

Dear Sir,

*I am writing to you regarding the much publicised Government consultation into Pub Companies. I would like to put my side of the story forward as a pubco tenant.*

*I took out a five year lease with Punch Taverns in 200 . It is fair to say that the first 2 or 3 years dealing with Punch was far from a happy experience as I had several different BDM's and found it difficult to form any kind of working relationship. However since Punch split from Spirit Group a couple of years ago and since they have introduced their code of practice I have seen some very positive changes in their working practices. Not least of which has been the changes to their leases and the improvements in beer discounts. In*

*2012 I decided to take out a new 5 year lease as Punch offered me not only a reduced fair market rental but also an improvement in my beer discounts, a Free of Tie option on one cask ale and an investment in the property which has undoubtedly improved my trade.*

*In my opinion the major Pub Companies have had justifiable criticism in the past for being greedy and inflexible. However my experience over the last 3 years or so is that my landlord, Punch, has recognised its shortcomings and has reacted positively to the criticism. If Punch have helped me then I have no doubt that they have helped other lessees similarly and that they deserve credit for changing their business approach.*

*I cannot speak for everyone who has a lease but for me some of 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 serious about protecting the pub trade they could reduce vat for food or reduce duty on beer.*

*If it were not for the renewed flexibility of Punch I doubt very much that I would still be in the trade.*

*Yours Sincerely*