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**From:** [REDACTED]  
**Sent:** 13 June 2013 18:28  
**To:** Pubs Consultation Responses  
**Cc:**  
**Subject:** Pubs Consultation Consumer and Competition Policy

Dear Sir / Madam,

I am contacting you as an Enterprise Inns Partner. I like to call myself a Partner as I feel that is exactly what we tenants are in, a partnership with Enterprise. And I would like to show my support to both you and Enterprise Inns in your battle against the Government and the BII

I read with keen interest and bemusement of the comments and stories made over the last few months that both the Government and the BII have been looking to regulate the way that Pub Companies and their Tenants are aloud to conduct themselves in business seemingly without talking to or asking the opinion of the many happy and successful Tenants across the country.

This all seems to stem from the fact that companies such as Enterprise are both Landlord and agent for the supply of beer, wines, spirits etc and that the world would be a much happier place if we were all free to go to the open market to purchase our Beer from who we wish. This attack on how business is conducted would appear to be based on the fact that Enterprise operates a One price for all system and as we know this is not the case.

I currently run two Public Houses with Enterprise Inns. With my first pub I was well supported and encouraged by Enterprise to negotiate the right deal for my business. I was presented with their own panel accountant who worked out the P&L and business plan. The Deal was not right so they acted on my behalf and after deliberations we sorted the right deal making sure we would be reaching the correct GP. This again was only achievable by working with Enterprise and their panel accountant. I am however free of tie to purchase my soft drinks from any supplier however this is at a cost but still worked out cheaper then purchasing it from Enterprise. Two years later I was offered a second pub which had been run down with Enterprise in a very lively community but with much competition and very low prices. This was going to prove difficult but the pub showed much potential. The first 6 months were difficult and after looking at the figures it was agreed between myself & Enterprise to give the pub a small refurb at the Expense to Enterprise with a very good discount on beers making it cheap to purchase. To actually buy my beer from another supplier would actually cost me more than buying it from Enterprise with the agreement that we are on. Both of the pubs have a different discount structure for the supply of beer, wine, spirits & Rent. I was happy when i signed the agreements and years down the road i am still happy with the arrangement.

I have recently experienced some financial trouble with HMRC even though my GPs are at the right level, however Enterprise Inns have assisted me on a short term basis by Splitting my rent by . this will of course be worked out on a pro-rotax) and offering me greater discount on my barrels which of course increases my GP to more than

Enterprise also offer a great training package with different courses to go on which are free publicans. Majority of courses are also free for serving staff which is also big help in developing staff and improving staff motivation and of course GP & Yields.

We also have the services of the area rep who are knowledgeable and able to assist with pushing the business forward. They are like an extra set of eyes, and sometimes tell you things about your business that you don't always like to hear but in the long run helps you out.

To me its simple Enterprise are able to assist in all of the above because they have a vested interest in making each individual business a success if they were just a landlord collecting rent and not a business partner I would ask the question how many more Public houses would have closed for good. We are all in it to make money. If we the Publican is not successful neither is the Pub Co!

Any one opening a business should do so with there eyes open and be prepared to negotiate a good deal for them

and then to keep evaluating that business they own and do not look to blame all around you when the going is getting a little tuff !!!

From a happy business partner.

FACEBOOK - TWITTER - LinkedIn - WEBSITE

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