BOOKINGS 2016 - HONORARY SECRETARY’S INTRODUCTION

I am delighted to enclose the 2016 Calendar of Book fairs. You will see that the usual varied programme is available and there are very few changes from last year.

We have an exciting new venue, Voewood House, Holt for the Norfolk Summer fair this year. Extensive feedback on the new Bristol Fair in 2015 has also enabled us to take exhibitors’ comments on board for the 2016 event.

We have had to put on hold the Edinburgh Festival Fair in August 2016 while we try to find a longer term solution following the Council’s draconian fee increases. Please note that the individual trader’s Licence in Edinburgh has increased to £59 and the Scottish committee is working hard to challenge the Council’s actions.

This year we have decided to host both the Travel & Exploration Fair and the Illustrated, Children’s and Modern First Editions event at the Hilton London Olympia Hotel; that’s two themed fairs under the same roof but in different rooms.

ALL MEMBERS MUST HAVE A PROFESSIONALLY MADE SIGNBOARD AND A GREEN PBFA TABLECLOTH TO EXHIBIT AT ANY OF OUR EVENTS. Please contact the office for details if necessary.

It is gratifying to see that the smaller local Fairs are thriving as they give our Association a national presence and can act as a very useful recruitment tool and training ground for new members as they feel their way into the bookselling trade. Please continue to support your local events where at all possible and encourage new members to join our association.

We would urge members to complete the online booking forms via the Member’s Section of our website. IF YOU NEED YOUR LOGIN DETAILS, PLEASE CONTACT THE OFFICE. There is also a PDF attached which you can complete and post to the office if you wish. Members that do not have computer access will be sent booking forms in the post. It is important that you submit your forms to the office no later than Tuesday 6th October 2015. Any delay causes a lot of extra work at the office so I do ask that you get your bookings in promptly please. There may of course be waiting lists for popular events whether you apply on line or by post. Last year we advised Regional Chairmen and Fair Managers of bookings for their events before individual members were advised of their allocations. This modest change to the system worked well and we intend to do the same this year. All being well, you should receive details of your Fair allocations very early in November 2015.

Please only book Fairs you intend to stand at but you are able to cancel bookings at no cost if your circumstances change and provided the office and Fair Manager are told at least six weeks ahead of the event. However, if you cancel inside the 42 day period you will be charged the full rent minus VAT.

We experimented with a modest rent reduction in the Eastern Region in 2015 to see if this would attract more bookings. It did not seem to influence members’ decisions about booking events so we have restored Eastern Region rents to 2014 levels to bring them back in line with all other events.

WE ARE VERY PLEASED TO SAY THAT VERY FEW FAIR RENTS HAVE NOT BEEN INCREASED IN 2016 AND THAT THE PROPOSED ANNUAL SUBSCRIPTION REMAINS AT £198 (VAT inclusive) FOR 2016.

So, please go ahead and book as many events as you wish for 2016. We will let you know where you have been successful by early November 2016. At that time we will also send your subscription invoice which must be paid in full by 1st January 2016.

Our fair managers work very hard for us and I hope you will support their endeavours in 2016 with enthusiasm.

Andrew Betchley
Honorary Secretary
2016 FAIRS NEWS AND HIGHLIGHTS

LONDON SUMMER FAIR - ILEC Conference Centre, Ibis London Earls Court - We return again for another year at the light, clean, spacious hotel, Ibis London Earls Court, with Marc and Marcia Harrison as fair managers. It was a successful and popular fair in 2015 and with the added attraction of glass cabinets to show off the exhibitors’ books yet again, they will return in 2016, just indicate your interest on the booking form. Stand types are listed for 2016 with some slight increases. Get in quick though as it is a popular fair and the venue is perfect. If you have not exhibited before, please consider it.

Northern Illustrated, Children’s and Detective Fiction (Harrogate) - yes it is back, so do not forget to book if you have not booked before. One of our popular themed book fairs, a must for those who have any books on Children’s and Detective Fiction.

PREMIER FAIRS

We start 2016 with our first Premier Fair in Cambridge which takes place in February. This year we are pleased to say that it is being sponsored by Anybook.biz. A popular fair and one that should not be missed. In March, we see both the Edinburgh and Harrogate fairs followed by Oxford in April and York National in September. Not forgetting the Bristol Book Fair, the newest of our Premier Fairs in conjunction with the ABA being held once again in July.

CANCELLED FAIRS

The fairs that have been cancelled for 2016 are Totnes, Edinburgh Festival, Cheltenham. We thank the fair managers for running these fairs and hope they will return in the future. Sadly, it looks like Duxford will not be running again in 2016.

FAIR CHANGES

Durham has changed their venue and added an extra date in October - more details further down

Haydock will be running both of their fairs on Sunday instead of Saturday for 2016

Norfolk Summer Fair new Venue - Voewood House - more details below

Norwich returns in May 2016

Ilkley for this year only the book fair is limited to the Winter Garden due to refurbishment

WHAT FAIR MANAGERS SAY

Exeter Book Fair - With the Totnes and Tavistock Fairs not running in 2016, we have decided to try a third fair at Exeter in Devon for 2016. The venue is at the Matthews Hall in the historic seaport of Topsham and it is just ten minutes from Junction 29 of the M5. Apart from West Country members, some exhibitors travel from as far as Bristol and Hampshire. There are only 18 spaces so if you wish to come do book straight away. Dates for 2016 are 1 May, 31 July and 27 November.

Paul Davies, Kingsbridge Books

Devizes - We have a strong core following at Devizes and are experimenting with ways to bring new visitors to our fairs. In May 2015 we were joined by Sheperds Bookbinders and the Wiltshire Family History Society, alongside our loyal postcard dealers, and the average take was just under £300. This was our first fair with Frankie and Allen catering for us and their contribution proved extremely popular. Plans for the 2016 fairs are already underway, so book now for Devizes to secure your place!

Jo West, Bath & West Books

Market Harborough - This popular twice yearly fair takes place in the centre of town and always attracts a large crowd. Many dealers exhibit regularly, some travelling a large distance to do so. The venue is spacious and well lit and has full disabled facilities with flat loading. All areas are flat and level. A full refreshment service is provided throughout the day with hot and cold food and drinks. Market Harborough is a pleasant market town as the name suggests and has many and varied shops. Situated in the centre of England approx. 15 miles south-east of Leicester. Easily accessible by road, regular bus services and mainline railway station. Parking nearby.

Phil Woolley, Black Cat Bookshop
Norfolk Summer Fair - Even though the Norfolk Summer Fair is firmly established on the calendar, we are really excited to announce a new venue for 2016 to host a unique event, organised in conjunction with Voewood House in Holt. With the help and full support of the Owner and PBFA Member Simon Finch, the Norfolk Summer Book Fair will form part of an exclusive Voewood Arts, Antiques & Vintage Fair. This will in fact be a first for Voewood, as the general public are not normally permitted into the house and grounds unless booked for a wedding, private function or festival. The 2016 Voewood Fair & Open Weekend will run on both days, Saturday 11 June and Sunday 12 June, opening from 10.00am until 5.00pm. However, the PBFA Fair will be a 1-day event on the Saturday ONLY.

The Book Fair will be the only part of the event to be held within the house with exclusive use of 4-interconnecting rooms on the ground floor. These are the magnificent Hall, Music Room, Dining Room and the Games Room. The Art, Antique & Vintage Fair will be held in a Marquee set in the private gardens to the rear of the house. To subsidise our venue hire costs and to keep the event exclusive, Voewood will collect a £5.00 per person entrance fee. This will give the attendees admission to all of the fairs and trade stands and access to the beautiful 11 acres of the grade I sunken & landscaped gardens. However there will be a limited amount of complimentary tickets available to all PBFA Exhibitors for targeted use for your special and loyal customers. There will be no facility to download any other free tickets on the PBFA Website for this event.

Locally sourced delicious food and drinks will be available on-site and there is plenty of free parking organised at the nearby Holt Hospital Car Park. The organisers expect a high attendance for both days with a gate in excess of 750 per day. Voewood is situated on the outskirts of the lovely Georgian market town of Holt and is fortunate to have The Poppy Line Steam Railway Station as a neighbour. A regular service runs to and from Holt to the seaside town of Sheringham. Voewood House is a beautifully restored, early 1900’s property and has been voted England’s Favourite House in the Eastern Region by Country Life Magazine. The event will be advertised & promoted heavily throughout the year by Voewood and of course by the Fair Managers and the PBFA. Please visit the Voewood website and give this rather splendid and unusual Book Fair your consideration for 2016.

Heather & Jeff Lawrence, Peakirk Books

Norwich Book Fair - will be re-opening in 2016 in a spectacular central Norwich venue, the Forum of The Norfolk and Norwich Millennium Library, which is the most popular library in the UK. Norwich was voted a UNESCO city of Literature in 2012, and the Forum managers are keen to make links with the PBFA and are offering a good level of support for the Book Fair, now and for the future. The fair has easy loading, food on site and a stone’s throw away in the famous Norwich Market, and parking a short walk away. Give it a try in 2016!

John Underwood Antiquarian Books

Ilkley Book Fair - For 2016 only the Ilkley Fair is limited to the Winter Garden part of the complex only due to major refurbishment work in the rest of the complex. We will be able to have some stands on the balcony (with loading access from the street behind so no need to carry books up the stairs) – obviously the number of stands will be fewer than when we have both the King’s Hall and Winter Garden but we are doing everything we can to fit as many stands in as possible whilst avoiding issues with fire and safety regulations. The basic stand allocation will be 3 BAY no table, TABLE ONLY STANDS will be available and it would be very helpful if these were taken up. We will be back to normal for 2017 so if by any chance you do not get an allocation this year please don’t give up on us. For anyone unfamiliar with the fair it is friendly and busy, situated opposite the railway and bus station and with free entry we usually have between 800 – 1,000 visitors over the two days. Durham - New Venue and an extra date for October.

Lou Harrison, T P Books

London Christmas Fair - The first Kensington Christmas Book Fair last year gave the PBFA a much desired London showcase again and we saw over 800 people through the door, catching the imagination of Christmas shoppers looking for something a bit special. Exhibitors took an average of £1500 as people were in a spending, festive mood! This year we hope to build on that though we may have to look for a different venue (TBA). The membership deserves a new London fair so do think about booking and helping us build on last year’s success

Deborah Davis, McHardy Rare Books

THEMATIC FAIRS

Illustrated, Children’s and Modern First Editions Fair - Hilton Olympia - Now in it’s fourth successful year this fair has become a firm favourite with dedicated collectors. Set in a smart West London hotel, in one of the richest boroughs in the land, the fair is very well attended by the London trade amongst others. Last year 32 dealers took £60,000 in six hours of trading with over 200 visitors. It is an attractive space with easy access and porters are available. There is street parking (free after 1.30 pm) as well as cafe’s, bars and restaurants. If you specialise in any of these genres, or have good quality material across all three areas, do consider booking.

Deborah Davis, McHardy Rare Books
**Travel & Exploration - Hilton Olympia** - Now in its 21st year, the Travel and Exploration Book Fair will be held on Saturday, 19th March, from 11am to 5pm. The fair moves to a new venue at the Hilton Olympia, West London, in tandem with the Illustrated Children’s and Modern First Editions Book Fair. If you have books on this subject and fancy trying the new venue, with new stand rents give it a go in 2016.

**John Bonham with assistance from Stuart Leggatt**

**Durham** - Because of the unreasonable increase in charges for the hire of County Hall, which would have meant a substantial increase in stall rents, the Venue for the Durham Fair has been changed to Durham School on Quarryheads Lane; a beautiful, spacious hall with plenty of free parking and unloading on the flat. We have also added an extra date in October to provide a further trading opportunity in the sparse autumn calendar. Look forward to seeing all existing exhibitors there and perhaps a few new ones.

__Jane Jones, Jane Jones Books__

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**RULES, REGULATIONS & OTHER ESSENTIALS**

The PBFA undertakes in good faith to hold all its fairs as advertised but cannot accept liability for circumstances beyond its control. Exhibitors are advised to insure against losses resulting from cancellation whatever the reason. Exhibitors are never charged stand rental under these circumstances.

**Presentation of stands** These must be tidy and all items properly displayed. Tables are to be covered with a green PBFA cloth and both you and your stand must be identifiable - badges are available free from the office and signboards can be made to order. Contact the office for your green cloth or signboards.

**Cancellations/exemptions** Please ensure that if you need to cancel a booking you do so by email or letter to the office more than 42 days before the fair takes place, otherwise cancellation charges will be applied. PBFA members with ongoing or serious illnesses are asked to contact the office for advice about exemptions.

**Membership renewals** When you return the signed form you are renewing your membership and committing yourself to abiding by PBFA rules. Subscription invoices will be sent out later in the year and are due by **1st January 2015**. Late payment will incur the risk of having your bookings cancelled.

**Stand spaces** These vary from fair to fair but are normally noted on the form. The ‘standard stand’ consists of 1 bay + table. Further details are available from the fair manager and will be stated in the Exhibitors’ Notes. At some fairs a limited number of tables will be available and there may be an additional charge for this. Speak to the fair manager in advance if the type of stand offered makes a difference to whether or not you wish to exhibit.

**Deposits** Non-refundable deposits will be required for each booking at the ILEC, £75, and York National, £50. Please pay promptly when you receive the invoice - late payments are not acceptable.

**Bookings** The PBFA booking system exists partly to establish the viability of the calendar for the following year; failure to return your form could put some fairs at risk and mean they do not make it as far as the printed calendar. As other fairs are usually oversubscribed, you are far more likely to get the fairs you want if you book using this form.

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Please remember that fair managers have the ‘final say’ for their events; ensure you have read the exhibitors’ notes sent to you before the fair and do your bit to help by timely arrival, prompt setting-up / taking down of stands, and tidy presentation. Offers to help with preparations and / or assistance on the day really will be valued!

**INSURANCE**

Exhibitors are responsible for taking out adequate insurances in respect of all claims made by them or against them. The Organisers cannot be held liable for any losses suffered.