

Dear Sirs

I would like to make my comments and raise issues with the misrepresentations and misguided evidence that is contained within the current BIS consultation in respect of the relationship between Pubcos and their tenants.

I joined the PubCo sector working for Enterprise Inns as Divisional Director in the area. After a 20 year career in the hospitality industry with managed house companies, I joined the lease and tenant Pubco Enterprise Inns Plc with intrepidation and some quiet uncertainties as a result of the much Publicised claims by Government officials and various campaign groups as to the integrity if the PubCo practices.

My concerns were soon completely eradicated, influenced by nothing other than the immediate impact made on me by the integrity, professionalism and pure commitment from every employee of Enterprise Inns to serve the Publican in every way. Every process I became inducted in demonstrated a fair, balanced, transparent process in which to ensure that Enterprise Income was aligned with ensuring Publican profits were at the least maintained and ideally growing.

in to the role I find my opinion strengthened by the actions, events activities and disciplines that we continue to deliver in Enterprise. I have countless examples of circumstances where we have addressed the balance between Enterprise Income and Publican profits due to the impact of external factors affecting the Community Pub Trade. External factors such as increasing

VAT, the beer duty tax escalator, the lack of regulation over the off trade alcohol pricing and the resistance of many local councils to address the imbalance in business rates of many Pub properties. The responsibility of these actions lay at the Governments door and yet they are certainly not referred to or addressed in any way in the BIS consultation.

My Division of 300 pubs includes some 50 pubs in the area where in the past 12 months we have invested almost £400,000 in our Pub properties, have reduced rents to support Publicans who are struggling financially and in certain cases supported Publicans financially through periods of personal issues which have impacted on their ability to focus on the own business. We (Enterprise) and I personally remain very committed to keeping the local pub at the heart of the community. I remain committed to providing the opportunity for local people to become self-employed with a low cost entry in to the Pub business. Our tied model enables new Publicans to set up business in properties and locations which would simply be out of reach if a statutory code was to be implied. Why has nobody considered the impact on increased rents if the Pub business was to offer only free of tie rents? This would only serve to provide a barrier to entry for small business opportunities.

The business already has a Code of practice, we operate our rent assessments in accordance with the RICS guidelines, Publicans have access to PIRRS and PICAS if they wish to seek formal help and guidance therefore I do not understand the requirement to have further regulations to stifle what is already a sound working practice.

I believe the strength of our defence as a Company will be through the voice of our Publicans. I am truly overwhelmed by the letters of support provided to the BIS consultation that I have seen this week from many of our Publicans. This will surely demonstrate that we work in partnership with our Publicans, we believe in the importance of the community Pub and we believe in supporting small local business enterprise.

Thank you for taking the time to read. Your thoughts on the matter would be much appreciated and certainly if you ever wanted to visit any of our Pubs or Publicans in your constituency to make an independent informed decision then please let me know.

Yours Sincerely

Divisional Director –
Enterprise Inns PLC