

## Western International Market; Sunday Market;

### Invitation to submit a bid for operation of the Sunday Market; December 2022.

#### 1.0 Introduction;

The London Borough of Hounslow holds a substantial portfolio of property for non-operational purposes comprising retail, office, warehouse, industrial premises, and income producing assets such as marinas and mineral rights.

One of the principal asset groups within the Investment Portfolio is The Western International Market (WIM) complex (1 below) .



Western International Market was built in 2008 and operates as a wholesale fruit and vegetable market covering an operational area of approximately 26 acres. Located adjacent to the M4 motorway and close to London Heathrow Airport it comprises two main buildings – Produce Hall no.1 (circa 82,000 square feet) and Produce Hall no.2 (circa 32,000 square feet).

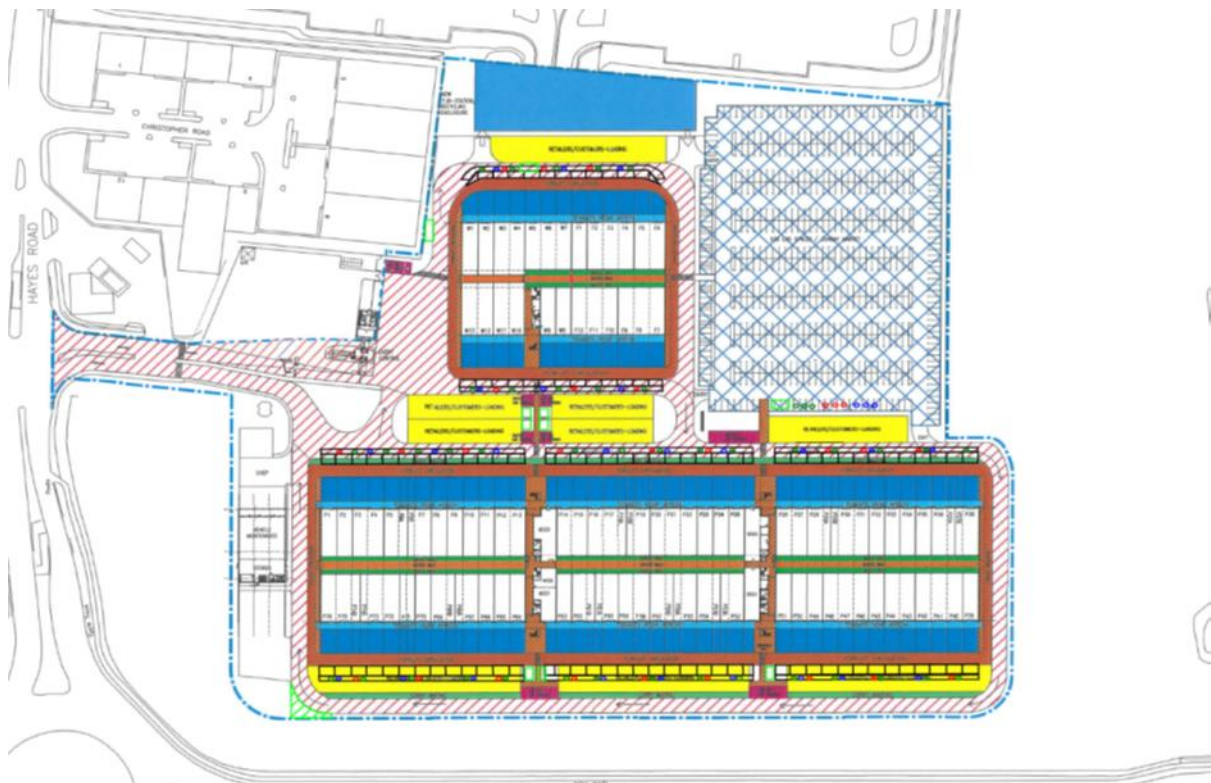
Western International Market (WIM) is one of the main suppliers of wholesale fruit and vegetables within the south of England and has over 75 individual trading units and supplies food produce to a wide body of wholesalers and supermarkets.

The market is open for 24-hour trading other than Sundays when the car park is used for a public market attracting a large number of visitors both on foot and in vehicles.

## 2.0 Western International Market; Sunday Market

The Western International Sunday Market is now a well-established and mature fixture within the market sphere with a reliable and loyal customer base.

Situated primarily on the area hatched in Blue on the plan below with access to associated parking across the remainder of the site (subject to maintaining through routes) the current operation offers 200-220 stalls and trades from 08.00 am through to 03.30 pm throughout the year.



Interest is now invited from operators prepared to take a new 5-year lease (outside the act) on the site to operate the market facility. Please note that the Sunday Market is a stand-alone operation which operates entirely separately from the WIM Fruit and Vegetable wholesale operation .

### **3.0 Timetable;**

Interested parties are asked to register their intention to submit a proposal for the new lease on or before Friday the 14 January 2023 providing the following basic information only please. We advise interested parties to submit the registration details as soon possible;

**1.Name of Bidding Company/Organisation.**

**2.Address**

**3.Trading Name if different from Company Name**

**4.One page resume only of current operation.**

All interested parties will subsequently be invited to submit proposals for a new lease on the basic terms as set out in the section below on the following timescale;

**a. 21/01/2023; Issue lease details and background packs.**

**b.24/01/2023 to 27/01/2023; Meetings and questions/site inspections.**

**c.09 /02/2023 ; Submission of offers**

**f.14 /2/2023; Interviews if required.**

Please note that the timetable may vary and is indicative only. All interested parties who have registered prior to the 14 January 2023 will be informed of any changes individually.

Please note that all offers should be submitted on the basis of subject to contract. Both the London Borough of Hounslow and WIMTA reserve the right not to accept any proposal should they deem it appropriate to do so. All bidders must submit proposals at their own cost.

## 4.0 Proposed Licence Terms;

We are keen to modernise the operation of the Sunday Market to bring the operation up to date and therefore interest is invited on the basis of proposals from occupiers who are encouraged to offer new innovations and working approaches based on the following criteria;

- 1. A new lease for an initial period of 5 years with an option to extend for a further 5-year term. The rental fee will include the market offices and storage compound.*
- 2. Either a monthly or annual rental fee plus vat if applicable. Bidders are invited to suggest a rental on either a fixed basis throughout the term or propose a mechanism for increases during the term.*
- 3. The lease will grant the operator the exclusive right to operate the WIM Sunday Market, which trades on Sundays only.*
- 4. The landlord is the London Borough of Hounslow in association with the Western International Market Traders Association (WIMTA).*
- 5. The use of the site will be restricted to a Sunday Market only. Stalls and their operators will be required to comply at all times with the relevant legislation including the requirements of The London Borough of Hounslow's trading standards team.*
- 6. The lease will be exclusive to the chosen operator/s and will be incapable of assignment or transfer to any third party without the approval of the parties under (4) above which may be withheld unreasonably or otherwise.*
- 7. The Market will not be subject to any additional service charge and is required to bear full responsibility for setting up and breaking down the facility alongside and cleaning and wastes arising directly from its operation. (save for refuse; see section below).*
- 8. The landlord will however specifically reserve the right to render charges for any additional cleaning/repairs/costs arising from the Sunday Market operation in the event that the operator does not meet its full responsibilities under the licence itself.*
- 9. It is currently assumed that the new occupier will take over operation of the market on the 1<sup>st</sup> of May 2023.*
- 10. Any additional costs arising from the Sunday Market operation, including but not limited to, Business Rates etc will be the sole responsibility of the licensee.*
- 11. The legal costs of the landlord in preparing issuing and agreeing the licence will be the responsibility of the incoming licensee.*

## 5.0 Additional Matters;

Whilst bidders are invited to suggest any innovations to their proposals which they believe will assist the operation of the Sunday Market equally interested parties should note the following;

- 1) The Lessee will be required to provide porta loos during operation of the market and the site facilities will not be available. Bidders should ensure that they are removed by 6pm that evening.
- 2) The Lessee will be responsible for cost of the removal of their own waste i.e., 10 x 1100-euro bins
- 3) The Lessee must ensure all items are removed from the car park once the Sunday market has completed trading.
- 4) All traffic management both on site and within the front entrance road will be the responsibility of the occupier.
- 5) Any material thrown/disposed/left on either the WIM site or adjoining sites will be removed and disposed of at the cost of the operator.
- 6) The WIM skeleton Security team working for LBH will be on site but all security issues relating to the Sunday Market are the responsibility of the occupier. Further details will be supplied in the packs issued on the 21/01/2023.