
Sent: 13 June 2013 23:43

To:

Cc: Pubs Consultation Responses; Enquiry Enquiry (Other Government Departments);
cablev@parliament.uk

Subject: FW: BIS CONSULTATION

13th June 2013

MP

Dear

Reference: BIS Consultation

I write to you, not only as a constituent, but also an employee as a Senior Regional Manager for 13 years with the pub company, Enterprise Inns and previously Unique Pub Company for 5 Years, having been in the pub trade since 198

It has been highly publicised, therefore you must be aware that the leased and tenanted pub model has been subjected to many and various consultations over the years, the after effect of this is a thoroughly acceptable model in its established form, which is functioning exceedingly effectively from both the publicans' perspective and the pub company's.

The leased and tenanted model provides an extremely low-cost entry into being self-employed, running your own pub business.

At present, we have in place a successful and detailed code of practice, the Voluntary Industry Framework Code, which enables and encourages the publican to take all the correct steps before they agree to take over a Tenancy or Lease with our company. This code of practice is working well and provides an effective rent review procedure (PIRRS) and a complaints procedure (PICAS). This is adequate and has no need to be amended or expanded.

I am extremely passionate, hardworking and take great pride in my work, and this is something which is mirrored across the whole company at Enterprise Inns. My worry about this consolation is that the real facts may be totally misrepresented, and I am particularly surprised that people like me have not had the chance to speak with you or your colleagues about the actual business we know and understand so well.

I am so proud to be part of this industry that has introduced normal people, who want to run their own business, but until they meet Enterprise Inns are unsure about the level of funds they require. These people are generally good business people, with an exciting future ahead, but without banks' lending, they have been halted in advancing forward with their ambitions.

I have been in a position to lease pubs to many candidates, where there was no need for large loans and this created the opportunity for many applicants, who are prepared to work hard, to become successful entrepreneurs. A substantial number of these candidates are now successful business people who are still in contact with me today.

I spent a few years recently dealing solely with 'multiple' publicans, who have, in some cases, 5 to 75 pubs, most of these operators started with very limited funds and are now extremely successful and grateful to Enterprise and the Tied Model.

Clearly with all businesses things can get challenging, but we have numerous support packages which cover all aspects. You must meet with me so I can explain all the options we have, I know you

will be impressed!

A large part of my day is spent on publican support. This can be anything from marketing and promotions to free training for all staff, just to mention a few. We also have a large investment programme where we are spending millions of pounds on improving our pubs, so that every one of our pubs has the greatest opportunity to compete with the competition and draw the customer to their establishment, thus ensuring publicans make more profit.

I have, in the past, looked after pubs within your constituency. I currently work within Greater London and I must say that I have some very positive publicans, who, after building up there business/s, are now advertising them on the market with large premiums. I have just today come away from a meeting where 3 parties are interested in buying one pub lease and the premium is close to £170K, not a bad business at all.

As you can probably see from my verbosity above, I could write a book! I should be glad if you would give me some time to sit and listen to an employee, who has been in the industry for years and is still passionate. I would not have lasted 26 months if all the blogs I have been reading were true! They really make my blood boil as they are highly inaccurate.

Enterprise are a vivacious company who are 100% committed to supporting our publicans because if they are successful, so are we.

Thank you for reading my comments and I look forward to hearing from you very soon.

Yours sincerely