

craft contacts

caboc

Crafts Association of British Columbia
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ANNUAL GENERAL MEETING

June 27, 1992, Granville Island Information Centre
ACTING PRESIDENTS REPORT

Since the last AGM in November, it's been a very busy and progressive 6 months. The last AGM, which took place at the same time as the Quo Vadis Symposium, was quite late in CABOC's fiscal year (April year-end) and so it was decided to put this AGM more on track with the year end, hence the short reporting period.

Advocacy of craft and its value to our society remains a focus. Our Framework Policy says it best: we believe in the importance of craft objects which, like all of the visual arts, gives form to human experience, provides standards of excellence to their forms of production, and contributes grace to our environment. We are committed to conveying that message to our public audience, governments and communities in B.C. And together with the need for public education comes the need to foster a strong and thriving crafts community, as one cannot exist without the other. The Board's role is one of balancing member needs with the public's needs - not any easy task when it comes to our duty of allocating funds, resources and time. However, the Board recognizes the importance of this equation and is continually addressing this issue.

Last January, a major planning session took place and one and

three year goals determined. Since then, month by month, step by step, we've been working toward these goals. (Specific goals are outlined in the following reports).

Internally, the two major considerations of any organization - recruitment and fundraising (people and money) have been given much attention. Areas needing more people have been identified and are being filled, and a strong fundraising committee and an improved financial reporting system have been established.

Our programs and services are at different levels of development. Some have existed for some time and are quite strong programs, such as the Newsletter and Crafthouse. Others are in the middle or are just beginning to develop. Serving the communities and travel remain an obstacle. However, regional concerns are being addressed in each program and project, and the Board is committed to searching for further ways to serve our regions better.

All of this work cannot be done without good people - our staff and volunteers. It's been very satisfying to me to get know them and see them coming together as a team. Thank you for the opportunity to serve with you.
Jean Kuwabara

INSIDE

Letter to the Editor

3

AGM REPORTS

4

*The Home Based
Craft Business*

8

A Message From
The Canadian Craft
Museum

9

The Year of Craft
in the Americas 1993

10

CraftsExchange

12-20

Crafts Association of British Columbia

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Ron Kong
Crafthouse Assistants
Cherie Markiewicz
Rosemary Yip
Bookkeeper
Ann Wray

CRAFT CONTACTS

Editor: Erinne Pantages
Mailing: Cherie Markiewicz
Deadline for September Issue:
August 25, 1992
Advertisements must be camera
ready. Costs are as follows:
1/8 page \$20
1/4 page \$40
1/2 page \$60
Whole page \$160.
Classified ads \$6,
maximum of 30 words.

Editorial

In this July/August issue you will find valuable information in regards to the CABC. It is important that you read through the reports so that you will be fully informed on what the Crafts Association is doing presently, and goals for the next year. This issue is also extended to accommodate the reports from the Annual General Meeting which took place June 27.

In reading over some of the surveys we received back, some members expressed some concern over the time limit on the various call for entries listed. Addressing this I would like to say that I publish every relevant listing in the very next issue after receiving the information. The listing is repeated in one further issue and usually will skip one issue to make room for new information. If you find that the deadline of a call for entry is the same month of the newsletter, it has probably been included in two previous issues already. In some cases I received information that is already out of date for the following issue and sometimes it only gives craftspeople one week to enter. I do my best to include everything that will be a benefit to craftspeople. I realize that you need several weeks or months to prepare your entries and I will continue to get the information to you as soon as possible. I hope you enjoy the new section on *Craftspeople in Business!*

Erinne Pantages
Editor

Welcome to New and Renewing Members

Feorinda Cale, Christine Dell, Dorazio, Victor Duffhues,
Sudas Gardner, Elaine Hughes-Games, Gordon Hutchens,
Sandi Monague, W.L. Reid, Margaret Wesemann,
Circle Craft Co-op, Frenz Enterprises, Louise Jackson,
Potter's Guild of B.C., Saltspring Island Weaver's Guild,
U.B.C. Library, Carolyn Dispasquale, Marie Ward.

Letter to the Editor

With reference to the recent Membership Survey, I was disappointed in the response to the very important question concerning the name of the Crafts Association of British Columbia. Apparently, about 50% of the membership who responded favoured retaining the name as it is, and the other 50% were divided as to what the name might be changed to. The CABC Board therefore decided not to introduce a resolution at the recent AGM recommending a name change.

By its very nature, a multiple-choice survey containing 30 questions invites "off the cuff" replies. The Board decided not to present any arguments that might influence these replies, and I believe therefore that the membership was inadequately informed as to the benefits of a change in name.

I am of the opinion that the word "Association" should be replaced with the word "Council", which would be a much more accurate description of CABC's role as the senior, parent body and advocate for craft in this province. To paraphrase some dictionary definitions:

OXFORD:

Association: organized body of persons, partnership, people or things that are joined, allied, connected.
Council: advisory or deliberative assembly, body of people chosen or designated as permanent advisors, administrative body of government.

WEBSTER:

Association: union, federation, corporation, affiliation, community, membership
Council: chosen group (usually advisory), advisory board, cabinet, directorate, senate, chamber.

CABC is, indeed, an "Association", but much more importantly it is a "Council". The connotation of the word "Association" is primarily that of an organization made up of members (specifically professional members), and conducting its affairs solely for the benefit of those members. The connotation of the word "Council" is that of a wise and authoritative advocate for all aspects of craft in the province. It is a word that carries considerably more weight than "Association".

CABC represents British Columbia on the Board of the national body for craft, namely the CANADIAN CRAFTS COUNCIL. There are nine other provincial bodies, all of whom (with the exception of Newfoundland), designate themselves as Councils; the Alberta Crafts Council, the Ontario Crafts Council etc. We are out of step. I believe that a change to "Council" would not only bring us into alignment with the rest of Canada, but would dramatically improve the public's perception of the important role CABC plays as an advocate for craft in this province.

If there are other CABC members who support a name change and did not complete the survey, or those who would like to reconsider their answer to the name change question, then please join me in making your views known to the CABC Board.

Sincerely,
Margaret Hyslop

CALL FOR ENTRY MAJESTIC SETTINGS

The First Annual "Designed For You" Fundraising Raffle.

The Crafts Association of British Columbia is calling for submissions in three categories: dinnerware, goblets and placemats/napkins. A selection committee will choose, from the submissions received, three craftspeople to be commissioned by the "Majestic Settings" raffle winner to create a table setting for six.

The CABC is offering Purchase Awards in the following categories:
Category 1 \$800: 6 dinner plates, 6 side plates, 6 bowls, 6 cups and saucers ; Category 2 \$300: 6 wine goblets; Category 3 \$250: 6 placemats and matching napkins.
Craftspeople must fill in an entry form available at the CABC office and return it along with slides of their work that corresponds with the category entered, as well as a self addressed stamped envelope to: The Selection Committee -Majestic Settings c/o Crafts Association of B.C., 1386 Cartwright Street, Vancouver, B.C. V6H 3R8. Deadline for submissions is July 31, 1992.

AGM REPORTS

EXECUTIVE DIRECTORS

REPORT -

Susan Jackson

At the AGM six months ago in November, I mentioned three areas that I felt the CABC needed to address:

- 1) fundraising
- 2) planning/budgeting
- 3) volunteers

■
FUNDRAISING - I am pleased to say that we now have a standing committee for fundraising, I think for the first time in CABC history. We have been meeting at least once every two weeks, and often weekly, to develop and implement short and long term strategies for raising operating funds. You will hear more about this when the Fundraising report is given.

Fundraising has become critical for the CABC. You will note that this past year the CABC had a significant deficit. This can in part be explained by the fact that we did not get a casino during the fiscal year; and the financial support we receive from funding bodies for operating costs has remained static, while expenses continue to increase. Your CABC fundraising committee and board is committed to eliminating this deficit in the coming year.

■
PLANNING - We have developed formal planning procedures that began with a planning session in February that resulted in a detailed one year plan, and a more general three year plan for each of the five main committees: Executive, Programs, Personnel, Finance and Advocacy. We are also in the process of evaluating all CABC programs to ensure they remain relevant and to our mission and plans.

In addition, in the fall of last year we had a volunteer from the MBA program at UBC, Trevor Lee,

produce a CABC Marketing Plan that contains many valuable recommendations about how we can better reach and serve our market segments.

■
BUDGETING - Our bookkeeper, Ann Wray, is now providing us with a monthly financial report at each board meeting. Unfortunately, our Finance Chair, Ray Christopherson has had to step down, so we are currently recruiting for a qualified person to replace him as chair. I would like to at this time thank Ray for his contribution as Finance Chair and for donating an accounting software package to the CABC. We are presently putting all our bookkeeping on the computer so that in future Ann can easily produce a monthly statement and variance report. Ann and I are currently working on a 92/93 projected cash flow statement for the upcoming fiscal year.

■
VOLUNTEERS - I am pleased to say that our volunteer corps has grown over the past six months. Volunteers have been recruited in the following areas: computer, accounting, graphics, fundraising, marketing and office administration. In terms of programs, we have a number of committed volunteers working on the Made By Hand and 1993 Year of Craft committees, as well as Craft in Public Places. Of course we are always in need more volunteers, so I urge you, the members, to speak to either myself or Jean Kuwabara about some of the interesting and rewarding areas in which the CABC can utilize your skills.

One of the areas that the CABC has been actively addressing over the past six months is members services, an example being the Craftsperson's Resource Guide to the Lower Mainland, produced in the fall of last year. The guide is a result of the many requests for craft information we receive daily from craftspeople throughout the province. We are currently updating the guide to include as much of the province as possible, and I would like to thank our eight Regional Representatives for researching their areas and providing us with valuable information for the second edition of the guide.

Another new service is the Bank of Montreal Mastercard Merchant discount now available to all CABC members. If you haven't taken advantage of this yet I encourage you to do so as substantial savings are available with the preferred discount rate.

At the AGM in November, I announced the recent hiring of new staff: Ann Wray, our bookkeeper, and Erinne Pantages, our newsletter editor and administrative assistant. I am happy to report they are still with us, and I would like to acknowledge their hard work and commitment to the organization. They have not only worked long hours but both Ann and Erinne also volunteer their time for fundraising. I would like to also thank Ron Kong, Cherie Markiewicz and Rosemary Yip for doing an excellent job in Craithouse. I would like at this time to welcome Deirdre McLaughlin, a student who will be working in the CABC office for the summer on a Challenge '92 grant from the federal government.

I see the next year as a year in which fundraising is a priority; evaluation of existing programs/services is completed; Made By Hand, 1993 Year of Craft, Craft in Public Places, and the Lloyd Herman tour of the province are our most important new programming activities; and a membership drive and members services continue to be a focus.

AGGM REPORTS

In closing I would like to thank the board for their support, and I would like to welcome new board members and say that I look forward to working with all of you in the coming year.

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PROGRAMS REPORT

Jean Kuwabara

This committee, made up of a number of sub-committees, manages the program and service needs of CABC. Given financial concerns and our commitment to a high standard in program delivery, each of our sub-committees is concentrating on being efficient and cost-effective, while at the same time serving our organization's mandate. Not an easy job. We salute and thank our staff and volunteers for their hard work and commitment to excellence.

Activities for the last 6 months:



ADVOCACY

The focus of this committee is to advocate craft and its value to our society to the public audience, communities and governments. In the past, CABC has mainly served its members and their needs, and while this remains an important focus, the need to provide opportunities to the public sphere for learning about craft has been recognized.

A major project in the past six months has been the overseeing of To See the Object, three craft videos produced in cooperation with Knowledge Network for their Arts Edge series. The scripts have been written, and filming and post-production work will continue this summer. Airing in prime time throughout B.C. is scheduled for fall 1992.

The Affiliates Forum, consisting of representatives from the crafts community, continues to be a valuable source of input and

information. Their input was most recently sought on the 1993 Year of Craft in the Americas project, and the coming year. Thank you to the following forum members: Margaret Hylsop and Maureen Smith (Vancouver Guild of Fabric Arts), Debra Sloan (B.C. Potters Guild), Michella Frosch (Canadian Craft Museum), Elizabeth Bell (Greater Vancouver Weavers and Spinners Guild), Jill Fisk (Indian Arts and Crafts Society of B.C.), Neil Reikie (Glass Arts Society of B.C.), Helena Wennerstrom (Circle Craft Co-operative) and Anthea Mallinson (Textile Interests Group).

On May 5, a stimulating evening took place at CABC attended by members of B.C.'s craft community and visitor Peter Weinrich of the Canadian Crafts Council. Topic of conversation was the future of craft organizations in Canada.

The proposals for the CABC Membership Survey and name change for CABC originated from the Advocacy Committee.

Regrettably, Jim Thornsby, Chair of this committee and President of the Board of Directors, has recently resigned both positions due to relocating his residence. His expertise and commitment to excellence will be greatly missed and we wish him well in his new life. Meanwhile, Jim's absence means that active recruitment for this important committee will take place in the coming year. Also, a new sub-committee on P.R. Marketing and Communications is being established and members will be sought in the near future.

Future goals for the Advocacy committee include review of CABC's Framework Policy, research into government cultural and funding policies, and establishing and implementing lobbying strategies toward all levels of government.



EXHIBITIONS

The next Made by Hand exhibit will take place in June 1993 at the Canadian Craft Museum. The call for entry to

members will be in the September newsletter and is open to all media. Chaired by Laurence Heppell, the committee members are Barbara Cohen, Kaija Tyri-Rautainen and Louise Jackson. They will be assisted by Lloyd Herman. Curatorial theme, funding and jurying are the issues that are being addressed.

We are currently seeking volunteers for the Craft in Public Places committee. CIPP seeks to exhibit craft in non-traditional venues that attract a high volume of people. We wish to add to the traditional venues of galleries and craft fairs to show the public audience that craft is a part of everyday life. There are a number of very interesting places and ideas to be explored and we will be actively recruiting in the coming year.



CRAFTHOUSE

Crafthouse continues to be a vibrant and exciting space, showcasing fine traditional, contemporary and leading edge craft. Thanks go to Ron Kong, Cherie Markiewicz, and Rosemary Yip, staff members, for their hard work and dedication.

A strong Crafthouse committee has evolved chaired by Diana Sanderson, with members Michelle Weeks, Ron Kong, Lis Jensen, Peggy McLerron, Micki McKenzie, Hilde Gerson, and Susan Jackson. They have been meeting regularly to review policies and procedures and to examine Crafthouse according to its Statement of Intent. The monthly changing alcove exhibits continue to be a stimulating aspect of Crafthouse. Thanks in particular to

AGGM REPORTS

Peggy and Micki for organizing last February's Chicken Sale fundraiser, and to Vincent Massey for donating the raffle *Chicken Platter*.

REGIONAL DEVELOPMENT

The major project for the coming year will be a slide/lecture tour of the province by Lloyd Herman, Lou Lynn, Chair, has worked to put together the organizational details and we are presently awaiting the outcome of our funding application. In the past several months, the Regional Representatives have contributed regional material for the Newsletter and regional information to make the *Craftperson's Resource Guide* a province-wide resource. The *Video Lending Library*, which was established on the recommendation of the Regional Representatives, is now available to the general membership. The success of this particular service will be evaluated in September. Thanks to all Regional Representatives for their contributions.

1993 YEAR OF CRAFT IN THE AMERICAS

This is a Western Hemisphere-wide celebration of craft during the year of 1993. The purpose of this event is to educate the public audience about the value and range of craft in our society and to showcase the work of creators of craft. CABC has the responsibility of coordinating activities in B.C. Margaret Hyslop, chair, has spent the last 6 months contacting B.C. craft groups, formulating a budget, recruiting committee members, researching funding opportunities and liaising with organizations

outside of B.C. Plans for 1993 include activities and events in communities around the province, an events calendar, a crafts festival on Granville Island and an extensive P.R. campaign.

AWARDS

This year's winners of the Grace Cameron Rogers Scholarship are Liese Chapman (glass) and Michele Hardy (fibre). They each received \$900.00 to further their craft-related studies. Thank you to Elizabeth Bell and Tam Irving for being jurors for this award. For this year's *YWCA Women of Distinction* award, the CABC supported Sam Carter's nomination of Julie Molnar of the Canadian Craft Museum in the Arts & Culture category.

NEWSLETTER

Under editor Erinne Pantages, the production of the newsletter has become quite streamlined on the in-house desktop publishing program. The content of the newsletter also is benefiting from more original articles and more visuals. Future goals are to seek out yet more original writing and more input from the regions of B.C.

EDUCATION

We are pleased to announce the establishment of a new standing committee dealing with the educational needs of our members and the public. Previously, educational committees existed only on a project by project basis, and so this new standing committee will be able to plan and coordinate on a long range basis. Chaired by Trish Anderson, research and planning are underway.

RESOURCE CENTRE/ PORTFOLIO REGISTRY

Improvements have been delayed pending the results of the Membership Survey. Survey results will determine how important these two services are in the estimation of our members. If there is strong support by the membership, then plans will proceed.

In conclusion, the Programs Committee welcomes input and questions from our members about our programs and services. The coming year will be challenging, but CABC is fortunate to have a committed team of people who believe in high standards in the delivery of our programs. We look forward to a momentous year.

FINANCE/FUNDRAISING COMMITTEE

Richard Kristen

The Fundraising Committee has set a goal to raise \$15,000 to be directed towards operating costs of CABC. To reach this goal we are planning the following:

- 1) A direct mail campaign to former donors. This will take place in August and we are projecting to make \$800.
- 2) Two to four small raffles in Craithouse. The prizes will be donated by members. Ticket sales for the first raffle have just begun and if it is successful, we plan to make \$1,400 from all four of the raffles combined.
- 3) A major raffle called "Majestic Settings". The first prize is a place setting for six people made by craftspeople selected by a jury. The prize winner will participate with the craftspeople in the design of the place setting. We plan to make \$5,000 from this event.

AGGM REEPPORTS

4) Participate in an organized bingo. The concept is similar to a Casino event but on a smaller scale. We plan to make \$2,000.

5) An annual event to raise the profile of CABC and the remaining \$5,300. We are in the brainstorming phase of this fundraiser. Ideas to date are: a gala dinner/seminar, dinner/auction, fashion show, celebrity bingo, and doing one of these events with another arts organization.

6) We recently participated in the Granville Island Garage Sale. We made \$525 from "used goods" donated by members.

We are planning another Casino and Chicken Sale. The money raised in these events will not be used for operating costs, therefore it does not contribute to our \$15,000 target.

If you want to volunteer on the fundraising committee or have any fundraising ideas please let us know.



PERSONNEL REPORT Jacquie Hutchings

The primary mandate of the Personnel committee has been on developing our staff and volunteer base to ensure that we have people to call upon when needs arise. Last year the focus was on filling staff vacancies for paid CABC positions; this year the focus has moved to volunteer needs. A group of BCIT students spent several months researching and analyzing what components go into successful volunteer programs, and what do we need to do to establish a base for the CABC. The cornerstone of a successful program is clearly establishing what people are interested in doing, and how much time they are able to commit - this information needs to be gathered and compiled into a database that

can be referred to when needs arise, so that the right people can be asked to do the right job. The first step in establishing this program will be to find a "volunteer co-ordinator" to oversee the process - anyone interested should contact the CABC office.

The most pressing "volunteer" need at the moment is for someone to chair the Finance Committee. If you know of someone with an accounting designation (CA, CGA, CMA, etc.) and an interest in the visual arts, please contact the CABC office.



MEMBERSHIP SURVEY RESULTS Jean Kuwabara

In April & May, CABC members participated in a comprehensive survey to find out what they thought of CABC's present services & role, and to obtain their opinions on CABC's future direction & proposed services. Also we gained valuable information on our members themselves.

The survey was devised by Jane Gour, a professional market researcher, who donated many hours of her time to design the survey and tabulate the results. A sincere thank you to Jane for her expertise and also to Susan Jackson for recruiting Jane and for overseeing this project.

The response rate to the survey by members was 39% which according to Jane Gour, is a highly representative sampling and yielded fairly accurate results. She compliments CABC members for their careful filling out of the questionnaire and their thoughtful comments.

Preliminary results of the survey show that members are generally satisfied with the present services

that CABC offers with suggestions for improvement in these services. For instance, there were requests for more profiles on craftspeople and regional news in the Newsletter.

Members agreed with CABC's increased advocacy role for craft in the public sphere, as long as existing member services are not sacrificed. There does not seem to be enough member support for a name change of CABC at the present time. Results for the questions regarding the proposed benefits package to members are still being tabulated; the results will be included in a future issue of the Newsletter.

CABC members are mostly between the ages of 35-54 years, female, join to obtain information and access to market opportunities for their work, and an overwhelming percentage will most likely renew their CABC membership next year. CABC Board of Directors and committees will use the invaluable information from this survey to guide their future actions. Thank you to all who participated in this survey.

GRACE CAMERON ROGERS SCHOLARSHIP AWARDED

We are pleased to announce the winners of this year's GRACE CAMERON ROGERS SCHOLARSHIP award are:

LIESE CHAPMAN, glass artist
MICHELE HARDY, fibre artist

Established by the CABC in 1976, the Grace Cameron Rogers Scholarship is awarded annually to a practising and/or emerging craftsperson(s) in British Columbia to attend a recognized school or course to upgrade technical or design skills, or to seek a stimulus for greater creativity and inspiration.

Liese Chapman and Michele Hardy will each receive \$900 to put towards their chosen endeavours.

Liese Chapman has exhibited her work in Canada, Japan, and the US. She attended the Bariff School of Fine Arts and the Plichuck Glass School, and apprenticed in the Seattle studio of celebrated glass artist Dale Chihuly. Her work is in the collections of the Canadian Craft Museum and the Glas Museum in Denmark. Liese will use the scholarship to study with renowned Swedish glass artist Eva Englund at the Pukeberg Glasbruk studio in Stockholm.

Michele Hardy has exhibited her work in Vancouver, Toronto, and Halifax. She is a textiles graduate of both the Nova Scotia College of Art and Design and the Sheridan College School of Crafts and Design. Michele will use the scholarship to attend an international textiles conference at the Royal Holloway and Bedford New College in Surrey, England.

Thank you to Elizabeth Bell, Tam Irving and Jean Kuwabara for being jurors for this year's award. The deadline for the 1993 scholarship is April 30, 1993

The Home Based Craft Business

"Dealing With Suppliers"
by Wendy Priesnitz

Reprinted with permission from The Home Business Advocate.

One of the most difficult aspects of running a craft business can be locating suppliers. In fact, it's a never-ending job. Even after you find a steady source of supply, you will find yourself continuing your search, looking for better prices, better terms, or a replacement for a source that has dried up.

Suppliers are one of the most important resources a micro business owner has. You can rely on a good supplier as a source of information and ideas, as well as the product or service they offer. Need to know how to package your product? Ask a box manufacturer or wholesaler. Need to know how to put together a brochure? Ask your printer.

WHAT TO LOOK FOR:

It is important to deal with suppliers with whom you can develop a good working relationship. Home-based micro businesses often exist by providing faster, more flexible, more tailored service than their larger competitors. Hence, you need those qualities in your suppliers.

Not only does it make life much more pleasant if you can relate to your suppliers on a people level, it also makes for a win/win situation: you pay your bills on time and continue giving a supplier your business; they provide a quick response to your needs and a reliable level of quality. So when checking out potential suppliers, evaluate not only prices, but reliability of delivery, attention to problems, help in emergencies, credit terms, staggered deliveries and other forms of assistance they might be able to offer you. Also important is their returns policy - how and at what cost will they buy back or provide credit for returned stock?

Local sources are preferable because goods will arrive more quickly - especially important if you can't afford to purchase or store a large

CABC VIDEO LENDING LIBRARY

The Crafts Association of British Columbia is offering a selection of craft-related videos for rent through its Resource Centre. These videos are intended as a resource for artists/craftspeople, teachers, curators, architects, designers, and others interested in the field. The following titles are currently available: * Sam Maloof: Woodworking Profile * The Complete Metalsmith with Tim McCreight * Dale Chihuly: Glass Master * Special People: Beatrice Wood (Clay) * The Art of Carole Sabiston (Fibre)

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

The Home Based Craft Business continued...

inventory. In addition, purchasing from local suppliers will save you a great deal of money in shipping charges.

If possible, purchase from more than one supplier, or at least keep a second one waiting in the wings. A supplier who fails to deliver on time or who cannot deliver quality materials can seriously interrupt the flow of your business. Late delivery can halt manufacturing and cause a backup of orders. On the other hand, it is not best to spread your account among too many distributors lest you remain such a small part of their business that you fail to develop a relationship with any of them. Relationships with suppliers are very important and if your account is large enough you'll be ensured of receiving good service.

HOW TO LOCATE SUPPLIERS:

There are many ways to locate suppliers of specific products. The reference section of your local library is the place to begin. If you're not familiar with what is offered there, tell the reference librarian what you're looking for and you'll likely get a great deal of assistance. If you live in a rural area, a trip to the main reference library in your closest large municipality is well worth the effort.

Even the most basic libraries should have reference directories such as Fraser's, Scott's and Vernon's that list practically all major manufacturers and suppliers of raw and finished products. Chamber of Commerce directories and local industrial directories are also useful sources. In addition, the federal government publishes the Business Opportunities Sourcing System(BOSS), which lists manufacturers across the country.

Many libraries will also have telephone book yellow pages for both your local area and a variety of municipalities across the country. A bit of thought about relevant categories should uncover a list of possible suppliers. Phone the companies with 800 numbers. Write the others, explaining what you need and asking for a catalogue and price list. If you found them in the phone book, you'll have to get their complete address from a postal code directory, available in many libraries and all post offices.

Library reference sections also have copies of The Canadian Almanac and Directory which lists trade associations, magazines and directories for various industries. The Directory of Associations is another useful reference tool in this field.

These directories are all a good source of information about trade shows, which are, in themselves, an excellent place to locate and interview suppliers. There are over 3,000 trade shows annually across North America. The Annual Directory of Shows and Exhibitions and the International Trade Fairs and Conferences directory both provide comprehensive lists of trade shows.

If all else fails, you still have a couple of other options. Ask other people who run similar types of businesses where they buy their supplies. Craftspeople are usually very generous in sharing such information. Sometimes others in your field will be happy to combine orders with you so you can both receive larger discounts. Locate some of these people, set up an appointment, treat them to lunch and begin networking.

Another method of sourcing suppliers is a visit to retail shops that sell the kind of things you need. Check labels and boxes, noting the companies that sell merchandise to the shops. For instance, if you are

trying to locate a supplier of lace, go to a fabric shop and look at the lace bolts for the names, addresses and telephone numbers of the companies they buy from. If only a company name is on an item, visit or call the reference department of your local library for a phone number. This process may lead you directly to the product's manufacturer, but if that company won't sell directly to you, their sales department will usually be happy to refer you to your closest wholesale supplier.

POTENTIAL PROBLEMS:

Some home-based companies have found that manufacturers and even some distributors do not want to sell to them, either because of their small size or because they are home-based. Professionalism, perseverance and patience are the only solutions to this problem. As working at home becomes more credible this problem will fade away, but in the short-term, you may have to locate alternative suppliers and work at educating those who refuse to deal with you.

A provincial vendor's permit (in provinces where provincial sales tax is levied on finished products) or GST registration number will help convince suppliers that you are seriously in business and not just a hobbyist. However, contrary to what some new business owners think, such registration does not oblige suppliers to give discounts or even to deal with you if they choose otherwise. Manufacturers and distributors generally have established credit procedures, minimum orders and discount schedules based on quantity. It is your responsibility to learn about these. You should also expect to pay initial orders as COD or cash.

The Home-Based Craft Business column is a regular feature of The Home Business Advocate.

A Message From The Canadian Craft Museum

THE BEST VANCOUVER SWEATER COMPETITION 1992

The Canadian Craft Museum is pleased to announce "The Best Vancouver Sweater Competition" in conjunction with the upcoming exhibition of world renowned artist/designer Kaffe Fassett.

To celebrate this important exhibit, The Canadian Craft Museum is holding a knitting competition. Professional and amateur knitters from across Canada have been invited to submit entries in either of two categories: Handmade and Machine Knit sweaters. The garments will be made for men, women or children and may include cardigans, pullovers, or vests. The deadline for submission of dossiers is September 8, 1992.

The entries will be original designs that reflect the spirit of Vancouver with colour, creativity and fun - interpretations made through images and moods inspired by the uniqueness, natural beauty and excitement of Vancouver. The winner will be announced at a special awards ceremony on December 1 and finalists will be displayed at the Museum during the Kaffe Fassett exhibition, December 3, 1992 through January 31, 1993.

KAFFE FASSETT WORLD TOUR TO EXHIBIT AT THE CANADIAN CRAFT MUSEUM

A kaleidoscope of colour and pattern await visitors to Vancouver's first exhibition devoted to the visionary contemporary textile designer, Kaffe Fassett. A world touring exhibition at The Canadian Craft Museum, December 3 through January 31, comprises 133 works in knitting and needlepoint by Kaffe Fassett and illustrates the scope and vision of this brilliant textile artist and colourist.

Based on a retrospective exhibition held in 1989 at the Victoria & Albert Museum, Britain's National Museum for the Decorative Arts, the collection of works was compiled by Kaffe himself. It includes his first piece of knitting, a widely publicized tapestry depicting oriental pottery, and many of the pots and other artifacts from his private collection that have inspired specific works.

Crowned the 'King of Knitting' by enthusiastic admirers, Kaffe Fassett has single handedly revolutionized the art of knitting and needlepoint. His books have sold over one million copies worldwide and his prestigious customers now include many of the world's rich and famous.

The Canadian Craft Museum will present a number of exciting events in conjunction with the exhibition including a lecture at the Hotel Vancouver, a workshop at the Museum of Anthropology, a 'Breakfast with Kaffe' tour of the exhibit and ongoing tours and workshops by local craft guild members.

For more information about the Kaffe Fassett World Tour or "The Best Vancouver Sweater Competition 1992", please contact The Canadian Craft Museum at (604) 687-8266.

The Canadian Craft Museum

639 Hornby Street,
Vancouver, BC V6C 2G3 (604) 687-8266

The Craftsperson's Resource Guide to British Columbia

Production of the 1992/93 Craftsperson's Resource Guide to British Columbia is now underway. It is the only resource guide of its kind in British Columbia, representing the crafts by providing information on Galleries/Museums, Craft Fairs, Retail Outlets, Guilds/Arts Councils and Regional Representatives. In early September, the Crafts Association of B.C. will begin selling the 2nd edition of the Resource Guide to members and the general public. Proceeds will go towards the operating costs of the CABC.

This year's Resource Guide delivers increased value to British Columbian residents and craftspeople, as it will cover a broader spectrum of the crafts. It will also be a valuable resource for those living in the outer regions of British Columbia. The previous issue of The Craftsperson's Resource Guide to the Lower Mainland was produced as a result of numerous telephone requests daily at the CABC office for specific information. The past sales of the Resource Guide have been encouraging and we aim as I can to make this next issue far more superior and complete. If you have any requests for advertising space please contact Erinne Pantages at the CABC office 687-6511 as soon as possible. Advertising deadline is August 15, 1992.

The Year of Craft in the Americas

CABC invites you to participate and celebrate in,
The Year of Craft in the Americas 1993

The Year of Craft arose from a successful pilot project a year or two ago in the Eastern U.S., and has grown to become Pan American in scope. The US Congress has officially declared 1993 to be The Year of American Craft, and we in Canada are joining the countries of North Central and South America in celebrating craft and creating a heightened awareness of the importance of craft in our daily lives. We will focus attention upon the broad spectrum of craft, its historical roots, its diverse cultural heritage, and the vigorous state of contemporary craft.

A Year of Craft Committee has been struck by CABC, its primary members being the Affiliate Groups. The function of the Committee is twofold:

- 1) To give support and encouragement to strengthen existing craft projects and activities already being undertaken in B.C. in 1993 whether by groups or individuals, professional or amateur.
- 2) To support and encourage one-time events or activities that are specifically undertaken to celebrate The Year of Craft, 1993.

This support will be largely promotional rather than financial. CABC is making applications for funding, but we are very aware of the problems of acquiring financial support for the arts in these difficult economic times. The Year of Craft must be financially self-supporting and will not encroach on the avenues used by CABC to raise its vital operating funds.

The Year of Craft Committee offers support on a province-wide basis. The main focus for the Lower Mainland will be a five day celebration: "CRAFT IN ACTION" centred on Granville Island. "Craft In Action" will, as its name implies, be an action-packed five days of activities by and for craftspeople and the general public.

Bulletins will be used to disseminate information about The Year of Craft. Bulletin #1 is about to be printed and contains general information on The Year, what it expects to accomplish, what activities are planned, what support is available, and how groups and individuals can become involved. The CABC CRAFT CONTACTS newsletter will give regular updates, but the bulletins will give more detailed information.

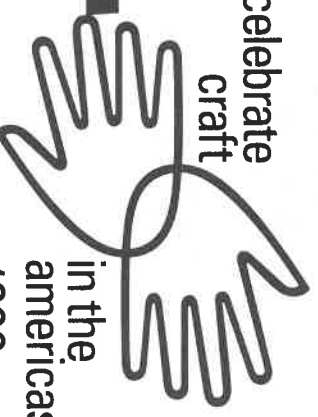
The Year of Craft Committee already has a mailing list of many organizations and individuals active in the crafts field, and is establishing as comprehensive a list as possible of those who would like to be involved. Please write to The Year of Craft, CABC, 1386 Cartwright Street, Vancouver, BC, V6H 3R8 (or phone 687-6511), and bear in mind the following points:

- 1) To be put on the Bulletin mailing list give your full name, your group's name (if any), your full address and postal code, your phone number, plus your craft if any (e.g. clay, fibre, glass, wood, metal, etc.) and your special area of interest if applicable (e.g. clay, fibre, glass, wood, metal, etc.), your special area of interest if applicable (e.g. "professional crafts person", "craft event manager", "craft organization/instructor" etc.). This is so that we can forward information specific to your area of interest.
- 2) If you are organizing a craft related event in 1993, please give us details as soon as possible, as a major project will be the compilation of a Calendar of Events. Please include: what, when, where, who (and why and how if relevant). Please include events that have craft as a subsidiary as well as a main focus, and those whose dates have not yet been finalised.
- 3) If you have specific ideas and offers of help, please let us know.
- 4) If you would like to volunteer for overall committee work and/or for "Craft in Action", we would like to hear from you.

Let's celebrate Craft in 1993!

Margaret Hyslop
Chair "
The Year of Craft
in the Americas,
1993"

celebrate
craft



in the
americas
1993

Crafts Exchange

Publications/Call For Entry

PUBLICATIONS

THE CRAFTSPERSONS RESOURCE GUIDE TO THE LOWER MAINLAND

A booklet produced by the CABC containing information on Retail Outlets, Galleries & Museums, Craft Fairs, Suppliers and Craft Organizations on the Lower Mainland. Available through the CABC, 1386 Cartwright Street, Granville Island, BC V6H 3R8 (604) 687-6511. \$3.25 to members and \$3.75 to non-members (GST incl.). Mail a cheque or pick one up at Crafthouse or the CABC office.

procedures contact: Margaret Hyslop, Program Coordinator, Pacific National Exhibition, Box 69020, Vancouver, BC V5K 4W3 (604) 253-2311.

MASKS

September 3 to October 1, 1992
Studio One Glass Gallery is pleased to offer this Call For Entry open to all glass artists. The title of this curated exhibition in "Masks". As the name suggests, the criteria of the artwork are as follows: a) mask theme to be incorporated into artwork, b) any medium, with one of the main elements being glass, c) no restriction as to size. There is no limit to the number of entries per artist and non-refundable fee of \$10 per entry, payable to Studio One Glass Art Ltd., is applicable. The artist's personal biography should be included. Deadline for submission of entries and Biography of Artist is August 5, 1992. For further information contact: Mr. Yves Trudeau, Studio One Glass Gallery, 341 West 6th Avenue, Vancouver, B.C. V5Y 1L1 (604) 875-0696

CALL FOR ENTRY Exhibitions

CRAFTHOUSE ALCOVE CALL FOR SUBMISSIONS

The Crafthouse Committee is now accepting proposals for exhibitions in the Alcove in 1993. For a proposal application form, please contact: Ron Kong, Crafthouse Committee, Crafthouse, 1386 Cartwright Street, Granville Island, Vancouver, BC V6H 3R8 (604) 687-7270 or fax: 687-6511. Deadline for proposal submission is September 1, 1992.

PNE ARTS & CRAFT SHOW

August 21 to September 7, 1992
BC Craftspeople are invited to exhibit and sell their work in this professional, juried Marketplace section of the Arts & Crafts Show and Fashion Focus 92 at the Pacific National Exhibition. For further information and application

pieces that will be submitted.

Accepted entries which differ from their slides may be subject to rejudging or disqualification. Each piece submitted may have three slides allowed; and overview, a detail, and another view, and all slides must be standard 35mm format. For entry forms contact: B.C. Glass Arts Association, PO Box 50020, 7600 Royal Oak Avenue, Burnaby, BC V5J 5G3. Any question can be addressed to Deirdre Spencer, Show Coordinator 263-2716.

CONTEMPORARY GLASS ARTISTS

Toronto exhibition space. Submit slides and portfolio to: The Art Zone, Jan or Kathy Irwin, 592 Markham Street, Toronto, ON M6G 2L8 (416) 534-1892.

CALL FOR ENTRY Competitions

MAJESTIC SETTINGS

The First Annual "Designed For You" Fundraising Raffle. The Crafts Association of British Columbia is calling for submissions in three categories: dinnerware, goblets and placemats/napkins. A selection committee will choose, from the submissions received, three craftspeople to be commissioned by the "Majestic Settings" raffle winner to create a table setting for six. The CABC is offering Purchase Awards in the following categories: Category 1: 6 dinner plates, 6 side plates, 6 bowls, 6 cups and saucers (\$800); Category 2: 6 wine goblets (\$300); Category 3: 6

GLASS ART IV

September 8 to 25, 1992
This is a juried art show exploring the diverse aesthetic of glass. It is open to all members of the B.C. Glass Art Association. There is a limit of three entries, and a non-refundable fee of \$25 per entry. All work must have been produced since August 1991. Due to the expenses incurred from shipping glass artworks, all members from outside the Lower Mainland may be juried by slides. The slides must be of the actual

Call For Entry

placemats and matching napkins (\$250). Craftspeople must fill in an entry form available at the CABC office and return it along with slides of their current work that corresponds with the category entered, as well as a self-addressed stamped envelope to: The Selection Committee - Majestic Settings c/o Crafts Association of B.C., 1386 Cartwright Street, Vancouver, B.C. V6H 3R8. Deadline for submissions is July 31, 1992.

CALL FOR ENTRY

Fairs

ART IN THE PARK

Sundays, June 7 to September 6
1:00 to 5:00pm
The Surrey Parks & Recreation Commission, Cultural Services Division and the Surrey Arts Centre invite local artists and craftspeople an opportunity to expose their art and crafts and to promote sales in the popular setting of Bear Creek Park. There is a \$7 fee which includes a 4' x 8' booth space. Only original work, done by you, is eligible for display and/or sale. Registration for Art In The Park is on now at the Surrey Arts Centre. Register soon as space is limited. For further information contact the Surrey Arts Centre at 596-7461.

THE WEEKEND MARKET UNDER

THE BRIDGE

Beginning July 11, 1992
A new weekend market is coming to Richmond. This is a project of the BC Paraplegic Association, with net proceeds from its

operation benefiting those receiving help through the BCPA. Located under the cover of the Oak Street Bridge, at Van Horne Way, this will be an outdoor market which incorporates the benefits of being sheltered from the elements, rain or shine. The market will operate year round on Saturdays, Sundays and holiday Mondays. Those interested in further information may contact Doug Row or Bill Spaner by writing to 6620 #6 Road, Richmond, BC V6W 1C8 (604) 278-0865.

NORTH VANCOUVER

CRAFT FAIR

July 19, 1992
Booth cost of \$25. Deadline for submissions: July 15, 1992. For further info contact Shannon at 585-1978.

ARTCRAFT '92

July & August
Community Arts Council, Mahon Hall, Ganges, Salt Spring Island. For further information call (604) 537-2125. Juried.

CHRISTMAS IN JULY

August 9, 1992
Juried craft fair to be held in Surrey. Deadline for submissions: July 19. For further info contact: Shannon Yzerman, 10661-132A Street, Surrey, BC V3T 3Y1.

HARMONY ARTS FESTIVAL

CRAFT FAIR

August 13 to 15
Past or present North Shore residents are invited to apply. \$10 handling fee, 3 samples of current work securely packaged,

CV, photo of past booth display or sketch of proposed concept. A \$100 non-refundable booth fee for all successful applicants. For additional info contact: Laura Blodgett at 921-0750.

ARTATHON & ALL THAT JAZZ!

August 14 to 29, 1992
Penticton, Leir House Cultural Centre, 220 Manor Park Ave, Penticton. For further information contact: Penticton & District Community Arts Council at (604) 492-7997.

BC CREATIVE ARTS SHOW

August 23 to 25, 1992
The seventh B.C. Creative Arts Show is now accepting applications from home-based BC businesses which produce quality gift items. B.C. home-based creative art products will be featured at the Vancouver Gift Gallery Show and will be seen by more than 6,000 buyers at B.C. Place Stadium. For further information contact: Barb Mowat, Trade Show Coordinator, Impact Communications Ltd. (604) 520-5720 or 857-1788.

THE SUNSHINE FOLK FESTIVAL

August 31 to September 1, 1992
10th Annual Festival to be held at Palm Beach Park, Powell River, B.C. Craft Booth \$40. For information contact: Gwen Welp, 4276 Westview Avenue, Powell River, B.C. V8A 3J4 (604) 485-6349.

Call For Entry

OKANAGAN VALLEY

CRAFT FAIRS

September 26 & 26 - Kadac Juried craft show. Contact: 861-4123.

End of October - Country Crafts. Contact: Judy Watmough 762-7539.

Mid November - Creations Plus, Westbank, B.C. Contact: Marie White 769-4579.

November - Periticon Craft Capers. Contact: Marie White 769-4579.

August 22 & 23 - Peachland Country Fair. Contact: Craig Radford 767-2136.

December - Periticon Trade and Convention Centre. Contact: 492-6893.

November - Periticon, Coast Lakeside Hotel. Contact: 493-8221.

November 14 & 15 - Periticon, Leir House. Contact: Nancy Matthews 494-9574.

DESIGNER TREASURY SERIES

October 24, 1992

One of a kind jewellery and fibre art display at the Vancouver Lawn & Tennis Club in Vancouver.

3RD ANNUAL WEARABLE ART SHOW

November 28 & December 5 Juried. Features unique, distinctive, one of a kind wearable art in a walk through gallery format. Relocated to Cecil Green Park.

For further information on both shows contact Debrah at 732-7466.

FESTIVE TREASURES

November 19 to 27, 1992

The Canadian Craft Museum Shop will present its 2nd annual Christmas Exhibition of Festive Treasures at the Canadian Craft

Museum in November, 1992. An eight day extravaganza highlighting distinctive craft, specially selected for holiday and gift giving. The treasured objects will include, wonderful tree ornaments and table objects. Colourful scarves and shawls, ceramics and porcelains, papier mache vases, regal angels & jewel-like accessories. Childrens toys, hand blown glass and much, much more! Cost for participation per artist is: \$40 for members, \$50 non-members. For further information and application procedures, please contact:

Trudy Van Dop, Museum Shop Manager, The Canadian Craft Museum, 639 Hornby Street, Vancouver, BC V6C 2G3. 687-8266.

OUT OF HAND CHRISTMAS FAIR

November 19 to 22, 1992

The 1992 Out of Hand Juried Christmas Fair will be held at the Victoria Conference Centre. If you would like further information, please contact: OUT OF HAND, 566 Johnson Street, Victoria, BC V8W 3C6. We can be reached by phone at 384-5221 or 592-4969.

CREATIVE CRAFT FAIRS

Victoria's 12th Annual show

November 5 to 8 at the G.R.

Parkes Rec Centre and

Abbotsford, BC show Nov. 26 to

29 at the Fraser Valley Tradex

Exhibition Centre; home of the

Abbotsford Air Show. Contact

Terri Heit (604) 658-2901.

NELSON CHRISTMAS

CRAFT FAIR

November 27, 28 & 29

Located at the Civic Centre 719 Vernon St., Nelson, B.C.

VANCOUVER CRAFT MARKET

November 6, 7, & 8; 27, 28, & 29; December 1, 12, & 13; 19 & 20.

Please contact: Simone Avram, 8540 Demorest Drive, Richmond, BC V7A 4M1 (604) 275-2724.

PARKE INTERNATIONAL MARKETS

August 2 & 3: Vancouver, Stanley Park Pavilion - B.C. Day

August 4 & 30: Vancouver, Plaza Robson Conference Centre.

October 12: Pumpkin Day. Van Dusen Garden, Vancouver.

November 1: Christmas. Glen Eagles G.C., West Vancouver.

November 7 & 8: Christmas. Oak Bay Beach Hotel, Victoria.

November 12 - 15: Christmas. Crystal Garden, Victoria.

November 14 & 15: 1st Christmas. Van Dusen Garden, Vancouver.

November 21 & 22: 2nd Christmas. Van Dusen Garden, Vancouver.

December 5: Christmas. St. Davids United, West Vancouver.

December 12 - 20: Christmas. Robson Conference Centre, Vancouver.

For further information contact: Parke International Markets, 333 - 636 Clyde Avenue, West Vancouver, BC V7T 1E1 263-2363.

Call For Entry

CREATIVE HANDS OF B.C. CRAFT FAIRS

August 2, 1992 - Crafts by the Sea, Sea Festival Weekend at Sunnyside Hall in White Rock, BC.
 August 3, 1992 - B.C. Traditions (B.C. Day), Fort Langley Lions Hall, Glover Road, Fort Langley
 August 15 & 16 - Naturally B.C., Patricia Hall, Aldergrove, BC.
 October 11 - Dashing Through the Snow, Murrayville Hall in Langley.
 October 24 - A Romantic Christmas, Star of the Sea, 152nd Ave., White Rock.
 November 15 - Santa's Shop, Breakfast and Craft Fair, Murrayville Hall in Langley.
 November 22 & 23 - Christmas Spirit, Sunnyside Hill in White Rock.
 For applications and further information contact: Creative Hands of BC, 15147 Royal Avenue, White Rock, BC
 V4B 1M2 1-978-6264.

RAINBOW DESIGNS

CRAFT FAIRS

August 22 & 23: Christmas in August, Elgin Hall, White Rock.
 October 3 & 4: First of the Season, Sullivan Hall, Langley.
 October 17 & 18: Old Fashioned Christmas, Fort Langley Community Hall, Langley.
 November 7 & 8: Christmas is Coming, IOF Hall, Ladner.
 November 14 & 15: Community Christmas, Lochdale Community Hall, 490 Sperling, Burnaby.
 November 28 & 29: North Shore Christmas, Eagles Hall, 170 West 3rd, North Vancouver.
 December 5 & 6: IOF Hall, Ladner.
 For further info contact Rainbow Designs at 20228 43rd Ave., Langley, BC V3A 3B8, 530-5986.

KELOWNA & DISTRICT ARTS COUNCIL

FALL ARTS & CRAFTS SALE

September 4 to 6, 1992

For further information contact the Kelowna & District Arts Council, 1304 Ellis Street, Kelowna, BC V1Y 1Z8

**JUDSON
BEAUMONT**

LAMINATION

**AUGUST 7 - 30
RECEPTION AUGUST 6
5:00 - 8:00 PM**



CRAFTS ASSOCIATION OF B.C.
 1386 CARTWRIGHT STREET
 GRANVILLE ISLAND
 VANCOUVER, B.C. V6H 3R8
 (6 0 4) 6 8 7 - 7 2 7 0
 MON - SAT 10 - 5, SUNDAY 11 - 5

CRAFTHOUSE is a non-profit program of the
 Crafts Association of British Columbia

Call For Entry

EAST DELTA HALL

October 3 & 4, 1992

For applications and info contact: Jeanie Fraser at 13127-115B Ave., Surrey, BC V3R 2S4, 583-4930.

CIRCLE CRAFT 19TH ANNUAL CHRISTMAS MARKET

November 11 to 15, 1992

Juried craft show at the Vancouver Trade and Convention Centre. Contact: Paul Yard, Producer, 101-1765 West 8th Avenue, Vancouver, BC V6J 5C6 (604) 737-9050, (604) 736-2186 fax.

CHRISTMAS CRAFT FAIR

November 5 to 8, 1992

Call for Canadian crafts for this Christmas art and craft fair. Contact: Murray Jones, Nanaimo Craft Fairs, PO Box 482, Nanaimo, BC V9R 5L5 (604) 758-4294.

THE GRAND ARTISAN SHOW AND SALE

November 7 & 8, 1992

This is Kelowna's newest downtown waterfront resort, the Grand Okanagan. 100 juried artisans. Booth cost: \$200. Entry Deadline: August 1, 1992. Mail four colour photographs (include sizes and prices), self-addressed stamped envelope for the return of your prints. Mail to Jo-Anne Koblun, 1988 Abel Street, Kelowna V1Z 3C9 (604) 769-5855.

MasterCard Discount - a terrific deal!

The CABC is pleased to announce are not merchants are invited to visit any that a new benefit is now available to Bank of Montreal branch (or affiliate) to all members. The Bank of Montreal open an account and make application Mastercard merchant financial for a merchant number, which you will institutions in B.C. (i.e. Richmond need for the discount rate application Savings Credit Union, Bank of B.C. / form. Hongkong Bank of Canada, Kelowna District Credit Union and Pacific Coast Savings Credit Union) are now offering Mastercard through one of the above a preferred merchant discount rate of institutions and wish to take advantage 1.85% to members of the CABC. This of the 1.85% discount rate should complete is a great opportunity for members the form below and forward it to Susan who are already Mastercard merchants, Jackson at the CABC office. and is an opportunity for those that are Enquiries may be directed to Susan not to possibly enhance sales and Jackson@687-6511 or Bank of Montreal customer service through offering Representative Lisa Chapman @ Mastercard. Interested members who 665-7465.

MASTERCARD PREFERRED MERCHANT DISCOUNT RATE APPLICATION FORM

Bank of Montreal or Affiliate Bank Merchant Number: _____

Trade Name _____

Address _____

Contact Name _____ Telephone _____

Deposit/Financial Institution _____ Account No. _____

Forward Completed Form to:

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

Retail Outlets/Education

CHILLIWACK CHRISTMAS CRAFT FAIR

November 19 to 21, 1992
Chilliwack Arts Council. For further info contact: Christmas Craft Fair, 45899 Henderson Ave., Chilliwack, BC V2P 2X6.

THE 17TH ANNUAL CRAFT FAIR

November 20 & 21, 1992
The registration fee is \$20 for a table space of approx. 4' x 6', and a 20% commission will be collected on sales. Forward registration form and fee to The Unitarian Church of Vancouver, 949 West 49 Ave., Vancouver, BC V5Z 2T1. For further info contact Julia Myers at 324-3861.

CHRISTMAS CRAFT MARKET - SURREY ARTS COUNCIL

November 21 & 22, 1992
West Whalley Junior Secondary School

This is a juried craft market and you are required to bring a selection of your work for jurying with a price tag on each item to Surrey Arts Centre, 13750 88 Avenue, Surrey, B.C. between 5 - 8pm (see application form for your correct time). Enclose a \$5 jury fee for each category entered. Rental fee is \$50 for two days. You will be asked to wait while your work is juried. Entry forms and fees accepted by Mail Only to: Arts Council of Surrey and District, 13750 88 Avenue, Surrey, B.C. V3W 3L1 (604) 596-7461. Entry Deadline - August 31, 1992

THE VANCOUVER HOBBY, SPORT AND CRAFT SHOW

November 27 to 29, 1992
PNE Fairgrounds, Vancouver
Presently accepting applications from craftspeople wanting to participate in this show. Deadline for application is August 1, 1992. For further information contact: The Vancouver Hobby, Sport and Craft Show, 6331 256th Street R.R.#1, Aldergrove, B.C. V0X 1A0 (604) 856-6171.

COMMUNITY ARTS COUNCIL CHRISTMAS CRAFT SALE

November 24 to December 23, 1992

The Community Arts Council of Vancouver will celebrate its seventh annual Christmas Craft Sale. Artisans creating original, quality crafts, functional to outrageous in nature, are invited to participate in this juried sale. The sale is conducted on a consignment basis; artisans are not required to be in attendance during the sale. A \$30 administration fee is required upon selection and the CAC retains a 30% sales commission. The "early bird" jury deadline is August 1. Late applications will be considered on the basis of available space. For application forms and further information contact: Christmas Craft Sale,

Community Arts Council, 837 Davie Street, Vancouver, BC V6Z 1B7 or call 683-4358.

RETAIL OUTLETS

GALLERY OF B.C. CERAMICS

Individuals wishing to show in the Gallery must submit the following:
a) six pieces showing a range of work, each piece to be identified with name and numbered from 1-6; b) a typed biography and a statement about yourself and your work; c) a typed and numbered list of the pieces, providing information and retail price; d) a cheque for \$21.40 which represents a non-refundable jurying fee. Gallery of BC Ceramics, 1359 Cartwright Street, Granville Island, Vancouver, BC V6H 3R7 683-9623.

CANADIAN MADE JEWELLERY

The Bookstore of the National Gallery of Canada is requesting submissions of slides, photographs, or portfolios of Canadian jewellery. No material restrictions, but a low to moderate price range is preferred. For further info: Dianne Cardill, The Bookstore, National Gallery of Canada, 380 Sussex Drive, Box 427, Stn.A, Ottawa, ON K1N 9N4 (613) 990-0961.

EDUCATION

EMILY CARR COLLEGE OF ART & DESIGN

July 11 & 12 - Photographing and Documenting Artwork
July 18 to 26 - Artists' Books
Current Summer Program 1992 is available through: Part-Time Studies, Emily Carr College of Art and Design, 1399 Johnston Street, Granville Island, BC V6H 3R9 (604) 844-3810.

Workshops

KOOTNEY LAKE ARTS CELEBRATION COURSES

Ancient Art of Feltmaking, Fabric Design, Marbelizing Fabric, Basketry Workshop. For further information contact the Kootney Lake Arts Celebration, 711 - 10th Street, Nelson, BC V1L 3C7 (604) 352-2402.

JAMES KOESTER

WORKSHOPS

HOLLYHOCK WORKSHOP

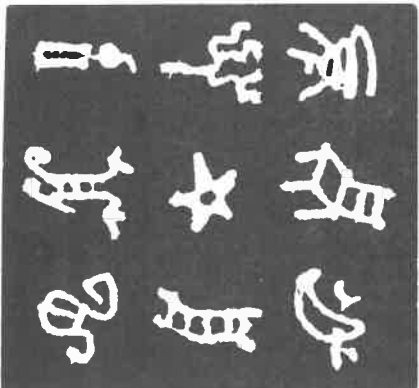
August 3 to 8

Drawing and painting with Nora Blanck. "Drawing and painting taps and unfolds the creative impulse. This workshop offers a vehicle to nurture the development of this impulse, fanning the spark into form, colour and image." Including accommodations and meals. Hollyhock Farm, Box 127, Manson's Landing, Cortes Island, BC V0P 1K0 (604) 935-6465. \$795

PORTFOLIO PREPARATION

July 18 & 19, 9 to 5pm

For artists, designers, photographers, and those working in the crafts who are serious about pursuing art as a living. Portfolios are designed for specific purposes: applying for advanced studies, teaching positions, gallery exhibitions and grants, developing opportunities for commissions, selling, or licensing of your products or services. \$90 For further information contact: Emily Carr College of Art & Design, Professional Studies, 1399 Johnston Street, Vancouver, BC V6H 3R9 (604) 844-3830.



Creepy Me

New Works in Metal and Mixed Media

CRAFTHOUSE

JULY 3 - 31

RECEPTION JULY 2

5:00 PM - 8:00 PM

Conferences/Funding/Exhibitions/Notices

CONFERENCES

IN STITCHES

September 24 to 26, 1992

In Stitches, the creative brainchild of Westcoast sewing entrepreneur Carol Dodge, presents a feast of seminars and related activities that will put even the most casual sewer and craftsperson in the picture in terms of new techniques for the '90's. The popular showcase also features 100 commercial displays, where showgoers can browse and buy. To be held at the Robson Square Conference Centre in Vancouver. For further information contact: Lisa Juison (604) 538-7477, 13718 28 Avenue, White Rock, BC V4A 2R2.

Inquiries: Explorations Program, the Canada Council, PO Box 1047, Ottawa, ON K1P 5V8
FAX: (613) 598-4408.

EXHIBITIONS

Regional

BLUE AND WHITE TRADITIONS:

QUILTS

June 28 to July 26

Blue and white quilts have been a significant genre in the history of American quilting since the 1700's. The tradition of creating quilts within this limited palette continues today. This exhibition from the University of Oregon Museum of Art features twenty-five examples of stunning creativity and craftsmanship. Langley Centennial Museum and National Exhibition Centre, 9135 King Street, Fort Langley, B.C. VOX 1J0 (604) 888-3922.

FUNDING

JEAN A. CHALMERS FUND

The Jean A. Chalmers Fund for the Crafts provides support to professional craftspeople or nonprofit crafts organizations that wish to carry out projects with a theoretical or practical application in the development of the crafts in Canada. For a description of the application procedures and criteria, please call the Canada Council Communications Section, (613) 598-4365. The Canada Council accepts station-to-station collect calls.

EXPLORATIONS IN THE ARTS

Open to emerging artists and arts organizations, as well as established artists changing disciplines. Competition closing dates: May 15 and September 15.

RESIDENTIAL SCHOLARSHIPS

Ongoing - Henry Moore Foundation. Open to students under 35 who have completed post-graduate courses in sculpture or have equivalent experience. Camberwell School of Arts and Crafts, Peckham Road, London, SE58UF England (01)730-0987.

POLLOCK-KRASNER FOUNDATION

Artists of recognized merit working in paint, sculpture, craft, or mixed media. No age or geographical limitations. Grants awarded throughout year and vary in size according to the applicant's circumstances. Pollock-Krasner Foundation Inc., Box 4957, New York, NY 10185 USA (212) 517-5400.

BRUCEBO SCHOLARSHIPS

Ongoing - Canadian-Scandinavian Foundation; approximate value \$2,500 awarded to a promising Canadian artist to spend two summer months at Brucebo Studio near Visby, on the island of Gotland, Sweden. Secretary, Canadian Scandinavian Foundation, c/o McGill University, 805 Rue Sherbrooke Ouest, Montreal, PQ H3A 2K6 (514) 392-4718.

ARTWORKS: REFLECTIONS IN DIVERSITY

May 1 to July 31, 1992

The community showcases in the "Making a Living, Making a Life" will highlight local artists with a cross-cultural look at work. Vancouver Museum, 1100 Chestnut Street Vancouver, B.C. (604) 736-4431.

A TREASURY OF CANADIAN CRAFT

May 1 to September 7, 1992

The most comprehensive and inclusive survey of contemporary Canadian craft ever exhibited. Featured are works from 198 of Canada's foremost craftsmakers completed within the past four years. Over 300 objects crafted from clay, wood, glass, metal, fibre, and other materials. The Canadian Craft Museum, 639 Hornby Street, Vancouver, BC V6C 2G3 (604) 687-8266.

GALLERY OF B.C. CERAMICS

June 30 to July 25
Joanne Copp has an exhibition of her primitive fired vessels at the Arts Centre Gallery in New Westminster's Queens Park. Gallery of B.C. Ceramics, 1359 Cartwright Street, Granville Island, BC 669-5645.

CIRCLE CRAFT GALLERY

July 3 to August 5
Gordon Hutchens' work is on display in "Best of Circle Craft", Adrian Ross's Choice. Circle Craft Gallery, Net Loft on Granville Island. 669-8021.

VANCOUVER MUSEUM

August 1 to September 20
The Vancouver Museum is hosting a Blue and White Porcelain Show. August 20 at 8pm there will be a lecture on the "Great Ming and Their Porcelain Trade" given by Dr. Richard Pearson of UBC. Vancouver Museum, 1100 Chestnut Street, Vancouver, BC V6J 3J9 736-4431.

JAMES KOESTER

July 2 to 31, 1992
James will present a collection of small objects in metal and mixed media. The intent of this collection is to examine the relationship between the functional object and purely sculptural object. Crafthouse, 1386 Cartwright Street, Granville Island, BC 687-7270

JUDSON BEAUMONT

August 7 to 31, 1992
"Lamination". An exciting exhibition of furniture created by Judson Beaumont. Reception August 6, 1992 5:00 to 8:00pm. Crafthouse, 1386 Cartwright Street, Granville Island. 687-7270

WEST KOOTNEY NATIONAL

EXHIBITION CENTRE:
FIREWORKS: GLASS ART OF THE 90'S

June 25 to August 9, 1992
An invitational exhibition that represents the range of work being done in glass from functional to sculptural.

THE FAMILIAR: FELT

June 25 to August 9, 1992
Mixed media fibre works by Vivienne Pearson that explore the continual unravelling of visual ideas into individual, corporal myths.
West Kootney National Exhibition Centre, RR#1, S2, C10, Castlegar, BC V1N 3H& (604) 365-3337. Located across from the Castlegar Airport. (212) 956-6047.

NOTICES

WEAVE, QUILT, HOOK, SPIN, DYE, EMBROIDER, KNIT
Interested in forming a fabric crafts group studio to share space, resources and skills in Vancouver? Call Michael at 874-7470.

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