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From:
Sent: 14 June 2013 16:44
To: Pubs Consultation Responses;
Cc:
Subject: BIS Consultation into Pub Companies
Importance: Low

To whom it may concern

Given the biased and untruthful positioning of the consultation process I have been considering whether it is even worth putting a submission into a process where key players, such as Mr Cable and Mr Mulholland, appear to have already made up their minds. I cannot however, in good conscience, sit by while the industry I love and the colleagues I respect are vilified by a small group of agitators with their own agenda.

I have worked in the leased and tenanted sector for : and in the managed sector for so feel qualified to comment on the structure and operations of the industry. I also have personal knowledge and experience of the freehold market.

I am at a loss when I see the same small group of people casting aspersions on the business and industry within which I work. I run a team of seven Regional Managers covering some 350 pubs across and when I contrast their hard work, enthusiasm, compassion, knowledge and dedication to their tenants against some of the general statements about how we operate our business I do not know whether to laugh or cry. Business failure and pub closures happen for many reasons. To try and blame my industry and companies like Enterprise is simplistic and dangerous. Pub failure and closure is an anathema to our business model, setting aside debates about how I personally feel when a hard working publican cannot make a success of their business. Our detractors state that we don't care, even encouraging failure as there is always someone else ready to take the pub on. They haven't got clue what they are talking about. Successful publicans are the standard bearers of the leased and tenanted model – and there are plenty of them out there even in these difficult economic times. Surely a cursory glance at our results over the last 4 or 5 years demonstrate that we have been decreasing rents and increasing discounts across the board as we endeavour to ensure that all our publicans have a fair agreement with a chance to make enough money to reflect the effort they put in. Some of this has happened due to rent reviews, but often this support is discretionary – we only do it because it's the right thing to do to ensure good publicans do not fail.

I started work in the pub industry surrounded by the chaos and confusion caused by the Beer Orders and have obvious concerns about the unintended consequences of any governmental interference into a free market economy. Put simply, you cannot truly understand the ramifications or outcomes of any of your planned actions and I would urge you to show the most extreme levels of caution prior to any action.

EIP provide a low cost entry to Publicans wishing to run their own business along with continuing support in the forms of a dedicated Regional Manager, free & award winning training courses to help promote and maximise profit in the pub, marketing ideas and highly discounted agreements, which in a time when many banks are unwilling to provide financial support to new small businesses is a not only commendable but essential. Anything other than the current model would lead to a drastic reduction in all of these services and also mean that investment into the estate would similarly diminish.

I have copied in as my local MP in the vain hope that he can bring some much needed objectivity and rationale thought to a matter which has become characterised by bitter and personal attacks by some members of his coalition government.

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Enterprise Inns plc, 3 Monkspath Hall Road, Solihull, West Midlands, B90 4SJ
T: 0121 733 7700 | F: 0121 733 6447 | www.enterpriseinns.com

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