

# ANNUAL CONFERENCE & AGM

We're delighted to welcome you to the 2019  
BAFTS annual conference  
here at Bridge 5 Mill.

**BAFTS**<sup>®</sup> Fair Trade  
Network UK



10:00 -10:45 **Registration**, Refreshments and Tradeshow Viewing

10:45-11:00 **Welcome**  
by *Laura Cave*, Chair of **BAFTS** and Director of **Just Trade UK**

11:00-11:30 **Celebrating 25 Years of Lanka Kade**  
*Diane Soysa* and *Millie Sibley* will talk about the lessons learnt throughout the 25 years of **Lanka Kade**, the good, the bad and the funny!

11:30-11:45 **Our Story So Far: Small Shop, Big Vision**  
*Nathanael Arrowsmith* will share the inspiring journey of **Treasure Seekers Gift Shop** so far and expand on the meaningful work they do both locally and globally.

11:45-12:30 **Buying and Developing Products for a Sustainable Future**  
A unique opportunity to hear from *Emma Matthews* former Buyer for **Manchester Museum** and current Buying Consultant for **The Royal Opera House, London**, in conversation with BAFTS Chair *Laura Cave*.

12:30-13:45 **Lunch** and Tradeshow Viewing

13:45-15:00 **Panel Discussions:**  
*Panel 01* will be held in the Conference Space; *Panel 02*, in the Canal Side Room.

**01 SHOP TALK:** A focussed discussion looking at current opportunities and challenges in Fair Trade retail. **This session is for shop members only.** Please come with questions to ask and points to share.

**Nathanael Arrowsmith**  
*Marketing & Fundraising Manager*  
Treasure Seekers Gift Shop

**Daniella Cromwell**  
*Shop Manager*  
Fair Trade at St Michaels

**Sarah Shepherd**  
*Director & Founder*  
Just - The Fair Trade Shop Leicester

**Victoria Wild**  
*Shop Manager*  
Harrogate Fair Trade Shop

**02 SUPPLIER TALK:** A panel made up of BAFTS Supplier members and Buyers from outside the sector looking at current opportunities and challenges in the wholesaling of Fair Trade products.

**Jack Hearne**  
*Retail Manager*  
South London Gallery

**Simon Henderson**  
*Sales Director*  
Earth Squared

**Emma Matthews**  
*Buying Consultant*  
Royal Opera House

**Sue Radford**  
*Director*  
Namaste

15:00-15:30 Refreshments

15:30-16:00 **Working Together for a Better BAFTS**  
*Joanna Pollard*, Owner of **All's Fair** and **BAFTS Renewals** Coordinator will explain how to best use your BAFTS renewal form to tell your fair trade story.

16:00-17:00 **Workshop: Up Your Game on Social Media**  
*Top tips from within the BAFTS community.*

**Sophie Hearne**  
*Graphics & Marketing*  
Just Trade UK

**Feng Ho**  
*Marketing & Publicity Manager*  
Fair Trade at St Michaels

**Millie Sibley**  
*Marketing & Sales*  
Lanka Kade

17:00-18:30 Drinks and Networking

18:30-19:30 **Dinner**  
*Hot and cold buffet by Open Kitchen.*

19:30-21:30 **Evening Entertainment**  
*Test your taste buds, craft skills and reflexes with our fabulous selection of sponsored evening entertainment.*

**Afterparty? If you're still raring to go by the time we shut the doors, we'd love you to join us and continue the conversation. Location TBC.**



Have you picked up your BAFTS goody bag yet? Don't miss out on this year's incredible selection of gifts, supplied by our lovely members.



The food this year is vegetarian/vegan. Gluten free options are available. If you have any additional food requirements please make them known.

09:00-09:30 **Registration**, Refreshments and Tradeshow Viewing

09:30-09:45 Working in a sustainable, collaborative and ethical way  
*Michelle Lanaway*, manager of *Bridge 5 Mill* gives us a behind the scenes look at this fascinating venue.

09:45-10:00 Earth Squared - Fabulous and Fair Trade  
*Simon Henderson* will share the *Earth Squared* story and insights into their highly successful fair trade brand.

10:00-10:15 Celebrating 10 Years of Just Trading Scotland  
*Tracey Mitchell* will look back at the last 10 years of *Just Trading Scotland* and their journey to becoming a WFTO member.



10:15-11:00 Traidcraft's 40th Anniversary - Looking Back, Looking Forward  
*Zenen Santana-Delgado* from *Traidcraft Exchange* will take a candid look at the past, present and future of this pioneering organisation.

11:00-11:30 Refreshments

11:30-12:15 Trading Standards - Supporting Business in Regulatory Compliance  
*Primary Authority Business Consultant, Caroline Clarke*, will be giving us an overview of local regulation Trading Standards, environmental health, fire safety and licensing.

12:15-12:30 How Not to Lose £20,000 Worth of Goods: The Importance of Collaboration  
*Important advice from David Harvey of Et Games for Sheesham wood importers and buyers; and a vision for a more collaborative BAFTS membership.*

12:30-13:45 **Lunch** and Tradeshow Viewing

13:45-14:15 WFTO: trends, innovations and the future of Fair Trade  
*Erinch Sahan*, Chief Executive of the *World Fair Trade Organisation*, will be giving us updates from WFTO members around the world. He will cover topics that include the empowerment of women, concern for the environment and the shaping of future business models.



14:15-15:15 Vision for 2019/20 and discussion on resolution

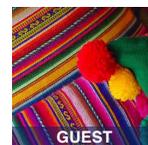
15:15-15:30 Comfort Break

15:30-16:00 AGM



**TRADESHOW DIRECTORY**

Supplier stands are located by the Bridge 5 Mill entrance.



Craft Aid International  
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 phone 07761 380685



Daughters of the Ganges  
 globe daughtersoftheganges.com  
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 phone 07852 695990



Earth Squared  
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Et Games  
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Just Trading Scotland (JTS)  
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Make sure you pick up a BAFTS19 feedback form to have your say on this year's conference, and help us make BAFTS20 even better!



**Nathaneal Arrowsmith Marketing & Fundraising Manager, Treasure Seekers Gift Shop** - Treasure Seekers Gift Shop is a Fair Trade Shop in Gloucester that helps disadvantaged people get meaningful work both here and abroad. Part of a wider Social Enterprise, they give employment training to some of Gloucester's most vulnerable people, and also help them tackle mental health, social isolation, healthy lifestyle choices and much more. They chose to become a Fair Trade shop about 3 years ago, to ensure their products reflect their ethos: that everyone deserves meaningful work - whoever they are and wherever they live.



**Caroline Clarke Primary Authority Business Consultant** - Caroline is a Trading Standards professional with vast experience in Local Authority regulation. She was the business support lead for the ten Greater Manchester unitary authorities in the development of a Primary Authority Centre of Excellence. She is passionate about effective regulation, preferring to engage proactively with businesses in compliance to intervening when things go wrong. She works closely with The Office for Product Safety and Standards and Local Authorities to support businesses in Trading Standards, Fire Safety, Environmental Health and Licensing legislation.



**David Harvey Director, Et Games** - Since 2009 Et Games has sold over 40,000 copies of Pucket, mostly to mainstream (non-fair trade) buyers. Their games are made by Asha Handicrafts in India. They focus on dexterity games, partly because they attract families away from screens to enjoy inter-generational play, but mostly because they like them. Their games are sold in Europe and the USA.



**Simon Henderson Sales Director, Earth Squared** - Earth Squared – formed by husband and wife team Simon and Alison Henderson, Earth Squared have worked with producers in Vietnam for some 18 years to create 'fabulous and fair trade' fashion accessories. The journey has included shops, numerous 'surprises' during product development, mistakes, triumphs and endless trade fairs and trips to Vietnam, and Earth Squared now supply over 800 shops in the UK and overseas. Simon will talk about the rollercoaster experience of establishing and growing a fair trade business and current and future challenges



**Michelle Lanaway Manager, Bridge 5 Mill** - Bridge 5 Mill is a sustainable conference, meeting and office venue in Manchester. The refurbishment of the mill was undertaken using as many sustainable materials and building practices as possible. As well as providing conference and meeting rooms, they have a number of offices and are home to a range of charities, campaign organisations and social enterprises all of whom, like Bridge 5 Mill, are working towards a sustainable future.



**Emma Matthews Buying Consultant, Royal Opera House, London** - Emma Matthews started her career as a buyer at Next, moving into the sportswear sector before starting to work in the cultural sector to join the Manchester Museum and the Whitworth Art Gallery. She has been employed as a Buying Consultant for the Royal Opera House in London since 2017, where her brief is to deliver a new buying strategy for the recently refurbished areas of the house, including a brand new retail space. She particularly enjoys this new challenge and the opportunity it affords her to work with smaller suppliers and ensure a greater level of transparency.



**Tracey Mitchell Business Manager, Just Tading Scotland** - JTS is a not-for-profit fair trade organisation, importing food products from around the world. This year they are celebrating 10 years of Dignity through Trade. They source from producers in Africa and the Indian sub-continent, with a variety of fair trade credentials. They can supply a wide variety of high-quality delicious foods including rice, jams, chutneys, marmalades, sauces, organic coconut milk and an array of spice grinders and oils which can add some fantastic deli-type options to your fair trade shops and some great flavours to your cooking.



**Joanna Pollard Owner, All's Fair** - Joanna set up her business on a visit to Mexico in 2005 and specialises in selling via Christmas markets and food festivals. She is passionate about taking fair trade directly to the public. She was a member of the BAFTS Board from 2011 to 2017, serving 4 years as Chair. She has been dealing with renewals and new applications since 2011. As well as being actively involved in York Fair Trade Forum she is the Co-ordinator for Fairtrade Yorkshire representing 5 million people in Yorkshire's 38 Fairtrade places.



**Erinch Sahan Chief Executive, WFTO** - Erinch Sahan is the Chief Executive of the World Fair Trade Organization. Before coming to WFTO, Erinch spent seven years at Oxfam, where he founded Oxfam's Future of Business Initiative and led several campaigning initiatives. Previously, he had worked for the Australian government as a development adviser in trade negotiations. Erinch's career started in law and business and he holds both law and business degrees. Erinch has also lectured on sustainable business at various universities across the UK



**Zenen Santana-Delgado TBC, Traidcraft Exchange** - Born and raised in Cuba, Zenen has lived in the UK since 1999 and worked for Traidcraft since 2006. First of all, he was part of the Traidcraft plc sourcing and producing support team and, more recently, part of the Traidcraft Exchange (TX) Supply Chain Development & Business Team. He has been involved in different activities such as coordinating partnerships with several producer organisations, monitoring fair and ethical trade issues, developing and implementing support projects and being a voice for those producer organisations within Traidcraft.



**Diane Soya Founder & Director & Millie Sibley Marketing & Sales, Lanka Kade** - Established in 1994, Lanka Kade is a well known family run business based in the heart of the UK which specialises in the design, craft and supply of fair trade wooden toys and gifts for children. Their distinctive collections of educational toys are recognisable for their bright, bold colours and natural wood finishes. All of their products are handcrafted by skilled artisans in Sri Lanka. The name Lanka Kade translates to 'The Sri Lankan Shop' and their ethos is to build long-term sustainable trading partnerships that provide stability and protect local skills.

Thank you to all our BAFTS19 sponsors:



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