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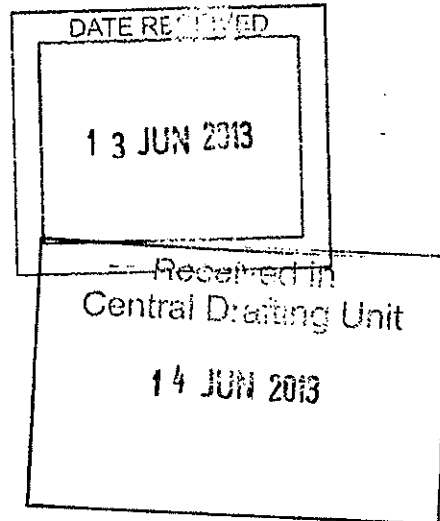
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Vince Cable

Department of Business,  
Innovation and Skills

1 Victoria Street  
London

SW1H 0ET



Dear Sir,

I write to you in response to the Consultation Document dated 22nd April 2013 'Pub Companies and Tenants' in my capacity as an Asset Manager (and Chartered Surveyor) employed by Enterprise Inns plc.

Having read the document I believe the notion that the Pub Companies in general are squeezing tenants and winning pubs through exploitation and unfair practices, abuse of rent calculations and misleading estimates of sales as both flawed and misleading.

Amongst other things the consultation process

ignores 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.

Also the proposals are contrary to Government policy on de-regulation and a complete U turn from statements made by BIS 12 months ago.

The proposals on simplistic rent calculations are unworkable and unlikely to comply with RICS guidance. The introduction of an 'adjudicator' to settle disputes is yet another layer of cost and red tape.

The voluntary Industry Framework Code in the Campaign's Code of Practice is working well providing a perfectly good review and complaints process.

If enacted the proposals could lead to unintended consequences.... pub/brewery closures, job losses, lack of choice and involvement and a fall in revenues and (potentially) an end to low cost low risk business opportunity for aspiring publicans.

The last few years have been terribly difficult for the pub industry for a whole host of reasons.

I would urge you to re-consider some of the points and issues raised in the paper.

I even suggest that my local MP, Catherine McKinnell (copied in to this correspondence) spend a day in trade with myself and/or operational colleagues to see how much help and support we provide to our pubicans.

Yours Truly

copied to Catherine McKinnell MP - House of Commons, London SW1A 0AA.