

17 February 2014

Elizabeth Woodeson CBE  
Director of Health and Wellbeing  
Department of Health  
Wellington House  
133-155 Waterloo Road  
London SE1 8UG

Dear Liz

**ACS' Commercial Relationship with Tobacco Manufacturing Organisations**

Given our continued engagement with you and your colleagues on matters relation to tobacco control policy, and our commitment to maintaining an open and honest dialogue, I felt it would be useful to again set out clearly the commercial relationship between our organisation and tobacco manufacturers.

Please consider this letter to be an update on the position as set out to you on 31 January 2013, and in our letters to Stephen Williams MP, Chairman of the All Party Parliamentary Group on Smoking and Health, sent in February 2012 and 2011. Those letters remain available on our website and I intend to publish this letter as well.

- ACS has a Premier Club commercial offer open to suppliers to our sector. We currently have 42 suppliers that take advantage of our Premier Club commercial package, 4 of which are tobacco manufacturers, for which fees are £24,250 (2014 rate). Specifically, these are Imperial Tobacco Limited, Japan Tobacco International, British American Tobacco and Phillip Morris International. It may be of interest to know that given around 20% of sales in the convenience sector are from tobacco; our representation of tobacco manufacturers in Premier Club is less than 10% - a significant under representation.
- Premier Club suppliers receive a package of networking opportunities, information about our industry sector, and one page of advertising per annum in our newsletter; it explicitly does not entitle them to decision making authority over ACS policy positions. These policy decisions are overseen by the ACS Government Relations and Campaigns Committee and, ultimately, the ACS Management Board. Full member details of these committees are available on the ACS website.
- We receive no funding or financial support from any tobacco manufacturer or the Tobacco Manufacturers Association (TMA) for our campaigning or Government relations work.

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- For completeness, several e-cigarette companies have also subscribed to our commercial packages, including Nicoventures (Premier Club) and LiteJoy and NJoy (Club). The current fee for Club membership is £5,300.
- Supplier organisations can sponsor ACS events and this is an opportunity that has been taken by the tobacco manufacturers.
  - JTI have in the past few years sponsored our Forecourt Seminar – an event to discuss issues related to convenience retailing on the forecourt – at a cost of £10,000 for each event.
- ACS' Annual Conference is produced in partnership with the National Convenience Show. ACS receives a guaranteed income from the organisers of this show, William Reed Business Media (WRBM). WRBM are responsible for attracting contributors to this event. One of the sponsors this year is Japan Tobacco International, and the terms of this are a matter for them and WRBM.
- We receive no further funding from tobacco manufacturers for publications or advertising at events.

I would also like to make clear that ACS is a founder and I am a Director of CitizenCard, the largest national proof of age scheme in the UK. The TMA are also founders and Board members of CitizenCard and have provided funding to support the scheme.

Our aim in this letter has been to comprehensively and openly set out our relationship with tobacco manufacturers, and we are sharing matters of commercial confidence as an act of good faith. We will copy this letter to colleagues in Action on Smoking and Health and to the Chairman of the All Party Parliamentary Group on Smoking and Health.

Yours Sincerely



James Lowman  
Chief Executive

cc. Deborah Arnott, Chief Executive, ASH  
Stephen Williams, Chair, APPG on Smoking and Health