

---

**Sent:** 13 June 2013 21:58  
**To:** Pubs Consultation Responses  
**Subject:** bis consultation

I am writing to you as an employee of Enterprise Inns, who you know are the country's largest operator in the tenanted and leased sector.

I've worked for Enterprise Inns on the [redacted] before that Cameron's Brewery, Trust Inns, Scottish and Newcastle breweries and Marston's brewery, all in all 24 years in the licenced trade.

You may be aware that for years the Leased and Tenanted Model been the subject of numerous enquiries over many years, resulting in the many changes to the way we conduct ourselves within our business model, and the introduction of a very robust Code of Practice has made the process of someone wanting to enter the world of running a pub very transparent.

The Leased and Tenanted Model is a fantastic way of offering a low cost entry in to running your own pub . Over the years I have supported and seen some fantastic people taking on the challenge and becoming very successful in their own business.

However

The BIS proposals if successful would :

- completely ignore OFT reports published in 2009 and 2010, which 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;
- Its proposals are contrary to Government policy on Deregulation and a complete U-turn from statements made by BIS just twelve months ago;
- It proposes a very simplistic and unworkable rental calculation formula which may well not comply with RICS guidance and includes the establishment of an adjudicator to hear disputes, adding a further layer of cost and red tape to the industry;
- If enacted, the proposals could lead to a whole raft of unintended consequences such as pub and brewery closures, lack of investment, reduction in consumer choice, job losses, a fall in tax revenues and potentially the end of a great system which offers a low-cost, lower risk business opportunity for aspiring Publicans, fully supported by our skills and resources. There would be no stimulus for the Pub Companies to support and invest

My final point is that during my [redacted] years as Regional Manager [redacted], Enterprise Inns have invested in excess of £750,000 into my estate of pubs, and we have a further £250,000 of planned investment that will be underway before the end of 2013.

Regards