

SHOW TIPS

TENTS

Tents need not be expensive if you are not going to do a lot of shows. Academy Sports has a large selection. 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.

Hint: Put up the tent at home to test it. Some tents have 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.

SCREENS

Our web site has a good description of an easy to make extremely lightweight screens. The current price is probably around \$30 per section . Each screen is 3 feet by 7 feet.

WIND

Do not use the sawtooth hooks to hang your paintings. The wind will eventually work them out of the canvas back. Use wire attached to eye hooks or d-rings.

The wind coming through the valley can get very strong. Weights are critical to keeping the tent down. Also, attaching all the screens to each other and to the tent helps add weight.

WEIGHTS

The easiest weight to use is a **2-gallon jugs of water.**, the kind with a spout. The two gallon 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 have one snap back directly on his eye. Tie all the screens together with zip-ties that can be purchased in the electrical section of Home Depot or Lowes.

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

Fully-charged cell phone

Zip-ties, drapery hooks, tape to hang booth sign, stool if you are short

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

3-part sales book, pen, calculator, business cards, brochures, guest book

Sunscreen, water, small cooler.

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

Paper towel to dry any drips from dew.

Plastic containers to hold paperwork and checks, pens. Plastic tarp to cover work in case of rain.