

PUBS CONSULTATION
 CONSUMER AND COMPETITION POLICY
 DEPARTMENT FOR BUSINESS
 INNOVATION AND SKILLS
 3rd FLOOR, ORCHARD 2
 1 VICTORIA STREET
 WESTMINSTER
 SW1H 0ET

28th MAY 2013

Dear Sir or Madam

I am a Business Development Manager who works for Admiral Taverns, which owns 1050 pubs across England and Wales, and was recently awarded leased and Tenanted Pub Company of the year by the Pubicans Morning Advertiser.

I am writing to you to express my concerns regarding the latest Government Consultation between Pub Companies and their licensees. I am very worried as this Consultation is biased, and any legislation brought in, based on this, would be damaging to the industry, and lead to the closure of many, many pubs.

Admiral Taverns enjoys a very good relationship with their licensees, as endorsed by our very prestigious award, and this is very different to the Consultation document produced.

Admiral with regard to the Consultation have a fair rent policy with the average rent in the keep estate

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being only £16K per annum, a level well below our Competitors. This model makes our pubs viable, where a free of tie model would not.

Admiral have never had a rent referral to PIRRs or to Legal Settlement, and no licensee Complaint refer to PICAS.

With regard to the machine tie, Admiral adopt a very flexible approach, and offer a Comprehensive Support package from the machine Companies, which would be lost on a free of tie agreement.

Admiral offer a vast range of guest ales at very Competitive prices, and many of our tenants would not have the volumes to secure better prices on a free of tie deal.

Each year Admiral Taverns invests £7 million in their pubs but would be unable to do this if a free of tie deal were offered.

Free of tie in many ways, would make our pubs and many other pub Company pubs unprofitable and unviable and this would lead to the likely Sale to Property Companies and the demise of the pub.

I do realise that in the past, there has been issues between Large Pub Companies and their licensees, but with the introduction of the industry voluntary framework Code, this has been greatly improved. This approach embraces our industry needs for both Pub Companies and its licensees, and will continue to evolve, and will ensure the survival and future of our pubs.

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I urge you to ensure that the Consultation process becomes more balanced, and focuses on facts and evidence, to ensure the survival of the pub.

Yan Sun