

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 Afternoon,

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

took a tenancy agreement with punch taverns. I am not in the position to raise enough funding to buy a free house and I wanted to test the ground. Yes the beer is more expensive than the wholesaler, but my repairing liabilities are very limited and I have an option to give notice if I get into difficulty, so for the shorter term it is a good investment for me.

Punch have proposed to invest some money in terms of repairs at this pub, and are continually supporting me whilst getting this pub ready to trade

In return for investing my money in this business, I have been given a nominal rent and a good discount on purchases. I do have a full tie and some products could be cheaper elsewhere, but then I would have to go and get them myself whereas my Pubco offer a delivery of all products.

I am in regular contact with my area manager.

Punch have an excellent online ordering system which allows me to place my order when it suits me.

The change of DPS paperwork was completed by my area manager professionally and with ease.

I am aware that the Pubco will be having a roadshow in the near future, where I will be able to meet with suppliers and discuss my business needs, together with a vast range of promotions.

The biggest challenges which I will face are ever increasing utility costs and the mountains of paperwork which needs completing.

There will obviously be other tenants and lessees, would not agree with my positive opinion of my landlord/Pubco, but my personal experience has been very positive, and I believe that without the input and ongoing support from my Pubco I would not have been able to take this pub on

Even though the Pubco charges more for beer than the wholesaler, they also (in my case) set a very reasonable rent to free up cash flow to enable me to invest in the pub

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 parties, the only real problem is that the Government then penalises me through high taxation in whatever form it can, be that VAT, MGD, Business rates or personal tax.

Thank you reading this.

Regards

[Person A, Pub B]

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

Hello

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

I took a tenancy agreement with punch taverns 7 years ago, because I had a limited amount of funds available and because I was not able to raise enough money to buy a free house and I did not want to commit for more than 5 years, so the option of a tenancy suited me.

I am aware that the beer is more expensive than the wholesaler, but in return my repairing liabilities are limited and I have an option to give 6 months notice so for the shorter term it is a good investment for me.

Punch have invested a lot of money in both repairs and decorations at this pub.

My area manager supported me whilst I completed my own promotion of the future activities at the pub, and I made good use of their excellent design and print service.

I have also had the experience of a food marketing executive which has benefitted my pub enormously

In return for investing my money in this business, I have been given a reasonable rent and a reasonable discount on purchases. I do have a full tie and some products could be cheaper elsewhere, but I am happy with the one delivery which in turn frees up my time as I only have to be in once a week to accept the delivery.

Punch have a very good online ordering system which allows me to place my order when it suits me, and this flexibility also enables me to look at any offers which they have on, and consider them at my leisure..

The biggest challenges which I have faced are ever increasing business rates, utility costs and the incessant paperwork and record keeping which have to be completed for compliance purposes for government agencies.

I am obviously aware that there are many tenants and lessees, would not agree with my positive opinion of my landlord/Pubco, but for me it has a good experience.

The whole process was explained to me in detail prior to signing up, and I was made acutely aware of my obligations, perhaps some people do not take the appropriate advise, or don't ask enough questions before they sign up?

My pub is a thriving community pub, supporting local people who in turn support us.

In my opinion my Pubco is my business partner. They have worked with me, through negotiation and discussion to agree a package which will make money for us both, the only real problem is that the Government then penalises me through high taxation in whatever form it can, be that VAT, MGD, Business rates or personal tax.

Thank you reading this.

Regards

[Person A, Pub C]

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 Evening

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

I took a tenancy agreement with punch taverns ' , because I did not want to purchase a free house, nor did I want to be tied into a long term lease.

I have a limited repairing liability which suits me, and OK the beer is more expensive than some other places, but I think these two things balance each other out. I also have an option to give months notice. This option suited me

Punch have invested more money than I could have done in terms of repairs renewals and decorations, which has given me a great start, and allowed me to concentrate my efforts on marketing and promoting the business .

My area manager supported me with my promotional planning of the future activities pub, and introduced me to their design and print service which I have found excellent.

In return for investing my efforts into this business, I have been given a reasonable rent and a reasonable discount on purchases. I do have a full tie and some products could be cheaper elsewhere, but then I would have to go and get them myself whereas my Pubco offer a delivery of all products. My pub has very decent wet trade..

Before I entered into my agreement I was made aware that I would need to use professional people to undertake my stock taking and accounting this has proved to have been very sound advice

I am sure that there are some people running pubs who would not agree with my opinion of my landlord/Pubco, but my experience has been very good, without the input and ongoing support from my Pubco I would still be struggling and putting all my takings back into the business and quite probably would not be the thriving community hub which it is.

I do not believe that my Pubco is exploitive, they have worked with me, through negotiation and discussion to agree a package which will make money for both parties, the only real problem is that the Government then

penalises me for my success through high taxation in whatever form it can, be that VAT, MGD, Business rates or personal tax.

Thank you reading this.

Regards

[Person A, Pub D]

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 Afternoon,

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

I took a tenancy agreement with punch taverns years ago as I had , and for me the experience has been very positive. I would never have been able to raise enough funding to buy a free house and I did not want to commit for more than 5 years, so the option of a tenancy suited me. Yes the beer is more expensive than the wholesaler, but my repairing liabilities are limited and I have an option to give months notice if I get into difficulty, so for the shorter term it is a good investment for me.

Punch have invested some money in terms of repairs at this pub, and have continually supported me whilst I completed my own refurbishment of the pub, which also included some works to the domestic accommodation. In return for investing my money in this business, I have been given a lower rent and a good discount on purchases. I do have a full tie and some products could be cheaper elsewhere, but then I would have to go and get them myself whereas my Pubco offer a delivery of all products. My pub is steadily increasing trade and my area manager has regular meetings with me to ensure that I am able to meet all my other bills. I was offered, and accepted a repayment plan for my first order, which was welcoming and useful and enabled me to utilise my original cashflow to the maximum benefit of the pub, rather than just making repayments to the Pubco.

I have had ongoing support from my area manager..

Punch have an excellent online ordering system which allows me to place my order when it suits me, and because of this flexibility also enables me to peruse any offers which they have on, rather than being rushed and either taking stock which is inappropriate for my pub, or declining the offer because I don't know enough about it.

The biggest challenges which I have faced are ever increasing business rates, utility costs and the incessant paperwork which I have to complete for government agencies, including the new Machine Gaming Duty.

There will obviously be disgruntled tenants and lessees, would not agree with my positive opinion of my landlord/Pubco, but for me it has definitely been a

good thing, and I believe that without the input and ongoing support from my Pubco I would still be struggling and putting all my takings back into the business to get the pub into the condition which it is now.

My pub is now a thriving community hub, supporting local people who in turn support us.

Maybe the Pubco do take a bigger cut than the wholesaler, but they also (in my case) set very reasonable rents to free up cash flow to enable me to invest in the pub

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 parties, the only real problem is that the Government then penalises me through high taxation in whatever form it can, be that VAT, MGD, Business rates or personal tax.

Thank you reading this.

Regards

[Person A, Pub F]

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 am writing to share my experience with you as a Pubco tenant.

I took a tenancy agreement with punch taverns over 11 years ago and for me the experience has been very positive. I had no inclination to raise funding to buy a free house and I did not want to enter into a lengthy lease, so the tenancy option suited me. Yes I know that the beer is more expensive than the wholesaler, but my repairing liabilities are reduced and I have an option to give 12 months notice at any time.

Punch did invest some money in terms of repairs at this pub, and they then supported me whilst I completed my own refurbishment of the pub and the flat.

In return for investing my money in this business, I have been given a fair rent and substantial discounts on all my purchases. I do have a full tie and some products may be cheaper elsewhere, but I like the idea of having everything delivered at once.

My pub has good trade as we are in a prime location which my area manager is aware of.

Punch have a very good online ordering system which allows me to place my order when it suits me, and I can view all their offers at my leisure.

The biggest challenges which I have faced are ever increasing business rates, utility costs and the incessant paperwork which I have to complete for government agencies.

There will obviously be tenants and lessees, would not agree with my positive opinion of my landlord/Pubco, but my experience has been good, and I believe that without the input and ongoing support from my Pubco I would still be struggling and putting all my takings back into the business to get the pub into the shape it is now.

My pub is thriving community hub, supporting local people who in turn support us.

My Pubco is not exploitive in my opinion. They have worked with me, through negotiation and discussion to agree a deal which will make money for both of us.

Right at the beginning when we first started negotiating the deal, I was made aware of all my obligations, and had to prepare a business plan to demonstrate that I understood what I was taking on, nothing has been changed by the Pubco since then, there have been no hidden expenses and no surprises. I found the process very clear and straight forward

The ongoing issues which I face are the ever changing Government policies which result in increased paperwork, plus annual increases in beer duty, business rates, and utilities.

I feel that it is the Government who penalises me for being successful through higher taxes in whatever form it can, be that VAT, MGD, Business rates or personal tax.

Thank you reading this.

Regards

[Person A, Pub F]

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 10 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

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

[Person A] [Pub G]

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

Dear Sir,

I have just read your article on the pubco beer tie issue. As a Pubco tenant I wanted to share my personal experience with you.

I took my first tenancy agreement with punch taverns . years ago, having worked in the industry for many years, and for me the experience has been positive. I did not want to start to raise the capital to purchase a free house and I did not want to commit to a very long lease, so the option of a tenancy suited me.

Punch are proposing to invest a considerable amount of money refurbishing the pub, even though I have been in this pub fo years, the value of the investment will not reflect a much higher rent. They have given me the opportunity to run a good local community pub which was in reasonable repair, but which is now getting tired, and have recognised that it is time to invest some money into it, yet at the same time acknowledge that there is no reason to raise the rent, as the investment will benefit both parties..

I have had ongoing support from my area manager throughout these discussions.

Punch have supported me further my sending a catering executive to the pub to discuss my food menu options in detail and help me to decide on prospective offering post refurbishment..

The biggest challenges which I have faced are still the smoking ban, ever increasing business rates, excessive (and unfair) utility costs and the incessant paperwork which I have to complete for government agencies, 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.

However, I believe that without the proposed investment from my Pubco at this crucial stage my business would fail.

My pub is a community pub, supporting local people,

My Pubco is not exploitive in my opinion. They have worked with me, through negotiation and discussion and I trust them to deliver the investment which will ensure that my pub continues to be successful

My only problem is that then the Government will penalise me through higher taxation in whatever form it can, be that VAT, MGD, Business rates or personal tax.

Thank you for taking the time to read this.

Regards

[Person A, Pub H]