

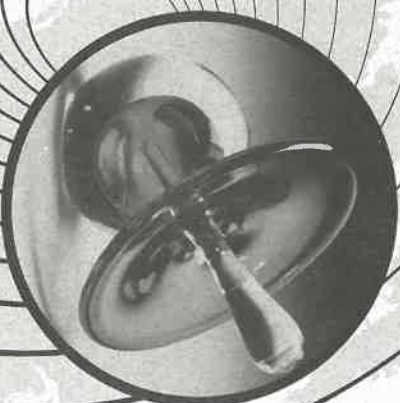
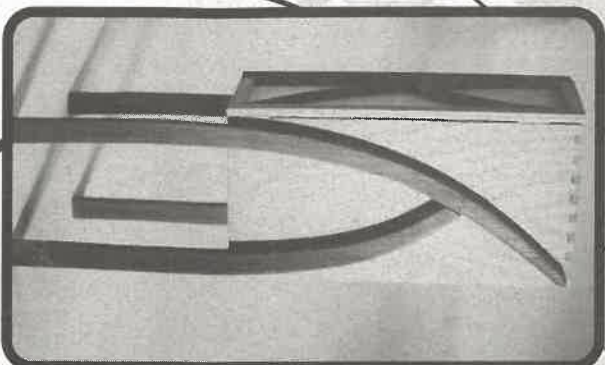
# craft contacts

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CABC  
CRAFTS ASSOCIATION  
OF BRITISH COLUMBIA

The Crafts Association of British Columbia promotes the  
development and appreciation of British Columbia  
artisans and their crafts.

NOVEMBER/DECEMBER 1997 ISSN 0319-8873

FINE CRAFT AT APEC



THE RIDDLE OF PRICING... RED DEER: A PERSONAL PERSPECTIVE...  
CRAFTHOUSE NEWS... THE GALLERY... CRAFT CALENDAR

in this issue

Published by CABC  
 Crafts Association  
 of British Columbia  
 1386 Cartwright St.  
 Granville Island  
 Vancouver BC V6H 3R8  
 TEL (604)687-6511  
 FAX(604)687-6711  
 1-888-687-6511  
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 Victoria, BC V9B 5T7  
 (250) 391-2412.

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 (250) 352-2293

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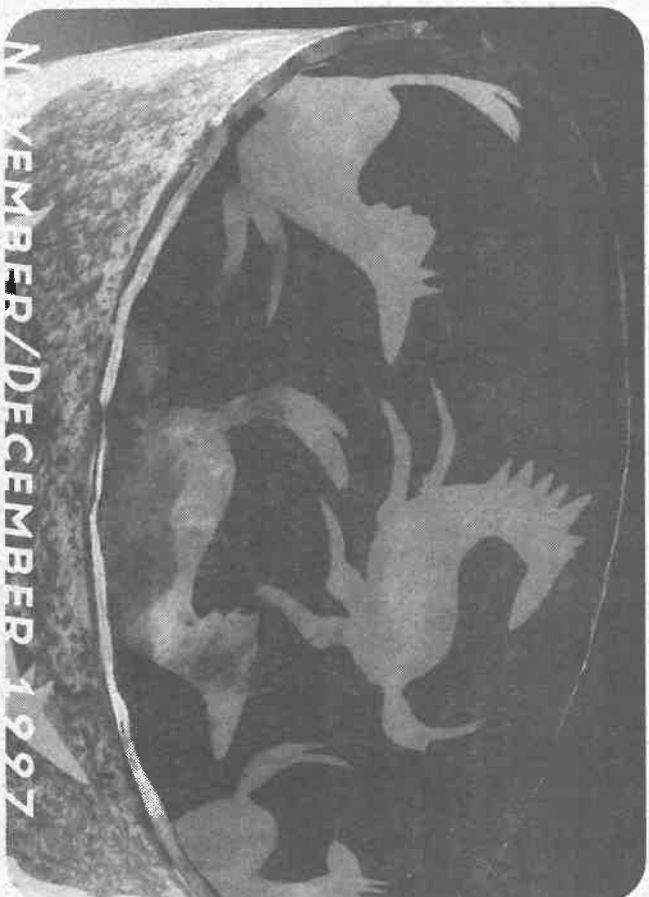
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 Lynne Hill  
 1426 Htlin Ave.  
 Prince Rupert, BC V8J 1E5  
 (250) 627-8647

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 Corolle Triance

**NEWSLETTER DESIGN**

Lindsay Simmonds Design



President's Message	2
Executive Director's Message	2
The Riddle of Pricing	3
Craft House Report	5
The Gallery	6
Red Deer: A Personal Perspective	7
CABC Services	8
Craft Calendar	9

On the Cover: Textile by Betty Weaver, Glass by Morna Tudaor, Clay cups by  
 Suzy Berstein, Clay Bowl by Nancy Walker and Wood by Greg Metz.

above: bowl by Nancy Walker



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

**1997 SPONSORS**

We acknowledge the financial support of the British  
 Columbia Arts Council, and The Vancouver Foundation



**THE CHRISTMAS SEASON** is rapidly approaching and many of you will be very busy preparing work for craft fairs, galleries and shops. I wish you success at this year's ventures.

Recently I have been reflecting on what what constitutes success for a crafts-person. Yes, money is important: marketing our work and getting a reasonable price is what we all hope to achieve. But, as we all know, success goes beyond just being part of the consumer marketplace. What we are interested in is how our work is viewed and appreciated by the public in terms of design, execution, function and the aesthetic value it conveys. There is also the contribution that we are making to the culture of our community. Our work brings a sense of quality and diversity that counter balances the prevailing output from mass communication and mass production systems.

Does the public understand the creative energy, the understanding of our materials, the technical skill that we bring to making quality hand made work? There are many mass produced products that can, and often do, reflect quality in design and execution that are available to the consumer relatively inexpensively. What these products lack is that intangible aesthetic energy that permeates an excellent example of craft. It is on this point that the public needs to be aware.

The future of hand made craft is going to depend on expanding public awareness about craft as a process and as a product. The craft community is integral to developing ways of expanding this awareness. Some ideas that the CABE Board has been discussing include a trademark programme to identify excellence in crafts. This would be the cornerstone of developing public awareness and expanding our marketing opportunities. Another idea is bringing the public into our studios using studio tour maps and sponsoring local or regional "arts events" as a way of attracting and educating the public.

None of these ideas can be successfully realised without input and involvement from the crafts community. I welcome you to become involved. Write to the CABE and let's use the newsletter as a tool to start brainstorming. A survey questionnaire will be going out in January which we hope will help concentrate our thinking into meaningful programmes.

This will be the final issue of Craft Contacts for the year and the Board and I wish you the best for the holiday season and for the New Year.

— Art Lew

Sarah Chilvers



#### EXECUTIVE DIRECTORS REPORT

**IN A LITTLE LESS** than a month, Vancouver will be the host city for the APEC (the Asia Pacific Economic Co-operation) Conference at the Vancouver Trade and Convention Centre. The dates for this are November 23 - 25.

"So," you say, "what about it?" The answer is that this is a milestone. A milestone for the Crafts Association of BC and more importantly for BC crafts and craftspeople.

I have mentioned in other editorials that the CABE is addressing the fact that there is a sad lack of statistics about craft production and makers in this province. We know that you are out there creating, labouring, toiling throughout the province — our membership attests to that as does the amount of work sold in CRAFTHOUSE. Public awareness of the role of craft as well as the growth and importance are apparently visible as well.

My role in this case is that of reporter, reporting back to you that BC craft is one of the ways that the province wants to represent itself to the world. The provincial government wants to give craft to the visiting heads of state, the APEC co-ordinators are planning to enhance the delegates offices with craft and most significantly, the Crafts Association is being included in part of a cultural industries day, along with book publishers and film producers. This all adds credibility to what we already know — that craft gives form to human experience.

The last 1997 issue of Craft Contacts will convey some of the issues that the staff and the newsletter committee think are relevant. I hope you find some valuable information — please let us know what you think.

*Happy holidays!*

● **WHEN NEW CRAFTSPEOPLE BRING THEIR WORK TO CRAFTHOUSE THEY ARE OFTEN UNSURE OF WHAT THE RETAIL PRICE SHOULD BE. AS THIS SEEMS TO STUMP MANY PEOPLE I THOUGHT THAT AN ARTICLE ON PRICING WOULD BE TIMELY.**

#### **PRICING MULTIPLES**

Your wholesale cost is based on a formula of cost of materials plus labour plus overhead (these three equal your production cost) plus profit margin.

**Cost of Materials:** simply put, this is the cost of your raw materials bought at wholesale prices. To buy wholesale you will likely need a provincial tax number and a business license in order to satisfy the supplier's criterion of your eligibility to purchase wholesale. There is also usually a minimum order. Base your cost of materials per piece by seeing how many scarves you can make in one month and dividing that number into the cost of materials e.g. materials – \$90 divided by 30 scarves – \$3 per scarf.

**Labour:** this is likely to be the most expensive component of your equation. This includes: research, designing, buying, preparation, making, health and disability insurance and administration. The latter is probably the most overlooked because let's face it, it's not creative, is it? And it does take valuable time away from what you love to do the most. However to have a successful business that you have control of, it is extremely important. Administration covers, bookkeeping, following-up on orders and consignment shops, filing.



# **THE RIDDLE OF PRICING**

## **HOW TO PRICE YOUR WORK**

**BY JO DARTS**

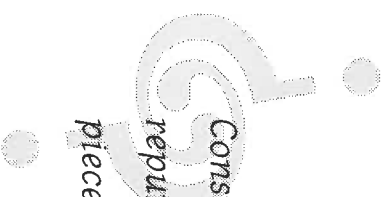
*Jo Darts is Manager of Crafthouse.*

banking, talking to your accountant, researching new stores. Labour also includes time you spend maintaining and repairing your equipment. Again base your time on making one month's work e.g. labour - 135 hours divided by 30 scarves - 4½ hours per scarf. What are you going to pay yourself per hour? This is your first foray after completing numerous courses on technique and design, so let's say \$10. Your labour cost then is \$45 per scarf.

**Overhead (or indirect cost):** This is your studio rent, or pro-rated rent of a room in your house plus electricity, water, equipment depreciation, bank charges, telephone, fax, accounting and legal fees, insurance, equipment repair by someone other than you, magazine subscriptions, guild membership fees, cleaning supplies, loans, interest, transportation, shipping supplies, stationary and postage. Project these costs for one year and divide by 12. e.g \$7200 annually - \$300 per month divided by 30 - \$10 per scarf. Therefore the production cost of your scarf is \$58.

**Profit Margin:** This is the figure you need to maintain your standard of living. Generally this is 15%-20% of your wholesale cost. Using a 15% profit margin the calculation is done thus: production cost - 85% of your wholesale price. Your wholesale price - \$58 divided by 85 x 100 = \$68.24. To arrive at the recommended retail price double this figure - \$136.48. As this is a non-realistic price, round it up to \$140.

There is a final step in pricing and that is to check what the market will bear. If work similar to your own is selling for a



*Consider your experience, ability, your reputation, how you feel about the finished piece and what the market will bear.*

higher price you can increase your hourly wage, if selling for less, see if you can make your production more efficient. If you see no way in reducing your costs then work on new ideas.

#### **PRICING ONE OF A KIND**

This is obviously much trickier to determine, and basing your price on how many pieces you make in one month is not appropriate. Consider your experience, ability, your reputation, how you feel about the finished piece and again what the market will bear. You may be able to sell a piece for \$5000 in a gallery in New York, but not in Canada. It is very important to do market research. You have to find those elusive Canadian galleries that can handle this price range (or those equally as elusive private collectors). Some craft artists have abandoned Canada to market solely in the USA.

As a postscript I generally suggest a new craftsperson price new work on the lower side and see how it sells. If the work sells very fast, you have two options: you are delighted with the popularity and are not afraid of working 7 days a week; or you can gradually increase your prices

thereby making the same amount of money and still having some free time. I know which one I'd choose! The first option really is a trap. You will eventually find your craftsmanship suffers and so will your mental health.

Consignment versus wholesale: No matter whether you wholesale, put your work on consignment, sell at craft fairs or from your studio, \$140 (in the case of our example) should be the recommended retail price. Even if your consignment stores pay you 60% or 75% your retail price should be consistent, especially if you sell in the same area. You will make a few dollars extra by consigning - but don't feel guilty about this... it may cover the cost of shipping your work to the store or heaven forbid allow you to take a vacation! If you sell outright, once that store has purchased your work, that store can sell it for whatever it wishes, even if you have given them your recommended retail price. A practice I have heard of with some consignment shops is to pay you your commission rate but to retail your work at a higher rate. I am interested to hear what your thoughts are on this and would be happy to hear from you by phoning me at 604-687-7270.

#### **BIBLIOGRAPHY**

All of the following sources are available at the CBC Resource Centre open Monday - Friday 10.30am to 5pm. 'That Blank Price Tag', by Loreta Radeschi. Crafts Report, May 1993. 'Fine-tune Your Pricing', by Loreta Radeschi. Crafts Report, June 1993. 'The Craftsman's Survival Manual', by George and Nancy Wettlauger, published by Prentice Hall Inc; 'Start and Run a Profitable Craft Business', by William G. Hynes, published by Self Counsel Press; 'Crafts Are Your Business', by Gerald Tooke, published by the Canadian Crafts Council.

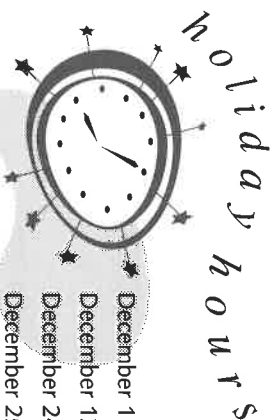
SHOP

**CRAFTHOUSE SALES CONTINUE** upward with an annual increase of 15% over budget! We are further delighted to have CRAFTHOUSE's presence highly profiled in recent months. In September we were asked by the provincial government to provide the gifts to the Ministers and their wives to the Asia Pacific Economic Cooperation (APEC) conference. Works in BC woods by Neno Catania, Brad Hudson, Philip Smith and Marty Thorne were chosen. Also in September, CRAFTHOUSE provided works by Sylvie Roussel, Izabella Gereb, Elana Sigal, Linda Varro and Dave and Doug Kessler for a display to promote Vancouver TV in Virgin Records. Our display at the international departure lounge at the airport has been extended for a month and moved to the USA departure lounge. During Bravo Vancouver, October 3-11, Arne-Marie Andristhuk had on display, three of her devorré scarves, and Linda Varro two jewellery boxes and a mirror, in shop windows in the Pacific Centre. Blowing our own trumpet: One of the recent issues of the Georgia Straight conducted a readers' survey which voted CRAFTHOUSE the best place in Vancouver, to shop for a one-of-a-kind gift. Thank you to all the craftspeople who have their work here and to those of you who took part in the poll!

CRAFTHOUSE welcomes new volunteers, Emma Dedicoat and Charlene Gavel. Emma is here from England for one year and has



1386 Cartwright Street  
Grenville Island  
Vancouver BC V6H 3R8  
T 687-7270 F 687-6711  
CRAFTHOUSE MANAGER JO DORTS



December 1 to 11, 10am to 6pm  
December 12 to 23, 9am to 7pm  
December 24, 9am to 3pm  
December 25 and 26, closed  
December 27 to 30, 10.30am to 5.30pm  
December 31 and January 1, closed  
**Mondays will be open for the month of December.**

an arts degree with a major in embroidery; she specialises in clothing and accessories with an inclination for bridal wear. Charlene is an artist and art teacher, currently teaching at Arts Umbrella. Mark your calendars for Tuesday, November 18, 6pm to 8pm. CRAFTHOUSE will be closed during the day, so that the final touches can be completed in re-displaying the shop with the new holiday work and our decorative star theme. Remember to buy your gifts early, as due to the uniqueness of our pieces, many cannot be reproduced.

CRAFTHOUSE has started research into producing a web page that will market CRAFTHOUSE craftspeople's works. At this time the focus is on those craftspeople who make multiples with maybe a monthly featured one of a kind craft artist. There will be a start-up fee per craftsperson and a commission on sales. If this interests you, please give me a call.

Starting on Monday October 20, CRAFTHOUSE will be officially closed on Mondays (except Holiday Mondays) and will be open daily again starting Victoria Day 1998.



Crafthouse will again twinkle with stars as the main seasonal theme. These will be both made by volunteers and by our gracious craftspeople and will be sold as a fundraiser for Crafthouse.

I would like to thank Madeline Chisholm and John Besse for their generosity in volunteering their studios, equipment, and time to help streamline our star-making process.

## Christina Luck - 'Cometographies'

November 6 to December 2, Meet the Artist - Saturday, November 8

Cometographies are histories of comets, assembled in the mid-sixteenth century, from ancient documents. One of the most beautiful is Stanislaw Lubieniecki's *Theatrum Cometicum*

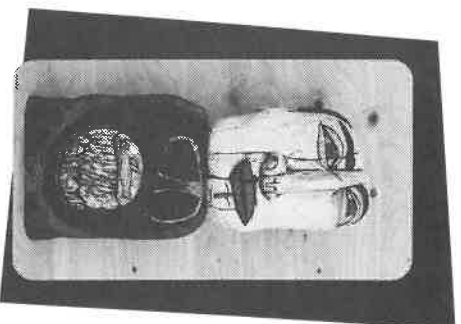
from 1667. These poetic descriptions of astronomical observations were the inspiration for Christina's series of 12 painted wood sculptures.

The carved figures started as characters from her paintings and have since evolved to become canvases themselves. The body is a blank surface with an interesting shape on which to tell a story. In this group of work, the figures represent the meeting place of earth and sky, with the drama of each comet's story invoked on the surface. Happily, for Christina, astronomers lyrically describe comets when fully developed as having two tails and a head.

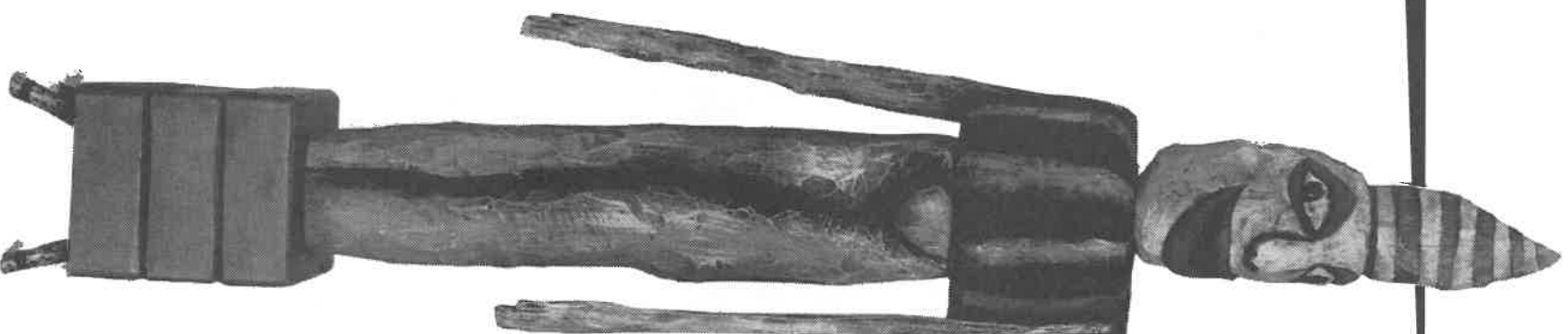
Eleven years ago Christina moved from city to country and, because one can easily observe the stars on a clear night, she started to look up. She became particularly interested in apparitions in the sky and seas, atmospheric anomalies and their symbolic meanings. Comets, like lightning, meteors, rain etc. form a link between earth and heaven, and therefore contain a message for us from above or from another part of the solar system. There have been 750 different comets observed in history. Some, like Haley's comet, have been seen more than once, because comets are solar system objects and therefore are orbiting the sun, like us. Comets were thought to herald both

wondrous and catastrophic events and recorded in such diverse documents as the ancient Chinese Book of Silk, the Bayeux Tapestry, and Tolstoy's *War and Peace*.

Among the pieces for the exhibition are Comet Clown (Haley's comet passing through the constellation Bootes), Comet No.53-December 1664 (the comet passing through the constellation Hydra, the serpent), Hypothetical Comet (referring to modern fears of comet-born viruses), and Sidus Julium (Caesar's soul as it rises to heavens on the back of a comet). All the pieces are carved in basswood, a fine grained softwood common in central and eastern Canada and cherished by carvers. They are painted in acrylic, mostly in the bright pastels reminiscent of the Renaissance.



Samples of Christina Luck's work: above 'Bizzardaria', 1994, and right, Clown, 1996.



## RED DEER: A PERSONAL PERSPECTIVE



**MONDAY, MAY 18.** First day of a two week intermediate hot glass class at Red Deer College called 'Spices of Life' taught by Elena and Ed Schmid. I don't believe the weather! There was snow on the ground. I left Vancouver in 24° sunshine wearing sandals and a light pair of slacks and top. The warmest thing I packed was a cotton long sleeved shirt and nylon shell jacket. Thank goodness for a hot gloryhole to cuddle up to.

There were six students ranging from 19 to 50 something coming from Texas, Washington, British Columbia and Alberta. With Ed and Elena and our technician, Jeff Holmwood (a.k.a. Mr. Obtanium, a.k.a. Mr. Everything) we were a cozy group. There were three benches so we had lots of personal attention and blowing time. Wonderful.

This course isn't called 'Spices of Life' for nothing. Our first instructions were to take some sidewalk chalk and draw whatever took our fancy on the walk under the overhangs and on the shop floor. Every morning began with a drawing exercise to loosen us up, get us into a play mood and sharpen our eye. This was followed by a demonstration and then we carried on with our own projects. And what demonstrations! Use of optic molds, mold making and blowing that covered wood, plaster and.

Yes, a hole in the ground in which the hot glass sizzled and steamed very satisfactorily and produced a lovely organic shape. We were taught how to do graal technique and use Paradise Paints... a lesson that has given me a sense of awe for those few artists who produce beautiful work using these difficult paints. We lamp-worked and made inclusions for our hot

glass, sandblasted, made can and millifiori. Darren Peterson came and demonstrated his exquisite laticchio goblets. At night we gathered at Residence C-7 to eat together, look at Carol Jane's glass books, laugh a lot, and talk about what else -- glass.

There were field trips as well. The first was to Mark Gibeau's studio in Strathmore, AB where we watched Mark and Randy Birch gaffer a huge vase for Darb Rumberger. We blew a little and watched as Ed gave Mark a lesson in beer making from scratch. To go with Mark's homebrew, Lori barbecued up some of the best sausages I've ever tasted. The second week we went to the home of Wendy/e and Bill Gillis to enjoy their glass collection, a sunset on the river, Courtney Lane's 20th birthday, and a starlit hot tub. Glass started an hour later than usual the next day.

Our last day was hot and sunny. We took selected pieces out onto the grass for a critique and a frisbee contest before packing up to go our various ways. I wore my sandals again and got a bit of a sunburn. Every time I look at the stripes on my feet I grin and think about an experience I hope to repeat next year.

For more information on how you may participate in the Red Deer Visual Arts experience, contact: Ann Brodie at Red Deer College, PO Box 5005, Red Deer, AB T4N 5H5; phone toll-free 1-888-886-ARTS.

*At night we gathered at Residence C-7 to eat together, look at Carol Jane's glass books, laugh a lot, and talk about what else -- glass.*

By Phyllis Mason





**THE RESOURCE CENTRE**

The CABC Resource Centre provides a wealth of information on craft related topics. Located in the CABC offices and open Monday to Friday from 10am to 5pm, the Resource Centre includes the Video Lending Library, the Portfolio Registry, and the Reference Centre. For more information contact Patricia Hansen at (604) 687-6511 or toll free 1-888-687-6511, or fax (604) 687-6711.

**VIDEO LENDING LIBRARY**

A resource of 52 titles available for loan to artists/ craftspeople, educators, curators, architects/designers, collectors, and others interested in crafts. Videos feature profiles of artists and their work in clay, fibre, glass, metal, and mixed media. For a complete list of to borrow any of these videos, contact the CABC office at (604) 687-6511 or toll free 1-888-687-6511 or fax (604) 687-6711.

**NOTE**

The CABC has a brochure rack in its Resource Centre and encourages you to bring in your flyers, pamphlets and brochures to advertise your special event.

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**MASTERCARD DISCOUNT...A TERRIFIC DEAL!**

**The CABC is pleased that a new benefit is now available to all our members.**

The Bank of Montreal MasterCard merchant financial institutions in BC (i.e., Richmond Savings Credit Union, Bank of BC/Hong Kong Bank of Canada, Interior Savings Credit Union, Pacific Coast Savings Credit Union) are now offering a preferred merchant discount rate of 1.85%.

This is a great opportunity for members who are already MasterCard merchants, and is an opportunity for those that are not, to possibly enhance sales and customer service through offering MasterCard. If you are a CABC member who currently accepts MasterCard through one of the above institutions and wish to take advantage of the 1.85% discount rate, complete the form and forward it to the CABC. For more information contact Lisa Chapman at the Bank of Montreal at 665-7465.

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# 'CRAFTING A BUSINESS' RESOURCES

Resources from the

'Crafting A Business'  
article from the

September/October

issue of Craft Contacts.

## **Business Information Centre**

Vancouver (604) 755 5525 Toll-free 1-800-2272 Fax (604) 775-5520  
FaxBack (604) 775-5515 Website: <http://www.sb.gov.bc.ca>

## **Ministry of Small Business, Tourism and Culture**

Website: <http://www.tbc.gov.bc.ca>

Regional offices:

Vancouver Island/South Coast Region: Ph. (250) 741-3634 Fax: (250) 741-3633

North Central Region: Ph. (250) 565-6998 Fax: (250) 565-4222

Northwest Region (BC Access Centre) Ph. (250) 638-6505 Fax: (250) 638-6511

Thompson-Okanagan and Kootenay Regions: Ph. (250) 371-3882 Fax: (250) 371-3888

## **Enquiry BC**

Vancouver:(604) 660-2421 Victoria (250) 387-6121 Toll-free 1-800-663-7867

## **Chambers of Commerce**

Vancouver 1-800-665-2050 Victoria (250) 383-7191

Or consult BC Tel directory white pages section under Chamber of Commerce

## **Business Development Bank of Canada**

Vancouver: (604) 666 7800 Victoria (250) 363-0161 Toll-free 1-888-463-6232

## **B. C. Government Agents offices**

Check your BC Tel directory blue pages (provincial section) under "Government Agents"

## **Western Economic Diversification Canada**

Phone (604) 666-6256 Fax (604)2353

## **Community Futures offices**

Western Canada main office Phone (403) 495-4301

Or for your local office, check the B.C. Tel directory's white pages under

"Community Futures Development Corp."

## **Economic Development Commission (EDC)**

Is in the B.C. Tel directory's white pages listing the name of your community as the first word of the name. If you have trouble locating it, call your nearest Government Agent's office, Community Futures office or office of the Ministry of Small Business, Tourism and Culture.

## **Home Business Report**

Ph. (604) 857-1788/854-5530 Fax: (604) 854-3087 Email: [hbr@cyberstore.ca](mailto:hbr@cyberstore.ca)

## **Crafty Secrets Publications**

Phone/Fax (604) 597 8817

## **Canadian Home Business Productions**

Phone/Fax (705) 429-6078

## craft calendar

### CRAFT CALENDAR

\$250. For more info. contact (604) 682-4388.

Contact Patricia Hansen

Tel 687-6511

Fax 687-6711

**Next Deadline**

**Dec 12/97**

Display Ad Rates:

1/4 page \$40 1/2 page \$50

1/2 page \$90 FULL PAGE \$175

Display Ads must be provided camera-ready. Call for details.

### CALLS FOR ENTRY

**Antique Row** has a new shop. The mandate is to promote Canadian artists and craftspeople in a year found showcase. We are currently seeking entries.

The owner, Ruin Kencayd is working with his wife,

Dhorea, to create a unique setting to sell a variety of mediums which depict

Canada. The 'Canadian only' concept is reflected in the name of the shop, Great Canadian Craft

Depot. Although the name may create a vision of a large rambling store, on the contrary it is just 1500 square feet. Contact Dhorea or Ruin for more information at: (604) 874-3100 or drop by at 4386 Main St., Vancouver, BC V5V 3P9.

**It's About Time.** All artists and craftspeople are invited to enter a clock making contest hosted by DV8. Deadline: Nov. 28, '98. Show dates: Dec 2 - Jan 6. All clocks must be for sale and retail for less than

**Hope Unlimited** is looking for artists! Functional art for the home and jewellery. We select our products based on design, uniqueness and special environmental

impact. 10% of our annual profits are spent on community development projects. Located at 2206 West 4th Ave. in the heart of Kitsilano, Vancouver. Please drop by on Tuesdays between 10:30-12:00 or call Lisa at (604) 267-2348 for more information.

**The Gallery Shop** at the Vancouver Art Gallery is looking for craftspeople with Christmas ideas - particularly Christmas ornaments. We will be reviewing products and placing orders for delivery during the first week of October. If interested please contact Sharon Young at (604) 662-4730 for an appointment.

**The Urban Well** is looking for paintings, photography and craft for display and sale. For more info. contact: Ivo (604) 737-7770.

**Alberta Craft Council** is seeking woodworkers making products for the home to sell their work in the Shop Gallery on consignment. For more info. contact: Shaul Michael, Shop Manager, Alberta Craft Council, 10106 - 124th St., Edmonton, AB T5N 1P6; (403) 488-5900.

**Mountaneous Gift Gallery** in Canmore, Alberta is looking for artists. We are a new gallery and gift store

in the heart of the Rocky Mountains. Ideally, we are looking for artists who can work in themes associated with mountain lifestyle.

Mountaneous Gift Gallery is owned and operated by Barrie and Makiko Bonte. Please contact: Barrie (403) 678-4073 or email: bmbonte@telusplanet.net.

**The Association of Pacific Northwest Quilters** will

hold their international quilt show Aug 7 - 9, '98 at the Seattle Centre. Deadline for entries is April '98. Send a SASE to APNQ Entry, PO Box 22073, Seattle, WA 98122-007 for entry form and details.

**The 8th National Ceramics Biennial** at Trois Rivières, a

juried traveling exhibition open to Canadian artists. The theme is 'World Space'. Entry fee \$25. Send 3 slides of different angles of piece, up to three different works. Deadline: February 21, '98. Prizes totaling \$6,000. For application form and info. contact: Biennial Nationale de Ceramique, CP 1596, Trois Rivières, PQ G9A 5L9; (819) 691-0829, fax (819) 374-1758.

**Contemporary Dollmaker**

**Exhibition** (no deadline stated) seeks submissions by contemporary dollmakers who use figurative symbolism as personal/spiritual expression. All media. contact: Lois Schklar, 11 Granada Court, Thornhill, ON L3T 4V3; (905) 889-9222.

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Greenwood Crafts, Box  
164, Greenwood, BC V0H  
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(250) 417-0055 or (250)  
426-3862.

## CRAFT FAIRS

### Oakridge Centre Christmas

Craft Fair Nov 3 - 9, 650  
West 41st Ave., Vancouver,  
BC. Contact: Jeri Cox (604)  
535-1801, fax (604) 535-  
5350. Non-joined -  
\$700/booth.

### 20th Annual Creative Craft

Fair Nov 6 - 9,  
Peakes Rec. Centre,  
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Heit, 977 Kentwood Tc,  
Victoria, BC V8Y 1A5;  
(250) 658-2901.

### Circle Craft Christmas

Market Nov 7 - 11,  
Vancouver Trade and  
Convention Centre,  
Vancouver, BC. Contact:  
Paul Yard (604) 801-5220,

fax (604) 801-5221,  
Juried - 200 exhibitors.

### The Arts Council of Surrey

is hosting two Christmas  
Craft Fairs: 'Holly Days  
Crafts', Nov 8 -9, 10am to  
4pm, Surrey Inn, 9850 King  
George Highway, Surrey,  
and 'Christmas Treasures',  
November 22-23, Mall  
Hours, Surrey Place Mall,  
100th Avenue & King  
George Highway. Free  
admission. Info: (604) 501-  
5188.

### A Fantasy Christmas

Nov 8 - 9, Fantasy Garden  
World, 10800 No. 5 Rd.,  
Richmond, BC. Contact:  
Janice (604) 534-5239, fax  
(604) 534-5291. Jury to be  
determined.

### Vandusen Botanical Gardens Craft Fairs

Nov 8 - 9, Nov 14 - 15  
(Canadian only), Dec 13 -  
14, Oak & 37th St.,  
Vancouver, BC. For more  
info write or call: Lyn,  
Artisan Crafts, Box 74589,  
2803 West 4th Ave.,  
Vancouver, BC V6K 4P4;  
(604) 739-9002; fax (604)  
739-9004.

### North Shore

#### Neighbourhood House

**Christmas Craft Fair**  
Nov 9, 11:00am to 3:00pm,  
224 East 2nd St., North  
Vancouver, BC. Children's  
activities, child-minding,  
bake sale, hot dogs and  
more. For more info, con-  
tact: (604) 987-8138.

#### Christmas Gift and Food

**Festival '97** Nov 14 - 16,  
Pacific Coliseum, PNE,  
Vancouver, BC. Contact:  
Jennifer Kastelein, Southex  
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for Christmas. Langley  
Legion Br. #21, 20702  
Eastleigh Cres., Langley, BC  
V3A 4C4. Tables available  
at \$20. Contact: Janice  
(604) 534-3615, fax (604)  
534-0773.

### Ideas 4 Crafts Christmas

#### Craft Fair

November 15 - 16,  
Kismen Sports Centre,  
9211 Walterdale Rd.,  
Edmonton, AB. Contact:  
Irene (403) 466-4898 or  
Donna (403) 940-3586, fax  
(403) 466-9904. Non-  
joined/ registration fee.  
\$195/table, \$185/addi-  
tional table. 325 tables.

### 23rd Annual Chilliwack Christmas Craft Market

45330 Spadina Ave.,  
Chilliwack, BC. Info: Joan  
Braun (604) 792-2069 or  
fax (604) 792-2640, 45899  
Henderson Ave., Chilliwack,  
BC V2P 2X6. Juried.  
100 exhibitors.

### 9th Annual Out of Hand

#### Craft Fair

Nov 20 - 23, Victoria  
Conference Centre,  
Victoria, BC. Vancouver  
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more info or to receive an  
application contact:  
Ramona Froehle-Schacht,  
Box 35028, Victoria, BC  
V8T 5G2, phone/fax (250)  
592-4969.

### Art Market

Nov 20 - 23,  
Calgary Convention Centre,  
Calgary, AB. For an applica-  
tion write or call: Art  
Market Productions, PO  
Box 385, Banff, AB T0L  
0C0; (403) 762-2345.

### Burnaby Heritage Craft Fair

Nov 21 - 23, Shadboit  
Centre of the Arts, Deer  
Lake Ave., Burnaby, BC.  
Contact: Joanne Gillies  
(604) 433-7660, \$160 for  
weekend.



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##### Second Annual Arts and Crafts Fair Dec 6.

To receive further information and application package please call and leave name, address, and telephone number at (604) 985-0666.

#### 4th Annual Classic

##### Christmas Craft Fair

Nov 28 - 30. Croatian Centre, 3250 Commercial Dr., Vancouver, BC.  
Contact: Simone Avram (604) 275-2724. \$375-\$575/booth. 10,000+ visitors. Canadian crafts.

#### St. Catherines Church

##### Second Annual Arts and Crafts Fair Dec 6.

To receive further information and application package please call and leave name, address, and telephone number at (604) 985-0666.

**Christmas by the Sea**  
Nov 21 - 22. Ocean Park Community Centre, 16th Ave. & 128th St., White Rock, BC. Contact: Sandi Dick (604) 596-6470.  
Hours: 21st 4pm-9pm, 22nd 10am-4pm. Juried - \$75/booth.

#### Christmas Craft Fair

Nov 22 - 23. North Delta Recreation Centre, 11415 84th Ave., Delta, BC.  
Contact: Lana (604) 596-1025. Juried - \$75 for weekend.

#### Delbrook Christmas

##### Craft Fair

Nov 22 - 23. Delbrook Recreation Centre, 600 West Queen's Rd., North Vancouver, BC. Contact: (604) 987-PLAY (7529). 8,000 visitors - 100 different crafters each day.

#### Christmas Craft Fair

Nov 22 - 23. Bonsor Recreation Complex, 6550 Bonsor Ave., Burnaby, BC. Contact: Bonsor Srs. Services (604) 439-5513. Non-juried - \$16.05 per table.

#### Scandinavian Craft Fair

Nov 23. Scandinavian Community Centre, 6540 Thomas St., Burnaby, BC. Contact: Janice (604) 501-5188. Juried - table fee.

#### 12th Annual Craftworks

Nov 26 - Dec 23. Community Arts Council of Vancouver, 837 Davie St., Vancouver, BC. Contact: Christine Lawrence (604) 683-4358. Juried - submission deadline: Sept 19. Forms available Aug 1.

#### Burnaby Heritage Craft Fair

Nov 28 - 30. Shadbolt Centre of the Arts, Deer Lake Ave., Burnaby, BC. Contact: Joanne Gillies (604) 433-7660.

#### St. Catherines Church

##### Second Annual Arts and Crafts Fair Dec 6.

To receive further information and application package please call and leave name, address, and telephone number at (604) 985-0666.

#### 16th Annual Original

##### Vancouver Craft Market

Dec 6 - 7. VanDusen Botanical Gardens, 37th & Oak St., Vancouver, BC.  
Contact: Simone Avram (604) 275-2724. \$280 per booth (+GST). BC artisans.

#### Sunshine Coast Arts

##### Council Annual Christmas

##### Craft Fair Dec 6 -7.

Rockwood Lodge, Sechelt, BC. Contact: Sandra Leach (604) 886-4863 or 886-8261. Juried - indoor show. \$100 for 2 days - 1,200 visitors.

#### Annual Christmas Craft

##### and Gift Market

Dec 13 - 14. VanDusen Botanical Gardens, 37th & Oak St., Vancouver, BC. Contact: Artisan Crafts (604) 739-9002 after 10am, fax (604) 739-9004. Juried - 45-50 exhibitors.

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## EXHIBITIONS

**Clay Uncovered**  
October 3 - November 30. October show of ceramics. Saskatchewan Craft Gallery, 813 Broadway Ave., Saskatoon, SK, (306) 653-3616.

**Nomads, Nicole Dextras**  
October 15 - November 16. Cast figures in paper. Canadian Craft Museum, 639 Hornby St., Vancouver, BC; (604) 687-8266; fax (604) 684-7174.

**In Morta Dolce Cano**  
Jason Petty, October 15 - November 16. Hand-made lutes. Canadian Craft Museum, 639 Hornby St., Vancouver, BC; (604) 687-8266; fax (604) 684-7174.

## Karen Chapnick

**Retrospective**  
until November 17. In spite of the fact she has been suffering from MS, Karen has proven that her unique tenacity can produce a continued output of fine work. This exhibition curated by Ann Rosenberg contains 65 pieces covering her work from sisal twine from the 70's to her current acrylic paintings. Meet the artist and curator Tues. Nov., 4, 4pm. Catalogue signing, Nov 16th. Richmond Art Gallery, 7700 Minoru Gate, Richmond, BC; (604) 231-6440.

**Out of Ideas**  
November 21-22. Winter show and sale of finely crafted works. Neighbourhood House, 2325 West 7th Ave., Vancouver, BC.

**Festive Treasures**  
November 21 - December 24. The Kootenay Gallery's eighth annual exhibition and sale of Christmas gifts handcrafted by Canadian artisans. Kootenay Gallery, 120 Heritage Way, Castlegar, BC; (250) 365-3337; fax (250) 365-3822.

## Levitations Kinichi Shigeno,

November 4 - November 30. Ceramics. Gallery of BC Ceramics, 1359 Cartwright St., Granville Island, Vancouver, BC; (604) 669-5627; fax (604) 669-5645.

**CABC at The Atrium**  
November 28 - December 20. Craftworks chosen for sight enhancement at the APEC conference will be exhibited by CABC at The Atrium, Bank of HongKong, Georgia and Hornby Streets. There will be an evening reception

November 28, 7-9pm. For viewing. Atrium hours are Monday-Wednesday 9am-6pm, Thursday and Friday 9am to 9pm, Saturday 10am to 6pm.

**Weaving Between the Lines.** An exhibition of tapestries in BC organized by the Canadian Craft Museum and the BC Society of Tapestry Artists. November 29 - January 4 at the Kelowna Art Gallery, 1315 Water St., Kelowna; (250) 762-2226. January 16 - March 1 at the Canadian Craft Museum, 639 Hornby St., Vancouver, BC; (604) 687-8266.

## Stems, Steins and Servers,

December 2 - January 4. Group show of ceramics. Gallery of BC Ceramics, 1359 Cartwright St., Granville Island, Vancouver, BC; (604) 669-5627; fax (604) 669-5645.

**Body Parts** Amy Swartz, January 9 - March. Mixed media sculptures. Kootenay Gallery, 120 Heritage Way, Castlegar, BC; (250) 365-3337; fax (250) 365-3822.

## WORKSHOPS/ LECTURES/ SEMINARS

**Contemporary Craft Lectures** The Canadian Craft Museum and the Crafts Association of British Columbia are pleased to present the 1997/98 lecture series. October 1997 - metal craft artist Anne Barros (Ontario), February 1998 - fibre craft artist Kathryn Lipke (Quebec), March 1998 - curator Lloyd Herman (Washington State).

**Svend Baver Workshop** The Potter's Guild of B.C. and

the Shadbolt Centre are

hosting noted English potter Svend, who apprenticed with Michael Cardew. During the two sessions, he'll lecture, show slides and demonstrate throwing and surface decorating techniques. March 7-8, 10-4. \$74.90. To register contact: the Shadbolt Centre for the Arts at (604) 291-6864.

**Beginner's Weaving Course**  
Mondays starting Sept 22, 1:30-3:30; or Tuesdays starting Sept 23, 7:00-9:30. Taught by Elaine Duncan, this is an eight-session course where students learn to weave on a four harness table loom. The use of a table loom, weaving equipment and yarn for the sampler are included in the course fee. Yarn for the project is extra. Course fee is \$95. A non-refundable deposit of \$25 is required upon registration. For more info. or to register contact: Handwoven by Elaine Duncan, PO Box 623, Errington, BC V0R 1V0; (250) 248-1270.

**Alastair Heselstine** Nov. 20. Alastair is a basket weaver

## CANADIAN CRAFT COLLECTION APEC 1997

The work of Canadian Craft Artists chosen for site enhancement will be on exhibit and for sale at:

The Atrium HongKong Bank  
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#### **Coupeville Arts Centre**

offers workshops with nationally and internationally recognized faculty in fibre arts, painting, photography and more. Contact: the Coupeville Arts Centre, PO Box 1771C, Coupeville, WA 98239; (360) 678-3396.

#### **ELST & Associates**

workshops in various craft media. For more info call or write: (604) 737-2494; 1726 West Broadway, Vancouver, BC V6Y 1Y1.

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#### **FUNDING**

##### **Canada Grants Service.**

Directories with information on grants and assistance programs offered to a variety of disciplines throughout North America. Contact: Canada Grants Service, 2 Bloor St. West, Suite 100, Toronto, ON M4W 3E2; (416) 760-0030 or 1-800-464-2048.

#### **FUNDING**

##### **Communi-k, a Vancity**

Credit Union initiative provides business credit to self-employed people who are unable to access traditional financing. Communi-k representatives host information meeting at 302 - 21 Water St., Vancouver, every Tuesday at 2:00pm. For further information, attend a Tuesday session or call communi-k at (604) 688-7050, fax (604) 688-7052 or e-mail Christina Pugh, Manager at: [communi-k@vancity.com](mailto:communi-k@vancity.com).

##### **Chalmers Fund for Crafts**

provides partial funding for projects on a one-time basis. There are three categories of funding available through the fund: Research Assistance, Special Projects Assistance and Publications Assistance. Non-profit organizations serving the needs of the professional crafts community in Canada may apply for assistance in any of the three categories. Individuals may apply for Research Assistance only. Contact: the Visual Arts Section of the Canada Council, 99 Metcalfe St., PO Box 1047, Ottawa, ON K1P 5V8.

##### **Canada-Mexico-US Artists**

###### **Residencies Program**

Candidates apply for a residency in either Mexico or the US and successful applicants will receive the cost of international and local travel, health insurance, accommodation, meals, studio space, basic equipment and other costs. Plus an award of \$2000 for Canadian recipients. Phone: (613) 992-5726 for more info.

##### **Elizabeth Greenshields**

Foundation supports students training in traditional artistic expressions. Awards of \$8000. Applications accepted throughout the year. Contact: Elizabeth Greenshields Foundation, 181 Sherbrooke St. W., Montreal, PQ H3H 1E4.

##### **John Simon Guggenheim**

###### **Memorial Foundation**

grants independent project fellowships. One year fellowships (e.g. \$25,000 US) for artists to pursue independent projects. Must be US or Canadian citizen. Contact: John Simon Guggenheim Foundation, 90 Park Ave., NY, NY 10016; (212) 687-4470.

##### **Pollock-Krasner Foundation**

awards 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. Contact: The Pollock-Krasner Foundation Inc., 725 Park Ave., NY, NY 10021; (212) 517-5400.

##### **Canada Council offers**

grants to professional craftspeople in support of the independent creation of their work. Grants offered at three levels, reflecting the individual's accomplishments and time involved. 'A-Grants': \$34,000, 'B-Grants': \$17,000, 'C-Grants': \$5,000. Travel grants of \$2,500 are also available. Deadline: Travel Grants, October 1, 1997. Contact: the Canada Council, Visual Arts Section, 350 Albert St., Box 1047, Ottawa, ON K1P 5V8; 1-800-263-5588.

##### **The Sheila Hugh Mackay**

Foundation promotes public participation in and appreciation and knowledge of Canadian arts and crafts and their importance in the cultural heritage of Canada. No individual grants of more than \$1,000. Include SIN with proposal. The Sheila Hugh Mackay Foundation Inc., Box 737, Rothsay, NB E0G 2W0; (506) 847-5322.

##### **Training Initiatives**

Program: Organizations, artists and cultural workers wishing to mount training projects and artists seeking support for professional development may apply by contacting Ms. Susan Annis or Mr. Jean-Phillippe Tabet, Canadian Conference of the Arts, 189 Laurier Ave. E., Ottawa, ON K1N 6P1; (613) 238-3561.

##### **James Renwick Research**

**Fellowships.** Three 12-month fellowships for candidates working toward advanced degrees (\$14,000 per year) and postdoctoral scholars (\$25,000) starting after June 1, 1996. Contact: Renwick Gallery, National Museum of American Art, Smithsonian Institute, Washington, DC 20560; (202) 357-2531.

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