

From: [REDACTED]
Sent: 13 June 2013 10:06
To: Pubs Consultation Responses
Cc: [REDACTED]
Subject: Punch Taverns and Enterprise Inns

Dear Sirs

I have been a publican since [REDACTED] when I took on my first lease termed a "pub partnership" with Whitbread plc. At this time Whitbread operated very much in partnership with its lessee's and had a considerable amount of experience and support that we could call upon if we so desired. As you are probably aware Whitbread sold off its leased estate and for a short time it became "Laurel Pub Partnerships", it was around this time that the "partnership" fell apart as the new company could no longer offer the support that we had all experienced prior and the start of the "one sided" approach began, this was soon to get worse when Laurel was sold to "Enterprise Inns Plc", I have experienced some seriously bad treatment from this company and in [REDACTED] when we ran into difficulty with a lease agreement on a pub in [REDACTED] they served a bankruptcy order on me without any explanation. Luckily for me I could pay off the small rent arrears and managed to trade on and eventually sell the lease. I still have four Enterprise leases on [REDACTED] and I must say over the past three years things have greatly improved with them. It is still nowhere near the original "partnership" but they are making strides to improve. We have carried out minor and major refurbishment programmes with them and have greatly improved our pubs but I believe they are still of the opinion that if you are doing better that they should increase the rents, they have not learnt the lesson yet that high rents mean higher lessee turnover which in-turn brings additional costs to them and empty pubs? They need to return to the true meaning of "Partnership" for the leased estate framework to start growing again and to flourish and which in turn will bring back investment and lessee's willing to take on more sites. At the moment lease prices have fallen to an all time low as banks will not lend and there is no confidence in the marketplace so the whole lease package is not attractive.

With regard to Punch Taverns Plc we took on our first lease with them in [REDACTED] and in general they have been very good, miles ahead of Enterprise Inns with technology and quite forward thinking with the relationship over "fair maintainable rents", we have recently carried out a large refurbishment on a second site with them and have entered a new lease. They have invested a large sum of money to make this new site attractive and we hope to make it as successful as our other sites, we do hope that they do not start to penalise us in the future with large rent increases just because we are doing well? We hope that they have the attitude that good lessee's earning well is the best for the future of the trade as they are then more likely to reinvest and in turn take on more sites or aspire new lessee's to do the same!

Many thanks

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