



*The H&A*  
SURVIVAL GUIDE TO...  
**Newark**  
**Antiques Fair**

**LYNNETTE PECK** offers tips on how to get the most from the largest antiques fair in Europe, now celebrating its 30th year

PHOTOGRAPHS **FIONA MURRAY**





## WHAT THE EXPERTS SAY



**ELIZABETH FELL**  
Antiques advisor to interior designers and a former seller at Newark. [fell.net](http://fell.net)

### HOW TO GET THE MOST FROM THE FAIR

If buying to furnish your house take all possible measurements with you – this enables you to be a more flexible buyer. Take a wheeled trolley to transport furniture back to your car (or a basket for smaller items) as it could be miles away in the car park.

### BEST ITEM BOUGHT THERE

I took a big lorry and furnished a whole restaurant with one day's buying.

### WHAT TO LOOK FOR AT THE NEXT FAIR

Painted stuff is on the way out. Look outside of trends and buy what you love, preferably in original condition.

### TOP TIP

If you are new to Newark then don't go on the first day as it costs £20 to get in, but go on the second day instead when it is just £5.



Newark International Antiques and Collectors Fair celebrates its 30th anniversary this year and is now the largest antiques fair in Europe. It stands on 84 acres, has a staggering 2,400 stands, takes place over two days (six times a year), and is included in the book *1,000 Places To See Before You Die*. The quality of antiques and collectibles sold is high, there is free parking, shipping companies on hand to organise your purchases and you can even bring your dog (on a short lead). In essence it is an antiques hunters' delight.

So, whether you are looking for silver, textiles, chandeliers, coins, glassware, furniture, ceramics, military memorabilia, garden antiques or toys it has everything you would ever wish for all in one place. It doesn't matter if you want to spend £50, £500 or £5,000, as there will be something for every budget.

The fair, just two hours from London in the East Midlands, attracts both buyers (known as 'privates') and sellers ('traders') from around the world. Many buyers arrive early at the fair and by the end of the day have furnished their whole house. What could be better than that?

CLOCKWISE FROM TOP A bird's-eye view of Newark Antiques Fair gives an idea of the scale of this huge event; naval memorabilia, old glass bottles and gardenalia are all part of the miscellaneous fun; specialist textile dealers are aplenty at the fair; vintage kitchen accessories can help transform a kitchen from work place to characterful room



**CATHERINE SOUTHON**  
Antiques expert and auction house owner. [catherinesouthon.co.uk](http://catherinesouthon.co.uk)

### TOP TIP

Many of the lower value bargains are often to be had outdoors, rather than at the stands inside, but be quick because these really don't hang around so the earlier you get to the fair the better.

### HOW TO GET THE MOST FROM THE FAIR

Wear comfortable shoes as Newark is absolutely vast. If you see something you want, buy it there and then. Don't ask the stallholder to hold it for you: chances are that you will never find the stall again.

### BEST ITEM BOUGHT THERE

I'm usually there with my *Bargain Hunt* TV show contestants so there have been howlers – but also triumphs, including a Tudric Pewter fruit bowl, which I got for £10 as the trader couldn't be bothered to wrap it up again to take it home.

### WHAT TO LOOK FOR AT THE NEXT FAIR

Travel posters and advertising memorabilia are good to buy at the moment and can look fantastic in minimal interiors. If the weather is fine there is often a good selection of advertising posters and showstopping signs to be found outside.



**SIMON SCHNEIDER**  
Dealer visiting Newark for 20 years. [simonschneiderantiques.co.uk](http://simonschneiderantiques.co.uk)

### HOW TO GET THE MOST FROM THE FAIR

The outside stalls are cheaper, with more collectibles, but serious antiques buyers should head indoors. Look out for the huge reproduction section, which is good value and has garden furniture at trade prices.

### BEST ITEM BOUGHT THERE

I buy Goldschieder figurines, which is one of my areas of expertise. These deco-style figures from the early 20th century are worth from £500 to £2,000.

### WHAT TO LOOK FOR AT THE NEXT FAIR

I feel 1950s ceramics are the next good buy. Look out for colourful things with a nice shape and in good condition. Good names are Wedgwood, Staffordshire Pottery and Carlton Ware. Antique furniture is at an all time low and the quality is better than modern.

### TOP TIP

Be focused and know what you want to buy before you go to the fair. You will see everything from furnishings to lights, so walk around the whole fair but don't get too distracted by items you don't really want or need.



**LILY TRUNFULL**  
Stallholder at Newark shopping arcade. [no1lewes.com](http://no1lewes.com)

### TOP TIP

Get there early if you want to buy well – that means being in the queue at 5am not 9am – and leave children and pets at home: big fairs can be very fast and confusing for first timers and you do not need any distractions. Two big no-nos are don't take pictures of dealers' stands without permission and don't get involved in or interrupt other people's negotiations.

### HOW TO GET THE MOST FROM THE FAIR

Have fun, buy lots, swap business cards and network. If you can't afford what you like be respectful and ask why: this is the best chance to learn from dealers from all areas of the business.

### BEST BUY BOUGHT THERE

A large 19th-century French copper distillery, used for making alcohol, with beautiful patina and vibrant verdigris.

### WHAT TO LOOK FOR AT THE NEXT FAIR

Newark is fantastic, filled to the rafters with stands, selling pieces from all over the world and many centuries. Antiques dealers do buy with the seasons, so expect lots of garden pieces at the August fair.

## HOW TO HAGGLE

### IF YOU DON'T ASK YOU DON'T GET

The key rule when buying at antiques fairs is that if you don't ask you don't get, so always ask the stallholder for a reduction. Dealers price items with room for negotiation and only the uninitiated will pay the first price given.

### NEGOTIATE POLITELY

As professional antiques buyer Elizabeth Fell says: 'Negotiate politely and not aggressively as there is no need to pressure the dealer. If they can't go down to the price you want to pay simply walk away from the deal.'

### DON'T FEEL GUILTY ABOUT HAGGLING

Don't feel guilty about haggling, as a dealer will always ensure that they sell the item for a price with profit factored in to it.

### DO YOUR RESEARCH

It pays to do your research beforehand, as the more information you have about what items are worth then the better you will be at haggling. You wouldn't buy a new car without researching the market first so apply the same rules to antiques shopping.

### WORK WITHIN A BUDGET

Always work within a budget but do not be a cheapskate, as dealers can tell between someone genuinely not able to afford something and someone trying it on. Dealers like to sell to people who love their goods, but don't be too keen or conversely too passive.

### BUILD A RELATIONSHIP WITH A DEALER

Dealers often have emotional ties to their goods and would rather sell to someone likeable who will appreciate the item. Most dealers want their pieces to go to what they feel is a good home. If you build a relationship over time with a dealer then next time they will have positive feelings about you and are more likely to be helpful and price an item accordingly.

If an item is already under £20 then there probably won't be much room for manoeuvre on price. Remember Newark is an antiques fair and not a local car boot sale.

The next fair at Newark is **Thursday 20th to Friday 21st August 2015**

Newark & Nottinghamshire Showground, Newark, Nottinghamshire, NG24 2NY. 01636 702326; [iacf.co.uk/newark](http://iacf.co.uk/newark)



## WHO TO LOOK OUT FOR

Newark has everything you could ever wish for all in one place, from silver to textiles and from coins to furniture. But with 2,400 stalls, it pays to do a little research before you go to make sure you don't miss the stall that has just what you're looking for. Here's a small flavour of what's on offer

### \* FRANK WILSON ANTIQUES

With a shop in Worthing, West Sussex, since 1936, at Newark the company sells general antiques including furniture and paintings.

### \* FOY & CO

Known for textiles, upholstery fabrics and cushions, Foy & Co also offers furniture renovation. It has a large supply of linens, damask, wool and leather and the company also supplies props to TV and film companies.

### \* MRS ROCKS BACKROOM

Claire Rocks sells vintage kitchenalia, homewares and vintage fabrics from the

1950s to 1980s and has an Etsy shop.

### \* BURGETT & LANGFIELD DECORATIVE ANTIQUES

The Dorset-based company specialises in French furniture. It has a selection of mirrors, console tables, armchairs, writing desks and sculpture.

### \* FERNYHOUGH ANTIQUES

These private dealers have been trading since 1983 and sell antiques from 1800 to 1920. You can book an appointment to see their pieces when they are not at the fair – they are usually based in Staffordshire.

### \* MARK SEABROOK ANTIQUES

Since 1996, the company has been specialising in 17th- and 18th-century antique oak and country furniture, antique Treen and metalware, Delftware and early English pottery.

### \* MY DISCOVERIES BY JULIEN COHEN

Here there is always a selection of very different antique and decorative items. For one-off, unusual and highly original pieces this is the stall to head to.

### \* RICHARD SETH

Richard Seth sells antique and vintage chairs that have

been professionally restored and upholstered by him and by his wife. Besides chairs, he also specialises in silver and offers both Georgian and contemporary pieces.

### \* RMJ ANTIQUES

Specialising in antique and Meissen porcelain, pottery and antiquarian books, RMJ Antiques can be found at antique fairs throughout the UK all year round.

### \* STEVEN EDWARDS

Attending Newark since 1987, Steven specialises in late 19th–early 20th-century ceramics (particularly Royal Worcester and Royal Dutch) plus vintage fashion.

## H&A SURVIVAL TIPS

With an 84-acre site to cover, a visit to Newark can be a bit of a challenge. Here's our guide to staying fit, keeping sharp and tracking down that bargain

**1** Wear the right clothing. In colder months wear layers, and for warmer months sun cream and a hat are essential to avoid sunstroke. Sturdy footwear is a must – your feet will not survive in flip-flops!

**2** The site is enormous so pace yourself by having a plan. Aim to cover one small area in the first two hours, then take a break and then cover another area. Repeat.

**3** Carry a large bottle of water at all times of year, as, with the amount of walking you will do, you need to stay hydrated. It will help you think clearly about the purchases you are making.

**4** As a styling tip, consider putting together a harlequin set of slightly mismatching items if budget is tight, rather than investing in a matching set, as dealers charge a premium for them. For example, if you want four chairs it will be cheaper to buy four individual chairs (walk around with a picture of one you like for reference) than a set of four.

**5** If you are going with the intention of buying large pieces then ensure you

turn up in a vehicle big enough to take them. Alternatively, factor in the extra cost of having the dealer or one of the on-site couriers deliver your purchases to you.

**6** Always ask the dealer about other items they might have out the back and hidden away. They do not put everything on display all at once and often move items around their stall on and off throughout the day.

**7** If you ask a stallholder to store an item for you after purchase, check what time they are leaving. Just because the fair closes at a certain time it doesn't mean the trader won't leave earlier than that.

**8** If you see something you love and you can afford it then buy it immediately. If you don't then someone else will. There is no point trying to find the same stall six hours later and hoping the item might still be there. Have no regrets.

**9** Factor in the food stalls and allow some time to visit them. Our favourite is the pulled pork in a bap...

**10** If you see a stall where you particularly like all the dealer's items then go back for a second visit towards the close of day. You might get a bargain, since they would rather sell pieces than have to take them home again.



CLOCKWISE FROM TOP RIGHT Vintage decorative heads are a great talking point or to display hats on; vintage knitting needles and yarns; art deco style furniture is always popular; be a star and take some retro ones home



## CHECKLIST

### TAKE CASH

Take plenty of cash if you intend to purchase several pieces. Most dealers will only accept cash and this also means you are more likely to get a better deal when haggling too. The old saying that 'cash is king' has never been more appropriate than at a fair like this. Plus, it is better not to run out of cash as a three per cent surcharge is added if you draw out more than £100 on site (you will also need to have proof of ID).

### KNOW THE SITE

As the fair is spread over 84 acres ensure you download the site map before you leave your house and carry it around with you all day. Plus, make a note of exactly where a stall is if you make a purchase that you intend to pick up later. Trust us when we say you won't find the stall again if you don't.

### TRANSPORTING ITEMS

There is a free car park some distance away from the stalls, but for picking up larger items you can temporarily bring your vehicle on to the site from 11am. But you must pick up a vehicle pass first from the on-site office and make sure you remember your registration number to tell them.

## CONTACTS

\* **Burgett and Langfield** 07770 752762; loveantiques.com/burgett-langfield  
 \* **Fernyhough Antiques** 01827 437131; fernyhoughantiques.co.uk  
 \* **Foy and Co Interiors** 01446 771210; foyandco.co.uk  
 \* **Frank Wilson Antiques** 01903 202059; wilsonsantiques.com  
 \* **Mark Seabrook Antiques** 07770 721931; markseabrook.com

\* **Mrs Rocks Backroom** etsy.com/shop/mrsrocksbackroom  
 \* **My Discoveries** +33 9 84 13 80 37; my-discoveries.com  
 \* **Richard Seth** 07432 640018; richardseth.co.uk  
 \* **RMJ Antiques** 07889 537927; fineantiqueporcelains.com  
 \* **Steven Edwards** 07966 256233; redhouseyork.co.uk

