

Rt Hon Dr Vince Cable MP
Secretary of State
Department for Business, Innovation and Skills
House of Commons
London
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06 June 2013

Dear Dr Cable

Government Consultation Pub Companies and Tenants April 2013

We operate as a small pub company with some temporary sites, Punch Tenancies and leases, which puts us in a good position to assess the merits of the different business opportunity.

One of our Punch pub has recently undergone an extensive refurbishment and not before time. The pub over the past few years had not been run properly and the type of custom it attracted was beginning to cause some issues with the neighbours. We took the pub on a favourable deal and set about rebuilding the trade and deterring the less desirable custom that had got a foothold. Having achieved this, gave us and Punch the confidence to invest in the site to provide a good community local with a decent food offering. The result is that is now our most profitable site.

The actual work carried out exceeded our expectations and those of our customers who found it hard to believe they were in the same pub. We were given support on the marketing including a website and also the launch of the pub something which has been of great benefit. The size of the capital investment made and the support provided is just not an option on our free of tie pubs and so there is a ceiling to what we can achieve with those sites.

The deal we get from Punch is in our view very fair, in common with most Punch agreements we are able to buy a number of product types out of tie should we wish but prefer to place all our business with them as the prices are not that different and in some case less than those offered by wholesalers. As a result we would be happy to take another site from Punch confident that we can build a successful business.

Yours sincerely