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Dear Sirs,

I would like to say that I am the M.D. of an accountancy company that deals with the licenced trade also having a tied lease with Enterprise Inns.

I find that the tie works in principal in the way that it is a one stop shop for 99% of the publicans needs of purchase. It provides a very good and fair range of product from the micro breweries to the large multiples offering popular core brands, a full range of spirit products along with wines from all around the world accompanying a full range of soft drinks. Point of sale items and product branding is also available to licensees in the main at no cost to them.

#### RENTS / DISCOUNTS

Enterprise Inns do have in position a mechanism to adjust rents and discounts accordingly, what should possibly happen is the playing field should be levelled with a minimum discount level of around £120.00 and rents cemented after three months of trading, which I must say does happen in some cases and is to be commended. This would possibly alleviate the need for beer monitoring equipment and licensees going out of tie and being fined for buying out of tie.

#### MACHINES

Machines are an issue because in this day and age most pub machine income becomes a short fall or very little income to the tenant or lessee, MGD was supposed to make things simpler but has only added to confusion between tenants and the administering bodies.

#### ODSEVATIONS

Having said the above it must be stressed that some not all tenants and lessees find it difficult to manage their own businesses, even with advice from trade accountants and dutiful regional managers and directors. Enterprise inns do offer courses to their tenants on such matters along with the after support.

It must be stressed the these views are purely personal and not the views of the company.

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