



**SIDNEY  
PHILLIPS**



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RTJ/JLN

16 May 2005

Ms Waaldijk  
Planning Department  
Salisbury District Council  
61 Wyndham Road  
SALISBURY  
Wiltshire  
SP1 3AH

15  
16/5/05  
BW

Dear Ms Waaldijk

RE: THE CONQUERED MOON PUBLIC HOUSE, SALISBURY

Thank you for your recent correspondence enclosing the response given by Mr Adair to my Visibility Report.

It appears to me there are large sections of my report which are agreed therefore I will restrict my comments to sections where we do not agree.

- 5 My opinion remains the same that all occupants of the property have been self employed tenants and not managers.
- 6 The first sentence states that the Conquered Moon reflects the trend in sales of licensed premises however, the last sentence states that the Conquered Moon is not representative of national trends.
- 7 The second paragraph is not accurate. Non tied public houses negotiate rentals on gaming machines and this is far more advantageous than a 50/50 share.

I believe that my analysis of potential trading and profit to be a fair estimate.

- 10 The final paragraph refers to the book value on the companies balance sheet. If the book value figure is the one used to establish the asking price it does not necessarily represent what potential purchasers are willing to pay to acquire the property.
- 12 It should be firmly appreciated that any purchaser of this property trading free of tie would be able to gain large discounts from suppliers who compete strongly in the competitive free of tie market. The benefit of Enterprises bulk purchasing strength is of no benefit to previous tenants of the Conquered Moon as Enterprise Inns retain all barrelage discount and therefore tenants pay premium prices for products which prevents them from being able to pass discounts onto customers and make pricing more attractive to compete with

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Ms Walsby  
Salisbury District Council

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other free of tie premises such as clubs and city centre venues who heavily discount.

- 13 We are aware of properties advertised by Christie & Co in their latest batch of sales which appear to be more realistically priced than the Conquered Moon. We have been consulted over two freehold town centre premises which are quoted at less money than the Conquered Moon with these premises having unencumbered freehold titles. We would expect the two properties concerned to sell at above the asking price.

*what are these*

#### Conclusion

The only issue of great significance we fail to agree on is the asking price which has been quoted for the Conquered Moon. We believe the asking price for the premises in its dilapidated condition and subject to its lease from the city council is unrealistic and may well have discouraged potential purchasers.

Therefore there is a significant weakness in the test to establish if an alternative operator can run a viable business to serve the community.

Yours sincerely

RICHARD T JONES, F A V L P, F N A E A  
for  
SIDNEY PHILLIPS



### Battle of Minden, 127 St Mary's Road, Portsmouth PO1 5PQ

- Community locals' public house
- Main bar (50) and family area (20)
- 4 bedroom owner's accommodation
- Investment opportunity

### OFFERS INVITED

**Situation:** Occupying a corner plot on St Mary's Road in Fratton, a residential area approximately 2 miles west of Portsmouth city centre.

**The Property:** Detached premises of mixed elevations under a tiled roof.

**Business Premises:** Main bar with games area and separate family area. 4-bedroom owner's accommodation.

**Outside:** Small yard and side access to the street. 2 detached garages and a small beer garden to the rear.

**Services:** All mains services are connected.

**Licences:** Justices' Full On Licence.

**Tenure:** Freehold, subject to a tied lease.

**Occupational Status:** The property is let on a tied lease for a term of 20 years expiring 14/06/2012, at a current rent of £15,000 per annum.

**Contact:** Joe Harvey, Winchester Office.  
**Ref:** 38/56389



### Crown, 90 Stanley Road, Croydon, London CR0 3QB

- End-of-terrace public house
- Residential location
- 3-bedroom owner's accommodation
- Currently closed for trading

### OFFERS INVITED

**Situation:** Located in a residential area of Croydon between Landon Road (A235) and Mithras Road (A236), approximately 0.3 miles from Mayday Hospital.

**The Property:** 2-story end-of-terrace property of brick construction under a flat roof with part rendered elevation.

**Business Premises:** Open-plan bar (20), 3-bedroom owner's accommodation. Currently closed for trading.

**Outside:** Private courtyard to the rear and detached garage/store.

**Services:** All mains services are connected.

**Licences:** Justices' Full On Licence.

**Tenure:** Freehold.

**Occupational Status:** Vacant possession on completion.

**Contact:** Chris Bickie, Epsom Office.  
**Ref:** 22/56725



### Edward VII, 29a Albert Road, Chatham, Kent ME4 5PY

- Substantial Victorian detached building
- Located in densely populated residential area
- 5-bedroom owner's accommodation
- Currently closed for trading

### OFFERS INVITED

**Situation:** Close to the town centre, with access from the A230 and A2. Chatham is one of the Medway towns in North Kent, a regeneration area with easy access to the M2.

**The Property:** Detached corner property of brick construction with a number of distinctive features.

**Business Premises:** Front bar (30), public bar (20), rear games bar (30) and first floor function room. 5-bedroom owner's accommodation. Currently closed for trading.

**Outside:** Large gated yard to the rear. Garden and 2 storey garage/outbuilding.

**Services:** All mains services are connected.

**Licences:** Justices' Full On Licence.

**Tenure:** Freehold.

**Occupational Status:** Vacant possession on completion.

**Contact:** John Woodward, Maidstone Office.  
**Ref:** 86/55349



### Fighting Cocks, 26 Main Road, Tadley, Hampshire RG26 3NL

- Prominent main road position
- Possible alternative use (subject to planning)
- 2-bedroom owner's accommodation
- Rear and side beer gardens

### OFFERS INVITED

**Situation:** On the corner of Stratton Avenue and Main Road (A340) in the village of Tadley, approximately 9 miles north of Basingstoke.

**The Property:** A detached property of brick construction under a pitched tiled roof.

**Business Premises:** Public bar (34) and games area (14). First floor 2-bedroom owner's accommodation.

**Outside:** Rear and side beer gardens. Large customer car park. Detached garage and further outbuilding.

**Services:** All mains services are connected.

**Licences:** To be sold de-licensed.

**Tenure:** Freehold.

**Occupational Status:** Vacant possession on completion.

**Contact:** Keith Goodwin, Winchester Office.  
**Ref:** 38/56392



### George & Dragon, 183 High Street, Acton, London W3 9DJ

- High Street location
- Bar and function room
- 3-bedroom owner's accommodation
- Currently closed for trading

### OFFERS INVITED

**Situation:** Situated in Acton, West London, on the High Street (A4020) close to its junction with Gunpowder Square (A4000). The High Street is the main retailing area in Acton with a number of other A3 operators.

**The Property:** Listed, 3-story, mid-terrace period building under a pitched tiled roof.

**Business Premises:** Single bar and separate function room to the rear. 3-bedroom owner's accommodation.

**Outside:** Courtyard and outbuildings.

**Services:** All mains services are connected.

**Licences:** Justices' Full On Licence.

**Tenure:** Freehold.

**Occupational Status:** Vacant possession on completion.

Also included in the sale is a small retail unit, let on a tenancy or will agreement.

**Contact:** Martin Gould, Enfield Office.  
**Ref:** 24/56702



### Globe, Duke Street, Littlehampton, West Sussex BN17 6EU

- Investment opportunity
- Town centre location
- Main bar (40), restaurant (24) and function room
- 3-bedroom owner's accommodation

### OFFERS INVITED

**Situation:** Located on a side street off the town centre pedestrianised retail shopping area, adjacent to the main car park. Littlehampton can be reached via the A284, some 8 miles to the west of the major South Coast town of Worthing.

**The Property:** 2-story brick detached property built in the early 20th Century, with brick and rendered elevations under a slate tile roof.

**Business Premises:** Public bar (40), restaurant (24) and catering kitchen. First floor function room (leased) and 3-bedroom owner's accommodation.

**Services:** All mains services are connected.

**Licences:** Justices' Full On Licence.

**Tenure:** Freehold, subject to a tied tenancy.

**Occupational Status:** The property is let on a tied tenancy for a term of 20 years expiring 26/04/2009, at a current rent of £27,500 per annum.

**Contact:** Joe Harvey, Winchester Office.  
**Ref:** 38/56403



### Kings Head, 1 Roehampton High Street, Roehampton, London SW15 4HL

- Detached public house with public dining
- Prominent location by Roehampton Lane (A306)
- Grade II Listed building in conservation area
- Car park and gardens

### OFFERS INVITED

**Situation:** Occupying a prominent elevated position at the junction of Roehampton Lane (A306) and Roehampton High Street, approximately 0.75 miles from Kingston Road (A3).

**The Property:** A character detached property built in the 1700s, of brick construction with a weatherboard facade under a pitched/tile roof.

**Business Premises:** Open-plan bar (70) and 5 double bedrooms.

**Outside:** Large beer garden, car park (30) and outbuildings.

**Services:** All mains services are connected.

**Licences:** Justices' Full On Licence.

**Tenure:** Freehold.

**Occupational Status:** Vacant possession on completion.

Also available, a business unit within the estate, let on a 10-year lease expiring 31/12/2009, generating £7,000 per annum income.

**Contact:** Chris Bickie, Epsom Office.  
**Ref:** 22/56724



### Moon, Woodside Road, Bemerton Heath, Salisbury SP2 9EE

- Detached contemporary pub
- Large lounge bar and public bar
- 3-bedroom owner's accommodation
- Currently closed for trading

### OFFERS INVITED

**Situation:** Located in the densely populated residential area of Bemerton Heath, off the A303, 1.5 miles south of Salisbury.

**The Property:** Detached building of late 20th Century construction with rendered elevations under a pitched roof.

**Business Premises:** Lounge bar, public bar and dining area. 3-bedroom owner's accommodation. Currently closed for trading.

**Outside:** Car park, beer terrace and gardens. Private owner's courtyard.

**Services:** All mains services are connected.

**Licences:** Justices' Full On Licence.

**Tenure:** Leasehold, for a term of 99 years expiring 24/12/2064, at a current rent of £6,000 per annum.

**Occupational Status:** Vacant possession on completion.

**Contact:** Joe Harvey, Winchester Office.  
**Ref:** 38/55987