

To Dr Vince Cable MP

I write to you as a _____ and as an employee of Enterprise Inns PLC.

You are no doubt aware of the current Government consultation on plans for a statutory code to regulate the pubco/tenant relationship and the establishment of an adjudicator to hear disputes. This is despite previously unsuccessfully challenges against the leased and tenanted model to the Office of Fair Trading in 2009 and 2010.

I also write to you as a new employee to this industry. I have been in retail management since my career began. Since October 2012 I have been part of this fantastic industry that can really be a community centric ballast and can help join locals and communities together as they have done for many years.

When I applied to work for Enterprise Inns, I was already aware of the negative publicity for large pub company's not just from the general public but from Members of Parliament. My initial thoughts were biased, based upon horror stories in the press and many internet forums. My opinion was that large pub company's want to "lure" unsuspecting people into committing large financial expenditure with no result. After some research, going out to pubs who are tied, looking at what pub company's offer publican and getting all sides of the story I was pleasantly surprised to find that if it was not for the tied model in this industry many of the pubs trading today would not be here. People do not have large amounts of capital now to buy big properties.

As I'm sure you aware, the tied model allows people to run their local community pub and create that great environment many of us miss in this day and age due to the very low in going costs compared to the freehold model. But not only that, my role, which is very complex and demanding is to support publicans from the day they enquire to become a publican and throughout their career. The support they receive is in my opinion second to none. Retail managers do not get the support that publicans receive in my experience. Any and every issue the publican has they can call my phone 7 days a week, not only that there are many people based in head office who are there to support.

This support is day to day advice on running the pub, specific to that individual pub. Marketing support, designing, delivering and installing. Financial support. I could go on and on.

I cannot say this strongly enough as I feel frustrated by what I hear not only as an employee of a pub company but from a customer of a pub that would be closed if not for a pub company supporting the publican to stay open in these torrid times. I am frustrated as I do not hear a balanced opinion, it is all too easy to blame a large company for the failings of an industry as a whole. I would like to remind you of how many employees work in large pub company's, not just Enterprise Inns. Providing families income, giving tax to the government.

There have been over 40 reviews of the regulation in this industry, rather than paying for these, no doubt costly exercise and increasing red tape for both the pub company and the publicans, use some budget on supporting publicans by looking at business rates, helping with utilities. These are the biggest complaints I hear from my publicans.

The BIS proposal would not attack the root causes of Publican distress, namely:

- Impact of the smoking ban
- Impact of the recession
- Impact of cheap alcohol prices in supermarkets
- The deplorable tactics of the utility companies
- The snail's pace of business rates reviews, and the threat that the cyclical revaluation will be delayed until 2017, these costs are crippling some Publicans business's by not reducing in line with their business decline.

Thankfully, the scrapping of the damaging beer duty escalator has provided some relief for the industry but that positive action should not be nullified by this mis-guided attempt to further regulate the industry which will result in a decrease in Government tax receipts, increase in pub closures/job losses and a decrease in consumer choice.

I have no doubt you receive many letters on many issues, I really hope you get the time to read my letter. I would also be happy to spend some time with you to discuss this.

Yours sincerely

Regional Manager