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From: [REDACTED]
Sent: 13 June 2013 21:54
To: jenny.chapman.mp@parliament.uk
Cc: Pubs Consultation Responses; Enquiry Enquiry (Other Government Departments)
Subject: Pub Co Consultation

Dear Jenny

I am a [REDACTED] for Enterprise Inns and I wish to add some balance to the Open consultation on Pub companies and tenants, which is currently being investigated by the Department for Business, Innovation & Skills headed by Vince Cable.

I have worked for my company for over [REDACTED] years now and I believe with the current voluntary code of practice that we adhere to, the current leased and tenanted model is open, fair, transparent and successful for all parties involved. It gives the general public a fantastic opportunity to open and run their own business within this rewarding industry. It also has the benefit of offering an affordable level of entry that purchasing a Freehold pub does not offer and therefore is available to a larger proportion of people.

Of course like within all walks of life, not everybody can be successful. I don't believe this has anything to do with the current model we work with. In my time within Enterprise Inns we have assisted numerous New and Existing tenants with lots of differing types of assistance, ranging from Free Training, Free Marketing support, as well as financial help, all of which are not contractual but are because we value our Tenants and believe that we should work together to create a partnership where all sides profit from the agreement.

I have recruited over 10 new tenants within this time scale and both as an individual and as a company, we make sure that they are fully aware of the contractual agreement they are taking on, this process takes typically 3 to 4 months and therefore is not a rushed process. It involves several face to face meetings, they must have industry recognized qualifications or otherwise we insist they attend our own award winning 5 day Business Foundation Program along with other mandatory licenses. We then call on all our new tenants weekly for the 1st 4 weeks and then commit to at least 1 fully structured Business Review every 13 weeks, which further shows our commitment to our Tenants.

It is my own belief that the government should be tackling a much bigger threat to our industry namely Beer taxation/pricing. The biggest single threat to the Great British Pub comes from the large supermarkets who offer the same products but for a fraction of the cost that pubs can reasonably charge, which therefore, understandably, promotes a drinking from home culture. This is no longer a level playing field and needs addressing at the highest level. I understand that this is not a simple area to tackle, but I honestly believe that this should be the main focus of the Government, whoever is in power.

I look forward to your reply and would be interested to hear your thoughts.

Yours Sincerely

05/12/2013