



By appointment to
HRH The Prince of Wales
Supplier of Water Coolers
Buckingham Palace



16 July 2009

Mr Perry
Atrium Court
50 Waterloo Street
Glasgow
G2 6HQ

Dear Mr Perry,

RE: Eden Springs UK

I am writing to inform you of a wave of recent protests which have occurred in Scottish universities and is spreading to other organisations that is threatening the future of Eden Springs UK, a Scottish headquartered water company.

On the 19th June **Alex Neil MSP** made a constituency visit to our Blantyre HQ and **advised to write and notify you of this pressing situation.**

Eden Springs UK is being targeted by the Scottish Palestine Solidarity Campaign with the issue forming part of the recent student occupations protests that have occurred across universities in Scotland. The campaign group is calling on customers, including many local authorities throughout Scotland, to boycott Eden Springs by cancelling contracts.

Some inaccuracies have been circulated with regards to the company's information, particularly regarding the ownership and where it sources its water which **has resulted in some universities cancelling their contract with Eden Springs.**

Any termination of Eden Springs' public sector contracts as a result of this boycott is likely to have an impact that will lead to the loss of jobs across Scotland. Eden Springs is more than happy to stand on its record of quality and service to clients; however it would seem to me to be wholly inappropriate for any public sector organisation to take action as a result of spurious and uninformed boycott.

Eden Springs UK is a UK company and has operated as a water distributor in England and Scotland since 1990, formerly known as Water at Work in Scotland. In 2003 the food and drinks company, Danone, bought the UK company and in the same year entered into a European joint venture. This joint venture operated out of Switzerland and Mei Eden had a minority shareholding of 33%. From 2005 the companies developed under the brand name of Eden across Europe.



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Eden water - your source of well-being at work

21/7/09.



At the end of 2007 Eden bought out the Groupe Danone share of the Joint Venture and changed its financial structure. There are now two shareholders: Mayanot and an American investment fund. The organisation is registered as Springs of Eden BV.

Clearly it is the link to Mei Eden which has led to Eden Springs UK being pulled in to this protest as well as general boycott of Israeli companies.

To clarify, water distributed by Eden Springs UK is provided only from UK sources – water in Scotland is from their source near Blantyre. As this suggests, claims by the Scottish Palestinian Solidarity Campaign and recent student occupations at universities across Scotland that Eden Springs UK sources water from the Golan Heights are totally erroneous.

Eden Springs has a substantial and growing commitment to Scotland and to the UK. The company employs 170 staff in Scotland, mainly at the Blantyre HQ. This figure has increased nearly threefold since 2001 and the company has ambitions to continue to invest further in the UK and move group-wide functions to the Blantyre site, including a potential European call centre. Planned investment, including further acquisitions, could total in excess of £20 million over the next 3 years.

The recent wave of protests and cancellation of contracts is threatening this future investment in Scotland and indeed current levels of employment.

Obviously the main impetus for me as Eden Springs UK Business Development Director is to prevent further damage to this Scottish based company which still has significant growth potential. Whilst I fully appreciate that Scottish Enterprise does not oversee or manage individual universities or local authority contracts relating to procurement, the protests against Eden Springs UK have spread across several higher education institutions and is spreading to other public sector organisations making it a wider issue.

I would be grateful if you could find time in your diary to meet to discuss ways in which Scottish Enterprise can offer advice or assistance to stem undue harm to this Scottish headquartered company and protect Scottish jobs.

I have copied this correspondence to John Swinney, Cabinet Secretary for Finance and Sustainable Growth and Jim Mather, Minister for Enterprise, Energy and Tourism.

Yours sincerely,



Graeme Carruthers
Business Development Director
Eden Springs (UK) Limited