

928

**From:**  
**Sent:** 13 June 2013 12:38  
**To:** Pubs Consultation Responses  
**Subject:** Fwd: Pubco-Enterprise

Sent: Wed, 12 Jun 2013 14:16  
 Subject: Pubco-Enterprise

My name is \_\_\_\_\_, along with \_\_\_\_\_ we currently run the \_\_\_\_\_  
 \_\_\_\_\_ and have done for over \_\_\_\_\_ years. \_\_\_\_\_ is an Enterprise Inns Pub. We are  
 tied on beers ciders and FAB's.

Many people complain about pubcos, constantly moaning and only ever highlighting the negatives. However there are many positives to working in partnership with a pubco. But I can only comment on Enterprise Inns, not having worked with any others.

Pubcos offer low cost entry into the marketplace, enabling new operators the opportunity to aquire their own business with minimal outlay.

Before potential operators are assigned an outlet they are required to provide a business plan.

Prior to starting in their new business they are required to sign a contract, which outlines all the costs, repairing liabilities and product prices. If you are unhappy dont sign the contract it is as simply as that!

Barrellage discounts and rental values are negotiable.

Enterprise offers numerous packages that allow peace of mind for publicans; Compliance Testing & Safety Management (helping with the government red tape), Cellar Cooling Maintenance, Heating Maintenance & Replacement, Accountancy. All are essential for running a pub and in my opinion should be made compulsory to all Enterprise pubs, provided the costs remain at or below the market value.

Over the years \_\_\_\_\_ has had to ask Enterprise for help in order to stay in business. This involved a rent reduction, greater barellage discounts and a new lease. All Enterprise asked for prior to recieving the help was too view my accounts. Now I wont say they gave it swiftly but they did come back to us with a realistic proposal after some negotiation. When many publicans ask for help from Enterprise, publicans refuse to allow Enterprise access to the accounts, so are denied help and rightly so. If they were on an accountancy package reductions may have been gained. However if we were free of tie we probably would not have required.

Now the dreaded beer tie!

The nearest competition to my pub consists of 4 free of tie freehouses, 2 managed pubco pubs (a pubco business and not affected by the cost of the tie) and a free of tie

Conservative club. While I accept the terms I have signed up for my business cant compete as effective locally due to the product costs and restrictions on product purchases. We are unable to sell ales produced less than ten miles away due to the prohibitive costs charged by Enterprise's SIBA list and we have to charge as much as 65% more than our local competitors for comparable products.

Pubcos should be required to offer all their licencees a realistic free of tie option,with a fair market rent. Unlike the offer I recieved from Enterprise. When we asked how much for a free of tie option we were informed the rent would be approximately 100k pa,compared to a current rental of 150k pa currently!

Despite the restrictions on product availability Enterprise does allow its outlets to choose from an extensive range of brands.

-----

This email was received from the INTERNET.

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

-----