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From:
Sent: 13 June 2013 22:51
To:
Cc: Pubs Consultation Responses;
Subject: BIS Consultation - PubCo Publican Relationship ...

I write to you as one of your constituents and as an employee of Enterprise plc. As you'll be aware a consultation is currently being undertaken by Vince Cable and the Department for Business, Innovation and Skills (BIS) into the relationship between pub companies and publicans. It is my personal opinion that this consultation will not truly reflect the leased and tenanted model nor will it present a balanced argument. I am concerned that it will simply provide a platform for a small minority of publicans to air their (somewhat) biased and unrepresented views, and will fail to take into account the support and investment that we make into our estate on a daily basis.

As : I oversee 650 pubs, working with a team of Regional Managers. This year my team and I will have supported these businesses through a large number of initiatives including over 4000 business review meetings where we work in partnership with our publicans to ensure that all business opportunities are maximised. We will have spent over £6 million on capital development within the division improving the standards of pubs, driving trade and often addressing our own publicans repair liability and supported every single pub within the division in driving consumer footfall through access to quality and considerable amounts of free marketing support. My concern would be that should the small minority of publicans and Vince Cable get their way much of this support would not be available, and what can often be considered as a low cost entry into the industry which attracts entrepreneurs would no longer be available making a pub business inaccessible for the majority people.

Just within your constituency we have a number of great pubs such as

, some of which I'm sure you will have frequented. I am a firm believe that the pub should be at the heart of the community and whilst in recent years the industry has had its fair share of challenges, we have continued to support a large number of businesses within your consistency in a way that no other organisation would have considered (including reduced rents, credit terms, capex). Without the support and intervention offered from pub companies such as Enterprise Inns, I feel very strongly that the number of pub business failures would increase significantly which would not only result in the loss of a local amenity but also a significant numbers of jobs would be lost, putting further pressure on often already stretched communities.

Ultimately unless our publicans are successful, Enterprise Inns aren't successful, therefore we have every reason to work closely with our publicans to ensure just that. Relationships whether personal or commercial need to be a partnership which is based on trust and with the introduction of our "Code Of Practice" I feel that we have demonstrated and embraced exactly that.

Thank you for your taking the time to read this and I would welcome the opportunity to meet with you (perhaps at a pub or pubs of your choice) to discuss the leased and tenanted model, the low cost entry levels, support that we provide, flexibility of our agreements and the challenges that our industry face.

Yours sincerely,

04/12/2013



Divisional Director

Enterprise Inns plc, 3 Monkspath Hall Road, Solihull, West Midlands, B90 4SJ
T: 0121 733 7700 | F: 0121 733 6447 | www.enterpriseinns.com

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