

**BAKE IT**

Melt-in-the-mouth mini ombre cakes

**MAKE IT**

Personalised heart-shaped map pendant

**SEW IT**

Dress-up butterfly wings



Craftseller

Britain's No.1

MAKE & SELL YOUR HANDMADE CRAFTS

86

handmade

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"I'M A CRAFTY JET-SETTER!"

KNIT DESIGNER DONNA WILSON REVEALS THE SECRET TO HER INTERNATIONAL SUCCESS

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Welcome



74

Give a new skill a whirl with our needle-felted summer fruit

On the COVER



Whatever the weather outside, we've got plenty of sunshine for you in your July issue of *Craftseller*! With bright colours, floral fabrics and seaside designs, summer is a page turn away!

This month, we have travel-inspired makes including atlas paper bunting (p25), a map pendant necklace (p34), portable baby changing kit (p94) and an upcycled luggage set of vanity case, passport holder and suitcase tag (p84). We also have a gorgeous cross stitch cushion

(p30), funky knitted sunglasses case (p92) and very cute butterfly wings for little girls (p64). And as owls are still proving huge sellers at craft markets and online, our quirky cover stars – the family of crochet owls (p16) – are a must for craft sellers! They're just too cute to resist...

Feature-wise, budding craft sellers can get the lowdown on how to launch a crafty business in 10 easy steps, and we have an exclusive interview with award-winning and internationally successful craft seller, Donna Wilson. Plus this month, we're giving away a FREE 28-page mag of kid-friendly crafts to keep your lot busy all summer long!

Happy crafting! See you next month,

Zeena

ZEENA MOOLLA - EDITOR

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Upcycled luggage set is perfect for the vintage-lover

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Mouth-watering mini ombre cakes are seriously delicious!

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OF PRIZES
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Travel in vintage seaside style

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Make a crafty tenner

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Sew a handy baby changing set for busy mums on the move



Reader offer

Special gift

Subscribe today and receive
a free craft tote worth £28!

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Online loves

Check out our favourite makes selling well on the web this month

Turn to page 102 for those all-important templates

Contributors

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



Jessica Sharp

Turn to **p43** to have a go at baking Jess's top three recipes for summer treats

Jess has been baking for as long as she can remember, but has taken her hobby more seriously since she was approached to make a friend's wedding cake a few years ago. Her bakes combine seasonal flavours, pastel colours and decorative touches for a pretty finish.

Jess Byrne

Turn to **p26** to try Jess's sweet and simple felt earphone case, great for travel

Jess started making felt goodies after her daughter was born in 2009. She sells as [bettyoctopus](#) on [etsy.com](#) and through her website [bettyoctopus.com](#). Jess loves using freeform embroidery to bring her colourful creations to life, especially her fabulous felt, fairytale cuckoo clocks.



Emma Read

Turn to **p64** to make Emma's butterfly wings from a hanger, ribbons and glitter

Emma started her business Hapitat when she couldn't find a fascinator to wear to Ascot. Emma's speciality is pretty silk flowers but she is our go-to designer for all the projects that use silks, chiffon and other delicate fabrics. You can shop her makes on [hapitat.co.uk](#) or on [etsy.com](#)



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N J Sewing	Polmont FK2 0JF	01324 711333
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North West

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Hobkirk's Sewing Machines Ltd	Bury BL9 0LQ	0161 7644450
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R&T Machines (Domestic Sales)	Blackburn BB1 2AL	01254 52063
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Templations	Lancaster LA2 7HQ	01524 261858
The Quilted Sheep Ltd	Cumbria LA7 7PN	01539 565800

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Gillies Fabrics	York YO1 8SW	01904 626244
Grimsby Sewing & Knitting	Grimsby DN32 9DR	01472 343921
Howdens Sewing Machines	Huddersfield HD1 6BL	01484 516700
Sewing Machines and Crafts (Crafts Upstairs)	Keighley BD21 1AD	01535 609466
UK Sewing Machines & Fabrics	Durham DL3 7JY	01325 463630
Woodseats Sewing Machines Ltd	Sheffield S8 0RY	0114 255 2822

Midlands

Brewers	Wolverhampton WV2 3AF	01902 458885
Couling Sewing Machines	Lincoln LN5 8AW	01522 521841
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DC Nutt Sewing Machines	Walsall WS3 3SS	01922 497603
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GUR Enterprise (UK) Ltd	Birmingham B19 3QN	0121 3597440
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Brighton Sewing Centre	Brighton BN1 1YD	01273 621653
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CCB Sewing Machines	Rochester ME1 1HS	01634 841597
Cooper Sewing Machines Ltd	Borehamwood WD6 1FJ	0208 2361520
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Fabrications	Hackney E8 4FH	0207 2758043
Fareham Sewing	Fareham PO16 0EH	01329 234641
GTS Sewing Machines	Banbury OX16 9PQ	01295 701384
Lewisham & Deptford S/Mcs	London SE8 3NT	0208 692 1077
Maldstone Sewing Centre	Maldstone ME14 1ED	01622 670254
Regent Sewing and Knitting Ltd	Iford IG11 2AG	0208 4780669
Rona Sewing Machines	Waltham Cross EN8 7BX	01992 640250
Sew Devine	Reading RG6 1JQ	0118 926 8664
The Sewing Centre	Battersea SW11 3BP	0207 2283022
The Sewing Shop	Canterbury CT1 2HX	01227 457723
Theobalds	Luton LU1 5AA	01582 720332
Tyson's Sewing Machines Ltd	Southall UB11 3DA	0208 5741750
Tyson's Sewing Machines Ltd	Hounslow TW3 1NW	0208 5706790
Woking Sewing & K/M Centre	Woking KT15 3NY	01932 352958

South West

Caffle Crafts	Weston Super Mare BS24 6SE	01934 838327
Direct Sewing Machines	Redruth TR15 2DY	01209 216942
Exeter Sewing Machine Company	Exeter EX1 2LD	01392 275660
Franklins Group Limited	Salisbury SP2 7SJ	01722 554466
The Stitch Academy	Taunton TA1 1NZ	07547 006618
Bredons	Taunton TA1 3NB	01823 272450

Making news

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

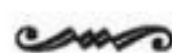


PHOTO: Rex Features

3 things you didn't know about...

Cath Kidston

1 As a household name and multi-millionaire designer, Cath is refreshingly down-to-earth describing response to her signature brand as a 'Marmite reaction'. "People either love it and want a little bit of it very much," says Cath, "or they want to stab us!"

2 In 2008 Cath designed reusable shopping bags for Tesco made from recycled plastic bottles. The initiative saw bags selling out within the hour, helping raise £500,000 for Marie Curie Cancer Care.

3 Cath met her husband and record producer, Hugh Padgham when he hired her to fit his curtains! Cath is also related to nobility being the neice of 6th Baron Hindlip and former *Christie's* Chairman Charles Henry Allsopp - who is also dad to TV presenter and crafting enthusiast, Kirstie Allsopp!

A big fan of Cath Kidston's designs? Sign up for a fab newsletter packed full of Cath's gorgeous makes, upcoming news and events.

Visit cathkidston.com



Knit today!

We've known for some time one of the best ways of unwinding is in front of the telly, crafting - but now health experts are officially recommending it! Behavioural expert and psychologist, Judi James says crafting is a real stress-buster. "The quality of the project doesn't matter," explains Judi. "You can knit the wonkiest of scarves or paint the jauntiest portrait. It's the action of completing a satisfying challenge that isn't related to work that makes this relaxing."

SUPER SITES



notmartha.org

This cheekily named site, is both stylish and unpretentious (right up our street!). Love the blog format and easy-to-follow crafty tutorials.

isew.co.uk

Pretty and informative site packed with free sewing projects, expert tips, plus a useful glossary of terms.

cutoutandkeep.net

LOVE the feel-good vibe of this site! Completely free, members upload their crafty tutorials to share with other crafters.



PHOTO: Paul Grover/Rex Features

Bannatyne's Baking bug

Duncan Bannatyne admits to hitting the mixing bowl following his divorce from his second wife, Joanne McCue. "When I'm on my own I have started baking cakes and biscuits. Maybe I'll bring out Bannatyne's Bakery!" he jokes.

CRAFTY
EVENTS**The South of England Show**

The South of England Centre, Ardingly, 6 June

World Textiles Day Scotland

Bridge of Allan Parish Church, Stirlingshire, 22 June

BASC Wales Country Fair

Bodelwyddan Castle, Rhyl, 22-23 June

Crafts and Gifts at the Garden Festival

Arley Hall & Gardens, Northwich, 22-23 June

Junk to Jewels

EcoActive Centre, Leicester, 29 June

Brighton Craft Fair

The Friends' Meeting House, Ship Street, Brighton, 29 June

Craft and Gift Marquee

Rivendell Garden Centre, Widnes, 29-30 June

Craft Collectors and Gift Fair

Skipton Town Hall, North Yorkshire 1 July

Masterclass in Hand Printed Wallpaper

The Papered Parlour, London SW4, 21 July

Crafts Council Exhibition Bud to Bloom

Forty Hill London EN2, until 7 July



THE GREAT BRITISH SEWING BEE by TESSA EVELEIGH, published by Quadrille (£20) Photo ©COLIN BELL

What a girl!

TALENT SPOT

YANG PEI, is a remarkable 24-year-old girl from China who, despite losing her arms in a tragic accident when she was nine, pursued her dream to cross stitch. Using just her feet, Yang developed her cross stitching skill and sold her work in a Shanghai street market. She has recently appeared in a Chinese talent show - and has already sold her first piece for £100! We predict her crafting talent and drive will win over hearts all around the world!

Sewing Bee 2?

Telly tailor Patrick Grant has hinted that we could be treated to another series of the much-loved sewing contest *Sewing Bee*. "The contestants were amazingly talented," says Patrick, "I loved working on it. And the bosses were very happy with its figures so fingers crossed..."

TOP TREND ✓ TOP TREND ✓ TOP TREND ✓ TOP TREND ✓ TOP TREND ✓ TOP TREND ✓

OMBRE

The trend for ombre dip-dyeing is a winner here at *Craftseller Towers*! A prettier take on the grungy tie-dyeing fad, it brings a new lease of life to everything from home furnishings to fashion! Don't delay - dip-dye today!





Dear Craftseller

Tell us your stories and you could win a special prize!



Melanie's iPod designs are proving popular with shoppers

Not enough time

What do you think of these iPod cases I made after seeing them in *Craftseller*?

I was getting some items ready for my stall at a local fair when my subscription arrived and I couldn't resist trying out a few. They've proved popular and I'll be definitely be making some more to add to my Facebook page, Sewn at Sanshoull. I love your magazine, I just wish I had enough time to make all the projects in it every month. I have ear-marked so many pages with sticky notes and you've filled up my craft to-do list!

MELANIE POLESON, SHETLAND ISLANDS

Ed: Your iPod cases look really good, we love the bright colours and professional finish. Keep reading for plenty more inspiring makes.

CRAFTY BLOGS

onesheepishgirl.blogspot.co.uk



One Sheepish Girl is a brilliant, beautiful blog. It's a mixture of the items that the author - Meredith, knits and the super cool makes and products she finds as she explores the web. I knew this was going to be my one-stop shop for all things cute and cool when I realised I was pinning every pic!

JESSICA TULLY, DURHAM

Insider knowledge

I have just started a subscription to your magazine. What a brilliant read, packed with really interesting insider knowledge. I have learnt loads already. I have recently joined Folksy and the American site Zibbet so I am trying to pick up as many tips as I can. Here is a photo of my latest make, what do you think? Thanks once again for creating such a great magazine.

NORA HESSAYON, LEAH ROSE DESIGNS

Ed: We'll definitely drop by for a peak at your online shops Nora! The piccie of the make you sent us looks great!



Nora's crochet makes are on sale all over the world

★ For the boys!

Here is a picture of the Easter bags I made from your pattern in the March issue of *Craftseller*.

As you can see I added a train motif to one bag to make it appealing to for a boys as well as girls. Issue 21 was the first one I bought and I was so impressed with the number of projects to follow that I immediately took out a subscription. I have just started making a retro purse from the new-style mag and can't wait to see the what will be in future issues.

WENDY ROWE, CARDIFF

Ed: We love your Easter bags Wendy and adding different motifs for boys is a great idea! We'll be sending you £45 of vouchers to spend on lovely craft materials at StitckyTiger.



★ Star letter prize!

This month our Star letter writer wins a whopping £45 worth of vouchers to spend at stickytigersupplies.co.uk on fantastic stash and handy selling materials!



To the rescue

Mum and I sell handmade cards, cushions and decorated jute bags! We turned to *Craftseller* when I needed a new bag for college and we found it in issue 21!

**EMILY AND JOAN,
E & J CARDS & CRAFTS**

Ed: Your satchel looks brilliant, Emily. Great make!

Star
letter



Denim delights

Here's what I made from three pairs of old jeans – two patchwork cushions, a tie, a phone case and guitar strap.

EMMA SIMS, THE HAPPY STITCHER

Ed: Wow! We love the patchwork cushion with the fun heart detail.

NEW LOOK

We've had so much great feedback on the new *Craftseller*, here are some favourites!

Love the new look mag – even better projects!

SU PASCOE

I love the new look. It has a more professional and quality feel about it.

LYNDA BATES

I can't stop feeling the cover – love the paper. The new design is fantastic! Contemporary gorgeousness. I love it.

AMANDA WARD

It looks and feels more highbrow but unlike some on the market, there are actually projects I'd love to do!

SARAH HARDY



We would definitely be first in line to give Diane's cute sock monkey a hug!

New to sewing

Here is a sock monkey I made from a pair of ladies socks and matching baby socks. I am usually a card maker but I really enjoyed hand sewing this monkey and I think I'll be making some more. I love your magazine so much, it is filled with so many great ideas. It inspired me to try this new craft! Thank you and keep up the brilliant work you all do.

DIANE PATERSON, EDINBURGH

Ed: We're really pleased to hear you love the mag, Diane. And your sock monkeys are so cute!



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Dear *Craftseller*, 9th Floor, Tower House, Fairfax Street, Bristol BS1 3BN

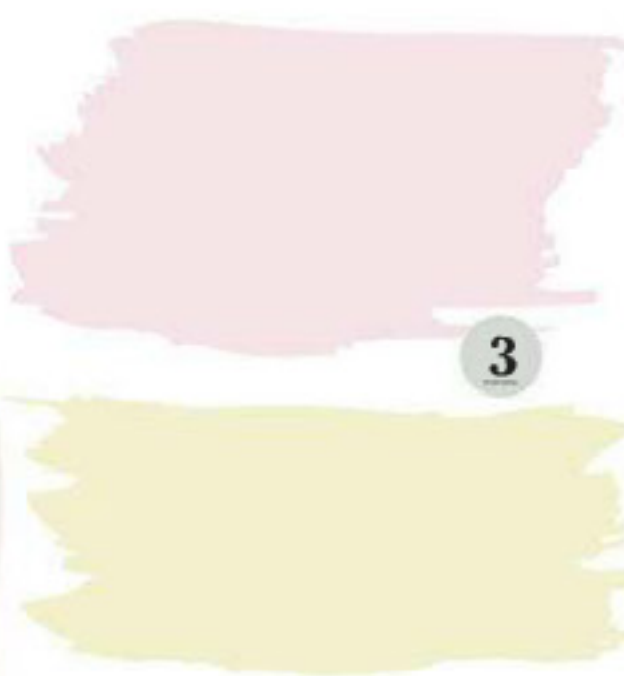


PIN IT

1



2



3

Pastel

These pretty pastels are sure to inspire your crafts for the busy summer wedding season



4



5



6



8

7



9



10



11



12



13



14



16

15

1 Patchwork Hippy Love cushion, £9.95 dotcomgiftshop.com 2 Autograph Dress, £79, marksandspencer.com 3 Annie Sloan Chalk paint, Antoinette and Cream, £16.96 1L, anniesloan.com 4 Fabric Ribbon - With Love, £2.95, liveloughlove.co.uk 5 Make Your Own Lavender Hearts kit, £10, johnlewis.com 6 Square lace baskets, £15, righyandmac.com 7 Floral-lace and silk gown, £3750, temperleylondon.com 8 East of India dark pink ric rac, £2.40, designsonpine.co.uk 9 Flower Basket, £16, monsoon.co.uk 10 Big Decs Just Married bunting, £20, johnlewis.com 11 Pink Romantic Roses fabric fat quarters, £1.45 sewlala.co.uk 12 Mr & Mrs letter magnets, £22, joheckett.com 13 Ibstonian a Tana Lawn, £22, liberty.co.uk 14 Manos Del Uruguay Fair Trade Lace in Rosa, £14.49, artesanoyarns.co.uk 15 Large Beaded Hanging Heart, £4, liveloughlove.co.uk 16 PiP Studio Sweet Memories wall mural, £180 johnlewis.com



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• Sterling Silver **Flip Flop charm**, £4.81, Crespie on etsy.com



Handmade **Fabric Buttons** Nautical Boats, £3.99 for set of four, myfabrichouse.co.uk • Blue Striped **Paper Straws**, £4, peachblossom.co.uk
• Hooooked Zpagetti, **recycled t-shirt yarn** Red, White and Marina, £10 each, visit dmccreative.co.uk to find your local stockist



Ahoy There **Paper Pack**, 12 x 12in, £7.95, visit docrafts.com • Barley **Twist Rope**, Malibu Blue and Red, 75p per metre, seamstar.co.uk
• Lighthouse **rubber stamp**, £8.46, Old Island Stamps on etsy.com



Rainbow owls

What a hoot! A collection of these colourful, quirky characters will brighten up your craft shop and sell out in no time! **By Liz Ward**





INFORMATION

Materials

- Rico Essentials Cotton DK 50g in the following shades: Dark Blue (360), Bright Pink (130), Bright Green (66), Salmon Pink (70), Teal (40) and Lime (86)
- 3.5mm (UK 9, US E/4) crochet hook
- Toy stuffing
- White and yellow felt
- Pink, black, blue, teal, salmon, bright and lime green embroidery thread
- Black toy eyes size 12mm, 9mm and 6mm
- Fabric glue
- Yarn and embroidery needles

Size: 5 x 5cm (2 x 2in)

Skill level: Easy

Crafting doesn't always have to create something practical or useful, sometimes you just have to make something cute and pretty that will make passers-by, shoppers and recipients smile! Our colourful owl family is made from a very simple amigurumi pattern that you could easily follow, even if you're a crochet novice. Taking only a few hours to create and using very little yarn, you'll soon have an army of rainbow owls to pepper your craft shop or stall and spread a little sunshine at any time of year. Use this pattern to make as many as you like, we're sure they'll fly off the shelves!

How to make the owl family

Start by making the eyes. Cut two of each of the eye templates on [p102](#) out of white felt and embroider a blanket stitch around the outside using two strands of the corresponding embroidery thread. For sleepy eyes use two strands of black embroidery thread and a running stitch to form a U shape in the centre of the eyes. Use a sharp tool to cut a small hole in the centre of the other felt eyes and feed the post of your chosen toy eye through the hole. Put the eyes in a safe place while you work on the crochet owls.



TOP TIP

When sewing up remember the biggest stitches – the trebles – go at each edge to form the ears

ABBREVIATIONS

ch:	chain
sl st:	slip stitch
dc:	double crochet
htr:	half treble crochet
tr:	treble crochet
st(s):	stitch
dc2tog:	double crochet 2 sts together

BIG OWLS

Make one large owl using the dark blue yarn and one using the bright pink yarn. Start by making a magic ring and working 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 5-7: dc in each st to the end. 30sts.

Round 8: (dc2tog, dc in next 8sts) repeat to end. 27sts.

Round 9-11: dc in each st to the end. 27sts.

Round 12: (dc2tog, dc in next 7 sts) repeat to end. 24sts.

Round 13-15: dc in each st to the end. 24sts.

Round 16: (dc2tog, dc in next 6 sts) repeat to end. 21sts.

Round 17-19: dc in each st to the end. 21sts.

Round 20: (dc2tog, dc in next 5 sts) repeat to end. 18sts.

Round 21: dc in the first 3sts, htr in the next st, tr in the next st, htr in the next st, dc in the next 6sts, htr in the next st, tr in the next st, htr in the next st, dc in the last 3sts. To finish, cut the yarn leaving a long tail and pull through loop to secure. Press the opening at the top of the owl making sure you have the treble crochets at each end to form the ears. Use the photo as a guide for attaching the eyes in place, you probably need them lower than you think. Stuff the owl. Sew the opening at the top of the head closed. Weave in and cut off any loose ends.

WINGS

Make two wings for each big owl in the same yarn that you used for the body. Ch 3, in the last ch from the hook work 4tr, 1htr and 1 dc. To finish, cut yarn leaving a long tail and pull through loop to secure. Use the photo as a guide and sew onto the sides of the owl body shape, make sure they are level on either side. Weave in and cut off any loose ends

MEDIUM OWLS

Make one medium owl using bright green yarn and one using salmon pink yarn. Start by making a magic ring and working 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 5-7: dc in each st to the end. 30sts.

Round 8: (dc2tog, dc in next 8sts) repeat to end. 27sts.

Round 9-10: dc in each st to the end. 27sts.

Round 11: (dc2tog, dc in next 7sts) repeat to end. 24sts.

Round 12-13: dc in each st to the end. 24sts.

Round 14: (dc2tog, dc in next 6sts) repeat to end. 21sts.

Round 15: dc in each st to the end. 21sts.

Round 16: (dc2tog, dc in next 5sts) repeat to end. 18sts.

Round 17: dc in the first 3sts, htr in the next st, tr in the next st, htr in the next st, dc in the next 6sts, htr in the next st, tr in the next st, htr in the next st, dc in the last 3sts.

To finish, cut the yarn leaving a long tail and pull through loop to secure. Press the opening at the top of the owl flat, making sure you have the treble crochets at each end to form the ears. Use the photo as a guide to attach the eyes in place, you probably need them lower than you think. Stuff the owl. Sew the opening at the top of the head closed. Weave in and cut off any loose ends.

SMALL OWLS

Make one small owl using lime green yarn and one using teal yarn. Start by making a magic ring and working 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 5-7: dc in each st to the end. 30sts.

Round 8: (dc2tog, dc in next 3sts) repeat to end. 24sts.

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

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

Put the eyes in and stuff the owl.

Round 11: (dc2tog) repeat to end. 6sts.

To finish, cut the yarn leaving a long tail and pull through loop to secure. Sew the opening at the bottom of the owl closed. Weave in and cut off any loose ends. To finish the lime green owl, tuck a few strands of yarn through one loop on the top of the head and sew in place to form the tufty hair.



SHOW US ON PINTEREST!

We'd love to see your finished owl families on [Pinterest.com/craftseller](https://www.pinterest.com/craftseller)

SELL MORE

Play around with colour, different eyes and embroidery to create your own little characters

WINGS

Make two for the teal owl using matching yarn. Ch 4. Dc in 2nd ch from hook, htr in next ch, tr in last chain. To finish, cut yarn leaving a long tail and pull through loop to secure. Use the photo as a guide to sew in place on the side of the owl body shape, make sure they are level on either side. Weave in and cut off any loose ends.

FINISHING TOUCHES

Cut small triangles of yellow felt and glue in place to form the beak. Cut two feet out of yellow felt, spread out the toes and glue in place on the small teal owl. You could use matching thread to sew a couple of stitches at each corner of the beak, as well as the feet, to make sure they are both very secure.»

SAFETY FIRST These owls are not designed as toys and are not suitable for children under three years-old. If you are making for children younger than this, make sure you sew everything securely, replacing the eyes with a material that isn't a choking hazard. **Remember, if you intend on selling them, even if they are not sold as a toy, there are strict regulations to adhere to. Visit craft-seller.com/free-downloads for more legal advice on child safety.**

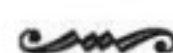
READER OFFER

Use our exclusive *Craftseller* discount code and receive 25% off any pattern you buy from Liz Ward's Etsy shop, Amigurumi Barmy. Just use the code CRAFTSELLER1 at the checkout – it's valid for six months!



You've made it, now sell it...

Here are some handy hints and tips to help you sell your awesome owls



1 Mix things up and offer various colour ways or change the eyes using buttons or gems to make each owl unique.



2 Think about packaging. Stamp a business card with a cute woodland creature and pop in your packaging.

3 Create a 'story' behind your owls and give them a name and back story to make your owls collectible items.

4 Use social media to advertise new items, tweet, blog and use Facebook to draw attention to your cute owls.

5 Safety first! Include safety info by adding a card to your wrapping, listing materials and relevant details.

6 Be time efficient by stitching all the eyes or beaks for one set of owls before starting each new set.

7 Turn them into door stops by filling them with sand or beads and create an entirely new product.

8 Make themed families of owls – you could do them all the same colour or add a flower motif to one wing. People love collections and may buy them all at once, or keep coming back for more. Which means bigger profits for you!

9 Create a cushion. Once you have your design you could easily turn it into a cute cushion. Just fill with a cushion pad and stitch on a zip!

10 Keep colours on-trend. Teal and mustard are really popular at the moment so why not try them?

NOW SELLING ON...



Etsy: Baby Bird rattles, set of two by All Things Granny, £14.52



Etsy: Little Lumpy Owl by Knot A Geek, £7.92



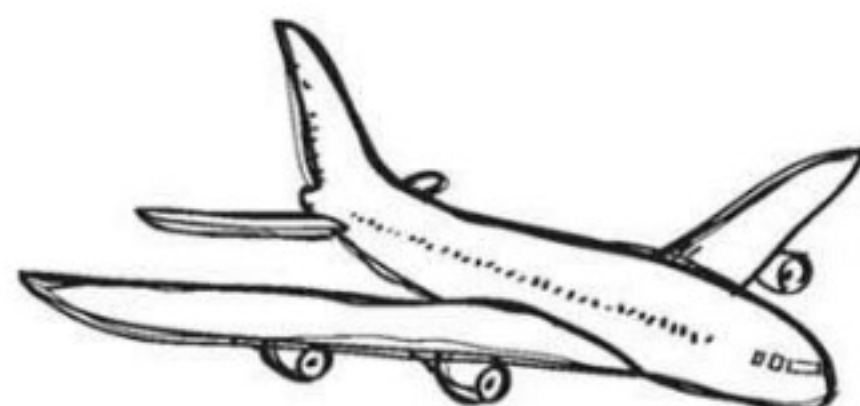
Wow Thank You: Laila the Owl by Kozmic Dreams, £11.99

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I'm an international craft seller

Donna Wilson has taken the lessons of her grandmother and turned them into an international success **by Caroline Sutton**

Award-winning knitwear designer Donna Wilson spent her childhood in a remote Scottish seaside community. Now her successful craft business has led her to some of the most glamorous and exciting places in the world.

Voted Elle Decoration's Designer of the Year in 2010, Donna produces a range of quirky soft toys, cushions, throws, ceramics and kids' craft kits that sell in Heals, John Lewis and in 25 countries around the world. She has recently had her first child, Eli with her partner, Jon and combines motherhood with running her company from London's East End.

Donna tells *Craftseller* how travel has inspired her designs and her business skills. "I had an idyllic childhood on a farm in Banff, Aberdeenshire" says Donna, 35. "I loved being surrounded by nature. My grandmother inspired my sister and I to draw and paint. She helped us frame and sell our pictures at local craft events.

"I always loved art, from making mirrors, candles to drawing, though strangely not knitting. My grandma tried to teach me crochet but I didn't have enough patience.

"I went to art school to study textiles. My highlight was an exchange trip to Maastricht in Holland. It had a big impact on me. I learnt such a lot and it made me realise I wanted to specialise in commercial design.

"My dream was to go to the Royal Academy of Art after university but when I applied for the first time, I was turned

down. So I went travelling with my sister for three months to Thailand, Malaysia, Australia and Argentina. I was fascinated by the local crafts, the textiles and homemade papers we saw, especially in Thailand.

"Back home, I knew I ultimately wanted my own business but I wasn't ready yet. So in 2000, I got a job for a textile company in London where I learnt more about business, such as producing lookbooks, which has proved invaluable.

My dream was still the Royal Academy, so I worked hard to produce a better portfolio

"In my spare time I also concentrated on my own work, designing on a knitting machine. I've never had the patience to hand-knit. I love the speed of working on a machine and creating my own fabrics.

"My dream was still the Royal Academy, so I worked hard to produce a better portfolio. I think my travels and work experience helped and I got in.

"The course was a two year MA and I supplemented my grant during that time, selling toys to a shop in London's Kings Road in Chelsea. They were quirky creatures – I called them Angry Ginger and

Terry and Tina, a Siamese Twin doll and Canibdoll – I was inspired by the shocking body images on TV documentaries or news stories. I wanted to make them, not gruesome, but something you'd want to look after – to look like a kid's drawing where it didn't matter if it had five legs.

"I made everything myself. I knitted and washed the fabric, made the toys, hand-stitched their features, labelled and packaged them. It was hard but satisfying.

"My end of year show in 2003 was a turning point as I sold all my creatures – amazing. I set up my website and my entire collection was bought by Murray Moss, a hugely prestigious buyer from New York. It was a massive boost for my reputation and meant I could set up my company.

"In the early years, I produced everything myself – it was hard work to keep up with the orders. Buying a machine operated knitting machine instead of a manual one made a huge difference. Then my biggest break came in 2006 when I was invited to the Trico trade show in Japan, which catapulted me into the real world.

"My mum, aunt and I went with the toys and cushions in our suitcases and we had a fantastic response – they loved my work.

"The orders went from ones and twos to 20-30. I said yes, then thought, 'help, I've no idea how to do that'. I realised I had to get my first employee. I now have a team of workers, plus I outsource some products to craftspeople around the country. »



Clockwise from left: Donna outsources some parts of the making process but she works from her studios in the East End; Donna's animal creatures sell well in the UK, this Patch Cat loves dancing in the moonlight; Donna's Owl and Pussy Cat round cushion comes in four different colourways - not just pea-green; Donna Wilson is a brand you'll see all over the world





Clockwise from top: Donna juggles motherhood with business; Donna keeps production in the UK; hand stitched details add value

“Travelling to Japan was invaluable to see how their market worked. They love my quirkier pieces while the UK market prefers traditional, animal-led work. Now I ensure I have a balance; to appeal to both markets. The trip to Japan also made me think bigger and encouraged me to be more professional. Not just increasing the number of products I made but to ensure packaging, labelling tags and logistics all improved. The Japan trip has led to long-lasting business relationships and last year, I went on a tour of Japan visiting suppliers.

“I decided to outsource the fabric-making to a family-run company in Galashiels, Scotland – I’m determined to keep production in the UK, it’s important to me and my customers. Many foreign buyers prefer our products to be all British-made. It’s a big selling point.

“Our products now sell in 25 countries from the US, Japan, Australia and Europe and I’ve exhibited at trade fairs in Paris, New York and Japan – a big commitment

I went to Iceland last year to learn about their traditional knitting

but one that usually pays off, plus I get to know more about my market and keep up with what the buyers want.

“I visit stores abroad which stock my products. People enjoy meeting the designer and the makers them face-to-face. I also travel for ideas. I’ve always been very inspired by Scandinavian textiles. Last

Donna Wilson’s tips for trading abroad

Exchange currencies

If you’re selling your products at a trade show in a different country, change your prices into their currency so it’s easy for them to understand. They will be more likely to buy from you and you can still get paid in sterling.

Count every cost

Make sure you don’t get caught out with shipping costs and duty, as sending things to some countries is very expensive. So do your research and you can work out an average cost.

Remember the seasons

This sounds really obvious, but I do sometimes forget that when it is summer in Australia we’re in the middle of winter, so they won’t be buying woolly scarfs or hats when my UK shoppers are and vice-versa. That’s OK if your products aren’t very seasonal like ceramics, but all wool products feel a little more wintry.

year I went to Iceland to learn about their traditional knitting and I loved it so much that I came home and designed the Hofdi cushion – my take on Scandi design.

“Last year, I was involved in a project in a remote part of Canada. I spent a week with a local craft guild to produce cushions, throws and quilts for a new hotel on a remote fishing island (fogoislandinn.ca). It’s beautiful there, with a great emphasis on making, like the area I grew up in. On my return, I designed my Log Cabin cushion, which is selling really well.

“Whenever I travel, I take photos, fabric scraps and sketch to remember what I’ve seen. It’s how I’ve always worked, from sketching as a child in Scotland to taking photos on my recent holiday to the Dordogne with Eli and Jon. That’s how many of my designs are inspired.”



Donna Wilson

To shop or browse Donna’s wide range of knitted homeware, accessories, as well as ceramics, table linen books and so much more, visit donnawilson.com

MAKE A
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30-minute make

Dream of the big wide world out there and bring a little bit of adventure to your shoppers with this vintage atlas bunting!

By Vicky Craxton

① Use the template on p102 to draw 20 flags on the atlas paper making sure the maps are the right way up.

② Using the knife, cut out the flag shapes on the cutting mat. Use the ruler to help cut a straight and crisp edge.

③ Remove any pencil marks and stick flag shapes together to create 10 strong flags.

④ Using a hole-punch, punch a pair of holes in the top of each flag when dry.

⑤ Tie a loop at one end of the garden twine. Thread it through the holes of each flag and space them evenly apart.

⑥ To finish off, tie a loop at the other end of the garden twine to secure the flags and so you can hang the bunting up.

INFORMATION

Materials

- Vintage atlas maps or books
- Garden twine – 2.4m (95in) long
- Hole punch
- Cutting mat
- Craft knife
- Stainless steel ruler
- Glue – either glue stick or PVA

Size: 2m (80in) long, flags 13 x 17cm (5 x 6¾in)

Skill level: Easy

TOP TIP

Offer personalised bunting by making each flag out of places that buyers have visited



Cheers Ears!

Appeal to music-lovers everywhere with this pretty but practical earphone case **By Jess Byrne**

INFORMATION

Materials

- Felt (thicker felt is better)
- Felt scraps
- Matching button
- 20.25cm (8in) zip
- Embroidery threads (use 3 strands)
- Keyring (optional)

Size: 26cm (10½in) circumference

Skill level: Moderate

Everytime you buy a new gadget it comes with a set of earphones and they are *really* tricky to keep organised, so if you make and sell this sweet case as a snug tidy-away for those long snakey earphones, your shoppers will be your biggest fans. Made from the softest felt and secured with a zip, anything inside will be well-protected. Don't worry if you're new to sewing zips, just follow our step-by-step guide. Make a stack of these for a craft stall and include a few with keyring options, too.

How to make the felt case

- 1 Use a compass or round object such as a cup or glass to draw a circle template with a 25cm (10in) circumference. Cut the following pieces from grey felt: two circles; two rectangles, 25 x 1cm (10 x ½in) to cover zip; 3 x 4.5cm (1 x 1 ½in) rectangle, to bind the zip ends; tiny rectangle to attach the keyring.
- 2 Draw and cut three hearts in increasing sizes from different coloured felt. Using the photo as a guide, layer the felt hearts and sew together using a whip stitch. Attach the button. Sew the hearts to a felt circle using a whip or blanket stitch.
- 3 Pin one long rectangle to the zip so it lays just above it and covers the material surrounding the zip. Sew in place using a whip stitch and matching thread.
- 4 Repeat with the second long rectangle on the other side. Trim the long edges of these rectangles so they are the same length as the zip material.
- 5 Fold the smaller rectangle round the bottom end of the zip. Sew this in place leaving the long sides and other short end free – these can be trimmed later.
- 6 Sew the zip and the top circle with the hearts together, using a whip stitch. Start at the zip part, leaving the small rectangle you placed at the end of the zip free. As you sew round the circle you will start to form the shape of your case. Stop when you get to the rectangle on the zip.
- 7 If you are using a keyring – firmly attach the keyring to the small rectangle on the zip with the tiny rectangle of felt. Sew the bottom circle to the other side of the zip using a whip stitch.
- 8 Now you can sew in the rectangle of felt on the zip to both sides, trimming it where needed. Place the free end of the zip into the rectangle and sew in place. This can be a little fiddly so you may need to open the zip for better access. 



SHOW US ON FACEBOOK!

We'd love to see your earphone cases on the *Craftseller* Facebook page

SELL MORE

Tweak the measurements of the rectangle lengths near the zip to create deeper cases





Send me a postcard...

Postcards are essential holiday buys, so tap into this summer market and sell them while they're hot! **By Annie Bellamy**

INFORMATION

Materials

- Pink, blue and yellow card
- Coloured patterned scrapbook papers – we used the following ranges: AC patterned papers from Dear Lizzy 5th and Frolic range and Amy Tangerine Sketchbook papers
- Glue
- Craft knife
- Sewing machine

Size: 15 x 10.5cm (6 x 4in)

Skill level: Easy

Make these unusual postcards to brighten someone's day! They couldn't be easier to put together, so you can whip up a set pretty fast. Using a sewing machine adds an extra layer of texture and interest, and gives these cards that 'handmade' appeal. Sell individually or as a set, and go for warm yellows and cool blues to really give them a holiday feel. Great to sell at summer fairs, holiday street markets and beachside pavement stalls.

How to make the postcards

- 1** Cut three postcard-size rectangles, one from pink card, and two from blue card measuring 15 x 10.5cm (6 x 4in).

For the ice-cream card

- 1** Draw a simple ice-cream cone shape onto scrap paper, then cut out the different parts of the ice-cream to use as templates. Draw around the templates onto different coloured or patterned paper until you have enough parts to make three different ice-cream cones.

- 2** Stick all the parts of the cones down onto the pink card, so you have three cones in a row. When dry, sew use a sewing machine to freehand stitch around the edges of your design, and trim ends to finish.

For the seaside card

- 1** Start off with a piece of blue card for the base of this postcard. Cut out a rectangle shape from blue spotted paper and stick at the top to form the sky. Cut out a wavy shape from yellow card, stick across the bottom of the card to form the sand. Cut out the pieces to make the sun from yellow

and orange patterned paper and stick in the top right corner of the card. Cut out some small curved shapes from blue spotted paper and add to the sea background.

- 2** Do the same from yellow floral paper to add interest to the sand. Do some simple freestyle stitching onto some of the shapes on the card and use a triangle stitch to join the sand and the sea.

For the 'Wish you were here' card

- 1** Start off with a piece of blue card for the base of this postcard. Draw a palm tree onto scrap white card and cut out the different parts to form templates. Use them to trace the different parts of the palm tree onto patterned paper and stick into place. Trim the edges.

- 2** Cut out the letters from orange and yellow paper and stick them down. Cut out an arrow shape and stick onto a rectangle of patterned paper and stick into place. To finish off, add some freestyle stitching to the leaves and create a stitched border around the card. 

TOP TIP

Experiment with
stitch styles and
lengths then practice
your favourites
before you start







Heart this cushion!

Big chunky cross stitch on a soft cosy cloth makes this cushion a must-have for any home **By Rhona Norrie**

INFORMATION

Materials

- Natural monk's cloth 1.14m x 50cm (45 x 20in)
- Cushion insert 46 x 46cm (18 x 18in)
- 3 skeins of DMC 816
- Sewing thread to match cloth
- Embroidery hoop (optional)

Size: 45.75 x 45.75cm (18 x 18in)

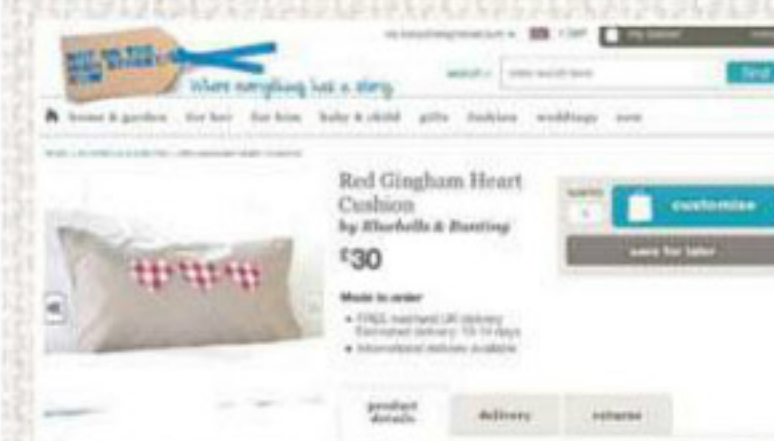
Skill level: Easy

A statement cushion with a big heart! This plump cushion with its bold love-heart motif is stitched on a wonderfully soft monk's cloth base – just perfect for a comfy sofa. The large-weave of the monk's cloth makes big cross stitch motifs possible, so why not include a few of these fashionable head-turners in your range and enjoy the results. The neutral colour of the cloth lends itself to any home décor, so up-sell to your customers with a funky pair! Just make sure you have plenty in stock.

How to make the cushion

- 1** Using six strands of thread and an embroidery hoop, if you have one, stitch the design centrally on the fabric according to the chart. Iron out any creases.
- 2** Place fabric right side down. Fold the short edges of the fabric over 1.25cm (½in) then fold over again. Pin and tack to hold in place. Machine or hand stitch, to secure, using matching thread.
- 3** With right side facing, fold the two edges with the double hem so that they overlap and the cushion is square (wrong sides will be facing now). Make sure at this point that the design is central on the

NOW SELLING ON...



Not on the High Street
Bluebells & Bunting on noths.com



Folkys
Morag Clement Crafts on folkys.com

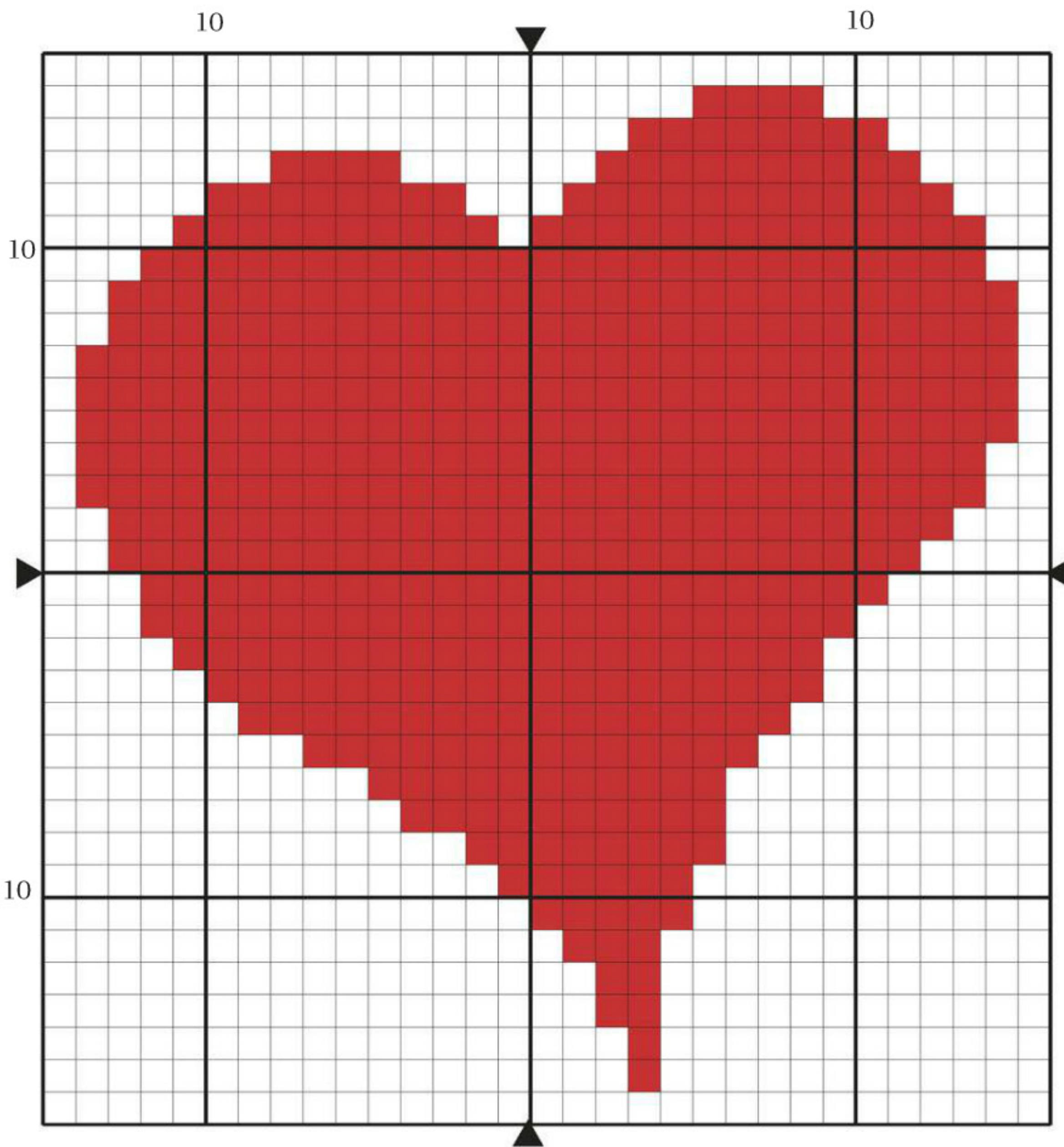
front. Pin, tack and sew edges with a 1.25cm (½in) seam allowance.

- 4** Turn cover right side out and adjust corners so they are neat. You could use a knitting needle. Insert cushion pad.

TOP TIP

Make a set of cushions, in different sizes, with the same motif and maximise your profit!

Heart chart



SHOW US ON FACEBOOK!
If you've enjoyed making this cushion, post a photo on the *Craftseller* Facebook page



FOLLOW US ON TWITTER!
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FIND US ON PINTEREST!
We've got loads of crafty inspiration for you to browse at [Pinterest.com/craftseller](https://www.pinterest.com/craftseller)



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Have a heart...

A great way to recycle out-of-date road maps, here's how you can make a quirky pendant for your holiday buyers. **By Dorothy Wood**





INFORMATION

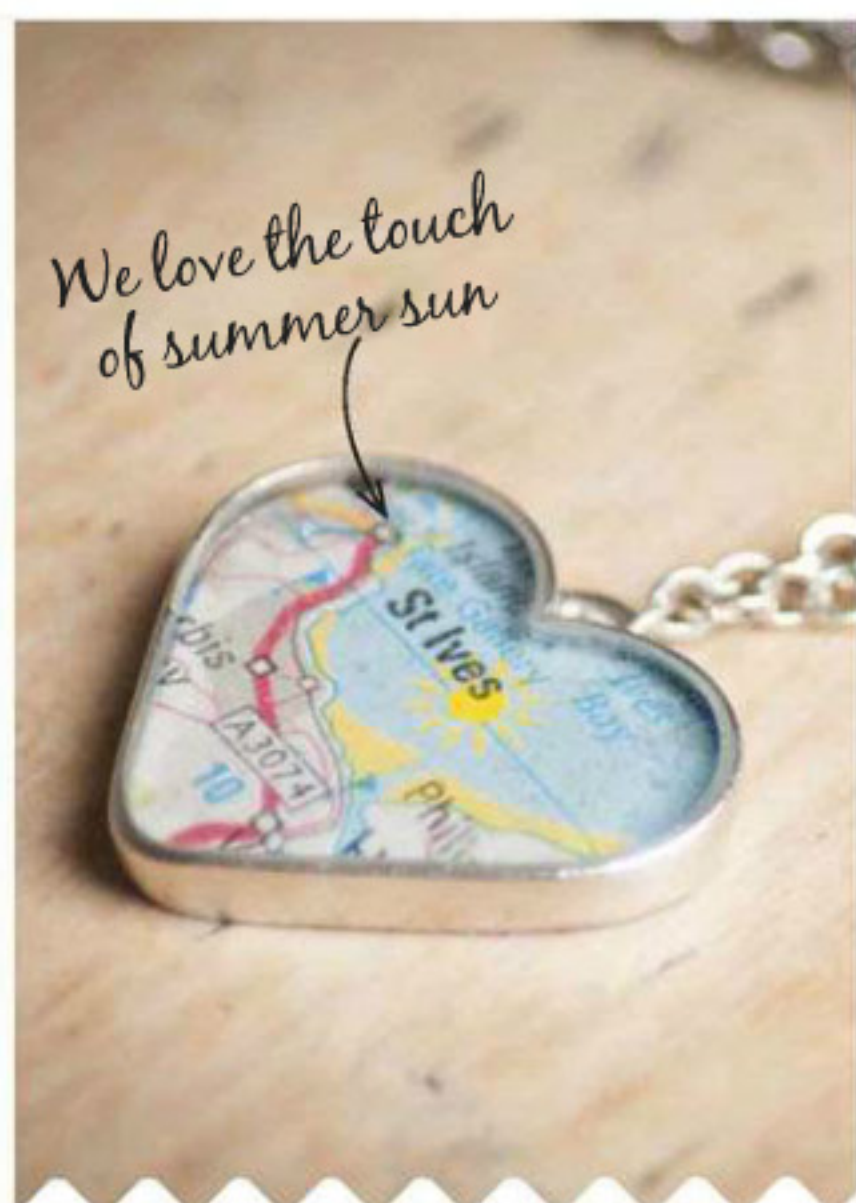
Materials

- Glazing resin
(mailorder-beads.co.uk)
- Heart-shaped pendant
- 50cm (20in) antique silver flat cable chain, links 3.5 x 4mm
- 3 x antique silver jump rings
- Bolt ring and tab
- Dry adhesive tape
- Latex gloves

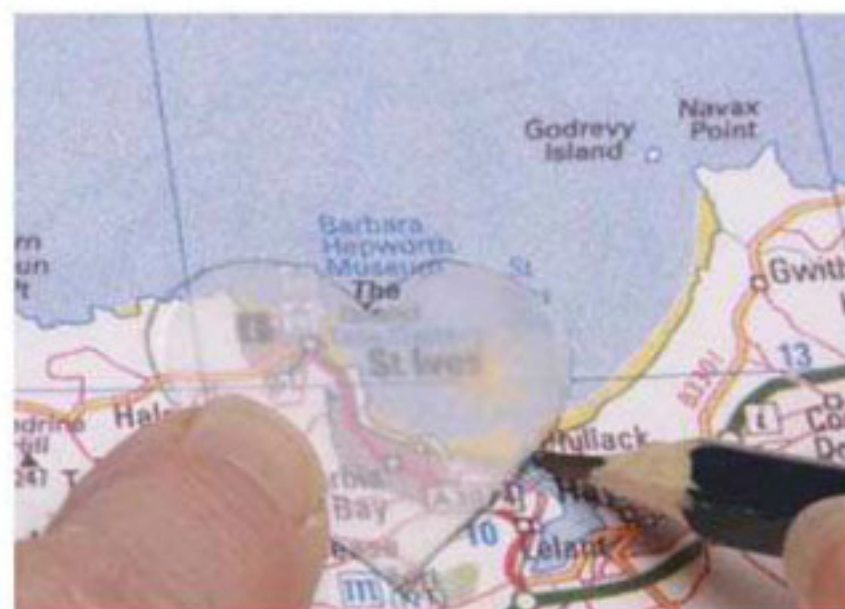
Size: 30 x 27mm (1¼ x 1in)
50cm (20in)

Skill level: Easy

This stylish pendant makes a great holiday memento and is really easy to make. The image inside is cut from an out-of-date road map so you can choose the destination. But there's no need to limit your pitch to holidaymakers; atlas-themed makes are great sellers everywhere! Prepare several charms at once so that you don't waste any resin, but remember the resin is slow drying so you have an hour or so before it starts to form a skin. Bracelet blanks, rings and other shaped pendants are also available from jewellery-making suppliers, so why not try this technique in a whole range of styles.



How to make the necklace



1 Draw around the heart pendant onto a piece of tracing paper. Cut out about 1mm inside the line to create a template. Check the template inside the heart pendant and adjust the size if necessary.



2 Position the template on the map so that you are happy with the position of any text or feature then draw around it and cut out just inside the line.



3 Apply dry adhesive tape on the back of the heart-shaped map and stick inside the pendant. This will prevent air bubbles forming under the map.



4 Using latex gloves, mix one part of the hardener with two parts of resin in a small glass container. Stir slowly with a cocktail stick to prevent bubbles forming. It will be translucent to start with and then go clear.



5 Leave to sit for a minute or two to let any air bubbles rise to the surface. These can be skimmed off with the cocktail stick. Pour slowly into the middle of the pendant until there is a slight doming.



6 The glaze will dry to touch in six hours and be fully hard in 12. Attach the pendant with a jump ring to the middle of a 50cm (20in) length of chain. Attach a bolt ring and tab to the ends of the chain with jump rings.



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10 Top tips to launch your crafty career



From costing up materials to creating a workspace, get ready to transform your pastime into something that pays... **By Holly Johnson**

There comes a point for many crafters when they realise they could feasibly make a business out of their passion. After all those man hours spent lovingly creating your makes, whether it's been as gifts for family and friends or at the odd local craft fair, now it's time you joined the crafting revolution and made it pay! Here are some pearls of wisdom from those who have earned their small business stripes to help you on your path to a fulfilling and, hopefully, financially rewarding crafty career.

1 Find something you love

The fact that you're reading this means you're probably already crafting, and making things that a) you're fairly good at and b) you enjoy doing. But if you're going to make a business out of selling your makes, you need to *really* love it. "It's important to be passionate so that you have the enthusiasm to keep creating," says Suzy Dobson, who runs stationery company Theleafpress.co.uk. "This is especially important to be able to convince browsers that they want/need your product."



2 Research your market

Katie Vale (katievaledesigns.com) remembers that finding your place can require confidence in your ability. "At first, I was unsure people would pay for my makes. I worked out how much I'd spent on materials and postage, and realised I'd earned 35p an hour! I had to look at other milliners on the market to decide where to place my business."

3 Hone your skills

Go back to basics and study your art form to improve your skills, boost your confidence, give your business credibility and enjoy the opportunity to network. Search online for evening classes, a day course, or academic options, in your area. Twitter and forums like craftsforum.co.uk are a good place to network and find out what's going on in your industry, too. The more you know about your craft, the better equipped you are to start your business.



4 Build your brand

Think about who you want your name to attract. Find out what others are doing and what is popular. Nicola Spencer's children's gift and party business, Penny Belle, is named after her daughters – perfect. Nicola's logo is in accessible, 'scripty' font on all her online and real-life publicity including, Folksy.



5 Package your products

Ensure you present and protect. Tissue paper in lovely colours sealed with a branded sticker is a simple way to present your items, and cardboard and bubble wrap is essential for protection in the post. Just remember your packaging reflects the quality of your crafts.

6 Cost up your creations

If you dream of earning an income from your craft, you need to make sure it's profitable. Do your market research and ask friends and family for honest feedback to find out how much you can sell items for. Keep running costs low – when setting up The Leaf Press, Suzy sold predominantly online. "I built my own website using Create (create.net), a fabulous site that enables small businesses to run an online shop for £50 a year. I pay a bit more for features such as discount codes. I also sell via designated craft sites such as Folksy and Etsy where there's a charge per listing and sale, so no up-front money is required."

7 Source your materials

Use cost-effective yet good quality materials. It's worth taking time to find the best suppliers early to avoid problems later on, when you may have orders stacking up. "Get familiar with your supply market," says Derrick Sutton, author of *How to sell your crafts online*. "With the internet, we can research suppliers 24/7. Shop around for the best savings but reliability is important, too, so try to have more than one source for key materials." Take a look at ukcraftfairs.com for a list of suppliers.



8 Create a crafty space

If your sofa is strewn with sewing projects or your bedroom is knee-deep in books, you'll soon start feeling overwhelmed and unproductive. If you don't have a spare room to transform into your workspace pick an alcove or recess that you can use or even a cupboard you can make into your own. Think about where will be practical, and what you will need – shelving, storage for materials, a workbench, etc.

9 Sort the legal stuff

Don't worry about things like tax and insurance, there are resources to make them less daunting. Visit hmrc.gov.uk/startingup to find out your obligations. Derrick advises making a business plan, too. "It's just answering questions to help define goals and identify potential pitfalls." Thedesigntrust.co.uk is a fantastic hub for this information.

10 Go public!

Hold a launch party! This establishes your business in people's minds and creates a buzz. Invite friends, family, customers and contacts you've made on Twitter and Facebook. Make sure you have your branding and crafts on display. Show everyone how passionate you are and people will soon start buying into your offering.

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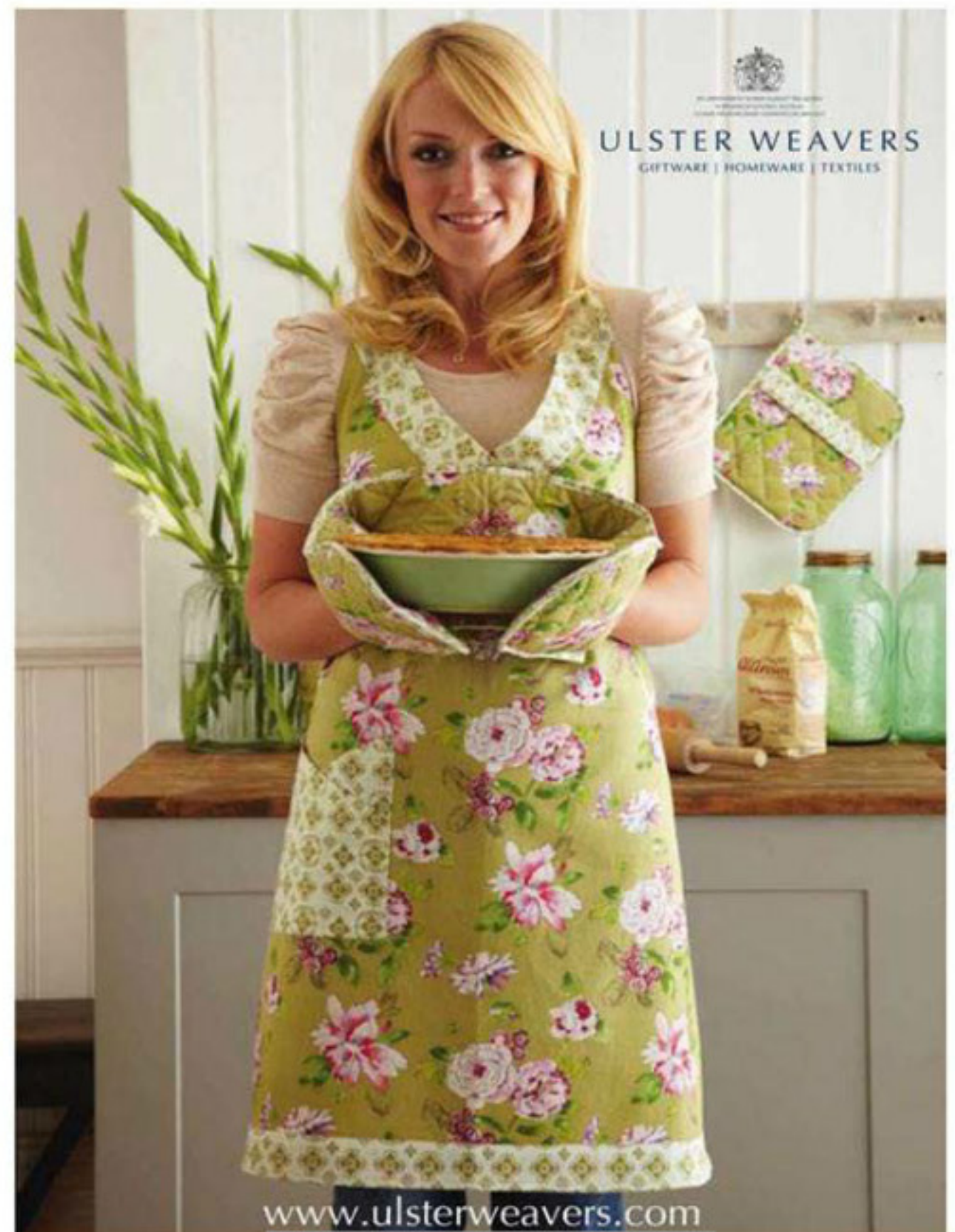
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Summery bakes!

Picnics in the park, garden teas, summer parties – these pretty treats in icecream shades bring a bit of sunshine to any feast! *By Jessica Sharp*



These delicate little cakes, pies and sweets are a feast for the eyes as well as the tastebuds – we defy anyone to resist their charm! The pretty pastel colours make these bakes perfect for baby showers, summer picnics or even wedding favours, so be sure to tell your shoppers how versatile they are. Try our ombre cakes, the new big trend in Cake World, peppermint creams, a forgotten classic, and lemon meringue mini pies, the perfect end to any summer meal. Whatever the weather, these three recipes will sell like...well, hot cakes!



Mini ombre cakes

INGREDIENTS

For the sponges

- 2 x 350g (12½oz) self-raising flour
- 2 x 350g (12½ oz) caster sugar
- 2 x 350g (12½oz) butter, at room temp
- 12 eggs
- 4 tsp baking powder
- 4 tsp vanilla extract
- Pink food colouring
- Greaseproof paper

For the white chocolate buttercream:

- 700g (1lb 9oz) icing sugar, sifted
- 300g (10½oz) butter, at room temperature
- 1 tsp vanilla extract
- 200g (7oz) white chocolate

- Jam jars and disposable wooden forks to serve

Time: 2.5 hours

Makes: 14

Skill level: Moderate

1 Preheat the oven to 180°C, 160°C fan, Gas Mark 4. Line the bases of four 20cm (8in) sandwich tins with parchment paper and grease the sides of the tins.

2 Put 350g (12½oz) flour, 350g (12½oz) sugar, 350g (12½oz) butter, 6 eggs, 2 tsp vanilla and 2 tsp baking powder in a bowl and beat with a whisk for a couple of minutes until they are combined. Halve the mix and colour each with small amounts of food colouring, to make the two palest layers. Divide the mix so you have two tins of each colour. Bake for approx 25 minutes, or until the sponges are risen and spring back

when touched. Cool in tins for 5 minutes, transfer to a cooling rack to cool completely.

3 Repeat with remaining ingredients, colouring the divided mixture two deeper shades of pink to make the darker layers. Once all eight sponges are cooled, wrap in cling film and tin foil and leave overnight to firm.

4 For the buttercream, break the chocolate into pieces and place in a heatproof bowl. Melt the chocolate over a pan of simmering water. Set the melted chocolate aside to cool slightly. Meanwhile, beat the butter and vanilla together until soft. Slowly add icing sugar, beating all the time until the mixture is pale and fluffy. Whisk in the melted chocolate. Spoon the mixture into a piping bag fitted with a star-shaped nozzle.

5 To assemble the cakes, trim the sponges to approx 1.5cm (½in) deep. Use a 5cm round cutter to cut out seven circles from each sponge. Take a circle of the palest sponge and place it cut-side down on a chopping board. Pipe a swirl of buttercream on the surface facing you, then top that with a circle of the second-palest sponge, cut-side down. Continue, with two darker sponges. The bottom-side of the darkest sponge should now be on top. Pipe a small amount of buttercream onto it to help it stick to the jar. Take a metal spatula, slide it under the cake, place the jar over the top and flip it over. If the cake is off-centre, use a metal skewer to push it to the middle. Top the cake with a swirl of buttercream and screw on the lid. Tie a wooden disposable fork to the jar using bakers twine. Repeat for all cakes.

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Pretty packaging

With such pretty shades of pink you won't need to do much to decorate these on-trend ombre cakes so just pop into a clean jam jar and add a rustic wooden fork for the perfect portable treat for one!



Peppermint creams

INGREDIENTS

- 1 egg white
- 1 tbsp lemon juice
- 1 tsp peppermint extract
- 450g (1lb) icing sugar
- Green food colouring
- Greaseproof paper
- Small circular cutter

Time: 1 hour and overnight to chill

Makes: Approx 30 pieces

Skill level: Easy

TOP TIP

Use old fashioned scales to weigh these out, shoppers will love your retro shop-keeper style

1 Whisk the egg white until stiff peaks are formed when the whisk is removed. Add the lemon juice, peppermint extract and icing sugar and whisk slowly until you have a stiff paste.

2 Remove the paste from the bowl, add a few drops of food colouring and knead until the colour is evenly dispersed. Dust a square of greaseproof paper with icing sugar and place the paste on top. Cover with a second sheet of greaseproof paper and roll out the dough to approximately 3mm thick.

3 Using a small circular cutter, cut out the peppermint creams and place them on a baking sheet. Put the peppermint creams in the fridge to set for an hour or overnight.

ALLERGY ADVICE When you are selling homemade food, like the yummy cakes, pies and sweets here, make sure you label all products with clear allergy warnings. For best practice ensure you have a full list of the ingredients you have used available to give to any shopper who asks. **For more information on food safety advice, visit the Food Standards Agency at food.gov.uk**





Lemon meringue pies

INGREDIENTS

- 1 x 500g (1lb 2½ oz) block ready-made shortcrust pastry
- 1 x 379g (13oz) tin condensed milk
- Finely grated rind and juice of 3 lemons
- 3 eggs, separated
- 175g (6oz) caster sugar
- Greaseproof paper
- Baking beans

Time: 2 hours (including chilling)

Makes: 12

Skill level: Moderate

If you want to make your own shortcrust pastry visit craft-seller.com/free-downloads for a simple recipe.

1 Roll the pastry to a thickness of 2-3mm. Using a 9cm (1½in) pastry cutter, cut out rounds of pastry and use them to line a 12-hole bun tin (there is no need to grease the tin beforehand). Chill for at least an hour. Preheat the oven to 190°C/170°C fan/gas mark 5. Place a square of greaseproof paper into each pastry case and fill with baking beans. Bake for ten minutes, then remove the beans and paper and cook for a further four to five minutes, until the pastry cases are lightly golden. Set aside to cool in the tin.

2 For the filling, pour condensed milk into a bowl and beat in egg yolks, lemon juice and lemon rind until fully combined. Spoon the filling into the cooled pastry cases.

3 To make the meringue, put the egg whites into a clean, grease-free bowl. Whisk, using an electric hand whisk or stand-alone mixer, until the egg whites look stiff, but not dry. Still whisking, gradually add the sugar, a teaspoon at a time. Once all the sugar has been added, the mixture should appear glossy and thick.

4 Spoon the meringue into a piping bag fitted with a star shaped nozzle. Pipe a swirl of meringue on the surface of each tart, starting from the edge of the pastry cases and working inwards to the centre. Put the tarts back in the oven and bake for 15-20 minutes until the meringue is lightly browned. Cool completely before serving. 



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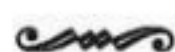
Serve on squares of gingham material and include a matching napkin for vintage appeal





Charity bakes

These three charities need bakers to help them raise funds so why not take part and swap your cakes for cash?



Marie Curie Cancer Care

Pile up the £££s for charity this July and stir up the perfect tea party

How would you like to be part of the biggest tea party in the land? Sounds tempting. Marie Curie Cancer Care is inviting keen bakers to join thousands of other tea and cake lovers this summer by hosting a Blooming Great Tea Party. This annual event is an important part of the charity's work, raising funds and awareness of the vital services it offers people with terminal illnesses across the UK. Every penny raised at a Blooming Great Tea Party campaign will help pay for Marie Curie Nurses who provide free-of-charge, at-home nursing care for people who are approaching the end of their lives, enabling them to spend their last few weeks and months in their own homes, if they wish.

"Whip up a good selection of cakes and biscuits"



Have fun with the floral theme at your party

How you can help

Why not show off your baking skills and catch up with pals over tea and a slice of cake? Simply pick a venue, date and time for your tea party and set a fundraising target, as having a goal will motivate you to find lots of fun ways to get people to donate more cash. Whip up a good selection of cakes, biscuits, and of course tea, and your Blooming Great Tea Party will be all set to be a blooming great success!

INFO

For more information on Marie Curie Cancer Care, and to register your event visit mariecurie.org.uk or call 0845 052 4184



Get creative with your cupcakes for Marie Curie



What better excuse for tea, cake and a chinwag?

Help for Heroes

Can you get your community to rise to the challenge of the Colossal Cake Sale?

The annual Help for Heroes Colossal Cake Sale is a really fun and simple way to support servicemen and women who are wounded, injured or who have become sick while serving our country. So grab your wooden spoons this summer and start baking to help raise funds for these heroic men and women.

"This is a great challenge for craft clubs"

Even celebrities Lorraine Kelly and chef, James Tanner are taking part: "We all want to do our bit for Help for Heroes so how about holding a cake sale? It can be as small or as big as you like. You can have fun and raise money; I'm going to do it, with a little help from James – and if I can do it, anyone can! So please join us," says Lorraine.

How you can help

This is a great challenge for craft clubs, so make your next meeting sweet by stirring members into action and asking them to bake cakes for the cause. Keep it simple and ask them to make a donation in return for cake, or rally the troops and get the group to bake a whole selection of goodies and invite non-members along for the day to

raise as much cash as you can. Arrange for craft demos to take place throughout the event – you never know, you might even attract some new recruits to your club.

INFO

For more information on The Colossal Cake Sale and how to donate to the charity visit helpforheroes.org.uk



Lorraine and James don their aprons for Help for Heroes

Make a Wish Foundation

Creativity, generosity and cake mix are the magic ingredients to help poorly youngsters this summer

Bake a Wish wants you to release your inner baker and hold a cake sale to raise cash for the Make a Wish Foundation. The

charity grants wishes to children and young people who are fighting life-threatening conditions, whether it be meeting their favourite celebrity or swimming with dolphins. This year the Make A Wish Foundation aims to grant over 1,100 wishes and needs to raise £7 million to achieve this.

How you can help

It's easy to get involved. Once you've organised a venue and sent out the invites, let your imagination run riot and whip up a whole range of delicious buns, treats and cakes. You could even theme your cake sale by creating children's party cakes or bakes in the form of wishes. It's a really great chance to get creative with your cake-making and to challenge yourself to make mouthwatering treats that are impossible to resist. You could hold your cake sale at school, work or a community venue, and ask people to make a donation to attend, or charge for each slice of cake.

INFO

Visit heart.co.uk/have-a-heart/bake-wish to find out more or visit make-a-wish.org.uk for information on the charity



Create cute 'wish' cakes like these to help raise money



Have a nice day!

Add these distressed prints to your birthday card makes for a fab, 1950s American feel – awesome! **By Annie Bellamy**

INFORMATION

Materials

- Craftseller papers
- White card or card blanks
- Thin card
- White organza ribbon
- Glue and craft knife

Size: 14.8 x 14.8cm (5¾ x 5¾in) or 10.5 x 14.8cm (4½ x 5¾in)

Skill level: Easy

Vintage-style American logos – specifically those iconic advertising ones – seem to be influencing a lot of crafty makes at the moment. So we've designed your copyright-free papers this month with this mind – great for the birthday card featured here and the 4th of July card over on [page 59](#). Happy crafting, y'all!

TOP TIP

Make this card suitable for boys, too, by removing or replacing the white organza ribbon



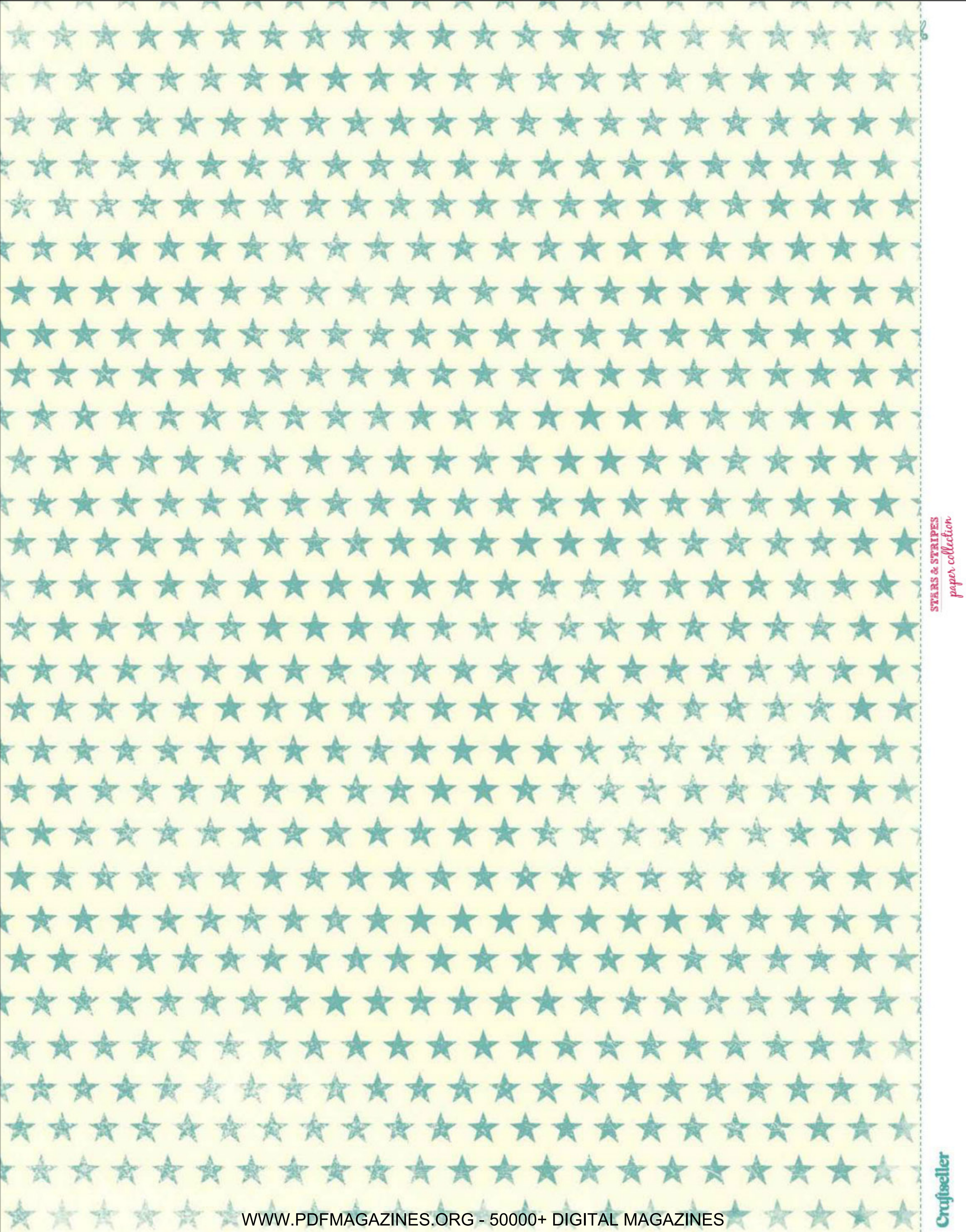
How to make the 'Birthday wishes' card

- 1** Cut white card to 148 x 148mm (5¾ x 5¾in). Cut a strip of red striped paper and stick to the right hand side of the card, neatly line it up with the edge.
- 2** Cut a strip of blue star paper and tear down one edge, stick onto the card, overlap the stripe paper with the torn edge.
- 3** Cut a larger rectangle of red and blue star paper and stick onto the card, just overlapping the previous paper.
- 4** Cut out the 'Birthday wishes' greeting, stick onto thin card, trim and then stick into place. To finish off tie a length of white organza ribbon with a simple knot.



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paper collection

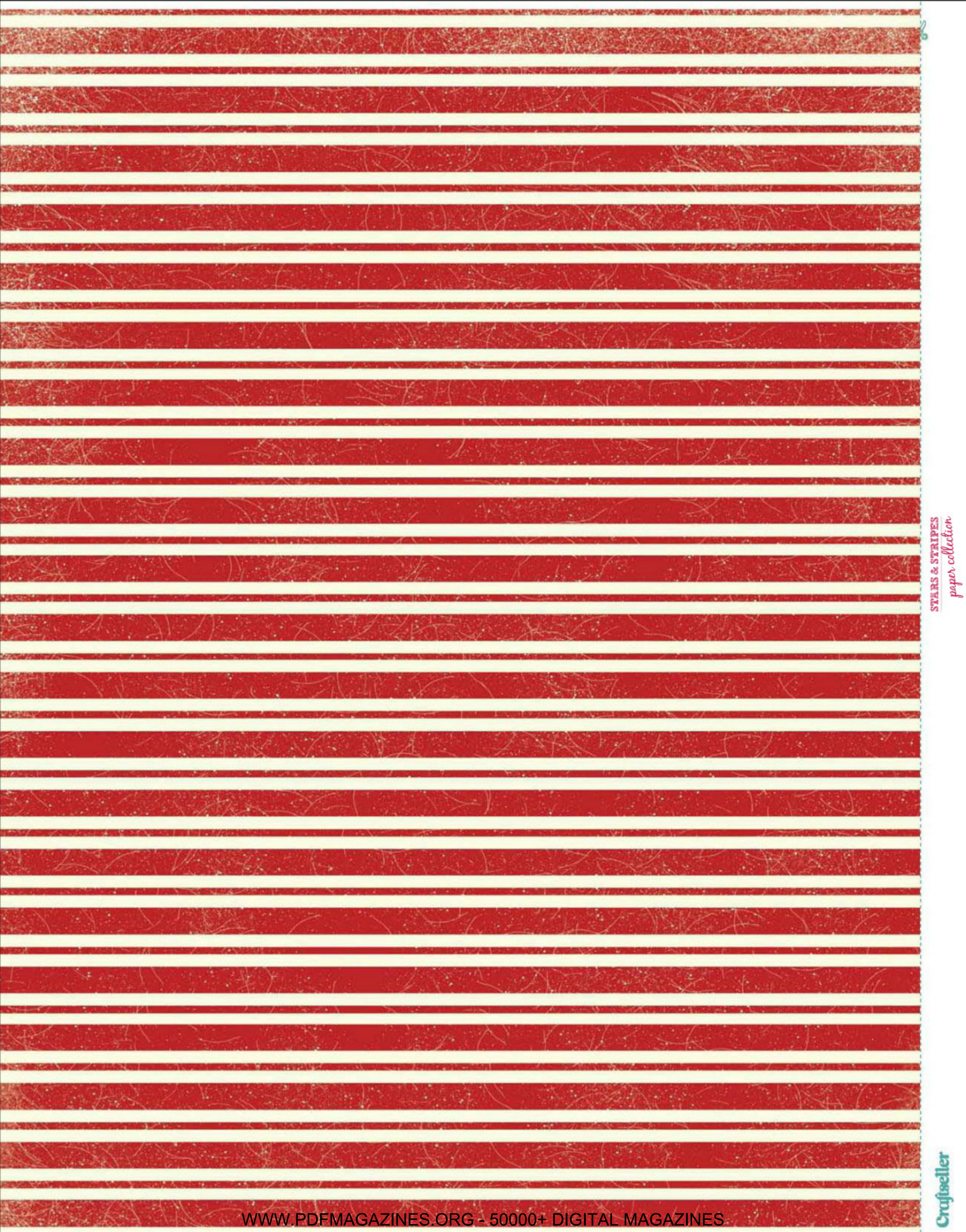


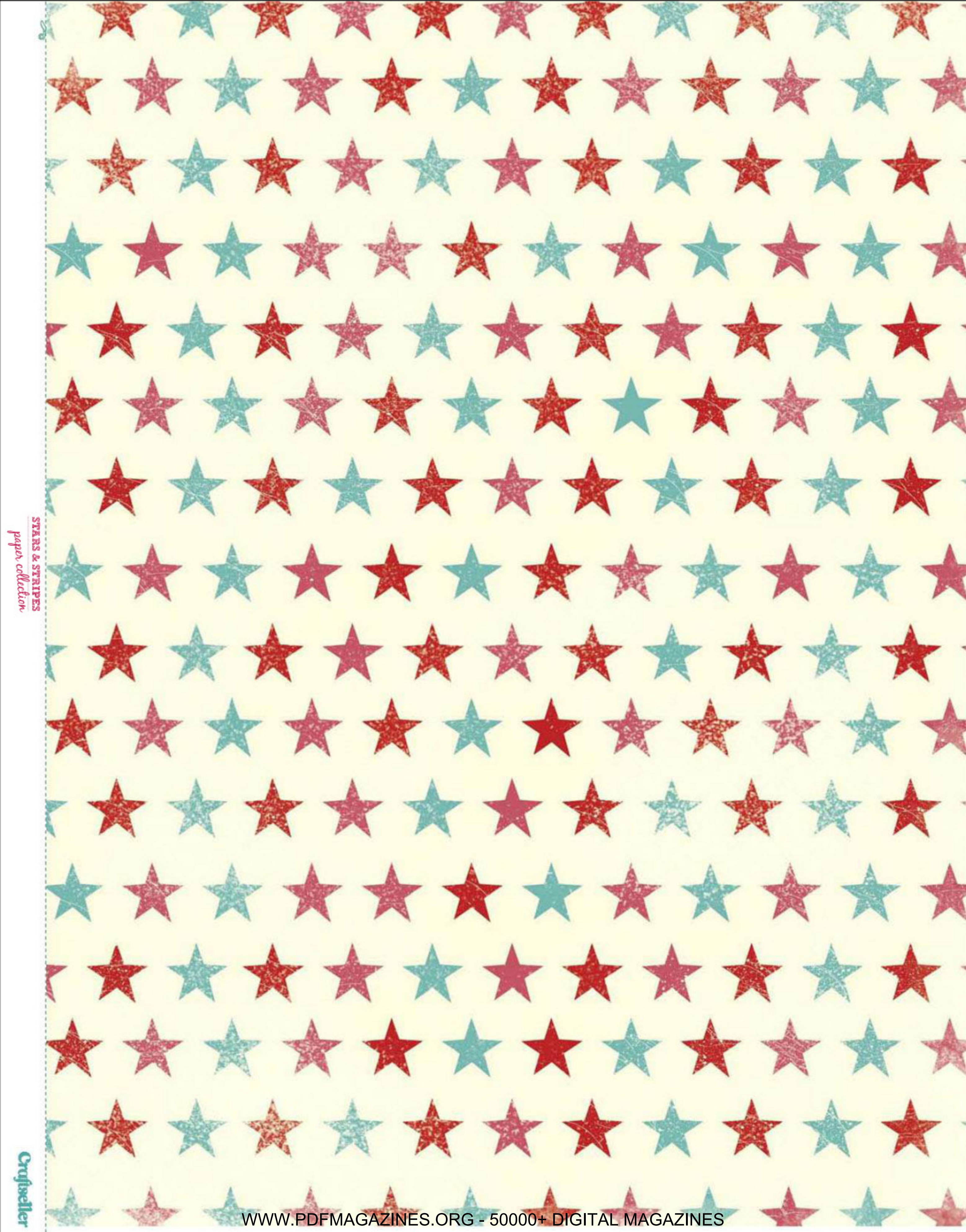


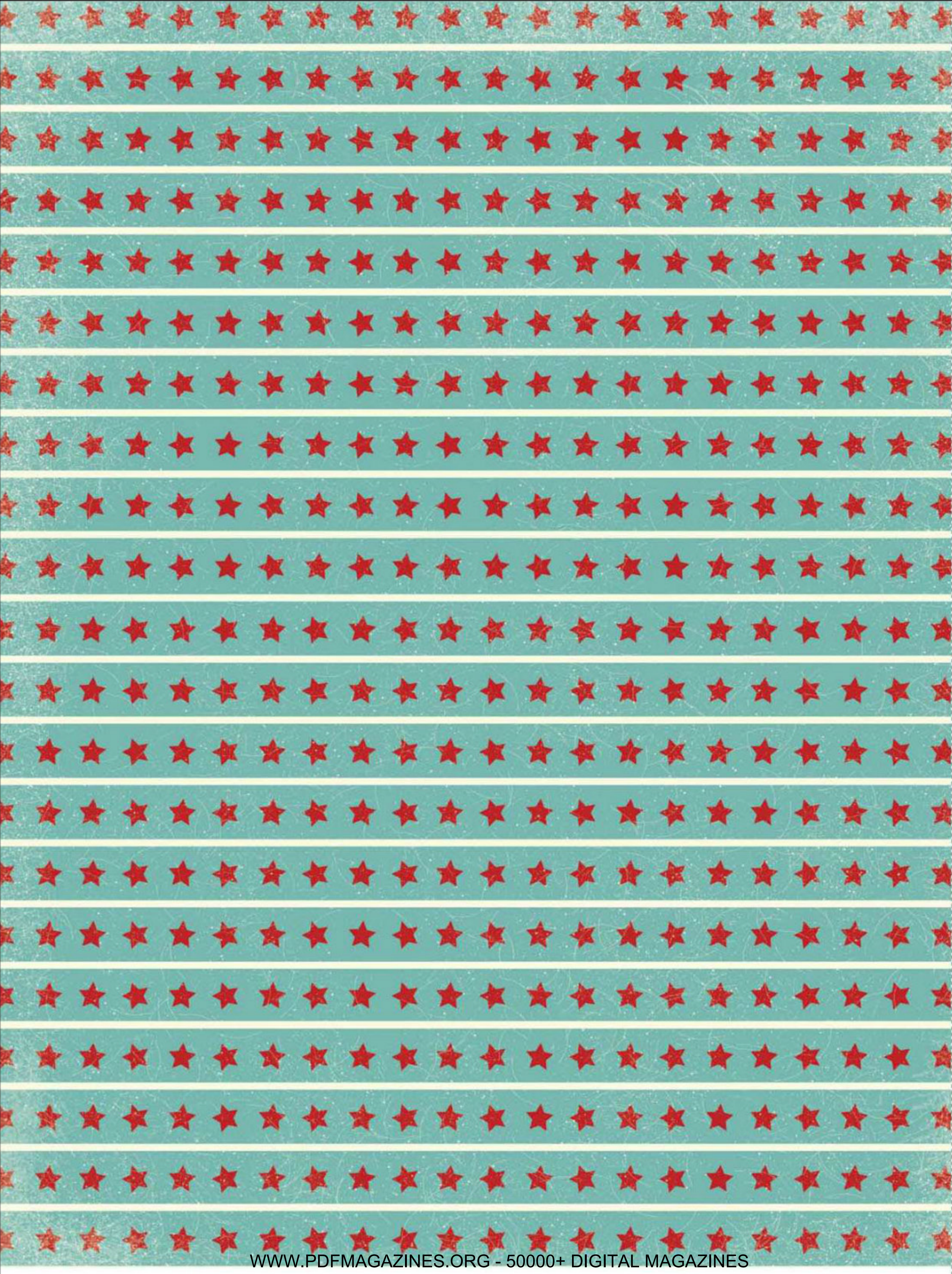


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4th of July

We love a party and they don't come much bigger than 4th July, so stock up for overseas and ex-pat shoppers **By Annie Bellamy**



How to make the 'Happy 4th of July' card

- 1** Cut some white card to 105 x 148mm (4½ x 5¾in) and cover the top half with multi-coloured star patterned paper.
- 2** Cut a rectangle of red striped paper and cover the remaining bottom half.
- 3** Cut a strip of blue spotty paper and carefully add little folds across the strip, gluing as you go. Then stick the folded strip across the middle of the card to cover the join of the two papers.
- 4** Cut out the 'Happy 4th July' greeting, stick onto thin card, trim and then stick into place on the card, as shown.

TOP TIP

Why not make a 4th July party pack with paper bunting and paper windmills to match the cards?

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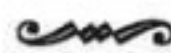
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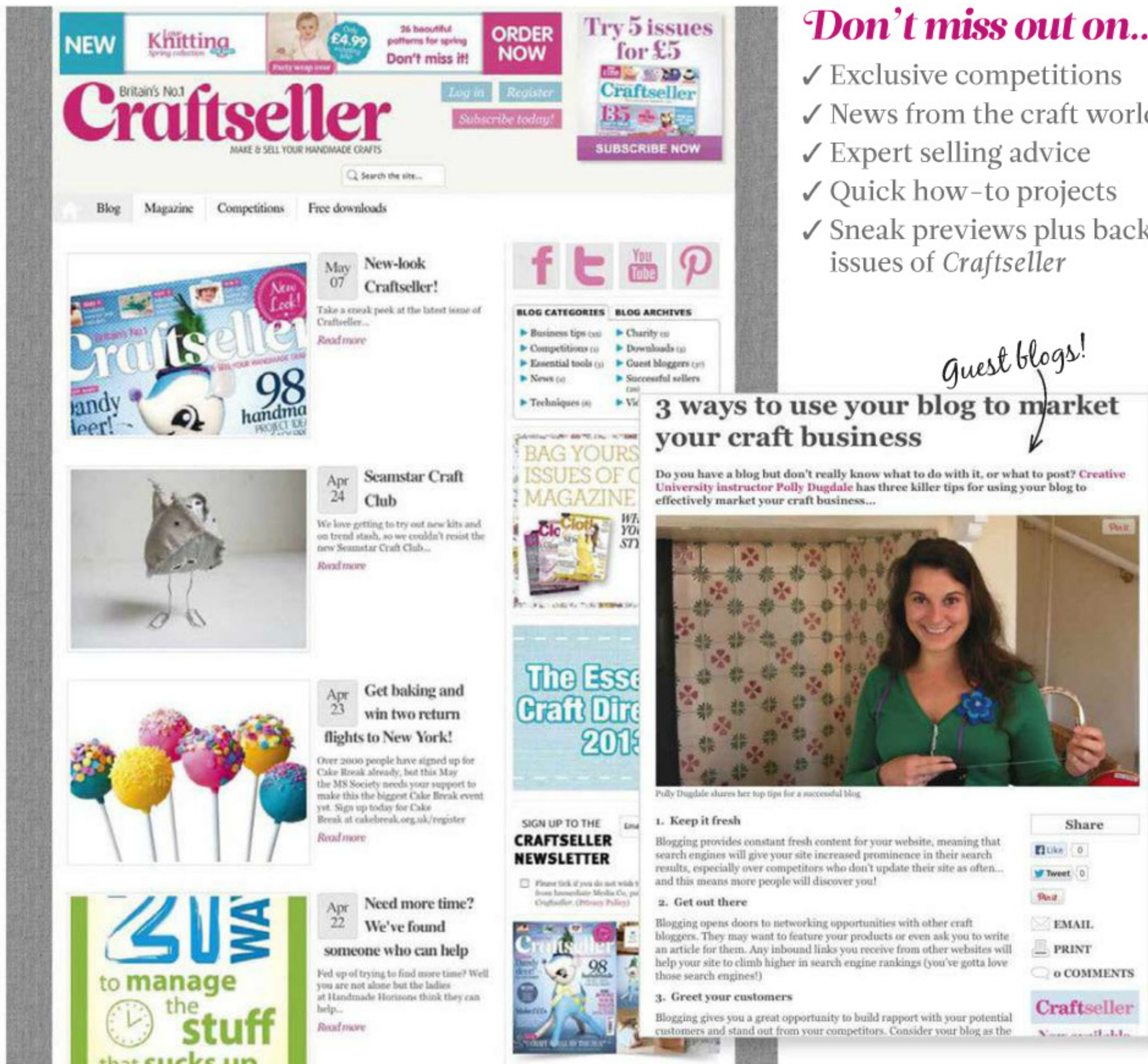
Craftseller

is available online visit www.craft-seller.com



Don't miss out on...

- ✓ Exclusive competitions
- ✓ News from the craft world
- ✓ Expert selling advice
- ✓ Quick how-to projects
- ✓ Sneak previews plus back issues of *Craftseller*



The screenshot shows the Craftseller website homepage. At the top, there's a banner for 'NEW Knitting Spring collection' with a 'Try 5 issues for £5' offer. Below this is the 'Craftseller' logo with the tagline 'MAKE & SELL YOUR HANDMADE CRAFTS'. Navigation links include 'Blog', 'Magazine', 'Competitions', and 'Free downloads'. A search bar is also present. The main content area features several articles: 'New-look Craftseller!' (May 07), 'Seamstar Craft Club' (Apr 24), 'Get baking and win two return flights to New York!' (Apr 23), and 'Need more time? We've found someone who can help' (Apr 22). A sidebar on the right lists 'BLOG CATEGORIES' and 'BLOG ARCHIVES'. A featured article titled '3 ways to use your blog to market your craft business' by Polly Dugdale is highlighted, with a handwritten note 'Guest blogs!' pointing to it. The article includes a photo of Polly Dugdale and a list of three tips: '1. Keep it fresh', '2. Get out there', and '3. Greet your customers'. Social media sharing options are visible at the bottom right of the article.

PLUS search Craftseller on the App Store





Mummy makes

Sew these delicate, fluttery wings for cute little princesses and watch them fly off the shelves! **By Emma Read**



How to make the fairy wings

INFORMATION

Materials

- 0.5m (20in) stretch mesh white fabric
- 4 metal coat hangers (preferably coated in white plastic)
- 3m (120in) of 1.5cm (1/2in) pale pink ribbon
- 1m x 5mm (40 x 1/4in) elastic
- 2m x 1.5cm (80 x 1/2in) white ribbon
- Net, silk or organza scraps.
- 1m (40in) of 5mm (1/4in) ribbon in pale pink, green and white
- Cloth tape or gaffa tape in grey or white
- Large pair of pliers
- Strong wire cutters
- Gardening gloves
- Sewing needle
- White thread
- Pink thread
- Glitz It Glitter Glue in Clear frosting

Size: 44 x 39cm (17 1/4 x 15 1/2in)

Skill level: Easy

These beautiful wings are simple to make and are very effective. We used stretch mesh to make sheer lightweight wings, with a delicate chiffon and silk flower in the centre and hanging ribbons that trail in the breeze. We've used pretty pastel shades for a lovely summery feel – children love to role-play, and little girls love magical games, especially. Be sure to sell for summer parties, festivals and celebrations – you could make an adult version, too! As with all products made for children, take care to wrap rough edges tightly with tape to make them extra safe and comfortable.

1 Cut off the twisted end and hook from each of the coat hangers using wire cutters. Wear gardening gloves for safety. Pull each coat hanger out to make four teardrop shapes, use pliers to get the corners straight.

2 Lay the four frames in a butterfly-wings shape. Make two small inward bends (approximately 10cm (4in) apart) on each of the frame shapes. Use the photo as a guide – two frames will have bends at the bottom of each wing shape, and the other two will have bends at the top.

3 Cut four wing shapes from stretch mesh fabric using the template. Place one fabric piece under a wing frame, roll fabric edge around the frame between finger and thumb and pin to hold in place (this is tricky, and won't look perfect, but when it comes to sewing it in place you can be neater).

4 When the whole wing is pinned in place, neatly hand sew a whipping stitch (re-rolling as you go). Hold the rolled fabric tightly in place, go through all layers of net on the rolled edge to keep it fixed in place. This is worth spending a little time on to make it look really neat. Repeat with all four wings.

5 Place each wing in position, and wearing gloves, twist them all together firmly using pliers. Wrap tightly with cloth tape ensuring all sharp ends of wire are covered and they feel secure and don't move around too much. Bend the position of each wing from the centre so the top wings are hiding slightly behind the bottom wings.

6 Pipe glitter glue round the edge of one wing, just inside the edge of the wire. Leave to dry and repeat on other wing.

7 To make straps, take 3m (120m) of pink ribbon and cut in half widthways. Sew both lengths together with a running stitch down either sides to create a long tube. Using a safety pin, thread elastic through the tube, gathering the ribbon, sew the ribbon and elastic ends together, lay down in a figure-of-eight shape, and sew together at the centre. Place straps between wings, secure with a hot glue. Wrap white 1.5cm (1/2in) ribbon tightly around centre of the wings to cover all the glue and, secure with a few stitches.

For the central flower decoration

1 Cut three pieces of silk and organza fabric, 40 x 15cm (15 3/4 x 6in). Take one and concertina it every 3cm (1 1/4in). Cut each end into a point with scissors and unfold. You will now have a piece with jagged edges along the long sides. Repeat with all strips. Layer, alternating colours.

2 Concertina all three layers again, wrap thread around the centre and secure with a few stitches. Pull out and separate the petals to create a flower shape. If needed, hold the centre petals between your finger and thumb and wrap thread around base of centre petals to make them stand up even more.

3 Add a pearl bead with a hot glue gun to the centre of the flower. Tie all three lengths of thin ribbon to the centre of wings, and sew the flower on top. 

SAFETY FIRST These wings are intended for children, so do take extra care to fasten the pearl on securely to prevent a choking hazard and cover all wire ends thoroughly with tape. **Remember, if you intend on selling this make there are strict regulations to adhere to. Visit craft-seller.com/free-downloads for more legal advice on child safety.**



SHOW US ON FACEBOOK!

If you've enjoyed making these fairy wings, why not post a photo on our Facebook page?



FOLLOW US ON TWITTER!

Tweet us your tips and advice, and follow our own tweets @craftsellermag



FIND US ON PINTEREST!

We've got loads of crafty inspiration for you to browse at Pinterest.com/craftseller

TOP TIP

Use this design to make butterfly, dragonfly or bumble bee wings!





1



2 sets
to win!



2

OVER
£1500
OF PRIZES
TO WIN

Fab freebies

Enter now and you could win top stash for your craft box, sweet summer selling supplies, the chance to learn new crafts and more...

3



1 FIND YOUR INNER ARTIST With a complete set of DVDs from the Art & Craft Academy – you're on to a winner! The whole set is worth £160 and we have two to give away. Including tutorials on beading, papercrafting, and baking! Visit artcraftacademy.com

To enter, text **ACADEMY** followed by your name, address and email to 87474*

2 GET CREATIVE We've teamed up with Creative Stitches & Hobbycrafts to offer 20 winners a pair of tickets, worth £18, to this fantastic show in Manchester on 12-14 Sept. Visit ichf.co.uk

To enter, text **ICHF** followed by your name, address and email to 87474*

3 RIBBON FRENZY We recently discovered the great range at Crafty Ribbons and just had to share a selection of our favourites! Enter now for your chance to win one of six bundles of 11 different trims plus the wonderful Mini Bowdabra, (worth £25 altogether).

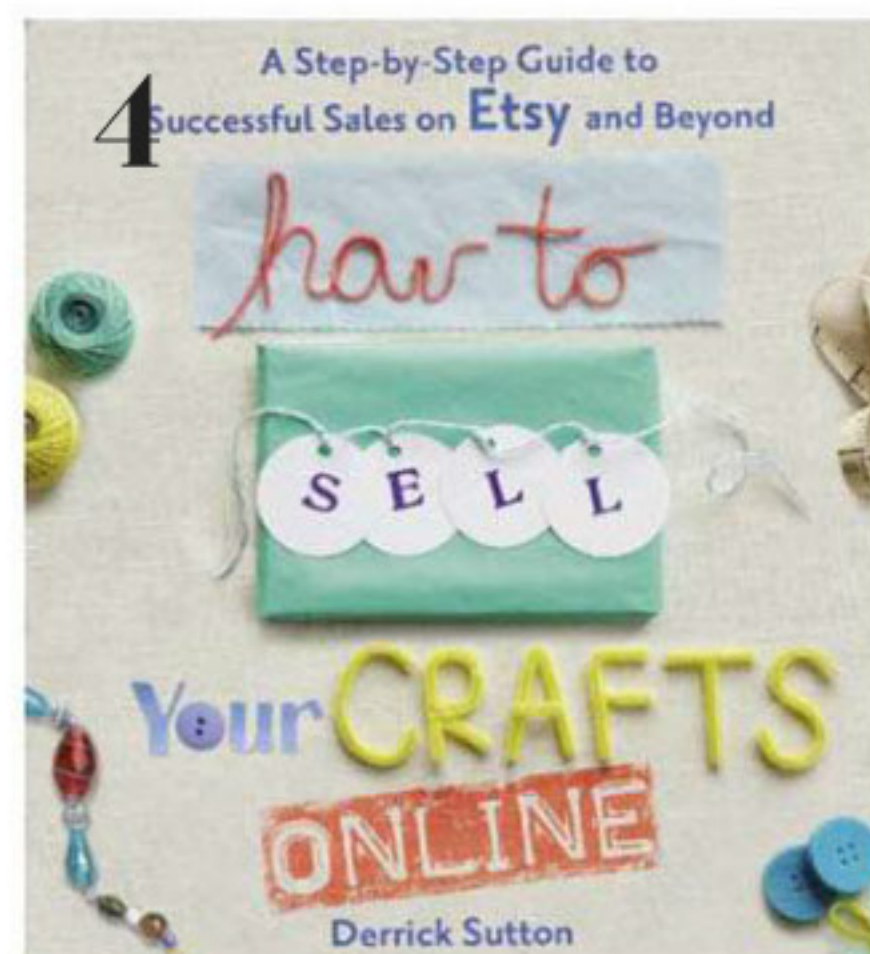
Visit of craftyribbons.com

To enter, text **BOWDABRA** followed by your name, address and email to 87474*

4 HOW TO SELL YOUR CRAFTS ONLINE

Getting noticed on Etsy is tough, but with *How To Sell Your Crafts Online: A Step-by-Step Guide to Successful Sales on Etsy and Beyond*, by Derrick Sutton, it can be done. And we have 10 copies worth over £14 each to give away!

4



Win one and you'll learn how to stand out with Derrick's simple, effective step-by-step advice.

Visit howtosellyourcraftsonline.com

To enter, text **SUTTON** followed by your name, address and email to 87474*

5 BACK TO SCHOOL Ardington School of Crafts, runs fantastic courses with experts, in more than 100 skills and we have two pairs of vouchers worth £130. Two lucky winners could use the vouchers, for two one-day courses, a two-day course, with a friend, or towards a longer course! The choice is yours.

Visit ardingtonschoolofcrafts.com

To enter, text **ARDINGTON** followed by your name, address and email to 87474*



6 BABY BOOM With the imminent arrival of the royal baby this is a great time of year to stock your shop with lots of nursery makes, so enter now for your chance to win a reel of New Baby and one of Natural Charms Baby ribbon as well as a pretty pastel mini work basket, worth £38.75 altogether!

Email crafts@stockistenquiries.co.uk

To enter, text **NATURALCHARM** followed by your name, address and email to 87474*

7 FAB FABRIC Get ready for summer with the latest prints and some embellishments from My Fabric House®. My Fabric House® have sent us one set of big jewel button worth £41.99 and two fabric bundles worth £17.98, to give away. With three brilliant prizes up for grabs, enter now, or you might miss out!

Visit MyFabricHouse.co.uk

To enter, text **MYFABRIC** followed by your name, address and email to 87474*

8 SUMMER SELLER Get stylish summer selling accessories from DotComGiftShop with one of three fab bundles. The flower press (£14.95), pretty-but-practical recycled bag (£4.95), six flower blackboard price markers (£2.95 each) and retro wooden tray (£13.95) are all summer fair essentials.

Visit dotcomgiftshop.com

To enter, text **DOTCOM** followed by your name, address and email to 87474*

Terms and conditions for giveaways: *The Promoter is Immediate Media Company Bristol Limited. Entrants must be UK residents aged 18 years or older. Texts will be charged at 25p plus your standard network tariff rate. To enter by post: write your name, address and chosen freebie on the back of a postcard and send to: *Craftseller* 25, Immediate Media Company, 9th Floor, Tower House, Fairfax Street, Bristol BS1 3BN. By entering this competition you are agreeing to receive newsletters, offers and promotions by post, email and telephone from Immediate Media Company Ltd and the prize providers sending offers and newsletters to you by post, email or phone. You can unsubscribe from these at any time. If you do not want to receive this information please add the words 'NO INFO' at the end of your text message or write 'NO INFO' on your postcard. Closing date for entries is 11.59pm on 01/07/13. For the full Terms and conditions visit craft-seller.com/competitions

Diary of a craft selling mum

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

All about me

I am 33¾ years old, eight months pregnant, and mum to three-year-old Harry. 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 family and my customers...

Erica ♥

This month

- * **Crafty makes** – 25 (8 on waiting list for after baby is born)
- * **New crafty product ideas** – 4
- * **Bespoke design clients** – 5
- * **New Likers on Facebook** – 42
- * **Hours spent decorating** – 34
- * **Episodes of Coronation Street watched** – 14½
- * **Evenings spent working** – 10
- * **Evenings spent on birthing ball** – 21

Day 3

With the new arrival due soon I've been sorting out Harry's old baby clothes. It was so gorgeous holding, smoothing and smelling his tiny babygros, vests and newborn clothes. It got me thinking about a possible new product – a way of keeping those cherished newborn memories forever by sewing a few chosen items together and creating a range of memory toys. Today I designed the very first character as a prototype for the collection; a cute and cuddly memory bear inspired by my son (whose nickname is Harrybear). I'm going to use one of Harry's newborn outfits, a soft grey velour tracksuit with a striped cotton lining. Even if Harry doesn't want it when he grows up, I will always treasure it.

Day 12

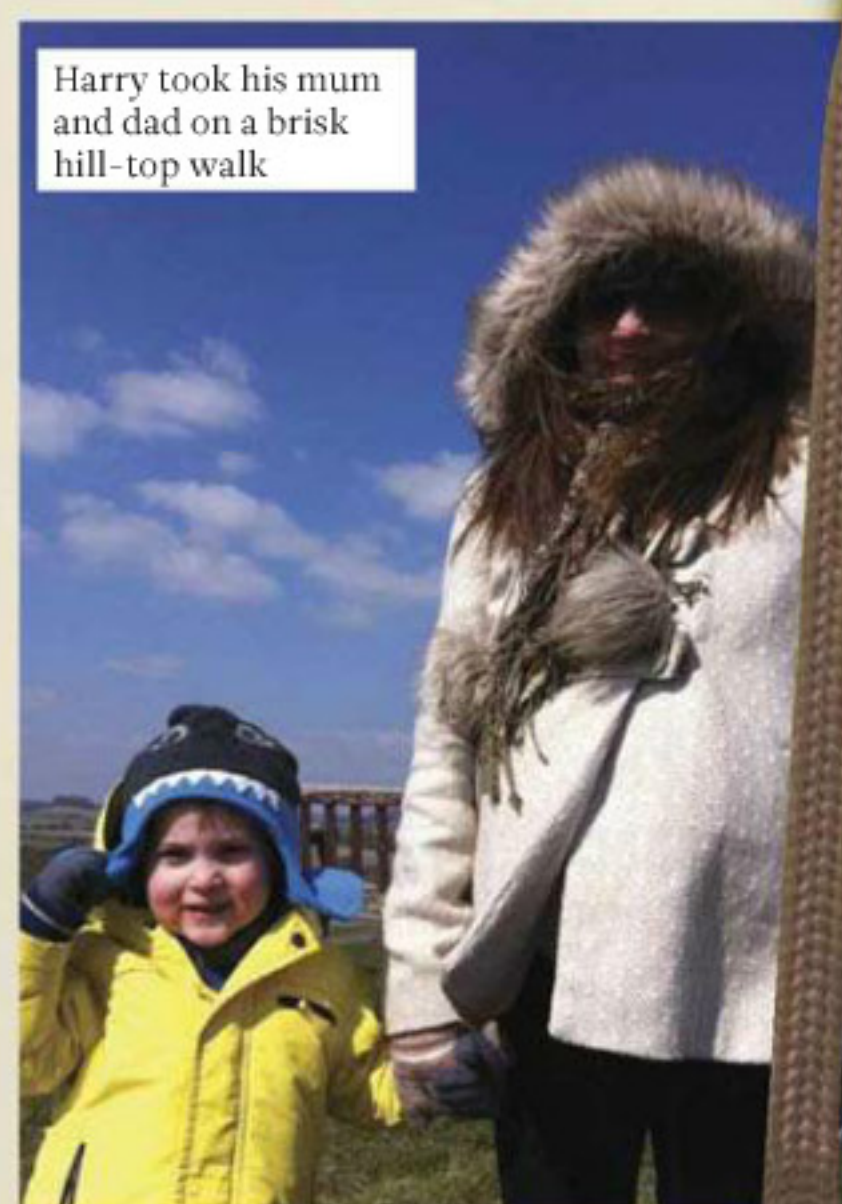
Martin and I have taken a week off to stay with family before the baby arrives. The sun was shining so we decided to take a walk in the countryside. What looked like a small hill turned out to be much bigger than expected and as we finally reached the top, I began to feel quite unstable. Swaying in the breeze while being front-heavy is not fun, so after a walk around and a quick glance at the views we made our descent.

This family time is so important. We've all been doting over Harry recently so he really knows how much he's loved. I want him to feel very safe and secure when baby number two arrives.

Having a sort-out got Erica's creative juices flowing



Harry took his mum and dad on a brisk hill-top walk





These toy dolls might have some collectable cousins

Even though we've come away to relax, I'm finding it hard to completely switch off from work – I don't think crafters ever do. I've been daydreaming about my new doll patterns. I have grand plans for a new range of art dolls aimed at doll collectors rather than children. I'd love to make them with elaborate theatrical or period costumes and I'm itching to get started – it must be the costumier in me from my college days.

Day 14

My mother offered to look after Harry today while Martin and I went shopping. I had visions of wafting around lots of lovely fabric and craft shops but, practical as ever, Martin reminded me of all the bits and bobs we needed to buy for the new baby.

He also pointed out that, before we moved, my crafting stash had taken over most of the house including the living room, up the stairs and half of Harry's wardrobe. Pah! Spoilsport!

Day 18

I spent most of the day up a ladder! We have been painting the living room walls and ceiling today and although it looked horribly precarious in my pregnant state I felt more balanced up there than I did on top of that hill the other day.

We're making good progress but we really need to get as much of the house finished by the end of the month. We've worked well today and the mood boards helped us to stay on track with our ideas and not to get too carried away. As I'm

colour blind, which is very odd not only for a crafter but also for a female, I find it difficult to differentiate between various shades of one colour, especially when working with blue and greens. The mood boards are a great way to be sure I'm not creating a full-on colour clash.

Day 22

Spent a few hours updating my Facebook page and photo albums but it is starting to make me so cross. It used to be that crafters used Facebook as a free platform on which to communicate business, but no longer. If I want to reach more of my likers with any of my posts I now have to pay Facebook. It's hard for small business users like me and I'm sure I'm not the only one thinking about using an alternative social media site.

Day 26

I woke up this morning in the mood for a change. Nothing too drastic, I just thought my logo and branding needed tweaking. I've changed the border to little hearts and made the text a little bolder and added in a new one of my doll illustrations. I like to have a little re-vamp every six months or so to tie-in with seasonal changes for Easter, Halloween or Christmas, for example. I'm pleased with how this version looks, now.

I'm getting so tired by the end of the day that I'm finding it much harder to work after Harry's gone to bed. I now spend my evenings relaxing in front of Coronation Street while bouncing on my birthing ball. This week all the bouncing has helped turn the baby from breech position to head down, so time well spent, surely?!



Nothing is going to stop the home decor mission



These decorated canvas bags are great summer sellers



This new logo is a great version for the warmer weather





From junk to funk

Update traditional terracotta plant pots with pretty summer prints to give as gifts. **By Wendy Massey**

INFORMATION

Materials

- Terracotta plant pots
- Fabric pieces large enough to wrap around each plant pot
- Bias binding (to fit round the top edge of the pot)
- Felt scraps, string, tags, paper and buttons to finish
- PVA glue or Mod-Podge

Size: Varies

Skill level: Easy

Our fabric-covered plant pots are a quick and easy craft stall filler with great profit potential. You'll be able to make several pots in one evening and they can be put to all kinds of uses. Great as rustic vases, of course, but your customers will love them for their versatility, so be sure to suggest a few other ideas. They're fab storage solutions in the home office, kitchen or craft studio. You could use papers instead of fabric – just varnish them thoroughly for a robust finish.

How to make the fabric plant pots

- 1 Place fabric right side down on your worktop. Paint PVA onto the plant pot and smooth the fabric into place. Keep painting glue onto the pot until you've covered it all round. Trim the fabric where it overlaps to remove any excess.
- 2 Trim the bottom edge so you have enough fabric to fold under the pot – about 2-3cm (1in) is plenty. Glue into position on the bottom of the pot.
- 3 Trim the top edge of fabric to about 2-3cm (1in) and fold over the top edge, gluing into position.
- 4 Neaten the raw edges inside the top of the pot by gluing a strip of bias binding all the way round the inside edge, covering the raw fabric edges.
- 5 Draw around the bottom of the pot onto paper. Using the circle as a template, cut a felt circle just a little smaller than the circle you have drawn.



- 6 Glue the felt circle to the base of the plant pot, this is a simple but effective way to cover the raw edges. This is optional, but does neaten the bottom of the pot.
- 7 To finish your pots, make some decorative tags using paper luggage tags, fabric and buttons. Draw faux stitching with a fineline marker pen. Glue string to one side of the pot and wrap the string around, threading the tag onto the string.



SHOW US ON FACEBOOK!

We'd love to see your fabric-covered pots on the *Craftseller* Facebook page



SELL MORE

If you're selling these as plant pots, instead of vases, don't add the felt base – it will get pretty soggy!



Feeling fruity

Try your hand at needle-felting and tempt new buyers with these sweet fruit felts... **By Vicky Craxton**





How to make the needle-felted fruit

INFORMATION

Materials

- 40g white wool roving
- Wool roving in the following colours:
 - 7g light green
 - 2g dark green
 - 5g orange
 - 2g brown
 - 7g yellow
 - 5g pale yellow
 - 10g purple
 - 2g red
- Needle felting foam pad
- Set of needle-felting needles with handle

Size: E.g. apple 5.5 x 4.5cm
(2¼ x 1¾in)

Skill level: Moderate

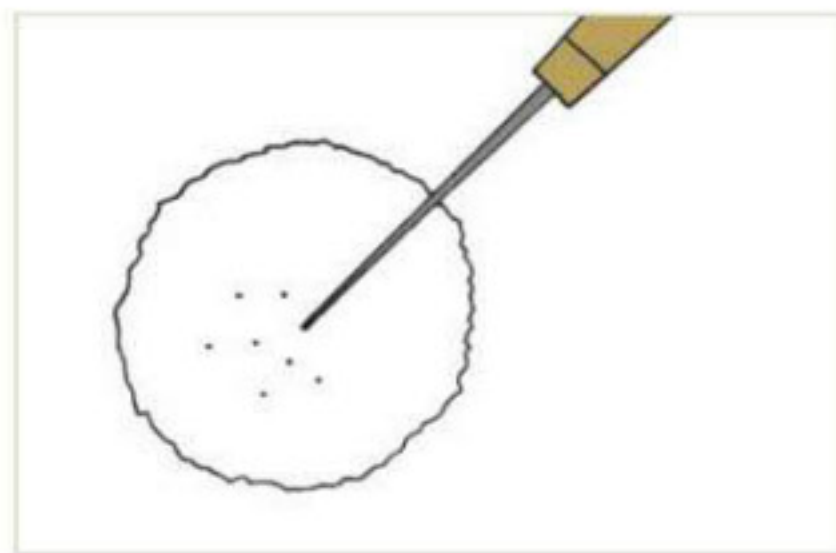
Felted makes are big news in the crafting world and our needle-felted fruit would look lovely displayed in a vintage fruit bowl or on a carved wooden platter. This new skill might take you a little while to master, but once you have, there'll be no stopping you! These hand-crafted felted pieces will fetch a good price, so whip up a few and make a decent profit. What's more, start-up costs are minimal as roving wool is very reasonably priced, so a one-off investment in the needles will quickly pay dividends the more items you make!



If it's your first time needle-felting, when stabbing the wool, rest it on the foam pad and don't place it directly on the table. Also, the needles snap very easily so only stab with them, rather than using them to reposition the wool. It may be a good idea to buy a few needles so you have spares!

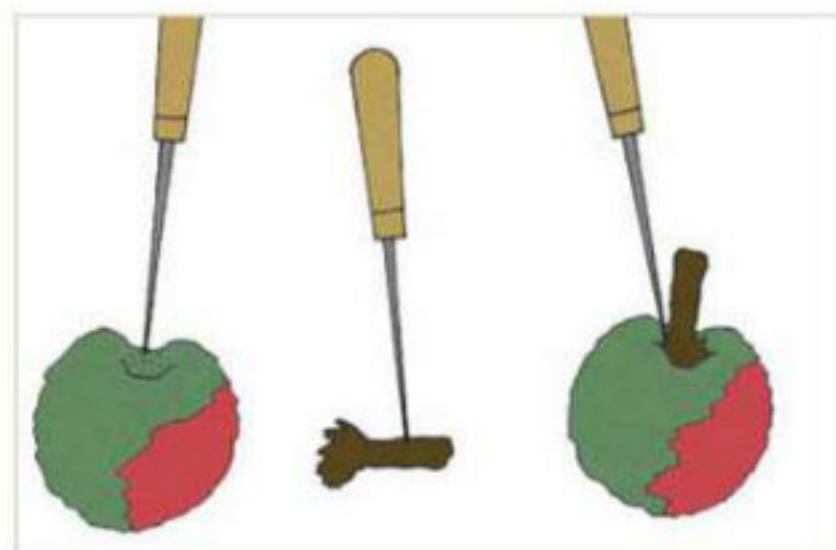
For the apple

1 To make the core, tightly roll some white wool into a ball and stab with the needle until it forms a solid ball. Turn it while you stab to keep the ball shape.



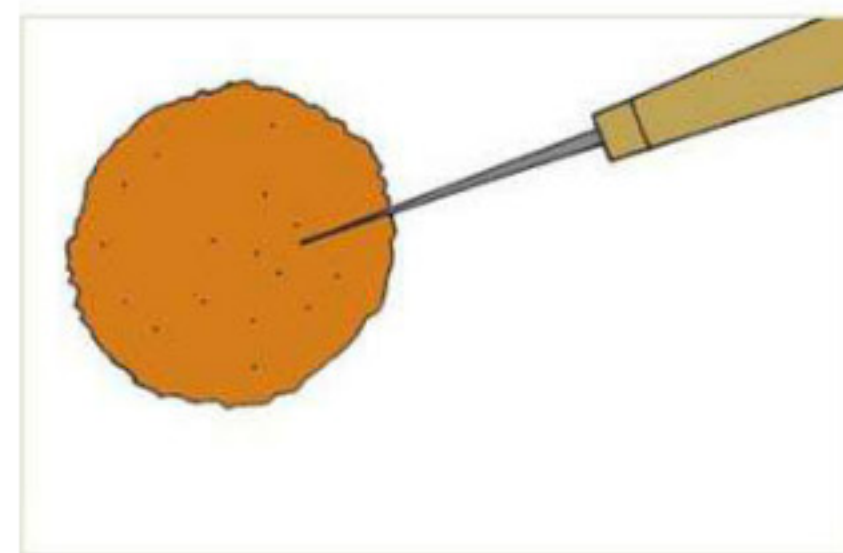
2 Cover the apple with light green wool and stab it until the colour attaches. Now cover with a very thin layer of dark green wool and a thin layer of red wool on one side and stab these until they are attached.

3 Roll a small piece of brown wool into a long shape with a fluffy end and stab it into a compact stalk shape. Stab the top of the apple repeatedly to create a small dip and then attach the stalk by stabbing the fluffy end into the dip, continue until it stays firmly attached. Stab the bottom of the apple repeatedly to create a small dip. Make a rough circle with a tiny piece of brown wool and stab it into this dip.

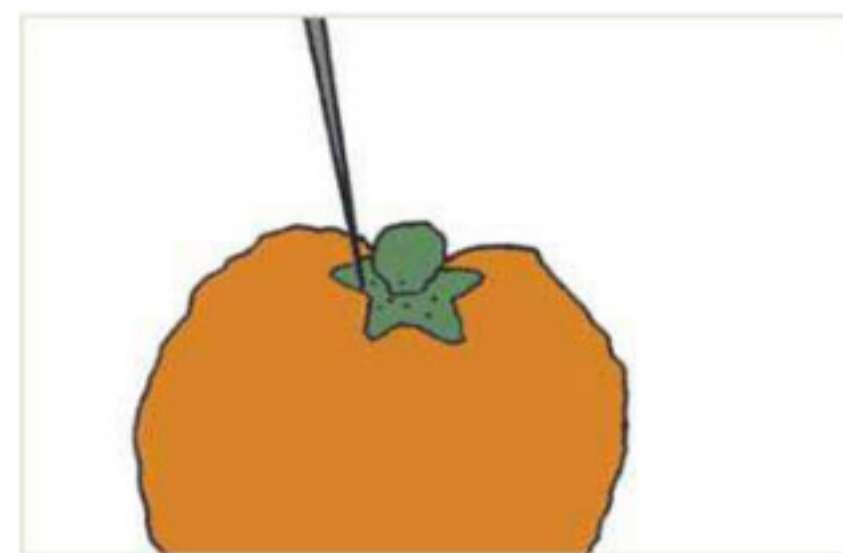


For the orange

1 To make the core, tightly roll some white wool into a ball and stab until it forms a compact ball. Cover the orange with orange wool and stab until the colour attaches. Stab the bottom of the orange to create a small dip. Roll a tiny piece of dark green wool into a circle and stab it into the dip until it attaches securely.



2 Stab the top of the orange to create a small dip. Make a small piece of dark green wool into a rough star shape and attach it to the top of the orange by stabbing it into the dip. Roll a piece of dark green wool into a tiny ball and leave one end fluffy. Stab the ball until it compacts and then stab the fluffy end to the top of the orange by stabbing in position it until it attaches.

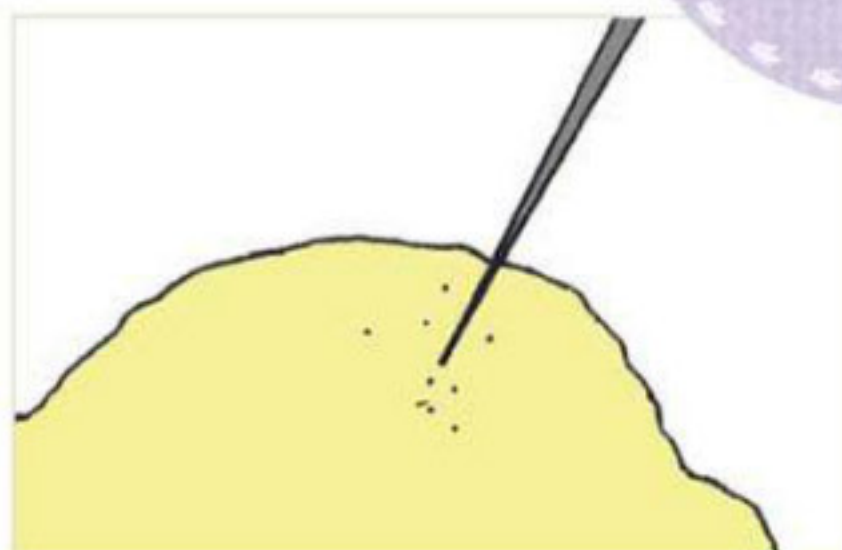


For the lemon

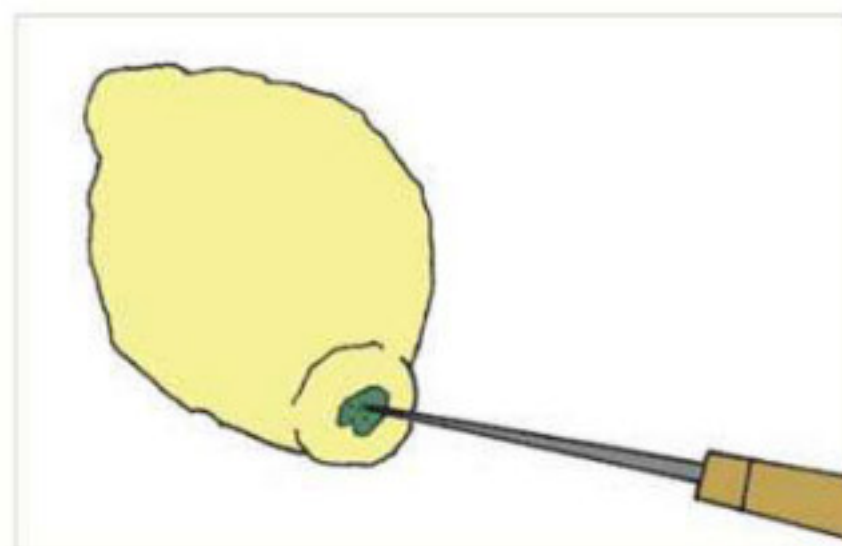
1 To make the core, roll some white wool into a tight oval-shaped ball and stab repeatedly to firm up. Keep pinching the ends while you stab to form the lemon shape. Cover it with yellow wool and stab until the colour attaches. Cover the lemon with a thin layer of pale yellow wool and stab until it attaches but make sure the bottom layer of yellow is still visible.

TOP TIP

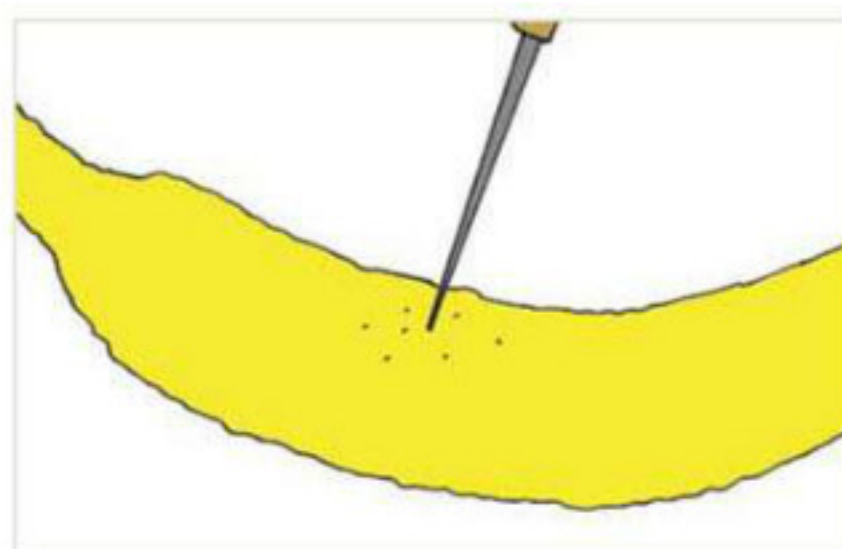
Avoid stabbing your fingers while you use a felting needle by wearing a thimble



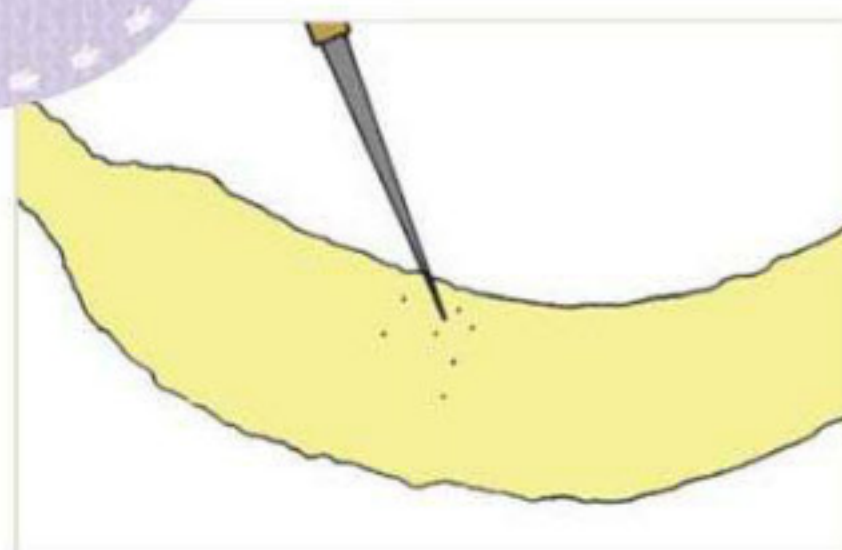
2 Stab one end of the lemon to create a small dip. Roll up a tiny piece of dark green wool and stab it into the dip until it attaches. Do the same on the other end of the lemon.

**For the banana**

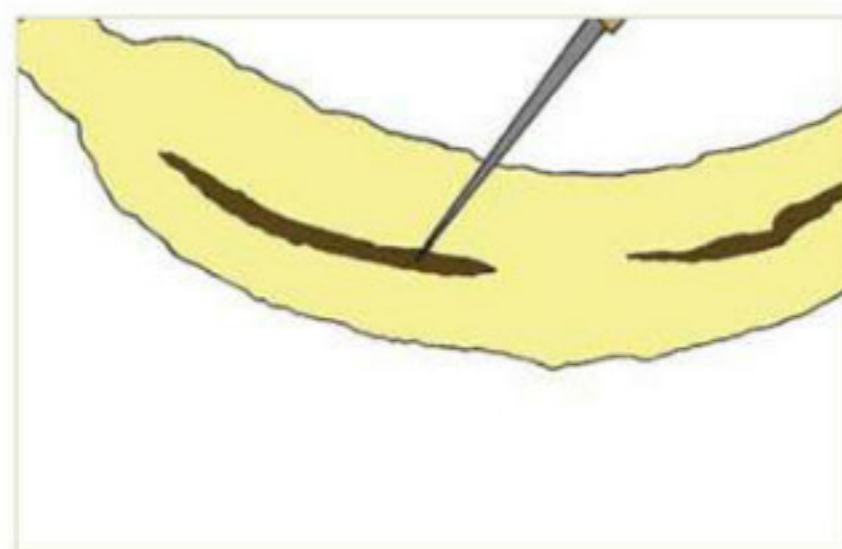
1 To make the core, cut a 20cm (8in) length of white wool and roll it up, wrap another layer of white wool round the middle so the top is thinner. Stab the wool to form a solid banana shape. Hold it in a curved position as the wool compacts and keep stabbing until it stays.



2 Cover the banana with yellow wool and keep stabbing until it attaches and you have built up a banana shape you are happy with. Wrap a thin layer of pale yellow wool round the banana so the bottom layer of yellow shows through and stab until it attaches.

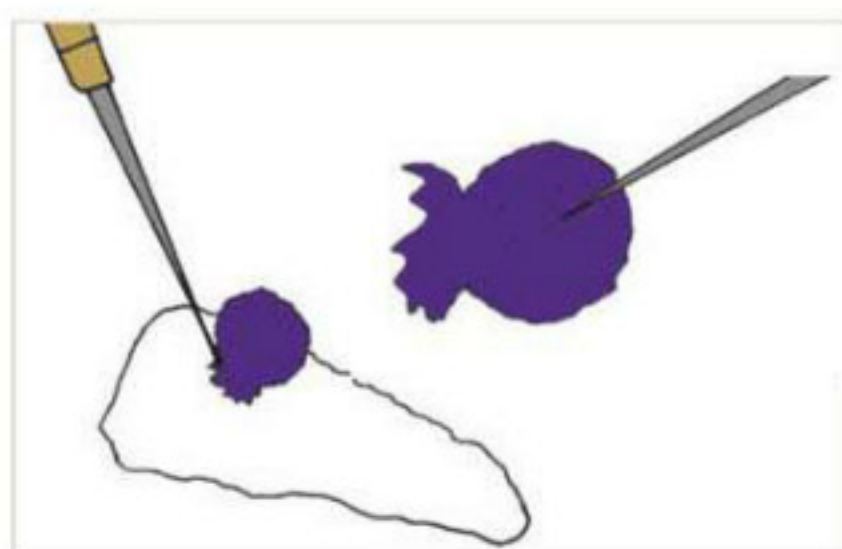


3 Cover the top of the banana with brown wool and stab until it is attached. Create a rough circle with some brown wool and stab it onto the other end of the banana until it attaches. To create the line details on the banana, use very thin strips of brown wool and lightly stab onto the main banana piece until they stay attached.

**For the grapes**

1 To make the core, roll up some white wool into a cone shape. Stab the cone shape repeatedly until it becomes a solid shape.

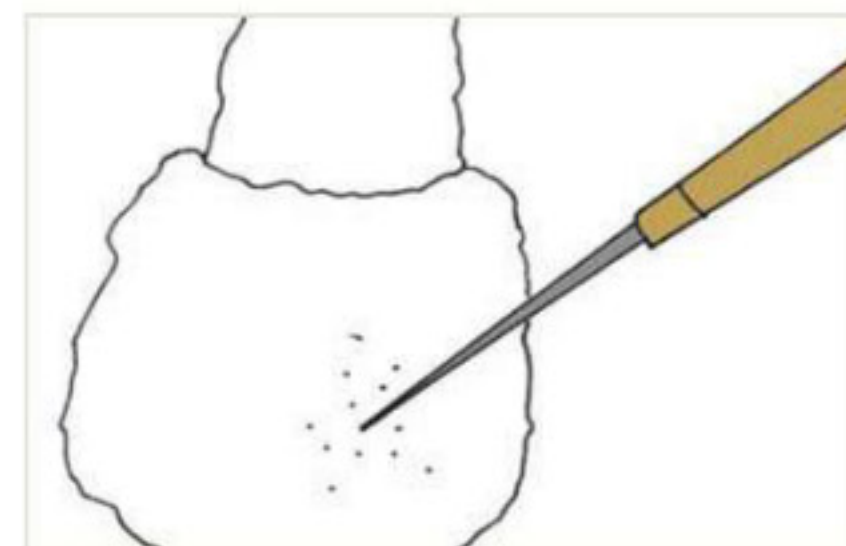
2 Roll up a small piece of purple wool to create a small ball. Stab it until it becomes a solid but with a fluffy end. Attach the ball to the cone by stabbing the fluffy end onto the cone until firmly attached. Repeat this until the cone is covered with purple balls.



3 Roll some brown wool into a long shape with a fluffy end and stab it into a solid stalk shape. Use the fluffy end to attach the stalk to the top of the grapes by stabbing it until firmly secured.

For the pear

1 To make the core, roll up some white wool, then wrap another piece of white wool round the bottom two thirds to create a rough pear shape. Stab the pear until it becomes solid. Cover the pear with light green wool and keep stabbing until it attaches and builds up the pear shape.



2 Cover the pear with a thin layer of dark green wool and lightly stab until it attaches. Roll some brown wool into a long shape with a fluffy end and stab it into a stalk shape. Stab the top of the pear to create a small dip and then attach the stalk by stabbing the fluffy end into the dip.

3 Stab the bottom of the pear to create a small dip. Make a circle with a tiny piece of brown wool and stab it into the dip. »





You've made it, now sell it...

Read our top tips and advice for selling your fruity makes

1 Create miniatures. These fruity makes look really cute in miniature and capitalise on the current trend for tiny.



2 Add subtle embellishments to cater for those lovers of bling. A simple gem or hint of bead detailing will add a touch of glitz and appeal to more buyers.

3 Think seasonally – strawberries and oranges are perfect for summer while felt hearts make sweet Valentine gifts and cute needle-felted robins would appeal to the Christmas gift-buyer.

4 Cash in on the grow-your-own trend by making veggies, plants and other flora and fauna then market them as 'gifts for gardeners' or 'food fanatics'.

5 Make them into keyrings by adding a jump ring and key chain to create a sweet fruity gift to carry everywhere.

6 Offer a pick 'n' mix pricing option such as a bunch of bananas as well as selling as single fruit items.

7 Sell as sets of play food. Needle-felted fruit is ideal for this but it must comply with toy safety standards.

8 Make jewellery. Spare felt balls make great earrings, necklaces and brooches and provide another revenue stream.

9 Buy felt in bulk if you are planning to create a lot of fruit as it will keep costs down and profits up!

10 Create quirky packaging. Keep to the theme by wrapping fruit in paper bags, market stall style! 

NOW SELLING ON...



 **Etsy:** Needle Felted Fruits by IrraNellie £93.10



 **Etsy:** Needle Felted Pear Bowls by Awesomely Creations £10.03



 **Etsy:** Needle Felted Halves of Fruit by TanyaStudio £19.95

Going to market

You may not get the flash-bang of an online shop but you can't deny the personal charms of a real-life, traditional craft market, says **Rebecca Ewing**



Few people can argue with the benefits of selling your products online. Relatively small overheads combined with a potential customer base of thousands make it an extremely compelling prospect. However, if you want to take the advice of the Crafts Council, the UK's development agency for contemporary crafts, you can't beat the personal touch when it comes to selling your handmade merchandise. In a survey carried out by the agency, they found that "going to a fair, exhibition or event is the most significant trigger for a buyer making their first craft purchase."

Bryony Morgan, founder of Made In Bristol, which runs arts and crafts events and exhibitions around the city, believes the power of meeting potential buyers face-to-face should not be underestimated. "This direct exposure to an audience can be a fantastic learning experience," she says. "To see people interacting with something you have created is both highly rewarding and can help crafters develop their work, making it more attractive to future audiences."

Reap your rewards

It's a sentiment shared by Louise Dawn Wilson, a contemporary wire artist based in Staffordshire who attends two or three markets each year, including the Great Northern Contemporary Craft Fair. "Fairs and markets are a great way of getting people to see your work in the flesh," she says. "It's also a great way to see the

Rolfe&Wills' clear and colourful screenprinted designs really stand out on their craft fair stall



Clare Mahoney's ceramics were some of the great products on offer at Made in Bristol Gift Fair in 2012

impact your work has on visitors. If the reaction is good, it can give you a fantastic confidence boost. And if you overhear some bad comments, it gives you the opportunity to learn and improve."

"Direct exposure to an audience can be a fantastic learning experience"

For Alice Rolfe, co-founder of upholstery and screenprinting business Rolfe&Wills, craft fairs provide a great opportunity to promote their work at a relatively low cost. "As a small, local, independent business, we aren't making enough money to advertise," she says, "So meeting our customers face-to-face is a fantastic way of advertising our products. Even if we don't sell much, the cost of the pitch is much cheaper than placing an ad."

Of course, just because you sell at a market, doesn't mean you have to turn your back on the digital world altogether. Use your 'face time' wisely and you can get the two working hand-in-hand. "We encourage people to take a business card," says Alice, "which includes links to our

website, Twitter and Facebook. It's a great way for people to see our online portfolio and buy instantly, as well as 'like' our Facebook page and market our business to their friends at the same time."

If there's one thing our makers agree on, it's that markets are not always plain sailing. Inclement weather, disappointing turnouts and unkind comments can challenge even the most avid makers. However, says Amy Sykes, a Devon-based artist who creates handmade homeware under the name Beach Gypsy, there are always lessons to be learned. "It's been very unpredictable," she admits, "but I've learned so much from each market – whether that's as simple as buying a decent gazebo for outdoor events or how to approach and deal with customers."

Things to remember

For Jennie Boston, founder of Say No To Beige and creator of bespoke children's clothing and accessories, the key piece of advice for first-timers is to always ask questions. "I turned up to one market without a table – and there were no tables provided," she recalls. "After frantically searching, I managed to get one in the end but the moral of the story is: if you have any questions, ask the organisers – that's what they're there for."

But perhaps the biggest challenge of all for first-time stallholders is learning how to deal with the Great British public. Morgan offers some advice: "The public can be a little reserved and it takes practice to get the right mix of friendly and informative. But remember that crafts are something people feel are worth investing in – a far cry from mass-produced, throwaway items with no emotional or human story. So plan ahead, don't hard sell and remember to enjoy yourself." 

FOR MORE INFO:

beachgypsy.co.uk
handmadeinbristol.co.uk
louisedawnwilson.co.uk
rolfeandwills.com
sntb.co.uk

Made In Bristol Gift Fair: 30 Nov & 14 Dec



Top tips for setting up your first stall

1 PERFECT MATCH

"Is it the right market for your product?" asks Amy Rolfe. If you can, visit it first and size up the customers to see if they fit your profile.

2 BE A PUNTER

Go along to events and learn. Take a note of the way the stalls are presented and what they're selling. Hone your skills at some smaller markets first where entry is cheaper.

3 PLAN AHEAD

Bryony Morgan recommends planning months ahead to up your chances of making a profit. Streamline your range and plan your layout.

4 LOOK GOOD

Ensure your stock and stall stands out from the crowd. Bryony advises: "Keep things simple – a cluttered stall looks messy, no matter how incredibly beautiful the work."

5 BE PREPARED

Don't forget the added extras: business cards, paper bags or wrapping, receipt book, float, price tags, a notebook (to write down feedback) and an emergency repair kit (scissors, glue, string, sticky tape, clamps). And don't miss sales nipping out for a brew, warns Bryony. Bring a flask of tea with you!



1 Emma Garland of Little Red Apple at Made in Bristol Gift Fair 2012 2 Louise Dawn Wilson 3 Alice Rolfe of Rolfe & Wills 4 Amy Sykes of Beach Gypsy 5 Chez Williams stall at Made in Bristol Gift Fair 2012 6 Fiona Willis at Made in Bristol Gift Fair 2012



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Travel in vintage seaside style

Surprisingly quick and easy to make, this travel set will be a popular buy for all those jet-setting shoppers this summer! **By Wendy Massey**





INFORMATION

Materials

- Small pieces of fabric such as dress-weight cottons or polycotton prints are ideal
- Felt pieces
- Larger piece of fabric for main case (optional)
- Small piece of clear PVC
- Bias binding
- Fusible interfacing
- Velcro
- Permanent fine-line marker pen for vanity case
- PVA glue
- Small button

Size: Tag: 14cm x 8cm (5½ x 3¼in)
 EU passport cover: 3.5 x 4.5cm
 (1½ x 1¾in)
 Vanity case: size varies

Skill level: Easy

Make the most of fresh summer fabrics with these gorgeous beach-inspired travel essentials. We bought the old vanity case for a bargain from ebay.co.uk (for 80p!) and upcycled it using a small piece of backing fabric and a few fabric scraps. The luggage tag and passport cover also use very small amounts of fabric, to make sure your materials budget travels a very long way! Bright, fun and practical, all three items are bound to attract interest in your stall or online shop where you can sell them individually or as a set!

TOP TIP

PVA glue acts as a varnish as well as glue. Buy good quality PVA to use as a protective layer

How to make the travel set

1cm (½in) seam allowances are included where necessary.

For the passport holder

1 Cut out the following from the templates provided on p102:

1 x seagull, 1 x wing, 1 x lifebelt, 2 x lifebelt section, plus yacht shapes as required. Cut a rectangle 2.5 x 9.5cm (1 x 3¾in) for the sea and one 1.8 x 9cm (¾ x 1½in) for the lifebelt stand. Cut rectangles measuring 30 x 16cm (11¾ x 6¼in) – one from your main fabric and one lining fabric, plus another one from fusible interfacing.

2 Iron interfacing onto the main fabric. Measure and mark the two fold lines at 5.2cm (2in) from the short edge and also mark the vertical centre point of the fabric.

3 Place the fabric pieces into position on what will be the front of the passport cover (between the centre point and the mark 5.2cm (2in) from the right) and sew around all edges several times, creating a sketchy finish. Sew a beak for the seagull – you could mark this on with pencil first.

4 Using a 1cm (¼in) seam allowance sew the main fabric to the lining, with right sides together. Leave a gap along one edge for turning. Turn to right sides, poke corners into shape and press, turning raw edges of opening under. Topstitch (once only) close to all four edges, enclosing the raw edges of the opening with your stitching.

5 Fold along the two fold lines that you marked earlier and pin in place, making pockets for the passport – check it fits a passport. Topstitch along all four edges again, this time sewing the edges of the pockets as you go to create a sketchy outline.

For the vanity case

1 Measure the area of your vanity case on one side. If you have a flat side with a piped edge, work up to that edge, otherwise work up to a chosen point – you can work over a curved edge if you need to.

2 Cut your main fabric slightly larger than you need. Glue into position using PVA. Trim the edges to fit and glue them down. If you have a piped edge, use a blunt knife to push the fabric into the crease provided by the piping. Feel free to cover the whole case with fabric if you like.

3 Cut out all the other shapes you'll be using from the templates for the beach hut, lifebelt and umbrella that are on p102. Glue them in place, layering where necessary. You can trim the larger shapes (such as the sea and the sand) to fit as you go along.

4 For the frothy waves, use lace, crochet or perhaps the edge of a vintage tray cloth, as in the example. Manipulate when wet with glue to form the waves.

5 Measure all four edges of your image and cut a piece of bias binding to fit. Press the bias binding open and trim where the folded edges were. Glue the middle part of the bias tape to the edges of your image, easing it gently to fit around any curved edges you have to negotiate. Trim the ends to fit.

6 Spread a layer of PVA over the whole of the image on your suitcase. Allow to dry and sand lightly with a fine grade sandpaper to create a smoother finish. Repeat if required for a more hard wearing finish. Allow to dry.

7 Once your fabrics are completely dry, draw outlines just inside the edges of each shape with a permanent fine-line marker pen to make a sketchy outlining effect – this will match the stitching on the other two items.



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For the luggage tag

1 Cut out two beach hut shapes. One from striped fabric and another from fusible interfacing. Cut another beach hut shape from felt, 1cm (½in) bigger all round. Cut three door shapes, 11 x 7cm (4¼ x 2¼in), two from fabric and one from fusible interfacing. Cut one strap from fabric, 35 x 10cm (13¾ x 4in). Cut one address window from clear PVC 8.5 x 4cm (3¼ x 1½in). Fold both long raw edges of the strap into the centre (wrong sides together) and press the folds.



2 Fold the strap in half again along the centre line and press. Machine stitch along all four sides. Sew matching pieces of Velcro onto the two short edges of the strap. Ensure they are facing the right way so the strap forms a loop when closed.

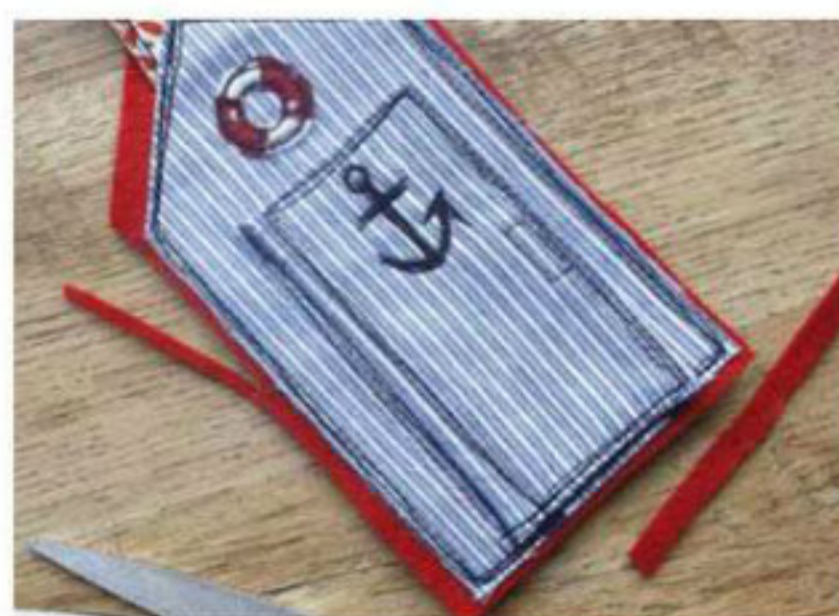


3 Iron interfacing to the back of the beach hut shape and to one of the door shapes. Sew bias binding along one long edge of the PVC window (first edge). Do the same with one short edge and the remaining long edge, and leave one short edge uncovered (this will be the bottom edge). Leaving the first edge open, sew the remaining three sides onto the front of the beach hut. Make sure you stitch through the bias binding and the PVC. The first edge will remain open for placing a name and address into, facing the 'hinge' side of the door.



4 To make the door for the beach hut sew the two door pieces together along three edges, right sides facing. Leave one long edge open. Turn to right side and press. Trim 1cm (½in) fabric from one of the raw edges of the door. Topstitch the door, sewing at least three times for a sketchy finish.

5 Using the template, draw then sew an anchor onto the door, using straight stitch. Sew a small piece of Velcro in place opposite the 'hinge' edge. Sew the corresponding Velcro on the beach hut. Sew a small button over the Velcro to suggest a doorknob.



6 Sew the door in place to the left of the PVC window pocket, placing the trimmed edge underneath and matching the two pieces of Velcro. Make sure you don't accidentally sew over the opening for the label on the window pocket.

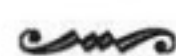
7 Sew the lifebelt into place above the door. Place the sewn beach hut centrally onto the felt beach hut shape, folding the strap between the layers at the top edge. Sew around all edges, enclosing the strap. Trim the felt backing so it measures about 2mm bigger all round than the main beach hut.»





You've made it, now sell it...

Help your travel sets fly off the shelves with these top tips and hints



1 Offer customisation – you could add different destinations or famous landmarks that have meaning to your customers.



2 Experiment with colour and fabrics and make up sets with a whole host of different finishes and textures. Think vintage hues, modern stripes, hippy brights – the possibilities are endless.

3 Theme your props and displays when photographing your items. Use deckchairs, pebbles, buckets and spades or attach tags to pretty vintage cases.

4 List and price items together and separately. Not everyone will want a set, so cover all bases and offer a range of pricing options.

5 Create some of the postcards on p28 in the same scheme and sell with a discount for shoppers who buy both.

6 Make them fit for purpose – travel items will be put through their paces so ensure your materials are top notch.

7 Do your sums! The case is a bulky item and will cost more to send in the post so make sure you get the figures right!

8 Think about your meta tags and descriptions when listing the items online so you can be found easily.

9 Personalise the set with customers' names for a really unique gift and charge extra for the service.

10 Adapt the designs and easily create vanity cases, card wallets, key fobs and gift tags! 

NOW SELLING ON...



Folkstyle: Floral fabric passport wallet by Fantoosh £7



Etsy: Vintage Vanity Case by Love Mimo £50

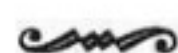


Etsy: Passport cover and luggage tag by LittleGemTextiles £6.75



Ask us

Our panel of experts are on hand to answer all your questions



Find this pretty pinwheel and other gorgeous stash at dotcomgiftshop.com

Stash happy

Q I have always loved sewing but recently I have been looking out for some pretty pins to make the job of alterations that bit more pleasant. Do you have any suggestions of where I can find some pretty, but also, practical pins? My sewing box needs you!

VICTORIA YOUNG, LEEDS

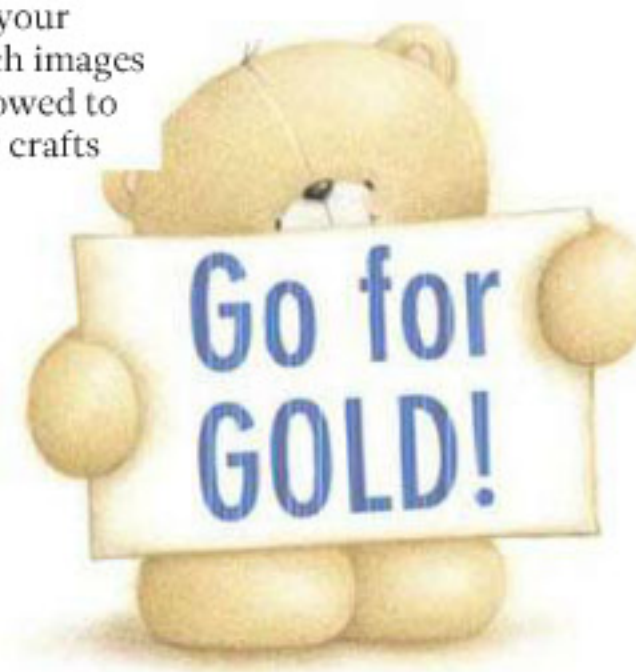
A As our grandmothers always used to say, sometimes it's just the little things in life that bring you joy. There are so many great craft tools out there that are just as pretty as the makes that you use them to create, and we have to admit, we got ever so slightly giddy when we saw this absolutely gorgeous pinwheel containing a whopping 30 craft pins from dotcomgiftshop.com. And we are pleased to announce that this style and substance could be all yours for just £1.95.

Making friends?

Q I'm thinking of making some cards to sell can I use Forever Friends images?
EMMA OSBORNE, VIA FACEBOOK

A We checked with Hallmark-owned Forever Friends who said, "You may not copy, reproduce, republish, download, post, broadcast, transmit or otherwise use foreverfriends.co.uk content in any way except for your own personal, non-commercial use. You also agree not to adapt, alter or create a derivative work from any foreverfriends.co.uk content except for your own personal, non-commercial use. Any other use of foreverfriends.co.uk content requires the prior written permission of Hallmark." Which means you can use the images for your own personal use and cards, but not to sell.

Make sure you know which images you are allowed to use in your crafts



Are you left handed?

Q I'm left-handed, I always get in a muddle with tape measures. Is there an alternative?
SHELLEY JOHNSON, VIA EMAIL

A The company ru-lefthanded.co.uk has a great selection of left-handed crafting products including embroidery scissors and tape measures, which read from right to left, making it so much easier to measure correctly.



Essentials

NAME: George F Mason

SHOP: Burning Desire

WEBSITE: Burning Desire on folksy.com, shirewriting.co.uk

TYPE: Pyrography

TOOL: A spoon tip

AVAILABLE FROM: peterchild.co.uk

I make personalised plaques and they require a lot of accuracy. The spoon tip, as the name suggests, is shaped like a tiny teaspoon and is very versatile. Using various techniques I can use the spoon tip to make very fine lines, thick lines or very thick lines. The best thing about the spoon tip, however, is the complete control it gives me over shading. Using the back of the spoon, I can glide smoothly over the wood and burn in the different tones as required. A spoon tip gives me precise control, which is essential because once the wood is burnt, it can't be rubbed out or painted over. I'd be totally lost without it.



Bottle it up

Q I have a load of pretty bottles which I would like to keep, what could I do with them?
MRS DAWN JOHNSON, ST AUSTELL, CORNWALL

A We've found an easy way to slice the end off bottles to make candle bells! All you need is cotton string, scissors, nail polish remover, a sink of cold water, matches and sand paper. Just take care not to breathe in the gases and sand the bottom before use. Visit diycozyhome.com/how-to-easily-cut-the-bottom-off-a-wine-bottle.

There's a simple way to adapt pretty glass bottles...

Chain reaction

Q I'm using polymer clay and embossing powders. How do I know if the materials I'm using can be worn close to the skin? I also want to purchase insurance but if I don't take the correct precautions regarding the products, could I invalidate any insurance policy?
DAWN GALER, VIA EMAIL

A Jewellery designer turned business guru Clare Yarwood-White advises, "Contact the company that sells the polymer clay and ask them to confirm their product is non-toxic. Get the same information from manufacturers of all your materials. If they can't confirm that their product is non-toxic or meets legal requirements for toxicity levels, give them a wide berth. "When you buy product liability insurance, be upfront about the information you have available from these manufacturers. This means the insurance



Checking whether your materials are safe is a good idea

company cannot accuse you of failing to disclose something they see as relevant to your policy. "It may be worth speaking to a solicitor about Terms and Conditions. Offering a no-quibble refund policy builds confidence in your company, and if anyone suffered a reaction, they would be able to return the piece for a full refund. The good news is, in my experience, customers prone to allergies tend to already have good knowledge about what they can and can't tolerate, and shop accordingly. However, well done on your sensible and thorough approach to this issue, and best of luck with your new business."

f FAQ

This month our top Facebook question is...

Q What is gel medium?
Anna Hartley

A Gel medium is as an extender for acrylic paints. Artists mix the paint with the medium and then they paint as they normally would. The medium slows the drying time, allowing more flexibility during the painting process. A thick gel can also add texture and will not shrink over time.





Craftseller
Favourite

Pain in the neck!

Q We're planning a holiday but as I get neck and backache in new beds I'd like to take a supportive pillow. Can you suggest a plain one I could make a cover for myself?

BETH ROGERS, BIRMINGHAM

A We've tracked down this amazing HittePit Heatable Cherry Pit Pillow, from gizoo.co.uk, £12.95, that can be heated in the microwave. We love this yellow Bird Brolly hand-printed hemp and organic cotton mix fabric by Sarah Waterhouse. Visit sarahwaterhouse.co.uk



Get creative:
decorate your own
cushions using this
plain example



CRAFTING WHIZZ

ELLA GOODWIN

shopmissella.etsy.com, ellagoodwin.co.uk,
animella.blogspot.co.uk/

I left my day job in a local art school a year ago to pursue my own work and, though it was scary at the time with many hot sweats and midnight panics about whether I was doing the right thing, now I can't imagine not having the freedom to create every day. My business, Miss Ella, started with giclée prints of my illustration. Now I incorporate illustration into

jewellery, clothing, accessories and soft toys, too. I love that as soon as I put my characters and environments down onto paper they start a life of their own. It's about putting your heart into something and I find creating this way is my own personal meditation. I lose myself in their world and forget day-to-day stresses or worries.

The business is growing from strength to strength with customers from all over the world. I get such a buzz knowing that my dresses and characters are being worn in Australia, Hong Kong and America.



GUEST EXPERT



JOANNE DEWBURY

Charlie Moo's make handmade fabric party bags and fillers as well as Moo branded cake toppers and wrapping paper. Joanne is the designer, maker, blogger, author, mum of three and award winner behind it all.

Why you should be blogging and how to do it well

Search engines love blogs because the content is always fresh and new, with regular posting, categorised content and search engine friendly links and addresses. A business blog is the ideal place for search engines to find the type of content they love and with it you can rank very highly on Google - so you'll be much easier to find for browsers and potential shoppers.

Having a business blog enables you to build relationships with your readers/potential customers - be human and show interest. Customers will enjoy seeing/reading what you have been doing - events, projects, news or even general life musings if you fancy it.

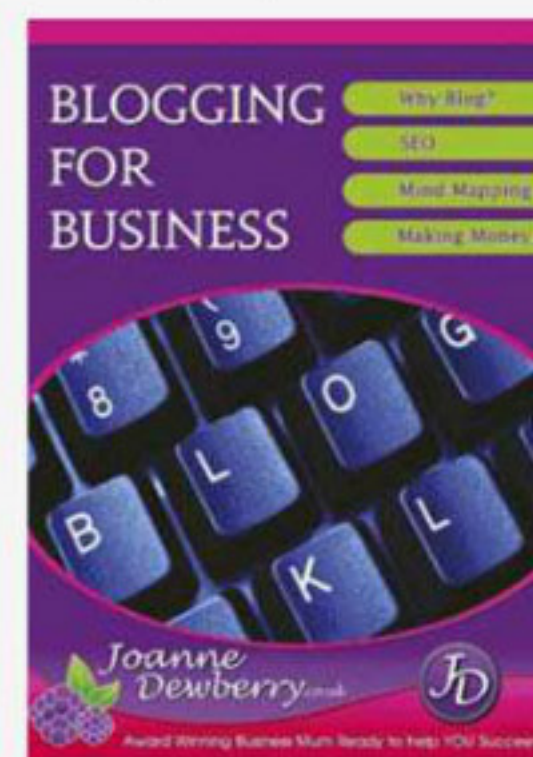
Blogging on a regular basis and using the space as a PR campaign can help build brand awareness and develop your email list/customer database.

Writing interesting and informative posts about your subject can help you be seen as an expert in your chosen field. But most blogs fail due to lack of up-to-date content, so plan your blog posts for the month and write and schedule as many as possible in advance, then post a minimum of one a week.

Make a list of the topics for the amount of posts you plan to write. Write notes for each topic or, if you can, jump straight in and write 200-400 words about it. If you're not writing purely about business then decide early-

on, whether you want to include any personal information and then try to keep it consistent either whichever way you choose."

Blogging For Business is available from joannedewberry.co.uk



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Make a crafty tenners

Inject a bit of sunshine in your summer knitting with this cute sunglasses case – quick, quirky and packed with profit potential! **By Susanne Frank**

INFORMATION

Materials

- King Cole Merino DK in Silver (shade 36) A, Turquoise (shade 18) B, Gold (shade 55) C,
- 4mm (UK 8) knitting needles
- Crochet hook
- Tapestry needle
- 3 buttons
- Needle and thread

Tension: 22 sts and 32 rows to 10cm (4in) in stocking stitch, using 4mm (UK 8) needles.

Size: 4 x 5cm (1½ x 2in)

Skill level: Easy

Summer knits can prove tricky for the craft seller when most shoppers aren't generally browsing for woolly makes. Knitted cases for sunglasses though, are great sellers in warmer months – and perfect for profit. We've used super soft King Cole Merino that will protect sunglasses or even reading glasses. This design takes just two hours to knit, and you can use any DK yarn from your stash. We've used King grey, turquoise and yellow for a fresh summer feel with a simple, quirky motif!

How to make the sunglasses case

Cast on 36 sts using A.

Row 1-4: st st in A.

Row 5: k4, k12 sts from pattern chart, k20.

Use the second bobbin of A rather than stretching the yarn across the back of the other colours.

Row 6: p20, p12 sts from pattern chart, p4.

Repeat row 5 and 6 up to row 40.

Row 41-44: st st in A.

Row 45: *k1, p1*.

Row 46: *p1, k1*.

Repeat row 45 and 46.

Cast off. The rectangle should measure 17cm (7in) in height.

FINISHING OFF

Block lightly. Darn in loose ends. Fold the rectangle in half lengthways, right sides facing. Close side and bottom seam and turn right side out. Sew the button in place. Using A, crochet a chain long enough to go around the button, crochet one row of single crochet around the edge and attach the loop onto the opposite side of the case. 

Chart key

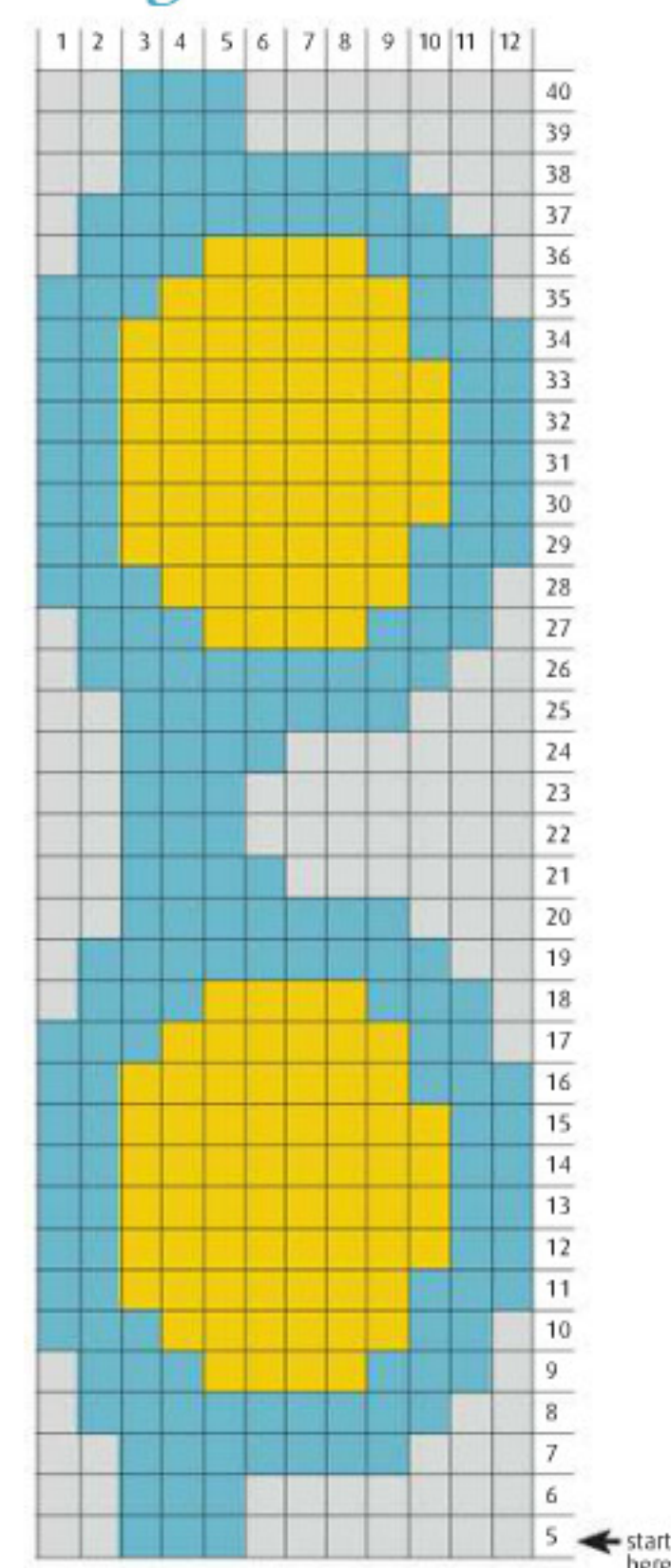
- A – Silver 36 (50g)
- B – Turquoise 18 (ca 20g)
- C – Gold 55 (ca 20g)

ABBREVIATIONS

- k:** knit
- p:** purl
- st(s):** stitch(es)
- st st:** stocking stitch



Sunglasses chart



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More ways than one...

This fold-away baby bib and changing mat in pretty, waterproof fabric is perfect for mums on the move this summer! **By Jane Tooze**





INFORMATION

Materials

- 50cm (20in) red spot PVC fabric
- 8m (9yds) bias binding
- Cotton thread
- 5cm (2in) Velcro
- Scissors

Size: Bag: 32 x 24.5cm (12½ x 9½in),
Bib: 30.5 x 27.5cm (12 x 11in), Mat:
64.5 x 41cm (25½ x 15in)
Skill level: Moderate

This is a practical but funky item for any busy parent on the go. A washable, wipeable bib and changing mat that packs up neatly in a handy matching travel bag, it's perfect for those quick changes at the beach or on a family picnic. Made from a bright, fun polka-dot print – it looks great, makes a fab present and has instant mum-appeal! The whole set fits easily in a small space so can be packed for journeys, left in the car or slipped into baby bags without too much bulk. The bib also has a useful pocket to catch the inevitable, mucky food waste!

How to make the baby travel set

Use the templates on p102, to trace and cut out the paper patterns to pin onto the fabric.

For the bib

1 Cut out bib and pocket. Sew bias binding along the top edge of pocket. Lay pocket and bib piece together with bottom edges matching. Pin and sew bias binding around the edge securing the pocket to the bib.

2 Pin and sew one length of bias binding onto the right side of the neck opening. Once sewn, at 1-2cm (½-1in) intervals, snip around the neck opening. Turn your bias binding and pin on to the wrong side of your bib. Press the binding and topstitch in place.

3 Fold back the centre-back opening edges of the bib. Measure and sew Velcro to ends.

For the changing mat

1 Cut out a rectangle of fabric 64 x 41cm (25¼ x 15in) piece. Sew the long sides of the mat with the bias binding, then the shorter

sides of the mat, finishing the edges neatly and securely.

For the travel bag

1 Cut out the travel bag pieces. Sew the long sides of the fabric with the bias binding, then the do the same on the shorter sides, finishing the edges neatly and securely.

2 Fold the bottom up by 12.5cm (5in) right sides together, and pin. Sew the edges together avoiding the binding, turn out the right way. Fold over the flap front. Fold changing mat and bib and place into the bag.

SAFETY FIRST Sew the trim on very securely the length of each item, to prevent any potential hazard. Also, only use fabric that is completely safe for baby's skin. **Remember, if you intend on selling this make there are strict regulations to adhere to. Visit craft-seller.com/free-downloads for more legal advice on child safety.**



NOW SELLING ON...



Not On The High Street
Lucy Lilybet on noths.com



Etsy
Mummi Quilts on etsy.com





My craft shop

Meet a trio of craft sellers who share the moneymaking secrets behind the success of their online marketplaces, craft stalls and websites

The stallholder



Louise Burgoyne, from Nottingham
Samfire Handmade

Louise is part of a community of regular sellers at craft fairs across the East Midlands

"Although I started out as a professional ceramicist I have been designing and making contemporary handmade greeting cards for over two years now. I have also started designing and making my own unique handmade gifts including felt brooches, keyrings, gift tags, invitations and card packs to accompany my range of gifts.

"Last year I decided to try selling at fairs and got a table at one of the East Midlands Arts and Craft Fairs (artsandcraftfairs.org), who hold events all over Nottinghamshire, Derbyshire, and Leicestershire. I now do two or three of their events per month, which means that I get to know a great community of other artists and crafters, comparing experiences, networking and making friends along the way.

TOP TIP

Plan your display before you go – and don't forget to check the weather and dress accordingly

"Conversations with customers and other crafters are great for sharing the highs and lows of running a small business, gaining hints and tips and learning from others' successes and hiccups. You can also do all this on website forums, but it's not the same.

"Selling at both fairs and online works well. When I don't have a craft fair to attend, I'm busy listing and photographing products, processing orders and marketing. I couldn't rely on the income from either sales avenue on its own, but put them together and I make a modest income. And I'm doing what I love – and meeting some great people."

"Selling at both fairs and online works well for me"

VISIT **SAMFIRE HANDMADE** ON FOLKSY.COM



Louise loves networking and making new friends at fairs



The online seller



TOP TIP

Set aside time to network and advertise any new creations online – it will pay off!



Eileen's bears are in demand thanks to her online presence

Eileen Wood, from Lincolnshire
Oops, Pardon Me, Bears!

Eileen believes it's her originality that has given her business its staying power

"I've been making teddy bears since 1994. Each one is made lovingly by hand, and I offer small limited editions, with some open editions as well as taking on requests from customers wanting something unique. Experimenting and producing something different

is the key to my success but Creative Stores has played an important part too, by helping reach those customers that I would otherwise have missed. The site is really user-friendly, attractive to potential new customers looking for something a bit different plus there are no listing fees or commission to pay – just one small monthly fee."

VISIT [SEARCH FOR OOPSPARDONMEBEARS ON CREATIVESTORES.CO.UK](http://SEARCH.FOR.OOPSPARDONMEBEARS.ON.CREATIVESTORES.CO.UK)

The website owner

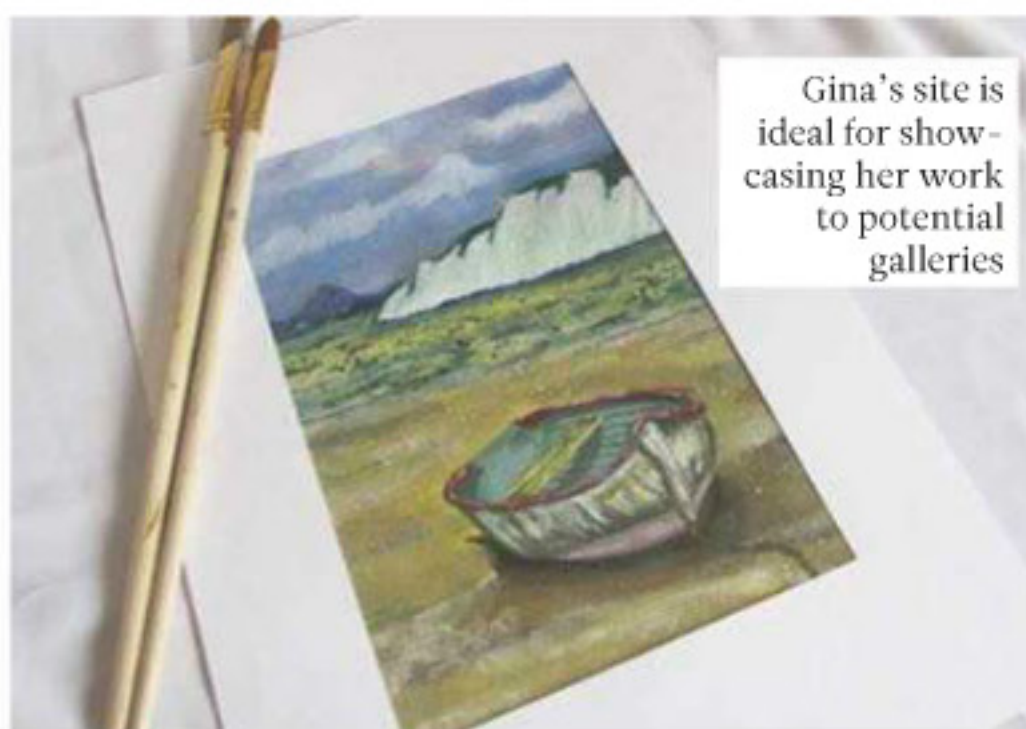
Gina Rahman, from Hampshire
Zuleikha's Art

Gina has been delighted with the template she used to create her own website

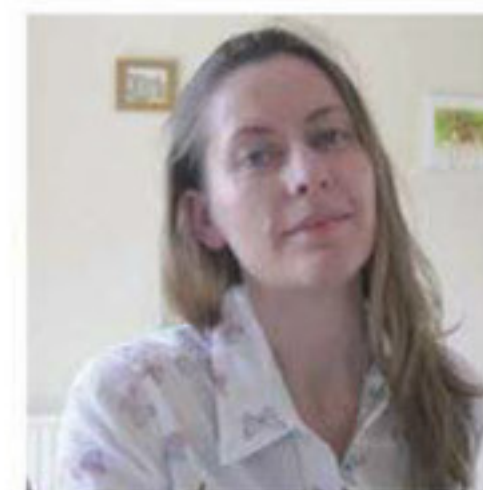
"I have been involved in art since beginning my art and graphic design degree in 1999 but trying to work in the graphic industry killed my passion, and I didn't pick up a pencil for four years.

"Being a stay-at-home mum gave me time to rediscover my creative side and two years ago I finally decided that painting was my forté. Now I cross craft disciplines, using my artwork in greetings cards, trinket boxes and jewellery.

"SupaDupa has various templates for boutique shops"



Gina's site is ideal for showcasing her work to potential galleries

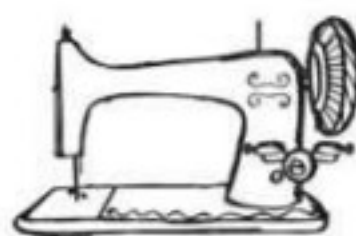


"I set up my website using SupaDupa (supadupa.me), which has various templates for boutique shops and a very user-friendly format. I can personalise it and create different sections to separate listings and make browsing easy. I can view recent orders, check profits and set up and use voucher codes for customer discounts and promotions. It's perfect for me.

VISIT ZULEIKHASART.CO.UK

TOP TIP

Boost traffic to your website by listing on Folkys and Etsy and get the best of both worlds



Crafty courses

Challenge yourself to take up a new and exciting craft this year. Here's our pick of the bunch for June and July...



Liz's students display their work around the studio



Students can get to grips with a variety of materials and felting techniques

Heartfelt Studio

Textile artist Liz Gaffney specialises in crafting with handmade felt from sheep's wool from her own textile studio inside a working railway station on Scotland's West Highland Line.

Liz has been crafting and teaching with textiles since 1997, but the station studio is a relatively recent development. "Dalmally Station is an inspirational new setting for my craft courses," she explains. "It's a really wonderful place to visit – the last remaining station house on the old Callender/Oban railway line, built in 1877 by the Duke of Argyll. Set in stunning

scenery, it's a wonderfully atmospheric place in which to be creative."

Liz's popular classes use native Scottish wools and local resources – and each class is tailored to the ability of each student. The studio also features works by Liz and former students, as well as a huge library of inspiring reading matter. Groups are kept small, to allow lots of personal interaction.

She does, though, like to push her students hard. "We spend some time on the finishing of each creation, as I believe the quality of handmade felt is hugely important – especially if students are planning to create work for sale."

"Felt-making is a very therapeutic craft, and I like to create a comfortable, inspiring space in which people can gain confidence and make beautiful things."

INFO

Full-day workshops run from 10am-4pm and cost £50, which includes all materials, lunch and snacks. Half-day workshops (10am-1pm) cost £25. A Summer School (22-26 July, £350) teaches students how to create landscapes using wool and a mix of other materials and techniques. For more information call Liz on 01838 200934, or visit heartfeltbyliz.com and use the contact form on the website.



Experts are on hand to ensure students achieve their potential

Denman College

A beautiful Georgian manor house set in seventeen acres of grounds in the heart of Oxfordshire, Denman is the Women's Institute's national centre for learning.

Denman's visitors were once traditional WI members: these days, though, the place is full of new faces learning everything from patchwork, silver jewellery and willow work to stained glass, calligraphy, carving and textiles. But it's not only women signing up for a dose of crafty creativity – the Men in the Kitchen course is proving a real hit and children are well catered for too, thanks to the special family days at Denman's Cookery School.

"Our day schools and residential courses cater for all abilities, from beginners right through to experts in their craft," explains Anne Harrison, Chair of the Denman Committee. "Tutors are experts in their respective fields and classes are kept small to ensure a mixture of group and one-to-one tuition. Denman College



From crochet to cookery, Denman offers something for everyone

provides a truly creative escape from the hustle and bustle of everyday life."

INFO

Upcoming residential courses include Crash Course in Machine Patchworking (18-19 June, £187), Mosaics for the Garden (21-23 June, £284), Silver Jewellery (24-26 June, £284), Contemporary Crochet for the Home (26-28 June, £284) and Bead Weaving and Bead Embroidery for Beginners (10-12 July, £284). For more information visit denman.org.uk or contact them on either 01865 391991 or email info@denman.org.uk.

Why not try...

Other great craft courses around the country

FLATFORD MILL

Over 300 residential and day courses including stained glass, watercolours, calligraphy and bookbinding set in idyllic grounds on the Suffolk-Essex border.

VISIT field-studies-council.org

THE CAKE LADY

Award-winning Devon cake maker Charlotte Hanson offers a variety of courses covering tiered cakes and vintage cupcakes. Offering half-day, full-day, evening and two-day courses, plus kids' sessions available.

VISIT the-cake-lessons.org

MARTIN MCASSEY GLASS

Qualified teacher Martin McAssey leads courses in stained glass and mosaic art from a purpose-built studio at his home in Crosspool, Sheffield. Maximum four students per class. All abilities are welcome.

VISIT martinmcassey.co.uk

FELTSPIRIT

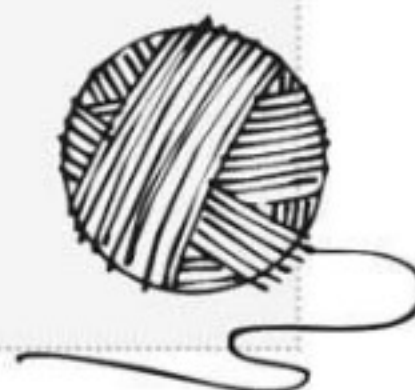
Wet felting workshops in Pembrokeshire, led by well-known felting artist Karen Kildegard. Suitable for both beginners and more advanced students wanting to progress to three-dimensional felting.

VISIT feltspirit.com

M STAR JEWELLERY DESIGN

Regular jewellery workshops and classes based in Clydebank, Glasgow include tiara-making, wirework and beaded necklaces. For all ages and levels of experience. Classes are free to attend (you'll just pay for your materials).

VISIT mstarjewellery.co.uk



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Templates

Use these templates to make the owls on page 16, bunting on page 25, wings on page 64, travel set on page 84 and the baby set on page 94,

BABY TRAVEL SET

TRAVEL BAG
(Actual size)
(---- seam allowance)

BIB

(Enlarge by 50%)
Trace the template
onto on half of a piece
of paper then turn over, line up
the edges and trace the shape
again on the other half

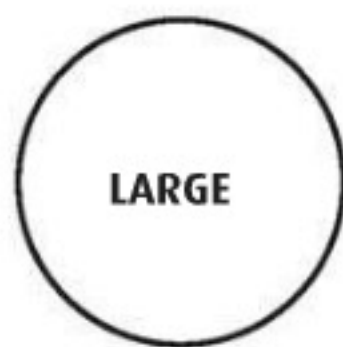
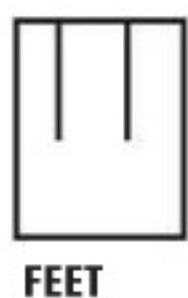
BIB POCKET

(Enlarge by 50%)
Follow the traceig
instructions for the bib

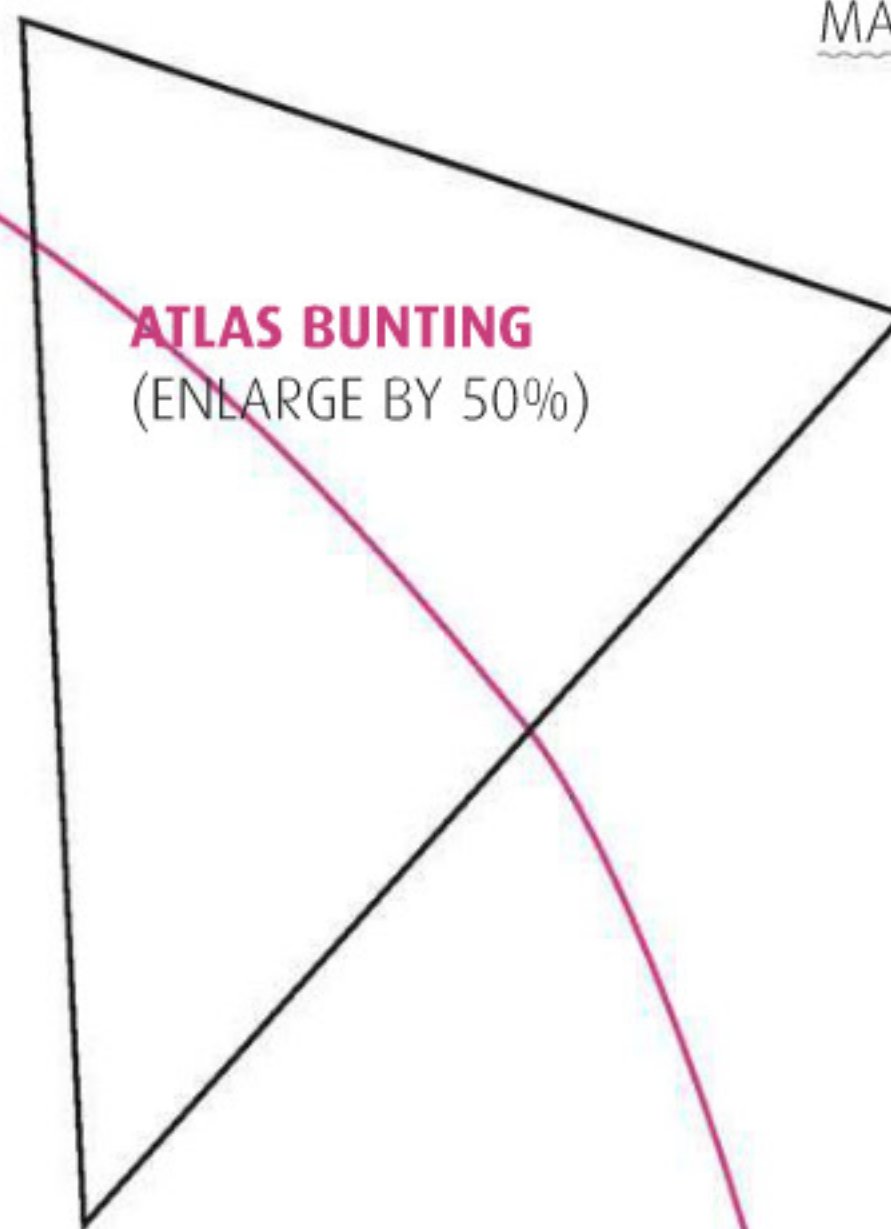
WINGS
(ACTUAL SIZE)



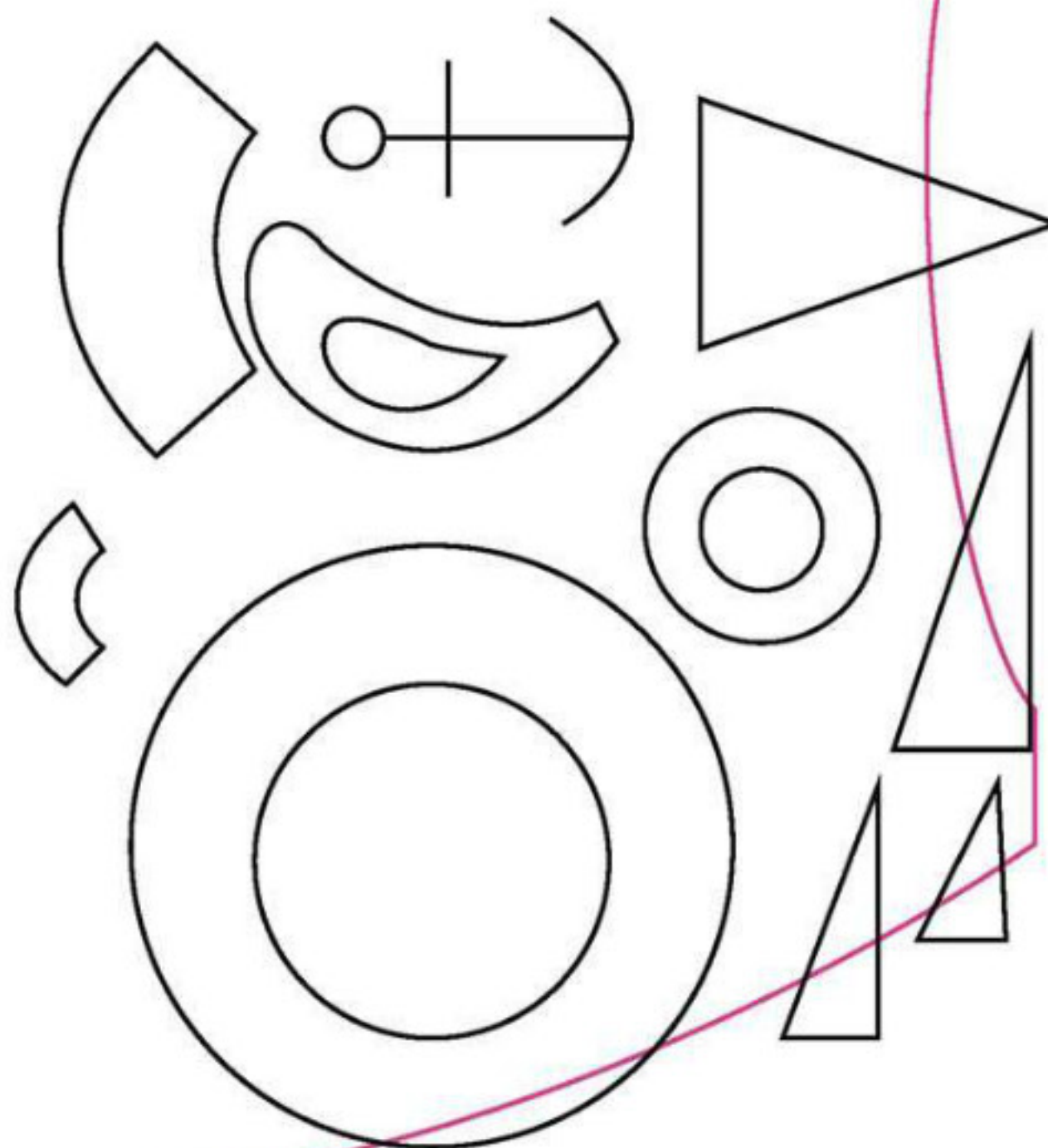
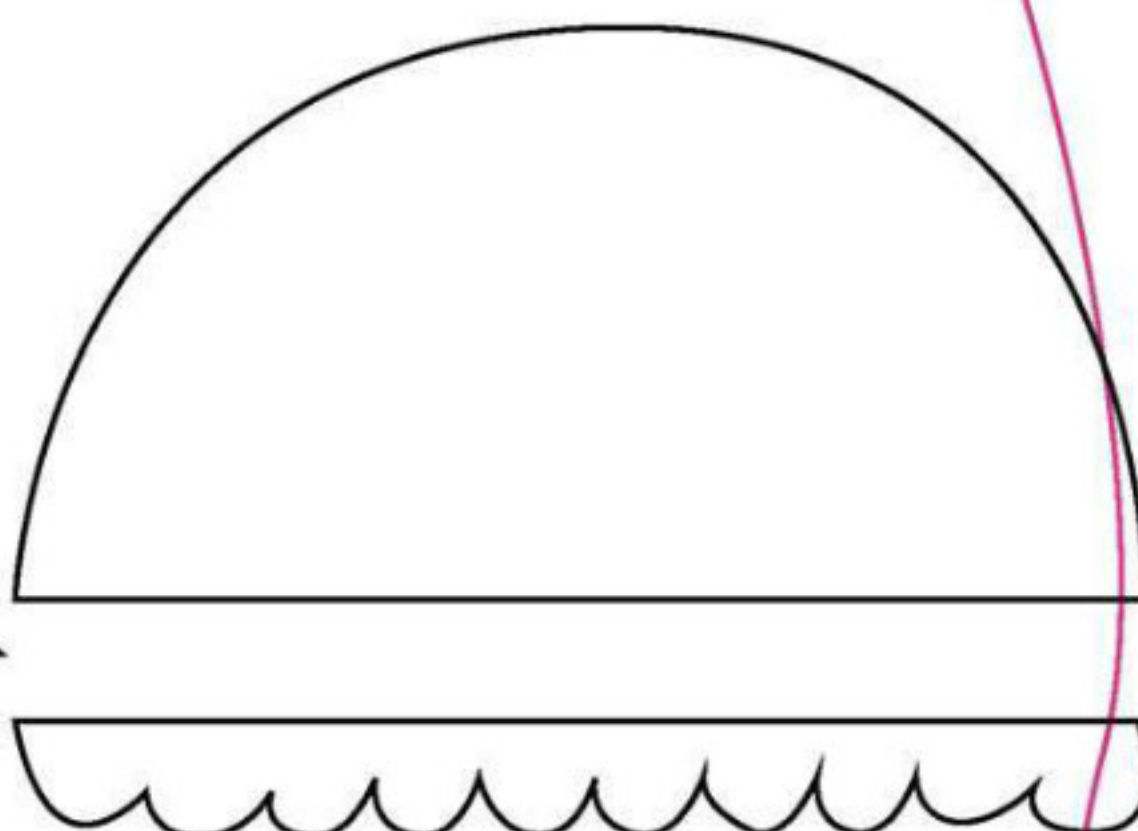
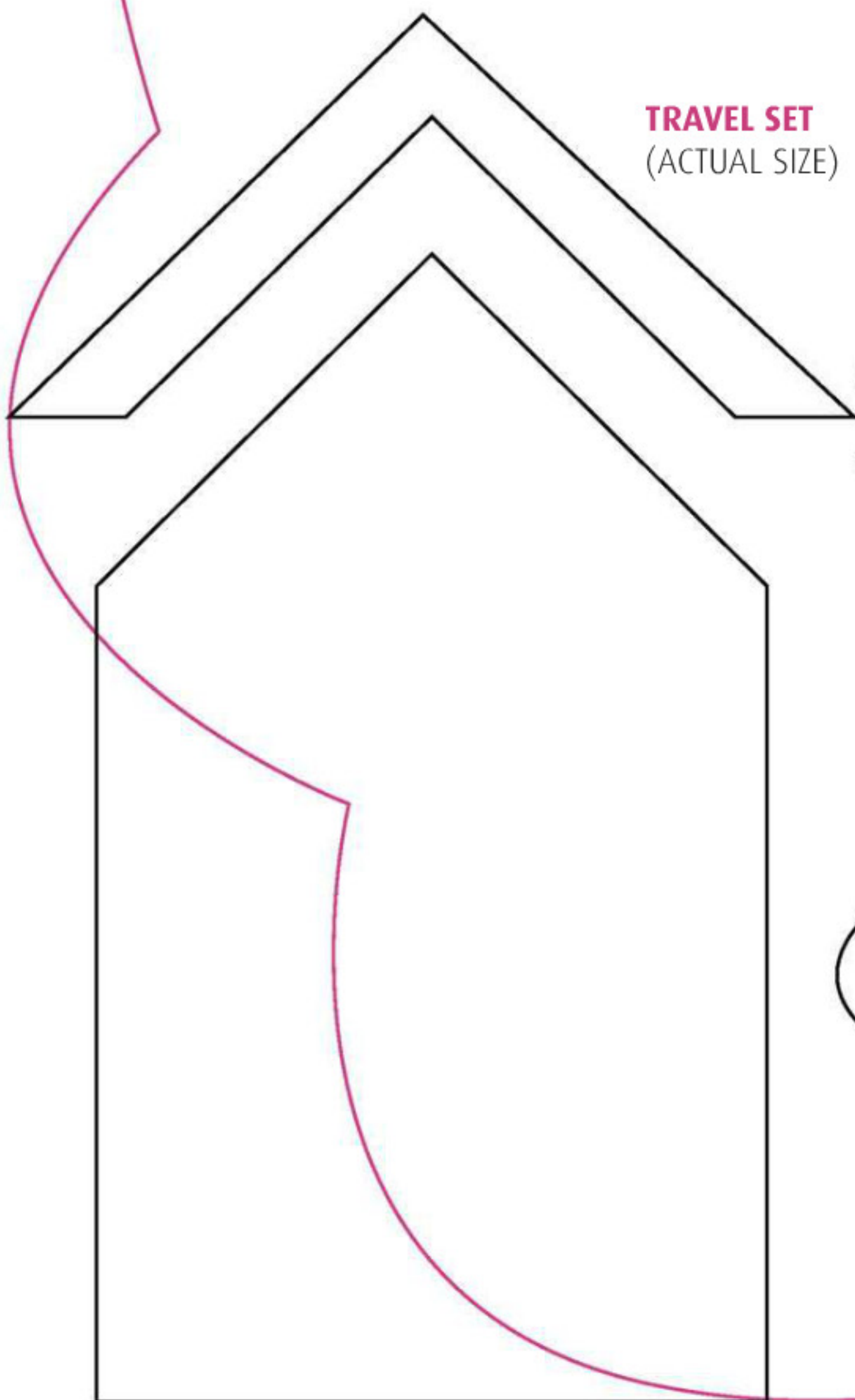
OWLS
(ACTUAL SIZE)



ATLAS BUNTING
(ENLARGE BY 50%)



TRAVEL SET
(ACTUAL SIZE)



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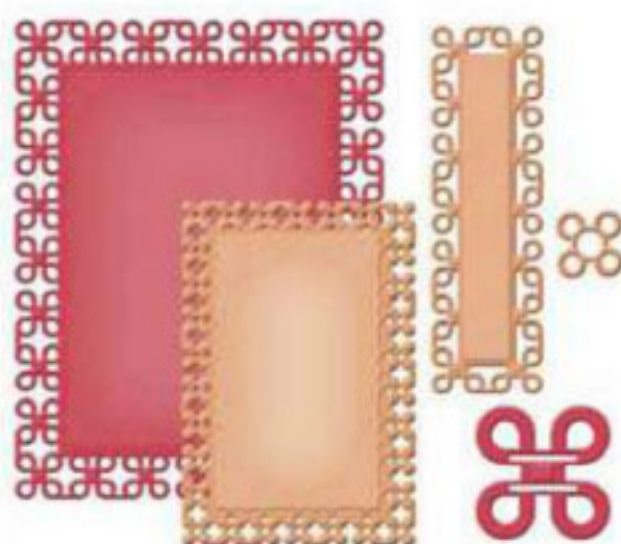


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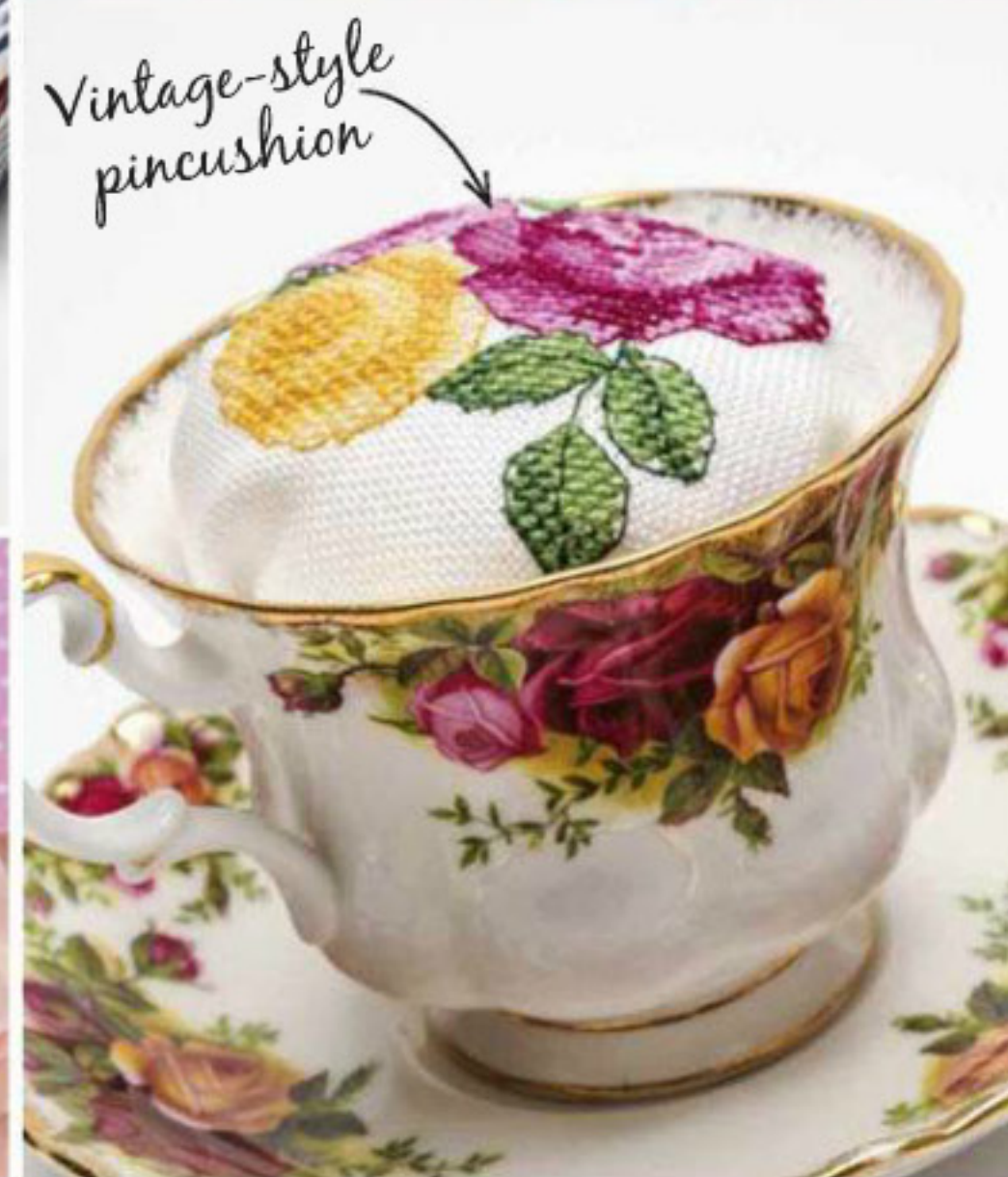
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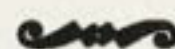
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Online loves

We can't resist taking a peek at the amazing makes that hit the handmade marketplace each month – here are some highlights



Accessories

- * These quirky Japanese cotton-linen hairgrips are too sweet to resist!
- * **Bicycle Bobby Pin** by Melissa Abram, £3.65 on [etsy.com](https://www.etsy.com)



Homeware

- * Screenprinted words are so hot right now – and this tea towel is high on our wishlist.
- * **British Gastronomy Map Tea Towel** by Lucy Loves This, £10.00 on [etsy.com](https://www.etsy.com)



Homeware

- * Hand embroidered in organic bamboo fibre this 100% wool pillow is all natural!
- * **Aqua Blue Mediterranean Coral Pillow** by Hot Cocoa Design, £30 on [etsy.com](https://www.etsy.com)



Baking

- * Bet whipping up Battenberg in this retro apron feels good. So Fanny Craddock!
- * **Flirty Teal and Red Pin-up Dots Apron** by CreativeChics, £27.71 on [etsy.com](https://www.etsy.com)



Fashion

- * We ♥ these vintage fabric earrings. So pretty, we just have to get a pair!
- * **China Blue Leaves Heart Earrings** by Wychbury, £7.50 on [folksy.com](https://www.folksy.com)



Owl love

- * We're loving needle-felting right now and we have to get these owls! How cute?!
- * **Needle-Felted Owl – Love Birds** by Scratch Craft, £27.71 on [etsy.com](https://www.etsy.com)

Fancy turning your hand to needle-felting? Turn to p74 for our sweet fruit

"The site is easy to navigate and uploading products is straightforward" **ZukieStyle**

"Tracey really cares about the stores and their owners" **Kozmic Dreams**



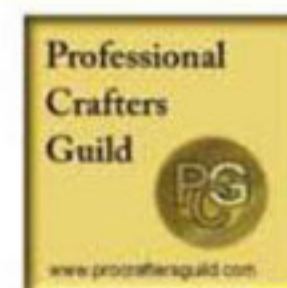
"The features available far surpass the larger, more established, selling platforms" **Mystic Earth**

"In terms of growth for our business WowThankYou has been truly fantastic" **Pickle Pie**

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*The current joining promotion (when joining at full price) gives the new storeholder a choice between free membership of the PCG or a free stall at the next available CRAFTfest virtual craft fair.

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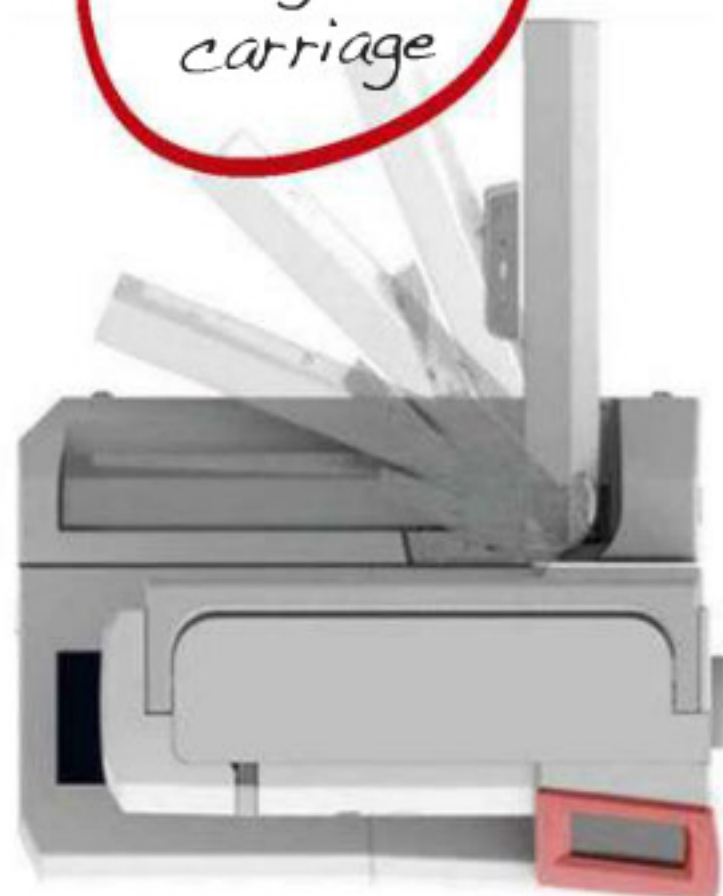
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