

Attachments: Partner correspondence examples.doc



Partner
correspondence exampl

—Original Message—

From:
Sent: 09 June 2013 13:18
To: Enquiry Enquiry (Other Government Departments)
Cc:
Subject: Fwd: Government Consultation

Dear
concerning Government legislation on the PubCo model I think this letter says it all.
Kind regards

—— Forwarded message ——

From:
Date: Tue, 21 May 2013 13:50:27 +0100
Subject: Government Consultation
To:

Hi

As you will be aware the government have launched an 8 week consultation period from the 22nd April, to this end Punch need to demonstrate that the leased model works & that the forced regulations would be far from "pain free" for current operators with negative far reaching consequences for the industry as a whole.

Would you be prepared to write a letter with your views of the pubco relationship & proposed regulation. If you are happy to please address as below & forward a copy to me.

1. Address letter to

- a. Rt Hon Dr Vince Cable, Secretary of State for Business, Innovation and Skills, Dept for Business, Innovation and Skills
- b. Copy to local MP

1. Letter should be headed up

- a. "Re: Government Consultation Pub Companies and Tenants April 2013"

1. Email finished letter (from Partner email account) to

- a. enquiry.enquiry@bis.gsi.gov.uk<mailto:enquiry.enquiry@bis.gsi.gov.uk>

1. Local MP name can be found at the following link by inputting postcode

- a. <http://findyourmp.parliament.uk/>
- b. You will need to access the individual MP website for email contact details

I have attached some example letters for reference if required. Any queries please call me.

Regards

Partner Development Manager
Punch Taverns

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**Example 1 – Sent to a Daily Mirror journalist on the back of an article.
Expresses the views of the Publican**

Good afternoon Graham,

I have just read your article on the pubco beer tie issue. I would like to put my side of the story forward as a pubco tenant.

I took out a ten year lease with punch taverns 7 years ago and for me and my family the whole experience has been very positive. I could never have been able to afford a free house so for me the only option was to take out a lease. Yes the beer is expensive but the company has worked with me to develop my business from a failing dump to a successful busy food destination pub.

They have given me two investments (by the way I understand this was for the property not just for me) which have both boosted my business in these tough times. I obviously don't speak for everyone who has a lease but for me the toughest challenges have come directly from the government; introducing the smoking ban (which I agree with for the comfort of our customers) beer duty escalator/business rates/cheap accessible alcohol from supermarkets and vat. If the government were really interested in the lowly publican they could reduce vat for food/scrap the beer duty escalator or at least make it clear to the general public that when they reduce beer by 1p per pint that the landlord still has to pay more due to the beer escalator while increasing wines, spirits and soft drinks/ charge less vat for kegs of beer and lager as these are not available in supermarkets and if sold in a pub at least it is a controlled environment with strict guidelines i.e. underage drinking/alcohol abuse etc.

Pub companies "exploitive?" Not in my opinion. They have given me an opportunity I would not have had even though I have made them a lot of money as well, at the moment recession and government makes it tough to succeed.

Thank you for your time, cheers.

Example 2 – Positive feedback on experience with an investment

Hi guys;

We have just reopened following a 9 week refurbishment of our premises and want to take time to thank everyone involved. Obviously without Punch this would never have happened so a big thanks to all at Punch who made it possible.

Next the design team at

who took a tired old pub and brought it into the 21st century and according to the droves of people who have come through our doors since reopening have made it into the best pub in - a pub that could now hold its own in any major city in the UK against any of the major branded pubs. Although we had a vision of how we would like the pub to look took our ideas on board but then added to them with such style and class that it has far exceeded our expectations, his designer excellent eye for detail and colour has given true warmth and atmosphere

The pub dimension shop fitting who carried out all the building work were true professionals to deal with and their workmanship and attention to detail and finish have ensured that the pub looks truly amazing.

I think you will have gathered from this email that we are delighted with the new look and will certainly be recommending both these companies to anyone looking to carry out a similar project. Punch taverns made an excellent choice appointing these two companies.

Thanks again to everyone involved

Regards