

**From:**  
**Sent:** 12 June 2013 19:43  
**To:** Pubs Consultation Responses  
**Subject:** code of practise consultation

1079.

Dear Sirs, I write as an individual and lessee of an Enterprise Inns plc. public house.

I agree that there should be a code of practise for all pub co's whatever the number of pubs they own, above 500 and below that figure. There is no reason not to include all companies. There is no reason to set a provision for a guest beer to a tied lease. As pub companies grew, then they inherited a number of differing leases with differing inclusions and exclusions. Those leases with a guest beer are usually abused by the tenant nominating the best selling beer as its guest, which was not the initial idea for such a provision.

Cellar monitoring equipment was introduced by the pub companies because of those tenants abusing their lease or tenancy agreements by buying out. The same monitoring equipment can be used by the tenant to run his pub more efficiently by gauging stock requirements and staffing levels, marketing and promotion results. There is no problem with cellar monitoring unless the tenant wants to do something against the terms of his lease. The tenant would be better off putting that effort into growing his business

The reason for low rent and beer tie is for individuals to join the industry at less cost. The true rental value for a public house far exceeds that which is charged. Compare the rent of a town centre pub with that of a neighbouring shop premises of similar size. The Pub co then receives more rent from the sale of beers to the tenant, if the tenant is good and exceeds his quota, then why shouldnt the Pub co benefit from extra sales for investing in this person in the first place. The free of tie tenant will pay a true rent for his premises, and so invests more than the tied tenant, but both should pay similar costs in the long term.

I have been a tenant and lessee with Enterprise Inns for the last years and have enjoyed working with the pub co. during that time.

I have worked with the company on experimental schemes, and with major refurbishments, including large investments by myself. Throughout this time I have found the company and its staff to be open and transparent, approachable, and if things have needed to be changed, then they will discuss and listen.

I have gone through rent reviews and accepted the results of such, both of the last two

reviews have seen downward rents. ( Not the reason for this correspondence).

Enterprise Inns plc. have received some bad press of late and I believe most of it to be misplaced, put about by tenants who try to change track mid journey and outsiders who do not fully understand the market, including the Leeds MP who seems to be on a vigilancy course, and CAMRA who represent customers not the tenant. Both of which support the beer not the pub.

I trust that this correspondence will be included in the consultation and my views put forward.

Regards

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