

29th May 2013

To whom it may concern,

I am writing this letter to you with concern to the implications of the BIS proposals of a Consultation on a Statutory Code governing Pub Companies and Brewers operating Leased and Tenanted Pubs.

I feel that the proposed consultation is biased and could cause lots of problems within the pub industry that would result in more closures of pubs and increase unemployment. I feel that you should have a good look at what you are proposing and realise the serious damage this could do!

I work as a Business Development Manager for Admiral Taverns that owns over 1000 pubs across the country. Admiral recently won the award of the best Leased & Tenanted Pub Company and this come from views of the current tenants that have pubs with us. This was done by an independent survey and in my opinion are the people that know what regulations are currently in place and how the new proposals would damage the industry.

I do speak from 30 years' experience in the industry working for a few Pub Co's and also have had my own leases & tenancies in the past.

Yes the big Pub Cos did have problems in the past but I have experienced a big change in the way the Pub Cos now operate since the industry framework code was introduced. Why are the Pub Co's again been targeted when the Code of practice has not even had chance to be proven? Why can't this be recognised

by BIS and talk to and listen to more people in the industry and not a minority voice!

Regards the Free of Tie options this is something that can be offered to a tenant but obviously it would result in a higher rent. Most tenants do not want the free of tie option and if this was to be made compulsory the Brewers would then be able to "tie" the tenants on a deal to supply them with beer and also would be able to charge the tenants any price they wanted, in other words the discounts that the tenant get from the pub co's would be no more!! Also the choice of beers and lagers would stop as the tenant again would be tied to the "Brewery" to sell only their products as happened before!

Regards the right for a tenant to have a guest beer we at Admiral Taverns do actually give this option but most do not use this as we offer a large range of Ales from our list and also through SIBA

The proposal of Free of tie on gaming machines again is not a major issue but if you ask most tenants their prefer to use this due to the expertise we provide along with the recognised machine companies we use.

Fair Rents? The business and area I work in has had no problems with any issues with rents that have been disputed. Our rents are very low at around £16k average and this is well below other companies.

I also have not had a tenant complaining about the company or the way he is treated, more a case of compliments and recommendations to other potential tenants to join us! We are a fair and highly regarded pub company, liked and trusted by a large majority of our tenants.

To bring in more regulations to the pub companies would be wrong. . The government simply does not understand how the tenant-pub company relationship works and that it needs to be flexible, based on mutual shared interest in making the pub successful.

Believe it or not but we do spend our time looking after and helping our tenants to run a successful business that is profitable for themselves as well as the company by working closely with them. We are constantly looking at investing in our pubs to improve the offer and a better future for the tenant.

Our beer pricing is fair – in recent years we have put through sub-inflationary increases (only c. 2% this year), well below what the suppliers and many of our competitors have done in an economy when RPI is consistently above 3%.

When there is talk about the Statutory Code only been applied to companies owning more than 500 pubs? Who says that the smaller companies are doing it better? Why should Admiral Taverns fall into the same category as the BIG Pub Co's especially when we already offer the majority of proposals that are being proposed!

I feel that the Government really need to take a hard look at the problems that these Statutory Codes would cause in the Pub industry and speak to the people in the pubs, in the pub companies, look at the facts and not just depend on the opinions of a small band of people!

I have also sent a similar letter to my M.P. as I am very concerned, with the impact that this will have in my local area and to currently successful business's.

Yours faithfully