

**Item 8****HW/REMVAR/20/00519****The Range, 10 St James's Centre, Harlow****Correspondence:**

A further letter has been received from the applicant explaining the business relationship between The Range and Iceland. This states:

"I can confirm that The Range will remain the sole occupier of the existing store. Our relationship with Iceland is that the latter simply supplies certain goods to The Range which is then sold by us in our stores, using our own freezers and staff. All of the sales go through our tills and there are no separate tills within the area used for the sale of Iceland supplied products. It is in effect a "wholesaler supplier" arrangement which applies to all the branded goods sold in our stores.

In summary therefore Iceland has no financial or operational interest in the sale of the food goods other than acting as suppliers to The Range. Since the goods are supplied by Iceland, the latter has agreed that its branding can be applied to the area within The Range unit. But I should make clear that Iceland have no involvement in staffing, running, or benefitting from the sales other than as I have said, as a consequence of selling the goods wholesale to The Range. Indeed, the proposal will create at least 4 full-time jobs.

I can also confirm that we have completed a number of such units and far from Iceland stores closing or being adversely impacted, their sales in their existing stores have mostly increased because of the greater brand awareness and the different customers The Range serve. Having spoken with Iceland I can confirm that they have no intention of closing or downgrading its store in the town centre. Indeed, they would not supply us with the goods if they had any cause for concern in this regard. They view the offer provided as complementary in nature. They are aware of the application and have no objection to the proposal."

**Officer Comments:**

This provides more detail regarding the relationship between The Range and Iceland and confirms that given the business model disaggregation would not be an appropriate basis to assess impact. The assessment in the Officers report is unchanged.