

On Our Cover

Strata Collection, Michael Miller Fabrics

Introducing on-trend colorations of rich jewel tones and earth tones in marbled swirls, ink blots, painterly stripes, and woven textures. The result? Bold and graphic artistry.

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Register your shop for Worldwide Quilting Day and Sew Days.

4 Promotional Calendar Ideas

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

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Inventory Shrinkage

Laurie Harsh explains five sources of “shrinkage” and how to reduce these losses for greater profitability.

12 Become a Savvy Buyer

Market Mashups

Attending Fall Quilt Market with a different mindset, Karen Montgomery found a variety of new “mashups”—unexpected collaborations—and came away recharged and renewed.

16 The 10 Dumbest Things I Did

If you missed Pepper Cory’s lecture on this subject at Fall Quilt Market, here’s your opportunity to digest her hard-earned, practical advice to apply in your shop.

20 Host a Sewing Derby

Jeannette Kitlan shares her off-the-shelf, kid-tested program to get kids into the shop to play with precuts, test-drive a sewing machine, and start learning to sew.

23 For Immediate Delivery Now

Here’s a look at new fabric collections ready for shipping to your shop right now.

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26 Christmas 2019

Yes, it’s a year away, but it’s not too early to start planning fabric buys for next year’s holiday season.

28 The Fine Print

Choosing Accounting Software

Brian Powers proposes features to look for and offers questions to ask in evaluating the right software program to use in your shop.

30 The Rubber Band

The Law of Contribution

Year end, says Sandy Pirdy, is a time to evaluate where you have been and where you will be going, and make sure you are making a difference in someone’s life.

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Managing the Line Between Personal and Business Accounts on Facebook

Cheryl Sleboda recommends thinking of all of your online profiles as part of your business, while also advising how to maintain some privacy on the personal side.

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Meet Mrs. Hanson

Karen Hanson details how her “alter ego” serves as a rule enforcer and professional voice of reason when customers balk at a given policy.

38 A Bargello Adventure

Over 30 years in the quilting world, Karin Hellaby has worn many hats. Now she’s big on Bargello with her newest self-published book, *Jelly Roll Bargello Quilts*.

40 Marcus Fabrics Continues to Make Its Mark

The 117-year-old family-owned company keeps up with the times and is introducing a new club program by Pam Buda of Heartspun Quilts: Circa 1880 Club.

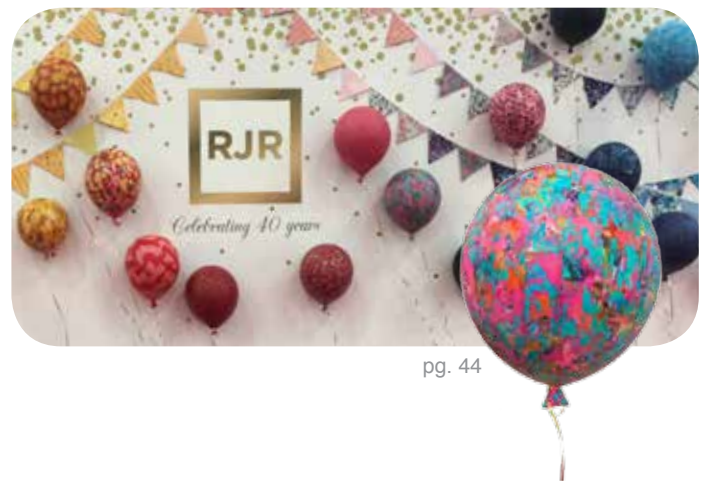
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FabShop says another thank you to its members and premier dinner sponsors.

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Take a look at these visual highlights from the recent Quilt Market in Houston and you’re likely to find a display idea or two you’ll want to adapt for your shop.



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