

Dear Sirs,

I write with reference to the upcoming Department for Business Innovation and Skills consultation into the practice of large Pubcos. I currently work as a \_\_\_\_\_ for Enterprise Inns Plc.

I have spent \_\_\_\_\_ years in the trade including owning my own pub company for a number of years. I had leases with both Bass and Ind Coupe in the days when there was no Code of Practice or business relationship. The tie was a full one and I took these leases on knowing this.

I could not have taken on these pubs without the tie as quite simply the freeholds were beyond my financial reach and "open market" rents would have been too onerous. I was successful and very much looked at the overall deal when entering into the agreements.

Now with responsibility for \_\_\_\_\_ pubs I have the pleasure of working with my publicans as a business partner giving them the benefit of my wealth of experience. The feedback I get from my publicans tells me they welcome the support and flexibility we offer as our aim is to help them grow their business and offer a sustainable future with the right deal. A number of my publicans when offered a free of tie option have said no thank you on the grounds that a commercial lease does not suit and they value the support.

We have some of the best sites in London and work with top operators who do not find the tied model an issue. Those top operators will be the first to say that the support and flexibility they get is second to none. I also have the pleasure of guiding those that are taking on their first business. This would not be achievable as the low financial entry level would not be there without the tie.

They also see the guidance and business advice as a massive benefit and comfort.

Yours faithfully