

photos around to show prospective buyers examples of past work, but to take them to an art show and show them? If remakers want to be called "artists then they have got to let go of their work. Once it is sold it is no longer theirs but something they created for someone else. If they want to show examples of their work in a customizer's club, then they will just have to keep a few of their horses as their own or show them in the club until they are bought. But if they have done that they should let the new owner know the show record. And if a horse has been previously shown that way, can he be advertised as "new"?

I don't know the purpose for a customizer's club anyway. It seems to me that its just several remakers getting together and patting each other on the back. If remakers want to know how a horse is doing once someone has bought it, why don't they ask the buyer to keep them updated? I've never had one ask me to let them know how the horse does, just hope he shows well for you!" I would be quite willing to write once a year and summarize how the horse did (# Grands, # Champs, # 1sts).

I feel that the remakers are equivalent to breeders in the real horse world. It would be the same as the breeder saying "well, I can show the horse in breeders' only shows but he's your horse to show in open shows." Once you've bought a horse, he's yours and no one has the right to show him without your permission under any circumstances.

How can someone find out if a remaker is showing a horse of theirs in the club? How can someone find out if a remaker is showing a horse of theirs in the club? Also how can you find out which remakers belong to the club?

From Ruth Duncan, Gunnison, CO: I do not own a remake yet, just OFs, but if I ever do, I would sure want to be the *only* one showing it *anywhere*! If the remaker has written permission from the current owner, that is OK because it is that owners choice. I, as an owner, would not grant that permission on a horse I owned. Also, if the artist retained some rights, I would think the price should be cheaper.

From Nancy Dement, Colorado Springs, CO: I am furious with the letter written by Carla Pierce. How can she justify showing a person's models in this "Customizer's Club"?! Who are these artists that are showing models in this club? Is there a master list? I want it! I would like to know if any of the customized models I own and show are on this list. If so, I will be demanding that the artist pay *me* for showrights. For as much as some of these artists charge for a model these days, they had better start paying us for showrights, or at the least, knocking a few hundred off the price of a model they are showing and not owning.

If they are so concerned with having their models "exposed" to other showers, then maybe they should consider doing top-notch remakes (shipped within a *reasonable* time frame to the owner) that people will be proud to show off in any way they can. So many of them are concerned only in making a buck that they just don't care if the model is good enough to take Grand.

From Mary Morse, East Liverpool, OH: I'm your "average" shower. 26 years old, showing under 10 horses, and financing my hobby with petty cash. I am in the hobby to have fun and correspond with folks all over the world.

I show RRs—there is not one costing more than \$50 and I do most of my own photography. I occasionally bring home a champ/reserve. I have made a decision never to spend more than \$75 on a model and I know that there are many fine models for sale under that price. If people continue to pay huge amounts of money for models, prices will continue to rise.

I am *not* a model artist, and deeply appreciate the work that they do. However, if I buy a model, it's mine. I would not object to the artist maintaining a photo to build a portfolio, but in my view the seller does not have the right to show the model in a customizer club unless I specifically grant them permission. (Perhaps judges at customizer shows should require proof of permission from owner of model.) It would be a shame for a rift to grow between artists and buyers. I anticipate your column will remain a medium for debate and growth.

From Theresa E. Wells, Toronto, Ontario: I believe that when you purchase a remade model, the model and all showrights belong to you. I was startled to find out that there are others who do not share this opinion. I fully agree that the artist has a right to keep photos of his/her creation for

portfolio purposes, but showing a model that you have sold seems rather questionable.

What if someone had found a rare old Hagen-Renaker that they sold for a considerable sum, and then began to show photos they had of it in collectors shows? After all, they may not have created it, but they found it, didn't they? The finder of the model is as proud of her find in that rummage sale as a remaker is with a finished model. And to have received model for it and still *win* ribbons with it—how heavenly! Yet also how unfair to the person who purchased that model, never suspecting that the original owner would continue to show photos of it without the new owner's knowledge. It seems to me that we are starting on a pretty slippery slope if the remakers are photo-showing creations they have already sold.

What I feel this boils down to is not a matter of pride in one's abilities and talents, but a simple "have my cake and eat it, too" mentality. These remakers want to sell their work, but they also want to be able to win with these models, and therefore make their work better known. This is not a harmful idea in itself, but when it infringes on the rights of the person who has purchased the model it becomes a problem. There is no doubt that this practice of showing already-sold remade models will lead to a breakdown in trust between the artist and client. How can you trust someone who sold you an exquisite model, and then began to photo-show it? Even if it isn't in direct competition to you, it does affect you.

I'm glad remakers are proud of their creations, and they deserve much credit for their fine work. However, when they decide to sell that creation, all their rights to the model are terminated, and that should include any showrights.

I think your suggestion about having new owners sign a release form allowing the remaker to photo-show the model in remaker shows is a fine idea. At least that way it is understood by both parties that the remaker will be showing the model. If the prospective purchaser doesn't like the idea of the remaker retaining some showrights, then they can re-consider their offer to buy. This seems the only fair way to deal with the situation, and to once again instill some trust in the remaker-client relationship.

I can say that in future I will ask remakers before I buy from them if they plan to show the model in remaker shows. If they answer yes, I'll have to consider the situation very carefully, but at least there will be some honesty in our relationship.

From a remaker whose name is withheld by request: I've been remaking horses for years, and I've had a very good working relationship with my buyers. I had been interested in the Remaker's Club, but was struck by an incongruity in Carla Pierce's letter.

Nowhere in her response does it mention what would be so hard about just nicely *asking* the buyer if it would be alright with them to show the artists creation in this club. What's so hard about that? I think that buyers would be willing to give their permission if they were asked, but it strikes me as a real breach of etiquette on the remaker's part to not have the common courtesy to *ask*. It seems rather unethical by professional standards for a remaker to not have the simple courtesy to ask the buyer when they know who the person is. When you sell a horse, you are also selling the show rights to that horse. If you're not, you should state that *before* you sell the horse, so that the buyer is aware of this.

Recently, my own finances are such that I have been forced to sell many horses I intended for my own show herd. Quite simply, I need the money for the reality of life much more than I need another piece of plastic. When I sell a horse I may not like selling it, but I do make my decision, and now it is the buyer's horse to show, not mine. I see nothing wrong with keeping a reference photo to show to prospective customers as an example of my work, or even to advertise my work in a magazine—my customers are even flattered that I would choose to use their horse in my advertising, and I am glad to stand by the quality that I sell in advertising using their horses rather than my own.

Another question that occurred to me while reading Carla's letter is to wonder why the people in the remaker's club just don't simply show their *own* horses, the ones they've kept. I am still showing horses I made 8 and 10 years ago to Championships. I sell horses of the same quality that I keep for myself, so what is difficult about just showing your *own* horses? I'm proud of those horses I did for myself years back, the ones I'm doing now,

Continued on page 53...