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From: I [redacted]
Sent: 10 June 2013 11:08
To: Pubs Consultation Responses
Subject: PUB COMPANIES AND TENANTS: Consultation

Dear Sir,

I write to you with regards the forthcoming government consultation into Pub Companies and Tenants.

I have been in the trade for 14 years plus (14 as a Enterprise Inns lease holder) and am a mentor for the BII.

My experience with Enterprise Inns did start off a little rocky (which I believe to a degree of my lack of knowledge with PubCos) and Enterprise playing "hard ball old school pubco".

But in time and in building a relationship with my Regional Manager and my growing understanding of this sector we work well together (the majority of the time)!

I believe in my 14 years of my Enterprise Inns relationship that Enterprise Inns have worked hard on their relationships with tenants, but they still have a way to go.

I believe that Enterprise Inns need not to be able to charge for extra deliveries, and that more marketing material inc glassware should be made free and readily available to the tenant, as it would be if a freehouse. I also believe that there is some way to go with regards building maintenance and how these issues are dealt with and by whom.

I believe that release tie fees are unrealistically priced and in a lot of cases do not benefit the tenant buying out of a tie.

I do not believe a full release tie is really needed (draught) as a person with some common sense can understand that RENT + BEER TIE = REALISTIC RENT.

How many people would be able to afford high rents if the whole thing was free of tie? Having a some kind of tie works for both parties and is a good tool for analyzing FMT!

As a BII mentor I do get a lot of members asking about high rents. In my experience some Pubcos are still being unrealistic with FMT's and that potential tenants are not doing enough homework! Some of the issue with regards to potential tenants failings is due to the lack of calculation assistance programs in working out potential FMT. In this case I believe a failure from PubCos, and bodies like ALMR and BBPA for no consistency in reports.

Lastly I believe the issue of Pubs closing is much bigger than Pubcos. I am sorry to say that the Government must be "smiling" with the pressure being diverted from themselves and on to the PubCos.

VAT is too high and is killing our trade.

Business Rates that cannot be quantified into a business are unfair. At least Pubcos evaluate FMT and put your rent down, whilst Business Rates go up!!! Explain that!!!

Stamp Duty. Another cost killing pubs!

Minimum pricing in supermarkets.....killing our trade.

These are a few point and I could say much more..

Kindest Regards

05/12/2013