

Enterprise Inns PLC
3 Monkspath Hall Road
Solihull
West Midlands
B30 4BJ

12 June 2013

Pubs Consultation
Consumer and Competition Policy
Department of Business, Innovation and Skills
3rd Floor, Orchard 2
1 Victoria Street
Westminster
London
SW1H 0ET

Dear Sir,

Re: BIS Consultation

With regard to the latest review of the pub industry and the tenanted and leased model, may I make the following comments.

It is usually believed that a new system is going to be better than the existing one, but as we are all aware, no one can see with certainty how a new model, with the change in circumstances, variables and interactions, is actually going to perform. The more pragmatic approach would be to look at the existing model and adjust and adapt where required to make it fair and equitable for all parties.

Should the government decide that the industry needs to change to the extent that all pubs move to being free of tie, the new model will undoubtedly give opportunity to many publicans and pub operators in the early stages of this evolution to negotiate better supply deals. However, as time moves on, and the new structure falls into place, the licensee will find that the power base within the industry will lie with the main Brewers, and their ability to set beer prices and discounts, and the publican will find that the new found freedom comes with a different set of market forces and financial implications, from a body that he or she has no direct links with.

For every 'cure' comes another set of issues or hurdles to overcome; my request is that the current model is adjusted/modified, rather than the commission of wholesale change.

Yours faithfully,

Regional Manager.