

*reclaim reuse repeat*

*Our sales at Salvo 2009 were double that of 2008*

Cox's Yard,  
Gloucestershire, UK

*Salvo Fair 2009 had the best, most serious of buyers on Friday's Trade Day*

Architectural Forum,  
London, UK

*Great atmosphere, stall holders and organisers were friendly, helpful, positive and inclusive*

D W Designs  
Hampshire, UK

*Very enthusiastic visitors, much repeat business from last year*

Van De Wouwer  
Belgium

*After sales have been good, expect further orders to be secured*

Morways Dev.  
Norfolk, UK

*It was a new and pleasant experience that gave us a lot of ideas. We will be back!*

Langenbeck  
Germany



**SALVO**

**FAIR 2010**  
**BOOKING FORM**

**FRI 25th, SAT 26th & SUN 27th JUNE**

## WHY EXHIBIT AT SALVO FAIR 2010?

- In 2010 we estimate there will be 6,000 visitors over the 3 days
- Visitors will each spend between £200 and £10,000 or more
- Around 500 trade visitors and dealers are expected
- There are up to 80 stands at this friendly, inclusive trade fair

Salvo Fair will be held on Friday 25th, Saturday 26th and Sunday 27th June 2010 at Knebworth House, Hertfordshire, 25 miles north of central London. Salvo Fair is an annual architectural salvage and garden antiques event incorporating traditional and green building, and innovative reuse. This year will be the tenth, and is still the only architectural salvage fair in the world!

10th  
anniversary

In 2010 the Friday morning will be a trade morning until 1pm. Visitors will include dealers, developers, design professionals, building trade, local and national press, home interest press and local television and radio.

Friday afternoon, Saturday and Sunday are open to the public. Visitors are expected from the UK and Europe. In 2009 there were over 5,000 visitors and from as far away as the USA.

Salvo Fair is advertised in the antiques press, home interest press, local and national newspapers, on the internet and with local banners and road signs.

## WHY ADVERTISE IN THE SALVO FAIR GUIDE?

- It is widely distributed to Salvo subscribers and Salvo Fair visitors and will be downloadable from the Salvo Fair website.
- We expect the circulation to be in excess of 5,000.
- It is an A5, colour, 24 page guide.
- Display ad prices: Quarter page £125, Half page £220, Full page £390.

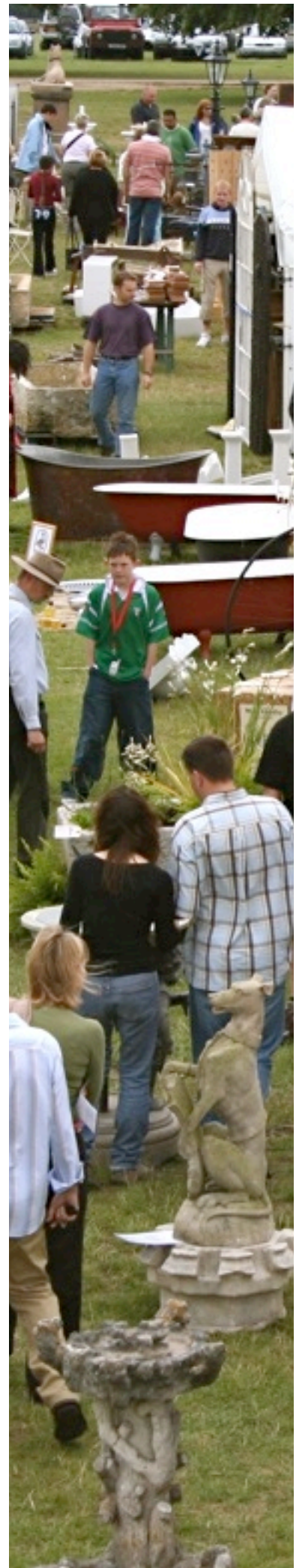
## OTHER EXHIBITOR INFO...

**PARKING:** A parking space is allotted to each exhibitor at the back of their pitch.  
**SECURITY** with a dog will be on site 7pm - 8am from Thursday evening through til Monday morning. **SET-UP:** Thurs 6am - 9pm, Fri 6am - 9am. **TAKE DOWN:** Sun 5pm - 9pm, Mon 8am - 12pm noon. **UTILITIES:** There is no power on site, exhibitor generators must be cordoned off. The nearest water is at least 100yds from the site.

**ACCOMMODATION:** BOOK NOW to stay at Novotel by the entrance to Knebworth. Tel: 01438 346100. Premier Hotel, Stevenage Tel: 0870 990 6628. IBIS Hotel, Stevenage Tel:01438 779955 **CAMPING:** Hertford Camping & Caravanning, Hertford SG13 8AJ Tel: 01992 586696, 250 pitches, 25 mins away. Loves Lane Camping & Caravanning, Ashwell SG7 5HZ Tel: 01462 742382, 5 pitches, 30 mins away.

**ADMISSION:** Friday Trade morning 11am - 1pm £15. Friday afternoon 1pm - 4pm, Saturday and Sunday £8 per person. **KNEBWORTH:** The Salvo Fair is held in the deer park of Knebworth House, Knebworth, Hertfordshire SG1 2AX, just off J7 of A1(M). The tudor house and parkland make a wonderful backdrop to the fair. Knebworth park, formal gardens, dino trail and adventure playground are open to the public on Friday, Saturday and Sunday at no extra cost to visitors. Knebworth House is open Saturday and Sunday and is £2.50 extra.  
[www.knebworthhouse.com](http://www.knebworthhouse.com)

... more at [www.salvo-fair.com](http://www.salvo-fair.com)



Salvo Fair 2010  
Booking form

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YOUR DETAILS

Fill in, detach and  
send to:  
Salvo Llp,  
PO Box 4111  
Bath  
BA1 0FL

Or make your  
booking by phone  
at 01225 422300.

Contact name.....

Business Name.....

Business Postal Address.....  
.....Postcode.....

Description of type of goods that you will bring *ie architectural/garden*.....  
.....

Percentage of new/repro.....

Telephone.....

Website.....

Email address *for important sf updates*.....

Mobile *so we can contact you at the Fair*.....

Which of these details can we use for the printed and online Exhibitor List?

ALL OF THEM  Address  Telephone  Website  Email  Mobile

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YOUR PITCH - Prices include VAT at 17.5%

ANTIQUE/RECLAIMED/SALVAGED/RECYCLED Stands

No more than 10 percent New/Repro

Jumbo	60ft wide by 40ft deep	£804	<input type="checkbox"/>	
Big	60ft wide by 20ft deep	£600	<input type="checkbox"/>	
Medium	40ft wide by 20ft deep	£479	<input type="checkbox"/>	covered £1,054 <input type="checkbox"/>
Small	20ft wide by 20ft deep	£285	<input type="checkbox"/>	covered £575 <input type="checkbox"/>

NEW/REPRO Stands

Including Antique/Reclaimed stands with more than 10 percent New/Repro

Medium	40ft wide by 20ft deep	£644	<input type="checkbox"/>	covered £1,219 <input type="checkbox"/>
Small	20ft wide by 20ft deep	£386	<input type="checkbox"/>	covered £676 <input type="checkbox"/>

TABLE Stand 10ft wide by 10ft deep £92

Tables not included! For New & Old. £10 per foot run used thereafter.

CRAFTSPEOPLE £92

Please specify how much room you need, and what you will be demonstrating .....

Total pitch price  
(include any discount here)

£

Office use only  
Payment received  
no / chq / card / bacs  
Date received  
..... / ..... / .....  
Amount received  
£.....  
Balance  
£.....  
Receipt No  
.....  
Date sent  
.....  
QBB  
.....

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PUBLIC LIABILITY INSURANCE

I have public liability insurance. Please find enclosed a copy of my certificate.  
(selling public and sole-traders may be covered by their house insurance)

or

I do not have public liability insurance. I will arrange cover and send through my certificate.

Please note: Salvo have organised an affiliate scheme with Events Assured. Buy all your event insurance for Salvo Fair 2010 at [www.exhibitor-insurance-online.com](http://www.exhibitor-insurance-online.com) or call 01376 330624 and quote event code 'SALVO10'

POSTCARDS - Please send me ..... Salvo Fair postcards to send out to my customers.

FORKLIFT at £2 per minute. I will probably use the forklift Yes  No   
 SCAFFOLD at £2 per minute I will probably need scaffold supports Yes  No   
 BIG EXHIBITS - I aim have a BIG exhibit that I would like to bring  
 (free in the central avenue if over 3m high) Yes  No   
 SMALL EXHIBITS - I will be bringing SMALL rummage items for sale Yes  No

COMPLIMENTARY TICKETS - I would like ..... tickets for TRADE  
 (not guaranteed) - I would like ..... tickets for PUBLIC

**RECOMMEND A CRAFTSPERSON -**

Give us the details of a craftsman you know who can demonstrate at Salvo Fair, and we may be able to offer them a FREE pitch.

Name .....

Tel or email .....

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- Salvo reserves the absolute right to accept or refuse a booking. Any payment made will be refunded.
- The number of Salvo Fair stands will be capped at 80, of which it is planned to have 75 architectural salvage, decorative antique, garden antique, reclaimed building material, recraft and craftspeople stands. Applications received for the remaining stands will be allocated in early May. The remainder will be filled with other secondhand goods, new replica and repro fair trade importers and local green businesses connected with buildings and gardens.
- Full refund for cancellations by 31 May 2010. No refunds after that date.
- Exhibitors who book after 30 April 2010 will not be listed in the printed Fair Guide.
- Early booking stands will be nearest to the fair entrance, and larger stands will be nearer than smaller, apart from Table pitches which are at the far end. Set-up for table pitches is on a first come first served basis.
- Marquees are the exhibitor's own responsibility. Covered stands can be ordered up to three months prior.
- Extra space taken will cost £10 per foot run. To qualify for antique/reclaimed prices your stock at the fair must not exceed 10 percent new/repro.
- Safety: Salvo operates a simple safety code with which exhibitors must comply.
- Forklift and Scaffold sub-contractors are responsible for final decisions regarding their equipment's safety.
- Exhibitors must have their own public liability insurance.
- No responsibility is assumed by Salvo Llp the promoters, nor their agents or affiliates for goods delivered to or situated at the Salvo Fair before, during or after the event.
- Trucks cannot be moved during the fair.
- Vehicle passes must be on the windscreen at all times on site.
- Media: Serious national, local press, radio and TV are invited on the Friday. Exhibitors may be photographed or filmed and may be requested for interview. Game-show style TV will not be allowed to film on site.

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**I have read and agree to the foregoing. I understand that my booking will not be accepted until payment is made in full.**

**Signed** .....

**Name** ..... **Date** .....