

To The Right Honourable Vince Cable

Dear Sir

I have recently joined a PubCo – Punch Taverns, and have signed a ten year lease for one of their village public houses. I am in the hospitality industry and offer great food and fine cask ales to a local community. I am a sole trader and was considering having a restaurant/bar in a high street location, until I realised how much rent I would be paying...the opportunity that Punch has given me far outweighs the rent I would have paid to just a property landlord.

I have been given superb support from a **'business partner'** in all areas of my operation. I would not have had any support from a property landlord, they do not get involved in your business. On the other hand, Punch have given me FREE marketing support by doing a website for me at no cost, brochures and menu's at no cost, on-line staff training modules at no cost (helping them to achieve industry standards.) A Business sense check on the first few years trading was free. Helping me to build a sound business plan that was specific, realistic and above all achievable. This you do not get from a property landlord.

I can purchase with my agreement 50% of my cask beers from another source/supplier, I am not tied in completely to the PubCo because they recognise I need choice...Each tenancy agreement is individual to the individual and type of pub they enter into. Lots of tenants live on the premises FREE, it is part of the package. I could not afford to rent from a landlord that did not provide accommodation.

Why does the Government need to get involved in how a PubCo company runs their business? Why does the Government need to spend thousands governing what they do with their business partners – who incidentally go into the business of running a pub with their eyes wide open, and have solicitors who act on their behalf to advise them of the potential pitfalls that may accure? It's not different from any other business blue print, what difference is it to the high street retailers – some win, some fail, that's what business is about. The people that don't make it always blame others for their downfall. Shops close as we go into a new era of shopping, namely Internet. Pubs have closed, because quite simply we had too many in the first place. Times have changed, we don't need a pub on every corner anymore, just like the corner shop.

Why is the Government wasting time and money on PubCo's, they don't lobby for reform in other businesses...Retail giants that only purchase from bigger companies and not the smaller operators - no difference to larger breweries and smaller

breweries...it's business. You buy from who gives you the best deal(s). Punch help me to build my business, and I buy from their buying club which purchases deals I could not get as an individual/independent. I'm not tied on food which is 50% of my operation...

I hope you consider what I have said.
Food for Thought!

Yours sincerely,

Licensee