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05 JUN 2013

31<sup>st</sup> May 2013

Rt Hon Dr Vince Cable MP  
Secretary of State  
Department for Business, Innovation and Skills  
House of Commons  
London  
SW1A 0AA

Received in  
Central Drafting Unit  
06 JUN 2013

Dear Dr Cable

**Government Consultation Pub Companies and Tenants April 2013**

I am the tenant of a small local pub in                      It is very much off the beaten track.  
I am concerned that if pub companies were forced to abolish the tie, pubs such as  
mine would be more valuable as retail or residential property. Either my rent  
would go up to an unaffordable level or the pub company (Punch Taverns) would  
dispose of my pub as the return generated by rent alone would not be enough. I for  
one would not be in a position to purchase the freehold.

I am currently subject to a rent review and I have been offered a reduction on my  
current rent. This is in addition to a significant discount on my beer a couple of  
years ago. Punch have supported me through difficult times as their success is  
linked to mine.

Obviously I would rather be free off tie on all our products but because of my  
current discount off the wholesale list and all the support I have had from the pub  
company I feel this would not be in my pubs benefit. If the pub company's success  
was not directly linked to my sale of beer, I am not sure that they would supply me  
with the many business building items that they have (e.g beer stillage, EPOS till,  
kitchen equipment, gas boiler, training courses, trade shows, etc). All of these  
items have been provided free-of-charge by my Partnership Development  
Manager to help me protect and develop my business.

Pub companies come in for a lot of criticism and no doubt some of it is merited. However my experience with Punch Taverns has been nothing but positive and I believe that it is the existence of the beer tie that creates this relationship and mutual success. Without the beer tie I doubt that the [redacted] would continue as a pub (it might however make a good Tesco Express).

I strongly feel that my pub is no worse off than any free-of-tie pub in the current climate.

Without Punch Taverns continued support I would not be trading today.

Yours sincerely

Proprietor