
From:**Sent:** 28 May 2013 17:28**To:** Enquiry Enquiry (Other Government Departments); hansond@parliament.co.uk**Subject:** Government consultation pub companies and tenant april 2013

FAO Vince Cable

Secretary of state for business innovation & Skills

Department for Business and Skills

RE. Government consultation pub companies and tenant April 2013

I right to you with reference to the ongoing Pubco vs Free Trade debate.

We have been in partnership with punch taverns for the last [redacted] and have had a very positive experience, after working with other Pub Co's prior to The Code of practice being introduced we have found Punch to be both supportive and transparent about Our Business and the way we operate together.

We have taken on The [redacted] in [redacted]. This site had become very run down and had a succession of poor landlords and bad management which had caused the site to close for almost [redacted], a huge loss for the village. Since approaching Punch taverns in relation to taking on the Pub we found their approach very professional and realistic, they ensured that they were firstly taking on the right tenants to ensure that the business would be successful, this involved a series of meetings and discussions with regards to our experience, our vision and of course the financial implications. Punch also jointly invested over 150k to bring the Site back to its former glory and really give us the best possible start to our business.

Our Pub is trading very successfully and has once again become the heart of the community, not only is this down to our own hard work and dedication but also the support we have received along the way, both in person with our development manager who has been there every step of the way but also with Punch during the re launch of our premises and the ongoing support provided. This is something that maybe a few years back was not always the case, we strongly believe that Punch are very realistic about the future of The Local Pub, yes tough decisions have been made to close and dispose of unsuccessful sites but in contrast to those who believe this is Pub Co greed it is, unfortunately also the fault of social attitudes to drinking, and the way the government is not dealing with the very real issues affect licensees and patrons today. Punch are reinvesting money into sites such as ours to ensure they will survive, a necessity in an industry where we are constantly fighting against the threat of Supermarket under pricing, smoking Ban, rising rates and bills in a tough economic climate.

It is very easy to blame The Pub Co for the demise of the Local Pub however people fail to look at

both sides of the argument, Yes we may pay a slightly higher price for our product on the tied model, we may feel that sometimes this is unfair but truly we as tenants are fully aware when we go into a partnership exactly what the terms of the tenure will be, the pricing structure, tied options and of course the rent. These are things that tenants are strongly advised to take financial and business advice with before proceeding and in fact essential to be able to satisfy code of practice. They are also aware of the positives that come along with this, the ongoing support, essential maintenance of the building and the benefits of taking on both a short term 5 year tenancy and a lease.

It is important that the government acts now to tackle the real problems rather than looking at the pubs as an easy scapegoat to other problems in the industry. 🐐

Thank You for you time.

Regards

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