

11TH June 2013

Dr. V Cable MP

Department for Business, Innovation and Skills

1 Victoria Street

London

SW1 0ET

Dear Dr. Cable

Re: BIS consultation – 'Pub Companies & Tenants'

I have been an employee of Enterprise Inns for , however I am writing to you as a private individual, rather than an employee.

During those : it has been my experience that my Company and my colleagues have worked tirelessly to ensure wherever possible, the business success of our Publican's, tenants and lessees. Our industry has received much, often ill-informed, criticism over the years, but I have personally always relied on the simple logic that unless our Publicans succeed in their businesses, Enterprise cannot similarly succeed. How could it possibly ever be in the best interests of our business for a single one of our Publican's to fail in their business endeavours?

What I have observed over the past : is our industry being subjected to continual attack in the form of taxation, smoking ban, red tape etc. It therefore seems hardly surprising that some individual pub businesses have struggled under those circumstances, despite the best efforts of my colleagues to provide encouragement and support. Many businesses in our economy, particularly those involved with retailing, have suffered – this is by no means just a 'pubs problem'.

However, I have not written to you in order to rehearse the arguments for and against the contents of the BIS Report, but I did want the opportunity to seek your understanding that our business is, despite what our detractors may promote, populated with hard-working, honest, well-meaning individuals of integrity, who's only aim, despite very challenging times, has been and remains to promote the success of our business and by logical extension, the success of the businesses of our Publicans.

With due respect, I would venture that if you wished to identify core reasons for the "crisis" in the pub industry to which the BIS Report refers, you might do well to look rather closer to home – the disproportionate over- taxation of beer, wines and spirits would be an excellent – but hardly exclusive - place to start.

Another of my personal cautions is to always 'beware of unintended consequences' – having read the BIS Report, I do fear that the results of what is proposed might, in practice, quite easily do more harm than good to our industry.

Yours sincerely