

# ABRAIL Sub-Committee, Thurs 16<sup>th</sup> April 2026

Present: Phil, Trevor, James, Mike, Stephen, Mark, John, Graham

Apologies: Timothy

The purpose of the meeting was for the ABRAIL sub committee to look back at the show and consider the financial situation before being presented back to the full committee on 23<sup>rd</sup> April. Consideration was also going to be given to any changes required for the show in 2027.

## ABRAIL 2026

This was generally seen as a good show. A few changes made from 2025 – most worked out.

H&S - James reported that it was good to have room for storage and so that everyone knew where Control was.

Exhibitors packs – 4 packs needed to be reassembled on the day (wrong numbers, or incorrectly taken..?). The show guide was not ready when the packs were assembled which did make things a little more difficult. We considered whether the cut-off for printing should be made earlier, or could the show guide be distributed by the hall managers as a way to introduce themselves? Spread of building spaces could mean that the show should be viewed as several smaller shows.

Food tokens – We didn't have enough tokens for all layouts to get lunch and breakfast for 2 days at the start of the show. Maybe worth considering 2 more colours so Sat and Sun breakfast and lunch would be different.

Exhibitor car parking – permits in the vehicles? Trevor has a pass from the Ally Pally show which will be circulated later.

The whiteboards worked to help coordinate radios and incidents.

There were 5 first aid incidents over the weekend – the quick response & professionalism were acknowledged.

Stewarding – The Scouts were good in the car parks which were both full at times. The dance class thanked us for reserving the space for them -no issues this year, although some parents frustrated when leaving. Guides – very helpful taking on many roles as required.

Ticketebo vs Ticketsource: scanning worked better than paper lists. Analytics have proven useful. Borrowed phones useful – could consider old phones from club members (if they support the app etc). Will continue to borrow in 2027

The live steam rides were considered a success, although we only covered half the costs. It was felt that the public weren't aware and we didn't say enough on all ticket desks. The location was chosen due to space requested – but track was shorter than expected. We felt it might be worth looking at the Fitz tennis courts or other locations where the track could go for 2027.

Step stools – these were a success. 30 bought and 26 returned. Definitely worth doing again. Problems associated with the refunds via card need to be investigated how to do this and we'd want to reinstate the balance up to 30.

The family orientated layouts were well received and we felt that we should stick to the balance for 2027. We felt that we had too many layouts in the room at the end of the corridor, and James had to provide additional stewarding to try to manage numbers. For 2027, we will drop to 2 layouts in the room.

A few rooms had more fixed furniture or similar which reduced space available. We will need to further engage with the College and reduce the number of layouts in some rooms.

We considered whether to stop using either the ASC or the first floor in D-Block. If we dropped the ASC & use D1 – logistics easier, but could lead to D being full.

Raffle – Phil got good prizes, but we didn't have anyone actively able to sell the tickets on the Saturday. We feel that the raffle needs to be kept separate from the 2<sup>nd</sup> hand stall and ticket selling handled as a separate role for someone in the club and a separate volunteering role at the show.

2<sup>nd</sup> hand – ABRAIL not considered a good place for this to be sold. The traders are already covering the sale of second hand bits.

Treasure Trail – This was considered a good idea, but needed someone to actively push like was done with the Raffle.

## Financials

Trevor had circulated numbers showing a small loss of £150 which represents a massive shift from 2025.

Our footfall was down on 2025, similar to many other events and there were massive increases in fuel prices which didn't help either.

No signs that 2027 will be an easier financial situation. So we need to adjust the show to suit.

It was felt that we weren't helped by the weather and international events. UKMS going down shortly before the show wouldn't have helped, but perhaps not by much.

The need for the show to support itself and make a reasonable surplus was discussed.

Number of rooms required each year has increased – we need to keep this and other costs in mind.

Proposals have been made for reducing layout expenses, insurance, hotel and catering aiming to save £4500 from 2026. We felt we should also aim to increase the number of Trade stands.

The balance of traders vs layouts was discussed. Consider adding 3-4 more traders for 2027 – will that cause problems with the other traders we currently have? Trevor has leads for other traders that we could approach.

Trade stand fees - will increase about 10% from this year by increasing the cost per linear foot from £8 to £9. We discussed variable trader rates for different areas – but this was felt not to be the way forward, and we will stick with the simple pricing for 2027.

We discussed whether an additional big trader like AGR might cause problems – several smaller traders might be better and easier to accommodate.

There are areas we don't have – tools, DCC... but as it's felt that we don't get many modellers attending, there is concern that these wouldn't achieve the level of sales required.

Other possibilities considered including asking TTC etc who they would like to work with, or to sell exclusive rights to the likes of second hand sales etc.

For 2027

- Savings of ~£4500
- Additional £1500 income through additional traders and increased trader fees
- Aim for nearer 35 layouts
- Keep space we have

Space changes? Keep space we have, but move societies to first floor with layouts? Need to ensure that people continue to walk past.

Societies gain from coming, perhaps more than we gain from them attending. There is some additional cheap marketing from them attending and some sponsorship opportunities exist.

Need to consider the balance of layout scales etc and whether relevant societies would attend.