

Colorscape Chenango, Norwich, NY:

1) Obviously, the best solution is not to let buy/sell into the show in the first place. This is one reason why Colorscape makes use of peer jurors who are familiar with the region's major festivals and their exhibitors. Many of these buy/sell people do the same shows as my jurors, and their reputations precede them into the jury room. They are rejected out of hand. This also works for production work.

A rather funny story involves a production artist who was in Colorscape during our first two years, until I learned the truth about his gorgeous laser-cut marquetry from a juror. I made sure that he was rejected [several years ago], and I heard nothing more from him until last year. When I got his application I recognized him, of course. So I checked out his address on Google Earth, and found myself looking down at the roof of a huge one-story factory. I brought a print-out to show the jury, but they were already familiar with him and it wasn't needed. I'm told he (or others from the company) do some very large juried shows in the northeast, and I take some pride in the fact that he does NOT sell at Colorscape.

2) If there is a suspicion of buy/sell but no certainty, the jury monitors make a point to check out the booth as it is being set up, before the show opens. They report to me and if we are certain that we can prove buy/sell, out they go. Several years ago, I had a man with dozens of beautiful brightly-colored hand-knit sweaters in his booth, and every one of them had a tag saying "Made in Guatemala." This was an easy one.

3) The worst-case scenario is that we can't prove anything and are forced to leave them in the show for the weekend. But I keep track of these folks in my database and they will never be allowed into the show again. Sometimes that's the best I can do.

My jury monitors and judges are all asked to keep an eye open for buy/sell or production work, among other things. A space is included on their comment sheets for them to make a report and they are asked to let me know personally.

I'm sure the bigger shows have more sophisticated methods, but we do the best we can. Hope this helps.

Question: Do your jurors view images in their own homes at their computers?

Answer: The answer to that is no... and yes. The initial viewing is as a group with projected images. But late entries are e-mailed to them at home. There won't be much of that this year though, since the show is nearly full already.