

bar activity

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21st 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

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

Richard White

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