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From:
Sent: 14 June 2013 10:00
To: Pubs Consultation Responses
Subject: FW: Statutory Regulation of the Pubs Industry

I have forwarded your note, thanks for taking the time to give a balanced response.

Regards

-----Original Message-----

From:
Sent: 06 June 2013 16:46
To:
Subject: Statutory Regulation of the Pubs Industry

Dear

I am writing to you as a HAPPY Enterprise Tenant and to show my support to both you and Enterprise Inns in your battle against the Government and the BII

Over the last few months I have been reading, with total bemusement, that both the Government and the BII have been looking to regulate the way that Pub Companies and their Tenants are allowed to conduct themselves in business seemingly without talking to or asking the opinion of the many happy and successful Tenants across the country.

This all seems to stem from the fact that companies such as Enterprise are both Landlord and agent for the supply of beer, wines spirits etc and that the world would be a much happier place if we were all free to go to the open market to purchase our Beer etc this attack on how business is conducted would appear to be based on the fact that Enterprise operates a One price for all system as we know this is just not the case.

The people that are talking the relationship between, Landlord and Tenant down are assuming that the prices we are charged are fixed across the board when this clearly is not the case, I now run three Public Houses within the Enterprise scheme, upon taking each pub I was supported and encouraged by Enterprise to negotiate a deal that was good for my business, to this end all three of the pubs have a different discount structure for the supply of beer and again in all three I am free to purchase all of my wine, spirits bottled beers and soft drinks from whichever company I choose! I was happy when I signed the agreements and two years down the road I am still happy with the arrangement.

If we were just paying rent to a landlord I would ask how much support would we get with things like; how do I set up in business, what accountant should I use, I have never run a business before where do I get my training and is it accredited?, how do I get my business insured

and is it a good price, what about utility bills are they competitive how do I negotiate, what about staffing and the law who will help me with that and what about the big one, my business is in trouble please help me.....and the list goes on.

To me its simple Enterprise are able to assist in all of the above because they have a vested interest in making each individual business a success if they were just a landlord collecting rent and not a business partner I would ask the question how many more Public houses would have closed for good.

Any one opening a business should do se with there eyes open and be prepared to negotiate a good deal for them and then to keep evaluating that business owe and do not look to blame all around you when the going is getting a little tuff !!!

Keep up the good work chaps.

From a happy business partner.

I hope in some small way this helps

Kind Regards

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