

**From:** [REDACTED]  
**Sent:** 14 June 2013 11:02  
**To:** Pubs Consultation Responses  
**Subject:** The beer tie

Dear Sirs

I am the publican at the above address and have been so since 2008. In the term of my tenure I have been on a full tied lease and I am currently on a full tied tenancy.

I have experienced financial difficulties due to the economy and the impact of these may have been advanced by the reduced profit margin of the beer tie. However there have been various Enterprise initiatives which have helped to sustain my business though the recession to date. These would not have been available to me if I were a freehouse.

The working relationship I have enjoyed with Enterprise has resulted in me now trading on a tenancy which has reduced my responsibilities for the building to internal decoration only. I also have a rent reduction which means the rent I pay is extremely competitive in my local area and a barrelage discount off the Enterprise price list which equates to my purchasing being within the "ball park" of mainstream suppliers.

I receive excellent support from my Area Manager and have benefitted from taking some of the free training that has been offered to me.

The beer tie is not a problem to me. I have a pub I run that has the potential of being a sustainable business. My route of access in 2008 was via a nil premium opportunity. At the time this was not an option with freehouses. I got to run my own business with a minimum of capital. I think there is an appeal in this for other potential entrepreneurs who have a minimum investment.

From my experience The Code of Conduct has been upheld and service has been provided to me that would be in excess of that I would get from a private landlord or bank.

The beer tie is not an issue. The pricing structure of the beer tie and rent has been issue in the past as the 2 have not been considered in tandem. I took advice from an independent chartered surveyor who offered to act for me. Had I instructed him I would have been paying a significantly higher rent and have a lesser discount than that agreed by mutual negotiation with Enterprise Inns.

There are other facets in the decline of pubs than just the beer tie. I refer to supermarket pricing which provides for unsupervised drinking at home of discounted "loss leader" products. The alcohol section is always the furthest from the door so as to entice shoppers to visit other aisles in the store. The supermarkets are not held responsible for the state of people drinking in towns nor do they contribute to the policing of the same. In many instances it is likely to be excess consumption prior to coming out that is a major contributor to disorder. A minimum unit price would help to redress this.

The other aspect that adversely affects pubs is that of communication. As a younger man the pub was a meeting and social place. It is not the same now with the advent of mobile phones and social networking sites. If there is not some intervention or initiative in years to come people will have a reduced ability for social interaction when present in the same room as each other.

These reductions in footfall have had a significantly negative effect on the amount of money we as a community minded pub have been able to raise and donate to charity.

In conclusion I do not feel the beer tie and Pub Co's are the bad guys they may have once been. In my experience Enterprise Inns have moved with the times and adhered to the ethos and practise of The Code of Conduct.

I think it would be less politically profitable to look at minimum pricing as this would impact on voters as would an investigation in the negative impact social networking is having on our culture.

Yours sincerely

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