

# TATES

TATES BROS. LTD, PORTSLADE GARAGES LTD, TATES OF PORTSLADE LTD, HANGLETON MOTORS LTD, TATES OF BRIGHTON LTD, TATES OF PYECOMBE LTD.

Administration office  
Avis Road  
Newhaven  
East Sussex  
BN9 0DH  
Tel [REDACTED]  
Fax (0273) 516117

11 June 1993

Mr I Cole  
Fair Oak Conservatories & Garden Buildings  
In Haskins Garden Centre  
Crowd Hill  
Fair Oak  
EASTLEIGH  
Hants  
SO5 7HD

SUBJECT TO CONTRACT

Dear Ian

Further to our discussions, we confirm that you wish to take up the enclosed licence agreement, in lieu of your two existing agreements which will both be terminated on 31 July 1993.

This agreement is subject to the purchase of the following display buildings by you and payment in full on exchange of the licence agreement :-

Orion, Gemini, Espace, Petworth, Highgrove, Winchester, Westminster, Super Saver 8 X 6 Apex, 7 X 5 Pent, 6 X 4 Apex, 7 X 7 Saver, 8 X 8 Summer House, Room 2000 6 X 8 and 10 X 8 Greenhouses.

Total cost £10825.79 exclusive of VAT.

The remaining display buildings to be sold off under existing terms, any of these buildings remaining unsold after a period of 3 months from commencement of the licence, to be paid in full by you at this time.

You will continue to pay for items sold under your existing licence agreement in accordance with our standard terms and conditions of supply.

## BRANCHES AT:

27-53 Old Shoreham Road, Portslade, East Sussex BN41 1SP  
Fleming Way, Crawley, West Sussex RH10 2NS  
Freshfield Ind. Est. Kempdown, Brighton, East Sussex BN2 2BZ

London Road, Pyecombe, West Sussex BN45 7ED  
28-48 Church Road, Portslade, East Sussex BN41 1LA  
Avis Way, Newhaven, East Sussex BN9 0DH

237 Hangleton Road, Hove East Sussex BN3 7LR  
138 Trafalgar Road, Portslade, East Sussex BN41 1TA  
Brighton Road, Horsham, West Sussex RH13 6QA

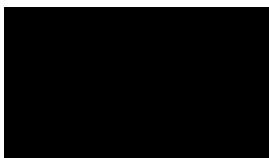
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We confirm our agreement to grant an initial rent-free period of 3 months from commencement of the licence period.

Please sign both copies of the new agreement and return these with your two existing agreements which will be duly cancelled. We will forward the signed copy of your new 5 year licence agreement by return.

We wish you every success with your new venture and hope that we have a long and happy association with you.

Yours sincerely



J D Tate  
Managing Director

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Administration office  
Avis Road  
Newhaven  
East Sussex  
BN9 0DH  
Tel (0273) 514584  
Fax (0273) 516117

10 May 1993

Mr I Cole  
Fair Oak Conservatories & Garden  
Buildings  
In Haskins Garden Centre  
Crowd Hill  
Fair Oak  
Eastleigh  
Hants  
SO5 7HD

SUBJECT TO CONTRACT

Dear Ian

Following our recent conversations I can confirm that we are prepared to offer you the opportunity to lease the existing Fair Oak Conservatory and Garden Building Sales Area subject to the following terms:-

Licence Term 5 Years

|      |        |         |                                        |
|------|--------|---------|----------------------------------------|
| Rent | Year 1 | £13,000 | per annum payable quarterly in advance |
|      | Year 2 | £14,000 | " "                                    |
|      | Year 3 | £15,000 | " "                                    |

Thereafter reviewed annually

Rental term to commence 1 August 1993 and run concurrently with that for Southern Stone.

The following existing display buildings to be purchased by you and paid for in full on exchange of licence agreement:-

Orion, Gemini, Espace, Petworth, Highgrove, Winchester, Westminster.  
Super Saver 8 x 6 Apex, 7 x 5 Pent, 6 x 4 Apex, 7 x 7 Saver, 8 x 8  
Summer House, Room 2000 6 x 8 and 10 x 8 Greenhouses.

Total cost of £10,825.79 exclusive of VAT.

The remaining display buildings to be sold off under existing terms, any off these buildings remaining unsold after a period of 3 months from commencement of the licence to be paid in full by you at this time.

## BRANCHES AT:

27-53 Old Shoreham Road, Portslade, East Sussex BN41 1SP  
Fleming Way, Crawley, West Sussex RH10 2NS  
Freshfield Ind. Est. Kempdown, Brighton, East Sussex BN2 2BZ

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138 Trafalgar Road, Portslade, East Sussex BN41 1TA  
Brighton Road, Horsham, West Sussex RH13 6QA

Should you wish to proceed with this offer we would be grateful if you could inform us in writing, no later than Friday 21 May 1993 in order that we may begin to make the necessary arrangements.

You will appreciate that this is a matter of commercial confidence and we would appreciate you dealing with this matter accordingly.

Yours sincerely



D BOWEN M Inst S M M  
GENERAL MANAGER

# FAIR OAK CONSERVATORIES AND GARDEN BUILDINGS

HASKINS GARDEN CENTRE, CROWD HILL, FAIR OAK, EASTLEIGH, HAMPSHIRE SO5 7HD  
Telephone/Fax: (0703) 601784

Mr D Bowen M.Inst S.M.M.  
General Manager  
Tates Conservatories & Garden Buildings  
Administration Office  
Avis Road  
Newhaven  
East Sussex BN9 0DH

1st June 1993

0273-5 12 123

Dear Danny

Further to your letter dated 10th May and our recent discussions regarding the tenure of the Garden Buildings Sales Area at Fair Oak, I have given the matter some thought and would be prepared to alter the present arrangement to outright rental under the following terms:-

1. The only display buildings I require which are on the site are the two Cotswold Garages and the Room 2000 Greenhouses.
2. The remaining buildings are to be cleared from the site within one month of the commencement of any new agreement, or
3. A rent-free period of 3 months is required during which time every effort will be made to sell the unrequired buildings. Any remaining at the end of the term are to be removed from site. Advertising to be undertaken at your expense.
4. In the event of item 3 being agreed, a sum of £150 per conservatory is required to dismantle and transport to buyer's address. A sum of £50 per shed or chalet and £100 per greenhouse will be required for dismantling and delivery of the remaining buildings.

The rental term is to commence on 1st August 1993 for a 5 year period, the first three years as follows:-

|                  | Garden Buildings | Southern Stone & Paving |
|------------------|------------------|-------------------------|
| 1.8.93 - 30.4.94 | £7,500*          | £3,750                  |
| 1.5.94 - 30.4.95 | £12,000          | £7,000                  |
| 1.5.95 - 30.4.96 | £15,000          | £9,000                  |

Thereafter to be reviewed annually

\*Or three months rent free

No doubt you will advise in due course the cost of the display buildings which are required on the site.

Yours sincerely  
FAIR OAK CONSERVATORIES & GARDEN BUILDINGS

I G COLE

I.G. Cole  
VAT No: 382 6393 27