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3rd June 2013

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

06 JUN 2013

Dear Mr Lamb,

"Re: Government Consultation Pub Companies and Tenants April 2013"

Last year we took out a Lease with Punch Taverns PLC for a pub called [Pub A]

I am writing to express my wholehearted support Punch Taverns PLC. As an experienced multiple operator I often deal with various Pub companies and breweries. Over the years I must agree that most pub Cos and breweries acted in a despicable manner causing many tenants and leases undue anxiety and large financial stress.

However, in my view and in my personal experience Punch Taverns in particular have turned full circle and are now the market leaders in our industry. Their approach is relaxed and fair when it comes to negotiating a new lease or tenancy. They are willing to listen to potential operator's views and concerns prior to taking the final step of completing a new deal. Indeed on some occasions even highlight potential weaknesses to the business. At last a pub co. which does business alongside its partners and not as a dominant force.

All aspects of going into the business are supported by Punch Taverns including financial awareness and flexible buying schemes which, in my case were totally in my favour and have helped us to produce a very profitable business even in the present climate. It is of course important to strike the correct financial deal for both parties and this is clearly understood by their BRM's during early stages of negotiation. Punch Taverns believe as we do that sound investment in the partner and the site pays dividends.

Punch hold excellent trade shows for all partners to attend. They offer innovation and support from a wide range of suppliers offering amazing discount packages in addition to those already in operation.

In addition, we found that their marketing dept. was most professional and helped us to provide our own professional corporate image. This support is ongoing and was also provided as a free incentive when we started out.

Finally, we are considering expanding the business further and would not hesitate to make Punch Taverns our first port of call for the future.

Yours sincerely,

[Tenant A]

3rd June 2013

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

Dear Mr Lamb,

“Re: Government Consultation Pub Companies and Tenants April 2013”

Last year we took out a Lease with Punch Taverns PLC for a pub called [Pub B]

I am writing to express my wholehearted support Punch Taverns PLC. As an experienced multiple operator I often deal with various Pub companies and breweries. Over the years I must agree that most pub Cos and breweries acted in a despicable manner causing many tenants and leases undue anxiety and large financial stress.

However, in my view and in my personal experience Punch Taverns in particular have turned full circle and are now the market leaders in our industry. Their approach is relaxed and fair when it comes to negotiating a new lease or tenancy. They are willing to listen to potential operator's views and concerns prior to taking the final step of completing a new deal. Indeed on some occasions even highlight potential weaknesses to the business. At last a pub co. ~~which~~ does business alongside its partners and not as a dominant force.

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Finally, we are considering expanding the business further and would not hesitate to make Punch Taverns our first port of call for the future.

Yours sincerely,

[Tenant A]

3rd June 2013

Mr Graham Allen,
House of Commons,
London SW1A 0AA

Dear Mr Allen,

“Re: Government Consultation Pub Companies and Tenants April 2013”

Three years ago we took out a tennancy with Punch Taverns PLC for a pub called ‘[Pub C]’

I am writing to express my wholehearted support Punch Taverns PLC. As an experienced multiple operator I often deal with various Pub companies and breweries. Over the years I must agree that most pub Cos and breweries acted in a despicable manner causing many tenants and leases undue anxiety and large financial stress.

However, in my view and in my personal experience Punch Taverns in particular have turned full circle and are now the market leaders in our industry. Their approach is relaxed and fair when it comes to negotiating a new lease or tenancy. They are willing to listen to potential operator’s views and concerns prior to taking the final step of completing a new deal. Indeed on some occasions even highlight potential weaknesses to the business. At last a pub co. which does business alongside its partners and not as a dominant force.

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Yours sincerely,

[Tenant A]