americans) and the price for a booth is from \$150 - \$400 US. For several craftspeople, this would be an ideal place to be located. Exhibitors in this section felt it was a great idea, but that not

many people knew they were there because it was new.

Two Canadian companies in particular do very well at this show and they are Donna Gittens of Donna Gittens Designs (ceramic vases, tiles picture frames) and Patrick Cahill of Rock Pot originals (rock candle holders). Donna stated that 60% of her revenue now comes from the US market (she does a variety of US shows). Both of these people exhibit on the 6th floor, but not in the Northwest Craft Gallery or the Craft Focus which is located on the 4th floor. They request the same booth space each year so that consumers can find them easily. This is important because when we asked a couple of buyers if they purchased at the Seattle Gift Show they said they did and that they go to place orders with their suppliers who they know are going to be there and know where they are located.

In summary, this is a good market for production craftspeople, with opportunities for those entering the wholesale market, through the Northwest Craft Gallery. I would advise conducting some research beforehand to ensure galleries and shops in the Seattle area know who you are and that you are in the show.

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 CABC. To order your call (604) 687-6511.

CABC members free Non-members \$6

MEMBERSHIP POLL - DO YOU ACCESS TO THE INTERNET?

Fill out this form and be eligible to win a free CABC membership

HAVE

As we begin to develop a provincial crafts website, we are very interested in knowing how many of our members have access to the internet. Please take a few moments to fill out this brief poll and if you do have access and have email, please email it back to us. Sorry, no on-line forms just yet, but this will come! Otherwise fax, mail or call. All respondents are eligible to win a free, one year membership to the CABC on your next

Please respond by May 14, 1999. Draw date will be May 17, 1999.

Do you have access to the Internet? (Check all that apply)

Through a home computer □
Through an office computer □
Through a local library or community centre
Through a friend □

whatsoever (give details):

Do you have an email address? Yes \(\square\) No \(\square\)	dress?	Yes 🛘	No
(If so what is it)			
Do you have a website? Yes 🗆 No 🗅	Yes □	No 🗆	

Would you be interested in linking to the website for a minimal annual fee?

(If yes, what is a reasonable annual fee to you?)

Phone

Medium or occupation?:

Thank you for your time and good luck!

Call: (604) 687-6511, 1-888-687-6511 Fax: (604) 687-6711 Email: cabc@bc.sympatico.ca Mail: 1386 Cartwright St., Vancouver, BC V6H 3R8

1999 sponsor: The Hawthorne Charitable Foundation

CABC

Resource

Centre

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 publications including:

- American Craft, Artichoke, Crafts, The Crafts Report, Fibre Arts, Surface,
- Publications and newsletters of art & craft guilds and provincial crafts
- business guides, Business
- Business information, small & home-based Vancouver
- US Customs and border information
- Funding information (Arts Resource Book, Guide to Canada Council grant applications, BC Arts Council) Arts Grants,

- Alberta Crafts Council Directory of Craft Shows
- Ontario Craft Council Annual Craft Shows 1999
- Seattle Gift Centre 1999 Winter/Spring Director
- NEBS Seattle ■ Seattle Gift Show January 1999 Directory

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 at (604) 687-6511 or toll free at 1-888-687-6511.

Artist Portfolio Registry

Profiles, biographical information, visual material of member craftspeople

Selling your work in Galleries and Shops 3 Seattle

eattle is an excellent area for retail with the support of a strong economy. The economic outlook for the Pacific Northwest overall is good with a predicted growth rate for 1998 being 2 - 3% for employment and personal income gaining another 5 - 6%. The largest metropolitan area ranked by population in Washington is Seattle, with 2,197,400 people. The economic growth is fueled by large resident corporations including Boeing (aerospace), Weyerhaeuser (timber), and Microsoft (software) to name a few. The largest industries are, aircraft/transportation equipment, forest products manufacturing, food processing, software and tourism. Washington's economic diversity, geographic location and excellent transportation infrastructure is key to its continued growth.

Where does one begin to position themselves in a market so lucrative? To answer this, you must first conduct some research. The message we received on the recent NEBS mission was to find the venue(s) most suited to your work. There are many stores in Seattle with their own unique focus - relaxed sophistication is a strong theme which many retailers are focusing on. Below is information compiled through presentations by Miriam Works, of Works Arts Marketing, Allan Davis, Sales Representative at the Seattle Gift Centre and a few thoughts of our own.

■ Compile a list of prospective venues (galleries, shops, home furnishing stores, etc.). You can obtain information from the Canadian Consulate in Seattle - they provided us with a list of galleries and shops and also craft shows. Consult the Chambers of Commerce or a Seattle area phone book. Talk to other artists who sell in the Seattle area. Look at show listings or calls for entry in arts newsletters or magazines (Crafts Report, American Craft, Niche, etc.).

■ Do your research. Know that your product is going to fit in with the product mix the retailer is carrying before you approach them; you have to convince the buyer that your product is what their customer will want. From your list either visit the venue to see what type of work they carry (this is always the best option) or call and ask a few questions about their store, when you are inquiring about their selections procedures.

■ Approach the retailer/buyer how they are accustomed to being approached. The best way to find out is to call ahead and ask them for information on their selection or jurying process - briefly tell them who you are, what you make and that you think your work would be a good fit in their store. Ask them if they are accepting new work and if so, what are the selection procedures. Often it is preferable to make an appointment, or to forward an information package. Avoid showing up unannounced expecting someone to look at your work - this often sets a bad impression.

■ Once you have an appointment, approach it like an interview and customize your materials to them such as a personalized covering letter. Bring your promotional package and samples (or whatever the buyer has requested), and your order book in case you write an order.

■ Whether you are meeting a buyer in person or sending them a package in the mail, ensure your work is well presented and organized. Good promotional material is a sound investment - it will make a good impression. Your presentation package should include a brief and personalized cover letter, your business card (brochure or promotional material if you have it), slides (around 12) or visuals (photos, catalogue, etc.), a price sheet which corresponds to the images, artist statement & resume, and if available, articles written on your work or your business, a self addressed stamped envelope (if mailing). This should be contained in one folder so that it stays together.

lacksquare Start small, know what your production schedule is like so as not to over commit

(measure how much you can produce in a week). A generally accepted delivery schedule is 4 - 6 weeks. Don't forget to include shipping time in your delivery calculations. Even though you may be booked for three months, you can still pursue orders. In fact, some buyers may be impressed that you know your schedule well and that your work is in demand. Under-promise and over-deliver - always lean toward the longer delivery time. Late deliveries leave a bad impression.

■ There is a joke in the buyer's industry that goes like this, "Did their dog die or did their kiln blow up?" Sad but true! Have backup plans in place to meet all orders. There seems to be little sympathy for the realities of being a craftsperson.

■ Exclusivity - is it the way to go? This can work because is makes your product very unique in a given market as it is not seen everywhere. If you flood the market with your work you run the risk of undervaluing it. If you want a venue badly enough and they want exclusivity, do it, and look for other opportunties outside the area. You can come to certain arrangements as well - don't be afraid to negotiate. If a store wants exclusivity you may consider setting a minimum amount for them to purchase or sell each year, or arrange to provide them with a particular line and have other lines in different venues. In any event, formalize some type of agreement so that it can be re-negotiated each year or more fractionally. more frequently.

■ The standard consignment split in Seattle is 60/40 but there is a growing trend towards 50/50. When using a sales representative, the standard commission is 15%.

■ An interesting bit of information is that many buyers are not looking on the internet for work because they need to look, touch and feel the work directly. Most are still going to trade shows and meeting with artists and producers directly.

■ Price your work accordingly. American buyers are not accustomed to paying what they perceive to be "extra charges" so build it all into your price. Make sure you take everything into account such as shipping costs, brokerage (if any), credit card commissions, as well as your materials, time, etc. It also helps to allow them to pay in US funds - it's more convenient and Americans like things to be convenient.

The CABC has a list of gallery stores in the Seattle and Portland area and arts and craft fairs in Seattle. To obtain this information, please contact us and we will fax or mail you copies for a small fee to cover the cost of copies and shipping, or contact the Canadian Consulate in Seattle directly. We had the opportunity to visit several stores and three places in particular focused on hand-made and production art and craft work (catalogues available in the Resource Centre).

Fireworks

2629 NE University Village
Seattle, WA 98105
(206) 527-2858
Karen Larson, Operations Manager
Barry Clyatt, Carol Huckle, Assistant Managers
Featuring hand-made and production craft work.

Northwest Fine Woodworking
101 South Jackson St.
Seattle, WA 98104
(206) 625-0542
Email: info@nwfinewoodworking.com
Website: www.nwfinewoodworking.com
Contact: Christopher Brookes, Director
Woodworker's Cooperative, representing hundreds of talented craftspeople.
Focus is on wood selection, design, workmanship, finish.

2683 University Village
2683 University Village
Seattle, WA 98105
(206) 729-0750
Website: www.sundance.net
Karen Larson, Manager
Elizabeth Dodgson, Barry Clyatt, Carol Huckle,
Assistant Managers
Featuring home furnishings, craft work, jewellery,
apparel.

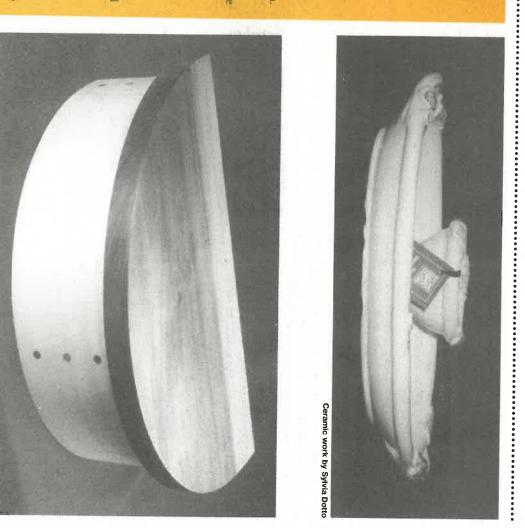
VOLUNTEER OPPORTUNTIES

The CABC is looking to attract some expertise within the membership to assist with two vital programs of the

The CABC newsletter, Craft Contacts, is a vital source of information for the membership and the crafts community. The mandate of the newsletter is to provide information to the crafts community to help identify opportunities to ensure continued growth for craftspeople. The publication provides information on craft artists, events, business tips and opportunities. Information on workshops, lectures, exhibitions, calls for entry, craft shows, education and training, funding, and so forth. We are seeking members who can assist with the writing or solicitation of articles, proofreading, and if possible, preparation of the mail-out. Prospective members should have some writing experience and effective communication skills, and be able to meet in person or by phone at least twice per month. Estimated time commitment is 3 - 10 hours per month. You do not have to reside in the Vancouver area.

Interested members please contact Patty Hansen, Newsletter Coordinator.

Join a dynamic group of member craftspeople in running the CABC Gallery. The Gallery exists to provide member craftspeople an opportunity to gain experience and recognition through the exhibition of their work and also to provide the general public an opportunity to expand their knowledge of contemporary fine Canadian craft. The Gallery Committee assists with the planning and development of the Gallery, in consultation with the Board of Directors, which includes planning shows, jurying work, assisting with the promotion of exhibitions and the opening reception. Prospective Gallery committee members should have a knowledge of contemporary with the planning and development of the rd of Directors, which includes planning shows, motion of exhibitions and the opening reception bers should have a knowledge of contemporary keting and promotion is an asset. Estimated time

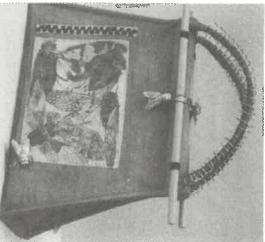




Gallery Coordinator

Patty HANSEN





Opening Reception: Thursday, Dates: April 1 to May 4, 1999 Vancouver Guild of Fabric Arts
"In and Out the Garden" April 1st, 6pm-8pm

nter a garden of fabric and fibre delights presented by the Vancouver Guild of Fabric Arts. In and Out the Garden, an exhibition of textiles in miniature, includes beaded jewellery, wee handmade raffia hats any doll would garden creatures and blooms abound love, exquisite handbags for your most elegant evening, and embroidered and silk painted wall decorations. As well,

traditional fibre manipulations of hand embroidery, quilting, basketry and beading to contemporary approaches such as free needle machine embroidery, collage and surface design in two and three dimensions. The work of established and emerging artists is represented and includes Bonnie Adie, Rosalind Aylmer, Anne Marie Andrishak, M. Coughlin, Sharon Gordon, Paula Grasdal, Rosemary Griffen, Barb Head, Marcia Hetherington, Anne Love, Frances Needham, Dorothy Neilson, Wendy Summersgill, Joanne Waters, Lesley Richmond, Holly Ryan, Yvonne Wakabayashi, Krista Wilson and Sharmini Wirasekara. This exhibition is truly a joyous celebration of the garden and spring. expertise in their various crafts is evident in their assembled work. Many techniques are included in this exhibition from the Osenton, Celia Pickles, Kathy Poitras, Kaija Rautiainen, Robin Reid, Fran Solar, Suzanne Summersgill, Joanne Waters, Lesley The guild members' joie de vivre and

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.



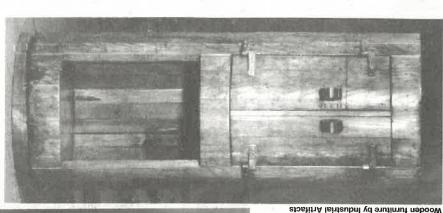
Jacqueline Robins - "Poetry in the Garden - A Tea Party"

Dates: May 6 to June 1, 1999

Opening Reception: Friday, May 7th, 6pm-8pm

perennial platters and budding bowls, *Poetry in the Garden - A Tea Party is an exhibition of poetry on pottery.* Using the garden as inspiration, **Jacqueline** has painted on and carved into her pottery compositions of lively text and the goings-on in the garden. The gallery will be loosely divided into morning, midday and evening with each section reflecting a different moment in the garden. Each piece is painted in blooming colours depicting forms from water lilies to dragonflies.

to dragonflies.





1386 Cartwright Street Granville Island Vancouver, BC V6H 3R8 tel: 687-7270 fax: 687-6711

Crafthouse Manager

DARTS

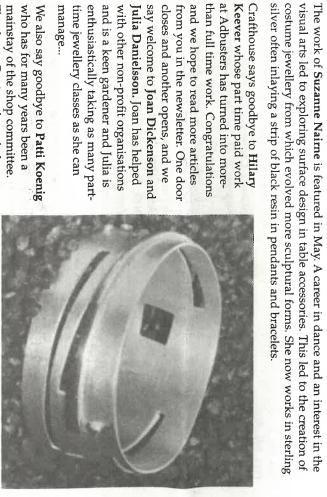
t's pouring with rain again...hard to believe spring is a week away. Spring is a time of rejuvenation, and so is it in Crafthouse. Work that hasn't sold has been taken off display and new work is being highlit.

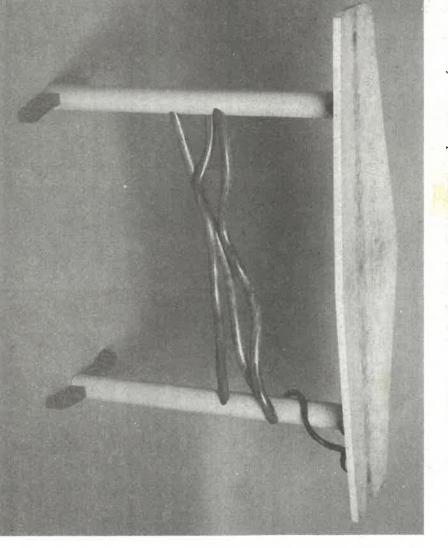
We also have several new craftspeople to crow about. Juga Kitanovic used to live in Vancouver and has since moved to Newfoundland. He is a machinist by trade and makes the most unique wooden boxes. The one we have on display is made from purple heart and is called "Dreaming In Biology Class". Crafthouse has quite a few scarf makers; however, it is refreshing when new work comes to us and we can say "Just when I thought I'd seen it all..." Paul Gravett from Saltspring Island uses rayon chenille to weave the body of his scarves, but incorporates a window of tapestry, woven on the same warp ends as the body- very time consuming! Ross MacMillan of Industrial Artifacts gives a second life to wooden forms that were once used to make molds. He transforms these into furniture and accessories. Laura Fry has been weaving for 24 years and has her Master Weaver Certificate. She weaves the finest (45 ends to the inch) natural silk scarves that I have ever seen. David Cunningham has a background in cabinet making and exhibition design. He likes to make boxes and then take them out of context by fixing them to walls where they become lidded shelves. His woods are salvaged locally and then finished to exacting standards. Jim Slakov sold in Crafthouse some years ago and recently brought in a very fine contemporary hall table. The concave top is an olive ash burl, the legs are yellow cedar and the wood that twists from leg to leg is pieced and joined walnut. We also welcome back Jordan Van Sewell from Winnipeg who has brought two of his whimsical ceramic sculptures "Snake Lady" and "Western Story".

work. Our April jeweller profile features **Brian Hoyano**. Brian has a graphic design background, but traded that for stained glass and now works in metal. His work is influenced by ancient folk and Asian sensibilities as well as by contemporary industrial design. His shapes are uncomplicated forms and he relies on the surface richness to energize the

Crafthouse says goodbye to Hilary Keever whose part time paid work at Adbusters has turned into morethan full time work. Congratulations and we hope to read more articles from you in the newsletter. One door closes and another opens, and we say welcome to Joan Dickenson and Julia Danielsson. Joan has helped manage. with other non-profit organisations and is a keen gardener and Julia is enthusiastically taking as many part-time jewellery classes as she can

We also say goodbye to Patti Koenig who has for many years been a mainstay of the shop committee. Thank you Patti, and we do hope to see you in the shop.









Display Ad Rates (1-2 issues):
71/2"×81/2"
\$175.00
45/8"×6"
\$90.00
33/8"×41/2"
\$50.00
23/8"×35/8"
\$40.00

The rate for inserting flyers or pamplets in the newsletter is \$50.00 per issue. The rate for advertising in the Craft Calendar of Craft Contacts is \$23,36 for 40 words or less

Contact Patty Hansen for display ad rates & details. Tel 687-6511 Fax 687-6711 Next Deadline: May 14, 1999

CALLS FOR ENTRY

Philadelphia Museum of Art Craft Show.
November 10-14. Deadline: April 15,
postmarked. For the year 1999 only, the
Philadelphia Museum of Art Craft Show is
accepting applications from craftspeople
residing and working in Canada.
Categories are basketry, ceramics, fibre
decorative and wearable, jewellery, leather,
furniture, metal, mixed media, paper and
wood. Information: PMA Craft Show, PO
Box 7646, Philadelphia, PA 19101-7646
(215-684-7930, email:twcpma@netreach.net).

Kittrell/Riffkind Art Glass Inc. invites entries for "5th Annual Goblet Invitational". Entry deadline: April 26. Dates: June 25-July 24. No entry fee. Information: SASE to Kittrell/Riffkind Art Glass, 5100 Belt Line Rd., Suite 820, Dallas, TX 75240 (1-888-865-2228).

The Original 16th Annual Wood Show invites call for entry. Deadline: June 1. Open to all works in wood. \$1500 in awards. Information: The Wood Show, PO Box 920, Durham, ON NOG 1R0 (519-369-6902).

Richmond Art Gallery is looking for proposals of artwork for the Gallery window space facing south onto Minoru Boulevard. The artwork should address pedestrians and street traffic and must be clearly seen from the street. Individuals and collaborating artists working in any and all media are encouraged to apply. Information: Corrine Cory, Director, Richmond Art Gallery, 180-7700 Minoru Gate, Richmond, V6Y 1R9 (604-231-6457).

The Brooklyn Artisans Gallery invites entries for "The Beauty and Complexity of Paper" showcasing works in handmade paper. Deadline: August 1. Dates: October 1-30. Information: SASE to Brooklyn Artisans Gallery, 221A Court St., Brooklyn, NY 11201 (718-330-0343).

The Fiberarts Guild of Pittsburgh, invites entries for "Fiberarts International '99", to be held at The Pittsburgh Center for the Arts and The Society for Contemporary Crafts, in Pittsburgh, PA. Dates: September 9-October 31, 1999. Fee \$28/3 entries; two slides for entry: one overall, one detail. Information: Sally Yunis, 145 Penham Lane, Pittsburgh, PA 15208 (412-363-0204).

tax: 604-739-9004).

residence programs. For emerging artists only. Deadline: April 15. Dates: throughout 1999 and 2000. Artists are housed on campus and provided with studio space and access to all the college's educational and studio facilities in exchange for participating in the campus community and completing a new body of work.

Information: SASE to Artists-in-residence, 8245 S.W. Barnes Rd., Portland, OR 97225 (503-223-2654). Oregon College of Art and Craft invites applications for their 1999-2000 artist-inresidence programs. For emerging artists

CRAFT FAIRS

Lower Mainland

BC Craftspeople are you looking for a year round opportunity to sell your work?

with your sales. Information: Tammy (250-752-5372). Parksville, BC. No Commissions. You rent space by the foot and pay the banking fees associated

Sunny Days Craft Fair. Saturday, May 1-2 Mall hours. Surrey Place Mall, 100th Ave. and King George Hwy., Surrey. Quality craft items. Entertainment by local artists. Information: Jan Inouye, Surrey Arts Council, 13750 88th Ave., Surrey, BC V3W 3L1 (604-501-5188, fax: 604-501-5581).

Rowen Island Sunday Market. Snug Cove, Bowen Island. 18 min. from Horseshoe Bay, by BC Ferry. Price for a table \$21.50. This is a small outdoor craft market held every Sunday from mid-June to Labour Day. Fantastic location, off the boardwalk overlooking Howe Sound. Space under marquee tents available on a first come first serve basis. Juried. Market Hours: 11am to 5pm. Information: Basia or Paul, Site R21, Bowen Island, BC V0N 1G0 (604-947-0640, email: plieske@axionet.com).

VanDusen Christmas Craft Fair.
November 7. VanDusen Garden, Oak and 37th St. Canadian crafts and international gifts. Information: Lyn Hainstock: Artisan Crafts (604-739-9002, fax: 604-739-9004).

18th Original Vancouver Craft Market.
November 13-14. VanDusen Garden, Oak and 37th St., Vancouver. Information:
Simone Avram, VCM Promotions Ltd.,
8540 Demorest Dr., Richmond, BC V7A 4M1 (ph/fax: 604-275-2724).

VanDusen Christmas Craft Fair.
November 20-21. VanDusen Garden, Oak and 37th St. Canadian crafts only.
Information: Lyn Hainstock, Artisan Crafts (604-739-9002, fax: 604-739-9004).

18th Original Vancouver Craft Market.
December 4-5. VanDusen Garden, Oak and 37th St., Vancouver. Information: Simone Avram, VCM Promotions Ltd., 8540
Demorest Dr., Richmond, BC V7A 4M1 (ph/fax: 604-275-2724).

Signatures, Canada's largest producer of craft shows, introduces its newest show to be held December 9-12, 1999 at Tradex - The Fraser Valley Trade and Convention Centre in Abbotsford, BC. A high quality, juried show limited to 125 exhibitors. For further information call 1-888-773-4444.

VanDusen Christmas Craft Fair.
December 11-12. VanDusen Garden, Oak and 37th St. Canadian crafts and international gifts. Information: Lyn Hainstock, Artisan Crafts (604-739-9002,

18th Original Vancouver Craft Market.
December 18-19. VanDusen Garden, Oak and 37th St., Vancouver. Information:
Simone Avram, VCM Promotions Ltd.,
8540 Demorest Dr., Richmond, BC V7A
4M1 (ph/fax: 604-275-2724).

Folkfest 99. June 27-July 4. On Victoria's Inner Harbour, an outdoor event with Folkmusic and Dance concerts all day and evening. Free admission to the public. Information: Ramona Froehle-Schacht, Box 35028, Victoria, BC (ph/fax: 250-592-4969, email: ramona@outofhand.bc.ca).

Third Annual Coombs Country Arts and Crafts Fair. July 16-18 at Coombs Rodeo Fairgrounds, Hwy. 4A (Alberni Hwy.), Coombs, BC (near Qualicum Beach and Parksville). Juried with approximately 70 exhibitors. Outdoors. \$275 + GST for a 10 X 10 space. 8,500 visitors expected. Limited spaces still available. Information: Allan Armstrong, , 8342A Sabre Rd., Lantzville,

BC V0R 2H0 (ph/fax: 250-390-2387).

endar

Out of Hand Summer Fair. July 23-25. St. Adams Academy, just 2 blocks from the inner Harbour, an outdoor event, Shakespeare in the park. Free admission. Information: Ramona Froehle-Schacht, Box 35028, Victoria, BC (ph/fax: 250-592-4969, email: ramona@outofhand.bc.ca).

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

10th Annual Out of Hand Craft Fair.
November 18-21. Juried. 130 booths.
Juried. This extremely popular show fills up fast. Information: Ramona Froehle-Schacht, Box 35028, Victoria, BC (ph/fax: 250-592-4969, email: ramona@outofhand.bc.ca).

Outlying Region

Easter Country Faire. April 3-4. Whistler, BC. Information: Lyn Hainstock, Artisan Crafts (604-739-9002 fax: 604-739-9004).

Lyn Hainstock, Artisan Crafts (604-739-9002, fax: 604-739-9004). Labour Day Weekend Country Faire. September 4-5. Whistler, BC. Informat

Hainstock, Artisan Crafts (604-739-9002, fax: 604-739-9004). Christmas Country Faire. November 27. 28. Whistler, BC. Information: Lyn

Alaska Highway Crafts and Gift Market. 14 days from August 3 - 6 show days. Information: Lyn Hainstock, Artisan Crafts (604-739-9002, fax: 604-739-9004).

13th Annual Art Market. November 18-21. Calgary Convention Centre, Calgary, AB. 200 high quality artisans. Information: Art Market Productions, PO Box 385, Banff, AB. (403-762-2345).

9th Annual Butterdome Craft Sale.
December 2-5. Edmonton, AB. Western
Canada's largest craft sale attracting
40,000+ customers! Juried event with over
225 artisans. Previous show experience and
a professional display a must. Space is
reserved for new applicants. A large
number of out-of-province exhibitors
attend this event each year. Information or
application: World of Crafts Ltd.
(780-436-6666 fax: 780-431-2952).

EXHIBITIONS

Lower Mainland

Unexpected Collaborations. March 26-April 30. Bringing together some of our most notable people and some of our most inventive artists for an unbridled collaborative event. Canadian Craft Museum, 639 Hornby St., Vancouver, BC (604-687-8266).

The Tea Party. April. A group show by members of the Potters Guild of BC. Gallery of BC Ceramics, 1359 Cartwright St., Vancouver, BC (604-669-5645).

(604-737-7838).

Teresa Windt. May. Gallery of BC Ceramics, 1359 Cartwright St., Vancouver (604-669-5645).

of specific craftspeople working in clay or glass who have been inspired by gardens or botanical themes, and who use floral or Efforesence. May 7-July 11. An exhibition

botanical forms and motifs in their work. The Canadian Craft Museum, Mezzanine Gallery, 639 Hornby St., Vancouver, BC (604-687-8266).

collection of gold Jewellery by Arnold Bender constructed using ancient jewellery techniques. The Canadian Craft Museum, Mezzanine Gallery, 639 Hornby St., Vancouver, BC (604-687-8266). Cultural Fusion. May 7-July 11. A collection of gold Jewellery by An

Colour: A Quilter's Odyssey. May 28-30 Quilt Show. Royal City Curling Club, 75 East 6th St., New Westminster.

Vancouver Island

Evidence. March 19-April 17. Basketry and mixed media by Nancy Walker and Cynthia Minden. Nanaimo Art Gallery

Paper, Scissors, Rock. April 27-May 11. Hand-pulled papers, paper art and mixed media by artists Heather Alten, Susan Cain, Debra Hodgkinson, Penny McCullough, Lea Mann, Cedar Wallace and Leanne White. Leapenhi Paper Design, 3-1822 Comox Ave., Comox, BC (250-339-5343).

Class of '99. Annual Alberta College of Arts graduating student show. An exciting exhibition of fresh new glassworks. Starfish Glassworks, 630 Yates St., Victoria, BC (250-388-7827).

Out of Province

Nuptials to Nesting. May 28-June 29. A group exhibition featuring members who offer crafts that can be used from the planning stages of a wedding to the setting up of a household. New Brunswick Craft Council, Fredericton, NB (506-450-8989).

MARKET PLACE

along with stories on effective booth designs, selling your work and developing new craft ideas. \$5 for members and \$9 for non-members. Information: Alberta Craft Council, 10106 124th St., Edmonton, AB T5N 1P6 (780-488-6611, fax: 780-488-8855, email: acc@compusmart.ab.ca). year's edition is a complete resource guide with listings of more than 55 well respected and well attended craft fairs The 1999 Directory of Craft Shows and Fairs in Alberta is now available. This

LECTURES/SEMINARS WORKSHOPS/

German trained goldsmith. 4-6 week classes. Individual attention and limit of two students per class guaranteed. Topics will include design and fabrication with silver and/or gold. Hourly instruction rates available upon request. Workshop space rental available. For more Designer and Goldsmith Andr Personalized instruction in fine metalworking for all levels offer ewellery Classes with Jewellery Andrea Roberts Andrea Roberts offered by

Canadian Craft Museum Field Trips.
Pilchuk Glass School, May 15 - \$85
members and \$93 for non-members registration deadline: April 9. Craft is Still
Alive and Well on Saltspring Island, June
12 - \$90 members and \$99 non-members.
Denman and Hornby Island Getaway,

September 18-19, \$200 members and \$220 non-members. Vessels and Vino, October 1-3 - \$375 members and \$412 non-members. Information: Canadian Craft Museum, 639 Hornby St., Vancouver, BC V6C 2G3 (604-687-8266).

irene. \$22 for one session materials are included. 21/2 hour sessions. Information: Place des Arts, Arts Centre and Music School, 1120 Burnette Ave., Coquitlam, BC V3K 1G2 (604-664-1636). Quick Session Basketry. Place des Arts. The last Thursday of each month, set aside your afternoon to make a basket with

woodcrafter competition, student competition and an indepth conference featuring workshops and plenary sessions. Information: Houston Chamber of Commerce, (250-845-7640). **Touch Wood- Northern Wood Forum.** April 22-24. Houston, BC. The forum comprises a world-class exhibition, a

School of the Arts presents the following 2 week, 1 week and weekend workshops in throwing, tiles, ceramic surface design/firing techniques, hot glass sandcasting, African and Japanese resist techniques, terra cotta pots, raku, and photographing your work. Information: Meira Mathison, 650 Pearson College, Victoria, BC V9C 4H7 (250-391-2420, toll-free 1-800-667-3122).

wine country. The weekend will be packed with workshops, lectures, slides and networking. Information: Martha Cloudesley, PO Box 234, Kaleden, BC V0H 1K0 (250-497-6135, email: Basketry Focus 99. June 10-13. Basketry Focus has moved West to the Okanagan Valley. In 1999 we meet at the Naramata Centre, near Kelowna, BC in the heart of omar@bc.sympatico.ca)

students have quality one-on-one instruction. All of the tools and equipment are supplied. Information: Patina Designs, 3648 West Broadway, Vancouver, BC V6R 2B7 (604-738-8695). Jewellery Workshops at Patina. Classes from beginner to intermediate as well as classes in toll preparation and stone setting. Classes offered will be small so

Vancouver. Information: Brenda Forrest, Embroiderer' Association of Canada, PO Box 62087, #143-4255 Arbutus RPO, Vancouver, BC V6J 1Z1 (604-734-5303). Talking Threads Seminar. May 11-16. University of British Columbia,

Funding

The Silvio and Eugenia Petrini Grant Fund was established in 1994 to honor these fine supporters of HGA and the fibre community in general. The fund makes grants available, up to \$300 US per available to apply for another Petrini Grant for 4 years. Applications must be received by May 1. Information: HGA, Two Executive Concourse, Suite 201-3327 Duluth Hwy., Duluth, GA 30096-3301 (770-495-7702). individual, for study in non-accredited programs for any skill level. Recipients must be HGA members and are not

financial assistance to artists of recognized merit working in paint, sculpture, craft or mixed media. No age or geographical limitations. Grant awarded throughout the year, varying in size and length according to each artist's circumstances. Information: The Pollack-Krasner Foundation Inc., 725 Park Ave., NY, NY 10021 (212-517-5400). Pollack-Krasner Foundation. Awards

Elizabeth Greensheilds Foundation.
Supports students seeking training in traditional artistic expressions. Awards for \$8,000. Applications accepted throughout the year. Information: The Elizabeth Greensheilds Foundation, 181 St. W, Montreal, PQ H3H 1E4 ensheilds Foundation, 181 Sherbrooke

for any exporting needs

ARTISAN CRAFTS Juried Craft & Gift Shows 1999 SHOW LIST

WHISTLER

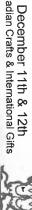
ther - one of our most profitable locations
Easter Country Faire
April 3rd & 4th

Labour Day Weekend Country Faire September 4th & 5th Christmas Country Faire November 27th & 28th

VANDUSEN GARDENS

November 7th Canadian Crafts & International Gifts Oak & 37th St, Vancouver th year at this high-visibility location

November 20th & 21st Canadian Crafts Only



ALASKA HWY. CRAFT & GIFT MARKE

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

CRAFTSPEOPLE

The Granville Island Public Market will be holding its Annual Craft Adjudication in April 1999. People interested in selling their craft at the Public Market should submit 4 samples of their work for adjudication.

adjudication.

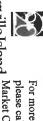
SAMPLES will be accepted only Saturday, April 10, 10am-4pm Sunday, April 11, 9am-1pm LOCATION: 1398 Cartwright St. Granville Island, Vancouver, BC

Samples are judged in categories depending upon the i received for adjudication. There will be a \$10.00 cash registration fee per category entered.

Crafts that will NOT be adjudicated are:

- crafts containing non-CSA approved electrical
- mass produced or manufactured items kits or goods made from kits second hand goods
- imported goods scent is enclosed scented goods, unless scent is enclosed

CMHC T SCHL



For more information, please call:

Granville Island Market Coordinator at 666-6477

Canada



Arts Council of Surrey presents Sunny Days Craft Fair

100th Avenue & King Geo. Hwy, Surrey Saturday, May 1, 9:30am to 5:30pm Sunday, May 2, 11:00am to 5:00pm Surrey Place Mall

Quality crafts & entertainment Contact 501-5188



Border Brokerage Co., A.J. Humphrey's Co., Dis. Licensed U.S. Customs Brokers A.g. 74 Die 300

Please contact:
Bill Murphy (604) 290-1983 or
Warren Aller (604) 323-4041 Vancouver: 604-536-7636
Fax: 604-538-6746
Blaine: 360-332-5222
Sumas: 360-988-2277
(Cdn line) 604-852-8980

17637 1st Ave., Suite 502 Surrey, BC V4P 2K1

#12 Pacific Highway P.O. Box 3459 Blaine, WA 98231-3549

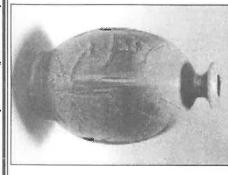
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Tel: (604) 681-6417
Tue - Sun: 12 am to 5 pm
Mon: Closed







should definitely register your business on this site even if you have your own Web page (you can win \$1000). This site offers a lot to the Sale@CraftCanada.com www.CraftCanada.com For more information you can send a Fax: (613) 837-4002 or E-mail craft community, and will attract m Internet shoppers. Visit the Web site councils, and a craft mall. Internet users can surf and shop at different craft booths. You crafts created by Canada's finest artisans. A perfect place to promote your business. It includes a section for individual craftspeople, craft show promoters, craft suppliers, craft maintains information many

Out of Hand

Summer and Christmas Schedule

Folkfest 99 June 27 - July 4

On Victoria's Inner Harbour, an outdoor event with Folkmusic and Dance concerts all day and evening. FREE admission to the public

Out of Hand Summer Fair July 23 - 25

At St. Ann's Academy, just 2 blocks from the Inner Harbour, an outdoor event, Shakespeare in the Park. FREE admission to the public

Out of Hand Christmas Fair Nov 18 - 21

Victoria Conference Centre 11th annual, 130 booths, juried. This e popular show fills up quickly This extremely

or more information on any of these shows
Contact - Ramona Froehle-Schacht
Phone or Fax 250-592-4969
ramona@outofhand.bc.ca
or on the web at outofhand.bc.ca
Box 35028, Victoria, BC, V8T 4G2



CALL FOR ENTRY





Calgary Convention Centre NOVEMBER 18-21, 1999 200 High Quality Artisans Calgary, Alberta

ART MARKET PRODUCTIONS

sale

Banff, Alberta ToL 0Co Message Telephone: (403) 762-2345 P.O. Box 385



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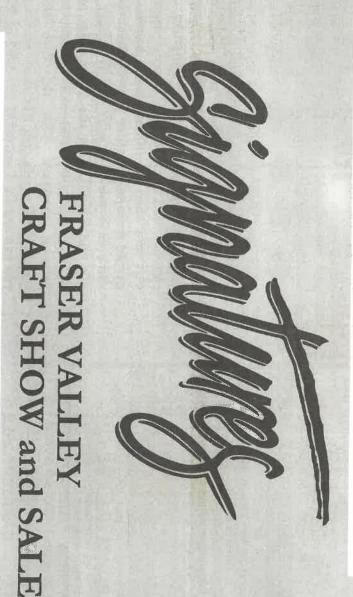
The "Original"

VANCOUVER CHRISTMAS

AFT MARKET

Apply Now **18TH Anniversary**

PRODUCER CANADA'S IS COMING ARGEST CRAFT TO B.C. SHOW



NOU 13-14

DEC 4-5

DEC 18-19

To Apply Contact: Simone Avram

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BOTANICAL

GARDEN

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 Signature's management and promotional track record this show is bound to be a success.

TRADEX TRADE AND CONVENTION CENTRE

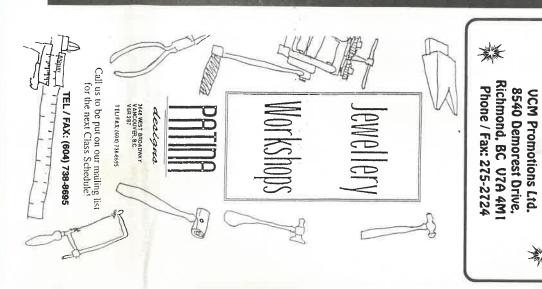
Abbotsford, British Columbia

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

888.773.4444



the Crafts Association of British Columbia

benefits of membership:

CABC Reference Centre **Craft Contacts Newslette**

CABC Video Lending Library **CABC Artist Registry** Commissions & Referrals

Exhibition opportunities Scholarship opportunities

Discounted prices on CABC publications & programs Access to CABC provincial 8 national craft network

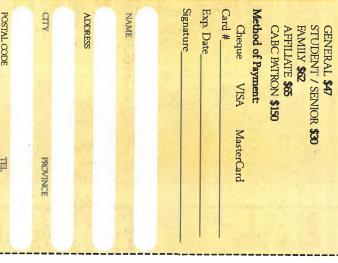
Visa & MasterCard Merchant Discount 10% Discount on purchases in Crafthouse

Mutual of Omaha membership benefits

Voting privileges

Mail to: CABC 1386 Cartwright Street Vancouver, BC V6H 3R8

Yes! I would like volunteer information



CABC Scholarship Grace **Cameron Rogers**

Call for Submissions

practising and/or emerging crafts person to attend a recognized inspiration. stimulus for greater creativity and technical or design skills, or to seek school or course to upgrade This scholarship is awarded to a

Eligibility

- standing ■ must be a cabc member in good
- must be a BC resident
- staff are not eligible ■ CABC Board members or paid
- years for further application ■ Previous recipients must wait 3
- awarded per person ■ Maximum of 2 scholarships

Application requirements

of the proposed study and why it would be beneficial cover letter including an outline

- resume/curriculum vitae a short biography and
- a budget
- work, properly labeled (name, title, medium, size, date, and dot to ■ a maximum of 8 slides of your indicate orientation)

wishes to pursue this course of study, benefits, etc), a realistic budget, professional presentation, of the proposal (why the applicant Submissions are judged on clarity work shows potential for

Deadline is May 28, 1999.

Please send submission to the CABC offices at:

1386 Cartwright St., c/o Grace Cameron Rogers Vancouver, BC, V6H 3R8

