

NABMA
the voice of markets

IN PARTNERSHIP WITH



Professionalising Markets

INCORPORATING

The Great British Market Awards 2017

The Council House, Birmingham

Thursday, 26th January, 2017

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Professionalising Markets



The work of NABMA provides a direction to the theme of our One Day Seminar for 2017 that builds on the Mission for Markets publication. That comprehensive assessment of markets and the future ahead challenged market operators to evaluate the way they are running their markets, to audit the skills available to them, and establish a vision for the future. Mission for Markets acknowledged that the role of the market officer has evolved. They are no longer the custodian of the market square regulating the exchanges between buyers and sellers. They are retail managers and place makers, actively shaping the market for the

benefit of the communities they serve. Market trading has evolved also. To be able to compete, businesses on traditional retail markets are becoming multi-channel retailers — selling through social websites, promoting through social media, wholesaling to the high street, and trading on more market-type events. A thriving community is epitomised by a thriving market. NABMA and the NMTF are challenging the sector to grasp the nettle. There is a need for increased cooperation and collaboration between market traders and operators to make their markets thrive. Only by working together can the industry move. Our One Day Seminar looks at what makes the successful market, manager and trader of the future. We share

good practice and discuss what are the resources needed to professionalise markets to make them attractive, competitive and sustainable into the future.

Councillor Chris Rosling Josephs
NABMA President

OUR VENUE - the Council House, Birmingham

Council House, Victoria Square, Birmingham B1 1BB

In the heart of Birmingham city centre, the Council House is a beautiful Grade II listed building, boasting some of the city's most talked about design. Since its opening, this venue has received and welcomed members of the Royal family, world leaders, media and film stars, people from the literary world and every type of business and organisation. The Banqueting Suite combines traditional Victorian elegance with flexible space, ideal for conferences, dinners, luncheons, weddings, launch events and much more.



Great British Market of the Year 2017

The one day event will include the awards ceremony for the Great British Market of the Year 2017. This NABMA promoted annual competition, in conjunction with our sponsor KPR Midlink Ltd, presents a range of different categories covering every market in the UK.



Wholesale, indoor, street, large and small, speciality, community, local council and best market attraction award winners will be announced. Also on line voting will decide the announcement for Britain's Favourite Market.

CONFERENCE OFFER
until 31st December

Are you a Member of NABMA, NMTF OR ATCM?

If you are then book before 31 December and your first delegate will be charged £120 and another colleague can attend for just £95. We also offer three delegate places for £270. (All fees are exclusive of VAT). Places are strictly limited so book early.



About Us

NABMA is the leading markets organisation in the UK. It has successfully promoted the interests of its members for nearly 100 years. Open to any public or private sector market operator it provides professional advice, networking and training opportunities and a voice in shaping the future of markets. NABMA is a member of the All Party Parliamentary Markets Group.

The **NMTF** is the leading trade body for the markets industry in the UK.

Representing about 30,000 market traders in Great Britain and Northern Ireland, the NMTF is a membership organisation providing unrivalled business insurance, political representation and retail training to market traders throughout the UK. The NMTF is a not-for-profit mutual trade association, run by market traders for market traders.

Draft Programme

Measuring Performance in Markets

Any business model relies on good information, policies, research and statistics. How does the Market Operator assemble and present the facts to make the important decisions?

How Do We Attract Qualified Young People into Markets?

A big question, but teenage markets and working with schools and colleges is bringing rewards evidenced by a pilot project in Kirklees. How does the industry move to the next stage and promote an academic qualification to retain and reward such interest and commitment from young people?

What are the Ingredients for a Successful Market?

We offer presentations from markets that have won recognition for their innovation, investment and partnership. How did it happen and what have been the rewards?

The Professional Market Manager

How does an operator ensure the management of their market is best equipped to deliver their business plan? What difference is the Diploma in Markets Administration making to the professionalising of the industry?

London Research

It is excellent to acknowledge the considerable research taking place in our industry. We will share the results of the recent GLA London Markets research project that will have important information for both London and markets around the country.

Inspiring Markets

The keynote presentation will be given by Ken Greig of the international architectural partnership, Greig and Stephenson, who will highlight some of the markets projects the team have been involved with, and how markets architecture can be an inspirational feature of the area they serve.

Primary Authority Partnership

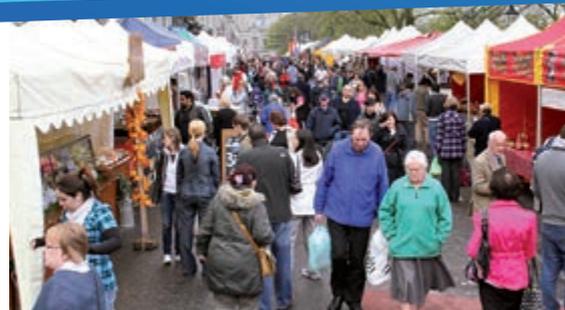
NMTF has established a legal partnership with Barnsley Metropolitan District Council to ensure consistent advice to traders on matters affecting market trading. We hear how this new arrangement will work and how it will raise the standards of markets.

Market Management – Past and Present

NABMA has worked with government looking at different management models. The Communities and Local Government Select Committee Report on Markets suggested that "it is good practice for any business to regularly review the effectiveness and efficiency of its operation". What have been the changes and what messages are coming back 12 months on from operators where change has been introduced?

Great British Market Awards 2017

Celebrate with NABMA the announcements of the KPR Midland Ltd sponsored awards for 2017.



The winner is ...

The seminar will also be used to announce the winners of the



Great British Market Awards 2017

Early interest in this seminar has been significant. Please return your booking form below as soon as possible to:

NABMA
The Guildhall
Oswestry
Shropshire SY11 1PZ

Numbers are strictly limited. To be certain of your place book today.

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Delegate booking form

Event: **Professionalising Markets - One Day Seminar**

Name of Authority/Organisation:

Address to which delegate information to be sent:

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Postcode: Telephone: Fax:

E-mail:

Delegate(s) Name(s) and Designation(s)

1.

2.

3.

£120 + VAT NABMA, NMTF & ATCM Members and then £95 + VAT for second delegate or £270 + VAT for three delegates if booked at the same time for bookings received before 31st December 2016. Only a limited number of reduced delegate fees will be made available.

£195 + VAT Non Members

£145 + VAT for all delegate bookings after 31st December 2016

Order No.

- Please pay full fee (or official order no. to be provided) at time of booking.
- Full fees will be forfeited upon cancellation within two weeks of event.

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