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From:
Sent: 13 June 2013 16:49
To:
Subject: Business Relationship

@enterpriseinns.com;

Dear Sir / Madam

I am writing to you as an Enterprise Inns Leaseholder, to offer my opinion on the Leased Pub Company / Lessee, business relationship.

First and foremost, the benefit of being an Enterprise Lessee is that I am able to operate my business from a quality of premises that I could not have hoped to afford if I had to purchase the freehold of this property, which means I can more readily attract the type of customer for the kind of business that I am operating.

In addition, I have several options available to me to help me maintain and grow my business, these options include (and are not an exhaustive list), designated training courses (including keeping up to date with the latest legislation), technology in the form of beer dispense monitoring, which helps me analyse my business performance and manage costs better, to the support from a variety of alcoholic and soft drinks brand owners, all of which are provided to me at no or low cost and which arise purely from having a landlord the size and scale of Enterprise Inns

Finally and crucially, I receive the support from a very capable Regional Manager who takes the time to meet with me, understand my business and provides ideas and solutions to help me grow the business.

As in any business relationship there are issues that arise and need working through and these issues can range from pricing, support service levels, logistics issues, however, it is my belief that these are issues that would arise irrespective of the business being a freehold, leasehold or managed business.

The Pub Company Code of Practice clearly provides a framework for both parties to negotiate and agree a position that suits all, and whilst perfection will never be reached, having companies like Enterprise Inns in the industry allows people to realise their dream of acquiring, running, building and eventually selling, their own business at a start-up cost much cheaper than a freehold business.

Should you wish to contact with any further queries, please do not hesitate to do so,

Kind Regards

Director & Lessee

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