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**From:** [redacted]  
**Sent:** 19 June 2013 16:20  
**To:** Pubs Consultation Responses  
**Subject:** FW: Punch Taverns

, | Consumer & Markets | Consumer & Competition Policy | Department for Business, Innovation & Skills |

The Department for Business, Innovation and Skills (BIS) is making a difference by supporting sustained growth and higher skills across the economy. BIS: working together for growth

-----Original Message-----

**From:** [redacted]  
**Sent:** 07 June 2013 12:12  
**To:** Enquiry Enquiry (Other Government Departments)  
**Cc:** [redacted]  
**Subject:** Punch Taverns

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

I'm writing to express my support for Punch Taverns and their tied business models that have received recent criticism from the government, media and lease holders.

As someone who has been in the industry for 20 years I decided, with the help of my business partner, that it was time to take on my own pub. This was a very daunting idea as it would mean going from the comfort of being employed to being the person responsible for paying all the bills as well as following the rules where staff, PAYE, tax and all the other facets of running a business entails.

I was well aware before signing an agreement with Punch Taverns that I would be tied with them for my beer and with their help was able to complete my business plan to accommodate that in to the running of my business. They offered me incentives that if I sold more beer it would not only be beneficial to them, but to myself also to which after my first year I received back a cheque from Punch for £

I have found that Punch Taverns now realise that having people in their pubs will make them more money than having empty ones and are just following the industry standard of the tied model which are set by all PubCo's. I have heard horror stories from other local people who run pubs for Enterprise Inns who charge more rent, offer full tied pubs only and offer far less incentives and business support and have indeed suffered bankruptcy through this. I believe that you know when you sign up what you are getting in to and although running a pub these days is incredibly tough and demanding, you should only do it if you are happy with the terms set out in your contract. In fact I personally believe that a reduction in VAT for pubs will have a greater impact on surviving business than that of the tied contract. In total I pay more in business rates, VAT, PAYE, corporation tax, all to the government, than I do to anything else in my business. A little help from yourselves would go along way to keeping more pubs open than attacking the PubCo's that truly wish us to succeed.

Yours sincerely

[redacted]  
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