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From: .
Sent: 14 June 2013 15:30
To: Pubs Consultation Responses
Subject: Pub Companies and Tenants: A Government Consultation
Attachments: image001.jpg

Dear Sirs

I have been an employee of Enterprise for some time and would like to voice my concerns over some of the statements made within your government consultation paper.

In my opinion Pub Companies who operate a tied business model are not to blame for the many pubs that close per week. The smoking ban, the recession and cheap alcohol prices in supermarkets need to be considered when looking at the number of pub closures. The tied business model is supported by the Office of Fair Trading. Their reports published in 2009 and 2010 concluded that competition in the industry is benefiting consumers and prevents the beer tie from being used to inflate pub beer prices beyond competitive levels.

In your consultation document you appear to suggest all pub companies are dishonest and abusive to their tenants, and that they exploit and squeeze their tenants through a combination of unfair practices and lack of transparency. In my opinion and experience Enterprise is open and transparent with their Tenants and your comments are unfounded as I see the honest and fair approach that both my colleagues and I take on a daily basis in our roles

It appears that you are not aware of some of the excellent work Enterprise do with their local community and how they help Tenants drive their business forward during these difficult times.

Enterprise has adopted the Voluntary Industry Framework Code and taken further enhanced steps to ensure ultimate transparency through its own Code of Practice. The agreements available offer a choice of tied or free-of-tie options for beers, ciders, wines, spirits, minerals and gaming machines and there are a variety of incentive mechanisms to help Tenants select a letting package which is most suited to their business plan. Tenants are made fully aware of the costs, discounts and incentives associated with being tied for products and then make an informed decision based on their own circumstances having taken independent financial and legal advice.

In light of the above I do not see the need for legislation.

I would like to thank you for taking the time to read this letter, with the hope that you will give some consideration to the points raised

Yours sincerely