

**Rt Hon Dr Vince Cable, Secretary of State for Business, Innovation and Skills,
Dept for Business, Innovation and Skills**

Re: Government Consultation Pub Companies and Tenants April 2013

I have just read your article on the pubco beer tie issue. I would like to put my side of the story forward as a pubco tenant.

I took out a tenancy with punch taverns round about a year and a half ago and for me the whole experience has been positive. I could never have been able to afford a free house, unless I moved to the Outer Hebrides! (are there any pubs there even, I wonder?) so for me the only option was to take out a tenancy. Yes the beer is expensive but my present PDM, has worked along with me, helping me to gradually develop my business from a failing dump into, hopefully, a successful busy food destination pub.

We have regular interesting, informative meetings together, and I now know that I really does have my best interests at heart as well as, of course, the future of works both with me and for me to get various projects moving always in the best interests of the pub. We get on very well and I now feel both have a good understanding of each other needs for In a lot of ways it has been a hard struggle to get to where I am today but in all honesty has been a great support to me throughout.

He recently got me some delightful new menus printed just in time for and since then the food trade has picked up considerably, which also has had a positive knock on effect on the drink sales too.

visited me on the off chance on afternoon, funnily enough, I was in the garden busy watering the brand new hanging basket, they look lovely and I think was impressed by how great they look. He has offered me up to £500 towards promoting sales which couldn't have come at a better time with the just round the corner.

Please carry on the good work at your yearly Punch Road Shows, it was an absolutely brilliant day out! Throughout the year I went to various other food and drink exhibitions but nothing came close to 'The Punch Road Show' in . The day wasn't long enough! But still I picked up some great offers and freebies. Everyone was so friendly, what a fantastic day out, roll on the next one, I can't wait.

The toughest challenges have come directly from the government; by introducing the smoking ban (which I agree with for the comfort of our customers). Luckily at we have the most with plenty of seating, which is both lit and heated. Also beer duty escalator/business rates/cheap accessible alcohol from supermarkets

and vat. If the government were really interested in the lowly publican they could reduce vat for food/scrap the beer duty escalator or at least make it clear to the general public that when they reduce beer by 1p per pint that the landlord still has to pay more due to the beer escalator while increasing wines, spirits and soft drinks/ charge less vat for kegs of beer and lager as these are not available in supermarkets and if sold in a pub at least it is a controlled environment with strict guidelines i.e. underage drinking/alcohol abuse etc.

Pub companies "exploitive?" Not in my opinion. They have given me an opportunity I would not have had even though I have made them a lot of money as well, at the moment recession and government makes it tough to succeed.

Thank you for your time, cheers.

Example 2 – Positive feedback on experience with an investment

Hi guys;

We have just r [redacted] refurbishment of our premises and want to take time to thank everyone involved. Obviously without Punch this would never have happened so a big thanks to all at Punch who made it possible.

Next the design team at [redacted] who took a tired old pub and brought it into the 21st century and according to the droves of people who have come through our doors since [redacted] have made it into the best pub [redacted] - a pub that could now hold its own in any major city in the UK against any of the major branded pubs. Although we had a vision of how we would like the pub to look [redacted] took our ideas on board but then added to them with such style and class that it has far exceeded our expectations, his designer [redacted] excellent eye for detail and colour has given true warmth and atmosphere

The pub dimension shop fitting who carried out all the building work were true professionals to deal with and their workmanship and attention to detail and finish have ensured that the pub looks truly amazing.

I think you will have gathered from this email that we are delighted with the new look [redacted] and will certainly be recommending both these companies to anyone looking to carry out a similar project. Punch taverns made an excellent choice appointing these two companies.

Thanks again to everyone involved

Regards