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From:) on behalf of Pubs Consultation Responses
Sent:
To: Pubs Consultation Responses
Subject: FW: Rt Hon Dr Vince Cable , Secretary of State for Business Innovation and Skills.
From: c
Sent: 05 June 2013 16:59
To: Enquiry Enquiry (Other Government Departments)
Subject: FAO: Rt Hon Dr Vince Cable , Secretary of State for Business Innovation and Skills.

Dr Cable,

Re: Government Consultation Pub Companies and Tenants April 2013

I refer to the above. With the release of the government consultation into Pub Companies, it appears that the PubCo / Tenant relationship is viewed as one of general dissatisfaction by MP's and government. In order to give a more balanced view of the PubCo / Tenant relationship, I would just like to give a personal example of the more positive view that we, as current Tenants, hold.

Since August 2012, we have been Tenants of . My husband and I have years of experience within the Licensed Trade and have certainly been victims in the past to the unscrupulous, avaricious and sharp practices of the Pub Companies (including Punch Taverns). It appears, despite this, our love of the trade persuaded us to have another go last year at running a Pub of our own. While our operational skills had never been in doubt, being middle aged and in possession of a credit rating which had been fouled by previous Pub Company dealings, we expected to find that running a Pub of our own again would be an impossibility.

With the help of a Punch Taverns Partnership Development Manager, who obviously realised our skills and commitment were more robust than our Bank balance, we took over the Tenancy of the well-established (though shabby) local village Pub in . He smoothed the way financially with our entrance back into Tenancy so that the agreement between the Pub Company and ourselves was realistic and viable. Furthermore, a Pub Company funded renovation of the Pub was carried out in October/November last year which allowed us to work hard at building a decent business within pleasant surroundings – and while the Rent obviously had to increase as a result of this, the financial targets we need to service the Rent are demanding of hard work and dedication, rather than our blood (which was the case in the past). Punch Taverns has improved in leaps and bounds in ensuring that their Tenants are properly trained, informed and guided, so the potential rewards and pitfalls are transparent for those entering and operating within the trade. At all times, we found that we could negotiate agreements with the Pub Company until we found mutually acceptable terms which allow us to run a business where we can make a modest but worthwhile living and provide career and employment opportunities for local people.

The Licensed Trade has always been a difficult one and faces ongoing challenges from Government, H.M. Revenue Commissioners, Supermarket competition and ever-escalating utility overheads – so Pub Companies are not the only forces to be reckoned with in this trade, by any means! Undoubtedly, Pub Companies had big improvements to make in regard to their treatment of Tenants but from our experience, probably as a result of previous lessons learned, they are addressing these improvements in an ongoing and conscientious manner.

Yours sincerely

05/12/2013