

Rt Hon Dr Vince Cable

Secretary of State for Business, Innovation & Skills

5<sup>th</sup> June 2013

Dear Dr Cable

I am aware of the Government consultation into Pub Companies and wish to share my views and experiences of the Pub Co. / Tenant relationship.

I have run the [redacted] for over nine years and throughout this period have found Punch Pubs to have been very and easy to work with and the rent review process very honest and open. They have always helped and supported us whenever necessary and helped us with a massive investment which enabled us to keep growing the business.

Whilst the beer tie has many detractors it does enable people like myself that would not be able to finance freehold properties an entry point into the industry that would be otherwise denied. Without the Pub Co. Support many leaseholders would suffer by not having the expertise to organise their training, licensing, marketing or legal responsibilities – which are all currently given with the help and support of a Retail Business Manager.

Yes, the beer is more expensive with a tie but would you still get the full help and support from these big organisations if they were just straight forward Landlords? I doubt it.

Within the current economic climate where there is probably 10-15% too many public houses in the UK, the Pub Co are generally trying to keep them open. Without the beer tie giving them the second income stream the profitability of a lot of smaller pubs would be so small to them that their money would be better off in a bank. So when even more pub closures happen, would we regret the end of the beer tie? I believe so.

My final point is this, that although Pub Companies do take a lot of bad press, it is not all their fault. Whilst even they admit that they do not always get it right, many people blame them because it's easier than to look at themselves when their business fails nor can they blame their customers, so who else is there?

To this extent be careful before listening to everyone that says the beer tie is to blame for pub failures. My pub Co gives me a great range of products, great support structure and the life **I Chose to sign up to**. How many people were forced to sign their lease agreements? I cannot say, but having read the terms of my lease I decided that I could still make a good standard of living from it. Blaming the pub companies for the fact that you didn't bother to read or seek advice before signing your lease cannot be the Pub Co's fault.

Thank you for taking time to read this letter

Yours Sincerely