Consultation Meeting

- Ian Metcalfe Hodder
  - Chair of Christian Suppliers Group
  - Review of CBC to CRE move.
  - CSG want to supply what the retailer wants, to meet and get to know the book sellers
  - STL offered to open up Christian Media event to be separate to CRE. CRE asked how they could be involved
- Steve Briars - how partnership will be expressed
  - Retailers and Suppliers Retreat
    - If succesful will repeat 2011 2012
    - Check printout for details
  - Retailers Day
    - Need for specific focus day
    - Retailer and suppliers forum - 1.45-2.45
      - space to be defined
- CRE invited Clem Jackson to talk with them about communicating with the trade
  - Clem
    - Communication Support
    - As outsider 5 years ago saw a lot of distrust
      - Publishers not trust distrib
      - retailers not trust anyone!
    - Doing all he can to support and help. Wants feedback, what do we need
    - Speed
      - Feels a move of God pushing this through, its not we should get behind it, we have to get behind it.
      - Commend us to be involved
- James Catford BS
  - Since 1987, worked in publishing
  - Thought he'd left the industry when took on BS, and now he's back in it again
  - Treasure and Pots
    - We have this treasure in jars of clay, to show the surpassing power belongs to God and not to us. 2 Cor 4:7 How fragile we are
    - God wants the earthenware pots to contain treasure. Treasure cannot be exposed on its own, it must have a container. We are the earthenware pot.
    - We must aim not to confuse the pot and treasure. The treasure is Christ and if we turn to worship the pot not the treasure then we get all confused.
    - A Church building is just a pot. We don't worship the building but the treasure we see there.
    - Tease apart our jobs, what is pot what is treasure.
    - What a privilege to be a pot
    - Believes the recent changes are an over correction, but its a seismic change a lurch/shift too far.
    - Thinks entering period of settling
    - Grieve if we need to.
    - Be open to change in industry
    - Graph
      - If complexities are small then we have small relationships
      - We need better relationships to cope with such new hard complexities
      - Relationships should come first, not the business
      - Partnership
        - Define
          - Wary of the word, he wants relationships, partnerships are too wooly. people expect 50/50 and if you don't do your bit they get angry
        - Must be relationship first - thinks God says relatioship first then I will speak
        - Encouragement always... Challenge once in a long while... judgement never. Richard Foster
          - Its too often the case we judge when we shouldn't
            - We make assumptions
            - Being explored as rule for BS staff
    - BS believes their mission is to get us out with resources so the church is equipped for being out there in the public square
- QA
  - Mark Fleeson - Separate Handbook for Trade/Retail
    - Q. People get lost at CRE, visitors overwhelmed by scale compared to CBC. Please could we have a separate book or separate section for the retail trade visitors to help them find all of the individual exhibitors who offer trade terms. Specific advertising could be included along the lines of, visit our stand and get an extra 10% off orders today or the other types of CBC only offers.
    - Exp 460 exhibitors
    - Will consider doing it. (Steve) Biggest issue is cost for such small print run (Colin)
  - Linn Ball, Chairwoman of Association of Christian Writers
    - Have over 800 members
    - Encourage to think about relationships with authors
    - Feeling a lack of support from regular publishers
    - Ian Metcalfe answering
      - Needs additional / separate talking about. How best to support.
    - Chris Grays - Chair of Hospital book suppliers
      - As a retailer in airports/hospitals, wants more contact with authors/pubs. i.e. we want a book to do with this.
      - in trying to find new markets, publishers need to hear from those at the cliff face
  - Steve, are we on the right track?
    - By hand vote - overall yes
  - Janice New Publisher
    - Kids fiction books, thinks the whole day and org is brilliant
  - Jinny - Retailer
    - Thinks its a step in the right direction
  - Jeff Walls - Maranatha Uxbridge
    - What combination retail/trade
      - Colin rough hand counted and reckoned 50/50 split.
      - Personal rough count: think 60 supplier to 40% retailer
  - Retailers Day
    - Publisher
      - Tinglecreek, area dedicated to supplier for just that day.
  - How to table individual questions
    - Send direct.