

From**Sent:** 14 June 2013 16:48**To:** () .mp@parliament.uk**Cc:** cablev@parliament.uk; Enquiry Enquiry (Other Government Departments)**Subject:** Pub Consultation Consumer and Competition Policy

Dear I

I write to you as my constituency Member of Parliament and as an employee of Enterprise Inns plc.

I am () visiting Publicans on a daily basis helping them overcome their business problems and helping to promote their business to increase their turnover. Indeed you kindly came out with me about 3 years ago to ascertain the relationship between Enterprise Inns and our Publicans. An open offer is given again for you to come into trade with me again to find out our Publicans current views on the commercial relationship between ourselves.

I have been a () and currently with Enterprise Inns giving me a good insight into the tenanted and lease business. I am, therefore, very surprised and upset by the description of our operation set out in the BIS consultation document. The use of terms such as "exploitative financial practices driving Publicans to the wall" and "Tenants being exploited" does not sit with what I am expected, and do every day which is to help grow the Publicans income and profit.

I am concerned that the proposal in the consultation document, if implemented, is intended to reduce the rate of pub closures. I believe it will have the opposite effect as the advantage of the tied model over the free of tie creates the interest of both parties to increase sales and profitability. My company offer free courses plus professional support to achieve this objective. At all times we are open and honest with our Publicans and document all key issues especially when someone is taking over a pub. WE review Publican profit and loss accounts and support a change in their trading position, if appropriate, to the detriment of our financial position. It is in both our interests to maintain profitable pubs.

I ask you to consider the effect of the proposed changes in the BIS consultation document which may have the effect of more pub closures not less.

Again I would be very happy to make an appointment with you to go to any of my pubs in the () area so you could gauge for yourself how our Publicans feel about the their commercial relationship between themselves and Enterprise Inns

Thank you