

29<sup>th</sup> of May, 2013

Dear Hon Dr Cable,

I write to you in regards to the Pub Co/Tenant relationship, more specifically, to try and describe the relationship between Punch Breweries and myself, as the licensee of [redacted], which is in their management.

I have been working with Punch Breweries for almost four years now and right from the start I have had their full support in the development of my business. The communication between the brewery and me has been established through [redacted], the Punch regional manager. From the very beginning, he has been open to communication and helped me with the advice everyone needs when starting a new business. More than that, he arranged meetings with qualified people, who advised me in how to make my business more profitable, how to cut unnecessary loss and how to turn the business into a real local pub, a successful venue in the heart of the community. As every new business owner, when I first opened the pub I tried to find the best suppliers for my merchandise. That is where I found the Punch Roadshows to be very helpful. With a wide range of suppliers, it was the best place to cut profitable deals for my business.

The [redacted] Pub has been the meeting place of the [redacted] community since the 1980s. Local people, as well as holiday makers, see it as a good place for food and drinks and we have been trying to make it as welcoming as possible. In the summer of 2012, we started a refurbishment, through which we had full support from Punch, the brewery investing funds for whatever contractual work was needed, and carefully supervising the work that has been done.

Of course, to make any business successful, you need advertising. We have advertised, for the restaurant part of the pub and for all types of entertainment we host, in the local media, like radio and newspaper. The brewery helped with the design and printing of leaflets, flyers and posters of all the events we organised. Also, they helped with the design and printing of our restaurant menus and the menus we put together for special events, like Christmas, Easter or Mother's Day.

Last, but not least, I have been assured of the full support of the brewery in organising The Festival this year. While we take care of the entertainment part of the event, as well as food catering, the brewery will provide a wide range of local ales and ciders, to make this a truly successful event, with the possibility of making it a tradition in the local community.

I cannot stress enough the heart that [redacted] constantly puts in his work and the relationship with Punch tenants. He goes to any lengths to make this a fruitful experience for both parts. He has given me business, legal and friendly advice in the numerous meetings we have had. I can honestly say I have had an answer to all my inquiries and concerns and I could count on the brewery's constant support.

Yours sincerely,