

Rt Hon Dr Vince Cable MP
Secretary of State
Department for Business, Innovation and Skills
House of Commons
London
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6th June 2013

Dear Dr Cable

Government Consultation Pub Companies and Tenants April 2013

I am the tenant of two public houses one in _____ called the _____ and another, _____
I am a multiple operator and I am worried 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 rents would have to go up to an unaffordable level or the pub company (Punch Taverns) would dispose of my pub as the return generated by rents alone would not be enough. I for one would not be in a position to purchase the freeholds.

Obviously I would rather be able to purchase all products at a cheaper rate but I currently receive a discount off the wholesale list and I have had lots 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. All of these items have been provided free-of-charge by my Partnership Development Manager to help me protect and develop my business.

At both of my Punch pubs I have recently undertaken joint investments to improve and enhance the offers and facilities and throughout the whole process Punch have supported me with design, marketing and general support, not to mention spending over £200,000 themselves to deliver our joint vision..

Pub companies come in for a lot of criticism (unlike Electricity and Gas companies, or even Local authority's) 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 the _____ would continue as profitable pubs.

Yours sincerely

Director