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From:
Sent: 14 June 2013 11:09
To: Pubs Consultation Responses
Subject: Enterprise Inns

To whom it may concern,

My name is _____ and I'm currently a tenant with Enterprise Inns. We have been at the _____ for nearly 5 years now and like many pubs have had ups and downs during that time.

I have recently been asked what my thoughts on the consultation are and would like to give my opinion on the business model.

Firstly I will say if i had been asked this question 4 years ago I would have been critical of the model and the tied pricing structure and support, however I do honestly believe Enterprise have had a good look at how they operate and have been looking to work more closely with tenants and improve the working relationship and simplify the working model so tenants are given all the information they need up front and clear pointed out. Over the past two years in particular I have had open discussions, which has resulted in a rent and pricing reduction for myself, which has given me the opportunity to build a successful business. To me this shows that Enterprise are happy to look at each pub and work towards a solution that suits each outlet. In addition to this they have also provided the opportunity to attend several free training courses and we are now currently looking at getting investment into our property to expand the business further.

When i took on the pub i was well aware of the prices with that compared to free trade pricing but was also not having to make such a risky financial commitment that people looking to purchase a pub have to make. Although like all landlords I'd love to get cheaper pricing on products i can honestly say energy prices and VAT being increased have had far more of an impact on my profitability and these prices can be increased at any time and cannot be planned for.

The pub industry has gone through some hard times over recent years, which everyone is aware of but i don't personally think that this can be blamed on one thing as many factors have contributed towards this difficulty and i do not think that the Enterprise model is flawed or to blame for these challenges.

Yours faithfully

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