

Record of email correspondence with Mr Russell's Private Office regarding Seafood Expo 2017

From: [redacted]

Sent: 25 April 2017 16:24

To: Minister for UK Negotiations on Scotland's Place in Europe

Cc: [redacted]

Subject: RE: Programme and briefing for Mr Russell's visit to Brussels on 26 April 2017 to speak at EPC lunch

Hi [redacted],

Please find attached the list of Scottish seafood exhibitors with some background information and a floor plan of the stand, [redacted].

Please let me know if you need anything else.

Best wishes,
[redacted]

[redacted] | Scottish Government EU Office | Scotland House, Rond Point Schuman 6 | Brussels 1040
Telephone : [redacted] | Email: [redacted]

Scotland 2017 - Year of History, Heritage and Archaeology



SEG 2017 Scottish Exhibitors.d...



SEG Scottish Pavilion Floorpl...

[redacted]

From: [redacted]

Sent: 25 April 2017 16:16

To: Minister for UK Negotiations on Scotland's Place in Europe

Cc: [redacted]

Subject: Programme and briefing for Mr Russell's visit to Brussels on 26 April 2017 to speak at EPC lunch

[redacted]

With thanks to [redacted] in Brussels and to seafood colleagues for their assistance in pulling this together, please find attached a full programme and briefing document for Mr Russell's visit to Brussels tomorrow.

The final version of the speaking notes can be slotted in once agreed (we will provide you with any comments on the current draft shortly).

[redacted] will send on separately the list of seafood producers at the ESE and let us know if you require latest version of the EU core brief.

Please let me know if you require anything further at this stage and we look forward to seeing you and the Minister tomorrow morning. [redacted] will be waiting for you at arrivals and will brief Mr Russell en route to the seafood expo.

Best wishes

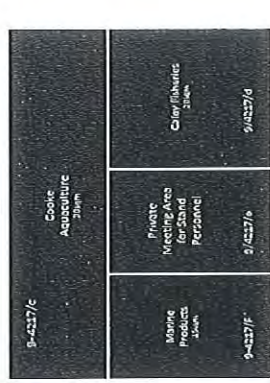
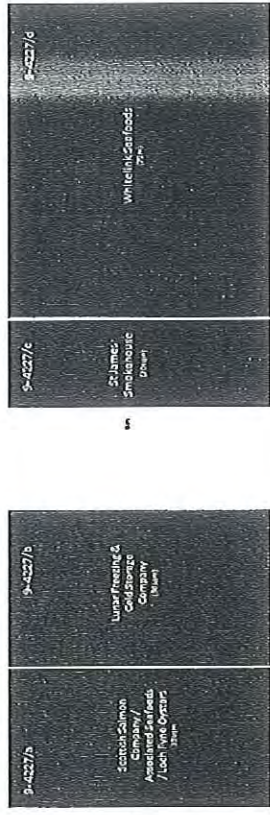
[redacted]

[redacted]

[redacted] | Scottish Government EU Office | Scotland House, Rond-Point Schuman
6 | 1040 Brussels | Tel: [redacted] | [redacted]

Scotland 2017 - Year of History, Heritage and Archaeology

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Seafood Expo Global 2017
Scottish Pavilion

← PATIO

HALL 7
↑

SEG 2017 Scottish Exhibitors – Scotland stand in Hall 9 and others in Hall 9 and Hall 5

The Cabinet Secretary will have the opportunity to meet with all Scottish Exhibitors at Seafood Expo Global if time allows. The following is a list of Scottish companies exhibiting on the Scottish pavilion at SEG with location, area of activity and key contact.

Associated Seafoods Ltd.

Associated Seafoods Ltd (ASL) is the parent organisation of our specialist group of seafood companies that comprises Moray Seafoods, Lossie Seafoods and Glenisla Shellfish. ASL was founded by some of the country's foremost experts in quality seafood production, with the single aim of sourcing, processing and supplying the finest fish and shellfish products to discerning customers around the world.

Their product range includes premium Scottish smoked salmon, Scottish langoustine and Scottish crab and scallops. Their quality Scottish seafood is served in some of the world's top restaurants and hotels and they are tremendously proud of our product range and our commitment to customer service.

Key People

Victor West MD ASL (Buckie)

John Hepburn, Financial Director

Henry Angus, Sales Director

Caley Fisheries Ltd

Since 1934 Caley Fisheries Ltd, Peterhead, have been producers and suppliers of the Finest Scottish Seafoods fresh and frozen. Their strengths are their close ties with the catching sector, knowledge of processing, and their state of the art factory. They adhere to the Responsible Fishing Scheme and are currently working towards MSC. At ESE 2009 they secured business from Pomona of Italy worth around £1m per year. They have received 5 awards under Financial Instrument for Fisheries Guidance (FIFG) between 2001-2007 totalling £146,431.

Key People

Karl Brown, Director

Alan Watt, Financial Director

Stephen Buchan JNR, Owner

Campbells & Co

Campbells & Co provides the very best Scottish smoked salmon, smoked using oak whisky barrel chips. The company hand picks only the freshest fish landed from boats fishing in the North Sea and Atlantic Ocean. Through attention to detail, innovation and traditional skills, the quality of Campbell's smoked fish delicacies tell their own story.

Key People

Mr Ross Duncan, Sales Manager

Cooke Aquaculture(Scotland) Ltd

Cooke Aquaculture Scotland is a leading Scottish salmon aquaculture company. It has activities on the Shetland and Orkney Islands as well as on the Mainland UK. These include hatcheries, freshwater sites, seawater sites and processing activities. Cooke Aquaculture acquired Meridian Salmon from Marine Harvest following consideration by competition authorities in Europe.

Key People

Glenn Cooke, CEO

Marie Maurel, Sales Manager

Dawnfresh Seafoods

Dawnfresh Seafood is the largest supplier of fresh and frozen trout, whole, fillets, portions and added value. They are the second largest supplier of frozen scampi in the United Kingdom. The group also produces breaded fish, fishcakes, hot & cold smoked fish, marinated fish and mussels. Brands include Kintyre, RR Spink and Daniel's Herring.

Alastair Salvesen & family acquired the original company from Christian Salvesen Ltd in 1983 and have through acquisition and organic growth, created a major food company.

The Dawnfresh Group is the largest supplier of fresh trout within the UK, with RR Spink, Scot Trout (acquired in 2008) and Daniel's marinated herrings operations within its product portfolio.

Achieved Freedom Foods accreditation in 2014. The firm was the first to achieve Freedom Food accreditation for trout, the first time in a decade that the RSPCA introduced a new standard for fish welfare.

Key People

Mr Raleigh Salvesen, Sales Manager

Highland Smoked Salmon

A privately-owned, specialist smokehouse, Highland Smoked Salmon sits at the foot of Ben Nevis in the Scottish Highlands. Its product portfolio includes raw salmon fillets and portions, traditional smoked salmon, gravadlax, hot-smoked salmon and the company's flagship brand, Inverlochy Vintage. The company's factory has consistently retained BRC accreditation at 'A' grade since 2004, making the company a market leader in the traditional, ancient craft of smoking salmon.

Key People

Tim Oates, MD

Terry Curran, Sales Manager

International Fish Cannery / Nor-Sea Foods Ltd

Nor-Sea Foods Ltd was founded in 1974, and employs over 170 people locally. The company has two production sites, based in Aberdeen and Fraserburgh. Both sites are located close to the ports where the raw material is landed allowing direct traceability from boat to retailer. Both sites holding full EFSIS accreditation. Sister company of International Fish Cannery.

Nor-Sea offer a comprehensive range of smoked fish products including kippers, mackerel, smoked salmon and smoked cod. They have received seven awards under FIG between 2001-2007 totalling £1,347,16.

Key People

Michael Clark, MD

Francis Clark, MD

Philip Andrade, Sales Director

J K Thomson

J K Thomson are a family business with their factory based in Musselburgh near Edinburgh. They have a relatively young workforce of 80 men and women who have all been trained in-house. They produce haddock angel fillets, haddock singles, butterfly fillets, salmon fillets, witch fillets, lemon sole fillets and much more.

They received the BRC accreditation in August 2008. They also have a wide range of smoked products.

Their wholesale division deals with one-day quality whole fish like lemon sole, plaice, haddock, whiting, turbot, halibut and red mullet which are graded and packed and sold in the UK and Europe.

An account managed company, SDI have assisted with work around Singapore and France for the company. They have exhibited with SDI for a number of years.

Recent success working with the major multiples, supplying for the fresh fish counter with Scottish product which has proven to be successful and are now exploring options with a second major multiple.

Key People

Paul Thomson, Director

Stephen Thomson, Director

Loch Duart

The salmon from Loch Duart Ltd is as close in texture and taste to wild salmon as you can get by farming. With sustainability and environmental responsibility at its core, the company's approach to salmon farming follows natural processes as far as possible, including low-density rearing, minimal intervention and respect for the environment. The result is Scottish salmon of outstanding quality – which is why 65% of its production is exported to 14 countries.

Key People

Andy Bing, Sales Manager

Loch Fyne Oysters

Loch Fyne started with one inspirational idea: to grow oysters in the clear, fertile waters of Loch Fyne. Over the years the company has developed into a cluster of businesses whose success is built on an honest approach to superb quality food. Committed to sustainable business practices, Loch Fyne's guiding principle is one of respect for the animal and its habitat.

Key People

Simon Briggs, Sales Manager

Lunar Freezing & Cold Storage Co. Ltd

Based in Peterhead, Scotland, Europe's premier fishing port, Lunar is in a commanding position to supply Herring, Mackerel, Whitefish and Salmon products. Lunar operates pelagic trawlers and groundfish trawlers, which supply the highest quality Herring, Mackerel and Whitefish.

Whole round Herring and Mackerel are packed in our high capacity packing lines after carefully monitored grading. Modern blast and plate freezing facilities ensure fast freezing of all products. Mackerel, Haddock and Salmon fillets are produced in our modern hand-filleting factories in Peterhead, Fraserburgh and Aberdeen which incorporate large wet fish areas, with grading, IQF and horizontal plate freezing facilities.

Smoked salmon and trout are produced at the Ugie Salmon Fishing, the oldest salmon smokehouse in Scotland dating from 1585.

Key People

Sinclair Banks, General Manager

Iain Stephen, Factory Manager

Marine Products

Sùlaire's authentic Scottish salmon products are produced with a care born out of the company's island heritage, its appetite for innovation and eco-conscious ethos. The company lives and breathes fishing. It's in its DNA, its history and traditions. Through constant innovation, Sùlaire is able to consistently offer its customers exceptional quality Scottish salmon products. Its portfolio includes the finest whole salmon, salmon fillets, salmon portions, salmon burgers, grill steaks and salmon skilletts.

Sùlaire is a brand that has grown around an island life. The company now operate internationally, supplying many of the world's leading retailers and Michelin starred restaurants

Key People

Angus MacInytre

Scotprime Seafoods Ltd

Based on the west coast of Scotland in Ayr and Troon, Scotprime Seafoods Ltd produce the finest quality shellfish in Scotland including prawns (fresh, live) lobsters, razors, king and queen scallop meat and half-shell available every day.

They also specialise in fish (monk, hake, squid, skate and fillets) and produce frozen prawns, clams and razors clams. They have received two awards under FIGF between 2004-2005 totalling £155,755.

Key People

Stephan Jaron, Sales Manager

Juan Boada, Owner

Scottish Sea Farms

One of Scotland's largest salmon farmers, Scottish Sea Farms has locations all along the west coast of Scotland and throughout Orkney and Shetland. They raise premium salmon favoured by the most discerning customers in the UK and abroad. Jointly owned by Norwegian owners Leroy and Salmar.

They produce the trade marked salmon "Loch Muir" for Marks and Spencer.

Key People

Jim Gallagher, MD

Scottish Seas

Scottish Seas is a co-operative of Scottish fishermen, working together to bring the best of wild Scottish seafood to the world in a way that sustains Scotland's communities and the seas we depend upon. The stocks that the company fish are carefully managed, many through international certifications like the Marine Stewardship Council (MSC). Scottish Seas' long-standing relationships with state-of-the-art processors ensure a steady supply of the highest quality seafood to suit global tastes.

Key People

David Anderson, MD

St James Smokehouse

St James Smokehouse is one of Scotland's few remaining independent, traditional, family-owned smokehouses based in Annan – specialising in the production of Ultra Premium Whisky Oak Smoked Scottish Salmon in small batches using only natural, pure and fresh ingredients.

St James Smokehouse is owned by a US parent based in Miami. They supply smoked salmon to the cruise line operators.

An account managed company; SDI and SE South have worked with the company on a number of projects. This is their first time on Scottish pavilion. They received one award under FIGF in 2007 for £66,511.

Key People

Brendan James Maher, CEO of St James Smokehouse Group

Leo Sprott, General Manager, Annan

The Crab Company (Scotland) Ltd

The Crab Company (Scotland) Ltd was founded in 2016 to provide high quality, premium Scottish shellfish to key markets throughout the world, but principally Asia. The company has a brand new, highly sophisticated processing facility on the quayside at Peterhead where shellfish skippers can easily land their catch in to the company. Sourcing crab, lobster, king scallops and other shellfish from other ports in

Scotland will enhance the supply from local fishermen in Peterhead and Fraserburgh. The company offers crab as either whole cooked and then blast frozen or as a live product. European lobster will also be offered as a live product. King Scallops, razor clams, whelks and langoustine will be exported as either chilled or frozen. Anderson Pelagic Ltd is a sister company to Crab Company Scotland and offers a wide range of pelagic species such as Atlantic mackerel, herring, blue whiting, capelin and horse mackerel, again mainly for markets in Asia.

Key People

Colin Anderson, MD

The Scottish Salmon Company

The Scottish Salmon Company is a leading independent producer of Scottish salmon. Our current production exceeds 20,000 tonnes and represents 20 per cent of all Scottish salmon production. They supply fresh Scottish salmon worldwide. They have processing plants in Stornoway and Cairndow.

They are committed to working with the local communities in which they operate to build a sustainable business that supports environmental and community programmes and initiatives

Key People

Craig Anderson, MD

Wester Ross Salmon

Expert in crafting Atlantic salmon, Wester Ross is the oldest independent and privately owned salmon farmer in Scotland. All of its salmon are:

- Hand reared to taste delicious - under the experienced hands of farmers, salmon grow slowly in the wild waters of Wester Ross
- Fed an organic diet - carefully tailored organic feed helps to achieve a natural texture, succulent flavour and an overall mouth-watering experience
- Natural in colour and have an all natural pigment
- Free from antibiotics and hormones

Research and innovation are key. For example, the company uses young wrasse to help maintain the challenge from wild sea lice.

Wester Ross is also RSPCA Freedom Food approved, guaranteeing excellent welfare

Key People

Gilpin Bradley, MD

Whitelink

Whitelink is BRC accredited and run by the Sutherland family in Fraserburgh. They employ 300 staff locally and are primary producers of a wide range of white fish and shellfish in both fresh and frozen form.

While based in Fraserburgh, Whitelink has further operations in France, Germany and Spain and supplies wholesale and retail markets throughout Europe.

They received four awards under FIG between 2001-2004 totalling £590,291 and one award under EFF in 2009 for £605,980.

Key People

Graeme Sutherland, MD

Other Scottish Exhibitors at Seafood Expo Global 2017

Denholm Seafoods

Stand 5-145

Denholm Seafoods Limited is a leading international producer of fresh and frozen mackerel and herring. The company operates from Europe's premier port, Peterhead in North East Scotland. The company's factories work in close alliance with Scottish pelagic fishing vessels. Over 80% of the company's production is exported worldwide.

Robert Duthie, Managing Director

Fastnet (Highlands) Ltd

Stand 9-4043

Located close to the major fishing ports on the West Coast of Scotland, Fastnet Highlands is the largest producer of whole prawns (*Nephrops norvegicus*) in the United Kingdom. Their major markets are Spain, France and Italy where the prawns are variously known as cigalas, langoustines and scampi.

Andy Weightman, MD

Fresh Catch Ltd (North Bay Pelagic)

Stand 5-145 + 5-245 + 5-352

Chris Anderson founded Fresh Catch in 1989 in Peterhead. The company has undergone huge changes and has grown to be one of Europe's leading seafood processors but the core values of the Anderson family and the senior management team at Fresh Catch remain to drive the business forward.

New developments in the market and excellent customer support and loyalty through the years has helped grow the company to the stage where the 48,500m² quayside facility in Peterhead is the largest pelagic fish processing factory on mainland UK. The Peterhead a facility was seriously damages in a fire in January 2015. Local agencies are working with the company to help re-establish processing at the site.

Chris Anderson, Director

Grieg Seafood Hjaltdland UK Ltd / Shetland Products

Stand 5-655

Grieg Seafood Hjaltdland UK Ltd produces superior quality Scottish salmon from Shetland for customers throughout the world.

They are Shetland's leading Scottish salmon producer. Their Scottish salmon products include a range of cuts and trims tailored specifically to customers' requirements and supplied fresh or deep frozen. They also produce premium smoked salmon products under the "Wild Waters" brand. They won the Best New Retail Product Award at the Seafood Excellence Awards at the International Boston Seafood Show 2012, in the USA.

Sigurd Petterson, Managing Director

MacDuff Shellfish (Scotland) Ltd

Stand 9-4017

MacDuff Shellfish are a North East based shellfish processor. They supply mainly fresh and frozen langoustine, crab, scallops and whelks to UK and international markets. Owners of Macduff Shellfish, the Beaton family have been processing fish and shellfish in Scotland for over 127 years.

Roy Cunningham, Managing Director

Marine Harvest Scotland

Stand 5-545

Scotland's largest salmon producer with five hatcheries at Kilmarie (Isle of Skye), Lochailort, Kinlochmoidart, Finfish (near Ullapool) and Inchmore (Glen Moriston), and four freshwater loch sites in Loch Arkaig, Loch Garry and Loch Shiel (Glenfinnan and South Loch Shiel).

They have 25 sea farms located on the West Coast of Scotland, situated in the Outer Hebrides, comprising the islands of Lewis, Harris and the Uists. In the Inner Hebrides they are on, and around, the Isle of Skye and on the mainland in Wester Ross and Lochaber. Their harvest station is in Mallaig, Inverness-shire while their processing plant and farms management office is in Fort William. Their head and sales office is in Edinburgh.

Ben Hadfield, Managing Director

Scottish Fishermen's Organisation

Stand 5-352

The Organisation manages the fishing activities of its members in all fisheries making it one of the largest fisheries managers in Europe.

The members of the Organisation catch all types of fish including pelagic species (herring, mackerel, sprats), demersal species (cod, haddock, saithe, whiting, plaice, megrims, monkfish, sole, skate, turbot and other bottom feeding fish) and shellfish (crabs, lobsters, nephrops, scallops and shrimps).

The Organisation currently has some 300 active vessels in membership, based in ports around the Scottish coast from Girvan in the South West to Peterhead in the North East and the islands to the North and West including the Hebrides and Orkney.

Iain MacSween, CEO

Shetland Catch Ltd

Stand 5-645

Shetland Catch has one of the largest pelagic processing factories in Europe. Products supplied are frozen mackerel and herring. The main international markets for the company are Eastern Europe and Far East.

Simon Leiper, Managing Director