

SHOW TIPS

Remember that the club provides all licensing so you do not need them for: Mtn Brook City, Jefferson County State of Alabama.

TENTS

Remember that you are not allowed to stake anything down in our spring show. Many other events have the same requirement. (see Weights, later) Tents are **not** required and we sometimes have artists use a patio umbrella. However, we recommend a tent. They need not be expensive if you are not going to do a lot of shows. Academy Sports has a large selection. Also Dick's Sporting Goods. The EasyUp brand is quick to set up and they have them for around \$125. Look for ones that have the straight legs so it is easy to attach your screens to it. Only buy white. Black will be too dark for your work and will make the tent too hot. Blue or green tents will discolor your artwork. Silver-reflective ones can be dark. Easyup also has replacement parts on their web site.

IMPORTANT : Put up the tent at home to test it. Some tents come with the fabric unattached so you might have to do that yourself. They simply attach with Velcro, but don't assume and wait for show day.

DISPLAY SCREENS

Artists are ever creative and can come up with a variety of inexpensive display screens.

Home-made: Our web site has a good description of an easy to make extremely lightweight screens. You have Lowes or Home depot cut the conduit at the store. All you do is assemble at home. The current price is probably around \$30 per section. Each screen is 3 feet by 7 feet. **Three of these fill one tent side, but you do not need to fill the 3 sides. Allow for some exit for visitors to wander through.**

Professional light-weight, 2 part screens can be ordered online for \$95 each plus shipping at <http://graphicdisplaysystems.com/>. It can take well over a month in festival season.

WIND EFFECTS

Do not use the saw-tooth hooks to hang your paintings, unless you hang a hook , paperclip or something else on the sawtooth. The wind will eventually work a sawtooth hook out of the canvas back. We recommend wire attached to eye hooks or d-rings. We also recommend using twisted wire. Single strand wire can snap when subjected to constant stress of wind.

Also, if you use gallery wrap canvas the they are lightweight enough that the wind will lift the bottom away from the display panels. You can screw in a tiny flat head screw on the back bottom of your canvas and run a thin wire to a drapery hook below.

The wind coming through the valley can get very strong. Weights are critical to keeping the tent down. **Also, for safety of your tent, yourself and visitors, you must attach all the screens to each other and to the tent.**

WEIGHTS

Aim at having at least 20pounds on each corner. There is no water spigot available anywhere near the field so you cannot fill jugs or patio umbrella bases.

Water jug weights

The easiest weight to use is a **2 ½ gallon jugs of water**, the kind with a spout. This has a handle that you can use to tie to the tent corners. Look for the plain drinking water to save money. Buy well ahead of the show as the artists will buy out the supply. Tie at least one jug at each corner of the tent by using thin rope attached to the top corners of the tent. Tying them to the bottom of the leg doesn't work as well. A strange dynamic, but true. Do NOT use bungy cords to tie anything down. They stretch too much. We had a member had one snap back directly on his eye. Tie all the screens together with zip-ties. Then zip-tie them all to the tent. Zip ties can be purchased in the electrical section of Home Depot or Lowes.

PVC pipe

PVC makes an inexpensive weight. Cut to length at the store they can be filled with cement and a hook eye embedded while wet.

DEW

The grass on the field is very thick and this time of year we will have so much dew many artists complain that the watering system went on during the night. Not so. The tent top will drip water down the sides. Be prepared with paper towel or sponges to wipe down. Wear shoes that can take the wet conditions. Have covered plastic containers to hold small items.

SUN Try to remember to put on sunscreen when you start out the day. We have way too many artists get burned every year. Feet, too

SALES You must collect sales tax of 9%. (Multiply the price by .09) Add it on at the sale. Do not include in the price of the painting.

CREDIT SALES The club runs credit machine for those artists who do not have a machine. If your customer wants to charge, send him to the Hospitality Tent with the completely filled-out 3 part sales slip. Remember to have your name on the slip!!! We run it through. The customer returns with the paid sale-slip. THEN give him the artwork. You get paid a couple weeks later, less the 4% bank fee on the entire amount including tax. Sorry, this is how charge companies work.

SHOW SUPPLY LIST

Checkbook, *must* have to pay taxes and lunch

Cash for the ice cream man

Cell phone, fully-charged

Setup supplies: weights and rope, zip-ties, drapery hooks, tape to hang booth sign, stool if you are short. Paper towel.

Chairs: One or two folding chairs, the lawn type that won't sink into the grass.

Sales supplies: 3-part sales book, pen, calculator, business cards, brochures, guest book. Plastic container to hold it all.

Comfort supplies: sunscreen, water, small cooler.

Footwear that can be worn in very wet grass, heavy dew in the morning.

Protection: Plastic containers to hold small paintings. Plastic tarp to cover work in case of rain.