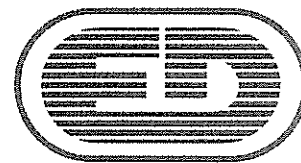


Land & Building Developers
Building Contractors
Shop Fitters



FAO Dr Vince Cable MP

13th June 2013

Beer Tie Consultation

Dear Sir

I write to you as a Partnering Contractor for Enterprise Inns PLC, for whom we have had a working relationship for in excess of 10 years.

During that time period we have seen many changes in the industry. We have witnessed situations where public businesses have benefitted from the "the good times" when income was plentiful and potentially publicans enjoyed good and sustainable profit margins. This has not always been channelled back into the business in the form of repairs to the fabric of the pub and as such when more difficult times have arisen the premises have shown signs of disrepair. We have been involved in returning some of these premises to a sustainable position on behalf of Enterprise Inns. In many instances the repairs are a residue of the failing business and have to be paid for by the operator, due to the current lack of finances of the publican. This is often a substantial amount of work on premises that should have been maintained over the period of the lease but have been overlooked by the lessee.

As a building contractor we are only too happy to take up the challenge to help the operator to undertake these repairs, however we are aware that this is not at a small cost to the client. We employ 20-30 personnel plus subcontract labour on this project and provide a professional service through the correct channels of appointment by Enterprise Inns PLC.

The alternative is that the situation will deteriorate, in that the publicans will employ black market labour, sometimes on a cash only basis, which generates no taxation or NI revenue for the government. There will inevitably be H&S issues as unprofessional labour is employed and correct procedures are not employed by publicans undertaking what little maintenance they undertake. Many million pounds are invested by our client to upkeep their estates of pubs using methods and routes of employment that follow good practice and bring much needed revenue to the country.

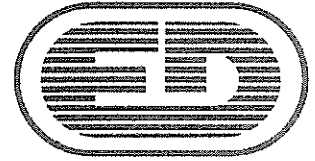
Our responsibility is to the areas in the north/midlands of the country where we maintain approximately 300 pubs for our client. Our day to day workload ranges from reactive 24 hour call outs to multi hundred thousand pound schemes of extension and refurbishment. Importantly we are accredited with several trade organisations which ensure that the quality of the workmanship is maintained.

Edgedale Developments Ltd.
Eckington Business Park, Rotherside Road,
Eckington, Sheffield S21 4HL.

Telephone: 01246 435 065



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Our work is important to the all parties, who have an interest in the property and the business and it is one way in which the client is able to ensure that the property is maintained to a standard that enhances the business and experience of the general public. If the building is not maintained in this way there are potential issues of in the extreme Health and Safety. The pub industry is experiencing hard times for all concerned and every opportunity to keep the premises fit for purpose and attractive to the public must be taken.

It is not for us to comment on the merits of "tied" agreements between clients and lessee's, we do know however that to return to a previous procedure, would undoubtedly lead to a deterioration in property condition and ultimately the pub industry

Yours faithfully


MD for Edgedale Developments Ltd

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