Scottish salmon - Brexit

Impact on sector during January 2021

Scottish Salmon
PRODUCERS ORGANISATION

Preparation

- The Scottish salmon sector prepared extensively over a period of 2-3 years to ensure they were ready for post-Brexit conditions when the transition period ended at 11pm on 31 December 2020.
- This has involved preparing additional sector resource in order to meet the new requirements as well as preparing to mitigate against any impact to the supply chain which has traditionally been a very smooth and efficient process.

Impact

The impact to Scottish salmon farmers throughout January is estimated to be in excess of **£11 million** as a result of multiple factors.

- The major impact was the immediate loss of sales or transfer of product from established customers costing due to delays. Customers choosing more immediately reliable sources of product.
- As deliveries were delayed, the sector was quick to respond in transferring product across customers or delaying harvests resulting in minimal (and zero in many cases) product being spoiled or destroyed.

There are further additional costs following the changes which were realised in January and will continue unless a streamlined revision to the supply chain can be made. These have been estimated at **£200,000** during January and include:

- Additional exportation documents and resource
- Additional haulage / logistics costs
- Additional costs and overheads (e.g. vets, admin)
- Lost custom through reduced confidence in the supply timeline

£11 million cost

£200+k
Increased overheads

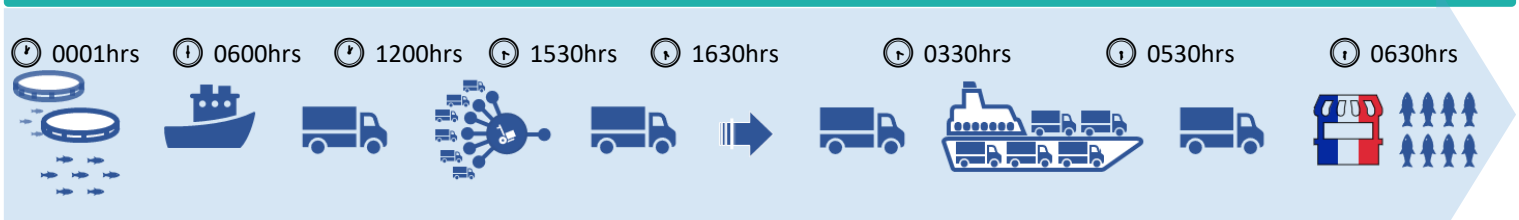
1,500t - lost sales

700t - unharvested fish

Solution

Re-establish an efficient supply chain which guarantees an effective route for Scottish salmon to market within hours of harvest, revitalising customer confidence in deliveries and further justifying the premium nature and quality of Scottish salmon.

A functional and efficient supply chain - fresh and quality salmon to market within hours



Day 1 | **Day 2**

Source: Scottish Salmon Producers Organisation (SSPO) - February 2021

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