

TO  
Bespoke?  
CCP



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21<sup>st</sup> May 2013

**Rt Hon Dr Vince Cable**  
**Secretary of State for Business Innovation and Skills**  
**Dept for Business, Innovation and Skills**  
**1 Victoria Street**  
**London**  
**SW1H 0ET**

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Dear Dr Cable

**Re: Government Consultation Pub Companies and Tenants April 2013**

With reference to the above, I would like to confirm that our small company are suppliers to several of the large pub companies including: Punch Taverns, Enterprise Inns, Trust Inns, Admiral Taverns, Etc and have been involved in the bar supply business for over 25 years.

We originally worked supplying the managed estate of Bass Taverns and Bass Brewers, before they were separated into several separate companies and the outlets sold off to the pub companies.

The reason for this letter is to inform you that within all of the companies we now deal with we have noticed a marked rise in marketing support for the outlets that are in partnership with them.

Punch Taverns in particular have shown enormous support for their partners during the time we have been working with them and are now one of the mainstay customers of our business.

We attend all of the annual road-shows held around the country, which gives us a chance to show the partners how we are able to help them by supplying almost everything necessary to run successful outlets including: glassware, promotional games, live dart and pool celebrity performances, tribute artistes, bar games, competitions garden games and equipment.

In most cases these goods and activities are supplied completely free to the licensees by Punch business managers to help the outlets build trade, encourage new business and entertain existing customers.

In my experience many of the Pub Companies and in particular Punch are now doing as much as they possibly can to support their tenants and make their tenanted businesses a success and we could not possibly be involved in this if we had to try and communicate with each individual outlet.

I think that before any further law changes or sanctions are implemented against the Pub Companies, consideration should be given to the impact this may have on all concerned within the trade and a closer look taken at how the Pub Companies are now benefiting their partners and small suppliers businesses.

Yours sincerely  
*[Signature]*  
Richard White

- CC Jeremy Brown Masons House Magdalene Street Taunton TA1 1SG
- Giles Wilkes, Special Adviser to the Secretary of State for Business, Innovation and Skills, 1 Victoria Street, London SW1H 0ET
- Jo Swinson MP, Minister for Employment Relations and Consumer Affairs, Department for Business, Innovation and Skills, 1 Victoria Street, London SW1H 0ET
- The Rt Hon Michael Fallon MP, Minister of State, Department for Business, Innovation and Skills, 1 Victoria Street, London SW1H 0ET
- James Wild, Special Adviser to the Minister of State, Department for Business, Innovation and Skills, 1 Victoria Street, London SW1H 0ET
- Jane Hartshorne, Assistant Director, Consumers & Markets, Department for Business, Innovation and Skills, 1 Victoria Street, London SW1H 0ET
- Brandon Lewis MP, Parliamentary Under Secretary of State for Communities and Local Government, Department for Communities and Local Government, House of Commons, London SW1A 0AA
- The Rt Hon Kenneth Clarke QC MP, Minister without Portfolio, Cabinet Office, House of Commons, London SW1A 0AA
- Kathryn Laing, Special Adviser to The Rt Hon Kenneth Clarke Q C MP, Minister without Portfolio, Cabinet Office, House of Commons, London SW1A 0AA
- Rupert Harrison, Special Adviser to the Chancellor of the Exchequer, HM Treasury, 1 Horse Guards Road, London SW1A 2HQ
- Tim Luke, Senior Adviser on Business, Trade and Innovation, Number 10 Policy Unit, 10 Downing Street, London SW1A 2AA

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