

14 JUN 2013

May 2013

RT Hon Dr. Vince Cable
Secretary of State for Business Innovations and Skills
Dept. for Business Innovations and Skills

Received in
Central Drafting Unit

17 JUN 2013

cc.

Dear Mr Cable,

Re: Government Consultation Pub Companies and Tenants April 2013.

Large pub companies such as Punch Taverns come under regular criticism from many people. Some of these people are genuine but others are not. I therefore write to you in support of Punch Taverns. One of the major complaints I have heard is that of high rents, expensive beer and unfair agreements. I have a tied five year tenancy which low discounts and an uneven share of profits. I did not write to you to complain, instead, I arranged a meeting with my business manager to make my case. I am a good operator and Punch realised this hence they wanted to keep me in place. When pub businesses fail, it is the operator who fails not the pub and good operators with help from pub companies do not fail as often as the stats suggest.

My business manager increased my discount level so I could compete in my tough marketplace and gave me 100% of my gaming income which was previously split 50/50. This was all tied up in a revised agreement and made legally binding. If pub companies are so bad, why did Punch do this for me? As a result of this, my business started to grow again and Punch then invested in new external decorations and signage without increasing my rent.

I suggest that the operators who complain to you and give pub companies a bad name, approach their company directly and if they are good operators they will be helped. If they do not have a good relationship with their business manager they can complain via the current process which is detailed in the current code of practice.

Yours sincerely