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From: .
Sent: 19 June 2013 11:28
To: Pubs Consultation Responses
Subject: FW: "Government Consultation Pub Companies and Tenants April 2013"

From: Ben Riley
Sent: 13 June 2013 17:21
To: Enquiry Enquiry (Other Government Departments)
Subject: FW: "Government Consultation Pub Companies and Tenants April 2013"

To whom it may concern,

I write to you in my capacity of co-owner in WharfeBank Brewery and also co-owner of a business that runs several pubs, inclusive of 2 under Punch Taverns.

I have read with interest the recent opposing opinion with regards to the way in which operators such as Punch Taverns work with their tenants and whilst I can appreciate that every case may differ, there is always more than one side to the debate.

There will undoubtedly be tenants that are struggling in the current climate and this is sadly as a result of many factors, and the blame cannot be attributed to one factor namely the operators such as Punch. The reality is that many factors have influenced the demise of the pub trade including the taxation/duty imposed on alcohol, the smoking ban, the downturn in the economy leading to customers having less disposable income etc. and in my experience to date we have enjoyed an amicable relationship with our landlords namely Punch.

We recognise that Punch is a business with its own financial difficulties much the same as other large operators such as Enterprise inns, whom we also have a commercial relationship with. We have found Punch to be supportive to the best of their ability and we have always communicated effectively with our regional manager which has in turn resulted in a positive relationship being able to work with each other in the interests of both parties remaining happy with the agreement.

We have certainly had support in respect of a joint venture investment in our flagship pub in Otley West Yorkshire, The Fleece, which as a result of their continued support during difficult initial trading periods has now flourished. We had a relatively low level cost to entry into the trade and were also provided with a platform to showcase our beers. As a micro-brewery in a highly competitive market place this has proved incredibly valuable and a model we wish to recreate in other locations with their support. Our goal is to further strengthen this relationship and hopefully create a portfolio of pubs with Punch and increased listings with their finest cask and product listing nationally. We feel the growth of our business in respect of a portfolio of pubs would not be viable without their support and the reality is they can also help significantly increase our distribution and growth in the brewery so the partnership is a win win for all.

From our experience we certainly wouldn't have any hesitation in recommending Punch to other people interested in entering into the industry.

Kind regards,

Ben.

06/12/2013

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