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showcase developments

-Latest News

As many of you will be aware plans are underway for the improvement and development of Showcase in order to inject new life into the show and ultimately attract new buyers and improve sales.

This year will see the unveiling of a new look for the whole show – including bright new branding, a new user-friendly directory replacing the catalogue, new directional signage and easy to use route maps.

All of these developments came about as a direct result of research into buyers and exhibitors needs and through the Showcase Roadshows held in early 2003, where the views of all Showcase exhibitors were sought.

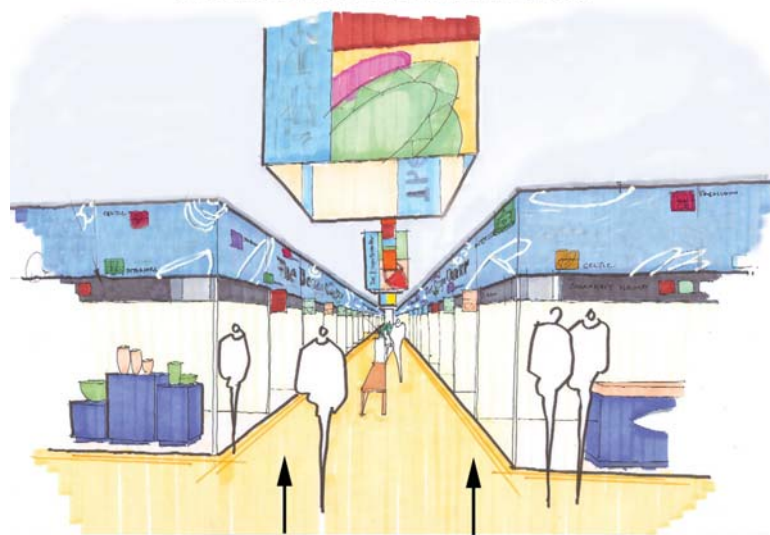
The context for improving and developing the show

Sales figures at the fair have been decreasing in recent years:
40 million plus orders in 2002 - a 19% decrease over 2001
17.5 million in export orders - an 11% decrease over 2001

Of even more concern to the Crafts Council is the fact that buyers ordering exclusively Irish product has also been falling:
33% of all buyers in 2001
29% in 2002
24% in 2003

While these dips do reflect a number on external influences such as the downturn in the global economy, increased competition from abroad, the effect of Sept. 11th and the Foot and Mouth epidemic, research clearly shows that they are not the sole causes.

SHOWCASE DEVELOPMENTS 2005



Select Craft Aisle, 2005

Annual surveys indicate that buyers increasingly consider Showcase as an event to travel to every second year. This is due in part to strong competition from shows such as Top Drawer in London, the Scottish Trade Show in Glasgow, Design Interiors in Birmingham (6 shows in 1), Maison et Objet in Paris and Ambiente in Germany. It could also be attributed in part to perception of a lack of top quality new product at the show. Strong feedback from buyers at home and abroad backed up this concern - comments included:

"There's great new product here but its hard to find."

Italian buyer

"There's nothing new here. I'm going to come every other year."

Irish buyer

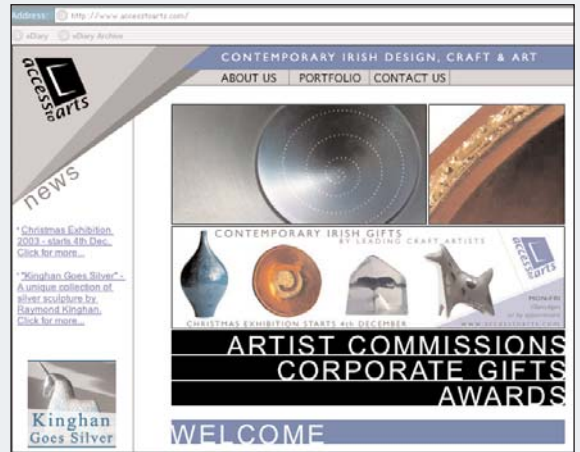
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New Commissioning Resource

Access to Arts is a new commissioning resource featuring some of Ireland's craftspeople, designers and artists. Its underlying ethos is to promote the development of contemporary Irish applied art and sculpture, thereby helping to create the growth necessary to provide a sustainable future for creative talents in Ireland.

Established by Patricia Clyne-Kelly, Access to Arts offers clients a large portfolio of leading established and emerging artists, designers and craftspeople – who actively seek projects that will stimulate and motivate the creation of beautiful and unique work.

For further information visit her web site at www.accesstoarts.com



Members of the recently formed 'FELTMAKERS Ireland' at work on their project 'The Tree' in the Knitting and Sticking show at the RDS, November 2003.

Feltnakers Ireland

Feltnakers Ireland inaugurated in May 2003 already has a membership approaching 100 from all parts of Ireland. The aims of the group are as follows; to promote feltnaking by running educational courses and workshops, to have a presence at local and national craft events and to share knowledge and skills among members.

For further details and membership forms, contact:
Elizabeth Bonnar, 58 Deerpark Proad, Castleknock, Dublin 15.
e-mail lizbonnar@eircom.net.
Tel: 01 821 3854

See ads section on page 6 for details on up-coming feltnaking workshops.

Happy New Year From House and Home



House and Home, one of Ireland's leading interiors magazines, has a long established connection with the Crafts Council of Ireland, ensuring that each issue has a strong focus on the indigenous craft market and particularly on up and coming craft talent.

House and Home is a key source book for anyone working in the interiors or craft industry and should be one of your first ports of call in keeping up to date with all the latest trends and developments. Just last month the team at House and Home were delighted to have a stand at the National Craft Fair where we had the opportunity to meet many of you first hand.

To ring in the New Year we are delighted to offer you a complimentary copy of the Jan/Feb issue of House and Home which is crammed full of tips on de-cluttering and detoxifying your living space. In addition to this we would also like to offer you a once off subscription special whereby you can subscribe to House and Home for one year for the special Crafts Council offer price of just €20.00.

In order to avail of this promotion please call 01 4167900 with your credit card or banking details and ask for the House and Home - Crafts Council Subscription Special.

News and Reviews

Christmas Presence FUTURE DEVELOPMENTS



Christmas Presence, the CCol selected area at the National Craft Fair in the RDS, took place from the 10th to the 14th of Dec 2003. This was the second year of the event – and the first year that it was located in the Industries Hall.

Sales in this section of the show were mixed – with some craftspeople reporting over 30% increases on sales last year, while others expressed disappointment at low levels of sales.

There were concerns raised by some Christmas Presence exhibitors on a variety of matters including location and visibility at the show. Ironically – and conversely - there were also concerns raised by non Christmas Presence exhibitors that the area was too prominent and high profile and was detracting from sales in other sections of the show.

In light of these complaints CCol have instigated an external review of Christmas Presence by independent evaluators to establish the future of the promotion. This decision is not a reflection of the event management of this promotion – which was handled professionally and efficiently by the project managers, Catherine Jordan and Joanna Quinn, but simply an independent report to establish whether a promotion of this kind best suits the needs of the sector:

If you have any views, comments or suggestions concerning Christmas Presence please e-mail info@ccoi.ie or write (marking your envelope Christmas Presence Views) to the Crafts Council of Ireland, Castle Yard, Kilkenny – and your information will be passed on to the relevant reviewers.

NOTICE - change of address

The Crafts Council of Irelands regional office - 'Product and Marketing' - has moved from their Carlingford to new premises in Dundalk.

Their new contact details are as follows:

Product and Marketing
Crafts Council of Ireland
Hagan House
Ramparts Road
Dundalk
Co. Louth
t: 042 9320269
f: 042 9320477
e: dundalk@ccoi.ie
w: www.ccoi.ie

 Crafts Council of Ireland

NEW DEVELOPMENTS AND UPCOMING OPPORTUNITIES

The Crafts Council of Ireland have recently submitted their Strategic Plan for 2004 – 2006 to Government for approval and hope to launch the final version in the coming weeks.

The plan outlines the key goals and objectives of the Crafts Council over the coming 3 years and indicates the key areas of activity. As a result there will be a range of new and exciting opportunities being unveiled for craftspeople over the coming months as well as the continuation of some of the successful established activity.

Keep an eye on our web site www.ccoi.ie for further information on the Strategic Plan and we will keep you informed on developments in future issues of Stopress.

BUYER BEWARE:

a timely reminder

.... read before you sign!

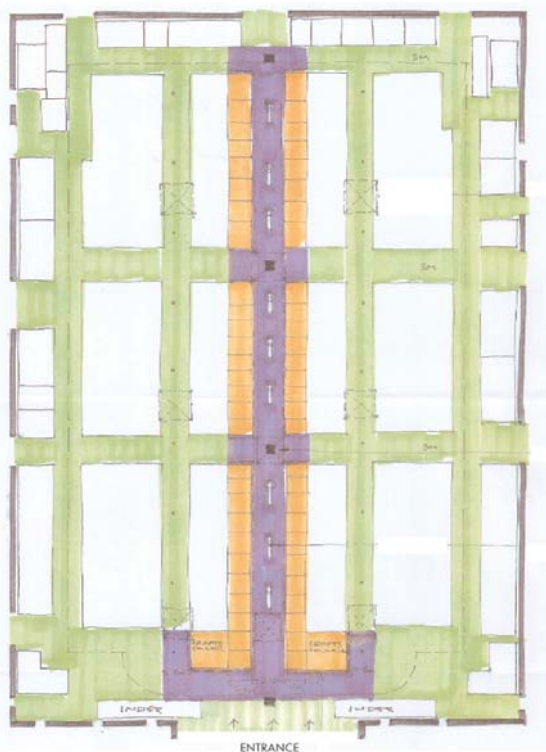
As many readers may be aware, some craftspeople inadvertently signed up to a publication called the European City Guide - and when they read the small print realised that they had agreed to pay substantial amounts of money for listings which they had thought were free.

Unfortunately, this type of practice is becoming more common and we are coming across increasing numbers of people who are becoming embroiled in such agreements inadvertently. Unfortunately, legally there is little you can do if you have signed a contract.

Therefore we would urge craftspeople to read all booking forms and contracts carefully prior to signing – and not to be pressured into signing up to anything on the spot or at a fair or event. Such decisions can prove not only costly, but distressing and worrying.

News & Opportunities

showcase developments 2005



Select Craft Aisle, 2005

cont'd from page 1

In order to prove that lack of new product is a perception and not a fact (80% of exhibitors launch new product at the fair), 'Index' will be launched at this year's show – a new and extended version of the New Product Awards which includes a display of the top 100 new products at the show and one overall prize winner.

Craft at Showcase

In tandem with these improvements the Crafts Council of Ireland is exploring ways in which to strengthen and promote the craft presence at the show. This is a long-term commitment to ongoing improvement of the fair, with the emphasis over the next 12 months concentrating on the Main Hall / Village area.

These changes will be fine-tuned through discussion with exhibitors and will be implemented in 2005. A letter to all craftspeople announcing the process was distributed in November and a meeting was held in Portlaoise in December outlining the plans and encouraging feedback.

What exactly are the changes for 2005?

- A new space for craft micro-companies to exhibit in, centre stage (please see the graphic above)
- An exciting new look
- No exhibitor in the new area retains a stand location year on year
- A selection process, independent of CCol, with a commercial slant
- Extra stands in the Main Hall for craft companies

This new format corridor (which will replace the Village area) will give the feeling of a main shopping avenue dedicated to craft – with wider aisles, seating areas and attention grabbing design.

Why are the changes necessary?

Buyers need to be courted in order to bring them back year on year – they need to feel that it is worth their while. The new craft area will be an attention grabbing centre-point that will bring a sense of excitement back to Showcase. The extra craft stands throughout the Main Hall will strengthen the presence of craft in the fair as a whole – and help to increase interest and sales.

A guarantee!

All exhibitors (whether registered with CCol or not) who show in the Main Hall in 2004, will have a stand in the Main Hall in 2005.

Your Views

Many craftspeople have already taken the opportunity to write or e-mail their views and feedback on the proposed developments – and we want to hear as many craft exhibitor views as possible over the coming weeks.

In particular we would like to know your feelings on:

1. Selection criteria for the new area
2. How can new buyers be attracted to the show?

To take part in the process simply write to us marking your envelope Showcase Views and send it to the Crafts Council of Ireland, Castle Yard, Kilkenny or e-mail showcaseviews@ccoi.ie

An information meeting for CCol registered exhibitors is planned for Monday morning, 8.30 to 9.30 at the show – information will be available from the CCol stand at Showcase or call Mary Whelan at 056 7761804.

Upcoming Opportunities

Network Support Scheme Initiative

This is an exceptionally useful and popular CCol Scheme offering financial support to groups of craftspeople wishing to increase business through marketing or promotional initiatives.

Support is available to networks and organisations where the group is willing to match-fund the project – and where the project is deemed to be professional, focused and effective.

Successful applications in 2003 have included: Glass Society of Ireland and Contemporary Makers, Create Furniture Makers, Tus Craft Network, Irish Basketmakers Association, Marlay Craft Fair, Irish Artist Blacksmith's Association and Irish Furniture Designers Network.

Forms are available from the 1st of Feb., 2004 and the closing date for receipt of completed application forms is the 23rd Feb. 2004. Competition for this support is strong so please allow adequate time for the development of your application proposal.

Interested groups of craftspeople should contact either Mary or Emer at 056 7761804 or e-mail maryw@ccoi.ie or emer@ccoi.ie for further information or to request an application form.

Opportunities

DATES FOR YOUR DIARY

Stopress Deadline for March / April issue 14th Feb 2004

Made for America application forms available from:	16th Jan 2004
Index Top 100 New Products at Showcase	17th Jan 2004
Showcase - International Trade Fair	18th - 21st Jan. 2004
Showcase Developments Information Meeting	19th Jan 2004
Forty Shades of Green	9th Feb 2004
Network Schemes - closing date	23rd Feb 2004
International Exhibition of Glas, Japan - closing date	15th Mar 2004
RDS National Crafts Competition - forms available	Mar 2004

FORTY SHADES OF GREEN

The Crafts Council has commissioned Brian Kennedy to curate a show to be exhibited in the 1st Quarter of 2005 as part of the year long European Capital of Culture in Cork.

The show is entitled 'Forty Shades of Green: Contemporising Tradition, Acknowledging Craft'.

Through this exhibition Kennedy intends to look at the work of forty craftspeople, discussing and analysing the tradition that they see themselves operating within.

In particular it will examine questions such as;

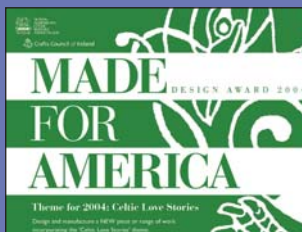
- How they move this tradition forward?
- What role does the notion of craft play in their work?
- How do these notions and attitudes change between disciplines?

If you are interested in your work being considered for this exhibition, please submit no more than 10 images of current work to:

Vincent O'Shea, National Craft Gallery, Castle Yard, Kilkenny. Closing Date: 9th Feb 2004

Made For America 2004

Announcing the third year of the highly successful Made for America Design Award, 2004. The theme for this year's competition is, Celtic Love Stories.



THE PRIZE INCLUDES:

1. Transport, accommodation and a promotional showcase at the Celtic Marketplace Trade Fair, Chicago, September 2004
2. \$1000 cash prize
3. Perpetual trophy and certificate
4. Professional product photography and license for use
5. Introduction to key North American buyers to help market research and visits to Celtic stores in Chicago area
6. Packaging design mentoring
7. Promotion on the CCoI stand at Showcase, Dublin 2005

This award is open to all CCoI registered craft companies wishing to sell to the North American Celtic market and is jointly sponsored by the North American Celtic Buyers Association and the Crafts Council of Ireland.

Former winners include Celtic Clays owned by Ciaran O' Conboirne & Jenn Fitzgerald and Discovery Glass owned by Irene McBride,

"Winning this award is both an honour and a privilege and hopefully it will open more doors into the Irish American market to put Celtic Clays firmly on the trading map." said Ciaran of Celtic Clays on winning the award in 2003.

For application form and further details visit our website:
www.ccoi.ie/america.html
 or contact Helen Lynch Tel 042 9320269
 E-mail: helen@cco.i.e

RDS NATIONAL CRAFTS COMPETITION & TRAVELLING EXHIBITION 2004

Entry forms for the 2004 RDS National Crafts Competition will available from the RDS in March.

The competition, which has a significant prize fund, is open to both amateur and professional craft designers living in Ireland and Irish designers based abroad.

An exhibition of category winners and a selection of works of excellence will form part of the annual Dublin Horse Show (August 4 - 8) indoor exhibition, which attracts thousands of national and international visitors each year.

In addition, the RDS is funding a travelling exhibition to increase the profile of craftspeople and promote a greater awareness of Irish craft. This will travel to 3 different venues between September and December 2004.

For further details and application forms (available in March), please contact:
 Ciara King, RDS Arts Development Executive, RDS, Ballsbridge, Dublin 4
 T: 01-240 7211
 E: ciara.king@rds.ie

Advertisements

Further Study Opportunities

University of Ulster Postgraduate Diploma/MA Applied Arts



This course is open to highly motivated self-reliant graduates who wish to study

within the broadest interpretation of the term 'Applied Arts'. You will have the opportunity to develop practical work that is creative and intellectually challenging to a high professional standard.

The course provides a sound basis for understanding the nature of professional practice by providing a business element and encouraging national and international links with practising artists, designer makers, professional bodies and others linked to the creative industries.

Further information, application forms and entry requirements available from

Further queries contact:
Cara Murphy
T: 028 90267233/ 028 90267215
cj.murphy@ulster.ac.uk
Closing date for applications:
1st April 2004

Nework opportunity

Cork Craft Network

are inviting craft workers to become members of this fast growing marketing and lobbying group. For membership details: and further info contact:

Helen Stone
50 Corn Market Street,
(shop)Cork
T: 021 4905559
between 10am - 6pm,
Mon - Wed only.

Courses available

Introduction to Woodcarving

Ben Russell's much enjoyed 3-day beginner's courses continue this year with dates in spring and autumn. Learn about tools, timber, planning and executing carvings. Practice with exercises then choose a project - Celtic, relief, bowls, spoons, lettering, animals etc. Comfortable purpose-built studio and genial home-produced lunches. Everything provided. Tools for sale. Accommodation list available. Cost €295. Limited places. Follow-up courses also.

For booking and for further information contact:
T: 027 66133
benr@esatclear.ie

Kinsale Pottery and Art School has a wide range of craft workshop weekends

on offer in 2004, including raku, glass fusing, batik, mosaics, felt-making, textile printing, papermaking, stain glass, chair-making and ceramics.

Feb 28-29th weekend:

Full details at:
www.kinsaleceramics.com.

Introduction to Ceramics
(tutor: Adrian Wistreich) or
Shoe-making/leatherwork
(tutor: Brendan Jennings)
Two-day workshops are
€170 including lunches

For Booking and further info contact:
T: 021 477 7758
E: adrianwistreich@eircom.net

Lessons wanted

Weaving lessons wanted

by person interested in learning to weave. Cork area.
Contact: Tanja at:
Tel: 086-3858875

Craft Opportunity for the North



Corporate Crafts

Corporate Crafts New Designs, New Markets and New Ways to do Business...

Corporate Crafts is a new innovative programme designed to help SMEs operating in Northern Ireland in the Craft / Interiors / Furniture sectors expand their business into the global marketplace.

This programme is developed by the International Business Centre at the University of Ulster in partnership with the North West Institute of Further & Higher Education, and funded through the Peace II Programme. Corporate Crafts will proactively engage in extending linkages between academia and craft enterprises.

In essence, 12 craft companies will be selected to collaboratively design new products, develop integrated supply chains and access new export market opportunities. Working with expert product designers, the participating craft companies will develop a suite of products targeting the corporate interiors market. They will also be given individual mentoring, ongoing information, support and advice, as well as an opportunity to identify trends and developments within the corporate interiors markets.

Contact:

Professor Dolores O Reilly / Edel Griffin
International Business Centre
University of Ulster
Northland Road
Londonderry
BT48 7NQ
T: 028 71 298820 / 028 7129 8818
F: 028 71 375323
E: e.griffin@ulster.ac.uk

Exhibitions



Furniture Design in Wood Eric Mc Killen & Ricky Richardson

5th - 29th Feb
Ards Arts Centre
Downstairs Gallery
Newtownards, Co. Down

Ards Borough is blessed with many talented crafts people and these two craftsmen specialise in working with wood. Their individual approach and style differs greatly but for each the attention to detail in creating unique handcrafted beautiful wooden pieces means that their work is destined to become the heirlooms of the future for any discerning buyer.

For further info contact:
Ards Arts Centre
T 44 (0)28 9181 0803

Workshops

Feltmaking

Two parallel one-day feltmaking workshops entitled: **'Basic and Beyond'**. Saturday 7th February, from 10am to 5pm.
Castleknock, Dublin 15

For details contact:
Briege Connolly
132 The Old Mill
Ratoath
Co. Meath Tel: 01 825 7248

Cardmaking Workshops

with Debra Hudson from Seattle, in extraordinary Connemara setting.

Dates: March 3rd - 7th at Maam Valley Arts and Crafts, Connemara, Co. Galway

Enquiries and booking to: Mary Ryan at t: 091 - 557930

For Sale

Front loading electric kiln,

approx 4.5 cubic ft, five yrs old, good condition, €1200 ono

Contact:
T: 01-6729799/087-6485856

Relocation Sale

Large quantities of **under glaze colours** - priced to clear.

Top Loader Electric Kiln -

approx internal size 27"x4"x28" € 800 ONO.

Spray Booth with Fan -

External Size 4'x6'x3.8' & Booth size 4'x3.8'x4'. € 500

For further information contact:

Orla at:
Mobile 086 2440511
Tel/ Fax 01 6688397
or e-mail:

Yarn for Sale!

Chunky Mohair in Black, Purple, Grey, Brown, Pink.
2.100% Wool in Navy Fleck + Grey.
3.Wool Mixes in Red, Browns, and Blue.
Samples on Request!
Contact: Marianne @ Studio29
T: 064-42217 or 41527
e-mail: studio29@eircom.net.

Equipment Wanted

Wanted

electric kiln, 8-10 cubic ft, front loader; contact:
01-6729799/087 6485856

job opportunity

Shane Holland Design Workshops,

the leading designers and makers of innovative lighting, furniture and awards, invite applications for the position of metalworker. We require a dedicated person with some metalworking knowledge of fabrication, welding, soldering, turning, finishing & polishing with an ability to problem solve and an eye for design. This is an entry level position with potential of training over 4 years.

Send CV to Shane Holland Design Workshops
Orrgate, 36a North Great Georges St., Dublin 1
shane@shanehollanddesign.com
W: shanehollanddesign.com
T: 01 8780580
F: 018788411
Closing date for CVs 31 Jan 04

Business Opportunity

For sale / lease

Well known ceramic brooch and pendant business, with excellent turnover, easy to produce, well worked out casting / finishing system with just a little training needed to become fully productive in a short time, so little or no previous experience needed. This business sells to the best known and respected craft / tourist shops in Ireland and also has agent for U.S. This business makes a good profit and has much potential to grow in the future. Owner retiring but would advise/ train and consult with new owner. This is an excellent opportunity particularly for someone already in a similar business.

Contact Seamus:
Tel: 01 -4972885
Fax: 01 4972923

Stands Available

Take a Stand

The Cork Craft Network are holding their second annual Mothers Day Fair on the 29th February in the Vision Centre, North Main Street, Cork.

For further details contact:
Helen Stone
50 Corn market St.
Mon - wed 10 -6 pm only.
Tel: 021 905559

Craft Village at Belfast Idealhome 2004 - taking place at the Kings' Hall, Belfast from 8th-12th September 2004.

Following the success of the craft area at the 2003 event (62,000 visitors in just 5 days!), next years' show will include an entire craft village & interactive demonstration area. With stand sizes to suit all budgets you cannot miss this unique opportunity to actively sell your products to thousands of new customers!

To book stand space or to find out more, contact the organising team on
t: 028 (048 ROI) 9041 0404,
f: 028 (048 ROI) 9041 0044
or
e: info@idealhome.co.uk

The Mallow Homes and Garden Festival first opened its gates in 1999. Each year since then approximately 20,000 - 30,000 visitors have attended what has become Ireland's most successful garden festival. Approximately four out of every ten visitors make a purchase. The festival is supported by Fáilte Ireland and includes individual traders selling homemade goods and crafts from around the world.

We are presently looking for crafts people in Ireland who would like the opportunity of doing business, displaying their work and making new contacts.

This years festival will be held from 4th -7th June, 2004.

Charge for trade space in the craft hall:

€480.00 (incl.VAT) (2m x 2m)
(Discount for groups will apply)

If this festival is of interest to you, please contact 026 45486
Email: lscape@gofree.indigo.ie
Website: www.mallowgarden.ie

Funding Opportunity

Calling all craftmakers in Co. Louth. Capital Funding available

Louth LEADER has launched a Craft Drive to develop start up craft businesses and promote the expansion and development of existing small craft enterprises through capital grant aid. Call for proposals to support individual craft makers up to €10,000 or 50% of eligible costs per individual craft business. Types of support to include - small-scale improvements to workspace and specialist craft equipment.

For further information contact:
Jo-Anna Brand, Louth LEADER
T: 041-6857375
e: joanna@louthleader.com

Closing date for completed applications:
19th March 2004

Exhibitions & Events

UPCOMING EXHIBITIONS

CREATE - 9th feb - 25th March



The National Craft Gallery in Kilkenny will be furnished to the highest standards this Spring when it plays host to a stylish, elegant and wonderfully unique exhibition. **Create: A Passion for Furniture and Design**, which opens on February 9, is quite simply a feast of what's best and most beautiful in contemporary Irish furniture design.

All of the work represents a commitment to tradition and craftsmanship that will last from generation to generation. These are the modern yet timeless creations of some of the country's leading furniture makers, including Michael Bell, Shane Holland, Eric Connor, Robert English and Joseph Walsh.

Most of the designers use indigenous wood and their work ranges from small batch production to commissioned one-off items. Create was already a spectacular success at Fota House in Cork last year. The National Craft Gallery will be displaying a selection of the smaller, more intimate pieces, all of which are practical, elegant and built to endure.

So if you're passionate about craft and design, have an interest in interiors or just a love and appreciation of fine furniture, then this is an exhibition not to be missed. Create, which runs until March 24, is supported by the Crafts Council of Ireland. *The National Craft Gallery, Castle Yard, Kilkenny, is open Monday to Saturday from 10am to 6pm. Admission is free. For further information T: 056-7761804*

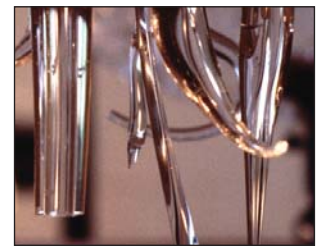
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Crafts Council of Ireland, Castle Yard, Kilkenny
t: 353 56 7761804, f: 353 56 7763754
e: info@ccoi.ie
www.ccoi.ie



JERWOOD PRIZE: GLASS

1st April - 30th May

The fragile beauty of glass is celebrated in this exhibition at the National Craft Gallery. Eight artists were shortlisted for the Jerwood Applied Art Prize 2003, which was awarded for excellence and originality in British contemporary glass. Their work displays an absolute contrast on scale, usage and technique. A beautiful show that takes glass to a new dimension.

The National Craft Gallery, Castle Yard, Kilkenny, is open Monday to Saturday from 10am to 6pm. Admission is free. For further information T: 056-7761804



An Tánaiste and her husband, Brian Geoghan, of IBEC enjoying Christmas Presence.

The copydate for March/April 2004 Stopress is February 14th 2004.

Advertising in Stopress is free and is welcomed. Submissions for articles from craftspeople and those interested in craft are also always welcome – please contact:
Caroline O' Riordan,
Stopress
t. 056 7761804,
e: stopress@ccoi.ie

While every care has been taken in the compilation of this Stopress, the publisher cannot take responsibility for errors or omissions.