

415

From:**Sent:** 25 May 2013 20:33**To:** Pubs Consultation Responses**Subject:** Enterprise inns 20 year partially tied lease

I signed my lease back at the time it was lease which meant I was tied to all draught products except ciders, spirits, soft drinks, fabs, and a guest beer right, we were also not tied to an AWP split or supplier. We still enjoy these rights but have constantly seen any discounts erode that we may have had on the products we are tied to. We were almost forced into signing away are AWP right but obtained legal help. Any support there was has completely gone despite an ever growing legal obligation to comply with legislation Enterprise Inns have never spent any money within the pub or externally, they say the tied model works because of the support and expertise they give you to build your business, We fortunately run a busy high turnover pub, despite the fact that we have to charge a huge premium for our tied products and are in direct competition with a Mitchell and Butler managed house selling discounted products, that is completely down to us!! I have no problem with the tie after all that is what I agreed to, But I have a huge problem with what I am expected to pay for tied products, almost double the amount I could buy from a wholesaler let alone a negotiated price through a supplier. *I dont want to get in big number about cost comparisons but want to give one example;*

Enterprise's regional director informed us during a meeting that Enterprise do not make money on SIBA beers that they sell to us! when we order a SIBA beer through enterprises telesales team they email the brewer and finally send us an account that is Enterprise's input. But a product I buy FOT for my guest beer costs me for a 9 gallon cask £63.00 but the same one via SIBA through Enterprise Inns costs me £111.00 I rest my case.

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