

137

---

**From:** ..  
**Sent:** 10 June 2013 14:31  
**To:** Pubs Consultation Responses  
**Subject:** tied pub company issues  
hello

I wish to add my comments to the debate

I have been in the licence trade for 22 years. 19 as a manger 1991 - 2010 and three and a lease 2010 to date.

I read in the trade press the complaints that publicans have with the tie of their pub co landlord and how it is hard for them to make a profit. I have an Enterprise lease and have to say that the terms of my agreement are fair for both parties. I would never of been able to purchase the freehold of a premises without borrowing lots of money, which you can not do now as banks will not lend it or be so in debt to the banks that you end up working for them.

I believe that the reason lots of publicans in the tenant and lease sector have not had a management back ground which installs the controls needed to turn sales into profit. Too may people have got into the pub business because they think it's easy and I think that you will find that it's the majority of those pubs that are closing.

there are those who will make a pub work and get help from their area manager or pub co rep and those that will just complain because life is just a bit too hard.

Pubs should be driven by service and standards not price, as the supermarkets have that one covered.

Regards

.....  
.....

-----  
This email was received from the INTERNET.

Communications via the GSi may be automatically logged, monitored and/or recorded for legal purposes.  
-----

05/12/2013