



**GREENE KING**  
PUB PARTNERS

# KING DEALS

Saving you money on day-to-day essentials



USING THE SCALE OF OUR  
RETAIL ESTATE TO PASS ON  
SAVINGS TO OUR LICENSEES





**KING  
DEALS**

## **WELCOME TO YOUR 2018 EDITION OF KING DEALS**

As part of the Pub Partners suite of toolkit services, King Deals uses the scale of our retail estate to pass on savings to you, our licensees.

Our buying team have worked with key suppliers to secure deals on day-to-day essentials such as staff clothing, services and utilities to set up discounts, special rates and offers making sure you have access to a range of competitive deals.

### **HOW DO YOU GET ACCESS TO THE DEALS?**

Contact the suppliers directly by following the next steps listed after each deal and let the supplier know you are calling from a Greene King pub.

### **THEY CAN'T BE BEATEN**

Our licensees have told us that they haven't been able to secure deals as competitive as those arranged through King Deals. Our buying teams will continue working with our suppliers to secure more deals which we will update you with twice a year.

### **SUMMARY OF DEALS**

- Energy Costs – Nationwide
- Waste and Recycling – SWR
- Pest Protection – Pestokill
- Staff Clothing – Pub Clothing Company
- Payments Processing – Worldpay
- Insurance – Pro Publican
- Utilities – PHS
- Calor
- IG group
- Nurture
- Woodberry
- Majisign
- GKPP subscription models
  - Digital
  - Food
  - Sport



## REDUCING ENERGY COSTS AND CONSUMPTION

Nationwide Energy provides competitive electricity, gas and water quotations from a great range of suppliers. There are a number of ways that we support you as a Greene King tenant:

- Competitive quotations for your gas, electricity and water.
- Free Energy Survey to help understand areas of saving energy and money.
- Continuing support from our field and office teams.

As licensed trade and hospitality industry specialists, we understand the challenges of your business. The suppliers we work with provide very competitive services and great customer service.

We meet you, the customer, face-to-face at your business to understand your plans and aspirations and to look at how we can best support you in managing your utilities throughout your business journey. Not only do we visit you on the day, but our staff remain available to support you throughout the period on supply.



NEXT  
STEP

Call Nationwide Energy on:  
**02476 328995**

Please remember to quote 'Greene King Pub Partners'



## SAVE ON WASTE AND RECYCLING SERVICES

SWRnewstar is the waste management partner for Greene King retail estates. Our services are extended to Pub Partners pubs and offer the opportunity to significantly reduce waste bills.

- Free of charge, no obligation waste review over the phone to identify cost saving opportunities
- Discounted prices for Pub Partners pubs
- Simplified contract with one point of contact
- SWRnewstar's excellent customer service



NEXT  
STEP

Call SWRnewstar on:  
**0800 038 0300**  
or email:  
[sales@swrnewstar.co.uk](mailto:sales@swrnewstar.co.uk)

Please remember to quote 'Greene King Pub Partners'

## ANNUAL PEST PREVENTION WITH FREE CALL OUTS



FROM £42.00 PER QUARTER  
28% DISCOUNT FROM  
STANDARD RATES



Annual planned protection against pest and vermin

- Cover against rats, mice, garden ants and cockroaches
- Free unlimited call out visits
- Detailed pest reporting to satisfy EHO
- Comprehensive pest record manual
- Other pest related services heavily discounted: fly units, bird control, wasp control, field biologist inspections
- Delivered by local qualified technicians

NEXT STEP

Our Help Desk will arrange a visit free of charge to survey your premises and these discounted rates can be applied.

Call Pestokill on:  
**08700 660 999**

Please remember to quote 'Greene King Pub Partners'

Service always delivered by 'Local Service Teams'



## SAVE ON YOUR PUB CLOTHING

**6 SETS OF KITCHEN WHITES FOR £99.00**  
**DOUBLE UP FOR £177.00**

This includes 6 chef jackets, 6 chef trousers and 6 chef waist aprons

**12 BLACK SHIRTS OR BLOUSES FOR £99.00**  
**DOUBLE UP FOR £190.80**

This includes the 12 shirts/blouses, which will then be embroidered with the pubs name

**12 POLO SHIRTS FOR £75.00**  
**DOUBLE UP FOR £140.00**

This includes the 12 polo shirts, which will then be embroidered with the pub's name

- Bespoke service and advice for your business
- Promotional point of sale material with support across new product lines



NEXT STEP

Call Pub Clothing Company on:  
**01283 548234**

Email:  
**orders@pubclothingcompany.com**  
Alternatively, visit our website:  
**www.pubclothingcompany.com/195-pubpartners**

Please remember to quote 'Greene King Pub Partners'



## SAVE ON SUPPLIES

Don't forget The Pub Partners Food and Supplies Service also stocks all the things you need to run your pub – at prices you can't get on the open market.

The Pub Partners Food and Supplies Service has been designed to help you manage your food offer more effectively.

### FULL MENU SERVICE

- Available in Value, Mainstream and Premium
  - Two menu cycles per year, plus Christmas menus
  - Supporting POS, such as posters and corex boards included for Key Dates (Valentine's Day, Mother's Day, Father's Day and Easter)
  - Ongoing training support with every menu change
  - Free dish specification cards and allergen information pack
  - Free food delivery and recyclable waste pick up
- From £1,200 initial payment (for crockery and 2 days onsite training). From £17 per week marketing fee which includes the menus, supporting POS.

### CREATE YOUR OWN

- Choose from Greene King's huge range of dishes, our dishes come with full specifications and allergy information too - all you have to do is cook it and sell it!
- Free design of menus personalised to your site, all that is chargeable is the printing cost
- Wide range of point of sale available on GoCreate via pubpartners.net
- Free recyclable waste pick up

### SUPPLY ONLY

- Use your own menu and we'll supply the food – pick and choose the items that you want to buy from us all at fixed prices – we use our buying power to pass on great savings on food, consumables, crisps and snacks and much more
- Free Waste recycling – we will take away your recyclable waste for free, every time you have a delivery



### HUNDREDS OF ADDITIONAL EXTRAS

- Crisps, snacks and nuts
- Serving dishes, jars and bowls
- Mops, dish cloths, cutlery, crockery
- Stationery, ink cartridges, pens etc
- Seasonal Items (Christmas crackers, BBQ charcoal, tea lights etc)



NEXT STEP

Talk to your BDM to decide which option is right for you and your pub. You can also get more information and a full price list by emailing [PubPartnersFood@GreeneKing.co.uk](mailto:PubPartnersFood@GreeneKing.co.uk)

WHAT'S THE DEAL

SAVE ON SUPPLIES

# THE COMPLETE SPORTS SOLUTION

Sports Club will provide everything you need to manage sport in your pub. For one simple monthly payment, you can benefit from **over £1,100 worth** of support and know that you have every match covered...

## YOUR CHOICE OF SUPPLIER POS

Choose either **Carlsberg** or **Carling** Premier League football kits covering every major UK football match, including posters, point of sale, brand promotions and other major sporting events.

**Carling** level 2 and 3 support is also available, featuring HD TVs and additional point of sale for key matches.



WORTH £500

## TOURNAMENT KITS FOR MAJOR EVENTS

You will receive **four tournament support kits** for major sporting events throughout the season. The kits include marketing and promotions support for inside, outside and online as well as an 'activation guide' which will provide a step-by-step plan on how to manage the campaign.

This season, we will be providing kits for: the Autumn Internationals, boxing, RBS 6 Nations and Rugby World Cup 2019.



WORTH £400

## MATCHPOINT ANNUAL MEMBERSHIP

Your pub will be advertised to 1.6 million sports fans on the MatchPint app and website. You can also opt-in to promotions that will attract further customers.



WORTH £200

## DIGITAL SUPPORT

You'll receive **weekly emails** covering forthcoming football, rugby and other sports fixtures.

Digital images are also provided for all televised fixtures to keep your website and social media platforms up to date.



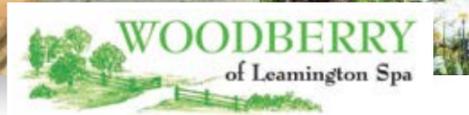
NEXT STEP

To register for Sports Club, email: [remi@matchpint.co.uk](mailto:remi@matchpint.co.uk)

\*Worth\* prices quoted are estimates only. POS kits may differ from samples shown. A monthly fee of £15 will be charged to your Trade Account. Membership is for a minimum of 12 months after which cancellation of the Sports Club service requires 30 days' notice by email to the above address. Promotor: Greene King Pub Partners.



KING DEALS



## MAXIMISE THE RETURN FROM YOUR GARDEN OR PATIO

Woodberry manufacture and supply a vast range of quality, commercial outdoor furniture which is ideal for busy pubs. They are guaranteed to endure your high pressure periods. Most of our furniture is hand-crafted at the family-run business in Leamington Spa. We are proud to offer Greene King tenants the exclusive deals below throughout 2018.

As Greene King tenants, you qualify for 12% DISCOUNT on any of Woodberry's products including our new ranges such as our Hex Family Set which has been designed in a real-life pub environment!



**5x Value A-Frames for £375 + VAT**  
Life expectancy 2 years  
Flat-packed delivery



**3x 2m A-Frames + Bin for £545 + VAT**  
Guaranteed for 5 years  
Flat-packed delivery



**2x Square Poseur Sets for £1082 + VAT**  
Guaranteed for 5 years  
Fully-assembled delivery



**4x Hex Family Sets for £2446 + VAT**  
Guaranteed for 5 years  
Fully-assembled delivery



**2x Circular 6s + Parasols + Bases for £792 + VAT**  
Parasols available in black, cream, navy, green and terracotta.  
Flat-packed delivery

**NEXT STEP**

Find out more about how to maximise return from your garden investment from asking for a free outside space appraisal by one of our experts.

**T. 0800 6888 983**  
**E. mail@woodberryofleamingtonspa.com**

Please remember to quote 'Greene King Pub Partners'  
This discount cannot be used in conjunction with other offers

WHAT'S THE DEAL

## MAXIMISE THE RETURN FROM YOUR GARDEN OR PATIO

## WEBSITE DESIGN AND MANAGEMENT



An effective website drives people to your pub and generates more sales. 80% of customers search online before they choose where to spend their money – so a professional, up-to-date website design to promote your business is essential.

Pub Partners is working in partnership with Retail Impact Solutions to provide a full website building and updating service so you never need to worry about falling behind your competitors. The company is experienced in flexible digital marketing campaigns and understands what it takes to market your business online.



**BUSINESS BUILDER: £325 (RRP £595)\***  
Great for wet-led, community and sport pubs, the service includes:

- Discounted cost of £325 paid over 10 weeks
- £22.50 monthly fee for hosting, updates, management and security
- One site visit for photography
- All payments are made through Greene King Pub Partners

**PREMIUM BUILDER: £525 (RRP £795)\***  
Great for upmarket food-led pubs and those with accommodation:

- Discounted cost of £525 paid over 10 weeks
- £27.50 monthly fee for hosting, updates, management and security
- One site visit for photography
- All payments are made through Greene King Pub Partners

### Need help with your Facebook Page or social media campaigns?

RIS can provide training, support and implementation packages to manage your Facebook and social media.

### RIS SUPPORTED PLUGINS

RIS websites are designed to link with plugin services shown in this guide.

Gain more online room bookings through hundreds of websites and manage them all in one place.

Online table booking service for reservation management, guest recognition, and email marketing.

Store your database and use tools to send and manage digital customer communications.

Make sure customers never miss a moment of sporting action by helping them find the nearest sports pub.

### FREE SOCIAL MEDIA IMAGE LIBRARY

Log in to [www.PubPartners.net](http://www.PubPartners.net) and go to > Admin & Downloads > Social Media Resources to find a huge library of free images you can use for your social media. You can even upload direct to Facebook from the site!



From Key Dates to Sport, you'll find images that will suit every message you want to post. There's even a section for Guest Ales that contains up-to-date pump clips so you can tell customers what you have available this month!



ONE CLICK UPLOAD TO FACEBOOK

**NEXT STEP**

To find out more, contact: [PPMarketing@GreeneKing.co.uk](mailto:PPMarketing@GreeneKing.co.uk)

If you decide to go ahead, you will receive an introductory call to arrange a meeting at your pub to discuss your website, branding and details. Your website will then be designed and set up, for you to start using.

\* Website creation does not include a logo for your pub, menu or copywriting. Plugin services shown above are supported free of charge. To integrate other plugin services into your website there is a set up fee of £50. For new websites, domain name registration and hosting are included. Pubs with an existing website will be required to transfer the domain name administration and hosting to Retail Impact Solutions. Domain transfers may be chargeable. Monthly fee of £22.50/£27.50 respectively is payable from the first month and thereafter. All payments are made through Greene King Pub Partners.



## SAVE ON HOSPITALITY CONSUMABLES

IG Group is one of the UK's largest independent distributors of non-food consumables to the hospitality sector offering a one stop shop of products including: glassware, barware, tableware, cutlery, crockery, paper, chemicals and cleaning products.

We stock major brands including: Artis, Churchill, SCA, Baywest, Kimberly Clarke, PandG, Selden/Jeyes, Diversey, Ecolab and SYR Clean.

We are 100% customer driven and an approved Greene King supplier.

- Receive 15% off our product list prices.
- PLUS free delivery on orders over £50!

National delivery with next day delivery available.

Having over 35 years of experience, we welcome the opportunity to be your partner of choice.



NEXT STEP

Ordering is easy and available via telephone, email or online. Create an account with us now to receive special pricing!

Tel: 0844 620 2000  
Email: [gkpubpartners@ig-groupuk.com](mailto:gkpubpartners@ig-groupuk.com)  
Online: [www.ig-groupuk.com](http://www.ig-groupuk.com)

Please remember to quote 'Greene King Pub Partners'

WHAT'S THE DEAL

**SAVE ON HOSPITALITY CONSUMABLES**



## SAVE 25% ON FRESH FLOWERS AND PLANTS

A regular supply of fresh flowers and plants brightens and lifts any environment.

At Nurture we provide a full plant display service, ranging from the planting of exterior window boxes and troughs to hanging baskets.

As an award winning national horticultural business, we are firm believers of enhancing asset value and enriching the environment.

We ensure every plant or display is appropriate for your location and we will keep it looking perfect via an ongoing maintenance programme.

Using a combination of home grown and ethically sourced plants, Nurture can create an array of designs, from classic simplicity to opulence and elegance tailored to your specific environment.

We offer a full planning and design service and will be happy to discuss any specific requirements.



NEXT STEP

To find out more about what Nurture can offer please contact:

Tel: 01254 886126

[www.nurturelandscapes.co.uk](http://www.nurturelandscapes.co.uk)

Please remember to quote 'Greene King Pub Partners'

WHAT'S THE DEAL

**SAVE 25% ON FRESH FLOWERS AND PLANTS**



**GROW YOUR BUSINESS WITH THE UK'S NO.1 PAYMENTS PROCESSOR AND GREENE KING'S PREFERRED PAYMENTS PARTNER**



**NEXT STEP**

Restricted to Greene King Pub Partners and Belhaven tenanted and leased sites.

Please apply using the simple online registration form, including your Greene King house reference code in the notes field.

<https://business.worldpay.com/partner/greene-king-pub-partners>

You will then be contacted promptly by a Worldpay sales representative. Alternatively please call our Sales team direct on 0808 253 2356 quoting reference 'TA201'

Join the Contactless Revolution with Worldpay, the payments partner that help you sell more.

- Worldpay are the UK's No.1 payments services provider – helping pubs, bars and restaurants grow sales and simplify operations
- Save money with preferential rates as Greene King's preferred payments partner
- The latest payment technology to help you increase sales: contactless, Apple Pay, Android Pay and mobile payment devices
- 3 months free PED rental to new Worldpay customers for the 1st terminal (static or Bluetooth) rental
- 12 months free membership to the Worldpay Benefits Club where you can save up to £8,000 per year across hundreds of benefits
- Manage all your card payments in one simple portal with My Business Dashboard
- Support when you need it most, with 24/7 UK help desk open all year round. Plus next day terminal replacement as standard.
- Grow your business with Worldpay Business Finance - simple, fast cash advances against your card payments.

WHAT'S THE DEAL

**GROW YOUR BUSINESS WITH THE UK'S NO.1 PAYMENTS PROCESSOR**



**FREE RISK MANAGEMENT PACK INCLUDING ACCIDENT BOOK AND FREE RESOURCES WITH EVERY POLICY**

We believe in a risk management lead approach, which means advising you throughout the year of ways you can keep the risk of claiming low. We understand the importance of talking to the right person with the knowledge and experience to help you manage your risks and get you the best cover available, which is why our team of experts are available to talk you through any enquiries.



Recommended broker to Greene King we offer:

- Specialist insurance packages designed for the licensed trade
- UK "A" rated insurers
- Professional, honest and open advice
- "Quick Quotes" for fast response underwriting to allow immediate cover
- No claims discounts applied
- Discounted direct debit monthly payment plans

Packages can include:

- Domestic contents with 'away from home' cover, including specified items (jewellery, cameras etc.)
- Fixtures and fittings
- Stock (including frozen food)
- Fixed glass
- Cash on premises
- Loss of gross profit covered for up to 3 years.
- Electronic business equipment cover including CCTV systems
- Children's play areas

**NEXT STEP**

Please call our direct sales line advising you are a Greene King Licensee on 01322 424 555 or email us at: [service@propublican.co.uk](mailto:service@propublican.co.uk) and we will contact you

WHAT'S THE DEAL

**FREE RISK MANAGEMENT PACK INCLUDING ACCIDENT BOOK AND FREE RESOURCES WITH EVERY POLICY**





## MAXIMISE YOUR ENERGY SAVINGS!

PHS has a range of innovative energy saving products which can help you save energy and reduce costs.

### Maximise your water savings

Using innovative, patented technology, the Flow-Saver® urinal water management system ensures the perfect balance between hygiene and cost.

The system can save up to 96% of water when compared to an uncontrolled cistern and up to 30% against an “unintelligent” system\* - as well as giving customers maximum water, you can save money without compromising on hygiene levels.

### Save your energy

The Airforce® is the market leading low energy dryer. It has a high speed motor which uses a very low power output of just 1.1kW.

The hand dryer uses approximately 67% less energy than a traditional hand dryer. Make genuine savings by running low costs with the Airforce® hand dryer!

\*Dependent upon urinal use.



NEXT STEP

To find out more about our energy and water saving products and speak to one of our experts, contact us on:

**T. 02920 809550**

**E. [nationalaccounts@phs.co.uk](mailto:nationalaccounts@phs.co.uk)**

Please remember to quote 'Greene King Pub Partners'



## HASSLE FREE ENERGY PEACE OF MIND

If you're still using oil for your heating, cooking or hot water, now's the time to consider Calor LPG – the cleaner, greener and more efficient alternative. Switching to Calor gas is quicker and easier than you might think so you could soon be enjoying all the benefits of gas, even if you're not on the mains supply.

Here are some of the reasons to consider Calor:

- **Competitive energy costs** – an LPG boiler is cheaper, needs less maintenance and is also more efficient than an oil boiler
- **One-stop solution** for reliable hot water, cosy real flame fires and a controllable flame to help you turnaround quick, tasty meals for your customers.
- **There when you need it** – your Calor tank will automatically tell us before you need a fuel top-up, giving you one less thing to think about.
- **Minimal downtime when switching** from another supplier, avoiding disruption to your business.
- **Peace of mind** as theft from a gas tank is virtually impossible.
- **Hassle-free** as Calor takes care of all ongoing maintenance and insurance of the LPG tank.
- **Keeps you compliant** with ever-increasing environmental legislation - Calor gas has the lowest carbon emissions of all fossil fuels with 20% less CO<sub>2</sub> per kWh than heating oil.
- **Local support** from our nationwide network of customer operation centres wherever you're based.

NEXT STEP

Calor is the leading supplier of LPG to the hospitality industry, trusted to support businesses like yours for over 80 years. To discuss switching to Calor, talk to one of our experts on **0800 121 4580** or email [contactcalor@calor.co.uk](mailto:contactcalor@calor.co.uk) and we will be in touch.

[www.calor.co.uk/business/](http://www.calor.co.uk/business/)

Please remember to quote 'Greene King Pub Partners'





## DISCOUNTED A-BOARD PACK SPECIFICALLY FOR GREENE KING LICENSEES

Take advantage of MAJIsign's exclusive offer:

- 1 X A1 Standard Plus A-Board with Printed Headers - £115.00 \*RRP\*
- 1 X Premium Slatted Board with printed header - £76.50 \*RRP\*
- 5 X A4 Table Talkers - £28.00 \*RRP\*
- 2 X Small White Pens - £3.50 \*RRP\*

RRP of bundle exceeds £223 (excluding delivery and VAT)

Available exclusively, delivered to Greene King licensees for only £165.00 ex VAT.

As well as saving 25% off the normal retail price, we will deliver it to you for FREE!



**£165**  
RRP OVER £220!



Please call our direct sales line advising you are a Greene King Licensee on:

**T. 0800 783 5887**

Alternatively, email us at [sales@majisign.co.uk](mailto:sales@majisign.co.uk) and we will contact you.

Please remember to quote 'Greene King Pub Partners'



## YOUR ONLINE GATEWAY WWW.PUBPARTNERS.NET

PubPartners.net will give you access to all our online services. When you set up your agreement, you will have been supplied with access details. If you haven't used the service, or have recently changed your agreement, you can use the **Request a Username and Password** purple link at the bottom of the login page. This will reset your account and send details to the master email address we have for your business.

Take some time to explore the site in full. There are useful downloads throughout the site that cover **Health & Safety** and information that will save you time and mean that your pub stays legal. You will also find a guide to Pub Partners' **Training Service** with details of free and paid-for courses available to you and your team.

### ONLINE ORDERING

In the **Ordering & Billing** tab, you have direct access to your linked online ordering account (there's also a direct link from the Home Page). This will automatically log you in to online ordering.

Pubs who have signed up to the Pub Partners Food & Supplies Service will also find a link to order their food from this section.

The service is **open 24/7** – much more convenient than having to order by phone during office hours. You can browse categories to view the product range available to you and save your regular orders to simply re-order items you have purchased before, this will save you time and help you manage your weekly order. We're always working hard to improve online ordering for you, so look out for changes every time you use the service.



You can access everything you need to run your business from **www.PubPartners.net**



# GREENE KING

PUB PARTNERS

Greene King Pub Partners, Abott House, Westgate Brewery, Bury St Edmunds, Suffolk IP33 1QT.  
01284 763222 [www.PubPartners.net](http://www.PubPartners.net)