



Talking SHOP

Spring 2022

|| ISSUE 5 || Spring 2022 ||



www.cathedralandchurchshops.com



Welcome

As I sit at my desk writing this letter, the morning sun is streaming through the window, outside I notice that the snowdrops in the garden are in full bloom.

'A sign of hope abounds....a prelude to the green shoots of recovery after the past tough two years!'

The CCSA Conference was held at Shrewsbury in September 2021 after a two year gap, with both Suppliers and Members commenting that it was one of the Best Ever! It certainly felt a return to some normality with both Members and Suppliers meeting up with each other, sharing experiences throughout the pandemic, catching up on lost time and ordering new stocks to refresh their Shops. Everyone enjoyed the great selection of food and friendly atmosphere in the majestic church of St Mary's, Shrewsbury!

The Annual Dinner was truly exceptional, the menu and quality of food superb! We were highly entertained and amused by the After Dinner Speech by Tim Tiley as he recalled his most colourful background and career, which we have included in this edition of 'Talking Shop'. I am sure all of those attending will agree that The Prince Rupert Hotel pulled out all the stops.

Thank you to all those who were able to attend, I hope you enjoyed it and found it worthwhile. If you were unable to join us, you were missed, and I hope you can come along this year to Hull!

Hull, a trading port for many centuries, provides an excellent location for our event; easily accessible via road rail and air, and with a Guildhall large enough to accommodate the Trade Fair and Annual Dinner. I am pleased to advise that the Trade Fair will take place in one room, the Banqueting Hall of the Guildhall.

Nearby, the stunning Minster, bright and airy with its magnificent stained glass windows is well worth a visit. The Minster has provided a place of worship in Hull for over 700 years and is recognised as one of the largest parish churches in England. I hope you will spare the time to attend a service there or simply visit and enjoy its peaceful and contemplative space during your time in Hull.

I know that there has been a lot happening within member Cathedrals, Abbeys and Churches over the past couple of years with new personnel and operational changes. We welcome all new Members to the CCSA, and optimistically look forward to visitors and pilgrims returning, and settled times

I would also like to take this opportunity to thank Members and CCSA Suppliers for your ongoing support and friendship.

'Thank you'

Hugh Fearnall JP, Chairman CCSA

Lets All Move Forward in 2022

A Message from Our Patron

I write this piece in the week when HMG has lifted many of the Covid restrictions. Many of us are still feeling a little nervous about social contact and others are desperate to get back to something like the old way of functioning. For those of us working and running our church and cathedral shops this has been an anxious time, but as Easter and the summer season approach, I hope that you will be seeing your shops reopening and visitor numbers increasing.

Recently I was in Peterborough Cathedral with a friend, and we were delighted to see work proceeding to construct a new shop at the west end. Just last week, I walked past the Cathedral Shop in Bury St Edmunds to see it shut for a complete refurbishment. Two wonderful signs of hope and commitment to the future.

The CCSA exists to encourage, help and support those who run our shops. It exists to enable the sharing of good practice and innovative ideas. Our annual trade fair exists to create the opportunity to meet together and share experience. The trade fair itself is an excellent vehicle for seeing what is on offer from national suppliers.

I am aware that these are tough times financially for many shops. I do though urge you to consider very seriously coming to this year's fair in Hull. Come and see what the suppliers have on offer that could enrich the "offer" in your shop. Come and meet other people and hear about their plans for the future.

Thank you for all you do in the mission of the church!

A handwritten signature in black ink, appearing to read 'Graeme Knowles', with a small cross symbol to the left.

The Rt. Reverend Graeme Knowles, Patron CCSA



Dear CCSA...

CCSA 2021 Shrewsbury Conference “Points of View”

Thank you so much for the opportunity to attend the recent CCSA Conference, which was well worth it, and for access to membership

With best wishes and blessings,

John Berry @ The Lyttelton Well, Malvern

A note to say thank you for organising the Shrewsbury event. The Dinner was very enjoyable and the setting for the Conference absolutely stunning. I'd never been there before and loved it. I so enjoyed catching up with everyone again after such a tough eighteen months - it seems at last that things are slowly beginning to wake up. I look forward to hearing about next year.

All best wishes and thanks

Ros Pollock @ Bethlehem Baubles



We enjoyed the Conference very much, thank you for organising it again.

Margaret & Barry Cody @ Bolton Priory

Dear Paul and Hugh

I've just got home after such a happy time,

The Conference felt very special this year. We have been to other beautiful places and had other delicious meals, but the pandemic made Shrewsbury a particularly joyous occasion. Many client friendships were strengthened, new relationships formed and we traders had fun catching up, too.

The work and dedication you both give to these Conferences is really remarkable: sourcing the catering, organising the meal; ensuring the venue works; suggesting hotels and, particularly appreciated, supporting us traders. It is very much appreciated and I hope you manage to have a good rest now.

Warmest wishes, and many thanks

Rosemarie McCabe @ Scala Arts & Heritage Publishing

Thank you for the event. I'm glad I came to get new contacts and re-establish some old ones.

Catering was fabulous, as ever, thank you!

All the best

Sue May @ Swiss Kiss



Hi Hugh & Paul

Congratulations on an excellent Conference. Not the biggest trade venue we've ever been in but it worked really well. The food was great as it also was at the Prince Rupert.

All the best

Sue McGaw @ Hull Minster

Hi Hugh

It was so lovely to meet you and Paul and
cater at your event. All at the CCBA are
such lovely people. I do hope we get to see
you all again.

Many thanks

Jules @ The River View Cafe, St Mary's,
Shrewsbury

Thank you both for organising
such an enjoyable Conference
and Trade Fair, and for
looking after our needs. It
was good to see everyone;
Shop Managers and Traders,
whom we have missed over
the last two years, and to be
in such a lovely setting for
the event.

After all that has happened
over the last eighteen months,
from what we heard everyone
was pleased and relieved to
be able take part, and to
come away for a few days.

We do hope you will be able
to carry on the good work
in running CESA and make
progress on plans for a
Conference next year.

With all good wishes

Joyce and Tony Perry @ St
Peter's Collegiate Church,
Wolverhampton

Just a quick note to say a massive
thank you for a wonderful Conference
in Shrewsbury. We both thought it went
very well.

Thanks for all your hard work, as
always!

Best wishes

Nicola and Amy @ Southwell Minster

Tim Tiley

Adventures of a Very Original Travelling Salesman...!

2021, as well as being a very strange and difficult year for many, I realised just how strange when Paul called and asked Margaret if I could be your guest speaker in Shrewsbury!

We have all come into this world of Ecclesiastical Tourism from very different backgrounds. It is a fascinating world which involves our heritage, our interactions with tourists, all muddled up with a sprinkling of faith. My thanks to my wife, Margaret who has written most of this speech for me to help to explain how I have come to be here.

I was born in Birmingham, where my father, who to confuse you was also known as Tim Tiley, was Vicar of St Paul's Church in Smethwick, so I am still not sure if I qualify as a "Black Country" man or a "Brummy" – perhaps someone can finally give me a definitive answer?

Being a Vicar's family, we moved around quite a lot from Smethwick to Worcestershire, Warwickshire and Gloucestershire. I remember in the 1960s when we were living in a small Warwickshire hamlet called Idlicote, the church had just had a new Compton Electronic organ installed. This was too much temptation for a thirteen year old to resist. Forget Bach, thinking there was nobody else around I discovered how you could really make the House of the Rising Sun give the woodworm something to remember, then I heard the creaking of the North door being opened.

In 2000 Margaret and I returned to that church, as Claire our eldest daughter, chose to get married there and when we went in to the vestry to sign the register it was quite a surprise to see my Father's name on the same page in the register!

My Mother Mystica, was born in Ceylon and lived there for the first 10 years of her life, then sent back with her brother to England to be educated. My paternal Grandfather George Tiley was The Steward (Domestic Bursar) working in prisons, and spent time at many of Her Majesty's institutions including Manchester Strangeways and Bristol Horfield. He died 3 weeks before his 107th birthday. As small boys my brother and I used to ask him if he ever took part in any hangings. He would usually reply with a straight face but a bit of a twinkle that he always had to "order the rope". We found this to be most stimulating....

On a happier note there have been many clergy in my family, my Father, his Brother, a great Grandfather and my great, great Grandfather who was a Canon of St Patrick's Cathedral in Dublin. In 1917 my Great Grandmother Isobel, while still married to the Reverend Herbert Seddon Vicar of Painswick converted to become a Roman Catholic. That must have led to some interesting conversations...

As a young teenager I was very interested in steam trains, and would spend hours train spotting. At 50 I received a Hornby Flying Scotsman railway set and more and more trains, and building etc were added. As the grandchildren appeared we added Thomas and Friends to the collection and the layout took over one room in our home which became known as The Train Room.

Back to my misspent youth; After we left smoky Smethwick I was educated in Malvern, Worcestershire. To fill my gap year I ripped tickets and scrubbed floors at the Royal Shakespeare Theatre at Stratford and then in 1967 I and a school friend managed to get a free passage to cross the Atlantic on a grain ship heading for Montreal where we earned a little money working at a rather dubious hotel during the Expo 67 World Fair in Montreal and then hitch hiked through Ontario and Winnipeg to Calgary.

I foolishly, like many students at the time was conned into trying to sell Encyclopaedias door to door for a week when I made my one and only sale! I gave up trying to sell Encyclopaedias and went on to pick cherries in The Okanagan area before eventually crossing the Rockies to Vancouver.



My Mother Mystica had two brothers and one younger sister. Her sister Paxye was a bit wild, she was a photographer and settled in Bombay and had a pet leopard called Kiki....sadly some neighbours fearing for the safety of their children eventually poisoned her....Kiki I mean!

This was 1967 – known as the Summer of Love and the Summer of race riots. I came across both. I hitchhiked to San Francisco and had several lifts with hippies who usually wanted to offer me a "cap", not headgear but a little container of the then popular hallucinatory drug. Fortunately for me, I had recently taken up Transcendental Meditation before leaving England so I thanked my hippy friends, but said I didn't need a cap because I meditated and as they already had heard about the Maharishi and The Beatles they thought this was "Far Out" and we got on surprisingly well for the rest of the journey.

I arrived back in England ready to study Engineering Science at St Peter's College Oxford, History would have been my choice but did not want to disappoint my parents. My summer vacation job was driving groups of mature ladies up and down the River Avon at Stratford. So I was already learning about tourism as well as engineering when the petrol motor often gave up the ghost.

When I graduated I had started a business distributing brass rubbings and later Calligraphy posters and cards from the attic of my father's rectory, This was at Sapperton near Cirencester. In 1990 Margaret and I were married in that church. Being a bachelor at 41, I not only married but took on 3 daughters. What sane man would take on 4 women at once! I am delighted to say I have never looked back and with great pride we now have 7 grandchildren, Ben being the oldest at twenty down to Max aged eleven.

In the mid 70s my second venture into the Church and Tourism industry was starting brass rubbing centres with some partners, in Bristol, Bath, London, Oxford, Stratford upon Avon, Glastonbury, Edinburgh and Washington DC. To promote them I even on occasions walked the streets wearing fake chain mail. This venture lasted for about four profitable years, before like pop groups we all quarrelled and broke up. My hair was rather longer in those days, and I wore Cuban heels and flared trousers, some of you may remember them. The grandchildren on seeing a photo wanted to know who the strange woman was.

In the early 70s, before the brass rubbing took off, I was also making cards and travelling on my moped in to Cirencester where I would park it and then hitchhike on around the country. It was a shock to some of my customers when they realised how I had arrived. In those days a few Cathedrals and Churches just had cards and publications on trestle tables down the sides of their naves rather than shops. In 1973 I attended my first equivalent of a CCSA meeting, at "All Hallows Beside the Tower" church in London then the annual meeting later was moved to Chester and then on to different Churches and Cathedrals all around the UK as now.

Over many years it has been a great pleasure to supply our cards to so many and varied churches, I remember Sid Harrison from Jarrow travelling to Australia via Hong Kong and found our cards for sale. The most Southerly church that our cards reached was ChristChurch Cathedral in the South Island of New Zealand . Sadly this cathedral was destroyed in that terrible earthquake.

My mother and father hoped that I would get a proper job one day. She, as a hobby, traced her ancestry back to some Saxon theign and travelled the country for her research. Maybe her enthusiasm for our Cathedral and Church buildings is something that I have inherited from her.

I would like to finish my story involving the early days of the CCSA by thanking all of our Cathedral and Church Shop Managers for continuing to support us, as I also hope that we in our turn will support you all.

With every blessing

Tim & Margaret



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Humility... a Visit in Shrewsbury

After the Trade Fair closed on Thursday afternoon the 16th September, I took a wander around Shrewsbury. Approaching St Alkmund's church I was drawn by the most beautiful music emanating from the west door and wondered if I'd chanced upon a concert.


So I pulled apart the thin, hanging chains at the entrance and entered, only to find the church completely empty. Where was the music was coming from? Eventually I turned sharp left to spot, hidden behind a black piano and playing with immense tenderness, a ragged, weathered tramp, barefoot and with a beard almost down to his waist. He didn't look up.

Moved, I crept down the aisle and listened for half an hour or so from a front pew. The music, none of which I recognised, soared and I was filled with an intense spirituality. Before me and the huge Assumption window burned a single candle in a candelabra. As I like to do, I lit 3 candles for passed family members, taking a light from the solitary candle. Then I lit a fourth, for the tramp.

He continued to play as I tiptoed back down the aisle and he still never looked up. On the steps outside the church a couple appeared, also drawn by the music and as they loudly greeted me and asked if there was a concert I put my fingers to my lips and said: 'come, come and see who's playing'. Astonished, the husband drew the pianist into conversation. In a well-spoken voice he told us he'd only just been allowed back into the church to play and had missed it dreadfully. He didn't say what had prevented him - Covid perhaps? I asked him where he learnt to play. 'I'm still learning' was his response, 'it's all in my head, swimming around'. I then realised that the pieces must have been his own compositions. As I left, I mentioned I'd lit four candles and one was for him. 'I lit one when I came in' he said 'for everybody, so that covers us all'.

Rosemarie McCabe

Scala Arts & Heritage Publishing



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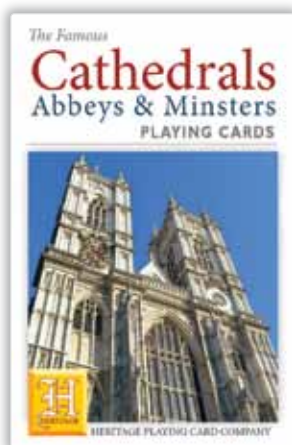
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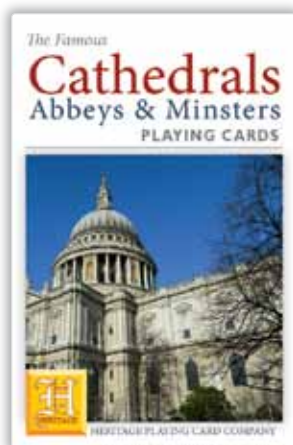
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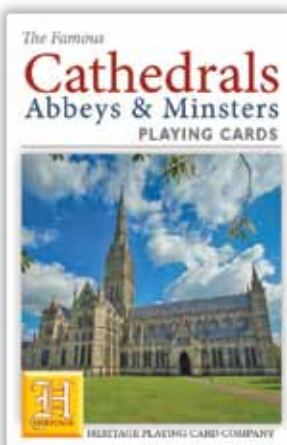
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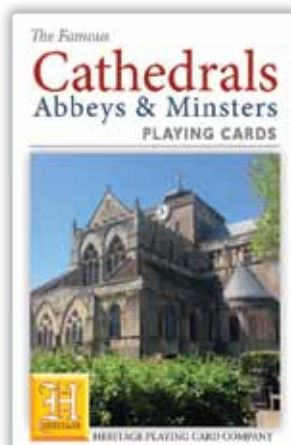
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Open for Business at St Patrick's



Selling during a pandemic... I don't think so. Haven't we come a long way since the beginning of the pandemic? Nearly two years of opening and closing, not only for Saint Patrick's Cathedral, but for the world. We seem to have reached the stage of restrictions continually lifting and, as we look towards the future, we all hope and pray that society returns to near normality soon. Tourist numbers will take a little while longer to return to 2019 figures, however, we must remain hopeful and determined to push ahead and to think positively.

We at Saint Patrick's Cathedral in Dublin have been under considerable financial pressure as we began our 'Roof Project' just before the pandemic started, which was featured in the CCSA Talking Shop Spring 2020 Edition. The Nave roof was in urgent need of repair so it commenced, little knowing that the works would be halted, until, deemed essential work by the government, it proceeded full steam ahead.

It is now finished and is looking superb; we have just the small matter of paying for it...We have been very lucky with a financial grant from the government, people donating to the cause and the Dean's work in raising awareness of the project in order to acquire financial help.

Needless to say, the raising of Purchase Orders did not happen and our shop was closed for many months owing to that dreaded word; 'lockdown'. Now, fully open and raising purchase orders, there is light at the end of the tunnel. Visitor numbers are beginning to increase and we hope that by 17th March, St. Patrick's Day, we have a steady flow of tourists through the doors.

The shop, as in most churches and cathedrals, is one of the main sources of revenue so great emphasis has been placed this year on its success. To this end, we are in the process of developing bespoke products, which, we hope, are going to be the start of the creation of the 'Saint Patrick's Cathedral' brand.

This is the focus of the retail department, working in tandem with the marketing department, for 2022. We have concentrated on particular pieces of stained glass and monuments synonymous to the cathedral with which to develop a range of products. My creative flair doesn't have much scope unfortunately, so with the marketing department, and along with the Dean's suggestions, we hope to build a product range that appeals to all of our visitors.

With this in mind, I must praise the CCSA, all the Suppliers that we have met during the Annual Conferences and, of course, all Members with whom we have networked. The networking that is enjoyed by all is priceless and so very important to the future of Churches and Cathedral shops.

Let us all step into 2022 with a positive attitude that our shops can only perform better and that the CCSA is there for help and advice to all.

With all good wishes for 2022

Elizabeth Lowrie, CCSA Secretary

Retail Manager, Saint Patrick's Cathedral, Dublin.



St Paul and His Contribution to Retail

So, how was it for you?

Of course I mean the many months of lockdown and other Covid restrictions, beginning with the complete closure of our Cathedrals and Churches. For some, perhaps, it was one long holiday. But for many others it was the complete opposite - a time of being apart from something or someone that was an important and integral part of life.

There were stories and incidents of indescribable pain and sorrow - and, yes, uplifting stories that made us smile and be grateful. (On a personal note, many thanks to Tim Tiley and his WhatsApp postings for some of the latter!)

However it was for you, I would guess that at some stage you realised or felt, like me, that there was something (or things) missing from your life that left you feeling ... what exactly?

For me and many of the people I had been engaging with on a daily basis it was as if some part of me was missing. I was still a functioning human being but not quite fully so.

Our vicar was understandably dismayed at having to close our church in what was a time of National crisis, and we re-opened for private prayer and then public worship as soon as we were allowed to do so. I, along with a select number of colleagues, formed part of the team that ensured everything ran smoothly and most importantly safely. But something still wasn't quite right. Every time I looked behind me I could see the shop closed and in darkness; it was a depressing sight. Normally bright and colourful, it looked forlorn and rejected. Visitors of every kind noticed and commented also along the same lines; it not only looked sad, it made the church seem a little less than what it could be.

That is because the whole ethos of the shop in the Crooked Spire is being part of the welcome of the church. It is made easy for us as that is exactly how the vicar and clergy team see it, and their enthusiasm for it matches ours.

Who are these 'ours'? you may ask. Well, the whole shop team are volunteers. But - and it's a big 'but' - they don't only volunteer in the gift shop. They include (to name but a few of their other roles) several PCC members, safeguarding officers, choir matron, flower ladies, pew sheet editor, choirmen, congregation members and churchwarden. All essential members of the church in their own way, but together creating a wholeness

that culminates in their contribution to the shop. This provides not only income but essential outreach.

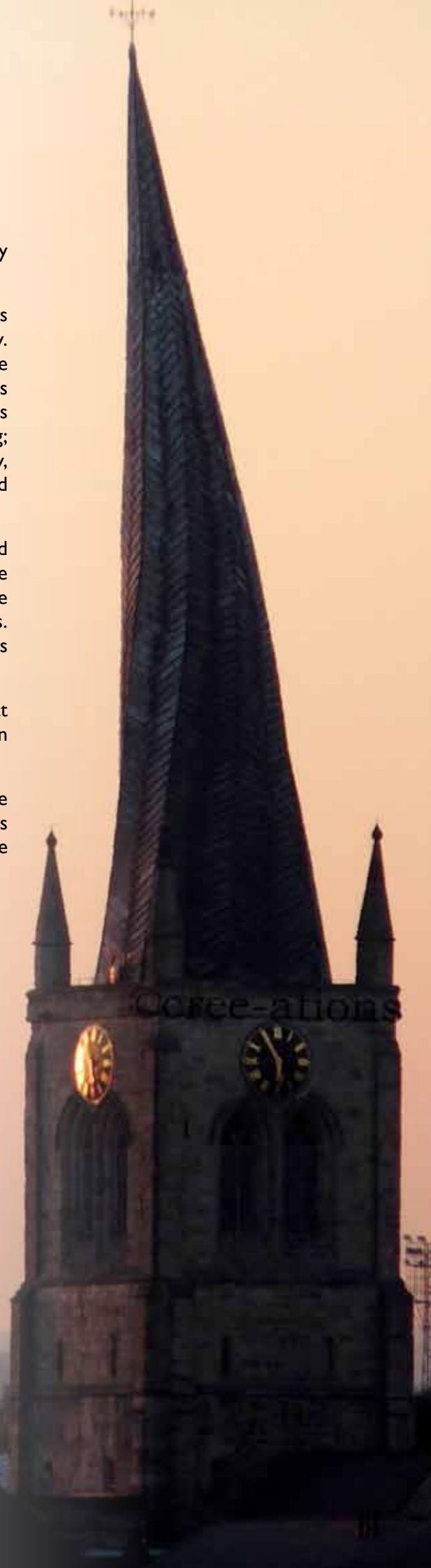
I can't emphasise that strongly enough - the shop is brought into the serious mission of the church by the embracing of that vision by clergy and laity. The church gift shop is a part of the church, and without it being open there was an empty space. An important and useful 'member' of the church's 'body' was missing. The warm, bright and cheerful atmosphere it creates was missing; the talents and training of some of its volunteers were missing; smiles and laughter and simple pleasures were often missing; and, crucially, some of the pastoral work that might normally have been done remained undone.

What a joy when it could re-open (after a lot of cleaning and polishing) and welcome people again! Certainly the rules meant that things couldn't be exactly as they had been but the lights were on, the staff were back and the buzz it created was wonderful - and continues to be, despite the setbacks. There is a wholeness and completeness about the building that, just seems right.

What does this have to do with St Paul? Well, you can probably guess what is coming: 1 Corinthians 12. 12-31a. Read it through if you wish, it is an excellent and relevant part of St Paul's letter.

Said simply, if a part of the body is missing, no matter how less honourable it is seen than others, the body ceases to function properly. Our gift shop is part of the body that is St Mary and All Saints Parish Church. That's how we see it; and, by being there, it helps the rest to work more smoothly.

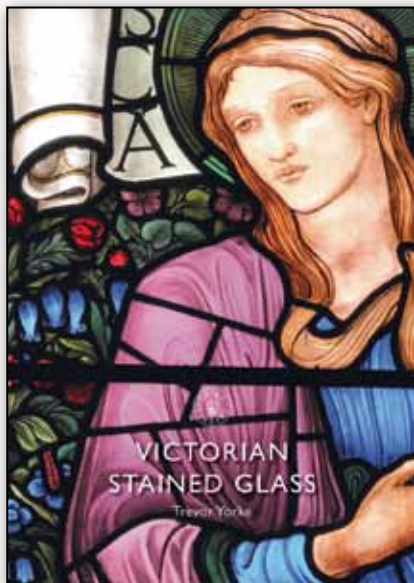
Colin McKenna
Churchwarden, Chesterfield Parish Church





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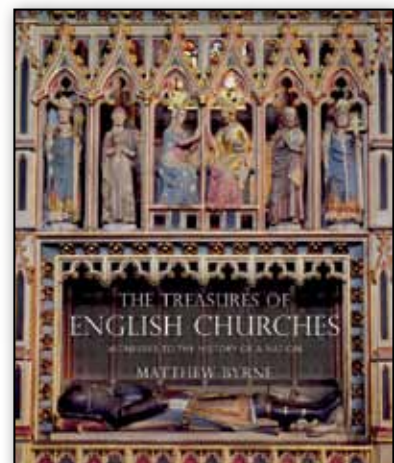
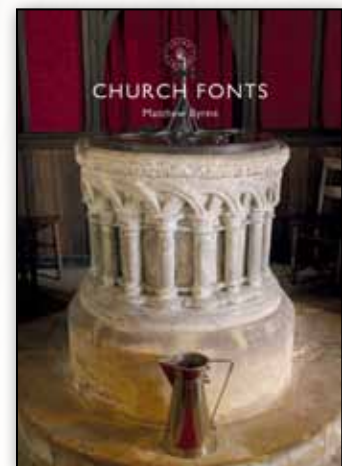
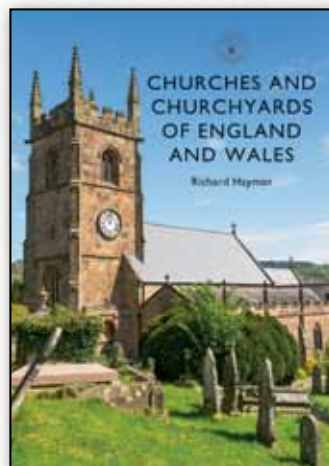
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New Arrivals

Billie Carlisle-Ogden Retail Manager at Durham Cathedral

My Name is Billie, I joined Durham Cathedral in July 2021 as Retail Manager and Buyer, the team are well established and have been very welcoming and supportive to me in my new role.

It is an honour to work at Durham Cathedral and I have had a great first 6 months. We've had a Summer welcoming customers back after the closures earlier in the year, in the Autumn we had the wonderful Moon installation which brought a new and varied customer base, then into a busy Christmas trading period.

My background has been in the Museums and Heritage sector for the past 16 years, so the Cathedral is a new challenge which I'm very much enjoying.

Outside of the cathedral I'm a wife and mother to three wonderful girls, and I am also a long service Guider.

Sadly, due to unforeseen circumstances I missed the Conference in September 2021, so I am looking forward to meeting everyone this year in Hull.

Billie Carlisle-Ogden
Retail Manager, Durham Cathedral



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CCSA 2022 - Annual Conference & Trade Fair, Hull

I am delighted to announce that this year's CCSA 2022 Conference and Trade Fair will be held in Hull on the 7th and 8th September. The event will take place in the Guildhall, a five minute walk from Hull Minster.

The timetable for the event is detailed below:

Wednesday 7th September

- 12.30 Holy Communion, Hull Minster:*
- 13.00 CCSA Information Desk Opens – First Floor, The Guildhall, Hull.
- 13.30 Tour
- 15.00 Trade Show Preview opens – The Banqueting Hall, The Guildhall, Hull.
- 15.45 Afternoon Tea - The Reception Room, The Guildhall, Hull.
- 17.00 Evening Prayer – Hull Minster:*
- 17.30 Trade Show Preview closes.
- 19.30 Drinks Reception and Annual Dinner – The Reception Room, The Guildhall, Hull.

Thursday 8th September

- 08.00 Morning Prayer – Hull Minster:*
- 09.30 Trade Fair opens – The Banqueting Hall, The Guildhall, Hull.
- 10.30 Morning Coffee – The Reception Room, The Guildhall, Hull.
- 13.00 Buffet Lunch – The Reception Room, The Guildhall, Hull.
- 15.00 Trade Fair Closes
- 15.15 CCSA Members AGM – The Ground Floor Meeting Room, The Guildhall, Hull.
- 15.45 Tea & Cake – The Ground Floor Meeting Room, The Guildhall, Hull.

Full details with booking forms are being sent out to all Members. This is a great opportunity to visit the historic Minster and City of Hull, as well as meeting up and sharing experiences with other Members and Suppliers of the CCSA.

Please book as soon as possible and we look forward to seeing you in Hull.

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The Guildhall, Hull - the CCSA 2022 Conference Venue



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NOTICE BOARD

As Retailers in Sacred places, our Retail Trading Calendar follows those events, detailed in the Church Calendar of our Cathedrals and Churches. Please find below a quick reference of Events and *Opportunities. Please note that these are to help you as just polite reminders, not directives!

As you know in June, we celebrate the Platinum Jubilee of Her Majesty the Queen. This is a massive opportunity to commemorate this once in a lifetime event and source stock to sell and promote in your shops, Books, Gifts, Mugs, Tea Towels etc. A lot of Suppliers already have stock available – remember Collectors and Visitors will want a memento of this celebration event.

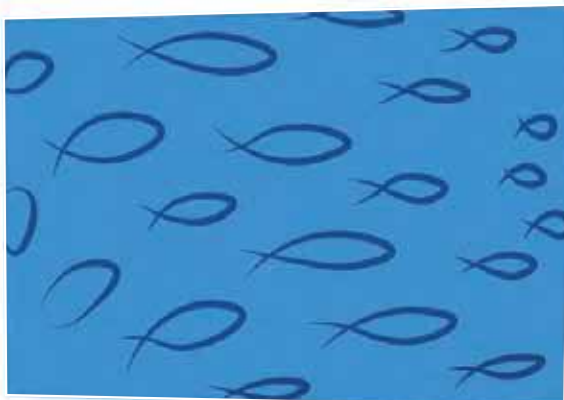
St. David's Day: – 1st March	
Ash Wednesday & Lent commences: – 2nd March	<p>*Now is the time to check your stocks of Lent Course Books & Bibles.</p> <p>*Are you promoting “Lent Reading” books? Perhaps on a Table display</p> <p>*Do you have stock of Palm Crosses ready in advance of Palm Sunday?</p> <p>* Are your Mothering Sunday and Easter Cards prominently displayed?</p> <p>*Are you promoting potential Gifts for Mothering Sunday?</p> <p>*Do you have stocks of Palm Crosses, Paschal Candles and/or transfers ready for Easter?</p>
St. Patricks Day: – 17th March	
Mothering Sunday: - 27th March	<p>*Are you featuring your Mothering Sunday Greeting Cards and any potential Gifts?</p> <p>* In advance of the Queens Platinum Jubilee celebration are you sourcing any commemorative Books & Gifts – several Suppliers are already promoting this stock.</p>
Palm Sunday: - 10th April	<p>*Have you sold out of Palm Crosses?</p> <p>*Are Paschal Candles and Transfers promoted, if stocked?</p> <p>*Do you have books featuring Stations of the Cross?</p> <p>*Are Shop staff checking with local churches if they need any of the above?</p> <p>*Are you promoting a themed Easter display of Easter Cards and Easter gifts?</p>
Good Friday: – 15th April	*Are you featuring your books on Stations of the Cross and Easter?
Easter Sunday: – 17th April	*Have you sold out of Easter Cards and Easter Gifts!
St. George's Day: – 26th April	
Early May Bank Holiday: - Monday 2nd May	<p>*In advance of the Queen's Platinum Jubilee feature any stock to promote this event</p> <p>* Promote books on HM Queen if stocked – Create a Table display</p>
Ascension Day: – Thursday 26th May	
Spring Bank Holiday: - Thursday 2nd June & Friday 3rd June Platinum Jubilee	*Decorate your Shop; celebrate this event with themed and promotional stock displays.
Whit Sunday: – 5th June	*Have you planned & ordered stock of Advent Candles & Calendars to commence selling in October & November ready for Advent Sunday 27th November?
Trinity Sunday: - 12th June & Fathers Day – 19th June	*Have you planned and ordered your Christmas themed and Gift stocks to sell from October/November through to Christmas?
August Bank Holiday Monday: – 29th August & 1st August (Scotland & Rep. of Ireland)	<p>*Do you have stocks of Family Gifts and Souvenirs to promote over the School Holidays!</p> <p>* Discuss, decide and agree when to promote Advent and Christmas Stock with Clergy!</p>

Reported best sellers continue to be: Postcards, Fridge magnets, Custom branded Pens, Greeting Cards, Religious Gifts, Bespoke Souvenirs and Guide books.

Please remember Suppliers are here to help you and enhance the stock you sell, especially if you are looking for bespoke products to actively promote the features of your Cathedral or Church. Suppliers are now able to offer much smaller quantities in bespoke products with better cost prices offering better margins – don't be afraid to ask! *Happy Selling!*

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68 QUEEN STREET NEWTON STEWART DG86JL



Member Recruitment – The CCSA needs your help!

We need your help to recruit members of the CCSA! If you are aware of any Cathedrals, Churches or Abbeys in your area that have some retail space, regardless of size, please let me know their details so that I can contact them to see if they would like to become members. My contact details are below.

As you know there are many benefits to being a CCSA member: Regional Meetings as requested, Annual Conference and Trade Fair, Supplier Discounts, sharing information, knowledge and Member support and helping you to raise funds for Mission in your Cathedral or Church.

CCSA Quarterly Newsletter - "TALKING SHOP"

We hope you have enjoyed this Spring edition of "CCSA – TALKING SHOP"

Next edition in August 2022, with Member and Supplier features and news plus further details of the Annual Conference and Trade Fair in Hull, 7th and 8th September – we would welcome all contributions including success stories, snippets of information, articles or anything you would like to share with other members. Please let me know!

Contacts

Contact for ALL Member & Newsletter enquiries - Hugh Fearnall JP

Tel: 01434 634347, Mobile: 07779 346150

Email: hugh_fearnall@yahoo.com

Contact for ALL Supplier/Exhibitor enquiries - Paul Willey

Tel: 01434 634347, Mobile: 07889 397728

Email: paulwrobbs@aol.com

www.cathedralandchurchshops.com



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E: peter@talkinghat.co.uk M: 07550011001