

Rt Hon Dr Vince Cable MP
Secretary of State
Department for Business, Innovation and Skills
House of Commons
London
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3rd June 2013

Dear Dr Cable

Government Consultation Pub Companies and Tenants April 2013

I am the tenant of a small pub in I am concerned that if pub companies were forced to abolish the tie, pubs such as mine would be more valuable as retail or residential property. Either my rent would go up to an unaffordable level or the pub company (Punch Taverns) would dispose of my pub as the return generated by rent alone would not be enough. I for one would not be in a position to purchase the freehold.

Obviously I would rather be FOT on all products but I current receive a significant discount off the wholesale list and I have had loads of support from the pub company. If the pub company's success was not directly linked to my sale of beer, I am not sure that they would supply me with the many business building items that they have (Initial refurbishment, training courses, trade shows, etc). All of these items have been provided free-of-charge by my Partnership Development Manager to help me protect and develop my business.

I am currently subject to a rent review and I have been offered a reduction on my current rate. This is in addition to maintaining my beer discounts. Punch continues to support me through difficult times as their success is linked to mine.

Pub companies are subject to much criticism and no doubt some of it is merited. However my experience with Punch Taverns has been nothing but positive and I believe that it is the existence of the beer tie that creates this relationship and mutual success. Without the beer tie I doubt that would continue as a pub.

Yours sincerely