

Rt Hon Dr Vince Cable MP
Secretary of State
Department for Business, Innovation and Skills
House of Commons
London
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Dear Dr Cable

Government Consultation Pub Companies and Tenants April 2013

We have just taken on our first pub with Punch Taverns after deciding to leave our previous careers to do something together. Being from the village, when the opportunity came to run the we approached Punch who showed us great commitment from the start. This enabled us to leave our jobs confident that we were going to take on the pub despite no legal agreement being in place. We were quite nervous at the time not just about starting our own business but also about moving our children from their family home into the pub.

Being new to the industry we had to attend the Punch training course which has been invaluable to us in the first six months which without the knowledge gained would have seen us floundering. The pub was pretty tired when we first saw it and the living accommodation was really poor and this reduced us to tears when the reality of what we were about to do sunk in. Punch was very understanding and could see that to have somewhere comfortable and modern to live was really important to us. In total they invested £130,000 in the pub to transform not only our living space but also the downstairs creating a new bar which the locals love. We could not have hoped for a better result and the contractors being local went the extra mile not just on the quality of the job but also to get us open on time.

The area manager has been very supportive and whilst not interfering with the way we run our business has always been on hand to guide us. We recently experienced a cash flow problem which without quick intervention could have seen us in real difficulty. The business advice given enabled us to rectify the problem and get back on track.

The deal we got from Punch was very fair especially when you take in to consideration the investment that was made. Speaking with other landlords in the area both tied and

free of tie leaves us thinking that we could be a lot worse off and that without Punch behind us we would never have been able to start our own business.

Yours sincerely