

SPRINGFAIR
AUTUMNFAIR

Design & Source

Where ideas become great products.

"An innovative
addition to the show...
Overall, it was the
most successful
international show
we have exhibited at."

Allsorted Designs Ltd, South Africa

The UK Retail Market

Retailing is a large and vital part of the UK economy, and for the UK consumer, shopping has become a key leisure activity and an important part of people's lives. More than a third of all UK consumer spending goes through stores.

£392 Billion

Total value of UK retail sales in 2019

3.1 Million

People employed in UK retail in 2019

4%

Growth in UK retail sales in 2019

1/3

Proportion of consumer spending that goes through retail

19%

Average annual growth of online retail sales in 2019



Design & Source

After two successful editions of Sourcing at Spring Fair and Autumn Fair, we're ready to expand the proposition to introduce additional product sectors and selling opportunities. Sourcing is now 'Design & Source' to incorporate more product types including home textiles, lighting, funky and contemporary gifts, artisan products, as well as tableware, kitchenware and flatware for catering and hospitality buyers. We also bring ethical and sustainable manufacturers from all over the world to you.

This is where a product's journey starts. At the very source.

A design-focused destination

Design & Source is the exciting new trend-led buying destination that will attract contract textile and gift manufacturers, architects, interior decorators, designers and hospitality professionals, along with retailers and suppliers looking to source internationally or explore white label opportunities.

A highly transactional, high ROI retail platform for suppliers, manufacturers and makers from key fabricating countries including China, Ghana, India, Pakistan, Tunisia and more. The sector brings the world to the UK as an easier, cheaper and more effective destination to discover what's trending, and develop and source new materials and products.

Key product sectors

Design & Source will showcase manufacturers relevant to these consumer areas:

**Gift & Homewares /
Kitchen & Dining / Textiles
/ Christmas Decorations /
Party Products / Garden &
Outdoor Decorations / Toys
/ Fashion Accessories**

Home Textiles

A key product focus in Design & Source is Home Textiles. This is where contractors, interior designers and decorators can come and find the latest innovations, trends and fabrications for the home including throws and rugs, furnishing fabrics and bedding. A dedicated trail will guide buyers to discover this exciting new product category.

"I think a separate hall is great because you're dealing directly with manufacturers. The sourcing from different countries and different regions is fantastic."

Stephanie Keast,
Global Category Manager,
Adare International



The Audience

70,000 retail, interior design and hospitality trade professionals visit Spring Fair and Autumn Fair annually.

88%

have sole or joint purchasing responsibility*

78%

placed or will place an order as a result of attending the show*

23k+

trade professionals have visited our shows in the past year with a specific interest in design and sourcing

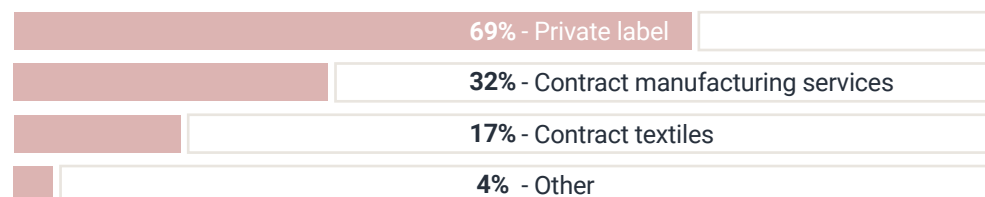
36%

of people interested in Sourcing were brand new to Spring Fair 2020

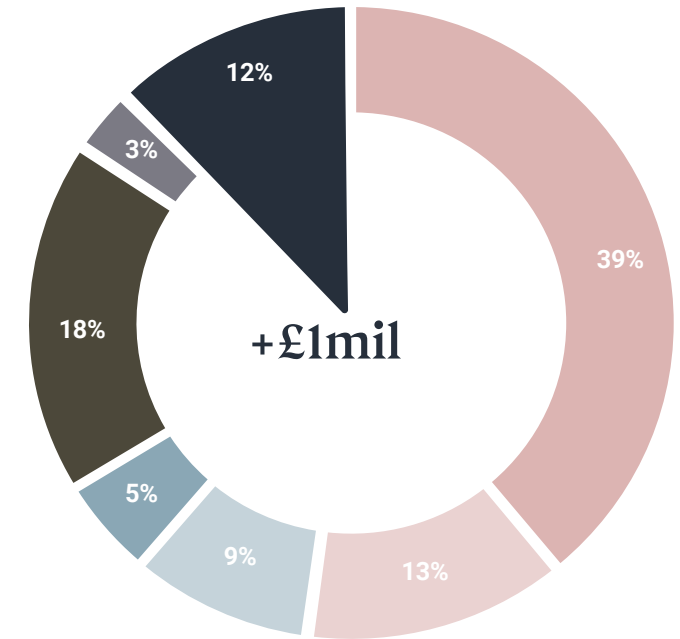
This shows the great interest already in its Year 1 launch, and is bound to be **the destination of design and sourcing in Europe.**

**Based on Spring Fair 2020 post-show survey results*

The main interest of Sourcing attendees:



Annual purchasing budget:

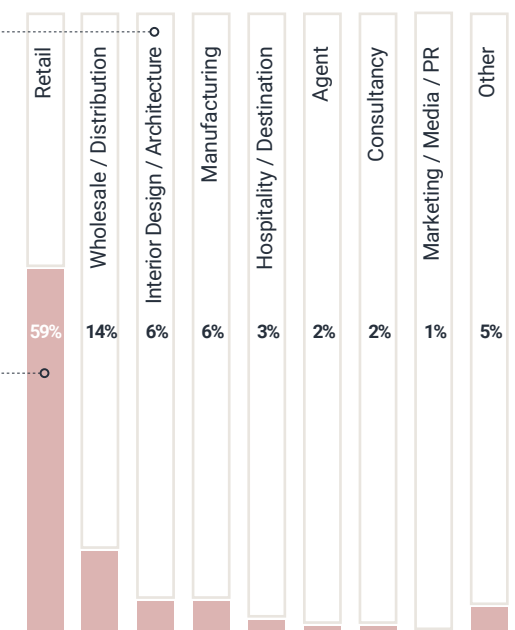


Visitor types with an interest in Design and Sourcing:

Interior Design / Architecture breakdown

55% are a commercial or residential contracting-focused practice

Retailer breakdown



Design & Source Stage

Sourcing at Spring Fair 2020 featured its own dedicated theatre that delivered unrivalled design inspiration and trend insight from leading industry names including **Molly Park**, Head of Design at **Oliver Bonas**, **Ken Daley**, CEO of JML and **Simon Locke**, Sustainable Design Innovation Manager at **The Body Shop**. Along with future trends, the theatre was also where visitors could gain expert advice and learn how to develop ideas into finished products.

In numbers

1,156

Visitors to the Design & Source Stage

28

Speakers

50%

of speakers were Retailers or Designers

Molly Park
Oliver Bonas



Simon Locke,
The Body Shop



Colour Hive



Best attended sessions

- > Differentiating yourself as a Designer with Molly Park, Head of Design at Oliver Bonas
- > Sustainable Packaging Solutions with Simon Locke, Sustainable Design Innovation Manager at The Body Shop
- > Colour, Material & Finish Forecast: SS 21/22 with Colour Hive

How the marketplace works for you

Design & Source is an opportunity to grow your business. To showcase new products and manufacturing techniques to a new and relevant retail, design and hospitality market.



Access to suppliers

- > Be a part of a highly concentrated trade show environment providing access to the retail and contracting markets.
- > Have access to 3,000 exhibitors at Spring Fair and Autumn Fair, a combined total of suppliers representing the best of gift and homeware markets.
- > Meet key selected buyers with procurement /supply chain responsibility.
- > Gain access to selected buyers from large multiples with at least £10m revenue turnover.
- > Key suppliers and buyers will be targeted with a dedicated marketing campaign to promote the value of Design & Source as a must-attend event.

Exclusive matchmaking and one-to-one meeting service

- > Access to **Pitch it**, an exclusive one-to-one matchmaking service. Pre-selected before the show, these chosen buyers will be relevant to your business.
- > Meet selected international buyers that are part of our Spring and Autumn Fair Club programme. These buyers will receive tours around Design & Source tailored to their area of interest with multiple meetings in place to meet with relevant exhibitors and associations.
- > Access to the Spring/Autumn Fair Match app that matches your products to buyers' interests. Use the platform to view the list of pre-registered visitors, send messages before the show and schedule meetings for your time on-site.

Facilitating quality connections

“Pitch it was really great. I have not thought of meeting suppliers from South Africa but now this is something I would like to look into. Thank you also for having the suppliers in one spot - it helps me out a lot. Definitely recommend it.”



the Club

The Club is our brand-new tiered VIP programme designed to attract a higher quality of buyers to the show and facilitate significant sales opportunities for exhibitors. We have a dedicated team, specifically tasked to contact and invite key buyers to ensure quality connections take place at the show.

- > Platinum members of The Club are international and UK buyers holding a spending power of over £1 million.
- > Platinum members receive the support of a dedicated Buyers team to arrange meetings with relevant suppliers, help with travel arrangements and make the most out of their visit.

Pitch it

A brand-new speed networking opportunity to increase exhibitors' return on time and investment. Pitch it sessions will enable Spring Fair and Autumn Fair exhibitors to connect with up to 20 pre-qualified buyers in the space of an hour, creating new selling opportunities directly with keen buyers. Each buyer will be pre-qualified to ensure they are relevant to your business. Sessions run daily during Spring Fair and Autumn Fair at The Club Lounges.

4,425

Pitch it Meetings

230

Sourcing exhibitors took part in Pitch it

320

Buyers



What our buyers think

“Really good, really useful. I have been coming for 15+ years and the Speed Networking has benefited my experience meeting suppliers we wouldn't have been able to see otherwise.”



“I met so many people, saw new products, learning the present trends. It is amazing.”

GROUPON

What our exhibitors think

“Spring Fair have an excellent idea Pitch it, like speed dating linking exhibitors and buyers together which helps a lot with the exhibitors. We made some meaningful connections that we can follow up on.”

Heintej Siu
Color Fantastik Party Supplies,
Hong Kong

“The matchmaking app and Speed Networking worked very well for me. I had 35 meetings booked and I met two high quality buyers. The potential of the UK retail market is huge.”

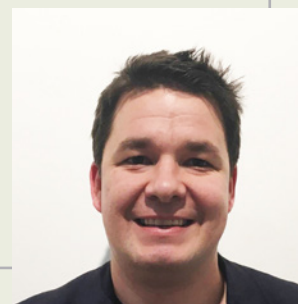
Andy Tian, Sales Manager,
Showbox Bamboo Products Co. Ltd,
China

Meet the team

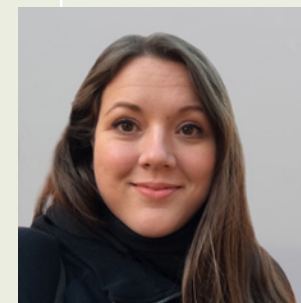
With combined experience of over 40 years in the events industry, our dedicated team is here to make Design & Source the go-to destination for international businesses looking to enter the UK market.



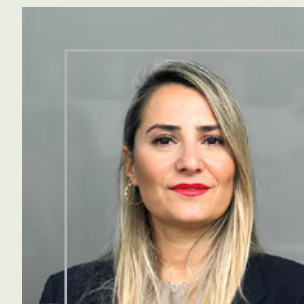
Julie Driscoll
Regional Director, UK



Robert Sapwell
Director of International Sales
and Design & Source -
Spring & Autumn Fair












Suzanne Ellingham
Head of Content, UK



Neslihan Gundes
Head of Key Buyers



-  Taxi rank  Private hire taxi pick up / drop off
-  Car park toilets
(Including accessible toilet)
-  Airport
-  Train
-  Box office & Arena entrance
-  Shuttle bus to halls
-  Arena bus stop
(to East Car Parks)
- Pedestrian routes
-  Pedestrian routes subway

SPRINGFAIR AUTUMNFAIR

Get in touch

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