

Mr Andrew Percy
MP Goole & Brigg
83 Pasture Road
Goole
DN14 6BP
13th June 2013

Re: BIS Committee – Pubs Consultation

I am alarmed at the way the above consultation process sees fit to attack my personal and professional integrity in an industry I have worked in for 25 years and for which I am passionate about delivering quality to a very discerning public through a tenanted and leased model which, despite any number of enquiries, has stood the test of time.

The MP's noted below should refer to the sites detailed for which I have been the Regional Manager

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- The fact that the publicans have been transformed by the hard work and the unparalleled determination of some brilliant publicans along with the investment and support of me personally and the company I work for, to provide hostelrys to be proud of and showcase all that is best about the great British Pub.
- The BIS process is fundamentally flawed in that it aims to denigrate all that is good about what has been achieved and appears to have already pre-determined the outcome by the prejudiced comments by Vince Cable in his foreword to the Committee with his grossly misleading statements and very inflammatory remarks about the way we handle the business we deal with on a daily basis.
- As one example the Minister quotes that "over 400 complaints have been lodge with the BII hotline over the past 4 years". Actually of the calls that the hotline received only **FOUR** were classified as complaints – this has been verified by BIS but the references have not been removed from the consultation.
- The process equally:

These are a just a selection of pubs which over the course of the last three years have been transformed by the hard work and the unparalleled determination of some brilliant publicans along with the investment and support of me personally and the company I work for, to provide hostelrys to be proud of and showcase all that is best about the great British Pub.

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The process equally:

1. Ignores the findings of the OFT reports in 2009 and 2010.
2. Does not take account that the proposals are contrary to government policy on deregulation and a complete U-turn from BIS from barely 12 months ago.
3. Proposes a flawed and unworkable rent calculation formula.
4. Ignores the fact that more free of tie businesses fail than tied.
5. Ignores the evidence that Enterprise through me personally have helped any number of publicans over the past few years through the voluntary Code of Practice arrangements which have served the licensees perfectly well (I have had NO publicans see fit to have to use PIRRS or Picas).

6. Ignores the steps we have taken to change deals including rent and/or discount to adequately reflect the publicans hard work in the net income they should enjoy (whilst simultaneously the government has seen fit to ignore cheap drinks from supermarkets and drive taxes in the industry ever higher through the duty escalator amongst other actions).

I could go on...

We don't get things right all the time I accept that but what I don't do (and equally accept that this happened many years ago) is ignore it and ignore deserving, hard-working publicans and stick my head in the sand until they either sort things out or leave. That just doesn't happen anymore. I couldn't sleep at night if I worked that way and I have any number of licensees who would stand up and say "I wouldn't still be here if .. and Enterprise Inns hadn't helped me..."

One of the questions in the on-line survey I find most distressing is Question 2 which states:

"Self-Regulation has been tried since 2004 but has not worked – too many tenants are still being badly treated....."

These are being stated as a point of FACT! How can that represent a fair approach to the consultation and be seen to be remotely representative or open-minded. It is a deplorable misleading tactic.

I am proud of who I am, the job I do and the company I work for. I can walk down any street in .. with my head held high and don't lurk in shadows for fear of reprisals. I urge you all not to be brainwashed by .. who sees this as some sort of personal vendetta and has lost all sense of balance and real understanding. If endorsed the legislative proposals could lead to wholesale, unintended consequences not the least of which would be the destruction of a model and industry which has been around for hundreds of years. Investment would dry up, publicans under a free of tie arrangement would get no support, redundancies and associated job losses would be colossal and more pub business will fail.

If any of the .. MP's would care to spend some time in trade around the pubs I deal with on a daily basis feel free to ring me on the number below or email me on my personal address detailed.

Yours sincerely

Regional Manager
Enterprise Inns

Copy: Rt Hon Vince Cable, Rt Hon David Blunkett, Paul Blomfield, Rt Hon Nick Clegg, Ms Meg Munn, Angela Smith, Mr Clive Betts