
Sent: 14 June 2013 09:51
To: Pubs Consultation Responses
Subject: BIS Consultation

To Whom it may concern,

I have been involved in the pub industry for years and I am currently a regional manager for Enterprise inns.

I started my career after making the move from to a pub manager for the brewer Courage, where, I received training that has stood me in good stead.

The leased and tenanted model allowed me to, after several managed positions, to realise a dream and, for relatively low investment, finally secure a lease for myself. Not having sufficient capital to secure funding from a bank or being willing to risk using my house as security, this would not have been possible without the low cost entry afforded by the L&T model.

I successfully built the trade up over 2 and a half years with good profits on a fully tied agreement delivering a quality cask ale offer.

I subsequently sold the lease by assignment (which on entry was nil premium) for a good sum.

My experience with my own site has hopefully allowed me to pass on my knowledge of best practice, customer service and cost control to my lessee's, steering them away from the pitfalls and helping them deal with the challenges faced with entry into the trade and the changing marketplace that has faced the industry since my first steps in the business, pre Monopolies & Mergers Commission shake up in 1988. This obviously led to the inception of the first pub-co agreements.

In my time as a regional manager I have been involved in major capitol spends, developing pubs, offering measured and constructive financial assistance to my tenants and lessees when things go wrong, as for many reasons they can do and guiding many individuals to realise significant profits from their pubs as I have for myself. This support and low cost entry is not readily available from the banking or private leased sector.

There are advantages and disadvantages to the model and which houses should form part of a pubco Estate, but providing a clarity is given to an individual entering into the trade as afforded by our code of practice, the L&T model offers a fantastic opportunity for many people to realise their dreams. They can be secure that they will be guided and helped with award winning training, that help and advice is at hand and should things not go as planned, that a considered and dignified exit from the trade can be achieved.

Yours faithfully