

From:**Sent:** 24 May 2013 15:16**To:**

Enquiry Enquiry (Other Government Departments)

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

Dear Mr Cable and Ms Hoey

Re: Government Consultation Pub Companies and Tenants April 2013

I write with regards to the above proposed consultation and would like to share our experience of being in Partnership with Pubco, Punch Taverns Plc.

My business partner & I investigated various options of entering into the trade & heard many "Scare" stories of how we might expect to be badly treated by PubCos. We can only say that our experience was that of the opposite to scary, but in fact a rewarding and "Can do" approach from all involved in our taking over a lease from Punch Taverns in As newcomers to the trade, Punch Taverns did due diligence and looked in depth at our business plan and helped us to refine it, giving us advice and support to ensure there were no surprises awaiting us. Furthermore, they were key in facilitating the transaction, helping both the outgoing tenant and ourselves to ensure that we all got a fair deal! That level of support and the benefit of years of experience helped us on our way and has contributed to the success of our business, something that would not be available from a bank or private landlord. In fact, it is worth mentioning that although (through previous businesses I have owned and managed) I had a relationship with a Senior Business Bank Manager at ! Bank Plc for, they were unable to offer any assistance to us at all. Not even an overdraft facility!

We are currently exploring taking on a : & have decided that our best option is for another Pubco lease with Punch Taverns. To take a low cost and relatively low risk pub business opportunity, a Pubco lease is the best option for us to expand our business. We would not have the financial means to take on a freehold and do not want to pursue a lease with a private landlord, who does not understand the business. Punch Taverns are happy with our progress and both sides are keen to explore new opportunities in partnership.

We feel we have a productive relationship with Punch Taverns and ongoing support from them. We are happy with the clearly worded Code of Practice that both sides adhere to. We realise that there may be some advantages to a free of tie arrangement, but we feel that there are advantages to having an engaged landlord, which is much better & mutually beneficial to all concerned.

Yours sincerely