

**From:** Mark Farquhar [REDACTED]  
**Sent:** 06 February 2017 10:21  
**To:** aquaculturereview  
**Subject:** Aquaculture submission

My name is Mark Farquhar I have been involved in and around the Aquaculture industry for the best part of 25 years.

My involvement surrounds the development and supply of equipment to add value to the many processes with the industry such as filtration, data collection along with all aspects of fish handling from egg to Harvest.

Being based in Scotland I have seen the enormous positive effect aquaculture has had on communities in the west coast of Scotland and the many businesses that have grown as a result.

The growth of our industry here has been vital to fill the chasm left by large industry moving elsewhere and in addition the skills attainment from the support network to aquaculture has meant there are now many real opportunities for young people to forge long term careers.

If I go back 10 years Scotland like most of the countries was at a standstill in terms of growth mainly due to imports from Norway coming in less than our cost of production, the Irish industry worked very hard lobbying to have a minimum import price introduced within the EU which really was a game changer.

As someone who travels extensively within the industry from Norway to Denmark including covering Scotland and Ireland I think I'm probably fairly qualified to make comparisons and the Irish industry in comparison is getting a raw deal.

Many of the innovations ideas, practices have been developed by the industry in Ireland they have opened their arms to both competitors and colleagues across the globe in an effort to share the vast knowledge they have amassed over many years just to watch the rest of the industry thriving whilst they probably have less production now than 10 years previous.

In Scotland we have a billion pound plus industry producing vital protein in the worlds market employing thousands of people in a tough global economy, Ireland have some of the best minds in an academic and practical sense I'm amazed at the durability and resilience shown by the people I personally deal with.

Ireland has a real opportunity to have an aquaculture industry that would be the envy of the world with balanced sustainable growth with a global brand it just needs the decision makers in the government to free themselves from the misinformation of the focus groups and numerous doomsayers that decry our great industry from afar.

Scotland made some brave decisions which have been proved to be the right decisions I hope those that hold the future of aquaculture in Ireland in their hands show the same foresight and strength.

Best regards  
Mark Farquhar  
Sterner Aquatech

Mark Farquhar  
Sales

Sterner AquaTech UK  
1 Longman Drive  
Inverness  
IV1 1SU  
M. 07917 138276 T. 01463 250275

[mark@sterner.co.uk](mailto:mark@sterner.co.uk)  
<http://www.sterner.co.uk>

