



Dear Dr. Cable,

12<sup>th</sup> June 2013

**Re: Government Consultation Pub Companies and Tenants April 2013**

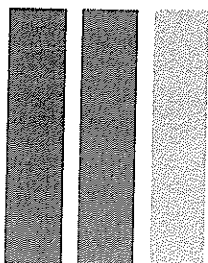
I would like to make you aware of the impact that the proposed Pub Companies and Tenant act will have on the support service providers to the pub companies and Tenants. 365 ODS Ltd are a compliance services provider to a number of the key providers of tenanted pubs in the UK. We provide gas and electrical services to

As an SME we are reliant on the services we provide to this sector, our business started in 2006 and now employs over 200 staff working in this sector across the UK, and we hope this growth will continue. There is no doubt that the construction industry has been hit harder than most over the past few years, with higher costs and reduced development. As a business we would be classed as one of the success stories of the compliance services sector in recent times. We have made the best of it by understanding the needs of customers with a desire for long-term sustainability. With our experience and passion, together with the need to ensure properties are safe and legal, I feel we are very well placed to be able to comment on this issue.

We are a supplier to various retail based sectors, which include business in the pubs and bar sector.

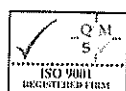
It has allowed us to invest in our staff and infrastructure, as well as bring more gas and electrical apprentices to ensure sustainable employment.

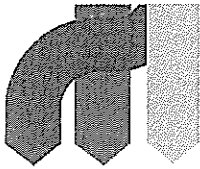
In my opinion the majority of the current problems surrounding 'pub industry' were caused as a result of the financiers seeing an opportunity to make a fast buck and subsequently created 'greedy' pub companies. I have however seen a sea change over the last five years in how the senior leadership at major pub companies has improved the whole culture of their business from the core outwards. A decade ago pub companies were simply property companies that were enjoying increasing asset values whilst being able to use existing agreements, that were in place from the national brewers before them, to take much more than their fair share out of the value chain that pubs created. This was to the detriment of the tenant, and in most cases, the consumer as well.



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# 365

On Demand Solutions

Things have now changed and are been driven through; the likes of who now operate to keep pubs open. They have seen the light and with a realization that they need highly motivated, innovative and suitably rewarded entrepreneurs to run their pubs. No longer can these pubs be closed in the knowledge that they are making more in daily capital gain than they do as a trading pub. They are actively seeking to engage with their partners, both to understand their needs better and to give them the tools and information they need to assist them in running a successful business. We regularly attend events

where this process can be seen in action. At these events we are able to explain the SMS and compliance packages being delivered and visiting tenants get the chance to understand what they want from us, the supplier. I would be more than happy to invite you along to one of these events so you can see for yourself the support and innovation they offer their partners.

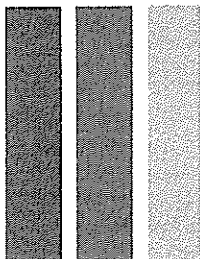
365 ODS Ltd is just one of many suppliers, I know that have similar relationships with suppliers in our sector that will I am sure echo my views. There is no doubt at all that this access to market would not have been achieved when public houses were under the stewardship, nor under the original watch of the pub companies.

I am confident that understand the importance of its supply chain and the needs of the end consumer. I am very concerned if there were to be any further legislative change without all of the possible long-term consequences being thought through.

In order for the UK Pub Industry to thrive it is important that the profit is divided fairly at every level of the supply chain, with value being delivered to the end consumer as a prerequisite. I don't believe that the government needs to apply strong-arm legislative approach and throw us open to the damage caused by unforeseen consequences. This will in fact cause major to damage businesses like 365 ODS Ltd.

Yours sincerely,

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Managing Director  
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