



The Scottish Parliament  
Pàrlamaid na h-Alba

**Joan McAlpine MSP**  
**South Scotland Region**

Mr Archie Norman  
Chairman, Marks & Spencer Group plc.  
Waterside House  
35 North Wharf Road  
London  
W2 1NW  
By email.

07 April 2018

Dear Mr Norman,

**Re: Young's Seafood (Pinneys factory) Annan**

I am writing to you on behalf of more than 450 of my constituents in Annan, Dumfries and Galloway, whose jobs are under threat after Young's Seafood announced plans to consult on closing the Pinneys factory; the town's largest single employer. As you will be well aware, the Pinneys factory exclusively produce food for Marks & Spencer and have done for many years. Marks & Spencer therefore bear responsibility for the human consequences that will result in closure. It will devastate this community. Marks & Spencer for many years insisted that the factory produce exclusively for them, leaving Pinneys workers completely exposed and vulnerable should your business go elsewhere. This is not the action of a socially responsible company.

Young's decision to let go M&S contracts for deli and pre-cooked meals at the Annan plant wipes out half the jobs at the factory. The remaining half, focussed on producing your natural salmon, are to be moved to Young's facility in Grimsby. This is all happening despite £600,000 being invested in Pinneys by Young's to ensure that it met M&S standards.

This is a dreadful way to treat a community which has given M&S many years of loyal service and high quality work. The closure of Pinneys will result in other local businesses such as shops and suppliers also being hurt, so more than 450 jobs will be lost. Many of the Young's workers facing redundancy are from the same family and have spent decades producing top quality seafood for your customers. You have discarded them like spent packaging.

I understand that the price of salmon has risen because of global factors relating to production. Food processors find their margins squeezed by retailers such as yourself who expect them to shoulder the bulk of these increased costs. This, combined with the practice of retailers insisting on exclusivity, as in Pinneys case, suggests to me an imbalance and abuse of power.

Young's have/...

Young's have publicly stated that they could not make the M&S deli and pre-prepared meals contracts at Pinneys financially viable. What measures did you take to help them retain these contracts? Did you think at all about the consequence of the loss of these contracts for a town which is so dependent on these jobs?

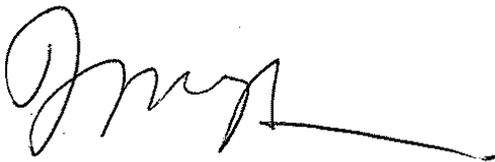
On natural salmon, do you think it is acceptable to market this as Scottish salmon in your stores when it is processed in Grimsby? I believe M&S customers (of which I am one) value the provenance of food and would expect Scottish salmon to be wholly produced in Scotland. I am also interested to know what part, if any, you played in encouraging Young's to concentrate its natural salmon production at one centre. On your website you state: *"We have embarked on a number of projects to restructure our supply base aimed at improving our efficiency and our margins."* What impact has this restructuring had on decisions affecting Pinneys of Annan?

Marks & Spencer makes a great deal of its corporate social responsibility strategy, which you call Plan A. Your most recent Annual Report emphasises those elements of Plan A focussed on job creation, particularly in disadvantaged communities. Indeed, it says: *"We believe that every life is special and deserves to be spent well. At M&S, what really matters, is that everything we do has a positive impact on our collective wellbeing, communities and the planet."* In the section of your website devoted to "Supplier Management" you state: *"We're only as strong as the communities in which we trade. We're committed to paying a fair price to suppliers, supporting local communities and making sure everyone working in our supply chains enjoys good working conditions."*

I would suggest that if, as you say, "every life is special" Marks & Spencer should rethink its approach and consider the lives in Annan affected by your company policies. I urge you to consider the "collective wellbeing" of a community that has devoted itself for many years to producing the high quality food M&S customers expect. Those customers will, I am sure, be unimpressed with how M&S has treated Annan.

I urge you to work with Young's Seafood to ensure that your natural Scottish salmon is produced in Scotland, at Annan. I would also urge you to work with Young's to find ways in which other contracts can be fulfilled at Annan at a fair price. Finally, I would ask Marks & Spencer to work with the action group set up by the Scottish Government and Dumfries & Galloway Council to keep the factory open, as well as supporting affected workers and the wider community.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'Joan McAlpine', with a long horizontal line extending to the right.

**Joan McAlpine**  
**MSP for South Scotland**