
From:**Sent:** 20 May 2013 19:57**To:** Pubs Consultation Responses**Subject:** Time for pubco reform

I am a Pub co. tenant, I have spent a life time working in a retail business, from being born, years ago, in my Grandfather's pub. Then working in pubs from when I was 18 to then moving into come back to running pubs for the last years, here and abroad.

I don't really have a problem with my Pub co., which is Admiral Taverns, I have found them easy to work with, but my experience was not the same with Punch.

The main issues I have with Admiral is the price I pay for my stock, I am tied on beer, ciders and alcho pops, I am not paying wholesale prices, wholesale prices are what you pay beer wholesalers, like £195 for a 22 of Carling not the £260 I pay, this gives me margins of less than 50% and retail prices that are prohibitive at the very least.

This reminds me of the milk industry, where having your milk delivered to your door is so costly that people now go to the supermarket to buy theirs. The big dairies like this because it is cheaper to deliver a truck load of milk to one location then have it put it out on the shelves, than have it delivered to one location then split onto 50 milk floats and have 1 or 2 pints per day dropped off onto doorsteps. But beer and pubs are different, one is the pub should be the centre of the community that glues communities together, also alcohol changes peoples behavior, so surely it is best consumed under a reasonable amount of supervision, so there are some controls in place. I know this is a bit rambling but my point is that we should be encouraging people to use pubs for their alcohol consumption, not to drink at home, but to drink in pubs where beer and alcohol should be reasonably priced.

What really annoys me is how people like Punch call their leasee's partners, look this is very simple Punch leasee's are their customers, and should be treated as such.

Entry into the business is not based on ability but based on how much money you have available to spend, I understand that any business need some kind of financial commitment to enter, but to use that as the sole reason for giving somebody a pub business is dangerous. I am not saying people without retail experience can not run pubs, but having an accountant put together a business plan doesn't mean that you have great business skills. I see pubs with poor retail standards, staff sitting at the end of the bar filling out SoDoKus, once we were looking at a pub to lease, we were sitting there having a quiet drink to observe what was going on, and at 8 o'clock the barmaid looked up and shouted "bloody hell Eastenders is on now" then promptly turned the T.V. over and watched the said program. Then we sit around scratching our heads wondering why pubs are closing down. So simply what we need is;-

- 1) Reasonable wholesale beer prices to help margins and realistic retail prices.
- 2) Reasonable rents where pubs can sustain businesses.
- 3) Support from Pub Co's when times are difficult.
- 4) A recruitment program that looks at people's skills and not just how much money they have.
- 5) Real training for tenants and Leasee's.

I understand that Pub Companies need to get returns on their Capitol, and these companies businesses are based on mountains of debt, but that problem was caused by a governments attempts to reform a business that didn't need reforming, so surely government help is needed to restructure these debts.

I hope my ramblings make some kind of sense,
Yours faithfully,

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