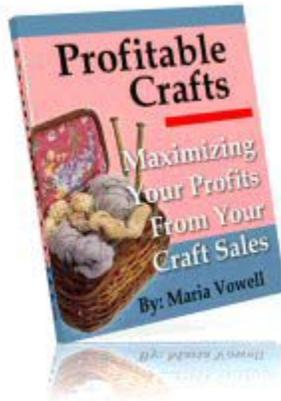


# Profitable Crafts

By Maria Vowell

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## **Introduction**

Thank you for your purchase. I sincerely hope that you enjoy this volume of Profitable Crafts. Volume two of Profitable Crafts will be available May 1, 2004 and can be obtained at the following URL:

<http://www.aismarketing.com/ProfitableCrafts/vol2/>

I'm sure that you'll find helpful tips, techniques and information throughout this manual, to help you maximize your profits from the sales of your own items that you create.

You will also find included with this manual, 10 wonderful projects that are quick and easy to crochet, and that have proven to be wonderful sellers for others and myself in the past.

If you crochet then I'm sure that you realize the difficulties we face when trying to make a good profit from the items that we spend so much love and attention on when we stitch them together.

The patterns provided in this manual sell very well, require little investment, and can be crocheted quickly enough to where you realize a nice profit from the sales of the items even if priced rather low. These items can easily be sold for \$3.00 to \$10.00 each, with most of them being easy enough to where you can crochet several items in an hour for maximum profits.

Even if you love crocheting afghans, I'm sure that you realize that by time you've invested quite a bit of money in yarns, and quite a bit of time in stitching (sometimes weeks per afghan) then you can't profit much on your afghans because few are willing to pay enough to cover the costs of your yarn, much less for your time in creating your wonderful item.

That's one of the worst things about trying to sell handmade items. Few appreciate the work involved in making them, and very few are willing to pay enough for our items for us to show a nice profit.

You'll find that the projects included in this manual are not only fun to make, but that they sell extremely well and your profit per item is very good so that you can finally start making what you deserve to make with your crocheted crafts.

If you like these 10 projects provided in this manual, then please visit the URL below to obtain 20 more, free vintage crochet patterns that can be stitched quickly and resold for nice profits.

<http://www.lyciall.com/patterns.htm>

I have also provided a wonderful thread bear crochet pattern in this manual for your enjoyment. If you're not sure what a thread bear is, well a thread bear is a miniature crocheted bear that's jointed with movable joints at the head, arms and legs.

Although thread bears are somewhat harder to crochet than the other projects included in this manual, they also resell for greater profits.

That is of course if you can bring yourself to sell adorable wee bears once they are completed. They are so adorable, that I find it hard to sell mine sometimes, because I just want to add them to my hug collection (a hug collection is a collection of teddy bears).

If you find that you enjoy making thread bears, then I also provide a thread bear pattern of the month club at the following URL:

<http://www.beari.com/pattern.htm>

Club members receive a new thread bear pattern each and every month that they are free to use to create even more wonderful thread bears that they can keep or resell for profit. Thread bears also make wonderful gifts for your loved ones.

Once more, I hope that you enjoy this manual, and I would like to wish you many happy days of creating wonderful items for your home, craft shows and/or business.

Take Care And Keep A Smile,  
**Maria Vowell**

## **Deciding What Types Of Products To Create**

There are many things to be considered when creating craft items that you plan to resell for profit.

If you're just creating gifts for loved ones, then the cost and time involved in making your items really isn't relevant because you're making the items as a labor of love.

But when you're depending on sales of your items to pay your bills, then you must consider several factors when deciding what types of items to make.

First and foremost, you have to make sure that your item will show a good profit. If you spend 10 hours sewing a doll, that makes you a total of \$5.00 in profits, then you have done nothing but waste time and money on something that will not help you very much financially.

On the other hand, if you spend 10 hours producing 10 dolls that produce you \$10.00 profit per doll, then you're doing much better financially.

So deciding what type of doll to make would be a very important decision that you would want to consider very carefully.

When making your decision, you would want to consider first the cost of materials. There is no need to purchase silk for your dolls dress, when there are other fabrics that look much nicer that are available on the market.

You don't have to cut quality just to make a wonderful product.

Make sure that you choose materials because they are pleasing to look at, and not just because they are expensive. Your customers would much rather purchase a doll whose dress is made of cotton, that looks elegant, than a doll whose dress is made of silk that looks horrible.

Focus first on the quality of your products themselves and don't base your decisions thinking that the higher the cost of materials, the more people will be willing to pay for the product because this isn't so.

For example I am always looking at all the wonderful miniature bears being sold online. Miniature bears can be made of many different materials from what's called short pile fabric, to what's called long pile fabric.

Now short pile fabric is easy to obtain, and cheap to purchase whereas long pile fabric isn't made any longer so it's harder to purchase and costs much more than short pile fabric does.

I have seen some bear artists make horrible looking bears from the expensive long pile fabric, and not have their bears sell well at all. I have also seen the same artists make adorable bears from the short pile fabric and have them sell for crazy amounts of money.

Just because the material may cost more, does not mean you'll necessarily make more on your item. You should focus first on creating a high quality item that's pleasing to the eyes before you ever consider using expensive materials.

So one of the main things that you should consider when creating your items, is the cost for your materials, and making sure that your materials are not so expensive that it kills your profits.

You will also need to consider the time involved in making your items.

If you're selling at craft shows, then you will need to ensure that you have plenty of merchandise to stock your booth, and that you can quickly restock again when you sell a lot.

Empty booths do not profit, and you can't fill booths when you spend days making just one item.

For example, I visited a booth several years ago where a sweet old lady was selling crocheted doilies. Now this lady could crochet pretty fast, but she wasn't crocheting fast enough to replace her stock once she'd sold most of it.

She had a few other items on display as well, bed dolls with lovely crocheted dresses and some wonderful looking Afghans but they weren't selling very well.

Her doilies were her best selling items that year, and she was pretty much almost out of doilies by time I visited her booth.

Her booth looked drab, dreary and very bare by this time, and although she was crocheting on another doily while she sat there, you could see she was none too happy at the moment because she had nothing in her booth bringing in much income at the moment.

I also noticed that she didn't have any items for children, although her bed dolls could be considered suitable for little girls but usually these are not play toys that can be enjoyed and they were priced too high for a child to be able to afford.

When selling at craft shows, one must ALWAYS make sure they provide some nice dollar items for children because there are usually thousands of children at the shows whose parents give them a dollar or two to spend in any way that they like, and the children do enjoy picking out their own toys.

Sadly there are few crafters that take this into consideration when creating their products for their shows. They cater to the adults (usually the women) and forget that children want to smile too.

I'll discuss more about creating for children later, but right now let's get back to this sweet old lady. When I saw her working on her doily, I sat down with her and started talking to her.

I love talking to older crafters, especially seniors, because they really do put their heart into their work and they always have tips to share that you can't find in today's modern instructions and books.

Our senior's memories are full of helpful information that they LOVE to share, and if they don't share it with someone that appreciates their ideas, hints, tips and instructions then these techniques may be lost forever when they are gone.

I always find it a great joy to talk with seniors, and have always learned something amazing with every senior I have talked with rather it's been at craft shows or nursing homes.

As I sat there talking with this lady (I never did get her name, we were just talking crochet) I noticed that she did seem quite sad. That's when I found out the reason was because she had another day's booth rental for the show and nothing to stock her booth with.

She had driven a long way to attend the show, and hated the idea of packing and leaving early even though she had done very well with her sales.

Considering that these booths usually cost a small fortune to rent, and that refunds are not usually issued, I could understand exactly why she would be upset.

No one would want to lose a day of potential sales, or lose money paying the booth rental fee while not using the booth.

The whole time we were talking, she was crocheting steadily away on her doily, but I could tell that it would take her several more hours to complete it and this sweet lady needed something she could make right then, in a hurry, to stock her booth with quickly.

I asked her if she had ever made yarn dolls, and she surprised me by stating that she didn't even know what a yarn doll was.

I offered to show her how to make one, and told her I'd like to borrow some of her yarn, her scissors and a piece of cardboard.

It takes maybe 5 minutes to make a yarn doll, and they resell for \$1.00 to \$1.50 each and have proven to be great selling items for children because they are adorable little dolls that the children can afford to purchase using the dollars given to them by their parents.

I showed her how to make the yarn doll then attached a piece of paper onto the doll with a piece of yarn. One the paper was a safety notice informing the purchaser that the doll was not suitable for children under four with the price on the other side (\$1.50).

I then sat the doll on her table, and just sat talking with her to see how long we'd have to wait to see it sell.

That one little yarn doll sold within 2 minutes. A mother stopped by her booth to look at the bed dolls and her two daughters saw the little yarn doll and started fussing over which of them were going to purchase it.

I pulled my chair up to the children, and said that it would be OK, that we could make another doll in just a few minutes and if they weren't in a hurry they could both leave with one.

As I sat there making another doll, the mother spent her time talking to the lady that was running the booth until the doll was completed.

Once those customers left, I spent a bit more time with the sweet old lady, making dolls for her and making sure she knew how to make them herself.

We completed about 20 yarn dolls, then attached tags to them and set them on the table. It didn't take too long before the table was swamped with children buying her little yarn dolls.

As I was about to leave, this kind lady had pulled up her yarn basket and chair to the edge of her booth and was having a wonderful time making dolls while talking to children and their parents.

She was now creating a product that was quick and easy to make, that was very affordable, and that was selling as fast as she could make them.

So the moral of this story is to make sure that you create products that can be made quickly, in case you ever find yourself with an empty booth as well.

Another example I would like to share would be my own experience with one of my booths. I sell crocheted items and homemade soaps in my booths, and although I make sure that I have plenty of soaps to stock my booths with, I always run low before the craft show is completed.

Now my soaps are not the melt and pour kind that can be melted, poured, cooled and sold immediately.

My soaps are made using the cold process method and have to cure for several weeks before they can be resold, so it's not like I can just make more on the spot to resell immediately.

I instead depend on my bath salts to fill empty booth space once my soap stock gets low. I can mix up a batch of 100 bags of bath salts within an hour, and use these to keep my booths stocked with another bath related item easily so that my booth never gets bare.

My bath salts always sell extremely well at just \$3.00 per bag, and have proven time and time again to be wonderful for solving a lot of problems usually encountered when one comes to a show unprepared.

So when deciding what types of products to create, rather it's for your business, for a craft show or even for your online web sales, you want to make sure you have a nice selection of products that are super quick to make, affordable and that will sell well.

A well-stocked booth (or business) will have a bit of the following items:

A few expensive items, if you make Afghans, 3 or 4 Afghans would do well although you may not sell them all. See the pricing your products chapter below and STICK with your prices no matter what.

If you're selling Afghans, and have to put a price tag of \$200 dollars on it to make your profit, then price your afghan at \$200 and don't go a penny less.

There is someone out there that will gladly pay \$200 dollars for it, and you'd be cutting your profits thin if you lowered your prices just to get a sale.

You just don't want to fill you booth with nothing but your most expensive items. Providing just a few will leave you room for other

products that have a greater chance of selling, to better increase your profits.

Next you will want to provide a few different items that can be sold in the \$10 to \$25 dollar range. Usually 5 different types of products will provide a wonderful selection for your customers.

Make sure you include something for the men as well. There have been many times I have seen crafters neglect the children and men by not providing products that they would be interested in purchasing.

A man may buy a doily as a gift for his mother, but if you sell a nice fishing sign as well you'll increase your sales.

You must always remember that not everyone wants adorable dolls or pretty wall hangings. Now I don't want to sound vulgar, but penis warmers have sold extremely well for me in the past. These are made for men, and hunters actually LOVE these items believe it or not!

They are just articles of clothing, made for men, and I have never had a single person get offended when they would see me offer them for sale in any of my booths.

Usually when people see them, they burst out laughing and are so tickled at the item that they could care less about getting offended because it's supposed to cover a private area of a mans body.

Now I have had other crafters act offended, maybe from jealousy or whatever, but I have never had a customer get offended.

I see women selling crocheted thongs all the time, and my penis warmers are pretty much the same thing just made for men instead of women so the crafters that get offended have no right to get upset in my opinion. My penis warmers are as handmade as their thongs are, and made with as much care and detail as I give to my other items.

If they can sell thongs, then by golly the men need something for themselves as well and I will continue to sell my penis warmers until I sell completely out.

So make sure that you offer a nice selection of items in the medium price range, and make sure that you have items for women, men and children.

Next, you would want to offer a nice range of items in the under \$10.00 range.

When creating items for under \$10.00, remember once more to provide a nice selection for women, men and children.

And above all else, make sure that you have 1 or 2 items that can be made super fast, like the yarn dolls and bath salts examples that I shared with you earlier.

When all else fails, you can always rely on these items to make some nice profits if you happen to run low on stock in your booth, or if your items don't sell as well as you'd have liked them too.

There have been so many times I have heard other crafters gripe after a show, because they didn't make as much money as they would have liked.

One man I saw complaining one year had nothing but water fountain rocks in his booth that sold from \$50.00 to \$300.00 each.

He didn't sell many of his expensive rocks, because a lot of people don't have that kind of money to invest in pretty fountains.

He would have done much better if he had offered a better selection of his rocks.

He could have also provided "sprinkler" rocks where he glued glittery tassels attractively on the rocks, and sat them in front of a fan so that the tassels would blow nicely in the breeze. These could have been resold for several dollars and been quick to make, that children would have loved.

He could have dressed rocks in sweet little dresses, and sold rock dolls. There's hundreds of ways that he could have sold rocks affordably, while still providing his more expensive fountains.

But he neglected to do this, and in my opinion, he had no reason to complain. He should have shown more consideration for his customers by providing a wide variety of things for them to choose from, and then more people would have purchased more of his products.

As long as you follow these rules, you should never leave a show, disappointed by how little you made, and you should always show a nice profit.

### **Rules:**

Focus on quality because high quality should always be your first consideration.

Just because material may cost more doesn't mean you should use it every time.

Provide a nice selection of products instead of just a few items (or just one item).

Make sure you offer several products that are super fast to make in case you need something to restock your booths with quickly.

You can make a nice product in 30 minutes, just as easily as you can make one in 10 hours, so go with the one that can be made quickest without killing quality.

Don't forget to make items for men and children as well, because they make great customers also.

All of the patterns provided in this manual cover the basic rules. They are affordable to make, quick to crochet and fall within the under \$10.00 price range.

The free patterns provided at <http://www.lycials.com/patterns.htm> also follow these basic rules.

That concludes this chapter. In the next chapter we'll cover pricing your products for maximum profits.

## **Pricing Your Products For Maximum Profits**

Pricing arts and crafts products can be one of the most difficult aspects faced by most who intend to sell their creations for profit. Many times I'll see fellow crafters, lowering prices of their wares when they don't sell as many items as they would have liked to.

A good rule of thumb to follow when trying to make the difficult decision about what price to sell your products for, would be to first remember, If you are selling a doll at \$10.00 and \$7.00 is pure profit, then you make \$70.00 for every 10 dolls you sell.

If you lower the price of your dolls to \$6.00, where your profit is only \$3.00 per doll, then you would have to sell over twice as many dolls to realize that same profit.

When you lower your prices, not only do you make it more difficult to realize a good profit, but the perceived quality value of your products are lowered in your shoppers eyes.

If your shoppers believe that the quality of your items is not that good, then you still won't make many sales and will only find yourself heading home with a box of dolls and a head full of disappointment.

The best way to handle the difficult pricing issue, is first, calculate your prices well ahead of time. Price your products, and stick to those prices no matter what.

This way you can present your products with an air of confidence, and so that you won't spend your day wondering if your prices are too high, because you'll know that you priced them perfectly and profitably.

I make miniature bears and home made soaps, so I will use them as examples of pricing strategies I use, and situations I have dealt with in the past when faced with difficult customers.

A good point of reference when pricing projects is take the cost of supplies, say a piece of long pile you paid \$20.00 for, you know you

can get 4 miniature bears from. That would be \$5.00 in supply cost right there. Do the same for your eyes and any of the other expensive materials like buttons etc. Don't bother with things like floss or handmade joints since you can get hundreds of bears from a thing of floss, so it wouldn't even add up to a penny.

Calculate the cost you have in your materials, and set this as your first tentative price. This is how much you absolutely have to sell your item for in order to just break even.

Now how much are you worth an hour? Sit back and determine this carefully, remember that if a customer is interested in an item that means the customer does not know how to make it them self, and that means your knowledge and your skills are valuable to that customer, so don't cut yourself short.

Always remember that you are providing something someone wants just as much as recording company provides music you want.

My sewn bears I charge \$10.00 an hour for my time, whereas my thread bears are sold from \$25.00 to \$75.00 each since supplies aren't much and I enjoy making them so much, although it sometimes takes much longer to complete a thread bear than it does a sewn bears.

Now let's take my miniature Tizzy Bear as one example. It took me 4 hours to make him, and the cost to make him was, um, the cost of the eyes because I got the fabric free from a sofa found along side the road.

### **This Is Tizzy Who Stands At 2 1/8 inches tall**



Now Tizzy turned out much better than I had hoped, so if I were to sell him I would put a price of \$50.00 on him to cover my time and the bit of supply cost and time it took me to tear the sofa apart.

Now I know a lot of people who see Tizzy, are amazed, first at how small he is then at the price, BUT I don't back down from my price when they balk. They can buy him, barter for him or move on, I know there is an owner out there somewhere that will be happy to get him.

So when determining your prices, add cost of supplies, and your hourly rate, and **STICK WITH IT.**

I'm going to share a story about some wood dolls I sold at a craft bazaar once. I had them priced at \$12.00 each.

A lady came to my booth ohhing and ahhing over my dolls, and offered to buy the whole lot. She offered \$8.00 a piece for them and thought I would take her up on her offer because I had over 100 dolls there and it would have been a nice chunk of change.

I kindly refused, and told her they were \$12.00 each. She grumbled and griped about how she should get a discount if she purchased a lot of them, but I did not back down. Yes I think a discount would have been in order for such a large sale, but not a discount of 1/3 the original price (which would have been way too much) and this lady would not settle for paying more than \$8.00 per doll.

She left without any dolls, but came back the next weekend and purchased all of my African American dolls (a little over half my lot) at \$12.00 each.

So I still made my \$800 some odd bucks, and still had all my Caucasian dolls left that eventually sold at \$12.00 each. By time I was down to 6 dolls, I packed up, went home and put them aside to give them as gifts at Christmas, without short changing myself in profits.

If something doesn't sell by round four, look at as profitable anyways as it's saving you from buying a gift, for someone, sometime down

the line. You can try selling your item until it sells, or you can provide a wonderful gift for a special loved one.

If a customer wants something bad enough, they will buy it, and it's our jobs as crafters to make sure the quality and uniqueness of our products have them craving for our items.

A customer is just like a child. If they see something that they want badly enough, they will get it. It may be days, weeks or months down the line, but they will get it.

The key is to ALWAYS have your phone number handy, and for those that can place a deposit for layaway, go ahead and let them layaway.

I sold an old pastor's Bible once (I know a Bible isn't craft related, I'm just using this as an example) where the lady paid me \$5.00 a week for 14 weeks until she had paid it off.

She couldn't afford \$70.00 up front, but \$5.00 a week was much more manageable for her. I got paid, and she got her Bible. I'd much rather have an item sitting put up somewhere, getting paid off slowly, than to have it sitting on a table to never be sold.

When you do layaway, make sure they understand that the item stays with you until it's paid in full, and you can do yourself up a small booklet to keep track of payments made, and buy a cheap receipt book to give as payment receipts.

Another thing about your products is that they make GREAT bartering tools!!! For those customers that can't pay, barter instead. They may just have something you can use, need or have been wanting for yourself.

I once got a black medium pile loveseat (the fabric was type I use for making my mini bears) by bartering a small crocheted thread bear.

The lady had her sofa at a yard sale, and saw my Leah thread bear and wanted one. So we worked out a deal that kept us both happy, and that saved me a ton of money on fabrics.

The value of that loveseat to her as a sofa was \$25.00. The value of it to me as a bear maker was \$5.00 per 9 inch square times 20 squares I got that were usable, equals \$100 bucks. So I saved 100 bucks on my thread bear is how I see it.

So bartering is one method you certainly do not want to overlook. Although you may not make money off your products, the money saved will usually be worth the price of your product 10 times over.

Now every now and then you will get to a customer that makes you want to SCREAM. I had that happen once with a lady that wanted some of my soaps.

I price my soaps at \$2.00 to \$10.00 a bar based on the ingredients that are in each bar, and she had a fit about the price asking me "What's so special about them?" Now that hit me the wrong way, because she said that as if I NEEDED her to buy my soaps. I don't NEED anyone to buy anything I sell.

I'm grateful if they do, but by golly I am not going to give my products away. I calmly told her that they were not Ivory soaps where you get 6 bars for a buck, where each bar is full of chemicals and air, where a bar melts away within 2 days use if you have a full household.

I informed her that my soaps were chemical free, all natural and a bar will last much longer then 3 packs of air puffed Ivory soap anyways, and if she wanted me to measure 12 bars of ivory against my 1 bar of Apricot Freesia then by all means I would be more than happy too and she could see that my bars were still cheaper then Ivory because they lasted longer, and besides that they were safer for the skin.

I also tossed in "And ma'am I stood over a hot stove and cooked that soap for HOURS, now would you want a TV dinner or a home cooked meal? With my soaps, you get a home cooked meal and if you don't want it then please go to Wal-Mart and get your TV Dinner."

Needless to say, she didn't buy any of my soaps, but she got me hot and her words and tone just hit me the wrong way.

I'm not usually short with customers or shoppers, but this lady had been heeing and hawing and hogging up my table space for too long.

I always keep a basket of samples with my business cards embedded in them (I call them business bars of soap) for those that want to try before they buy, so that lady wasn't looking to try anything, she was just wanting to find something to gripe about.

Now back to pricing your products, I just wanted to share those little stories with you to explain a bit more about experiences I have dealt with in the past both with bartering, and one very difficult lady.

You must have an item, that people are going to want so bad that they will find a way to buy it, barter for it, or will at least want to put a deposit down for it.

There are 3 types of shoppers. Those that understand the value of our crafts that appreciate that and that will be happy to pay for our wonderful items. These are the shoppers that come up and purchase with no qualms about the price, but are sadly far and few between.

The second sort of shopper is the one that either can't afford a \$50.00 bear, but wishes they could, or the one that says "My goodness that's a lot".

Usually you can work with these shoppers by offering a payment plan, or explaining why your bears cost \$50.00.

Usually a statement like "Well I use a special fabric for bears that sometimes costs \$20.00 for a 9 inch square, if you can supply me with the fabric we can knock 20.00 off, so I can make another bear" is enough to explain why your bears cost that much.

You don't have to tell them that you can make 4 bears per piece, just letting them know the supplies cost more than the norm will usually do the trick.

These are the shoppers that we encounter the most, and you can usually turn 80% of them into customers, if not that day, then sometime in the future definitely.

The other set of shoppers are those that are going to gripe, fuss, bicker and try to get you to give them your item free.

Or worse yet, those that have miserable lives and think it's their job to make our lives miserable as well. Use your best judgment when dealing with these sorts, and don't waste much time on them, as most of them will never become a customer of yours.

Some will though, so be as kind as you can until they push you to the snapping point, when it gets to that point just tell them to go to Wal-Mart and get their TV Dinner.

NEVER send a potential customer off without your name and number, and if you can send them off with a small something to make them remember you better, that's terrific.

Like I use small soaps with my business card embedded in them as well as other items.

You could take those small plastic bears you get at Wal-Mart and make car window hangers out of them, attach a label, and they will put these in their cars and think of you every time they see it.

You can get a candy mold and also make scenters for the car and closets. Just think of something that they will keep, use and remember you by, that's cheap to make, and pass them out. Never give just a business card only, as they usually end up in the trash. There's more on making scenters and other items for advertising your products in the next chapter.

Then one day tax time will come where they may have received a refund back, they will see your little scenter hanging in the window and think "WOW I can go get me a bear now that I have a little money to spend."

Pricing is a difficult issue because most people are not into making crafts these days, and usually don't understand the quality of things we make versus those items mass produced and sold at Wal-Mart dirt cheap.

Me, I myself prefer homemade over Wal-Mart any day, and I will gladly pay hundreds for a quilt that's built to last a lifetime, rather than one mass produced for \$50.00, that usually tears up after 10 washings.

I would also much rather make my daughters dolls, and KNOW that the limbs and eyes are secure by double threading and making sure all the parts are installed properly.

My dolls are made much better, and are much more safer, than any dolls that come off a line where the ladies are rushing to pop eyes on, who do not care rather they are secure or not, whose only concern is when quitting time will arrive.

If more of our customers had that kind of attitude, we would never have a slack in sales. The only problem is that most crafters today want to toss together something and call it arts & crafts, when in fact the item is no more crafting related than a pile of dirt is.

This attitude by many fake "crafters" has devalued products for those of us that really put are hearts into our products.

It's our job as real crafters, to educate our customers about the value of our items. For example, at a recent crafts show I saw a lady who was selling pants suits that she had decorated by sewing buttons and beads in various areas of the shirts.

Now to me, this is not a real "craft" project. Some may feel differently, but to me this is just a lady tossing beads on shirts to make a quick buck.

If she had made the pant suits herself, then it would have seemed more like a craft to me, but just tossing embellishments on pre-made shirts is somewhat pathetic. It's these types of sellers that have devalued the perceived quality and value of our products.

Down the street a bit in another booth I saw a sweet old lady and her husband dressed in old timey clothes. He was cooking a batch of soap in a large cast iron pot while she was busy filling bags with soaps and collecting money.

Considering that soap making is one of my favorite hobbies, I always beeline towards other soapers at craft shows. Not only to talk about a hobby we both enjoy, but also to purchase a few bars myself to show my support in my own little way.

This lady was wracking up on sales, and I know her husband cooking in the pot had a lot to do with it. She also had an old fashioned wash basin set aside where others could try her soaps on the spot and she was handing out leaflets that educated others about the qualities of homemade soaps.

This couple left a lasting impression on me. You could tell that they truly loved making their products, and that they weren't cooking soap just to make a quick buck or two. Their attitude was fantastic, and I'm sure that a lot of customers left that day with a finer appreciation of homemade soaps.

This lady did all soap-makers a favor, because once one appreciates homemade soaps, you can bet before long they will also tell friends about how wonderful homemade soaps are.

As crafters we should all do as this couple does. Show our love for our products, and help educate others about how fine arts & crafts can really be.

If you do not LOVE making your products, then QUIT making them. Find something you can really put your heart into and put aside the dreary work you may do just to turn a quick buck.

I remember when the mile a minute afghan's first became popular. These afghan's sold like hotcakes so I decided to make one for myself. I hated it so much I have never attempted to make another afghan the "mile a minute" way again.

Me, I'd rather work on afghan's and bedspreads made of fine threads any day. Now I know some love the mile a minute afghans, and I'm not bashing this method, I just wanted to share a point that only do what you love. If you hate what you're doing then your crafting becomes "work" instead of "fun" and we want things to stay fun.

Hopefully you have a better idea now about how best to price your products, without shortchanging your profits. Remember, quality with a higher price is good, inferior work with low prices is bad, very bad.

Both for you, as well as for how your work reflects on fellow crafters.

Low quality inferior products are what make selling fine arts & crafts today so difficult.

That, and mass produced junk where people don't understand that a \$25.00 high quality hand sewn rag doll that will last for decades, is much better than a \$5.00 rag doll purchased at a store that is only going to be in shreds within a year.

If you'd like more information about making homemade soaps, I provide another eBook at <http://www.homemadelyesoap.com> that teaches how to make homemade soaps using a wide variety of methods, and also how to profit from your soaps created.

## **Selling Your Products**

There are many ways to sell the products that you create. Most crafters rely on craft shows so I'll cover this method of selling, and remember that most of the techniques mentioned below can also be applied towards your business if you own a store.

When selling at craft shows, you have to cover a lot of issues that could cause major headaches if not properly handled before hand.

If you're managing your booth alone you must consider how best to handle several tasks at once.

You may have a customer wanting to pay for your item, with a group of teenagers standing to the side trying to pick up one of your items freely and a mother on the other side with a child who has melted ice cream all over her wee little fingers.

The mother of course is too busy looking at your items to notice that her child is covering your prized white embroidered hanker chiefs with chocolate.

What do you do? Do you panic, freak out and get ill at those visiting your booth? No, that's not a wise thing to do because it'll kill sales.

What you do is prepare ahead of time so that you don't encounter such nonsense.

First you set your booth in such a way as to protect your smaller items for those times you have to focus on paying customers, so that you can safely turn your back for a few moments and know that nothing will be damaged or stolen.

Put your smaller items in the back of your booth, and always keep your money with you in an apron pocket. Have your larger items on the ends of your booth and outside of your booth, because it's much harder for people to walk off with your larger items than it is for them to the smaller ones that slip into pockets easily.

For your hanker chiefs, if it's something that can be stained by little hands, remember that children attend shows and that sometimes their parents aren't as attentive as they should be when they are browsing your booth.

Pack your hanker chiefs in plastic bags, and leave just one out for viewing and touching.

Make sure that your booth is also decorated attractively. A boring or depressing booth doesn't help your sales much. Make sure you tables are covered in attractive coverings that are colorful, and that you make your booth look as much like a comfortable home as you possibly can.

The more comfortable you make your booth for your customers, the longer they will linger and the greater your chances are of making a sale.

Make sure that you provide something to give to visitors of your booth, rather they purchase or not. As mentioned in the pricing your products chapter, you will always want to provide your phone number to help increase future sales.

If you sell crocheted items, why not crochet a small circle of lace and glue it to a corner of your business card. Laminate it attractively and glue a magnet on the back.

You will then be distributing your business card in an attractive manner, and the chances of your card being tossed in the trash are next to none. People will take your card home with them to display on their refrigerator.

If you're like me, and sell homemade bath products, then scenters are quick and easy to make that people keep for a long time because they scent cars very nicely.

**For scenter instructions please visit**  
**<http://www.lyciall.com/beautycourse.htm>**

By including your label on your scenters with your business information attached, you are advertising your products in an economical way that will have others remembering you for many months after the show has been completed.

If you sell sewn items, then you could sew up nice little sachets in a jiffy, attach a nice label, stuff them with potpourri and have attractive sachets that visitors can place around their homes to scent their rooms nicely with.

By providing little crafted items like these, to promote your products, you stand a greater chance of having repeat sales and have a better chance of people remembering you than if you just passed out plain business cards that are usually tossed in the trash soon after the people receive them.

Now when you put labels on your scenters or sachets, the chances of them being torn off are pretty good. One way to prevent this is to make attractive ribbon labels that they will want to keep in place.

To make these labels, you would print your business information on special paper made for iron on transfers. This paper can be obtained at any office supply store.

Next iron your information onto cloth ribbon. By using cloth ribbon instead of paper, your labels will last much longer and the chances of them being removed are much less than if you used regular paper labels.

Another thing you can do to help increase your sales, would be to do something creative with your booth that would draw more customers to it.

The lady making soaps as mentioned in the previous chapter did just that when she had a demonstration of her husband actually cooking the soap.

Another example would be puppets. I encountered a gentleman one year that was selling little puppets in his booth, but instead of just

sitting his puppets on a shelf he instead made his booth look like a playhouse and he gave little puppet shows to draw customers.

He even went so far as to teach the children how to use the puppets in a variety of different ways. The children loved this guy and his puppets so much that he really made a killing.

When you provide demonstrations for your customers, and get more involved with showing them how useful your products are then you'll definitely see an increase in your sales.

If you just sit in a chair all day with your products on a shelf, then you're not giving visitors much of a reason to stop by your booth. I see many crafters just sitting in their booths with this dull, bored look on their faces and this is truly something sad to see.

If you're not excited about your products, how in the world can you dare expect anyone else to get excited about them?

Get off your butt and show some enthusiasm about your merchandise and you'll certainly see an increase in your sales. On the other hand if you're already showing enthusiasm then forge that statement, but I have found that it's rare to see a crafter who really seems to enjoy selling their products.

If you own a store, you can also do demonstrations in it. Just because you have a storefront doesn't mean you shouldn't educate your shoppers a bit about how wonderful your fine products are.

Now I'd like to share with you one more tactic before I conclude this chapter. There is one thing that most crafters overlook, that could increase their profits 300% if they just applied this tactic.

So many crafters make it a habit of arriving to set up their booths early, then sitting there a whole weekend selling before they pack up and leave.

I have never seen another crafter promote their booth BEFORE the show, and although I certainly hope I'm not the only person that does this, it is a pretty sad thing for most crafters to overlook.

I guess most crafters expect people to just show up, and I know at most shows that plenty of people do arrive, but by time they get to your booth they could very well be broke.

So how can you ensure that they look for you before they look for any other booth?

A simple solution would be to distribute flyers. Create a simple one-page flyer that you can hand out to people in the area BEFORE the show starts. Make sure that your flyer includes adequate details about your items, and stresses the benefits of your items.

You're selling your products and you want others to know how wonderful your products are. Let them know that you'll be at the show, before the show even starts, without relying on the fact that they may eventually find your booth.

You want them at your booth early when they are still excited and still have money to spend. Not at the end of the day when they are tired, hungry, ill, broke and ready to go home.

Make sure that you include accurate details about your booth as well, so that they can find your booth easily. You'll definitely see an increase in sales if you practice this one small technique alone.

This concludes this chapter, and I certainly hope you enjoy your patterns below!

Also, please take a moment to check out the recommended resources section, for information on other wonderful manuals that are also craft related.

## **Recommended Resources**

### **Host4Profit**

If you've ever wanted to sell your products online, then you'll most certainly need a web-hosting provider. Sure there are plenty of free hosting providers to choose from, but free is about the worst thing you could ever do for your business. Free sites display annoying pop-ups and ads that discourage visitors, and if they go out of business all of your hard work goes down the drain.

It's also not very professional looking to use a free service. It makes your products and site look cheap. The web host I use for my sites is Host4Profit. When considering a web-hosting provider, Host4Profit is the one I highly recommend above all others.

### **Gel Candles 101**

Everyone loves gel candles. Now there's an ebook that teaches you how to make these wonderful products. The Gel Candles 101 ebook is a step-by-step guide with 51 recipes (gel candle projects) for beginners and seasoned gellers alike.

### **Start Your Own Machine Quilting Business**

How to Start Your Own Machine Quilting Business Helpful guide takes you step-by-step from starting your business to picking equipment and supplies to running and marketing your machine quilting biz. E-book for \$37

### **Complete Guide To starting Your Own Home Craft Business**

"The Complete Guide to Starting and Running Your Home Craft Business explains what you absolutely must know if you want to have a successful craft business"

### **Make Faces For Profit And Pleasure**

A cool way for Moms or Students to make honest, spare-time cash with a fun-business whilst making lots of kids very happy! I think you might be interested in taking a look. You can make up to \$400 a day in your spare-time, or easily turn it into a full-time income. No Selling. No Pressure. Can be local and/or distant. See for yourself, FREE, NOW!

# Pinky Thread Bear Pattern



This pattern is copyright protected © 2004 Maria Vowell. All Rights Reserved  
You may not be distribute nor share this pattern in any other format other than it's currently  
compiled format as in this eBook.

## Basic Instructions:

All crocheting is done in the round as a spiral.  
Finished bear measures 2 inches tall.

You can add joints using several methods. The head should be jointed with a small cotter pin or a make shift joint.

You can make a joint by punching a small circle out of thick plastic (butter tub lid, plastic cup etc.) and adding a hole in the center of it with a tapestry needle. Then insert a piece of thick craft wire in the center and twist one end into a circle to hold it in place. Insert the joint into the bottom of the head right before you stuff it, then add head to the body right before you stuff the body by adding another plastic circle to the other end and twisting into a small spiral until tight.

To string joint the limbs, run dental floss through the back of the bear into one side, then run into inside of one arm, then through center of body to other side, then through inside of the other arm, then back through side coming out of the back in same place as you started. Tie into a tight knot and run ends through same section you ran the floss through, and then pop the knot into the back to hide it.

For the facial features and ears, run threads up from bottom of head, sew features or ears on then run back down through bottom of head, tie into a knot and run ends through head. Cut ends off and the knots will be well hid when you attach the head.

For the muzzle, hold muzzle in place with a pin, on lower part of head (refer to picture for placement) and sew up using invisible thread or matching colored sewing thread. When it is  $\frac{3}{4}$  sewn up, stuff firmly, then complete sewing until closed.

To close the parts, sc 1 and decrease 1 until completely closed, then cut and tie off, and run thread through the part to hide ends.

### **Supplies:**

Size 10 crochet hook

Size 12 or 8 DMC Perle thread

Black Size 8 DMC Perle Thread (for facial features)

Small bit of fibre fill stuffing

Small embroidery needle

Waxed thread (dental floss works fine) for jointing the arms and legs.  
(if you don't have any, double up the DMC Perle and use it instead)

### **Muzzle**

**Rnd 1:** Ch 3 then sc 5 in 2<sup>nd</sup> ch from hook

**Rnd 2:** Sc 2 in each sc around (10 stitches)

**Rnd 3:** Sc 1 in 1 in each sc around (10 stitches)

**Rnd 4:** Sc 1 in 1 in each sc around (10 stitches)

### **Head**

**Rnd 1:** Ch 3 then sc 7 in 2<sup>nd</sup> ch from hook

**Rnd 2:** Sc 2 in each sc around (14 stitches)

**Rnd 3:** Sc 1 in 1, 1 in 1, then 2 in 1 in each sc around (18 stitches)

**Rnd 4:** Sc 2 in 1, 1 in 1 in each sc around (27 stitches)

**Rnd 5:** Sc 1 in 1 around (27 stitches)

**Rnd 6:** Sc 1 in 1 around (27 stitches)

**Rnd 7:** Sc 1 in 1 around (27 stitches)

**Rnd 8:** Sc 1 in 1, 1 in 1, dec 1 around (21 stitches)

**Rnd 9:** Sc 1 in 1 around (21 stitches)

Stuff then close

### **Ears**

(attach ears to head and sew facial features once muzzle and ears are sewn to head)

**Rnd 1:** Ch 3 then sc 4 in 2<sup>nd</sup> ch from hook

**Rnd 2:** Sc 2 in 1 to form oval (8 stitches)

Tie off

### **Body**

**Rnd 1:** Ch 3 then sc 5 in 2<sup>nd</sup> ch from hook

**Rnd 2:** Sc 2 in 1 around (10 stitches)

**Rnd 3:** Sc 1 in 1, 2 in 1 around (15 stitches)

**Rnd 4:** Sc 1 in 1 around (15 stitches)

**Rnd 5:** Sc 1 in 1, 1 in 1, 1 in 1, 1 in 1, 2 in 1 around (18 stitches)

**Rnds 6 through 10:** Sc 1 in 1 around (18 stitches)

**Rnd 11:** Sc 1 in 1, 1 in 1, dec 1 around (14 stitches)

**Rnd 12:** Sc 1 in 1 around (14 stitches)

Attaché head, then stuff and close

### **Arms (make two)**

**Rnd 1:** Ch 3 then sc 5 in 2<sup>nd</sup> ch from hook (5 stitches)

**Rnd 2:** Sc 2 in 1 around (10 stitches)

**Rnds 3 through 11:** Sc 1 in 1 around (10 stitches)

**Rnd 12:** Sc 3 in 1, 3 in 1 then 1 in 1 in last 8 stitches (14 stitches)

**Rnd 13:** Sc 1 in 1 around (14 stitches)

Stuff and close

### **Legs (make two)**

**Rnd 1:** Ch 6 then sc 1 in 2<sup>nd</sup> ch from hook, sc 1 in 1 for 2 stitches, sc 3 in 1 in last ch, turn, sc 1 in 1 for 3 stitches, sc 3 in 1 in last ch to form an oval

**Rnd 2:** Sc 1 in 1 in 3 stitches, 2 in 1 in next 3 stitches, 1 in 1 in next 3 stitches and 2 in 1 in last 3 stitches

**Rnd 3:** Sc 1 in 1 in first 2 stitches, 1 hdc in next 8 stitches, 1 in 1 in last stitches (forms toes)

**Rnd 4:** Sc 1 in 1 in first 2 stitches, 1 hdc in next 8 stitches, 1 in 1 in last stitches

**Rnd 5:** Sc 1 in 1 in first 2 stitches, then 1 in 1, dec 1 in next 8 stitches (decreasing 4 stitches total) then 1 in 1 in last stitches

**Rnds 6 through 13:** Sc 1 in 1 around

Stuff and then close

Visit <http://www.beari.com/pattern.htm> for even more wonderful thread bear patterns.

The patterns below have proven to be wonderful selling items that can be created quickly and affordably.

These patterns are now in the public domain, with expired copyrights so you're free to make as many products as you like from these patterns with no worries about limitations on your sales.

Although the patterns themselves are public domain material, this eBook is not and all copyright laws still apply.

## Merry Marionettes



### **Alicia**

Materials Required: AMERICAN THREAD COMPANY "AUNT LYDIA'S" HEAVY RUG YARN, Article 235: 1 skein each Cork and Black and "AUNT LYDIA'S" CARPET AND BUTTON THREAD, 1 spool Black, 1 yard Red ribbon, 1/4 yard Black material for skirt and 1/8 yard White material for Blouse, 2 sticks 6 inches long and 1/4 inch thick Scraps of White, Black and Red Felt for eyes and mouth. Cotton for filling.

**BODY AND HEAD SECTION:** Wind Cork 70 times over an 8 inch cardboard, tie both ends, slip from cardboard, then tie again 3 inches below for head. Fill head section with cotton. Cut eyes, nose and mouth from felt and sew or paste in place.

**LEGS:** Wind Cork 20 times over a 5½ inch cardboard. Cut a 12-inch length of yarn, tie one end of leg section leaving tying ends of yarn free, slip from cardboard, cut other end. Divide leg section in 3rds and braid tightly, tie and trim evenly. Work another leg to correspond, then tie legs together so that braided section and tying section are 16 inches long when outstretched. Tie legs in place to body section.

**ARMS:** Wind Cork 20 times over a 3½ inch cardboard and complete in same manner as legs but having the arms measure 13 inches when outstretched. Tie arms in place to body section.

**HAIR:** Wind Black 40 times over a 7 inch cardboard, slip from cardboard, tie in center, then cut both ends. Sew in position to top of head. Divide hair in half, pull hair under at side and tie with Red Ribbon to form puff. Complete other side in same manner.

**SKIRT:** Cut 2 sections of Black material 13 inches long and 7½ inches wide. Fold each section in half then graduate at sides to form 5-inch waist. Seam sides, then pleat to fit doll's waistline, and hem lower edge.

Work 1 chain each in Red, Yellow and Orange long enough to go around lower edge of skirt and appliqué in position as illustrated.

**BLOUSE:** Cut a section of White material 14 inches long by 6 inches wide. Fold in half lengthwise, cut out a section of material in center at fold large enough to slip over doll's head. Hem and gather to fit at neckline. Seam each sleeve for 3½ inches, then gather to fit doll's waistline. Seam sleeves at wrist. Finish with Red Ribbon at waist.

**TO ASSEMBLE MARIONETTE:** With "AUNT LYDIA'S" Carpet and Button Thread cut a 13 inch length and attach to head. Cut 34-inch length and attach to one wrist. Cut a 22-inch length and sew through skirt to one knee. Cut another length and attach in same manner to other knee. Form cross with 2 sticks, placing 1 stick 1½ inches below top of other stick. Nail sticks together at cross. Drill a hole (from side to side) about ¼ inch from each end of sticks. Taking care to keep threads from twisting, thread the free end of wrist thread through short end of cross at front and attach to other wrist. Attach head

thread to long end of cross at back. Attach leg thread to corresponding side of cross then attach other leg thread to other side of cross. To operate marionette, twist and dip sticks.

## Pedro

Materials Required: AMERICAN THREAD COMPANY "AUNT LYDIA'S" HEAVY RUG YARN, Article 235 1 skein each Cork and Yellow and "DAWN" KNITTING WORSTED 1 ounce Tangerine and "AUNT LYDIA'S" CARPET and BUTTON THREAD 1 spool Black and The Famous "PURITAN" MERCERIZED CROCHET COTTON, Article 40, 1 ball each Blue and Yellow, 1 pr. knitting needles No. 2, Scraps of White, Black and Red Felt for eyes, mouth and mustache, 2 sticks 6 inches long by ¼ inch thick, Plastic crochet hook size 1, Aluminum crochet hook size G, Cotton for filling.

**BOY:** Work same as Girl Marionette working face as illustrated.

**HAIR:** Wind Yellow Rug Yarn 50 times over a 7 inch cardboard, slip from cardboard, tie at center, then cut both ends and attach to top of head. Trim hair as illustrated.

**TROUSERS:** With Yellow "PURITAN" MERCERIZED CROCHET COTTON cast on 25 stitches (sts), Knit (K) 5 rows, then work in stockinet st (K 1 row, Purl (P) 1 row) for 6 ½ inches, bind off. Work another section to correspond. Seam 4½ inches of 1 section for leg, seam other leg section to correspond, and then seam both sections together at front and back. Sew in position to Doll. Work a chain in Red long enough for trouser leg and sew in place. Complete other trouser leg to correspond.

**SWEATER:** With Blue "PURITAN" MERCERIZED CROCHET COTTON cast on 30 sts, K 5 rows, then work in stockinet st for 3½ inches, bind off. Work another section for back of sweater in same manner. Seam each side from lower edge to within 1 inch for armholes.

**SLEEVES:** Pick up 20 sts around armhole and work sleeve in stockinet st for 2½ inches, then K 1, P 1 for ½ inch, bind off.

Complete other sleeve. Put sweater on doll and sew shoulder and sleeve seams.

**SCARF:** Work a 6-inch chain of Red, Yellow and Orange and attach at neck.

**HAT:** With "DAWN" Knitting Worsted in Tangerine ch 3, work 8 double crochet (dc) in 1st st of ch, join, ch 1, turn.

**2nd Round:** 2 single crochet (sc) in each dc, join, ch 1, turn.

**3rd Round:** 1 sc in each sc, join, ch 1, turn.

**4th Round:** 2 sc in every 2nd st, join, ch 1, turn.

**5th Round:** Repeat 3rd round.

**6th Round:** 2 sc in every 3rd st, join, ch 1, turn.

**7th to 13th Rounds:** Repeat 3rd round.

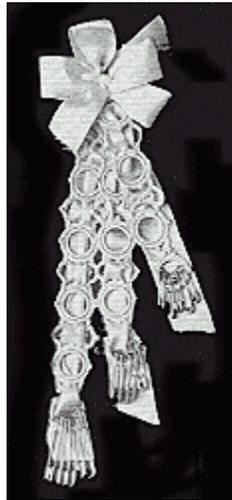
**14th Round:** 2 sc in every 4th st, join, ch 1, turn.

**15th Round:** Repeat 3rd round, join, cut yarn.

Sew hat in position.

**TO ASSEMBLE:** Cut lengths of "AUNT LYDIA'S" Carpet and Button Thread same as For Girl Marionette and attach to sticks in same order.

## Safety Pin Holder



5 sc; 1 pi; 5 sc over brass ring; ch 12. Fasten back in 1st sc. Over ch 12 4 sc; 1 pi; 8 sc; 1 pi; 4 sc. Over the ring make 5 sc; 1 pi; 10 sc; 1 pi; 5 sc; turn; ch 12; fasten back in 5th of the 10 sc; turn. Over ch 12 make 4 sc; 1 pi; 8 sc; 1 pi; 4 sc. Over ring make 5 sc; 1 pi; 5 sc. Break thread.

Over another ring; make 5 sc; 1 pi; 5 sc; ch 12; fasten back in 1st sc; turn. Over ch 12 make 2 sc; ch 7. Fasten in 3rd sc of loop of 1st ring; turn. Over ch 7 make 4 sc; 1 pi; 4 sc. Over ch 12 make 2 sc; ch 1. Fasten to pi of loop with sl st; ch 1; 1 sl st for pi; 8 sc over ch 12; join to next pi as before; 2 sc over ch 12; ch 7. Fasten in 3rd sc of loop of 1st ring; turn. Over ch 7 make 4 sc; 1 pi; 4 sc. Over ch 12 make 2 sc. Over ring make 5 sc; 1 pi; 10 sc; 1 pi; 5 sc; 1 loop; 5 sc; 1 pi; 5 sc.

Repeat.

Make last ring without loop. On this slip the safety pins. 6 rings, 5 rings and 4 rings respectively for the holder. Attach 3 bands to 1 large ring.

## Three Curtain Pulls



**MATERIALS:** CLARK'S O.N.T. or J. & P. COATS BEST SIX CORD MERCERIZED CROCHET, size 20: CLARK'S O.N.T.-1 ball will make 7 pulls, OR J.& P. COATS -1 ball will make 12 pulls. steel crochet hook No.8 or 9. Bone rings (one for each pull) 3/4 inch in diameter, measuring from outer circumference.

### **Curtain Pull A**

**1st rnd:** Make 48 sc over bone ring. Join with sl st in 1st sc made.

**2nd rnd:** Ch 1, sc in each sc around. Join.

**3rd rnd:** Ch 3, holding back on hook the last loop of each dc make 2 dc in same place as sl st, thread over and draw through all loops on hook (cluster made) ; \* ch 5, skip 2 sc, holding back on hook the last loop of each dc make 3 dc in next sc and complete cluster as before. Repeat from \* around, ending with ch 5, sl st in tip of 1st cluster (16 clusters).

**4th rnd:** Sl st in loop, ch 3, in same loop make 2 dc, ch 5 and 3 dc; \* sc in next loop, in next loop make 3 dc, ch 5 and 3 dc. Repeat from \* around, ending with sc in last loop, sl st in top st of ch-3. **5th rnd:** Sl st in next 2 dc, sc in next loop, \* ch 3, sc in 3rd ch from hook (p made) sc in same loop (p, sc in same loop) 3 times; ch 3, sc in next sc, ch 3,

sc in next loop. Repeat from \* around. Join last ch-3 with sl st to 1st sc made. Fasten off.

**CORD . . .** Attach thread between any 2-center p's and make a ch about 15 inches long. Now sl st where thread was attached, thus doubling ch. Fasten off.

### **Curtain Pull B**

**1st rnd:** Make 45 sc over bone ring. Sl st in 1st sc made.

**2nd rnd:** Ch 1, sc in each st around. Join.

**3rd rnd:** Ch 4, holding back on hook the last loop of each tr make 2 tr in same place as sl st, thread over and draw through all loops on hook (cluster made) ; \* skip 4 sc, holding back on hook the last loop of each tr make 3 tr in next sc and complete cluster as before, ch 10, cluster in same place where last cluster was made. Repeat from \* around, ending with ch 10, sl st in tip of 1st cluster made.

**4th rnd:** 15 sc in each loop around. Sl st in 1st sc made. Fasten off. Attach thread to center sc of any scallop and complete cord as for No. 4014 A.

### **Curtain Pull C**

**1st rnd:** Make 50 sc over bone ring. Join.

**2nd rnd:** Ch 1, sc in each st around. Join.

**3rd rnd:** Ch 1, \* sc in next 9 sc, ch 5, skip 1 sc. Repeat from \* around. Join last ch-5 to 1st sc made.

**4th rnd:** Sl st in next 3 sc, \* sc in next sc, ch 1, in next ch-5 loop make 10 tr with ch 1 between, ch 1, skip 4 sc. Repeat from \* around, ending with ch 1, sl st in 1st sc made.

**5th rnd:** \* Sc in next ch-1 sp, (ch 3, sc in next ch-1 sp) 10 times. Repeat from \* around. Join and fasten off. Attach thread to center sc of any scallop and complete cord as for No.4014 A.

## Heart Sachet



**MATERIALS:** CLARK'S O.N.T. "BRILLIANT," 1 ball each of 2 colors. Milward's Steel Crochet Hook No. 10. 1 yd. satin ribbon, 3/8 inch wide.

Sachet is made of two heart-shaped pieces, joined together with the ribbon.

Starting at top, with first color, wind thread 7 times around lower part of thumb. Remove from thumb (ring made), ch 3 and work 60 d c in ring; join.

**1st row:** S c in each of next 38 d c, ch 4, skip 2 d c, in next d c make 3 d c, ch 2 and 3 d c (a shell made). Ch 4, turn.

**2nd row:** In ch-2 sp of shell make 3 d c, ch 2 and 3 d c (shell over shell). Ch 1, skip 3 ch, s c in next ch, s c in each s c across (always pick up only the back loop of each s c throughout s c-section). Ch 4, skip 2 d c of ring, in next d c make a shell. Ch 1, turn.

**3rd and 4th rows:** Shell over shell, ch 4, skip 3 ch, s c in next ch, s c in each s c across, s c in 1st ch of next ch-4, ch 1, shell over shell. Ch 4, turn.

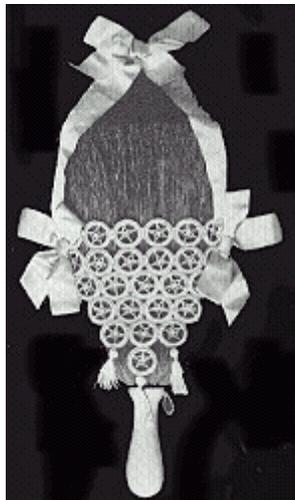
**5th to 9th rows incl:** Shell over shell, ch 4, skip 1 s c, s c in each s c to within last s c, skip last s c, ch 4, shell over shell. Ch 4, turn.

**10th row:** Shell over shell, ch 4, skip 2 s c, s c in each s c across to within last 2 s c, ch 4, skip last 2 s c, shell over shell. Ch 4, turn. Repeat the 10th row until there are 16 shells on each side. Ch 4, sl st

between last 2 s c of previous row. Fasten off. Sew together tips of last shells, with neat over-and-river stitches.

With second color make another piece same as this. Place one piece on top of the other. Pass ribbon through loops of both pieces in such a way as to have only the loops of the contrasting color appear on each side. Tie ribbon in a bow, and trim ends (see illustration). Stuff solid part with cotton, sprinkling sachet powder between layers of cotton, and sew top neatly.

## Whisk Broom Holder



44 sc over brass ring; make 25 rings; join with sl st or sew together. Fill center with needle and thread. For back cover a piece of cardboard with ribbon.

## Towel Ring Holder



Ch 15. 1st R: 2 dc in 5th ch from hook; ch 2; 3 dc in same ch; ch 9; skip 9 ch (3 dc; ch 2; 3 dc) in next ch. This is called a shell; turn.

**2nd R:** \* ch 3; 1 shell above shell; ch 5; 1 sc over 9 ch and over foundation ch; ch 5; 1 shell; turn.

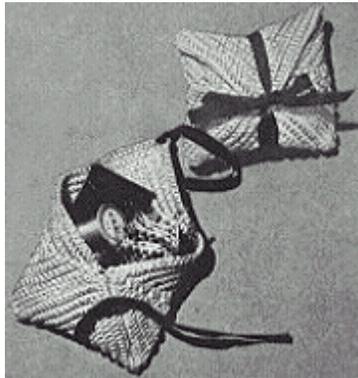
**3rd R:** Ch 3; 1 shell; ch 9; 1 shell; turn.

**4th R:** Ch 3; 1 shell; ch 9; 1 shell; repeat from \*.

Make 2 bands of required length.

Cover 2 large hoops and 1 small one with ribbon. Attach to band.

## Sewing Kit



**MATERIALS:** CLARK'S O.N.T. or J. & P. COATS PEARL COTTON, size 5, 1 ball. Steel crochet hook No. 6. ½ yard narrow ribbon.

**1st rnd:** Starting at center, ch 2, 8 sc in 2nd ch from hook. Sl st in 1st sc made. Ch 1, turn.

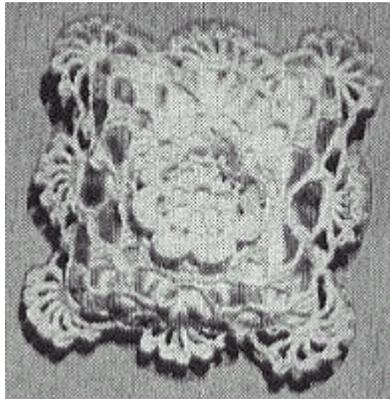
**2nd rnd:** 3 sc in same st where sl st was made, \* sc in back loop of next st, 3 sc in next st (working over both loops). Repeat from \* around, ending with sl st in back loop of 1st 2 sc. Ch 1, turn.

**3rd rnd:** Working over both loops, make 3 sc in same st where sl st was made, \* sc in back loop of each st to center sc of next 3-sc group, 3 sc in next sc (working over both loops). Repeat from \* around, ending rnd as before. Ch 1, turn.

Repeat the 3rd rnd until piece measures 5 inches square. Fasten off.

**FINISHING** . . . Fold 3 of the 4 points to the center of piece. Sew adjoining sides together, thus forming a pouch. Sew a 12-inch length of ribbon to point of flap. Sew remaining 6-inch piece of ribbon to bottom of pouch. Stick needles and pins through a piece of felt and put in pouch. Complete contents of pouch with an assortment of thread and a thimble.

## Square Sachet



TOP . . . Starting at center, ch 6. Join with sl st to form ring.

**1st rnd:** Ch 5, (dc in ring, ch 2) 7 times. Sl st in 3rd st of ch-5 (8 sps).

**2nd rnd:** Ch 1, sc in same place as sl st, \* ch 4, sc in 3rd ch from hook (a ch-3 p made), ch 2, ch-3 p, ch 1, sc in next dc. Repeat from \* around, ending with sl st in 1st sc made.

**3rd rnd:** Sl st in next 2 sts, sl st in loop (between p's), ch 3, in same loop make 2 dc, ch 5 and 3 dc; \* ch 3, sc in next loop, ch 3, in next loop make 3 dc, ch 3 and 3 dc. Repeat from \* around. Join last ch-3 to 3rd st of 1st ch-3.

**4th rnd:** Sl st in next 2 dc and in ch-5 loop, ch 3, in same loop make 2 dc, ch 5 and 3 dc; \* ch 2, p, ch 2, sc in next sp, the following sc and in the next sp; ch 2, p, ch 2, in next ch-5 loop make 3 dc, ch 5 and 3 dc. Repeat from \* around. Join.

**5th rnd:** Sl st in next 2 dc and in loop, ch 3, in same loop make 2 dc, ch 5 and 3 dc; \* ch 2, p, ch 2, sc in next sp (preceding the p), ch 1, p, ch 2, p, ch 1, sc in next sp (following the p), ch 2, p, ch 2, in next loop make 3 dc, ch 5 and 3 dc. Repeat from \* around. Join and fasten off.

**Now work petals to form rosette as follows:**

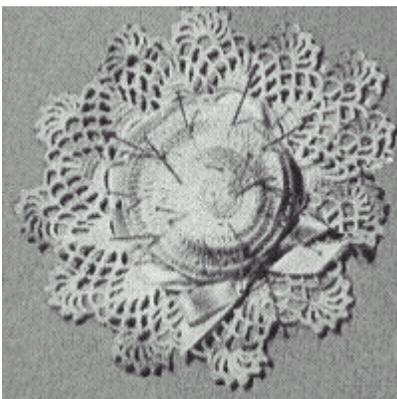
**1st rnd:** Attach thread to any ch-2 spot 1st rnd of Top, \* ch 5, sc in next sp. Repeat from \* around (8 loops). 2nd rnd: In each loop make sc, h dc, 5 dc, h dc and sc. Sl st in 1st sc. Fasten off.

Work under side of sachet cover same as top, omitting rosette at center. With satin make and stuff a sachet about 2¼ inches square.

Place pieces with wrong sides together and join them by working over corresponding parts of both pieces as follows: Attach thread to corner loop (2 loops together), ch 7, sc in 3rd ch from hook, in same loop make 6 tr with p between, \* ch 3, sc in next sp preceding the p's, ch 3, in next loop between p's make 6 tr with p between; ch 3, sc in next sp following the p's, ch 3, in next corner loop make 7 tr with p between.

Repeat from \* around, inserting sachet before opening becomes too small, complete rnd and fasten off.

## Small Pin Cushion



**MATERIALS:** CLARK'S O.N.T. or J. & P. COATS BEST SIX CORD MERCERIZED CROCHET, size 30, 1 ball of Self-shading or Variegated color. Steel crochet hook No. 10. ½ yard narrow ribbon.

**TOP . . .** Starting at center, ch 2.

**1st rnd:** In 2nd ch from hook make sc, h dc and 15 dc. Do not join rnds. Hereafter work only in the back loop of each st, work dc's around, increasing 12 dc in each rnd—to inc a dc, make 2 dc in 1 st—until there are 77 dc in rnd.

**Next 2 rnds:** Dc in each dc around without increasing, ending with h dc in next st, sc in next st, sl st in next st. Fasten off. Lay this piece aside.

**BOTTOM . . .** Make another circular piece as before but working in both loops of each st, until there are 77 dc in the rnd, h dc in next st, sc in next st, sl st in next st. Do not fasten off, but work edging as follows:

**1st rnd:** Ch 5, \* dc in next st, ch 7, skip 5 sts, dc in next st, ch 2. Repeat from \* around, ending with ch 7, sl st in 3rd st of 1st ch-3.

**2nd rnd:** Sl st in next 2 ch and the following dc, \* 9 sc in ch 7 sp, ch 5 Repeat from \* around, ending with ch 5 sl st in 1st sc.

**3rd rnd:** \* Sc in next 7 sc, ch 5 sc in next loop, ch 3, skip 1 sc. Repeat from \* around, ending with ch 5 sl st in let sc.

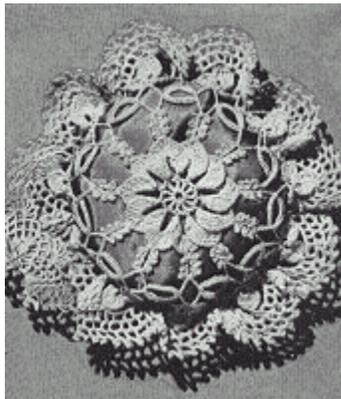
**4th rnd:** \* Sc in next 5 sc, (ch 5, sc in next loop) twice; ch 5, skip 1 sc. Repeat from \* around, ending rnd as before.

**5th rnd:** \* Sc in next 3 sc, (ch 5, sc in next loop) 3 times; ch 5, skip 1 sc. Repeat from \* around. Join.

**6th rnd:** \* Sc in next sc, (ch 5, sc in next loop) 4 times; ch 5, skip 1 sc. Repeat from \* around. Join.

**7th rnd:** Sl st in next 2 ch, sc in loop, \* ch 5, sc in next loop, ch 2, in next loop make 6 tr with a p between—to make a p, ch 3 and sc in 3rd ch from hook; now ch 2, sc in next loop, ch 5, sc in each of next 2 loops. Repeat from \* around. Join and fasten off. Sew last rnd of top to last dc-rnd of bottom, stuffing with cotton before opening becomes too small. Pass ribbon through sps of 1st rnd of edging and tie ends in a bow.

## Large Pin Cushion



**MATERIALS:** CLARK'S O.N.T. or J. & P. COATS BEST SIX CORD MERCERIZED CROCHET. size 30, 1 ball. Steel crochet hook No. 11. A small piece of silk for lining, and cotton batting for stuffing.

Starting at center, ch 9, join with sl st into a ring.

**1st rnd:** Ch 5, (dc in ring, ch 2) 11 times; join with sl st to 3rd st of ch-5 (12 sps).

**2nd rnd:** \* Ch 10, sc in next dc. Repeat from \* around (12 loops)

**3rd rnd:** In next loop make sc, h dc, dc and 8 tr (this completes half of petal and brings work to center of loop), then ch 5, sc in 3rd ch from hook (p made). Make 2 more p's, then ch 13, sc in 5th ch from hook (thus making a small ring), turn. \* (Ch 5, sc in ring) 3 times (3 loops made) ; turn. In each of these 3 loops make sc, h dc, dc, 8 tr, dc, h dc, and sc (leaf made). Ch 18, sc back in 14th ch from hook, then make 25 sc in ring just formed and join with sl st to 1st sc. Ch 4, sc in ch st just above 3rd p made. Make 3 p's as before, sl st in st just below 1st p made. Working in same ch-10 loop as before, complete petal by making 8 tr, dc, h dc and sc. In next loop make sc, h dc, dc and 8 tr; make 3 p's as before, ch 4, join with sl st to center sc of 25-sc ring, ch 9, sc in 5th ch from hook, turn. Repeat from \* around, joining last 23-sc loop to center of 1st ch-13. Fasten off.

## **EDGING . . .**

**1st rnd:** Attach thread to center tr of 1st petal of any leaf, \* (ch 14, sc in center tr of next petal) twice. Ch 4,-tr in 7th sc of 25-sc ring, ch 4, sc in center tr of 1st petal of next leaf. Repeat from \* around, making, last sc in same tr where thread was attached.

**2nd rnd:** Ch 6, \* skip 3 ch, dc in next ch, (ch 3, skip 2 ch, dc in next ch) 3 times; ch 3, skip next ch, sc and next ch; make dc in next ch. (Ch 3, skip 2 ch, dc in next ch) 3 times; ch 3, dc in next sc, (ch 3, dc in next ch-4 loop) twice; ch 3, dc in next sc, ch 3. Repeat from \* around, joining last ch-3 with sl st to 3rd st of ch-6 first made.

**3rd rnd:** Sl st in sp, ch 6, dc in next sp (ch 3, dc in next sp) 9 times; \* ch 3, dc in same sp, (ch 3, dc in next sp) 12 times. Repeat from \* around, joining as before.

**4th rnd:** Sl st into sp, ch 9, sc in 5th ch from hook, ch 2, dc in next sp. \* Ch 7, sc in 5th ch from hook, ch 2, dc in next sp. Repeat from \* around. Join and fasten off.

## **TO MAKE UNDERSIDE . . .**

**1st rnd:** With wrong side facing, attach thread to bar of center tr of 1st petal of any leaf. Ch 6, \* dc in ring of center petal of same leaf, ch 3, dc around bar of center tr of last petal of same leaf, ch 3, dc in 1st sp between petals, (ch 3, dc in next sp) twice; ch 3, dc around bar of center tr of 1st petal of next leaf, ch 3. Repeat from \* around. Join with sl st to 3rd st of ch-6.

**2nd to 7th rnds incl:** Ch 5, then make dc in each sp around with ch 2 between each dc. Join and fasten off after 7th rnd.

**CORD . . .** Make a ch to measure about 12 inches. Break off. Run cord in and out of last row of sps. Make a silk cushion about  $3\frac{3}{4}$  inches in diameter filled with cotton batting, and insert into lace. Pull cord and tie in a bow.