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**From:** on behalf of Pubs Consultation Responses  
**Sent:** 19 June 2013 11:13  
**To:** Pubs Consultation Responses  
**Subject:** FW: Business, Innovation and Skills ( BIS ) Consultation

**From:**  
**Sent:** 14 June 2013 11:01  
**To:** Enquiry Enquiry (Other Government Departments)  
**Subject:** FW: Business, Innovation and Skills ( BIS ) Consultation

Please see copy of letter sent to my MP



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**From:**  
**Sent:** 13 June 2013 19:26  
**To:** damian.hinds.mp@parliament.uk  
**Cc:** 'cablev@parliament.uk'  
**Subject:** FW: Business, Innovation and Skills ( BIS ) Consultation

Dear Mr Hinds

I write to you as a constituent and as an employee within the licensed trade for . I have previously worked for Watney Trumans , Whitbread i , Unique Pub Company in Hampshire and currently in . for Enterprise Inns whom I have been a Regional Manager for . I am operationally responsible for tenanted and leased public houses.

Over recent years our industry has been under the spotlight of numerous enquiries, resulting in the model being seen as perfectly acceptable and 'fit for purpose', albeit with some changes, recommendations and refinements along the way. However, you may be aware that our industry is now subject to yet another enquiry, this time from the direction of the Department for Business, Innovation and Skills (BIS) consultation on the planned pubs shake-up! The proposed consultation is to decide whether the Government should establish a statutory code and appoint an independent adjudicator

I would like to take the opportunity to take a few minutes of your time to illustrate just exactly the benefits of having a pub business with a company such as Enterprise Inns and several of the support services we deliver to our publicans :

- The leased and tenanted model is a excellent way of offering a low cost entry into running your own pub business.
- We provide financial advice from Partner Accountants that offer independent guidance and coaching before and during a publicans business partnership with Enterprise Inns.

04/12/2013

- We provide free, award winning training/development and extensive entry training that is subsidised to enable new publicans to be successful.
- Over the past 3½ years, we have spent circa £7M on capital investment into the pubs within improving the standards and conditions of pub for the benefit of publicans and their customers and to support publicans to deliver their business ideas and profitability
- We have agreed downwards rent reviews where businesses have declined over the last few years due to the general economy and/or Government policies, i.e. the smoking ban, increased Beer Duty in our on-trade versus cheap Supermarket beer pricing etc.
- We have provided assistance with trade and rent debts to support publicans in financial difficulty and put in place Business Recovery support to assist publicans through cash-flow problems.
- We have provided the flexibility of 'seasonal rents' where there are acute variations to levels of trade between summer and winter periods
- We provide a flexible business model, e.g. fully Free of Tie or partial Free of Tie to support individual publicans unique business models; additional discounts have been given to reflect specific local marketplace and high street chain 'price-cutting' competition.
- We enable SIBA (Society of Independent Brewers Association) beers and local breweries into our supply chain to support local businesses and Jobs.

Such activities and support packages are all made possible by the nature of the business model that we operate as experienced, committed, employees who are all passionate about operating successful pubs, with successful publicans at the heart of the local communities that they serve.

If the BIS proposals were implemented, I believe the reforms would will almost certainly backfire and some senior industry sources claim they could lead to the closure of up to 20 per cent of Britain's 24,000 "tied pubs" within a year of being introduced. More legislation and bureaucracy will add even more costly and inflexible red tape to Britain's pub sector. It could well mean less investment, fewer jobs, and fewer pubs – is that what we in the UK really want to see happen to our Great British Pub?

There are some fantastic pubs within our constituency that would be under serious threat if these proposals were introduced.

In closing, I would thank you for taking the time to read my serious concerns for the future of this valuable UK industry and would genuinely ask that you make representation to the B.I.S. consultation (which closes on 14<sup>th</sup> June), passing on my and now hopefully your views on the proposed reforms.

Kind regards



Regional Manager

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