

Re: Government Consultation Pub Companies
and Tenants April 2013

Rt Hon Vince Cable,

With all of the current 'noise' about the fairness of the PubCo's and tied agreements I thought I should drop a line about my dealings with Punch Taverns and the negotiations I had over the agreement at the above Pub.

After drawing up a business plan for the pub we could see that there would be no profit for us if we where to take on an agreement at the rent's that had been mentioned.

We showed our business plan to the Area Manager (BRM) who, after reviewing it, came back to us and said that the rent should be substantially lower than the rent we had proposed! Added to this he proposed we went onto their highest discount pricing structure which means that we can actually purchase beer from Punch cheaper than we could do free of tie!

They have allowed us to open a business which is profitable because they have been realistic in their assessments and not greedy.

I think actions like these should be taken into consideration when considering increased regulation of this industry.

Yours

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To Rt Hon Vince Cable

I am writing this letter in support of Punch Taverns – owner
of the . with whom I entered into a partnership with
in .

The . was a dilapidated, un cared for pub that was
on the borderline of closure. Through our partnership Punch
invested over £200,000 to bring the pub back to life and create
a valued resource for the local community.

The rent and beer discounts where agreed fairly via
negotiation and I now have a thriving business that employs
18 people.

I recommend Punch Taverns to all who are thinking about
entering this industry and I am currently seeking another pub
to develop in partnership with them.

Kind Regards