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Dear Bob

Response to UNC Modification Proposal 0253: Facilitating a Supply Point Enquiry Service for Large Supply Points

The existing supply point enquiry service has been in place since implementation of network code in 1996. This service has played a part in assisting suppliers in the verification of supply point data as part of pre-registration processes. UNC 0253 suggests that if this data was made available as part of a bulk report it would enhance a suppliers ability to provide quotations to potential customers more rapidly.

The issue of supply point transfers in this market sector has been examined on a number of occasions throughout the introduction and development of what is a highly competitive market place for I&C customers and suppliers. This has resulted in a voluntary Code of Practice supported by most shipper/supply businesses which lays down detailed principles including quotation timescales recommended to provide sufficient time to ensure that customers are able to switch supply effectively. At no time has the supply point enquiry service been identified as an obstacle.

There are many aspects for a supplier to consider when evaluating prospective customers in addition to the data items provided by the supply point enquiry service. It is only when considering all these that a competitive offer can be



made. Certain consumption information vital to the pricing process can only be provided by the customer and cannot be verified by the enquiry service.

A report as envisaged under UNC 0253 could be used to trawl the market to 'cherry pick' apparently attractive customers and perhaps more importantly to disregard apparently un-attractive customers. We feel that this may leave a large number of customers struggling to attract supply offers.

The basic principle should be that customers seeking quotations should be able to issue tenders and have them responded to and not for suppliers to market only to a certain select group based on limited information.

Therefore we believe that this proposal could in fact be counterproductive to effective competition and we are not in support.

Yours sincerely

Brian Durber (by email)
Retail Regulation