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Northcott

Essence

30 SKUs

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northcott.com

Jeweled Tiles

by Elaine Theriault 52" x 66"

Inside

4 Member Benefits

Make sure you're getting the most from your FabShop membership and stay up-to-date on the latest benefits.

4 Promotional Calendar Ideas

Use these calendars as a springboard for planning themed events and classes in your shop.

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A Look Up North: 5 Shops Around Toronto

Piggybacking on a speaking engagement at QuiltSource Canada, Kelly Davey visits five area shops and offers his observations about their merchandising and displays.

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Darling Lace by Northcott/Banyan Batiks

Your customers will swoon over these luxurious new batiks, inspired by antique lacework, intricate beading, romantic silks, and crushed velvets from a vintage era.

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Celebrating 20 years in business, Quiltmania's Carol Veillon chronicles her progression from novice quilter to proficient publisher of three magazines and 10 books a year.

23 Back to Basics

"Basic" does not mean boring, as you'll readily see in these appealing assortments of batiks and blenders that can also take center stage for stunning results.

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Being a 'Must Visit' Shop

Julie and Kathy share their ideas for becoming the shop that customers "must visit" whenever they're in town. Hint: It's all about hospitality and inspiration.

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It Takes a Village to Run a Shop

Karen Montgomery espouses banding together to support one another and share information, to save yourself from wasting time "reinventing the wheel."

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5 Legal Matters to Watch in 2018

Sarah Maxwell presents a checklist of legal topics to review annually, to ensure your business is complying with any applicable requirements.

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Insuring Your Business

Brian Powers outlines potential risks to your business and advises how to manage those risks and minimize your uninsured exposure for loss or damage.

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The Law of Pain

Sandra Pirdy asserts there is value in painful experiences or challenges—they offer the opportunity to learn. She imparts ways to turn that pain into gain.

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Facebook Is Changing, Again. Now What?

There's a new catchword governing Facebook's algorithm for 2018: "meaningful." Cheryl Sleboda explains what this means for shops.

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This former survey about consumer engagement with local businesses is even more relevant today. How well is your shop meeting shoppers' expectations?

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Introducing new fabrics, patterns and notions to inspire your customers' creativity and enhance the sewing process.



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In The Beginning Fabrics
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by Jason Yenter

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Antelope Canyon Quilt, 74 1/2" x 74 1/2"