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From:**Sent:** 14 June 2013 12:27**To:** Enquiry Enquiry (Other Government Departments)**Subject:** Government Consultation Pub Companies and Tenants April 2013

Dear Dr. Vince Cable

Reference the Government Consultation Pub companies and Tenants April 2013

I have had the privilege of being the Licensee of the taking over the lease with no real experience of the this trade other than bar work the early days were tough. In 1990 all the Landlord was interested in was a revenue from their property with the minimum of support.

Throughout the years we have had various Landlords each trying to improve their support some have been more proactive than others and relied upon their Business Development Managers to assist the trade. The success of this relied greatly upon the BDM and the relationship built between licensee and themselves. I have had four new landlords in the past decade each coming with their own support package which tried to improves on the previous one.

I am currently with Punch and the pub has been placed in their Disposal Group however instead of being left alone to our own devices and await a buyer Punch have encouraged and supported us to increase trade.

The Business Development Manager has been replaced with Regional Business Managers who can give a more broader outlook on the trade and ideas taken from other parts of the region. I am fortunate to have a dynamic and pro-active person as my RBM. Our initial meeting was for a rent revue during which negotiated a rent reduction on our behalf which eased the our financial burden which were experiencing at that time. We meet every 4/6 weeks to discuss a way forward with an emphasis of joint ventures which will benefit both our interests however in between meeting he is only a phone call or email away and will always respond within a few hours.

Punch have shown a way forward within their support program, providing genuine promotions, training, events, professional posters and annual Road Shows where you can meet suppliers and Professional Organistions from across the UK.

The a community pub within a village with no food trade just wet, which is a rarity these days however with our RBM and the support from his team and Punch plus with pro- active meetings the pub continues to provide a meeting place for my community with various activities without which instead of increasing trade by 20% during the past 12 months would see yet another Community Pub disappear forever.

Yours Sincerely

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