## NEW DATES

**NEW FORMAT** 

## **NEW BUYERS**

### The UK's No.1 creative craft trade show



5 - 6 September 2021 NEC Birmingham, UK

## chsi.co.uk

## **LEADING THE CHANGE**



## 5 - 6 SEPTEMBER 2021 • NEC BIRMINGHAM, UK THE MOST INNOVATIVE AND INSIGHTFUL YET



FREE EXHIBITOR ADDED VALUE WORKSHOP PROGRAMME TRENDS AREA NETWORKING DRINKS CATWALK SHOW PARKING EXHIBITOR BREAKFAST

## All new VIP PLATINUM BUYER CLUB

# Make your business thrive at the UK's number 1 Creative Craft Trade Show

**CHSI Stitches** is the UK's number 1 destination for buyers from high street retailers, department stores, independents, multiples, online retailers and garden centres.

Held at the UK's largest exhibition centre, the NEC Birmingham offers fantastic transport links to support you and your buyers.



#### **Visitor Profile**

Organisation type % Independent retailer 52% • Internet retailer 17% • Manufacturer 15% • Multiple 11% • Designer 5% •

#### Product areas of interest

	Haberdashery (53%)
	Fabrics / Soft Furnishings (49%)
	Knitting, crochet, yarns, patterns & supplies (41%)
	Thread (40%)
	Needlework (inc embroidery, sewing, cross stitch) supplies (39%)
	Trimmings (ribbons, braids, motifs) (39%)
	Patchwork / quilting supplies (34%)
	Dressmaking (33%)
	Sewing / crafting machines (32%)
	Art materials and supplies (24%)
	Papercrafts (inc card making, scrapbooking ) supplies (22%)
	Books and publications (16%)
	Jewellery making kits and supplies (12%)
	Children's kits / toys (11%)
	Ceramics / glass / polymer clay supplies (8%)
_	Leathercraft (8%)
	Candle making and supplies (8%)

#### **Craft Audience**

The craft audience has seen significant growth from 14.6 million in 2017 to 15.1 million in 2019. Research from 2020 The Craft Report suggest reasons for this are:

- The 'normalisation' of craft it's no longer considered a niche hobby
- Crafting is becoming a community-based activity
- Medical endorsement craft activities are often recommended to help promote mental wellbeing
- Innovation new techniques and activities are springing up all the time
- New, younger crafters who enjoy experimenting and learning new skills

## **EVEN MORE REASONS TO EXHIBIT!**

- It's free for buyers to attend
- 'Invite your contacts' service to strengthen networking opportunities
- Entice and direct buyers to your stand from the offset. Present your best product at the forefront of buyers minds in our 'New Trends Showcase' display
- Targeted marketing campaign with an extensive PR strategy, with the craft industry's key magazines, blogs and news websites attending CHSI Stitches

#### NEW FOR 2021 PLATINUM BUYERS CLUB

A brand new VIP club that will focus on key buyers at the show, providing one to one support with pre-event planning, unlimited access to the club lounge and dedicated networking events. A Platinum Club team will also help buyers navigate the show floor and find the right products and suppliers.



#### **EXHIBITING OPTIONS**







#### Shell scheme - Your complete exhibiting solution

This stand will include wall panels, a fascia name board and carpet. Any extra features such as electrics, wifi and furniture will need to be arranged separately with the official contractors. **Prices start from £212 per m<sup>2</sup>**.

#### Space only - Custom build your stand

This stand will include floor space only (no carpet). You will need to use your own suppliers to arrange for the construction of your own unique stand. **Prices start from £185 per m<sup>2</sup>**.

**Bright Sparks - The first port of call for buyers looking for inspiration** A new area for those companies that are just starting out, with shallower depth stands but all the same great features and promotional opportunities available. **Prices start from £699 (4m xIm stand).** 



## GOING STRONG FOR 42 YEARS

We've helped shape the growth of the UK craft industry worth a staggering **£5 BILLION PER ANNUM** 

The creative audience is growing and currently stands at 15.1 million crafters\*

Our mission is to have a crafter in every household!

15.1 MILLION UK CRAFTERS<sup>\*\*</sup>

27.1 MILLION UK HOUSEHOLDS

\*3.4% growth within 2 years \*\*The Craft Report 2020.

FREE AND EXCLUSIVE ACCESS TO THE LATEST ANNUAL CRAFT REPORT FOR ALL ATTENDEES! ICHF Events commissions the Annual Craft Report. The extensive independent research requires a significant financial investment, but supports our bid to shape the growth of the UK craft industry. **The Craft Report** has interviewed over **10,000** crafters over the past three years. The report digs deep into consumer behaviour, industry trends, and how retailers can adapt to serve an ever-changing market.

Find the solution that's right for you, get in touch with your personal business contact: **Steve Mitchell** on + 44 (0)1425 460 811 or email stevem@ichf.co.uk