

31/05/2013

Dear Sir,

With regard to the current unrest regarding the beer tie lease with the Pubcos I would just like to comment on my experiences as a Punch Taverns tenant.

We have been in our pub close to 7 years now but would never have been able to fulfil our ambitions without going into partnership with Punch, and I stress the word partnership as that is what it has been from day 1. When you go into a partnership you have to have your eyes wide open and realise that your partner has as much right to make a profit as yourself, if you don't think you can achieve your side of the deal don't enter it, also you have to realise that any business is a risk and market forces can change within the pub industry as easily as any other.

From the start Punch invested £500,000 in a major refurbishment package and as recently as last year have invested a further £200,000+ in a new function room to add to our business, for our part we are constantly reinvesting money back into the business to make sure it succeeds in the form of decorations and cosmetic upgrades.

The support package that Punch now offer is fairly comprehensive, from the BRM'S who are always available for advice and opinions, to the head office who can supply support on everything from marketing to printing. There is also a broader range of support in the shape of the Buying Club, Punch Roadshow and Finest Cask range which all give you access to the leading brands and suppliers in the marketplace.

This is a tough time for the great British pub which is an intrinsic part of life in our country, it is in all our interests to work together to make sure the industry achieves stability, tenants, Pubcos the government all bear responsibility to make sure we still have this great asset in the future.

Regards,