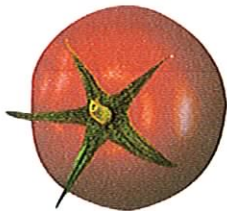


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STATES GREFFE
REGISTERED
- 2 MAR 2007

26th February 2007

Scrutiny Panel : Local Retail Inquiry

Dear Panel,

Thank you for the opportunity to present my views regarding the forthcoming review on local retail requirements.

Fauvic Nurseries plays a significant part in the local community economy, and in return we are also hugely reliant on the local economy for an important part of our annual income.

We have long been tomato growers, exporting the bulk of our produce to the UK market, but external factors have resulted in us looking to diversify our business. In the last six years we have sought to develop niches in the local market, enabling more of what we produce to remain within the Island. We see ourselves producing more locally grown horticultural products for the local community as time goes on. We feel that allowing a large supermarket chain into the Island would destroy many of the Island's local businesses, as well as removing choice, and a considerable amount of money, from the Island.

I would like to take this opportunity to apprise the Panel of some of the important parts of our local business: -

Fauvic Nurseries site covers 25 verges (44,000 sq metres) of glasshouses and some 20 verges of outdoor land. We endeavour to utilise all this area to grow crops. The range of products that we grow has increased considerably over the years.

Our primary crop remains tomatoes and this had an export value of £1.3 million in 2006. The majority of the fruit is a cocktail-size variety that we ripen on the vine for better flavour. Roughly 1.8 million vines are sold through the Jersey based export group JP&MO to Sainsburys in the UK annually.

We also supply the Jersey market with a variety of different tomatoes to the value of £200,000 per annum. These two areas of our tomato business support each other with the scale of our export business maintaining the relatively small quantity of local sales that we would otherwise be unable to produce cost effectively. Our tomato season starts in mid February and continues to the end of December.

We began to grow fresh-cut culinary herbs for the local market in 2001 when we realised that the local market was largely being supplied by Guernsey herbs. We grow a range of thirty-five different herbs on site, supplementing this with the import of some of the more exotic types in January and February. We now supply many of the local supermarkets, hotels and restaurants and the business is now worth £250,000.

Alongside our culinary herb production, we grow a range of salad leaf products that we supply to the same local market. This is an all-year-round business with a variety of whole-head lettuce and pre-packed mixed leaf products that are worth £50,000 per annum. We believe that there is further scope in this market as the trend towards healthier eating grows.

To supplement the range of fresh tomatoes, herbs and salads that we pick and supply to local outlets on a daily basis, we grow a number of other products in season. These include early season Jersey Royal potatoes, strawberries, peas, beans, and melons amongst others. The value of this part of the business is some £20,000 a year.

We have further diversified the business by selling a range of bedding plants that we grow on site. Much of the £40,000 annual turnover is through our Farm Shop, with some also being sold to local landscapers and supermarkets.

In 2006 we established the National Council for the Conservation of Plants and Gardens first British Collection of *Cordyline australis* 'palms', which is, in fact, the only such Collection world-wide. With the *Cordyline* a recognised symbol of the Island's mild climate it was a natural choice for us, and we are establishing a garden to house the Collection, enabling the general public to view the forty different varieties we hold.

In April 2003 we opened a small Farm Shop, Holme-Grown, to sell more of our own produce to the local community. We were warmly received by our customers and have expanded in response to their requirements. We now supply our farm Shop with our whole range of produce, and support a number of other local businesses by selling their products also. We also source a small range of items from small family-run enterprises in the UK, and produce when not available on the Island.

To run such a diverse business as ours, we employ twenty-five permanent members of staff, doubling in the summer months when we have our particularly busy period. Our dedicated staff and their team spirit have helped the business to grow to where it is today.

We are founder members of the Genuine Jersey Products Association and strongly believe that local support for local businesses is the way forward for the Island. The Island stands to lose much of its community spirit, its character and many of its local producers if it allows the entry of a large mainland company that would seek to import cheap foreign produce despite the fresh produce locally available.

In conclusion, I would very much like to offer the Scrutiny Panel an invitation to see us at Fauvic Nurseries. I feel your visit will readily demonstrate our enthusiasm for growing and diversifying our local business and highlight the negative impact that additional retail development would have on the Island.

I look forward to seeing you soon

Yours sincerely

A handwritten signature in blue ink, appearing to read 'W. Stanley Payn'. The signature is fluid and cursive, with a distinct flourish at the end.

W. Stanley Payn

Enc. Product Range being grown in 2007

Holme-Grown Produce Range 2006

Summer bedding Available in pots and 6-packs

Ageratum	Dianthus	Mesembrenthemum
Alyssum	Diascia	Million Bells/Mini Famous
Amaranthus tricolor	Fuchsia	Mimulus
Angelonia	Gazania	Nasturtium
Antirrhinum	Geranium	Nemesia
Argyranthemum	Geraniums Trailing	Nierembergia
Bacopa	Ger Angel Eyes	NG Impatiens
Begonia non-stop	Ger scented/coloured	Osteospermum
Begonia semper.	Geranium F2 plugs Cabaret	Pansy
Begonia trailing	Geranium Maderense	Petunia
Bidens	Hosta	Petunia trailing
Brachycome blue	Impatiens	Portulaca
Calendula	Kochia (Summer cypress)	Sanvitalia
Capsicum annum Medusa	Lantana	Salvia
Cineraria silver dust	Lobelia trailing	Sweetpea
Coleus mixed	Lobelia std	Tagetes
Coleus Kong	Lychnis Molten Lava	Verbena std
Dahlia	Marigold (African)	Verbena Trailing
Delphinium	Marigold Aurora (French)	

Pot grown bulbs

Amaryllis
Crocus
Hyacinth
Lily
Narcissus
Tulips

Misc.

Hanging baskets
Patio/balcony boxes and tubs
Mixed basket collections

Basket Foliage (bedding)

Plectranthus & Glechoma
Lysimachia
Dichondra
Hedera
Helichrysum
Lamium

Cut flowers

Lilies Anemone
Antirrhinum Ranunculus
Carnation
Gerbera
Iris
Limonium
Statice
Stocks
Sweet pea
Sunflower

Shrubs and herbaceous

Agave
Acacia
Acer
Acorus
Agapanthus
Alpines
Bamboo
Carex
Cordylines
Cotinus
Daphne odora
Eleagnus
Eucalyptus
Euonymous
Fuchsia
Geranium
Herbaceous plants
Ilex
Ivies
Kniphofia
Lavenders
Perennials
Phormium
Pieris
Pittosporum
Rhus typhina
Yucca

Pot plants

Adantium	Campanula	Fittonia	Rosa
Agapanthus	Chrysanthemum	Gloxinia	Saintpaulia
Aglaonema	Chrysanthemum	Hydrangea	Schefflera
Anthurium	Cineraria	Hypoestes	Selaginella
Areca palm	Cordyline australis Red Star	Jasminium	Spathiphyllum
Begonia	Cordyline australis Sundance	Jasminium	Stephanotis
Beloperona	Cymbidium	Kalanchoe	Streptocarpus
Cordyline australis Variegated	Cyperus	Musa (banana)	Syngonium Pixie
Calathea rufibarba	Dipladena	Parlour palm	Yucca

Cactus
Calandiva
Calceolaria

Dracaena
F. Robusta
Ficus benjamina

Peperomia caperata
Phalaenopsis
Pteris

Tomatoes

Baby plum
Cherry loose punnet
Cherry on vine
Classic plum
Cocktail (Aranca) on vine
Cocktail plum
Elegance
Red Devils loose cocktail punnet
Classic round (sixes)
Sunstream
Yellow plum
Heritage varieties (new 2005)

Salads

Exotic salad
Oriental Salad
Baby Leaf Salad
Mediterranean Salad
Crunchy Salad
Corn salad/Lambs lettuce
Land Cress
Lollo Rosso
Mustard Leaf
Pak Choy
Ruby Chard
Spinach
Watercress

Herbs

Available as flat packs, pots and larger bags
Basil, small leaved Greek *Ocimum minimum*
Basil, sweet Genovese *Ocimum basilicum*
Basil, purple *Ocimum basilicum*
Basil, lemon *Ocimum citrodorum*
Chervil *Anthriscus cerefolium*
Chives *Allium schoenoprasum*
Chives, garlic *Allium tuberosum*
Coriander *Coriandrum sativum*
Coriander, Vietnamese *Persicaria odorata*
Dill *Anethum graveolens*
Edible flowers *Pansy with nasturtium, borage and others.*
Lemon balm *Melissa officinalis*
Lovage *Levisticum officinalis*
Marjoram *Origanum majorana*
Mint, spearmint *Mentha spicata*
Mint, Moroccan *Mentha spicata*
Mint, peppermint *Mentha piperita*
Mint, ginger *Mentha gracilis*
Mint, chocolate *Mentha piperata f. citrata 'Chocolate'*
Mint, Eau de Cologne *Mentha piperata f. citrata*
Oregano *Origanum vulgare*
Parsley, common curled *Petroselinum crispum*
Parsley, flat leaf *Petroselinum hortense*
Rocket, salad *Eruca vesicaria ssp. sativa*
Rocket, wild *Diplotaxis muralis*
Rosemary *Rosemarinus officinalis*
Sage *Salvia officinalis*
Salad burnet *Poterium sanguisorba minor*
Sorrel *Rumex acetosa*
Tarragon, French *Artemesia dranunculus*
Thyme, common *Thymus vulgaris*
Thyme, lemon *Thymus citrodorus*
Thyme, orange *Thymus citrodorus*

Produce (home grown)

Aubergine
Broad beans
Climbing french beans
Climbing french flat beans
Courgettes
Cress sprouts
Jersey Royal Potatoes
Melon, Galia and Charantais
Mini cucumber, and standard
Peas
Peppers, chilli
Peppers, sweet
Pumpkin
Raspberries (new 2005)
Runner beans
Strawberry
Sweet potatoes