
From:
Sent: 22 February 2014 11:41
To: Tim Oldham
Subject: Submission to the Economic Affairs panel in regard to Retail Policy

Dear Mr Oldham, In the light of the current debate about easing trading restrictions on a Sunday, I thought it would be useful to advise you of the Waitrose position.

I had previously delivered this submission to St Brelades Parish hall for the attention of the Connetable given that he is one of the panel. My apologies if this was not the best route to take.

Waitrose is part of the John Lewis Partnership, a unique co-owned business. All our employees are partners and they all share in profits that the partnership earns, distributed as an annual bonus.

Waitrose remains firmly committed to its Channel Islands shops and we are proud to have a thriving business in the islands. Our five branches (three in Jersey and two in Guernsey) have been open since 2011 and employ 700 partners.

Unlike some of our competitors we do not have a convenience store presence in the Channel Islands and, therefore, we do not trade on a Sunday beyond the five Sundays we have been granted by the local Connetable.

We welcome the debate that has started in Jersey around opening on Sundays, as the current position impacts on us, not just as a result of potential lost sales but also, inevitably, an increase in our stock loss (due to us having to dispose of items at the close of business on Saturdays), which is significantly higher within the Channel Islands than our UK average.

We know from research carried out in November 2013 by an independent market research company that 64% of people we surveyed within Jersey would be comfortable with an end to Sunday trading restrictions and 81% stated they would use our shops if they were open on a Sunday.

As a customer-focused business, this makes it very likely that we would open our branches on Sundays to give our customers greater flexibility as to when they choose to shop.

I hope this is useful background.

If you have any further questions, please don't hesitate to give me call.