

247

**From:** [redacted] on behalf of Pubs Consultation Responses  
**Sent:**  
**To:** Pubs Consultation Responses  
**Subject:** FW: Government Consultation Pub Companies and Tenants April 2013

**From:** [redacted]  
**Sent:** 05 June 2013 10:55  
**To:** Enquiry Enquiry (Other Government Departments)  
**Cc:** jeremy.lefroy.mp@parliament.uk  
**Subject:** Re: Government Consultation Pub Companies and Tenants April 2013

F.A.O - 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

Dear Sirs

As a new landlord of local public house I am writing to you to express my views and opinions on the relationship I have with Punch, my pub company.

From the moment my wife and I decided to but the pub, Punch and [redacted] (our Partnership Development Manager PDM) could not have been more supportive. In the very beginning coming to our home and talking through the whole process with us so we knew exactly where we stood, and what we where getting in to. Talking through the different options of leases available, along with the pros and cons of them all and making it very clear from day one, what things cost and how things worked. This allowed us to go into the lease with our eyes wide open, very reassured and comfortable with the situation.

The pub we took over was in need of refurbishment, and while we did have to put some of our money into this, for fixtures and fitting etc, Punch have invested around £70,000 into my business, and while I am not naive enough to think they do not expect a return on there investment, in my opinion its shows they are a company that not only cares and making money, but also about developing businesses, and creating new jobs within the community, something that investment has allowed me to do.

Of that £70000, a proportion was spent on ensuring the living accommodation was suitable for myself, my wife and our [redacted] children to live in. They went above and beyond to ensure we had a nice, safe and suitable environment for our family, something which they wont receive a return on, but something that gives us confidence in them and allows us to be happy and safe in our place of work.

I have heard a lot being said about how unfair it is that pub companies 'tie' us in to leases and charge us a higher price than the 'free trade' pay for our stock and while on the surface that may appear true, it doesn't give a balance or a fair view. It is true that i 'have' to but certain products from Punch, and they are a slightly higher price than i could get if I shopped around, but has not been publicised is the help and support that buying my stock from Punch gives me. As well as having certain product that I have to buy from Punch, I have a certain number of 'free of tie' pumps, this allows me go out and shop around for certain products, and allows be to offset any products that I may pay slightly more for. This is another important fact that does not seem to be published in this review of pub companies.

I have had help with point of sale and merchandising, help with marketing and publicity and a PDM in place who offers continual support and advice 'should' I need or ask for it.

05/12/2013

On the whole, I could not be happier with my working relationship with Punch, I feel they offer me a great deal of help and support.

I hope my email offers some balance to the issues of landlord/PubCo relationships, and an insight into the the type of relationship that is not read about in the press and media

I would be more than happy to answer any further question should you require

Thank you for your time

Yours Faithfully