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6th February 2017

Dear Chairperson,

Thank you for taking time to read my submission to your aquaculture license review process.

I am the Managing Director of Moulded Foams Ltd in Scotland, the largest supplier of Salmon Box packaging in the UK and Ireland.

We trade with virtually all salmon processors in Scotland and Ireland and have extensive knowledge of the market in Norway. I am originally from Ireland and have supplied Marine Harvest in Donegal, on and off for nearly 30 years.

We have watched markets closely over this time and particularly the last 5 years and are dismayed at the lack of growth in the Irish market compared to Scotland and Norway.

We have a particular insight into all of these markets. Scotland and Norway have sustained middle to high single figure growth in the last 5 years and it is clear the Irish Salmon market has had no growth perhaps even a small decline. It would be fair to say that there has been little change to volumes in the last 30 years!

We note that all processors in Scotland have a fairly constant demand throughout the year and have noticed that Ireland has an increasingly longer period each year where there is no activity whatsoever. It must be incredibly difficult to run a business with staff with nothing to supply.

We have spoken to Marine Harvest Ireland and it appears clear that the lack of licenses is at the heart of this failed opportunity.

Surely resources could be redeployed within the Department of Agriculture, Food and Marine (DAFM) to give this industry in Ireland a fair chance against other major players in Europe?

I have taken the time to write to you as I am genuinely worried about the future of this sector in Ireland. I have watched for many years the reduction in market share for Irish Salmon and the increasing scalable benefits there has been in other countries.

You must give this sector your full support before it is completely over taken by other countries within Europe.

Sincerely,



John R Thornberry
Managing Director – Moulded Foams Ltd



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