
From: Nick Mitchell [REDACTED]
Sent: 28 October 2013 10:09
To: Jacob Wood
Cc: Phil Wickens
Subject: Response to the consultation on Payment Terms

Dear Jacob

Thank you for the opportunity to consult on the proposed payment terms between wholesalers and retailers. I have detailed below our response on the consultation. In making the response I have followed the five main questions in the same order as set out in the consultation document.

1. **Proposal to set standard terms;** we are supportive of this approach as this should bring clarity across the market. Any variation would be negotiated between parties but a standard approach will set a base line starting point.
2. **Visibility of non-standard payment terms;** again we are supportive of this approach as this will allow transparency across the market and ensure that there is no undue discrimination.
3. **Settlement period;** we are supportive of the proposed approach. Any shorter timescale is not practical with the majority of current measurement systems that are installed.
4. **Payment terms to all products and services;** we are supportive of the same payment terms for all currently regulated products and services. Clearly in a competitive market there will be potential for other products and it is expected that these will be individually negotiated between wholesalers and retailers.
5. **Standard payment terms;** the payment terms are similar to those in Scotland except that the default position is set at payment in arrears rather than payment in advance. For consistency we would propose payment in advance with payment in arrears subject to the necessary guarantees.

I trust that you find our response helpful. Should you have any questions relating to our response please do not hesitate to contact me.

Kind regards

Nick Mitchell
Wessex Water

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