



**Looking for new market opportunities or would like to  
become your own boss?**

**WELCOME to Aylesbury & Winslow MARKETS**

**Pitches from only £14.30 for regulars**

### **Aylesbury market days**

**General market:** Wednesdays, Fridays and Saturdays

**Weekly Foodie Friday market**

### **Winslow market day**

**General market:** Wednesdays

Our markets have a reputation for being fair and friendly, with a long history of serving local people. The Aylesbury market is in the heart of the historic town on a key footfall route. It regularly hosts events and was proud to win awards in 2012, 2016 and 2017 from the National Association of British Market Authorities. Winslow is a small ancient market town of immense charm and character and the market is located in its heart.

## **OUR VISION**

Aylesbury market is proud to be financially sustainable and continues to be known as a national leader in delivering innovative solutions in managing the market.

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The market respects its historical heritage  
*whilst embracing a modern, lively and social environment.*

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Market traders are knowledgeable and helpful offering a range of unique and traditional products.

**PLEASE NOTE THAT WE DO NOT WELCOME ANY GOODS WHICH IMPLY  
THEY SUPPORT THE SALE OF DRUGS, ALCOHOL, WEAPONS OR SMOKING**

## **How to start trading**

You would like to be your own boss, and trade in Aylesbury and/or Winslow Market? We would love you to succeed. So, if you are not already familiar with them, why not give these suggestions some thought?

## **Plan to sell the right goods**

Key to your success. What is already on sale? Take a good look in the market(s) and in the shops nearby. What can you bring to 'fill a gap' for the people who go there? It might be on our 'Wanted' list (see our Welcome sheet). Judge carefully what to stock, and how to sell it so your customers will happily keep coming back.

## **Plan your cash flow and Value Added Tax (VAT)**

Her Majesty's Revenue & Customs (HMRC) closely watches VAT, and wise traders do, too. See HMRC's 'Getting started with VAT' leaflet or go online at [www.hmrc.gov.uk/vat/start/](http://www.hmrc.gov.uk/vat/start/).

Will your annual sales total under £85,000 (the 2019/20 threshold)? Then you do not need to register for VAT with HMRC. With sales of £85,000 per year or more, you must register.

If your prices include VAT, you have to manage your cash flow so you can pay HMRC on time.

## **Get Public Liability and Product Liability insurances**

They could save you from a major loss, or worse. Something may go seriously wrong or an accident may happen in your dealings with the public. In order to trade with us you are required to have a minimum of £5 million Public Liability insurance. To get the right insurance cover (when you know what you will be selling) you could approach:

- a commercial insurance broker
- your present home or car insurance company; or
- National Market Traders Federation (NMTF)  
Hampton House, Hawshaw Lane  
Hoyland  
BARNSELY  
S74 0HA

Tel: 01226 749021 Email: [genoffice@nmtf.co.uk](mailto:genoffice@nmtf.co.uk) Web site: [www.nmtf.co.uk](http://www.nmtf.co.uk)

## **Register yourself as self-employed with HMRC**

It's the law, of course. You will need to pay National Insurance Contributions from the start. Also keep accounts so, later your first year's trading, you can give HMRC an annual tax return.

## **IF SELLING FOOD YOU MUST:**

### **Register with Environmental Health**

You will need to comply with UK laws on food hygiene. If you are in any doubt, please contact your local Environmental Health Department.

At least 28 days before you start to trade in food, you are required by law to register with the local authority's Environmental Health Department where your stall will usually be pitched. Your food preparation, transportation and storage facilities will then be checked.

Before you start, you will also need to have the right hygiene training for the food you produce and/or sell. If you have no food hygiene training certificate or were trained a long time ago, please phone the Environmental Health Department on 01296 585858.

**Follow Government guidance: [www.food.gov.uk/business-industry/food-hygiene](http://www.food.gov.uk/business-industry/food-hygiene)**

### **Keep safe**

Any portable electrical appliances that you use on the market must be Portable Appliance Tested (“given a PAT test”). It isn’t very costly and you will know your equipment is safe. Please note you will be asked to provide the certificate to us. If you are using gas a current Gas Safe certificate must be provided.

### **Protect and build your reputation**

The Trade Descriptions Act 1968 makes it a crime to describe goods incorrectly or sell counterfeit goods. But compliance is fairly straightforward and helps protect your reputation.

Of course, you must comply with the Sale of Goods Act 1979. This law obliges you to put things right when a customer returns an item that is faulty or not fit for the purpose for which it was sold. Remember it is your customer who chooses how you put things right – by credit note, exchange of goods, or a full cash refund.

Customers will sometimes bring goods back that they do not want or may not fit. You have no obligation to solve their problem. But, if you do, it may help you gain a reputation for being a generous and fair trader and this in turn could increase your sales.

If you are thinking of special pricing deals like ‘free offers’, you should consider how to conform to the Consumer Protection Act 1987.

All prices must be clearly displayed.

### **What you need to provide**

You will need to provide your own gazebo, sides and weights along with any tables and chairs, please ensure they are easily portable and stable.