



PBFA – Why should you join us!



The PBFA is one of the earliest-established associations and largest in Europe of secondhand and antiquarian booksellers. In recent years, we have seen massive changes in the trade. Changes are challenges and these have been faced head-on by the PBFA whose comprehensive calendar lists fairs across much of the UK and Ireland and with several new trading opportunities in London including our ILEC Summer fair, which is a very successful fair. Our regional premier fairs, including York National - the largest book fair in Europe are meeting points for the international trade.

The website provides further opportunities for members to promote their business and now highlight up to 100 choice items in a digital gallery at no extra cost. The cost of membership of the PBFA, at £180 inc. VAT, represents just £5 per book advertised on this site alone and is thus extraordinary good value for money, with advertising opportunities and links to members' own web sites and freedom to exhibit at its fairs. We are also pleased to offer our new Affiliated Membership at a cost of £90, which is open to those that supply the book trade, for example, bookbinders, packaging suppliers and conservators.

The PBFA gives opportunities for its members to exhibit widely across the country and thus attract new customers and make good trading relationships with other dealers providing opportunities to expand your business.

We welcome new applications for membership. AbeBooks are currently offering all PBFA members who do not already list their books on-line

Full details and an application form can be obtained from the PBFA office, by sending an email to jill@pbfa.org or calling 01763 248400. More details can also be found on our website: www.pbfa.org.

Add the PBFA initials to your bookseller account on AbeBooks.com

PBFA members already selling with AbeBooks.com are encouraged to add the initials PBFA to their seller name on AbeBooks (for example: “Smith Books PBFA”).

Why do this?

- Customers can glean valuable information from this because the initials indicate your association membership and that you are an experienced and reputable bookseller.
- Customers can easily find your shop if they search for “PBFA” using the Bookstore Search on AbeBooks at: <http://www.abebooks.co.uk/servlet/BookstoreSearch>.
- This will strengthen the PBFA brand among a wider online audience.

This is how it works:

1. Sign onto your Members Menu on AbeBooks.com
2. Click on [Account Details] in the section ‘My Personal Information’
3. Add the initials PBFA to your seller name in the field ‘Business name’
4. Optional: Add the initials PBFA in the ‘Associations’ field
5. Do not forget to click the [Update Details] button at the bottom of the page to save your changes.

If you need any support, please contact AbeBooks customer service at:
<https://www.abebooks.com/servlet/ActionRequestInsert>

**Try AbeBooks.com as an Online Sales Channel to Sell More Books
FREE four months subscription for PBFA members not listed with AbeBooks until the
end of 2017. Just use promo code PBFAONLINE17 during registration.**

As a successful dealer in secondhand and rare books, why not expand your offering to more buyers worldwide by listing on AbeBooks’ six international websites?

- Expose your inventory to millions of visitors across six international websites.
- Set your own shipping rates.
- Direct contact with buyers through e-mail and, if you wish, telephone.
- Free HomeBase book inventory software – follow this link
<http://www.abebooks.com/homebase/software-inventory-management-system-catalogue/>

How to participate? Simply add the initials PBFA to your seller name on AbeBooks when signing up or mention that you are a PBFA member to the registration agent. Follow this link to sign up: <http://www.abebooks.co.uk/sell-books/Information.shtml>

More information about selling on AbeBooks can be found by viewing <http://www.abebooks.co.uk/sell-books/Information.shtml> and the AbeBooks Help at: <http://help.abebooks.com/bookseller/Center>. Should you wish to speak with someone directly, please use the online contact form at: <https://www.abebooks.com/servlet/ActionRequestInsert>.

Free HomeBase Book Inventory Software

HomeBase is AbeBooks' free inventory management software and one of the most widely adopted programs for booksellers worldwide.

Did you know that you can use HomeBase to sell on other marketplaces? HomeBase 3.0 supports many different file export formats including Amazon (Book Loader), UIEE, Comma delimited, Tab delimited, Tilde delimited...

You have no electronic catalogue of your books yet?

In combination with the exclusive offer to PBFA members, [AbeBooks](#) are offering all PBFA members currently not selling with Abebooks 4 months **FREE** subscription until the end of 2017 to use their services and sell more art, books and ephemera. To take advantage of this offer, use promo code **PBFAONLINE17** during registration. Code good for 4 months **FREE** subscription before December 2017. See [terms and conditions](#).

We suggest that you start by listing your more rare and valuable items first, as they will appeal to a wider, international audience.

Follow this link for your free Homebase software:

<http://www.abebooks.com/homebase/software-inventory-management-system-catalogue/>

Other resources:

HomeBase 3.0 Online Help – follow this link: <http://homebase3.typepad.com/>

HomeBase 2.3 Online Help – follow this link: <http://help.abebooks.com/how-do-i-use-homebase-23/>