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From: ?
Sent: 14 June 2013 13:22
To: Pubs Consultation Responses
Subject: Pub Companies & Tenants: A Government Consultation

Vince Cable
Department of Business, Innovation and Skills,
1 Victoria Street
London
SW1H 0ET

Dear Sirs

Re: Pub Companies & Tenants: A Government Consultation

I am an employee of Enterprise Inns plc, one of the largest tenanted pub companies in the UK. I have worked for the company for nearly 20 years now and strongly believe in the company's values and work ethic. After reading your government consultation paper I feel that a lot of your statements are unfair and feel that I need to voice my opinion.

In your consultation document you seem to unfairly tarnish all pub companies with the same brush in the view that they exploit their Publicans. During my time at Enterprise I feel that the company has remained open with our Publicans, particularly by adopting the voluntary Industry Framework Code and also taking further steps to ensure complete transparency.

It is essential that Publicans have a good business plan to make their business a success, I feel that at Enterprise we offer aspiring Publicans a low-cost, lower risk opportunity to run their own business with the reassurance of our resources and investment behind them. Many would not have this opportunity if it wasn't for companies like Enterprise.

Unfortunately it is a fact that a large number of pubs close on a weekly basis, however, I do not feel that blame should be aimed at the Pub Companies who operate on a tied business model. At Enterprise, we have worked so hard to help our Publicans survive the difficult times that our country is facing. There has been a number of factors that have affected the pub trade which need to be taken into consideration; the smoking ban, the recession, cheap alcohol prices and supermarket promotions, change in social trends, cold winters and wet summers.

I feel that it would be more beneficial to Publicans to introduce regulations that stop supermarkets offering drink promotions that encourages irresponsible drinking and anti-social behavior. These drink promotions also result in many consumers staying at home rather than visiting their local pub and supporting their local community.

I therefore fully support this business model and feel that you need to be aware of some of the work that pub companies do to help their Publicans in making their business a success.

Yours sincerely

05/12/2013