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KNIT IT Child's quick & funky chevron vest

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Welcome



hen it comes to getting noticed, it pays to have a bright and beautiful bounty to sell. So this month we're worshipping colour, from bold, eye-popping primaries, to calming pastels. With spring 2015 the perfect backdrop, we start with our felt cover stars, spaceboy and spacedog (p16). Bold and fun to make, they're perfect for geeky sci-fi fans or space-mad pals. Try our sunny-day bike bells (p27) or buzzing beehive gadget covers (p96) for a

super-quick colour fix. Quash the greyest of days with Gretel Parker's needlefelted tropical bird brooches (p34), Dorothy Wood's stunning peacock feather earrings (p28) and Susanne Frank's zingy, chevron knit for young fashionistas (p44). Then, turn the colour volume down and soothe your sewing machine with our cool patchwork floor cushion (p66) and rustic doily pocket bag (p76) – ideal for vintage vixens. Lastly, embrace natural beauty with a pure lemongrass and poppy seed soap (p60) – a heaven-scent make you won't want to sell! As always, we've expert reads on becoming a craft tutor and great packaging ideas, along with all your favourites: letters, giveaways and more – happy springtime!

ophe

SOPHIE JORDAN - ACTING EDITOR

p.s. Fancy rocking *and* crafting around the clock? Well, with this month's FREE Vintage Americana papers and tags, you can!





Out of this world

Customers will love our spaceboy and spacedog to the moon and back

30-minute make Be a chic cyclist and make some noise with these pretty bike bells

Pretty as a peacock

Show off your jewellery making skills with a pair of peacock earrings

Bright yum things

Entice customers to your stall with some yummy embellished éclairs

Totally tropical

These bold bird brooches are sure to clinch that all-important sale

∽ Projects ∽

Mummy makes

Be the vest in show with our unisex chevron tank top

A circus in town

These carnival pop-up cards are sure to stop customers in their tracks

Roll up roll up

We've run away with the circus for this month's showstopping papers

60 The gentle touch

44

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51

66

Polish up your profits and make these super-natural soaps

Cushy number

Put leftover fabric to good use and make this patchwork floor cushion

From junk to funk

This tealight table centre is the perfect dinner party centre piece

Darling doily

72

76

82

96

Pocket some pounds with this vintage-inspired doily bag – a guaranteed hit with all generations

The fairy dell

We've gone away with the fairies for this month's crochet make – they'll fly off the shelves!

More ways than one

Buyers will make a beeline for our beehive tablet case and phone cover – perfect for techno types

16

27

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BE AN INSIDER

We want to know what you think. After all, the more we know about you the better placed we are to bring you the best magazine possible. So we would like to invite you to join our online reader panel 'Insiders'.

Interested? Log on to www.immediateinsiders.com/ register to fill out the short registration survey and we'll be in touch from time-to-time to ask for your

opinions on the magazine and other relevant issues.

We look forward to hearing from you soon.



Subscribe today and save yourself a whopping 60%





Making news

Get the lowdown on the latest goings on in the world of craft

Dear Craftseller

Share your crafting and selling stories and you could win a prize

Pin it!

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Our pastel mood board is sure to sweeten up your start to spring

Stash it!

Our pick of the best new crafting accessories – you'll want them all

Real life: Auntie Mims

How one husband and wife team built up an award-winning business

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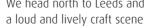
Discover how you can use your craft credits to become a tutor

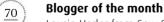
Love to teach



Craftseller does... We head north to Leeds and find

∽ Features ∽





Lousie Horler from Sew Scrumptious tells us about her material motivation



80

Diary of a craft selling mum Not even the flu can deter Erica's

delight from a surprise commission **Top 10 packaging ideas**

Read our top tips to make the most of packaging up your makes



Ask the experts

Our team of experts are here with the best solutions to all your craft-selling conundrums

It's so easy to get your hands on the

fantastic crafting goodies that we're

giving away this month!

Fab freebies



106

94

Online loves

We share our favourite discoveries on the internet this month for great shopping inspiration

Turn to page 100 for those all-important templates

Contributors

Meet three Craftseller designers who have created projects just for you this issue... -----



Pip Leyland

Make do and maximise your profits with Pip's upcycled plank lights on page 72.

Pip's practical-orientated family background and an intrinsic love for making "useful stuff" are the key ingredients to her upcycling talent. As one half of the furniture design duo, Bramall and Smith, she doesn't follow one particular style. "I just love to take inspiration from everything around me and turn it into objects that I can keep as memories to treasure," she says.



Vicky Craxton Vicky's spaceboy and his adorable dog

on page 16 is an out-of-this-world make.

Vicky Craxton caught the craft-selling bug early, setting up shop at the bottom of her mother's market stall where she sold handmade gifts for a pound. Almost two decades and a degree in animation later, Vicky's imaginative vision makes her cute and quirky creations, such as our spaceboy cover star, big hits. To see more of this versatile crafter's creations, pop over to her shop at vickysvintagegifts.co.uk.

Verity Gough Scrub up on your sales success with

Verity's rustic soaps on page 60.

Verity has always been a keen crafter, forever dabbling in illustration-based jewellery, paper cutting and soap making. An avid fan of anything vintage, retro or unusual, Verity's adoration of all things quirky has led her to craft-selling ventures in the famed Waterlooplein market in Amsterdam. Find her design musings at vintageverity.wordpress.com.

A SPECIAL MENTION TO

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Win a Singer sewing class with Patrick Grant*

*Buy any new Singer sewing machine from an authorised UK stockist between 16th February and 30th June 2015 and you can enter a draw to win one of 28 places at a special Sewing Class with TV personality Patrick Grant. For full terms and conditions see **www.singerco.co.uk/patrick**





Making News

Welcome to your one-stop shop for all the latest craft trends, dates and celebs...

Little Lady Liberty



ERTY PRINTS

If you love sewing for children, you won't be able to resist *Little Lady Liberty* (David & Charles, £15.99). This beautiful new book of homewear and clothing ideas for little girls has projects to suit every skill level. To buy a copy for only £10.99 inc FREE UK P&P, ring 01206 255777, quoting IM115. Offer closes 6th Dec 2015.

ORIENTAL OBSESSION

DELICATE JAPANESE-INSPIRED kimono prints made a striking feature on the Gucci catwalks for SS15. Incorporating the look into your makes couldn't be easier with the elegant materials from Fabric Rehab (fabricrehab.co.uk). Work the trend into everything from oriental-inspired cushions, make-up bags and framed swatches of vintage kimono

fabric or simply shop the look with this pretty notebook from Berry Red for £15.99.

MAAGE.





ON SHOW

The Creative Craft Show hits The Bath & West Showground at Shepton Mallet from 23–26 April, and it's a must–visit for crafters looking for new buys and design inspiration. Plus, why not sign up for a stand at the event, or one of the others held around the UK? Tickets cost £8 and are available from sccshows.co.uk.

BATRICK GRANT

What makes me most proud about *The Great British Sewing Bee* is that we've helped bring sewing back to Britain in a big way. The return of haberdasheries across the UK, the huge rise in sewing machine sales and the appearance of sewing classes – it's created a huge buzz.

2 Starting your own clothing brand is tough. But dressmaking workshops are re-opening across the country as British designers are increasingly seeking to make their samples and their production in British factories. Some have no more than a cutter and a handful of machinists in a few hundred square feet.

3 To give your projects a professional look, keep it simple. Choose harmonious fabrics and don't overembellish; a great garment shouldn't need bells and whistles. Make every stage precise, too. If you're slapdash at any point it will show.



Patrick Grant's menswear collection, Hammond & Co. is available at Debenhams stores throughout the UK.

THIS MONTH'S SELLER



Designer Louise Firchau set up Paper Panda in 2010 after falling in love with papercutting. As well as selling her delicate designs, she offers beginners' papercutting workshops from her home in the Cotswolds and sells starter kits for crafters wanting to learn a new technique. To find out more, visit paperpanda.bigcartel.com.





VISIT: Homemade London

Find a whole world of creative crafts at Homemade London. This stylish salon in London's West End is a haven for crafters looking to try something new. Sign up for courses in perfumemaking, papercraft, screen-printing, candle making and more. Or if you want to be set up for a surprise, pop along to one of the popular mystery craft sessions. For more info, visit homemadelondon.com.

Charity Dates

Bake some treats this month to help raise funds for these three fantastic charities...

AROUND THE UK

BE HEALTHY

World Health Day is April 7th, so why not support the cause with a bake sale? Bounce over to who.int/worldhealth-day for more.



HERO BAKE

Charity, Help for Heroes is holding its Bake For Heroes fortnight from 18th April-4th May. Get involved with a bake sale and visit helpforheroes.org.uk.

GOOD CAUSE

From 20–26th April it's Parkinson's Awareness Week, so whip up a bake to show your support. Visit parkinsons.org. uk for more info.



STATEMENT JEWELLERY

hotograph copyright © 2015 by Janet Crowther

LOVE THE DRAMATIC jewellery available on the high street this season? Then try a new craft and pick up a copy of new jewellery making book, *Make a Statement* by jewellery designers Janet Crowther and Katie Covington. It contains 25 on-trend projects and everything you need to get started. If you'd rather shop the look, go for this bold

piece from Elisha Francis Jewellery on Etsy.

SUPER SITES

Our pick of the best from the world of online this month...

blog.anthropologie.com Love browsing Anthropologie's beautiful homewares? Then their blog, packed with décor and DIY ideas, will be right up your street.

cloud9fabrics.com

Don't blame us if you end up spending a fortune at this gorgeous online fabric store!

modpodgerocksblog.com

Fans of découpage and upcycling will find dozens of crafty new ideas and DIY projects on the frequently updated Mod Podge blog. LETTERS

A muddle of material makes a unique piece

Dear Craftseller

Email yourletters@craft-seller.com with your latest crafting and selling stories – the star letter wins an Abakhan prize!

Craft-in-a-box

I'VE ALWAYS BEEN A BUSY bee, forever fiddling and itching to learn a new skill. Even when I was studying for my degree, I ran art-based workshops and made jewellery on the side. Then I came up with the idea to make and sell toy boxes and so I set up my business, The Traditional Toy Box Company. It's been running for a little while now and is growing in popularity. We are even developing our products and branching out to upcycling. I'm always enthusiastic about making sure that our business evolves. **NIKOHL DAVIES, CARDIFF, WALES**

🐼 We can't wait to see what else you've got in store.







printable downloads in many of my own projects and am always inspired by the tutorials and lovely design insights. **ALI RITCHIE, DUNDEE**

A patchwork teddy is a great project to use up any leftover fabric

Knitting nana

WE ARE EXPECTING OUR first grandchild this summer and so I am busy decorating the house with special makes. After many years of making my own clothes and fabric collage pictures, I have plenty of fabric scraps to use up, and a few months before baby arrives! I was wondering what to make next when the February edition of *Craftseller* solved my dilemma. I loved the patchwork teddy and made my own creation called Little Ted Bear, from the instructions and inspiration given by Vicky Craxton. It has helped me with my quest to create a baby-friendly house, while also using up my leftover materials. My patchwork skills are slowly but surely improving and I hope to be a patchwork perfect nanny by July.

ANITA JENKINS, GLASCOED GARTHMYL, WALES A baby's first teddy couldn't be more precious.

It's sure to be treasured for years to come.

Craft kitty

AS AN ENTHUSIASTIC SEWER and a fan of all things crafty, I thought I'd have a go at selling my creations. Yet I didn't know where to start. That was before *Craftseller's* tips on successful selling pointed me in the right direction and really inspired me. Armed with a wealth of useful advice, I opened up my Etsy shop – Absolutely Crafted – and I was away. Two years on, my sales pay for treats that I couldn't afford otherwise and I send my cushions, bags and bunting all over the world. Thank you, *Craftseller!* **SARAH FISHER, EXMOUTH, DEVON**

🐼 We'd spend our savings on this brilliant bunting.





twist on these tiny shoes

TARTAN-TASTIC

I STARTED MY WEE HOME business, Tartan Butterfly, as a sideline hobby four years ago. I began by making little Harris Tweed shoes for my daughter and then for friends and some shops, adding handprint cushions and personalised gifts along the way. Last summer I took the scary but exciting step of becoming a full-time crafter. It's hard work but I love it. I have to say, my subscription to Craftseller has proved invaluable for giving me ideas. What's more, I get to sit down with a coffee and my latest copy and call it 'research'! **JACKIE STANFORD, ABERFOYLE, SCOTLAND**

🖎 That's our kind of homework, Jackie. Congratulations on taking the plunge!

STAR LETTER PRIZE!

This month our star letter writer wins £50 worth of vouchers to spend at abakhan.co.uk





Nicola's paintings would pop a smile on any face

Positively crafty

I AM ONLY 18 but already, I have been running my own business, Nicola Davis Crafts, for a year. I specialise in silk paintings and scarves and sell mainly at craft fairs and also on my Etsy and Facebook pages. It all began when I left school, eager to create a brighter future for myself after having battled and beaten anorexia and depression. Every one of my designs is inspired by my personal story and they reflect positivity and happiness. So many people have said how bright and cheerful my work is. Even when my sales are low, it's these comments that pick me up and keep me going. NICOLA DAVIS, CORSHAM, WILTSHIRE

S This make certainly brightened up our day! Congratulations on achieving so much so soon.



I love that I tweak Craftseller patterns to suit my style #sewing

Just subscribed to *Craftseller* – inspiration for my new craft business!

> Love the upcycling insert in *Craftseller*. Happy days!

My heavy hinting worked! Enjoying my *Craftseller* subscription.

Sunday morning with a

cuppa and reading my

favourite, *Craftseller*.

Taking flight

I SET UP MY business, Julielovecreates, over a year ago and I'm absolutely made up that it's still busy with orders. I also have a 'day job,' so my evenings and weekends are taken up with making. I can't deny that it's hard work, but if anyone is thinking of selling their handmade items, my advice would be to go for it! I'm excited to be working on some new bird designs, like Mr Blue Tit here and I have some textile makes in the pipeline. Watch this space... JULIE SAGGERSON, STANDISH, LANCASHIRE

🖎 With makes as lovely as this, it's clear all your hard work is worth it.



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Tweet us @craftsellermag



vourletters@ craft-seller.com

We'd love to

receive pigeon post from this little guy



Letters are subject to editing in accordance with Craftseller style guidelines

Dear Craftseller, 2nd Floor, Tower House, Fairfax Street, Bristol BS1 3BN

Pastels

7

3

We want candy! So step out in this season's ice-cream shades and show off your sweet side



PIN IT

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13

1 Paper Pom Pom Decorations, £5.95, dotcomgiftshop.com 2 Pastel Diamond Confetti, £2.99, candleandcake.co.uk
3 Northern Lighting Bell Pendant Light, £172, cloudberryliving.co.uk 4 Blue Polkadot Wrapping Paper, £6.96, dotcomgiftshop.com 5 Pink Polkadot Wrapping Paper, £6.95, dotcomgiftshop. com 6 Mademoiselle R Dress, £49, laredoute.co.uk 7 House Display Box, 600 1:41 June 10 a Polk D Potel £99, idyllhome.co.uk 8 Polka Pastel Jumblers, £25.95, annabeljames.co.uk
Stripe Print Cushion, £16, mandco.com
Pure Colour Nail Polish, £2.99, newlook. com 11 Pastel Stone Drop Earrings, £8, very.co.uk 12 Chiffon Vase in Cornflower Optic, £25, occa-home.co.uk 13 Selected Items From urbanroad.com.au 14 Paper Lantern, £4.50, thewisehouse.co.uk 15 Wall Bird Sticker, £26, jasmineway.co.uk 16 Set of Four Provence Place Mats, £42, villeetcampagne.co.uk 17 Mini Brush Set, £8.50, marksandspencer.com 18 Flamingo Make Up Bag, £12.50, oliverbonas.com 19 Tony Task Lamp, £25,

johnlewis.com 20 Ceramic Dish, £1, poundland.co.uk

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18

<u>16</u>

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SHOPPING

Stash it!

Take crafty inspiration from our pick of new products

Set of seven **Clover amour crochet hooks**, £39.99, woolwarehouse.co.uk • **Coloured paper yarn**, £5.82, stickytiger.co.uk • Mini **pom pom trim** in green, 75p, trixielixie.co.uk







Gütermann creative green seed beads, £11.58, whitetreefabrics.com · Patterned Washi tape, £2.50 each, petraboase.com · Merino wool top in magenta, £1.50, bloomingfelt.co.uk



Swarovski gold-plated headpins, £2.74, beadsdirect.co.uk · Bee and floral buttons, £1.99, oakroomshop.co.uk · John Lewis flower border in pink, £4, johnlewis.com



Out of this world!

Launch our spaceboy and his astro-dog into your craft-selling collection and prepare yourself for rocketing sales! **By Vicky Craxton**



16 Craftseller

SEW IT



INFORMATION

Materials

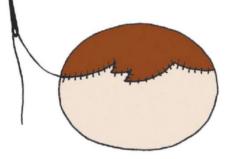
- * White felt measuring 29 x 56cm (11¹/₂ x 22in)
- * Light grey felt measuring 18 x 20cm (7 x 8in)
- * Royal blue felt measuring 3.5 x 4.5cm (1¹/₂ x 1³/₄in)
- * Cream felt measuring 7.5 x 6cm (3 x 2¹/2in)
- * Yellow felt measuring 2cm x 2cm (³/₄ x 78³/₄in)
- * Red felt measuring 12 x 5cm (4 x 2in)
- * Beige felt measuring 12.5 x 6cm (5 x 2¹/₂in)
- * Light brown felt measuring 25 x 19cm (9³/₄ x 7¹/₂in)
- * Black felt measuring 2 x 3cm (³/₄ x 1¹/₄in)
- * Embroidery thread in yellow, black, light beige and light peach pink
- * Sewing thread in white, light grey, royal blue, light brown, beige, black, yellow and red
- * 60cm (23¾in) length of 7mm wide red satin ribbon
- * 4 x 4mm round black beads
- * Polyester toy filling
- * Plastic pellets

Size (w x h x d): 14 x 20 x 9cm (5¹/₂ x 8 x 3¹/₂in) **Skill level:** Moderate

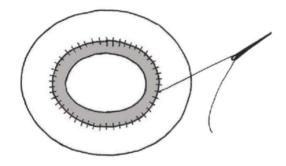
SAFETY FIRST These items are not designed as toys or meant for young children. Always ensure that your work is well-stitched and that loose parts are securely attached. Remember, if you intend to sell our felt Spaceboy and Spacedog, even if they're not sold as toys, there are strict regulations that you must adhere to. Visit craft-seller.com for more advice. Treat the geeky and young at heart with our irresistible spaceboy and spacedog. Our felt spaceboy has his own helmet and space insignia complete with control panel and backpack on his special space suit. His canine best friend is also suitably attired for out-of-this-world adventures with his matching helmet and cosmic lead. It's the attention to detail that customers will love, so it's worth the extra effort to get it just right.



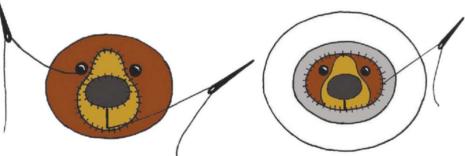
How to make the felt spaceboy and spacedog



① Use the templates on page 101-103 to cut out the felt shapes for the spaceboy and spacedog in the colours indicated. Place the spaceboy hair onto the spaceboy head so the top edges meet, then sew the bottom edge of the hair in place with an overstitch.



Place the two helmet edging shapes on top of the two helmet shapes with holes in the front so that the inside edges meet. Sew the outside edges of the helmet edging shapes in place with an overstitch. This makes the front helmet shapes.



④ Pin the front helmet shapes onto the correct head shapes so the sewn details on the heads show through the hole in the helmet. Using an overstitch, sew the inside edge of each helmet edging onto each head.

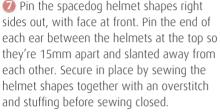
Using an overstitch, sew the snout onto the spacedog head so it is in the middle and 7mm from the top; add the nose shape. Sew a single straight stitch at the bottom of the nose using all the strands of black embroidery

side of the snout to make the eyes.

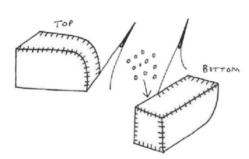
thread. Sew a black bead on the left and right

SEW IT

2 Pin the spacedog helmet shapes right each other. Secure in place by sewing the helmet shapes together with an overstitch



15mm



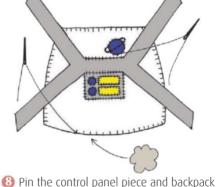
each foot shape, following the curve of the foot at the front. Attach foot back by sewing the edges together, then sew the foot bottom in place, leaving one side open. Fill the feet with plastic pellets, then sew closed.

① Sew the long edges of each foot top to

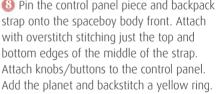


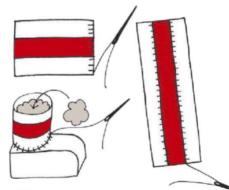


(5) Sew two black beads on the spaceboy's 6 Sew each pair of spacedog ears together face so each one is 12mm from the side and with an overstitch and leave the bottom 18mm from the top. Using all the strands of open. Lightly stuff with toy filling and sew the beige embroidery thread, backstitch a closed. Sew the back spaceboy helmet onto curve for the nose. Using all the strands of the back of the front spaceboy helmet using the peach pink embroidery thread, backstitch overstitch so the spaceboy's face is at the

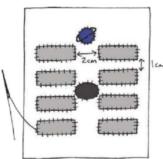


a smile onto the face, as shown.





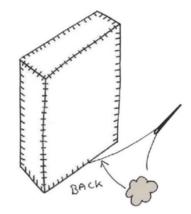
① Pin the leg stripes onto the legs and sew the long sides with an overstitch. Fold each leg in half and sew the short ends together to form a tube. Stuff with toy filling. Sew the bottom of each leg to the top of each foot so the back of the leg meets the back of the foot.



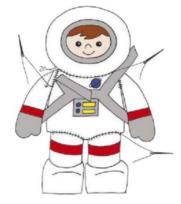
😃 On one of the main backpack shapes, sew the other planet and backstitch a yellow ring around the front of the planet. Position the grey backpack detail shapes onto the backpack as shown and sew in place. Add the black oval shape using an overstitch.

SEW IT

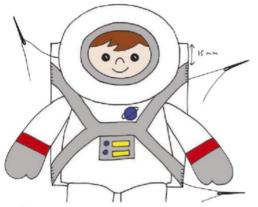
20



Be sew the long edges of the backpack side and top and bottom onto the edges of the front main backpack shape. Sew the short ends of all the side shapes together. Sew the other main backpack shape onto the back, then stuff the backpack with toy filling before sewing it closed.

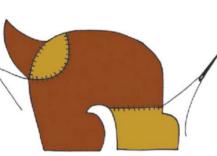


Attach the arms to the spaceboy's body so the top of arms meet the top of the body and only sewing 25mm downwards. Make sure you don't sew though the strap and that the strap goes in front of the arms. Sew the bottom of the head onto the top of the body. Sew the top of the legs to the bottom of the body and finish stuffing as you do.

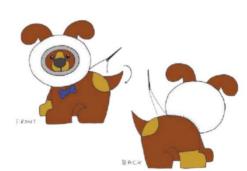


(b) Attach the backpack to the spaceboy by sewing it onto his back (so the bottom of the backpack meets the bottom of his body). Pull the bottom straps under the arms and sew the ends to the bottom corner of the backpack. Pull the top straps over the shoulders and sew the ends 15mm from the top of the backpack.

Sew the beige patch under the tail of one spacedog body shape. Add the blue bone using an overstitch. Using yellow thread, sew a slanted backstitch ring around the bone.



Sew the tail patch to the other spacedog body shape so it is a mirror image. Place one of the beige paw shapes on the brown front paw. Stitch along the top edge then cut off the brown **body piece's paw** underneath, repeat for the matching **inside leg shape**.



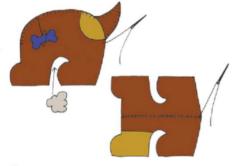
Using black thread, sew a single straight

stitch from the bone to the top of the body.

Sew the bottom of the dog's head onto the top of the body, slightly to one side to prevent it flopping. Pinch the bottom of tail and bend slightly.



Wrap one end of the ribbon around the spaceboy under the control panel and tie a knot leaving a long length. Trim the other end near the knot and push the knot to the back. Stitch the ribbon in place. From behind, wrap the other end of the ribbon around the dog's neck and tie a knot. Secure with tiny stitches.



Overstitch the dog inside leg shapes to their relevant body shapes wrong-sides together. Leave the top edge open. Stuff. Overstitch the body shapes together along the back and tail. Stuff the body and sew the top edges of the inside leg pieces together.



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"Fenwick stock our hammers!"

From their studio in Kent, husband and wife team Michelle and Peter Lanstone have carved a successful business with a personal touch... **By Karen Dunn**

t's a wet and windy wintry day when we wind our way up country lanes to Michelle Lanstone's workshop on a fruit farm in Kent. But inside, we're greeted with a warm welcome – not just from Michelle, 41, and Peter, 38, who run Auntie Mims, but from their excitable dog, Oakley and super-friendly three-year-old son, George who are helping out in the studio. (Their other four children – James, 12, Jude, 11, Oliver, 10 and Lucie, 6, are at school.)

It's this personal touch that's at the heart of this family's booming business, always ensuring to put their own special stamp on all of their products. Over the past two years, they've grown their small wood engraving craft venture into an awardwinning company all, of course, with the backing of their five little helpers... "Our wedding was the inspiration for Auntie Mims. Peter inherited some money out of the blue and we decided to spend it on a laser cutter so we could create decorations for the big day. We ended up making everything from the favours to the bunting and were really impressed at how professional it all looked.

Obviously, it was an expensive bit of kit to splash out on, so after the day itself, Peter suggested we find another use for it. At the time, we were still both working as teachers but I'd been making and selling personalised children's toy tubs on Not On The High Street since 2008. I was only playing at having a business but I loved getting my embroidery machine out and making the textile tubs. I thought I was busy at the time, but little did I know how crazy things would get from then on in. The first item we engraved was wooden Santa plates, which went so well we started thinking of other things we could do. I thought it would be funny to put faces on wooden spoons, so we made a few and put

"It didn't feel scary to have us both committing to the business — it felt more like an adventure."

them up in my shop to see how they would go – they flew out. I don't think a working day has passed since without us engraving a spoon (or a hundred) for everything from teachers' gifts to corporate events.

Gradually, we added different types of keyrings, which could also be personalised and our sales just kept growing. By the summer it felt like a proper business and I gave up being an art teacher to concentrate on it full-time. I did feel working mother's guilt, but I knew I was building something for the kids too – even if it meant they were living on beans on toast for a time. Christmas 2013 was probably the first time things got slightly insane. Spoon orders were coming in thick and fast and we soon realised we couldn't keep up with just one laser cutter and had to buy another one. We were still working from our house, which was beginning to resemble a stock warehouse with a few beds thrown in as the spoons quickly took over. There was emergencies every day – especially when we couldn't get enough spoons.

We actually had to postpone our family Christmas that year because we didn't have time to organise anything. Luckily, the kids were surprisingly understanding once we explained that we'd struck a deal with Father Christmas to come on New Year's Day and they waited out the extra week.

After the craziness of the sales rush, we knew something had to change, so Peter gave up his job to concentrate on the business full-time. It didn't feel scary to have both of us committing to the company – it felt far more like an exciting adventure.

Getting separate work premises was an important step for us, too, especially when we found suppliers in China who could meet our demand. We shipped in 20,000 spoons which we couldn't have done when we were running the business from our house. It also made a big difference when we could lock up the studio and head home to a normal house – we were on the cusp of madness for a while!





Clockwise from top left: Michelle takes a break in her studio with the family dog, Oakley; the company receives a lot of wedding requests; engraved hammers were introduced for Father's Day; the company's little helpers are proud as punch of their mum and dad's business; not a working day goes by without engraving a wooden spoon







Clockwise from top left: Auntie Mim's collection of wooden engravings have really taken off; the husband and wife dream team, Michelle and Peter; personalised products make great sentimental gifts

Around the same time, I signed up for School for Creative Startups which proved a real help to our business. I had been muddling through with boring things like accounts and VAT and it was great to get some proper advice and make some great contacts. It even led to us being spotted by the London shop, Fenwick, who now also stock our products, which is amazing.

Last year was a really great year for us. The cherry on top had to be when we won Not On The High Street's Partner Of The Year award. I had to go to a very swanky ceremony at a posh hotel in London and when they announced that we'd won, I couldn't believe it. While we sell about £5,000 of stock a month through our own website, we make most of our sales through Not On The High Street, so it was great to know they appreciate us. When you've started from nothing, it really helps to know that someone else thinks you're going in the right direction.

We now sell all over the world as well as in the UK and have big plans set for 2015. We've introduced some acrylic elements to the products to make them brighter and we

"I love that, because our products are personalised, we get to be part of people's lives."

bought a laser cutter that can engrave on metal, which opens up many possibilities. I love that because our products are personalised, we get to be part of the big occasions in people's lives.

Michelle's top three craft tips

Moving on up

When your business is bursting out of your house, you need to look for separate working premises, for the sake of your family's sanity. Sometimes the only way you can truly grow your business is to have more space and to separate it from your home. While it may seem a big responsibility to take on, it can be the only way you can move your company forward.

Love what you do

If you find making your products is a chore, then you really shouldn't be doing your hobby as a business. If you don't love it, you're probably better off sticking to the day job. Do what you love and you'll never work a day in your life.

Be inspired

Even when you're insanely busy, taking time out to be inspired is just as important as filling those orders (even if it doesn't feel like it at the time). We've had people copy us and at times, we've even had to send out cease and desist letters. It can make you feel sick when you see your ideas being copied, but what has kept us in front of the competition is that we are always coming up with new ideas to move the business forward and to make sure it doesn't stagnate.

We've had proposals printed on our items, which is lovely and we do lots for weddings – although we've had to turn some orders down when they've wanted really rude words – we don't want to taint the brand!

The last couple of years have been hard work to say the least, but Peter is great at reminding me to take a step back sometimes and look at the amazing thing we have created. The best part though, has to be when we overhear the kids proudly telling their friends what mum and dad do for a living. It really does make me the happiest mum in the world."



To find out more about Auntie Mims visit: www. auntiemims.com or follow them on Facebook at: www.facebook.com/ AuntieMims





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MAKE IT

30-minute make

Our cheery hand-painted bike bells are a quick and easy project that'll make your cash register ring! By Claire Watkins

REPUB FRANC

1 Clean the bells with white spirit to remove any grease or marks. Begin by painting the sky using the aqua colour. You may need two coats so wait for the first to dry before you apply the second. NO. 1. T 10 0 4 V 0 0 4 V V

> TOP TIP Why not try

geometric shapes? They are really easy to create using masking tape

2 To transfer the image to the bell, trace the clouds onto paper, then on the back of the paper scribble over the outline which you should be able to see through the paper. Place the paper onto the bell, scribble side down, and draw around the cloud outline. Your image will now be transferred onto the blue background.

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INFORMATION

Materials

MAKE A

PROFIT!

MAKE FOR \$5

& SELL FOR £15

- * Bike bell
- * Rust-oleum Painter's Touch Craft Multi-Purpose Paint in White, Aqua and Yellow
- * Paintbrushes

* White spirit

Size: 7 x 7 x 7cm (2³/₄ x 2³/₄ x 2³/₄in) **Skill level:** Easy 3 Using white paint, carefully paint the clouds onto the sky.

(4) If painting the sun freehand, paint a yellow circle and rays. If painting the clouds use the template on page 100.

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Pretty as a peacoc

Create jewellery that stands out on your stall – these gorgeous peacock earrings are bold, beautiful and designed to turn heads! **By Dorothy Wood**

INFORMATION

Materials

- * Two peacock feathers
- * Two copper end caps with 2mm internal diameter
- * Six gold-plated headpins
- * Six Swarovski crystal iridescent green pearls 4mm
- * Seed beads, size 11, silver-lined blue green, matt turquoise
- * 6cm (2¹/₂in) length of fine goldplated chain
- * Two gold-plated jump rings
- * Two gold-plated fish hook earring wires
- * Superglue
- * Jewellery tools

Size: 5 x 8cm (2 x 3in) Skill level: Easy

There's something about peacock feathers that's just too beautiful to believe. They contain a colour combination and pattern that's instantly recognisable as one of nature's finest creations. It's this attractive combination that makes peacock jewellery a really beguiling option. Cheap to buy, peacock feathers are easy to work with, allowing you to go wild with creativity. We've started with a simple look, embellished with a few beads, but you can layer up your feathers or, for instant wow factor, make the earrings reach the shoulder for that current fashion look.

How to make the peacock earrings

(1) Choose two peacock feathers that are a similar size and with similar-looking eyes. Trim the longer strands (plumules) from the feather going along a 'natural' line below the eye. Trim the second feather to match.



3 On three headpins, pick up a turquoise seed bead, silver-lined seed bead, pearl, silver-lined seed bead and another turquoise seed bead. Bend the headpin wire at right angles directly above the end bead. Trim to 7mm and then use round-nose pliers to form a loop.



(5) Use a pair of snipe-nose or flat-nose pliers to turn the loop at the bottom of the earring findings so that it is facing towards the hook rather than on the same plane as the hook. Repeat for the second earring wire.



2 Cut across the feather above the eye leaving a teardrop shape for the earring. Trim the quill of the feather at the back to make it thin enough to fit into the end cap. Apply a drop of superglue and attach the end cap with ring facing forwards.

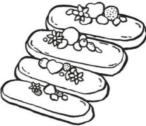


Cut two 3cm (1¼in) lengths of chain. Open each bead dangle loop in turn and attach one to the end of the chain, one half way down and one on the opposite side, three links from the top. Repeat to prepare the second chain with bead dangles on opposite sides.



(6) Open a jump ring using two pairs of pliers and pick up the bead dangle on the last link. Add the feather with eye facing the beads. Add the earring wire with hook facing backwards. Close jump ring. Repeat for second earring.





things. 5 AM

Attract the sweet-toothed to your stall with a bright, spring-decorated choux pastry éclair – they really are as gorgeous as they look! **By Angie Holland**

INGREDIENTS

For the choux pastry:

- * 60ml milk
- * 65ml water
- * 50g (1³/40z) butter (diced)
- * 75g (2¾oz) plain flour
- * 2 eggs, plus 1 for glazing
- * 1/2 tsp caster sugar
- * Pinch of salt

For the filling and topping:

- * 300ml double or whipping cream
- * 3-4 tsp passion fruit curd
- * 200g (7oz) fondant icing
- * Food colours
- * Edible flowers
- * Sprinkles
- * Edible glitter
- * Paper cases

Time: 2 hours Makes: 8-10 small éclairs Skill level: Moderate

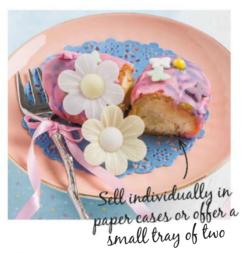
ALLERGY ADVICE When you are selling homemade treats like our mini spring éclairs, make sure you label all products with clear allergy warnings. For best practice make sure you have a full list of the ingredients used available to give to any customers who ask. For more information on food safety advice, visit the Food Standards Agency at food.gov.uk ream cakes are the epitome of sublime French baking and these extravagant beauties are designed to stop passers by in their tracks! Once you have the basic recipe down the decoration can be as exciting as you like. Stick with a delicious smudge of melted chocolate for a classic option, or fling open your baking cupboards and go mad with sugar flowers, silver balls, sweeties, bright icing and more.

How to make the éclairs

Set the oven to 200°C, 180°C fan, gas mark 6 and line a baking tray with silicone baking paper.

Put the milk and water into a small saucepan. Add the diced butter; warm gently being careful not to evaporate the liquid before the butter has melted. When the butter has melted bring to the boil and, as soon as it reaches boiling point, tip the flour into the liquid then beat with a wooden spoon until it becomes a smooth paste. Put it back on the heat and stir continuously for about a minute, then tip it into a bowl and let it cool for a few minutes. Beat two eggs into the paste one at a time – the mixture should be smooth, thick and shiny.

3 Spoon the choux paste into a piping bag fitted with a 1cm (¼in) plain nozzle. Pipe straight lines 10cm (4in) in length onto the silicone baking paper. Beat the extra egg in a small bowl and then brush this over the top of the piped choux pastry.



Bake the choux pastry for 20 minutes until golden brown, dry and crisp, then cool on a wire rack. When cold, use the tip of a small piping nozzle to make two holes in the underside of the éclair.

Whip the cream until firm and then stir in the passion fruit curd (optional). Spoon the cream into a piping bag fitted with a 5mm nozzle and then inject the cream into the éclair through the pre-made holes on the bottom of each one.

Melt the fondant icing by heating it in a bowl over a pan of hot water, stirring in 1tbsp of hot water and the food colouring. Dip the top of the éclair into the icing and then rock it from side to side to get a smooth, even coating (let any excess icing drip back into the bowl). Place on a cooling rack to dry, then decorate with your choice of edible flowers, sprinkles or glitter.

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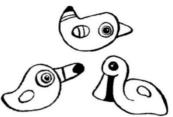
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Be tempted by the beauty of needlefelt with our bold bird brooches. Easier than you think, once you start you'll find it hard to stop! **By Gretel Parker**

INFORMATION

Materials

- * Brooch backs 2.5cm (1in)
- * Felting sponge or brush mat
- * Size 40 or 42 felting needles, spirals or triangular

lotall.

* Awl or pointy scissors

For the flamingo

- * 15-20g of medium pink merino wool roving
- * Pinches of merino roving wool in pale pink, dark pink and black
- * 1cm (1/4in) looped black glass toy eye
- * Pink thread

For the macaw

- * 15-20g of red merino wool roving
- * Pinches of merino roving wool in medium yellow, blue and white
- * 1cm (¼in) looped green glass toy eye
 * Red thread

For the toucan

- * 15-20g of black merino wool roving
- * A large pinch of merino roving wool in yellow, smaller pinches in white, pale blue, green and black
- * 1cm (¼in) looped amber or yellow glass toy eye
- * Black thread

Sizes:

Flamingo & Toucan – 9cm (3¹/2in) from beak tip to tail tip Macaw – 8cm (3¹/4in) from beak tip to tail tip

Skill level: Easy to moderate

ur colourful brooches have serious gift appeal and are the perfect way to inject a touch of fun into your spring accessories. A great project for profit, stunning designs like these can command a considerable mark up, and only use small amounts of roving wool. If you've never tried needlefelting before you'll find it a really satisfying technique. Simply jab the wool roving with felting needles to compact the fibres, then gently sculpt and shape and watch in amazement at how your ball of fluff is transformed into a three-dimensional shape full of character. We've given you a flamingo, toucan and macaw to try, but you can easily adapt the basic pattern to make other types of birds to complete your flock.



20 pical

How to make the flamingo



Measure out a length of medium pink roving, no more than 25cm (9¾in) and tease it out to make a strip, as shown. Measure out a smaller length of the same colour roving, no more than 6-8cm (2½-3in), and gently muddle it into a loose ball shape.

Present your handcrafted makes in luxury boxes



Place the ball in the middle of the strip and fold the strip over, enclosing the ball. Pull the edges of the wool around to form a loose, bulbous pouch. Begin jabbing the wool using two needles. You don't need to use a lot of force; little and often is the best way to work and the most effective.



(3) Turn the wool as you work to ensure roundness. Work only on the filled pouch area, which is the main body, leaving the ragged end fibres loose. Aim to make a small hump-backed egg shape.



When the wool begins to firm you will hear a faint crunching. Now you can really sculpt the wool. Gently tug out a small amount of the folded end to make a tail and carry on working the wool until it is quite firm and you have a clearly defined body and tail.



(5) Prepare the neck area of the flamingo by removing roughly half of the remaining loose fibres. Tearing them is better than cutting them as it leaves the wool ends rough and easier to work with.



6 Shape two thirds of the wool into a tubular neck shape.



While still soft, bend the neck back onto the body, needling and shaping all the time. When the neck is established and sitting securely on the back, open up the remaining end fibres, spreading them out like open flower petals.



• Take a good pinch of pale pink wool and begin shaping the beak on a brush mat. When you have the basic shape and while the wool is still soft, needle it onto the body and finish shaping it.



Use one needle and a tuft of wool to shape a tiny wing directly onto the body.



⁽³⁾ Muddle a small pinch of wool into a ball and enclose it in the neck end fibres, making a base for the head. If it looks too small, just add extra wool. Finish shaping, then work all over the body until you have a uniform texture.



(1) To give the flamingo a smooth finish, take small amounts of the medium pink wool and tease them into tissue thin layers. Using one needle, cover the entire body with a thin top coat, working carefully to smooth out any little bumps or crevices. Then do the same with the beak using the pale pink wool.



Add the black beak pattern using one needle and a small amount of black wool; not much is needed as you are only adding a surface pattern.



(B) Tear off wisps of the brighter pink wool and add it to the body. Use the tip of the needle to drag the fibres into a feathery pattern, anchoring the ends into the body.



Pollow the steps on page 38 to sew on the eye using pink thread and to attach the brooch back, to finish.

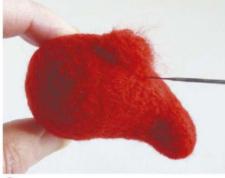
How to make the macaw and toucan



(1) These are made in a similar way as the flamingo, but are simpler in shape. Measure about 20cm (8in) of black or red roving and tease into a strip. Take a pinch of filling, about 10cm (4in) and muddle it into a loose ball. Enclose ball into the strip as for the flamingo.



(2) The macaw and toucan are all one dumpy shape, with no neck. The fat end of the wool becomes the head and the thinner, loose end fibres become the tail. The macaw has a slightly longer, pointier tail than the toucan.



3 Add a tiny wing to the body – see step 11 of the flamingo instructions. Cover the body with a fine layer of wool as with step 13 of the flamingo instructions.



4 Work the body until it is firm, then add the beak. For the macaw beak, use a small pinch of medium yellow wool and work it directly onto the head using one needle. Make it stumpy, like a fat little cone.



(5) For the toucan beak, use a larger pinch of medium yellow wool. You may find it easier to form the beak loosely on your mat, before attaching it to the head. This beak is longer and curves downwards; use your fingers to pinch the wool into place as you work, to get a nice pointy shape.

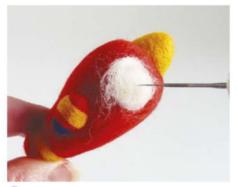




(Add the patterns onto the body and beak. You only need small fragments of wool for this, and one needle for precision. For band patterns, wrap the strip of wool around the body part (macaw tail, toucan beak) and stab into place.



Sewing on the brooch back (all patterns)



To make the eye patches, needle the wool in a circular direction to get a good roundness. Use one needle for precision. The macaw has one white eye patch. The toucan has a larger white eye patch, then a smaller pale blue circle overlaid on top.

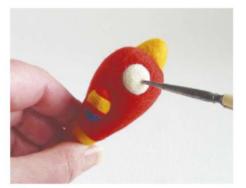


(1) Use a needle and coordinating thread to sew the brooch back securely to the reverse side of the brooch.



② For a neat and professional-looking finish, cover the stitched bar with scraps of wool.

Sewing on the eye (all patterns)



Decide where you would like the eye to be positioned and drill a little socket into the felt, using an awl or pointy scissors.



Otherwise the loop of the eye with cotton in a colour that matches the body of your brooch and then re-thread both ends of the cotton into a needle.



③ Take needle into eye socket and pull eye snugly into head. Tie ends at back of head. Rethread the needle with the ends so you can bring them out further down the body, away from the knot, before snipping off. S



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The homemade revolution has seen a boom in craft courses and with interest in learning new crafts on the up, now is the time to become a craft tutor... By Katie Nicholls FI IT

aking place in venues as varied as colleges and high street craft shops to garden sheds and converted shipping containers, designer-makers across the country are busy adding 'craft tutor' to their business portfolios. Kate Smith, director of handmade emporium, The Makery, (www.themakery. co.uk) runs a craft shop in the centre of Bath, but it's the busy workshop space upstairs that's the engine driving the business. "We had envisaged it as an educational business," says Kate. "We wanted to teach as many people a new creative skill as possible." With this 'those who can do and teach,' attitude in full swing, now's the time to become a master of your craft.

What, where and who...

There are a multitude of routes into the tutoring profession and – as with any facet of your business – planning and research are the bedrock to success. Ask yourself: what are you going to teach? Where are you going to teach it and how will you find your students? Choosing your subject may seem straightforward but look at the competition to see if you need to find a more specific angle. The importance of this is, Kate stresses, on par with finding the right venue: "It's important that people feel that they're immersed in our lovely crafty world from the moment they enter the building. It helps to inspire creativity."

Kate Smith's bright and vibrant workshops are at the heart of her Bath-based business, The Makery





Aneeta adapts her teaching techniques to suit her students and prefers to keep group numbers low

Of course, a nice setting is nothing if not filled with students. The Makery has tailored their menu of workshops to target different markets: fox cushions for kids' parties, knickers for the hens and

"We thrive off seeing others enjoy the pride to be had from learning."

curtain making for more seasoned crafters. They also offer team building events for corporate clients: printmaking, wine tasting and sock monkey classes, to name a few.

Up-skill yourself

Ads for craft tutor roles at colleges are a good indication to the skills required to teach. Good subject knowledge, effective communication/interpersonal skills and the ability to use a variety of teaching methods all feature. Knitting author and teacher, Aneeta Patel from Knitting SOS, would add being able to think laterally to the list: "There is always more than one way of explaining something and I don't get bogged down in the 'traditional' way of teaching a technique." While you don't need a formal qualification to teach outside of higher educational establishments, there are short courses that will help you learn skills such as lesson planning in addition to time and behaviour management. Preparing to Teach in the Lifelong Learning Sector is a quick introduction (around six sessions) to basic teaching skills that will give you both the knowledge and confidence to launch your own workshops. Head to www.cityandguilds.com for more details.

Create a learning environment

Successful craft workshops tend to limit size to around eight students. "I like to teach in small groups so that every student can learn at their own pace," says Aneeta. Kate agrees that a low ratio allows customers to "leave every workshop feeling accomplished and bursting with confidence". Use a lesson plan template to help you realize realistic goals and aim to teach a single project in each session. This will help put parameters around what is achievable in the time you have. Factor in things like the materials you will provide, whether you offer lunch and the cost of the venue hire to define your pricing structure. Research the cost of other workshops in the area before setting a price.

As a professional tutor, you will be responsible for ensuring you're fully covered and there are certain insurances you should consider. Public liability is an essential requirement, while professional indemnity will protect you from claims of professional negligence. If you're planning to employ someone to assist you, employer's liability will protect you from claims that your employee became ill or injured while working for you.

Make the change

Becoming a craft tutor can be both financially and personally rewarding. Aneeta is passionate about her teaching career and has sage advice for those considering adding it to their portfolio. "Don't give up your day job in the beginning. Start with something you love and begin small. That way, you can build it up without risking your dayto-day finances." Like Aneeta, Kate Smith still bursts with enthusiasm for teaching. "We love making things," she says. "And we thrive off seeing others enjoy the amazing sense of pride and fulfilment to be had from learning a new skill."





5 top tips for making it as a craft tutor

1. Do your research. Look at the area you want to teach in: are there other classes in your chosen subject? Assess the demographic who live there and consider if they will be interested in your class.

2. Where you choose to host your class is vital in creating an ambience. The Makery specialise in creating a warm, inviting, creative environment that plunges students into their "lovely crafty world".

3. Be unique. If there are a plethora of crochet, sewing and knitting classes in your area, you'll need to dig deeper.

4. Get qualified. Learn how to schedule your course, time your lessons and communicate well with a short course on teaching adults. Head to www. cityandguilds.com and search for PTLLS.

5. Provide biscuits...and tea, materials and other basics so that your students feel like they're getting value for money.





I Kate Smith believes customers have to feel at home in the crafty venue 2 The Makery offer specific courses to cater for different target groups 3 Aneeta Patel's home-based workshops have a relaxed vibe 4 A haggle of party hens enjoy some crafty activities at The Makery





Mummy makes

Create the perfect cover-up for early summer months. Knit our tank top in a variety of colours for a knitwear range to be proud of! **By Susanne Frank**





INFORMATION

Materials

- * 2 x 50g of Drops Muscat Cotton
- (garnstudio.com) in Light Grey (19)* 50g of Drops Muscat Cotton in
- Orange (47), Pink (34) and Off White (08)
- * 4mm (UK 8, US 6) knitting needles
- * 4mm (UK 8, US 6) circular knitting needle, 30cm (11³/4in) long
- * Tapestry needle

Sizes (width x length):

3-4 years - 31 x 36cm (12 x 14in) 5-6 years - 33 x 38cm (13 x 15in) 7-8 years - 35 x 43cm (14 x 17in) **Skill level**: Moderate **Tension**: 21sts and 28 rows to 10 x 10cm (4 x 4in) in stocking stitch, using 4mm knitting needles

ABBREVIATIONS

beg beginning knit K k2tog knit 2 stitches together D purl p2tog purl 2 stitches together pass slipped stitch over psso sl1 slip 1 stitch st(s) stitches stocking stitch st-st



How to make the tank top

BACK

Cast on 72 (78, 82)sts using Light Grey and straight knitting needles.

3-4 years only

Row 1: *K2, P2* to end.
Row 2: *K2, P2* to end.
5-6 years and 7-8 years only
Row 1: * K2, P2 * K2.
Row 2: * P2, K2 * P2.
These two rows form the rib pattern.
Work eight more rows in rib.
Continue in st-st.

7-8 years only Work two rows in Light Grey.

STARTING THE CHART

3-4 years only

Starting with stitch one of chart 1, work 9 repeats of the 8st repeat pattern.

5-6 years only

Starting with stitch 6 of chart 1, work 3sts, 9 repeats of the 8st repeat pattern and the first 3sts of the repeat pattern.

7-8 years only

Starting with stitch 4 of chart 1, work 5sts, 9 repeats of the 8st repeat pattern and the first 5sts of the repeat pattern. This sets the pattern.

FOR ALL SIZES

Follow Chart 1 for the next 22 rows. Work 16 (18, 20) rows in Light Grey. **Next 4 rows:** Follow Chart 2 for the change from Light Grey to Orange using the same placement instructions as Chart 1.

Work 16 (18, 20) rows in Orange.

Next 4 rows: Follow Chart 2 for the change from Orange to Off White using the same placement instructions as before and reversing the colour order.

Work in stocking stitch.

Shaping the armholes

Next row: Cast off 4sts at the beg of the next two rows. 64 (70, 74)sts.

Next row: Cast off 3sts at the beg of the next two rows. 58 (64, 68)sts.

Continue in Off White. **Next row:** Cast off 1st at the beg of the next two rows. 56 (62, 66)sts^{*}. Work 16 (18, 20) rows in Off White. **Next 4 rows:** Follow Chart 2 for the change from Off White to Pink working Off White instead of Light Grey and Pink instead of Orange. Work 10 rows in Pink.

Next row: Start shaping the neckline. K16 (18, 20), cast off 24 (26, 26), K16 (18, 20). Finish the left side first, keeping the sts for the right side on the needle.

Next row: P. Next row: Cast off 3sts, K13 (15, 17). Next row: P. Next row: Cast off 2sts, K11 (13, 15). Next row: P. Cast off the 11 (13, 15)sts and finish off.

FINISH THE RIGHT SIDE

Move the remaining 16 (18, 20)sts onto the left needle and K across, using Off White. **Next row:** Cast off 3sts, P13 (15, 17). **Next row:** K. **Next row:** Cast off 2, P11 (13, 15). **Next row:** K. Cast off the 11 (13, 15)sts and finish off.

<u>Front</u>

Follow the instructions for the back to *. Work 10 (12, 14) rows in Off-White. **Next row:** Start shaping the v-neck: K27 (30, 32) cast off 2sts, K27 (30, 32). Finish the right side first, keeping the sts for the left side on the needle.

Next row: P.

Next row: K1, sl1, K1, psso, K to end. 26 (29, 31) sts.

Next row: P.

Next row: K1, sl1, K1, psso, K to end. 25 (28, 30) sts.

Next row: P.

Next row: Start to follow chart 2 for the change from Off White to Pink, working Off White instead of Light Grey and Pink instead of Orange. K1, sl1, K1, psso, K to end. 24 (27, 29)sts.

Next row: P to last 3sts, p2tog, P1. 23 (26, 28)sts. **Next row:** K1, sl1, K1, psso, K to end. 22 (25, 27)sts. **Next row:** P.

Next row: Continue in Pink. K1, sl1, K1, psso, K to end. 21 (24, 26)sts.

Next row: P to last 3sts, p2tog, P1. 20 (23, 25)sts. **Next row:** K1, sl1, K1, psso, K to end. 19 (22, 24) sts.

KNIT IT

Next row: Purl to the end of the row.

Next row: K1, sl1, K1, psso, K to end. 18 (21, 23) sts.

Next row: P to last 3sts, p2toq, P1. 17 (20, 22)sts. **Next row:** K1, sl1, K1, psso, K to end. 16 (19, 21) sts

Next row: P

Next row: K1, sl1, K1, psso, K to end. 15 (18, 20) sts.

Next row: P to last 3sts, p2tog, P1. 14 (17, 19)sts. **Next row:** K1, sl1, K1, psso, K to end. 13 (16, 18) sts

Next row: P

Next row: K1, sl1, K1, psso, K to end. 12 (15, 17) sts

Next row: P.

Next row: K1, sl1, K1, psso, K to end. 11 (14, 16) sts

Next row: P

3-4 years only

Cast off the 11sts and cut the yarn.

5-6 years and 7-8 years only

K1, sl1, K1, psso, K to end. 13 (15)sts. Next row: P. Cast off remaining sts and finish off.

FINISH LEFT SIDE OF V-NECK Next row: Using Off White, P across the remaining 27 (30, 32)sts.

Next row: K to last 3sts, k2tog, K1. 26 (29, 31)sts. Next row: P.

Next row: K to last 3sts, k2tog, K1. 25 (28, 30)sts. Next row: P.

Next row: Start to follow Chart 2 for the change from Off White to Pink, working Off White instead of Light Grey and Pink instead of Orange. K to last 3sts, k2tog, K1. 24 (27, 29)sts.

Next row: P1, p2toq, P to end. 23 (26, 28)sts. Next row: K to last 3sts, k2toq, K1. 22 (25, 27)sts. Next row: P.

Next row: Continue in Pink. K to last 3sts, k2tog, K1. 21 (24, 26)sts.

Next row: P1, p2tog, P to end. 20 (23, 25)sts. **Next row:** K to last 3sts, k2toq, K1. 19 (22, 24) sts.

Next row: P.

Next row: K to last 3sts, k2tog, K1. 18 (21, 23)sts. Next row: P1, p2tog, P to end. 17 (20, 22)sts. Next row: K to last 3sts, k2tog, K1. 16 (19, 21)sts. Next row: P.

Next row: K to last 3sts, k2tog, K1. 15 (18, 20) sts.

Next row: P1, p2toq, P to end. 14 (17, 19)sts. **Next row:** K to last 3sts, k2toq, K1. 13 (16, 18) sts.

Next row: P

Next row: K to last 3sts, k2tog, K1. 12 (15, 17)sts. Next row: P. Next row: K to last 3sts, k2toq, K1. 11 (14: 16)sts. Next row: P. 3-4 years only Cast off the 11sts and cut the yarn. 5-6 years and 7-8 years only

K to last 3sts, k2toq, K1. (13, 15)sts.

Next row: P.

Cast off remaining sts and finish off.

SEW BACK AND FRONT TOGETHER

Block the finished pieces lightly to make sure the stitches appear even and the chevrons aren't puckered. Close the side seams and shoulder seams. Darn in loose ends.

KNIT THE ARMHOLE RIBS

Using the circular needle and Light Grey, pick

up 84 (88, 92)sts for the armhole. Knit 6 (7, 8) rounds in K2, P2 rib. Cast off. Repeat for the other armhole

KNIT THE NECKBAND

Starting from left neck, pick up 44 (46, 48) sts down left side, pick up one centre stitch in the centre of the V and pick up 44 (46, 48)sts up the right side and 50 (54, 58)sts along the back. 139 (147, 155)sts.

Second round: Work a K2, K2 rib down to the centre stitches of the V and stop one stitch before the centre stitch. Work a double decrease (slip the next 2sts, K1, psso. P1, *K2, P2* repeat. When you get to the centre 3sts work a double decrease again. Continue working 6(7, 8) rounds in the pattern finishing at the start of the left neck. Cast off in pattern. Darn in loose ends of armholes and neckband. 🚳



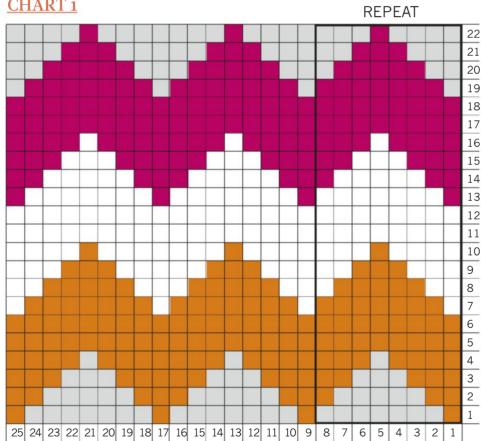


CHART 2 REPEAT 4 3 2 1 25 24 23 22 21 20 19 18 17 16 15 14 13 12 11 10 9 8 7 6 5 4 3 2 1



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ator Bo:

MAKE IT

a circus in town!

BIG

This month's colourful vintage circus papers are ideal for children's birthday cards, bright packaging and so much more! **By Jenny Ellory**

HAPPY IR IHDA

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MAKE A PROFIT!

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8 PAGES f exclusive designs

MAKE IT

INFORMATION

Materials

- * Free Craftseller papers
- * White card
- * Scoring board and tool
- * Foam pads
- * PVA glue
- * Computer and scanner

Skill level: Intermediate

Gircus organisers really knew what they were doing when it came to selling. Using the boldest, brightest colours they could find, they used them in an unforgettable way, tempting everyone young and old to 'come and see the show'! So there's no harm in sharing their example. Having these gorgeous, flamboyant cards (or the unique ones you create), on your stall, online shop or website will stop people in their tracks. Packed with colour and humor, the theatrical pop-up element is sure to be a big hit with potential buyers too.





Roll up, roll up!

We've matched our bright and cheery circus designs with super-fun pop-up cards. **By Katina Killey**

Jack-in-a-box

Cut a piece of white card measuring 16.5 x 29.5cm (6½ x 11½in). Score down, 9cm (3½in) from the left side. Starting at the bottom, score across at 7cm (2¾in), 14cm (5½in), 21cm (8¼in) and 28cm (11in).

Cover the four larger panels with harlequin paper and the four smaller panels with dotty paper, leaving a narrow border around each paper. Trim the narrow scored section at the top of the card so only the half to the left of the centre scoreline remains.

Cut between the square panels up to the centre scoreline. Fold up the box and glue together. Decorate the panels that fall outwards

Big top fun

Cut a piece of white card measuring 12.5×30 cm (4³/₄ x 11³/₄in). Score across the middle and fold to make your base card.

Print the star paper onto thin white card and trim so that it is slightly smaller than the opened base card. Fold it in half and draw two sets of parallel lines from the folded edge. Cut along these lines and push the strips forward to make the pop-up feature. Stick this paper insert inside the base card.

Cut out a stars panel from the papers and stick it across the top and bottom edges of the insert inside the base card.

On a computer, scan the lion and elephant paper design, then enlarge and print onto card. Cut out a lion and elephant and stick to the pop-up feature inside the base card. Use foam pads to attach the greeting panel below, as shown. from the top of the box with different layers of paper, tags, stars and bunting, as shown.

Cut two strips of white card measuring 12×2.5 cm ($4\frac{3}{4} \times 1$ in). Score at 2.5cm (1in) on either end and stick inside the box.

On a computer, scan and enlarge the lion and elephant paper design and print onto white card. Cut out a circus big top from the card too and use foam pads to attach it to the back flap of the box. Cut out two different lions and an elephant and stick to the strips of card inside the box and the inside edge of the box; stagger them at different points along the card strips so that they can all be seen.



Cover the front of the base card with dotty paper. Stick a 9.5 x 9.5cm (3³/₄ x 3³/₄in) panel of white card to the harlequin paper and trim to leave a narrow border. Stick to the centre of the dotty panel.

Cut out a big top from the enlarged paper design and use foam pads to attach it to the centre of the white panel. Cut out 'Big fun' flags and stick in place using foam pads.





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Cruftselle



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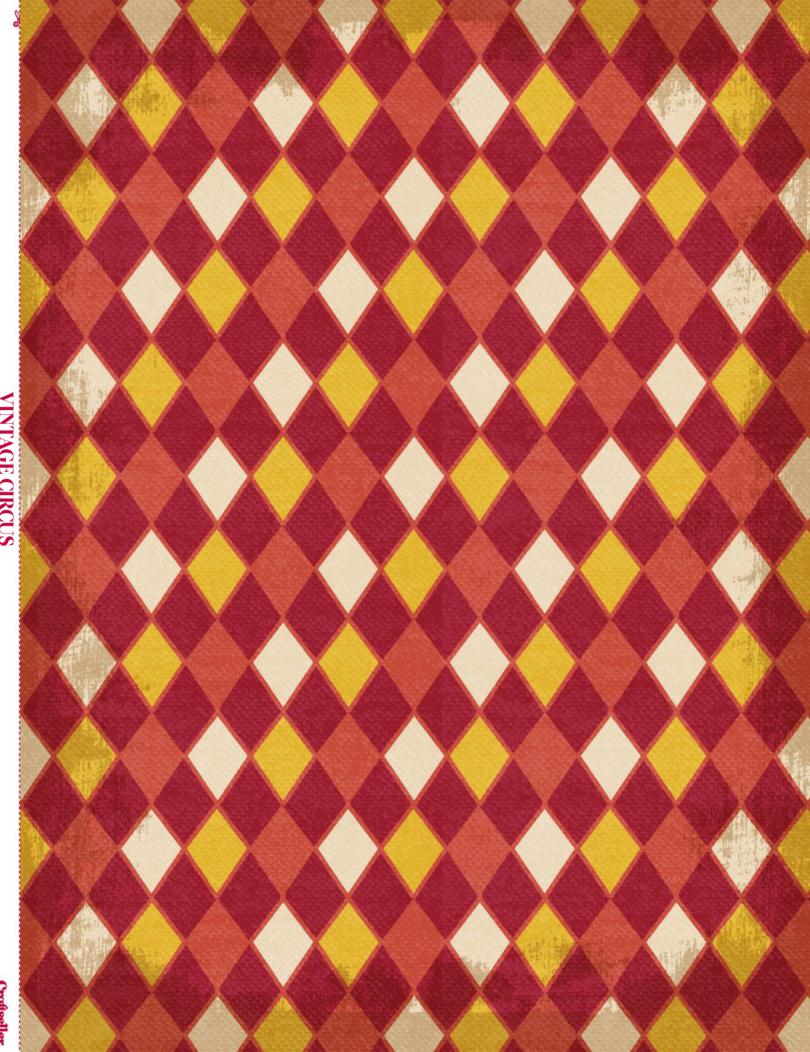
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The gentle touch

Made from honey, oats, poppy seeds, lemon grass and orange oil, these super-natural soaps sell themselves with fragrance alone. **By Verity Gough**

INFORMATION

Materials

- * Stephenson Personal Care Melt and Pour Goat's Milk Soap Base, 1kg (makes around 20 bars)
- * Rolled Scottish oats, ground
- * Poppy seeds
- * Jar of runny honey (our designer used Manuka honey)
- * Sweet orange oil, 200ml bottle or
- * Lemongrass oil, 200ml bottle
- * Soap moulds
- * Wooden skewer
- * Greaseproof paper
- * Microwave and microwaveable bowl or saucepan if using hob

Size: 5 x 5cm (2 x 2in) Skill level: Easy



There's nothing like the scent and feel of a handcrafted soap, which is enjoying a huge renaissance in craft markets all over the country. With ingredients straight from the pantry, you can easily create a luxury, one-off gift everyone will love. Our soap uses a goat's milk base, which gives it its milky opaqueness, and is rich in supermoisturising natural vitamin E. This pure soap lathers effortlessly and, thanks to its neutral odour, is easily scented with essential oils or other natural ingredients – we've made poppy seed with lemon grass and oat with honey and sweet orange. Perfect for those looking for a little natural goodness.

How to make the handmade soap

Break chunks of the soap base into a microwaveable bowl. Blast in the microwave for short bursts of time until the base has completely melted (or melt in a pan if using the hob).

Pour a handful of oats into a pestle and mortar and grind to your desired consistency. The larger the oats are, the more exfoliating the bar of soap will be.

Decant half of the soap base into another bowl and then pour in the poppy seeds and add 10 drops of lemongrass oil. Stir the mixture with a wooden skewer until the seeds and oil are completely mixed in. You will need to work quickly as the soap sets in just minutes. Pour into clean soap moulds and set aside.



Add a good dollop of honey, a handful of oats and 10 drops of sweet orange oil into the remaining half of the soap base. Again working quickly, mix well, then pour into clean soap moulds. Leave to set. You can pop the moulds into a fridge to speed up the setting process if necessary, but after the soap is set then aim to keep it at room temperature to prevent it sweating.

When the soap has set, carefully turn it out onto a clean plate; you'll need to do this gently to avoid damaging the soap. Stack two soaps together and wrap with a length of greaseproof paper, secured with a piece of sticky tape. To present your soaps, try tying them with twine for a rustic look, or wrap with a strip of Kraft card to emphasise the handmade feel. S

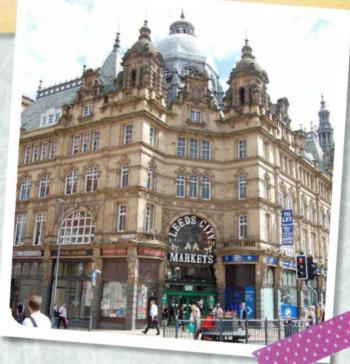
Craftseller does

Leeds

STANP

We visit Yorkshire's capital of Leeds to discover a craft scene crammed with character. **By Catriona Burns**

Shop until you drop at city centre markets







the state

The Craft Centre and Design Gallery is a hidden gem



Check out one of the city's arts and crafts exhibitions

We • Leeds!

Local lads get stuck into some knitting at Baa Ram Ewe

eeds is on the up and it's not just the city's skyline of office skyscrapers and glass apartment blocks that's telling of its rise. Things on the ground are making Yorkshire's first city a must-visit for those crazy for some culture, and for arts and crafts, Leeds looms large.

***** A CULTURE OF CRAFT

Craft and culture go together like a horse and carriage in Leeds, cheerily cantering most notably in the city's cultural quarter. Catch the creative connection peeking out from under The City Art Gallery where the combination couple up in The Craft Centre and Design Gallery. Co-ordinated by an inthe-know quintet, the space allows you to shop the very best in British handmade makes while soaking up the culture of contemporary craft by way of the seasonal exhibitions. Upcoming shows including a round-up of handcrafted rings and a showcase of screen printing highlight the skill, originality and beauty of purchases. The centre also offers The Own Art Scheme, a programme making art accessible by letting you spread the cost of an artistic buy over ten months, a feat manager Jane is particularly proud of. "We hope more people use this to buy contemporary craft to treasure," she says.

Pick out up-and-coming artist designs at The Bowery

Carry on with the craft and culture concoction and head to The Bowery in the happening hotspot of Headingley. Labelled as 'the home of creativity,' the gallery provides a platform for new artists. This nurturing nook offers a retreat for crafters, offering a clash of classes varying from millinery to jewellery making and printmaking to book binding. After all that crafting, go cuckoo for the coffee. Listed by *The Times* as one of the UK's best coffee shops, visitors can not only enjoy la créme de la créme of caffeine but also learn how to master a cup themselves. Absorb the craft and learn how to perfect the latte art to drink in all this creative hub has to offer.

ON THE MOVE

See the best in creative craftiness at the Artsmix market



***** MADE FOR MATERIALS

Knit happy, knit Yorkshire is the philosophy at play in Baa Ram Ewe, a top-of-the-range material store stocking stacks of local county yarns and British-bred wool. Northern pride is celebrated in-store with an emphasis on a love for all things local while the presence of well-known luxury brands uplifts the store's vibrant selection. Their aim, they say is to 'inspire, excite and make the customer happy'. No-one is left out of this equation and if there's one place where you'll find burly blokes knitting, it's here, where a down-toearth feel flourishes, particulary in the set of craft classes. Call in for this, a good ol' brew and some Northern bant to boot.

Get your fashion fix at the modishly cool Fabrication, an atelier's located in the Old Confetti unit in The Light. A stylish carousel of fashion-forward clothing, jewellery, glassware, ceramics and more, it's kept spinning by 70 local artists and designers who make and sell their dress-up box selection through the shared space. An array of workshops including 'Tart up your Tat,' and 'Revamp your Jewels' ensures that there is a revolving relevancy to the social enterprise, making sure an in vogue appeal remains.

***** A MECCA FOR MARKETS

Artsmix started off as a performance before moving on to become the maverick of a market it is today. If you visit the fortnightly fair (on the 2nd and 4th Saturday of every month at Albion Place) you'll recognise its theatrical origins in the cast of colourful characters and the crafts they put on show. The market's 'connecting people through creativity' mission looks set to link locals further afield as they set off to venture out to towns and cities across Yorkshire, flying the flag for the county's movers and makers. For more showstopping stalls, be sure to check out the Bazaar in the central Kirkgate Market that runs every Wednesday, an open-air fair celebrating Asian and Indian cultures. Marvel at stalls of woven silk saris, lust after the bold, bright jewellery and take in the scent of spices that come together to give shoppers a taste of the subcontinent. For the most established in the city's mix of markets, head to the hustle and bustle of Briggate for the Leeds' Farmers' and Craft Market. Held on the first and third Sunday of the month, enjoy the mix of crafts mingling with fresh local produce; a time-old tradition in a city whose only direction is forward. 🖾

WE WANT TO KNOW ABOUT HANDMADE FAIRS NEAR YOU! Email catriona.burns@immediate.co.uk with your craft market news

June craft fairs

Get even craftier this year with these great events in June

CONTEMPORARY CRAFT FESTIVAL 5-7 June

Mill Marsh Park, Bovey Tracey, Devon Launched over a decade ago by three local business people intent on bringing craft to their community, this event now attracts 10,000 visitors each year. See the range of pottery, furniture silverware and more on display from over 200 makers.

THE CAKE AND BAKE SHOW 19-21 June

HIC, Harrogate

Get your bake on and see the best cakes on show with the UK's biggest baking fair. Sample the new tasting room to wet your taste buds before tucking into the show's mouthwatering array of stalls, masterclasses, talks and workshops from celebrity cake makers and bakers.

WEST DEAN DESIGN AND CRAFT FAIR

19-21 June West Dean College, Chichester Enjoy a day out in the award-winning West Dean Gardens while you browse and buy from over 100 innovative makers and designers showcasing their creations. Be sure to try the many taster workshops.



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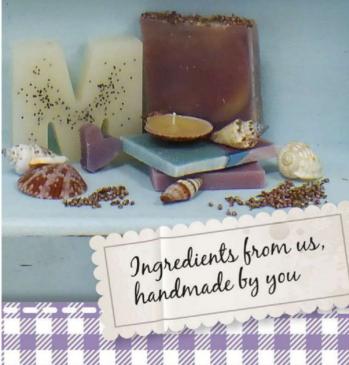






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Cushy number

Put leftover fabric scraps to great use when you transform them into a beautiful floor cushion for your homeware range. **By Dorothy Wood**





INFORMATION

Materials

- Deep foam block 7cm (2³/₄in) deep
 75cm (30in) of 112cm (44in) wide white poplin
- * 4¹/₂ fat quarters nine pieces measuring 30 x 50cm (12 x 19³/₄in)
 – we used Tilda Happiness is Homemade (pandurohobby.co.uk)
- * Quilting ruler and rotary cutter
- * Ivory sewing thread and needle
- * 2 x 29mm self-cover buttons
- * Strong twine
- * Long darning needle
- * Beam compass

Sizes: 42cm (16½in) diameter, 7cm (2¾in) deep Skill level: Moderate

Aking something from nothing is the perfect way to maximise profits, and you can do just that if you have a drawer full of fabric leftover from previous projects. Most people have preferred colour schemes that they gravitate towards and so it's likely that all those odd scraps in your workroom will go together whether they are bright and bold, soft pastels or the vintage floral look shown here. The crazy patchwork effect is made from wedge-shaped fabrics stitched together, then cut in the other direction – it makes an eclectic fabric for a cheery cushion to boost your homeware range.



How to make the cushion

Use a beam compass to draw a 42cm (16½in) circle on the foam block. Carefully cut into shape with a serrated knife (an electric knife makes a neater cut edge). Fold the white fabric in half and draw a 43cm (16¾in) circle, then cut out. Fold the circle in half and then quarters and crease each fold line. Fold again to mark into eighths.

Tear a 9cm (3½in) wide strip of white fabric, joining if necessary to create a piece 132cm (52in) long. With a 1cm (½in) seam allowance, stitch the two short ends together to make a tube. Crease the tube to mark it in half, quarters and eighths. Pin the circle into one side of the tube, matching the crease marks. Tack for neatness and then sew with the circle side down on the sewing machine surface. Sew 5/8ths of the way around the second side. Insert the foam and then oversew the gap in the cover.

2 Layer nine different pieces of fabric, measuring about 30 x 50cm (11¾ x 19¾in), one on top of another precisely and press with a steam iron to stabilise the layers. Use a rotary cutter to cut a wedge shape lengthways that is 3-4cm (1½in) at one end and at least 6cm (2¼in) at the other. Cut three more wedge shapes, alternating the thin and thick ends.

Stitch the strips of fabric together lengthways using a 6mm seam allowance and alternating the thin and thick ends until you have a panel about 45cm (17¾in) wide. Cut the square into wedge shapes in the opposite direction to the seams. Arrange the wedges alternating the thick and thin ends again. Also stagger the strips so that the colours are random. Trim the strips to 45cm (17¾in) and sew together, piecing shorter strips at each side if necessary to make a 45cm (17¾in) square.

Cut six pieces of fabric 10 x 45cm (4 x 17%in) and stitch together for the back panel. Use the beam compass to cut a 43cm (16%in) circle from both patchwork squares. Cut the remaining wedge bundle into 9cm (3%in) pieces and stitch together with 6mm



seams to make a 132cm (52in) strip. Sew strip into a circle and mark into half, quarters and eights with notches at each side.

Cut two 6 x 20cm (2½ x 8in) pieces of fabric. With right-sides together, stitch a 6mm seam all round leaving a gap on one side. Trim across the corners and turn through. Press flat and top stitch close to the edge. Pin onto the long circular tube and sew a rectangle at each end to secure, sewing over the stitching twice for extra security.

Fold the crazy patchwork circle into eighths as for the cushion pad lining and mark with notches. Match the notches to the circular tube and stitch 1cm (½in) seams with the patchwork circle flat on the sewing machine. Repeat to attach the striped circle base, sewing 5/8ths of the way round. Staystitch the gap on both edges of the gap just inside the 1cm (½in) seam allowance.

Press all the seams and the front and back of the cushion cover. Insert the cushion pad into the cushion cover and arrange so that the seams are neat and straight. Slip stitch the gap closed and sew in the thread ends securely. Cover two self-cover buttons with matching fabric. Tie strong twine leaving a tail to one button and sew through the cushion. Thread on the second button and sew back through. Pull the buttons into the cushion and tie off the twine. Snip ends under the button.

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BLOGGER of the month



Vist sewscrumptious.co.uk for a real sewing treat

think that people are inspired to make things because of me!

Where is your favourite place to craft? LH I have a dedicated space to sew at home where I'm surrounded by all my lovely fabrics. I can leave projects out rather than having to pack them up like I used to when I sewed at the kitchen table.

Bow do you organise your time? LH I used to do all my sewing at night, when my two children were in bed. I'm lucky now that they are both at school and I work from home so I can sew during the day as part of the business.



ouise Horler is *the* material girl. A self-confessed fabric addict, she made her way in material merchandising while setting up a sewing blog to share new fabric, tutorials and projects with customers. The seamstress, who lives in Bristol with her daughter, Isabella and son, Sam, let us in on what it's like living in a material world...

S Have you been crafting long?

LH I have loved crafting since I was little and was always making things as a child – usually out of cereal packets and toilet rolls inspired by Blue Peter. S What is your favourite craft? LH Sewing is definitely my favourite but I do like knitting and crochet, too. Unfortunately, I'm not very good at them.

So Do you have a particular crafting style? LH I love making things from really quirky, contemporary fabrics. I was having difficulty sourcing the materials I loved from the US and so I decided to sell them myself. I just love bright, bold prints.

What's the best thing about blogging? LH I love sharing tutorials and getting feedback from my readers when they make things from them. It's so exciting to





S In what ways has social media affected your craft business?

LH It's been fantastic! It's so easy now to build relationships with like-minded people online. Recently, I tweeted out discount codes during The Great British Sewing Bee, using their hashtag which gave me lots of new followers.

"It's exciting that people are inspired to make things because of me."

STell us about your favourite craft fair or handmade market?

LH I absolutely LOVE the Bath Artisan Market. I could seriously buy something from every stall. It's full of lovely items.

When the set of the s

when pricing things up. It's helpful to get a friend to be brutally honest with you about how much they would pay for something. I often underpriced my work due to a lack of confidence but actually, I sold more when I put my prices up.

When a project is not going to plan? LH There have been so many times when my projects haven't gone to plan, usually when I'm in a rush or against a deadline. I think it's a good idea to walk away and have a break. I also do a lot of swearing!

🔇 What's your crafty essential?

LH I definitely couldn't do without a stitch ripper and also my rotary cutter.

Which sewing machine do you use and why do you love it?

LH I use a Brother Innov-is 50. It was a gift and has lots of fancy functions, most of which I don't use. My daughter has just received her first proper machine – a John Lewis JL110 machine – it's purple and fab!

WARE DONNY ASSEXCED SIME COPYRICHIT - FREE PROJECT NOW! Go to word craft to she comments full details had instantions...





The Charity, Dress A Girl Around the World, distributes dresses to children in developing countries

> Kitschy Coo for fun, lots of tips and great jersey tutorials





You can find Louise at sewscrumptious.co.uk, on Facebook at Facebook.com/ SewScrumptious and on Twitter @SewScrumptious





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A A Store Labor



Capture the imaginations of customers who like to entertain with this stunning table centre made from an old plank of wood! **By Pip Leyland**

INFORMATION

Materials

- * Straight piece of wood
- * Fine sandpaper
- * 38mm hole cutter
- * 35mm Forsner drill bit
- * Chisel
- * Hammer
- * Tealights
- * Pencil
- * Natural beeswax and cloth

Skill level: Easy

S et the scene for family parties, wedding feasts or romantic meals at home with this beautiful tealight table centre. If you can create homewares that evoke emotions then you're on to a sales winner, so dress it with flowers, votives or colourful glasswear so customers can really visualise it at their celebration. Our table centre is easy to make and can be customised to any table measurements by varying the length of the wood. You can make it using offcuts or by cutting up old furniture to really reap in the profits. Simple, low-cost and easily adaptable – we think you may have just found your next best-seller!

How to make the tealight table centre

Tidy up your piece of wood by sawing the ends straight and sanding down any rough areas. Keep in mind whether you want a rustic-look or a neat finish to decide how much you should neaten it.

Arrange tealights along the length of one side of the piece of wood. Add more tealights down the opposite side, positioned opposite the gaps created by the first tealights, so you get a jaunty effect. You can easily do this by eye, but if you like to be precise then measure the distance between each tealight. Draw around each tealight to make light pencil circles.

3 Double-check that the 38mm hole cutter fits your tealights (it fits standard size tealights), then line up the edges with the pencil circles on the wood and cut down into the wood for 2cm (½in). Use the 35mm Forsner drill bit to make a hole in the centre of the circle you have just marked – make the hole just 2cm (½in) deep. You may find this requires a little elbow grease.

Use a chisel and hammer to knock out any extra bits of wood that are blocking the hole you've just created. Check your tealights fit the hole and adjust the size of the hole if they're too tight. Give the piece of wood a good rub with fine grain sandpaper to remove any debris and pencil marks. Wash away the dust with a damp cloth.

Rub two coats of clear beeswax onto the plank to protect the wood and highlight the natural grains. Then pop the tealights into the holes, to finish.

> TOP TIP Play around with darker beeswax or wood stains to create different finishes for your range

Diary of a craft selling mum

Every month, craft seller and mum of two, Erica Martyn, who makes toys for her business Odds & Soxlets, invites us into her world...

All about me

I am 35 years old, and mum to four-year-old Harry and baby girl, Lottie Rose. I have a husband called Martin and a naughty but very sweet 12-year-old Yorkshire Terrier called Mr Biggles. We live in Dorset and I began my business in May 2011. I'm still learning heaps, while at the same time juggling home life, finances, and the needs and demands of my growing family and my customers...

Fica

THIS MONTH

- * Monster orders: 16
- * New products: 2
- * Days of being ill: 18
- * Days trying to ignore being ill: 20
- * Sleepless nights: 8
- * Cups of coffee: 26
- * Networking days: 3
- * Mascots: 2

DAY 1

When people find out I'm self-employed they always say the same thing: 'It must be so nice taking time off whenever you want.' I see where they're coming from but mostly, this couldn't be further from the truth. Working for yourself and being ill really don't go together, as I'm now experiencing with this bug I've picked up. However, one bonus is not having to explain your absence to a boss because your child is unwell. Right now Harry's cough doesn't sound good, and it looks like Lottie is about to get sick. At least working from home means I'm here to look after them.

DAY 5

Every family has their secrets and ours is zombies! We love them. After the recent success of my monster collection, I'm going to introduce a few themed monsters. Right now, I'm working on a monster that has been bitten by a zombie – albeit a cute and quirky version that's suitable for little ones. My Iddy cushion monsters have been the least popular but this design works perfectly for a zombie monster as it doesn't have arms and legs. With a few changes to the facial features and some stitch lines to make a horn, I can see this starting to take shape.

DAY 9

Harry's coughing was bad last night so I'm feeling really tired as well as ill today. However, coffee comes to my rescue and I'm



just about able to work on some ideas. I hate being totally unproductive so this is a good compromise. I worked on a project that I started last year of painted dolls' faces (I couldn't come up with anything I liked then). Today I tried a combination of hand drawing and computer art. Keeping to a predominantly black outline with coloured and white accents, I painted the first eye on some scrap fabric

CRAFT SELLER'S DIARY

Erica brings her zombie-themed monsters to life

Different fabric styles gives Erica's collection variety

with Dylon fabric paints to see if I could achieve a suitable effect. Although I need practice, I'm happy with my first attempt.

DAY 12

So far, Martin is now the only one bug-free, while the rest of us are still feeling rotten. Sleep deprivation is kicking in after a 2am Lottie wake-up call. So, it's coffee to the rescue once again. I finally got Lottie to take a nap so I could get going and crack on with some work. It seems very apt that I am working on zombies at the moment, because that is exactly how I feel.

DAY 16

It is always a lovely surprise to see the variety and styles of fabrics I get sent from clients for my memory makes. A customer has just ordered a pair of memory monsters for two brothers, one wearing a fluffy snowsuit and the other a fleecy dressing gown. I've designed both of them with adorable bear-like hoods and I've worked them in such a way that they look like special monster hats. I'm thrilled to bits with the results – I just hope that they like them.

DAY 20

It looks like my doll face might be meeting the world sooner than I expected. One of my customers has requested a ballerina doll so this might be a good opportunity to use the new face. I adore making dolls mainly because of all the little clothes. I've fashioned a pretty pink tulle tutu, ballet slippers, a ballet cardigan and a pink bow for this one.

DAY 25

Just when I thought Facebook was a really good platform for my business, I'm now coming to realise that it has its fair share of problems. It turns out that even my regular customers who interact with my page aren't seeing my posts. Although my sales are still very good, it's highly frustrating that Facebook seem to be continually moving the goal posts for business pages. Logic tells me if someone has clicked 'Like' for my business page, then it should appear in their news feed. However, it seems this is not the case. I'm now starting to try and add in networking days to help keep my business fresh in people's news feeds.

DAY 28

Almost 18 months ago, I was commissioned to make the Movin Monkeez mascot into a plush toy. After taking on the project, creating a pattern, making samples, toy safety testing them and then completing two finished models, I never heard anything back. I'd assumed that they were either not happy with the final product or that they only wanted the two that I'd made. So, you could imagine my shock when I received an email from the company requesting two more monkey mascots. It was such a nice surprise and it just goes to show that you should never, ever give up on things. So



These monkey makes got a better response than first thought









Pretty pockets are simple to make and widely loved by vintage vixens. Make ours in a range of fabrics and finishes. **By Heather Nugent**

INFORMATION

Materials

- * 1 clasp measuring 13 x 7.5cm (5 x 3in)
- * White lace doily approx 13cm (5in)
- * 50 x 50cm (19³/₄ x 19³/₄in) hessian
- * 50 x 50cm (19³/₄ x 19³/₄in) pink fabric
- * 1.25m (49¹/₄in) narrow gold cord
- * 2 x 15cm (5³/4in) of matching ribbon
- * Cream machine thread
- * Bright contrasting thread

Size: 19 x 17cm (7¹/₂ x 6³/₄in) **Skill level:** Easy

ur sweet doily bag combines rustic hessian with crochet doilies for an on-trend, granny-chic look that's guaranteed to go down well with the vintage crowd. It's quick to make and low on cost, giving it tons of profit-making potential. A combination of hand-stitching and machine-stitching gives our pocket bag a cool, handmade feel without compromising the professional finish, and its simple design, that's really easy to put together, means that inexperienced stitchers can have a go at making it with great results.

Using our shape and combination as a guide, you could expand your range to include cotton, velvet, cord or denim versions lined with a pop of bold colour or a suitable ditzy fabric. When it comes to making this bag your own the possibilities are endless!

How to make the doily bag

Trace the doily bag template on page 100 onto card, then draw around the card template onto your hessian fabric twice. Cut out so you have two matching hessian pieces. Pin a crochet doily into the centre of each piece of hessian, making sure it fits inside the template lines. Hand-stitch the doilies in place. Now cut out the hessian following the template line; you will need to do this carefully as hessian frays easily. Mark a 1.5cm (½in) seam line on the hessian starting 5cm (2in) from the top of the template and finishing symmetrically. Pin together and stitch along the markings.

2 Cut out two pieces of pink lining fabric using the template. Mark out a 1.5cm (½in) seam line on the lining fabric starting 5cm (2in) from the top of the template and finishing symmetrically. Pin together and stitch along the marking to create a pocket. Iron flat and snip out triangles from the curved edges so they'll lie flat. Turn the pocket inside out.

Place the lining inside the hessian and pin the two together along the raw edge to create one pocket. Stitch the two pieces together with a 1.5cm (½in) border, leaving a 5cm (2in) gap along one of the straight edges for turning; take extra care here to ensure that the inner and outer pieces line up and lie flat. Turn inside out by pulling the whole pocket through the hole. Then push the lining piece into the pocket and sew up the gap.

To add the clasp, hold the clasp so the fabric lip of the pocket is inserted into its



inside groove. Loosely stitch in place using brightly coloured contrasting thread; do not stitch through the holes on the clasp. Next, use two strands of cream thread and machine stitch through the holes of the clasp. Make sure you double back on your stitching to fill any gaps and to keep the clasp securely attached to the pocket. Now remove the brightly coloured contrasting thread.

To make the strap, thread gold cord through one of the loops on the clasp, wrap the ends back around the cord by folding back on itself by 2cm (¾in) and stitch securely in place. Wrap a length of gold ribbon around the folded area of the cord to hide the join, and stitch in place to secure. For a neat finish, fold the cut ends of the ribbon down to stop any fraying. Repeat, attaching the other end of the cord to the opposite loop in the clasp, to finish. (S)



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SELL IT

Jop IO PACKAGING IDEAS

Find out how to add value to your crafts and save money too with our run-down of the best new packaging trends. **By Holly Johnson**

hey say good things come in small packages but when you're boxing up your business, there's a whole lot more than size to consider. Product packaging is part and parcel of how customers see your brand but it also plays a big role in how much profit you'll actually pocket. So, pack a punch with your packaging and think outside the box with our top ten tips.

1Go back to basics and go natural

Recycled Kraft products are a huge trend right now and they add a lovely handmade feel to your items. Kraft card boxes are relatively inexpensive, eco-friendly and are perfect for packing candles, mugs and small toys. "Hand-stamping, stencilling, screen printing and block printing are all great ways of embellishing your box without hurting your pocket," says Viola Sutanto, author of Packaging Your Crafts. "Ceramics and glassware also benefit from padding like shredded brown paper." You could even tie up your brown paper packages with recycled or organic yarn for a pretty yet simple rustic look. The draw of this trend is its less is more appeal.





2 Upcycle and save the pennies

Newspaper, old maps, wallpaper and even scraps of fabric can all be used as quirky wrapping for items like soap and mixed media. At Little Bits of Printy Things (madebyhandonline.com), textile artist Alix Swan has made her upcycled packaging a recognisable part of her brand. "My packaging reflects my work through a combination of found and made packets that fit each item individually. I see packaging as an important part of the communication between me (the designer-maker) and my customer," she says.



80 Craftseller

Packaging is important to Alix Swan's brand

Keep it plain and simble

Alix Swan ittle

Alix Swan little

> We love looking at Pinterest for inspiration, but all those beautiful bits 'n' bobs add time and money to shipping your items. Bulk buying personalised labels is sometimes the most cost-effective way to go. Look at digital printing.co.uk for good quality labels.

Q Show off sugary O sweet treats

If you're selling baked goods, the trusty cellophane bag is a great way to keep your treats protected while still enabling the shopper to see what you're selling. Clear, plain cellophane bags are low-cost (you can buy 100 for under £6 at transpack.co.uk) and can be prettified with ribbon or twine.

> Cellophane bags work perfectly for cookies

Do it right and do it yourself

If you want to keep costs down, package earrings on a piece of card. Make your own bespoke design by punching out a tag from plain card, poking two holes with an awl and attaching your earrings. You could even stamp the card with a heart or punch a hole in the top for a piece of pretty ribbon.

Bag it up right!

The brown paper bag is back - which is great for crafters as they're not only low cost, but eco-friendly, too. Use them for cards, stationery, small gifts and cookies on your craft stand and seal with a pretty sticker. We like the selection at Luck & Luck.

Handmade



for trinket gifts

Protect breakables **D**in a bubble

Bubble wrap isn't sexy, but it is practical especially if you're posting delicate items. "We use neutral, logo-stamped boxes with bubble wrap inside the box and also around the outside to ensure the item arrives safely. This is then wrapped in brown paper in keeping with the handmade theme," says Mathew Dimbleby, who runs Dimbleby Ceramics (dimblebyceramics.co.uk).

Go beyond with bespoke

If you're selling high-ticket items like handmade toys, luxury candles, jewellery and homewares, you may want to invest in bespoke, printed boxes to add to the quality feel of your makes. Fiona McInroy at Damson Jewellery (damsonjewellery.co.uk) does just this: "Good packaging gives items added luxury."

Add luxury with bespoke boxes

Add matchbox magic to makes

The humble matchbox is making a comeback and it's the perfect way to package small accessories like cufflinks, tiny toys and teddies. You could even use the matchbox as an integral part of your product – an idea that has proved highly successful for two mums from Essex who set up gift company, Marvling Bros (inamatchbox.com). If speciallybranded boxes are too pricey, decorate plain boxes with découpage or washi tape, or stamp them with your logo.

Add classic ntage charm

A lovely alternative to cellophane is glassine. These milky-white waxed bags are perfect for giving sweets a nostalgic, old-fashioned feel and they're popular for wedding favours and confetti, too. Find them from around £3.50 for 100 on eBay. 🚳





Bring the joy of amigurumi fantasy to your shop with this gorgeous gathering of super-cute flower fairies and friends. **By Liz Ward**

The fa



82 Craftseller



INFORMATION

Materials

- ^{*} 50g DMC Natura 4ply in Gardenia (N36), Rose Layette (NO6), Topaze (N19), Safran (N47), Tournesol (N16), Ivory (N02), Tropic Brown (N22), Cannelle (N37), Golden Lemon (N43), Light Green (N12), Passion (N23) and Noir (N11)
- * 3mm crochet hook
- * 9mm black toy safety eyes
- * Wool needle
- * Toy stuffing
- * Red embroidery thread

Size: 15 x 8cm (6 x 3¼in) Skill level: Moderate

ABBREVIATIONS

	277922042332333333333377297233424
BLO	work the back loop of the
	stitch only
ch	chain '
dc	double crochet
dc2tog	double crochet the next two
	stitches together
dtr	double treble crochet
htr	half treble crochet
sl st	slip stitch
st/sts	stitch/stitches
tr	treble crochet

SAFETY FIRST These items are not designed as toys, or meant for young children. Always ensure that your work is well-stitched and that any loose parts are securely attached. Remember, if you intend to sell our amigurumi flower fairies, even if they're not sold as toys, there are strict regulations that you must adhere to. Visit craft-seller.com for more advice.

How to make the fairies

There's no denying that deep in the heart of every amigurumi obsessive is a child just waiting to be released. This month we're over the moon to be delivering one of the cutest amigurumi projects ever just for them! Filled with detail and perfect to sell as individual pieces or as a full set, this enchanting flower fairy gang would make the perfect gift for a little girl with dreams of living among the garden folk. Don't forget to consider adding your own individual touches to make this great project one you can call your own, perhaps a creepy purple spider or a tulle skirt instead of a crocheted one. The possibilities really are endless...

HEAD AND BODY

Starting in Ivory make a magic ring and work 6dc into the ring. 6sts.

Round 1: 2dc into each st to the end. 12sts. **Round 2:** (dc in the first st, 2dc in the next st) repeat to end. 18sts.

Round 3: (dc in the first 2sts, 2dc in the next st) repeat to end. 24sts.

Round 4: (dc in the first 3sts, 2dc in the next st) repeat to end. 30sts.

Round 5: (dc in the first 4sts, 2dc in the next st) repeat to end. 36sts.

Round 6: (dc in the first 11sts, 2dc in the next st) repeat to end. 39sts.

Rounds 7-10: dc in each st to the end. 39sts. Mark round 8 with a stitch marker.

Round 11: (dc2tog, dc in next 11sts) repeat to end. 36sts.

Round 12: (dc2tog, dc in next 4sts) repeat to end. 30sts.

Round 13: (dc2tog, dc in next 3sts) repeat to end. 24sts.

Round 14: (dc2tog, dc in next 2sts) repeat to end. 18sts.

Insert the toy eyes on the marked round 7sts apart.

Round 15: (dc2tog, dc in next st) repeat to end. 12sts. Stuff firmly.

Round 16: dc in each st to the end. Change to the dress colour at the end of this round: Topaze for Tulip, Tournesol for Primrose and Light Green for Snowdrop.

Round 17: (dc in the first 3sts, 2dc in the next st) repeat to end. 15sts.

Round 18: dc into each st to the end. 15sts. **Round 19:** (dc in the first 4sts, 2dc in the next st) repeat to end. 18sts.

Round 20: dc into each st to the end. 18sts. **Round 21:** (dc in the first 5sts, 2dc in the next st) repeat to end. 21sts.

Round 22: dc into each st to the end. 21sts. **Round 23:** (dc in the first 6sts, 2dc in the next st) repeat to end. 24sts. Change to Ivory yarn after this row for Snowdrop.

Round 24: (dc in the first 7sts, 2dc in the next st) repeat to end. 27sts.

Round 25: (dc in the first 8sts, 2dc in the next st) repeat to end. 30sts.

Round 26: dc in each st to end. 30sts. **Round 27:** BLO dc into each st to the end. 30sts. Repeat this round once more for Primrose.

Round 28: (dc2tog, dc in next 3sts) repeat to end. 24sts.

Round 29: (dc2tog, dc in next 2sts) repeat to end. 18sts.

Round 30: (dc2tog, dc in next st) repeat to end. 12sts. Stuff your doll now. **Round 31:** (dc2tog) repeat to end. 6sts.



Cut the yarn leaving a long tail and pull through loop to secure.

Using a wool needle, weave the yarn through the last 6sts and pull tight to close. Weave in yarn ends and cut off remaining yarn.

ARMS AND LEGS

Make four for each doll in Gardenia. Make a magic ring and work 6dc into the ring. 6sts.

Round 1: (dc in the first st, 2dc in the next st) repeat to end. 9sts.

Round 2: dc into each st to the end. 9sts. **Round 3:** (dc2tog, dc in next st) repeat to end. 6sts.

Rounds 4-11: dc into each st to the end. 6sts.

Cut the yarn leaving a long tail and pull through loop to secure.

Stuff and sew in place on the body.

WINGS

Make one for each fairy in Ivory. Ch21.

Round 1: dc in the second ch from hook, dc in the next 18sts along ch, 3dc in the last ch st, turn and work along the back of the foundation ch, dc in the next 18sts, 2dc in the last st. 42sts.

Round 2: (dc in the first 6sts, 2dc in next st). 48sts.

Round 3: (dc in the first 7sts, 2dc in next st). 54sts.

Round 4: (dc in the first 8sts, 2dc in next st). 60sts.

Round 5: (dc in the first 9sts, 2dc in next st). 66sts.

Round 6: ch2, 2tr in the next 2sts, sl st in next st, 2tr in next 3sts, htr in next 6sts, dc in next 16sts, 2tr in next 3sts, sl st in next st, 2tr in next 3sts, htr in next 6sts, dc in next 17sts, htr in next 6sts, 2tr in last st, sl st to join round.

Fasten off. Wrap yarn around the centre of the wings to gather together and make wing shape. Sew onto back of the fairy. Cut off and weave in any loose ends.

How to make the skirts Tulip's skirt

Rejoin with matching yarn to the loops created on the body on round 27.



Round 1: (dc in the first 4sts, 2dc in the next st) repeat to end. 36sts.

Round 5: (dc in the first 5sts, 2dc in the next st) repeat to end. 42sts.

Rounds 6-7: dc in each st to the end. 42sts. **Round 8:** (dc, htr in the next 2sts, tr in the next 2sts, dtr in the next 2sts, 2dtr in the next st, dtr in the next 2sts, tr in the next 2sts, htr in the next 2sts) repeat to end. Fasten off and weave in any loose ends.

Edging

Make one using Rose Layette yarn. Ch 20.

SI st in the second ch from hook, sI st in next 7ch sts, ch 8.

Fasten off and sew onto the dress using the photo as a guide for placement.

PRIMROSE'S SKIRT

Re-join with Safran yarn to the second set of loops created on round 27 and work as for Tulip's skirt to round 7.

Round 8: (skip the next 2sts, 5tr in the next st, skip the next 2sts, dc in the next st) repeat to end.

Fasten off and weave in any loose ends.

Repeat this skirt pattern on the first set of loops with Tournesol yarn to create the overskirt.

Belt

Make one in Safran yarn. Ch 30. Fasten off and sew in place around the waist of the fairy.

<u>Snowdrop's skirt</u> <u>Petals</u>

Make eight using Ivory yarn. Ch 8, htr in the third ch from the hook, htr in the next 3sts, 3htr in the last st, turn and work along the back of the foundation ch, htr in the last 4sts.

Fasten off and weave in any loose ends. Sew the petals to the loops created on round 27 of the body to create the skirt.

BONNETS

Before sewing bonnets onto the head, work some straight stitches for the hair using the picture for guidance; Canelle for Tulip; Golden Lemon for Primrose and Noir for Snowdrop.

CROCHET IT

TULIP'S BONNET

Make one in Topaze. Make a magic ring and work 6dc into the ring. 6sts.

Round 1: 2dc into each st to the end. 12sts. **Round 2:** (dc in the first st, 2dc in the next st) repeat to end. 18sts.

Round 3: (dc in the first 2sts, 2dc in the next st) repeat to end. 24sts.

Round 4: (dc in the first 3sts, 2dc in the next st) repeat to end. 30sts.

Round 5: (dc in the first 4sts, 2dc in the next st) repeat to end. 36sts.

Round 6: (dc in the first 5sts, 2dc in the next st) repeat to end. 42sts.

Rounds 7-10: dc in each st to the end. 42sts. **Round 11:** (dc, htr in the next 2sts, tr in the next 2sts, dtr in the next 2sts, 2dtr in the next st, dtr in the next 2sts, tr in the next 2sts, htr in the next 2sts) repeat to end. Fasten off and sew onto the head.

STALK

Make one in Light Green. Ch 6, dc in the second ch from hook dc along ch. 5sts.

BASE

Make one in Light Green. Make a magic ring and work 6dc into the

ring. 6sts. **Round 1:** 2dc into each st to the end. 12sts. Sew together and sew onto bonnet. Weave in and cut off any loose ends.

PRIMROSE'S BONNET

Working in Tournesol, make as for Tulip's bonnet up to round 10.

Round 11: (dc, skip the next 2sts, 5tr in the next st, skip the next 2sts, dc in the next st) repeat to end.

Fasten off and sew in place on the head. Make a stalk as before and sew in place.

SNOWDROP'S BONNET

Working in Ivory, make as for Tulip's bonnet up to round 5.

Make eight more petals using the same pattern as the skirt and sew around the brim of the bonnet.

Sew in place on the head.

Make stalk as before and sew in place.

To finish off the fairies, use red embroidery

thread to sew a mouth onto the faces, using the photograph as a guide.

<u>Snail</u>

Start in Topaze yarn and stuff as you go along. Make a magic ring and work 6dc into the ring. 6sts.

Round 1: 2dc into each st to the end. 12sts. **Round 2:** (dc in the first st, 2dc in the next st) repeat to end. 18sts.

Round 3: (dc in the first 2sts, 2dc in the next st) repeat to end. 24sts.

Round 4: (dc in the first 3sts, 2dc in the next st) repeat to end. 30sts.

Rounds 5-6: dc in each st to end. 30sts. Mark round 6 with a stitch marker.

Round 7: (dc2tog, dc in the next 3sts) repeat to end. 24sts.

Round 8: (dc2tog, dc in the next 2sts) repeat to end. 18sts. Insert the toy eyes now on the marked round 7sts apart.

Round 9: (dc2tog, dc in the next st) repeat to end. 12sts.

Rounds 10-19: dc in each st to end. 12sts. Change to Tournesol yarn at the end of round 19 and then work an alternating stripe pattern of two rounds Tournesol, two rounds Light Green.

Rounds 20-49: dc in each st to end. 12sts. Fasten off and sew closed the hole in the base.

Curl up the long tail sewing together to secure the snail shape.

Weave in and cut off any loose ends.

ANTENNA

Make two in Topaze yarn. Ch 6.

Dc in the second ch from hook dc along ch. 5sts.

Fasten off and sew in place on the head of the snail.

LADYBIRD PODV

BODY

Make one in Passion. Make a magic ring and work 6dc into the ring. 6sts.

Round 1: 2dc into each st to the end. 12sts. **Round 2:** (dc in the first st, 2dc in the next st) repeat to end. 18sts.

Round 3: (dc in the first 2sts, 2dc in the next st) repeat to end. 24sts.

Round 4: (dc in the first 3sts, 2dc in the next

st) repeat to end. 30sts.

Rounds 5-6: dc in each st to end. 30sts. Round 7: BLO dc in each st to end. 30sts. Round 8: (dc2tog, dc in the next 3sts) repeat to end. 24sts.

Round 9: (dc2tog, dc in the next 2sts) repeat to end. 18sts.

Round 10: (dc2tog, dc in the next st) repeat to end. 12sts. Stuff now.

Round 11: (dc2tog) repeat to end. 6sts. Fasten off as before and weave in any loose ends.

HEAD

Make one in Noir.

Make a magic ring and work 6dc into the ring. 6sts.

Round 1: 2dc into each st to the end. 12sts. **Round 2:** (dc in the first st, 2dc in the next st) repeat to end. 18sts.

Round 3: (dc in the first 2sts, 2dc in the next st) repeat to end. 24sts.

Round 4: dc2tog six times, dc in each st to end.

Fasten off, stuff and sew in place on the head. Make two antenna as per the snail pattern in Noir yarn and sew in place.

Sew a line of Noir yarn down the back of the ladybird.

Cut small circles of black felt and stick over the ladybird body, to finish. $\textcircled{\sc s}$



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Our experts

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CAMILLA WESTERGAARD

is the content lead at Folksy and creator of the colourful circus world of Butterscotch & Beesting where she sells her makes.

ERICA MARTYN

has developed a knowledge of CE marking through selfassessing her own handmade toys since early 2011 and now helps other artisans to achieve the same.



EMMA JONES

MBE is a small business expert, author and co-founder of StartUp Britain. She launched her business aged 27 and was later awarded an MBE for Services to Enterprise.

EMILY **COLTMAN** is a

chartered accountant and author who helps small businesses with their finances and is chief accountant to FreeAgent who make accounting software.





Posting items can be heavy lifting so weigh up your options



Fine dining

I've been taking a few retail owners out to lunch recently to discuss terms and conditions about selling my goods in their shops. Am I allowed to claim this back or should I count this as a business expense? **REEHA GOLDBECHER, ABERDEEN**

EMILY SAYS: You would need to put these in your accounts labelled as 'Business Entertaining,' so that they show as money spent by the business. However, you can't use them to reduce the amount of tax your business pays. In accounting-speak, these costs are 'not allowable for tax relief' or, in other terms, 'not tax-deductible'. That means, when you work out how much profit you're going to pay tax on, you have to start with the profit as per your accounts, and add back the cost of any business entertaining to get an accurate figure.

Heavy going!

Q Is it worth my while opening a Folksy shop? I sell large upholstered chairs, which obviously cannot be posted. **ELLIE PARKER, HERTFORD**

CAMILLA SAYS: If you are strongly against posting, then probably not. Although you could consider using a courier service that will take the hassle out of posting your goods. Be sure to check out reviews for any courier companies you plan on using. Not only will an unreliable courier cause you unnecessary worry, it will taint your business reputation and be a source of irritation for your clients. You could also get a quote for a courier and set your postage costs based on that. If a buyer then wanted to pick up the item instead, you could refund the postage. Folksy is a great window for your products, but keep postage options open.







JESSICA ROBERTS of etsy.com/uk/shop/ StoneLodgeCrafts shares her top ten tips.

Get feedback on your business idea before you launch it.

2 know your bestseller! If it sells then it's a winner so just stick with it.

OVC

Activity

Rahv

Brake criticism from your customers.

Support other crafters. Buy handmade and share others' work.

Be original and put quirky twists on your products.

Keep a diary so you know what you're doing and when you're doing it.

A tidy space is a happy space, and much less stressful.

Team up and work with other crafters.

Don't pay any attention to 'likes'. If your business is thriving, all is good.

Make tea, read that book and then come back to it! Read up on CE labels before cuddling up to toy-selling

Playing safe

Q I've made sock toys and felt accessories. I started advertising them on Facebook but was told I can't sell anything because they are not CE registered. Is this true? **RENATA ROBERTS, BRADFORD**

ERICA SAYS: Since July 2011 the law says all handmade toys have to be CE marked to be legally sold within the UK/EU. This would include soft toys made from socks or felt and they would need to be tested in accordance with the EN71 toy safety directive and have the CE mark applied before they can be sold. Unfortunately, your current makes could not be sold as they will have not been safety tested. They could be given away as gifts as long as no money changes hands. For more information, go to my blog, oddsandsoxlets.co.uk/handmade-toys-cemarking for a more in-depth description at what to look out for when it comes to CE marking.



This month our top Facebook question is...

Someone has been unnecessarily rude on an online forum. Who do I complain to? Libby Bishop

CAMILLA SAYS: When you see any inappropriate content online, don't reply. Acknowledging bad behaviour only encourages it, consumes your energy, and wastes everyone's time. Just flag it. If enough flags accrue, action will be taken. The matter will either be resolved automatically or by a moderator intervention.

Money talks

I have just been turned down by the bank for a business loan. Is there anywhere else I can go or should I just give up on it? CHARLOTTE HARRIS, BRISTOL

Don't bank all your

bets on traditional business loans

> EMMA SAYS: Don't give up! There are alternative forms of finance for small businesses. Take a look at crowdfunding, which is where a group of people give money to start or help you grow a business. There are three forms: reward, loan or equity-based. Each scheme suits different businesses, depending on how much money you want to raise and its purpose. Take a look at sites like Crowdfunder, Kickstarter and Indiegogo to get a feel of how it works. Also, be sure to check out alternativebusinessfunding. co.uk. Designed to provide free and easy access for alternative business backing, the site lists all sources of business finance options. It's geared to those with an interest in alternative traditional bank loans, so it's worth a look.

ESSENTIAL CRAFT TOOL



NAME: Hannah Madden SHOP: Hanmade by Hannah Madden WEBSITE: etsy.com/shop/ HannahMadden TYPE: hand printed stationery and homewares TOOL: Small ink rollers Available: greatart.co.uk COST: £5.20

"When designing and carving a printing block, I never really know how the design is going to turn out. For me, when I use my small, inky little rollers to apply the colour, it suddenly highlights the image I've carved and I'm that bit closer to seeing the finished print. As my printing blocks are of a smaller scale, my little, lightweight rollers are perfect for the job. Some rollers I've used in the past have been on the heavy side and have made it hard

to apply the ink evenly or indeed, easily. I've grown very attached to my rollers, perhaps because I still have the same set from years ago when I started lino printing. That just goes to show that they really stand the test of time. I feel very relaxed when working and my trusty rollers haven't let me down yet. They don't get clogged up with ink and I even love the happy, squeaky sound they make!"



Office work

I work from home but recently I've thought it would be nice to work in an occasional office where I could meet people. Do such places exist? KATIE PADGETT, LONDON

EMMA SAYS: Yes, they're called co-working spaces. You pay a monthly amount to work flexibly and meet other small business owners. There are lots in London like Club Workspace, Central Working and Regus, plus others all across Britain. Why not open your own spot in a suitable space in exchange for maintaining the upkeep/promoting the space/ generating an income?



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GUEST SPEAKER



Jessica Huie MBE is a successful entrepreneur and founder of ColorBlind Cards and JH Public Relations. Here she talks about personal branding and becoming an expert in your chosen craft.

Personal branding begins the moment we enter a room or engage in conversation. However, building that brand so that you become an influencer requires six basic steps.

- Establish your area of expertise. Experts come in different guises. There are those whose training and academia equips them to speak from a position of expertise, and those whose experiences and life journey make them compelling and inspiring to learn from.
- Create a content distribution strategy. Distribute your work online through opinion articles, blogs and columns. Your company name is then more likely to be visible when someone searches for a topic relevant to you.
- Speak to your audience. Identify who your audience are so that you can communicate effectively with a sector who share your values and will be receptive to your expertise.
- Capitalise on your brand. Nothing adds kudos and instant gravitas like a book. In the absence of a physical hard copy, eBooks are a great tool for sharing expertise, making it easier to engage the interest of a book publisher.
- Develop your public speaking skills. If you're serious about raising your profile, you need to be able to deliver an enjoyable presentation.
- Invest in PR. Ensure the key industry trade titles within your sector are aware of you by sharing useful content for their publications. The ultimate aim is being the go-to person to provide comment when a

topic within your remit hits the headlines.

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More ways than one

Tablet and phone covers are big business with people changing theirs more than once a year – cash in with our cheery makes! **By Tracey Witts**





INFORMATION

Materials

For the tablet cover

- * 2 sheets of lemon felt measuring 30 x 25cm (11³/₄ x 9³/₄in)
- * 2 sheets of black felt measuring 30 x 25cm (11³/4 x 9³/4in)
- * 1 sheet of yellow felt measuring 30 x 25cm (11³/₄ x 9³/₄in)
- * Sheet of 12 x 12 felt in light pink, bright pink and white
- * 1 sheet of black felt measuring 5 x 5cm (2 x 2in)
- * Embroidery thread in lemon, yellow, white and black
- * 4 black brads
- * 3 yellow mini brads
- For the phone cover:
- * 2 sheets of lemon felt measuring 12 x 18cm (4³/₄ x 7in)
- * 1 sheet of yellow felt measuring 12 x 18cm (4³/₄ x 7in)
- * 1 sheet of white felt measuring 10 x 10 cm (4 x 4in)
- * Light pink and bright pink felt measuring 5 x 5cm (2 x 2in)
- * 1 yellow mini brad
- * Embroidery thread in lemon, yellow, white and black

Sizes: tablet cover - 22 x 25cm (8³/₄ x 9³/₄in) phone cover - 9 x 15cm (3¹/₂ x 6in) **Skill level:** Easy

reate a buzz around your craft stall with our beehive gadget covers. They're easy to make and easy to sell as they're the perfect price point for gifts and make an ideal present for the friend who has everything. Phone and tablet cases are always being updated, so creating seasonal versions is a great way to boost your accessories range and ensure year-round sales. Quick to whip up using a few simple stitches, our summery beehive phone and tablet cases are ideal for the season ahead, so start making them now to be sure you have plenty of stock for summer craft fairs.



How to make the beehive gadget cases

How to make the tablet cover

Use the templates on page 100-101 to cut the felt pieces in the colours indicated. Trim the lemon felt sheets to 22 x 25cm (8³/₄ x 9³/₄in) with rounded corners. Pin the hive to one of lemon sheets and backstitch in place. Add the hive entrance. With four strands of black thread, backstitch small lines across the beehive, making sure each line meets the correct bump.



Arrange the bee's bodies around the beehive as shown, then backstitch in place using yellow thread. Use black brads to create eyes on the bees, as shown. Arrange a pair of wings above each bee body and backstitch in place using white thread.



3 Sew the strips and stinger onto each bee's body, as shown, using a running stitch. Continue the running stitch from the stinger to make a flying trail, showing each bee's flight path. Arrange the flowers in the bottom left corner of the bee hive as shown, then use yellow mini brads to push through the layers in the centre. Pull the sides of the brad back to secure the flowers in place.



To make the phone cover: Make in the same way as you made the iPad cover using the smaller templates and cutting the lemon felt pieces to 9 x 15cm ($3\frac{1}{2}$ x 6in).



In the decorated lemon felt to the other lemon felt sheet, with the two black felt liners between. Using lemon thread and blanket stitch, start sewing 1cm (¼in) down one of the long edges, across the bottom, then up the other side leaving a 1cm (¼in) gap at the top. At the gap, sew together two layers only (one black inner lining and one lemon outer piece), creating a curved edge opening on both sides. Press.



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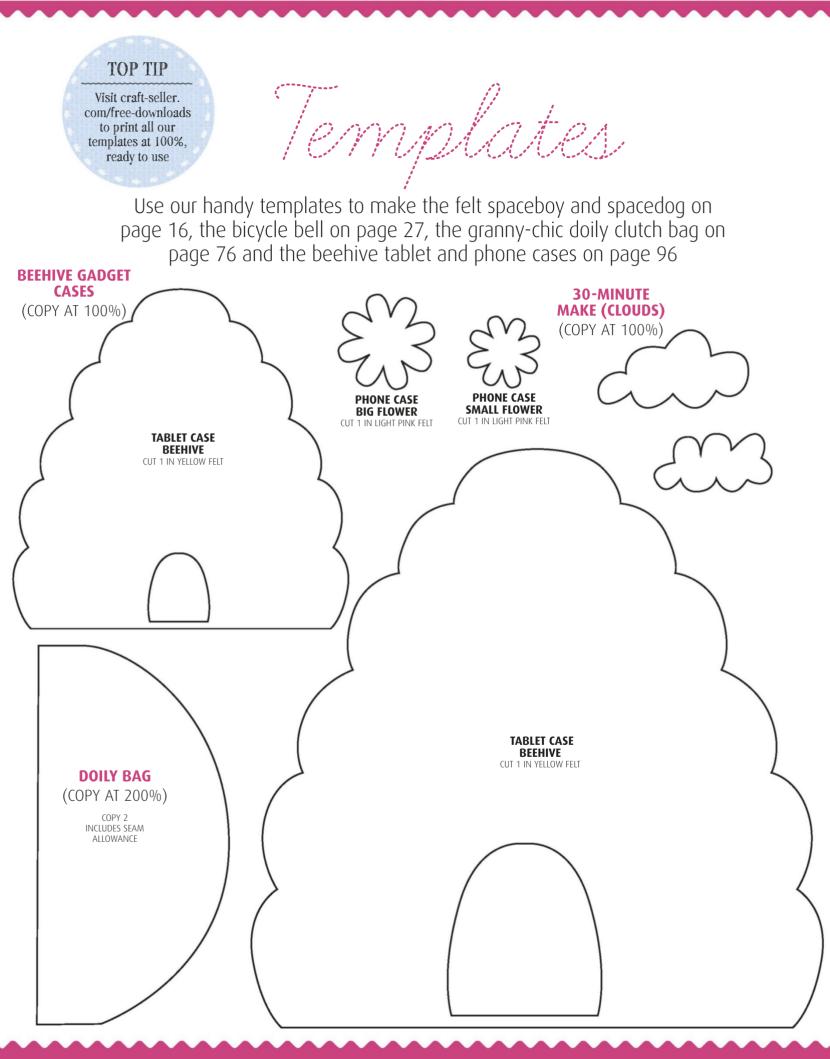
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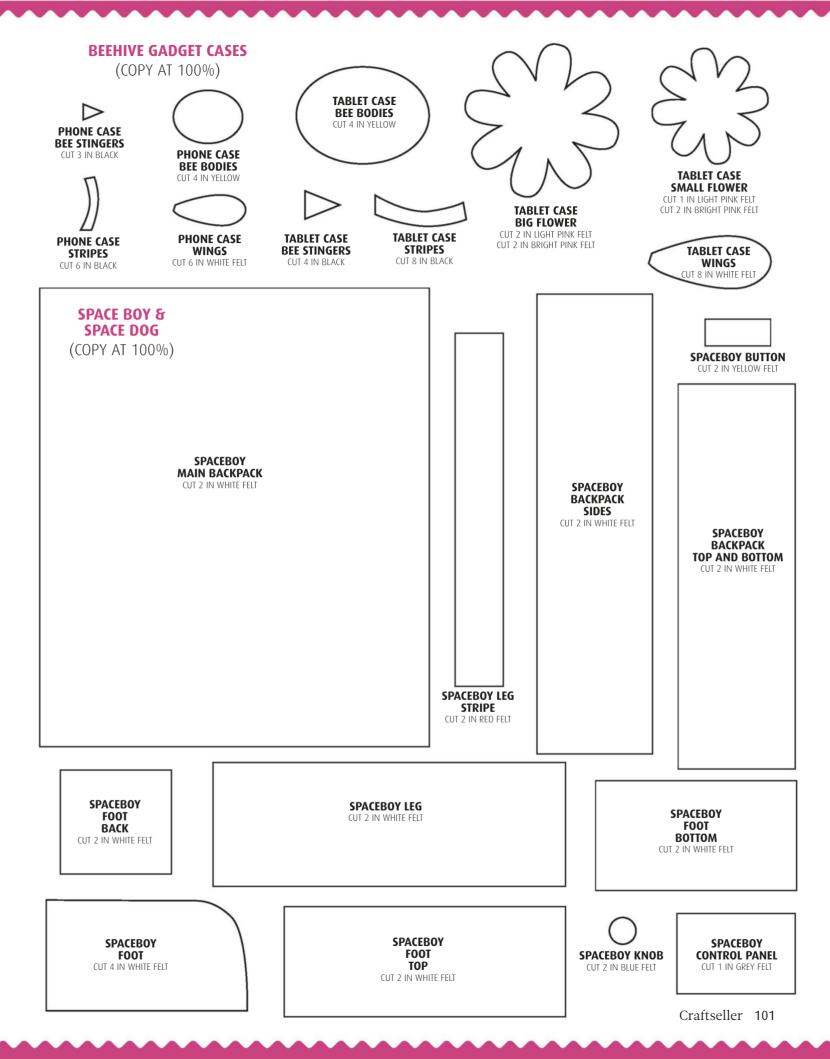
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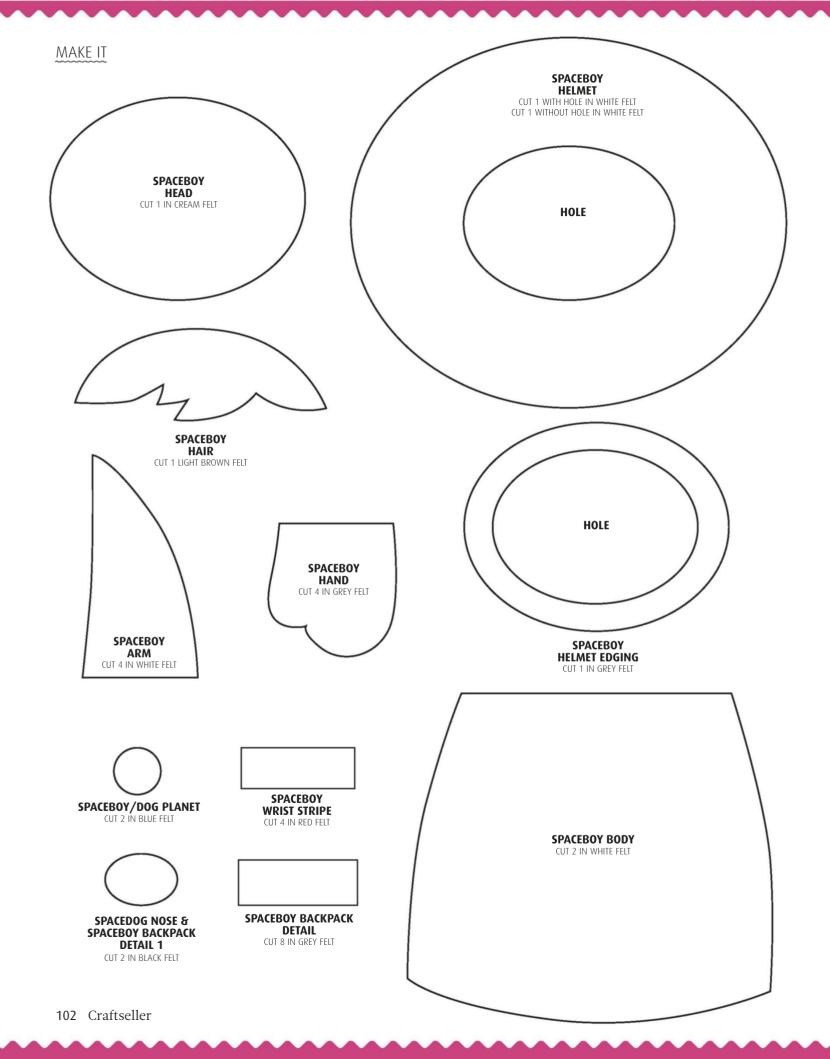
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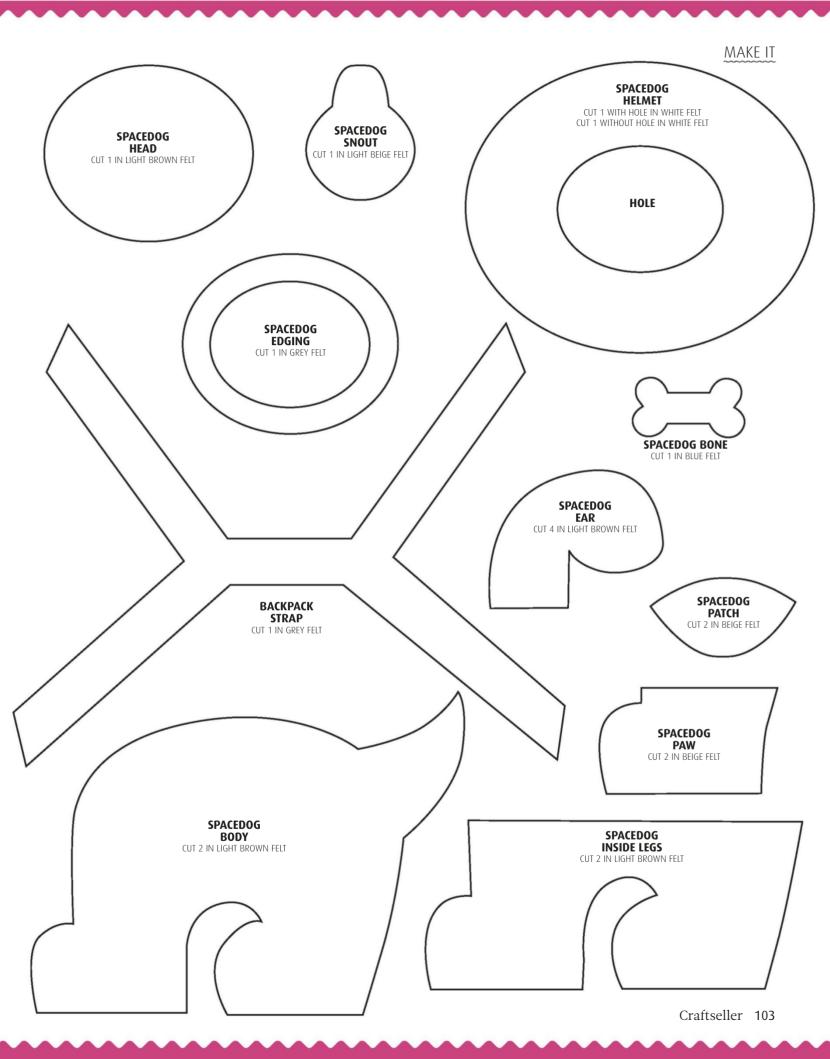
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FAVOURITE MAKES

Onfine loves

Here are just some of our favourite makes from the exciting designers and crafters we've discovered this month

Set on the bookshelf for a novel addition



* We'd look like the cat that got the cream,

* Eco-friendly Purple Wool Cat Bed

by Storow, £36.87 on etsy.com

too if we could nap in this snuggly hideout.

* We love these clever little teapots -

short, stout and fabulously fanciful.

* Porcelain Teapot Hook and Vase

by Sparks Living, £15 on noths.com

* Give your stationery a snap of sunshine bright with these mini leather journals.

* Pink and Lemon Mini Leather Journals, £10, boundbyhand.co.uk

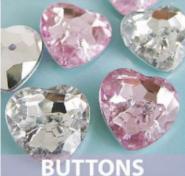
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diamanté - ribbon - sequins - trimmings - buttons - studs - glitter CRAFT - HABERDASHERY - FASHION - JEWELLERY - INTERIORS











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