



FERRYSPEED

SPECIALISTS IN THE STORAGE AND DISTRIBUTION OF TEMPERATURE CONTROLLED PRODUCTS

JCRA
By email-info@jcra.je

31st March 2022

Dear Sirs

We were disappointed that having successfully kept the Island's businesses trading during the worst of the pandemic, we were faced with our 4th inquiry in our sector in about 17 years.

Nevertheless, we resolved to assist the study in as far as we could and have devoted considerable time and resources to that. We do not believe the JCRA can be aware of the disruption, time and costs involved in so doing and the strain put on resources when as a business we are still trying to cope with the problems arising from the pandemic, including, but not limited to driver shortage and now no doubt increased costs following on from events in Ukraine.

We had hoped that the initial draft report would be a constructive document which would assist all concerned. Sadly, that is not the case.

Attached are reports from Addleshaw Goddard, our external competition lawyers, and KPMG, our economic consultants, which highlight a number of legal, economic and factual flaws in the draft report published by the JCRA on 17 February 2022.

To my surprise, the draft report makes serious and damaging comments about, in particular, Ferryspeed's resilience and absence of succession planning – topics that were not raised during the initial stage of the consultation when Ferryspeed met with Fisher and representatives of the JCRA to discuss the enquiry. Whilst we remain uncertain what has prompted these (non) concerns, they are assumptions that cannot be left unaddressed, especially given that they have already led to a serious concern among our customer base.

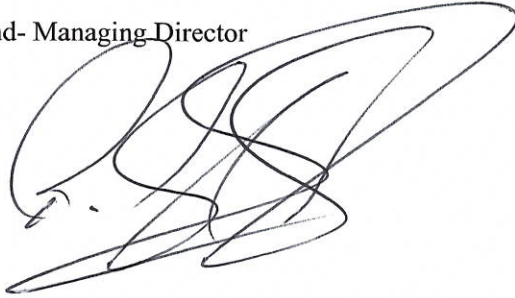
Every member of the team has worked tirelessly since we first began in business in these islands some 40 years ago. It is mostly Ferryspeed's staff and management (and not solely the owners) who have pulled together and fought for these islands whenever there has been a problem. After all, we have traded and have shown resilience through the 1990 recession; the withdrawal of Sealink British Ferries, British Channel Island Ferries, Excel Logistics, Condor Logistics and Huelin Renouf; the 2008 recession; and the 2020 pandemic.

Whilst we do not interact with the various States bodies as often as other businesses do, this is mainly due to the fact that we tend to resolve the issues we face as a business internally. However, we have always been available and we have never turned down any request to meet a governmental authority. Further, we have always approached such meetings and requests with utmost seriousness. Therefore, and putting our reservations aside, we wish to continue working cooperatively with the JCRA. I trust our submissions have given enough insight as to how important our investment has been to these islands and how important it is for all parties to invest in a likewise manner

We remain available to discuss all this further.

Yours sincerely

R S Markland- Managing Director

A handwritten signature in black ink, appearing to be 'R S Markland', written in a cursive style with several loops and a long horizontal stroke at the bottom.

FERRYSPEED (C.I.) LIMITED

Venture Park
Ackworth Road, Hilsea
Portsmouth, PO3 5JT
Telephone: (023) 9262 7000
Facsimile: (023) 9262 7155

Elizabeth Cargo Centre
La Route Du Port Elizabeth
St Helier
JE2 3NW
Telephone: (01534) 834200

Longue Hougue
St. Sampsons
Guernsey, GY2 4JN
Telephone: (01481) 249094
Facsimile: (01481) 243985

Glenfield Storage Centre
Mill Lane Industrial Estate
The Mill Lane
Leicestershire, LE3 8DX
Telephone: 01788 540 724