

To:

Rt Hon Dr Vince Cable, Secretary of State for Business, Innovation and Skills, Dept for Business, Innovation and Skills

Re: Government Consultation Pub Companies and Tenants April 2013

Good Morning,

*I have just read your article on the pubco beer tie issue. I would like to share my experience with you as a Pubco tenant.*

*I took a tenancy agreement with punch taverns about years ago and for me the experience has been really positive. I never wanted to purchase a free house, nor did I want a long term lease, with all its repairing obligations.. Whilst the beer is more expensive than the wholesaler, the range of products is vast, which has enabled me to cater for all of my customers.*

*Punch invested a considerable amount of money refurbishing the pub, which also included considerable works the flat above the pub, yet the cost of the investment was not reflected in a ridiculously high rent. They have given me the opportunity to run a good local community pub which is now in very good repair, welcoming for new and old customers and a pleasure to run.*

*I have had ongoing support from my area manager who is a fount of knowledge.*

*Punch have an excellent online ordering system which allows me to place my order when I like, and they always have a great range of offers.*

*The biggest challenges which I have faced are the smoking ban (still), excessive business rates, ever increasing utility costs and the piles of paperwork which need completing for compliance purposes, and now the Machine Gaming Duty has added to that burden.*

*There will obviously be tenants who disagree with my positive opinion of my landlord/Pubco, but for me it has definitely been a smart move on my part, and I firmly believe that without the input and investment from my Pubco at the onset of my agreement I would still be struggling and ploughing all my profits back into the business to get the public areas it into the condition which they are today.*

*My pub is now a thriving community hub, supporting local, and micro brewers by providing a vast range of cask ales – which are all supplied through my Pub Co and within my 'tie agreement' – delivered to my door in one shipment, and yes maybe the Pubco do take a bigger cut than the wholesaler, but they*

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*also empower other local businesses by increasing their access to pubs like mine*

*My Pubco is not exploitive in my opinion. They have worked with me, through negotiation and discussion to agree a package which will make money for both of us, the only real problem is that the Government will no doubt penalise me for being successful through high taxation in whatever form it can, be that VAT, MGD, Business rates or personal tax.*

*Thank you reading this.*

*Regards*