

# NEW MARKETS SOLUTIONS

Specialist Consultants to the Markets Industry

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## LUDLOW TOWN COUNCIL

Business Planning,  
Management &  
Infrastructure  
Procurement

*"Ludlow Market is a superb asset to our town, but it has many issues that need sorting out so that it can move forward in its development. New Markets Solutions provided us with a comprehensive and brilliant Business Plan that deals with all strategic, tactical and operational matters - including Action Planning and a Marketing Strategy. The Council has enthusiastically adopted the Business Plan - and has asked Chris New to support its implementation and advise us on the significant primary actions that will develop our market to face the future in a very positive manner."*

*Cllr Martin Taylor - Smith, Mayor of Ludlow, Cabinet Member - Shropshire Council*

*"New Markets Solutions provided us with a very comprehensive report, giving a clear vision and direction to our work on preserving and revitalising our market offering. Local stakeholders were impressed by the operational credibility and thoroughness of NMS and this has been vital to obtaining their support for the recommendations made."*

*Steve Jones, Head of Safer Communities*

## CONGLETON PARTNERSHIP

Replacement Market Analysis  
Development Direction

*"We needed expert advice from NMS at short notice. The resultant effort from Chris New was prompt, succinct and professional; he analysed the reasons for the decline of our markets, provided clarity and potential solutions - and has given a strong steer for our Council. The report outcome will underpin the direction our markets have to take so that they can have a better and more sustainable future."*

*Clive Bennett, Head of Business Services, East Staffordshire District Council.*

## EAST STAFFS B C

Markets Review/Forward Strategy

## HEREFORDSHIRE COUNCIL

Analysis and Direction  
Planning, Options and Implementation

*"Having high regard for the body of work carried out by New Markets Solutions, I engaged Chris New to carry out a developmental study for our open market and Victorian Buttermarket. The resulting report "Hereford City Markets - A New Direction" gives us exactly that, creating an ambitious programme that will regenerate our markets and support our traditional city centre in the face of increasing retail competition. Our senior figures and members are excited by the prospect! Brilliant!"* Jeff Owen, Markets Fairs and Street Trading Manager, Herefordshire Council.

*"I'm impressed with this report. A thorough job!"* Cllr C Mayson, Cabinet Member

*Many thanks for your report on our markets: "Denbighshire Markets - Past, Present and Potential" and its recommendations - and for all your help in this.*

*Jeremy Knibbs, Rural Business Action Manager, Denbighshire County Council*

## DENBIGHSHIRE CC

Analysis Options and Direction

## SOUTH KESTEVEN D C MARKETS

Planning & Review, Options Analysis

*This report by NMS/King Sturge "Susstaining South Kesteven Markets" addresses all our issues. It is very comprehensive and of high quality. Not just a good report, but fantastic!*

*Neil Cuttell, Service Manager, Economic Development, SKDC*

*"New Markets Solutions worked with King Sturge LLP, a Framework Partner of Darlington Council, on creating a Vision for Darlington's Markets. The result was a highly professional, thoroughly-detailed, well-researched and insightful report that has already proven its worth in giving us direction as to how to regenerate our markets. "*

*Bill Westland, Assistant Director, Darlington B C*

## DARLINGTON BOROUGH COUNCIL

Strategy and Vision

## NORTHAMPTON B C

Vision Planning  
Redevelopment Support  
Best Value Support  
Trader & Public Consultation

*The vision planning by NMS for Northampton Markets - "A Positive Future in a Changing World" - has been welcomed by the Council. Chris New's Vision for the future of the markets has been formally adopted and will potentially form the basis for a £4 Million redevelopment scheme that would be a "wow factor" for Northampton town centre."*

*Tim Turner, Head of Facilities Management*

## OSWESTRY TOWN COUNCIL

Markets Health Check Review  
Best Value Facilitation

*"The New Markets Solutions Health Check for Oswestry Markets fully assessed its present situation and its potential - giving very worthwhile recommendations for the future. Brilliant! That document has been pivotal in the Best Value Review"*

*David Preston, Town Clerk, Oswestry Town Council*

*"The markets business planning for Camden by New Markets Solutions was of high quality." Des Campbell, Chief Trading Standards Officer*

## LONDON BOROUGH OF CAMDEN

Market Business Planning

*"The Fitzwilliam Malton Estate decided to take in house the operation of the Malton Market following the market being run by a third party for many years. We needed a specialist consultant who could advise and support the Estate and take operational control of the market throughout our transition period which required significant changes to longstanding practices. NMS fulfilled our requirements throughout this management of change period, creating the circumstances that have set our market back on the road to a successful future."*  
Roddy Bushell, Agent

**FITZWILLIAM  
MALTON ESTATE**  
*Change Management*

**LUDLOW TOWN COUNCIL**  
*Market Health Check Review  
Infrastructure Advice  
Implementation Support*

*"Chris New brought to the table a depth of markets development expertise. He worked with us on a Market Health Check, which stimulated a project for a major refurbishment of our physical trading infrastructure and then played a key role in advising our chosen architect and in liaising with our stakeholders, including traders. We hope to continue working with Chris to develop the market as an enterprise."* Graeme Kidd, Chairman

*"The Health Check Review and Vision Planning by New Markets Solutions are important pieces of work in developing the necessary step changes for future successful delivery of markets services in Bristol."*  
Steve Morris, Principal Markets Officer, Bristol City Council

**BRISTOL CITY COUNCIL**  
*Markets Health Check Review  
Vision Planning*

**GLOUCESTER CITY  
COUNCIL** *Analysis,  
Direction & Options Planning*

*"Following Chris New's analysis report on Gloucester Eastgate Market -" Portico to Paradise or Gateway to Nowhere?" - NMS then provided us with a well-researched, well-analysed and comprehensive Three Options Report, giving clear and positive direction planning for the future of our market."*  
Nigel Kennedy, Head of Resources

*"I'm very happy with the marketing analysis and the comprehensive report...and grateful that you were able to carry the work out at short notice."*  
Simon Tattersfield, Director, Borough Market, Southwark

**BOROUGH MARKET, LONDON**  
*Consultation Analysis*

*"Chris New's knowledge and experience of the markets industry is huge. His professional expertise is self-evident in the quality of his report "Sheffield Castle Market - The Need for a Strong and Viable Future". The assistance and support of New Markets Solutions is invaluable."*

Graham Longden, President NMTF  
Sheffield Castle Market Branch

**NATIONAL  
MARKET  
TRADERS  
FEDERATION**  
*Stockport Market*

*Sheffield Castle Market Hall  
Sheffield The Moor Market*

*"In the New Markets Solutions consultancy report "Stockport Market: From Obscurity to Sustainability" Chris New encapsulated the traders' concerns and professionally set them into a national and local context so that they could be fully understood by Stockport councillors and chief officers."*

*Acting independently - and having major developmental experience and insight in markets - he then articulated the way forward by providing solutions to our problems, so that the Stockport Branch of the NMTF could lobby and work in partnership with the Council from a position of strength."*

Joe Harrison, President  
National Market Traders Federation

*"This NMS report - "The Real Alternative" - spells it out to the Council and to the traders how to create a quality market in the right trading position so that there is vitality and success for all stakeholders".*  
George Glover, Chair, Sheffield Moor NMTF

**KING STURGE LLP**  
*International Property and  
Town Centre  
Regeneration/  
Masterplanning  
Consultants*

*"King Sturge working with N M S on strategic markets and town centre issues at Darlington BC, Wansbeck BC and Copeland BC combines our expertise in urban regeneration/town centre master planning with the specialist markets development expertise of New Markets Solutions. King Sturge has a partnership working arrangement with NMS to carry out future work on allied developmental issues for local authorities and we are currently working together on a major markets review for a large Midlands local authority."*  
Paul Waiting, Associate Partner, King Sturge LLP

*"I confirm that my Clients were very pleased to receive your advice as to rental values and other matters in relation to their Market Hall. You prepared Expert Reports and gave evidence at the Arbitration Hearing and my Clients were most satisfied."*

John Fifield, Fifield Glyn, Commercial Property Consultants

**FIFIELD GLYN**  
*Commercial  
Property  
Consultants*

**WANSBECK  
DISTRICT  
COUNCIL**  
*Service Development*

*"The requirements of our study were multi-faceted, needing the application of a wide knowledge of the markets industry and both a strategic and tactical view as to how our issues could be taken forward. The report created by NMS/King Sturge, following in-depth analysis by them in close consultation with our regeneration team, provides strong direction and detailed action planning for Wansbeck."*

Karen Dent, Economic Regeneration Officer, Wansbeck District Council