

12th June 2013

Dear Mr

Re: Pub Companies and Tenants

I write in connection with the Government Consultation into the above, as an employee of Enterprise Inns. I have decided to direct my views and thoughts to you as my representative in Parliament for the constituency in which I live. By way of background, I have worked for various companies that have owned pubs, hotels and restaurants for more than years and have therefore experienced numerous investigations and consultations into the relationship between Pub Companies and Tenants over this period of time.

I would appreciate you taking the time to read this letter and wish to extend an invitation to you to spend time with me visiting Enterprise pubs, operated by entrepreneurial business people in and around your constituency. This will enable you to meet real people, running real pubs and will, I am sure, demonstrate to you the opportunity that Enterprise provides people from a wide variety of backgrounds to run their own business. I also think that this will help you to better understand the added value that Enterprise Publican's benefit from and to appreciate the dedication and hard work of the Enterprise people who support Publicans to ensure they are as successful as they can be.

The current Consultation Process I find rather disturbing as well as frustrating and saddening.

I find it disturbing because in his foreword to the BIS 'Pub Companies and Tenants – a Government Consultation' Dr Vince Cable has already clearly formed a very firm opinion on the current situation. Having read the Consultation document, I am really unclear as to how this opinion has been formed and the data and information relied upon to substantiate his position. It really would appear a one way Consultation process at the moment and I thought, rather naively it now appears, that the Secretary of State as part of a Government Consultation would have sought views from all stakeholders prior to forming and publishing his own opinion.

I find it frustrating and saddening that because it would appear that despite the outcomes of the previous OFT reviews that Dr Cable believes that increased Government intervention and regulation is the best way forward and that Pub Companies once again have become a political punch bag. It really does feel like that we are once again wasting time and money appeasing a few minor but vocal pressure groups and a small number of MP's, who appear intent on building careers on the back of a constant and unbalanced tirade against Pub Companies.

Over the last 5 years, Enterprise as an organisation and its employees have worked tirelessly to support Publicans in difficult economic times. Publicans are now provided with fantastic training packages, marketing support, financial support and capital investment to improve the retail offer of their pub. Indeed the Enterprise Code of Practice has created a framework that enables both new and existing Publicans to understand how the business partnership with Enterprise operates. In the past mistakes, no doubt, were made and unprepared Publicans signed tenancy or lease agreements that they did not fully understand – this can no longer happen. A series of checks and balances are now in place to ensure that all prospective Publicans receive detailed information about a pub of their choice and that independent third party advice is taken prior to entering into any tenancy or lease. Indeed if all else fails, a new Publican has a cooling off period of 6 months, in which if the business opportunity they have taken on, is not what they expected, then they can serve notice bring their tenancy or lease agreement to an end – I don't think Enterprise can be much fairer than that.

I work within the Property Department at Enterprise, which throughout the last few years as invested on average £60m per year into the pub estate. Not only do we ensure pubs are maintained in good condition, we also alter, adapt and add new facilities to pubs enabling entrepreneurial Publicans to grow their business and compete against managed pub organisations. The ability or willingness of banks to lend to small businesses is a particularly difficult issue at the moment, however Enterprise has continued to support and invest behind Publicans who wish to grow and improve their business.

I urge you consider my invitation to spend time in 'trade' seriously as I am sure that you will enjoy sampling a wide variety of pubs operated by individuals who will share their views with you on their relationship with Enterprise. What better way is there, to develop an understanding of the industry than to see it for yourself in the constituency that you represent?

Thank you for taking the time to read this letter and I look forward to hearing from you.

Yours sincerely,

Cc Dr Vince Cable