

JULY ISSUE

# THE SCOOP

# MOWI®

## Mowi in the news

### Killer whale scarecrow

Our life-size replica of a killer whale was very popular with readers. It's hoped that the sight of a killer whale will strike fear in a seal, and therefore help discourage seals from attacking salmon in the nearby net pens.



### Salmon sales surge helps Scotland set new export record

Scottish food and drink exports achieved record sales of £1.4 billion in the first quarter of this year. This represents a year-on-year increase of 14%, with sales of whisky and salmon driving much of the growth. Salmon exports were up by 41% - a rise of £60m. As prices rose, that represents an increase in the volume of farm-raised salmon being exported from Scotland of 20%.



### Mowi Consumer Products UK features in the London Stock Exchange's list of inspirational businesses.

It was great to see Mowi Consumer Products UK featured in the £100 to £150 million group of '1000 Companies to Inspire Britain', produced by the London Stock Exchange. The report identifies the UK's most dynamic and fastest growing small and medium sized firms.



## Virtual reality launched

**Back in February, The Scoop reported on Mowi's plans to use virtual reality to bring fish farming to life. We are pleased to report that the technology has now been launched at our consumer products division in Rosyth.**

Put on VR goggles and be transported to a hatchery, a salmon farm and consumer products. At each destination, the user is hosted by a Mowi member of staff who works at that site to provide the commentary on what you are seeing - which is above and below the water's surface!

The whole experience took over six months of filming by [Airborne Lens](#). In addition to the two headsets now displayed at Consumer Products in Rosyth, another six headsets will be made available at several of our

sites across Scotland including the Farms Office (Fort William), Inchmore hatchery (Glenmoriston), Lochailort hatchery (Lochailort), and Blar Mhor primary processing plant (Fort William).

Initial reaction from people lucky enough to have the first go has simply been "wow"! The team at The Scoop was also given a preview and can agree – it's an amazing experience and really feels like you are 'there'! So be sure to drop by and check it out!





# Record setting at Rosyth

The team at Consumer Products in Rosyth is celebrating its best month ever. Figures in for May show a 43% uplift in volume compared to the same period last year (6,225 tonnes versus 8,900 tonnes).

The team went on to smash another record in June, recording the biggest volume of head on gutted salmon processed in a week: 485 tonnes.

Gary Paterson, head of operations at Rosyth told us more: "On behalf of the management team at Rosyth, we want to say a big thank you to Team Rosyth! This is a phenomenal achievement especially considering that many staff have moved between departments and roles to support colleagues in other areas of the site.

We simply would not have achieved these results without the goodwill and strong teamwork that is part of our culture here at Rosyth."

Rosyth is also in the middle of developing Hall B and increasing the chilled storage capacity. A new by-products area will also be created as this has been identified as a growth area for Mowi (as reported in The Scoop in February). The additions to the site at Rosyth will be completed in the autumn.



The team at Rosyth

## Photo of the month

Photo: Salmon in its prime  
Taken by Jayne MacKay at Loch Leven



## Meet Sam Kane

### What do you do at Mowi?

I am the processing team leader and track controller at Blar Mhor.

### What did you do before fish farming?

I actually worked in Morrisons supermarket. I was on the hot chicken counter and used to burn myself every day!

### What do you like most about your job?

I am really lucky to be working with a great bunch of people, who every day come together to work as a team and smash our daily challenges. Working in a shift pattern really appeals to me and I enjoy being able to plan my days off in advance.

### What do you do in your spare time?

I try to get as much hiking done as I can on my days off, taking advantage of living in such a picturesque area.

I am usually accompanied by a crabbit old work colleague – he's a real morale booster on the hills...

### What is your favourite film?

The Lord of The Rings Trilogy.

### What is your favourite salmon dish?

Poached salmon on a bed of chicken.



Mikal With delivering feed to farms

## Farms take delivery of fish feed made at Kyleakin

**Two ships from Norway, Eidholm and Mikal With, are now delivering the first feed produced at Kyleakin to some of our farms and everybody is happy – especially the fish!**

Kyleakin, now with a full complement of 55 staff, is going through a commissioning phase to build capacity and stability. Outgoing site manager Kevin O’Leary told The Scoop how the first few weeks were going:

“So far, everything is going to plan. We are very much still in the commissioning phase and we are learning every day, but I’m delighted that we have been able to produce and deliver feed to a range of Mowi farms.”

The team at Kyleakin is being supported by colleagues from Norway as Kevin explains: “We are one feed team. Our colleagues from Norway and Scotland are working extremely well together and I’m sure that this relationship will continue to deliver fantastic results for Mowi feed.”

So far Kyleakin has delivered Neptune Summer 200, 600, 1200 and 2500. Neptune 50 Adapt is currently being made and will be followed by Neptune 4000 in July.

Farms across the mainland and the Western Isles are receiving feed produced at Kyleakin including Loch Alsh, Ardintoul, Loch Duich, Maol Ban, Harport, Port Na Cro, Bagh Dail nan Ceann, South West Shuna, Colonsay, Rum, MacLean’s Nose, Invasion Bay and Tabhaigh.

Kyleakin already has some happy customers who have sent their feedback to the team:

Port na Cro: *“Wanted to say how impressed we were with the feed delivery from the Eidholm yesterday... All in all, a superb experience and I wanted to share this positive feedback. If this is the future of feed deliveries, we are all looking forward to it.”*

Maol Ban: *“The delivery last week was a vast improvement; the pellets were very clean, no dust, no bits.”*

Bagh Dail Nan Ceann: *“Reports back from the guys on site is actually really good. We have had no problems with blocked pipes, bearings sticking or pipe blockages.”*

Tabhaigh: *“Pellet looks good and not dusting our sluice boxes... Fish have taken to it well.”*

Loch Alsh: *“Fish have taken really well to the feed, may be general increase in appetite but reports that the fish are “feeding like crazy”!”*

Keep up the good work Team Mowi Fish Feed!

## Mowi - Safety first!



Mowi’s safety culture aims to create a safe place of work for all our employees, all of the time.

Mowi leads the way with the most technically advanced farming processes available to the aquaculture industry, including systems that rely on high pressure to operate, clean and maintain equipment.

In line with company policy, Mowi aims to achieve and, where possible, improve on standards set by the HSE ACOP’s and guidance.

The health and safety team has addressed essential safety awareness associated with high pressure water jetting and other high-pressure systems and operations, such as hydraulically powered lifting equipment (cranes), with the introduction of a specific course on water jetting and high-pressure awareness.

36 employees have recently undertaken the one-day course and we plan to continue the roll-out to all employees operating systems that involve the use of high pressure.

## Community news

### FaceTime a Farmer

We are delighted to be part of LEAF Education's FaceTime a Farmer initiative which is transforming how farmers connect children with their food and where it comes from. Sainsbury's, a sponsor of the scheme, invited Mowi to join.

FaceTime a Farmer is all about harnessing the power of digital communications to inspire, engage and educate young people about not only the journey from farm to fork but also the ever-changing, diverse agricultural industry.

Children regularly chat live to their matched farmer from their classrooms through FaceTime or Skype, discuss ideas, ask questions, share knowledge and gain a 'real-time' understanding of the issues farmers face every day.

Jayne MacKay, communications assistant based in Fort William, and Ben Seamen, assistant manager at Inchmore, hosted Mowi's first session with Washingborough Academy in Lincolnshire.

Jayne told The Scoop how it went: "Our first session was great. The children were all very enthusiastic and asked some great questions including 'how much does it cost to produce a fish?' and 'how much do you sell a whole fish for?' The children were also given a virtual tour of the hatchery and were curious to know how much it cost to build."

Jayne also hosted a second session with Washingborough Academy, joined by Lewis Gibson, assistant manager at Leven, where the class was shown salmon in seawater as well as cleaner fish.

The final call with the school will be from Mowi's Blar Mhor processing plant, when pupils will be given an insight into quality checks before fish are loaded on to lorries.

For more information, visit <https://leafuk.org/facetimeafarmer>



## 'Tis the season for tours

### Mowi welcomes many visitors to our sites in Scotland. The Scoop spoke to Kendal Hunter, manager at Loch Alsh, to find out more about recent visits:

"The last visit was a little unusual in that it was organised by SSPO (Scottish Salmon Producers Organisation). The group included representatives from industry regulators including the Crown Estate, Marine Scotland and Scottish Natural Heritage and essentially gave them an opportunity to see fish farming in action first-hand."

The tour schedule is finely tuned. Visitors usually arrive in Fort William, where they are briefed by Ian Roberts, Mowi's director of communications in Scotland. From Fort William, they may go to the hatchery at Inchmore to get insight into the very beginning of the life cycle of a salmon. The final destination is Loch Alsh where they get to see the smolts growing to harvest size. Other farms host visitors as well but Loch Alsh is most commonly visited on a tour that includes Inchmore and the feed mill.

Perhaps surprisingly, Loch Alsh hosts visitors all year round as Kendal explains: "This cycle we have Q1s, and since the fish went in during January, we have hosted around two tours a month. We have a lot of visitors from universities across the UK. For example, Sparsholt College in Hampshire sends a group of students every year. Recently we also hosted a visit from net suppliers, mostly from India."

"We moderate the tour to suit the type of visitors we have. For those who know very little about aquaculture and may never have been on a fish farm before, then it really is about explaining the basics such as how the fish are fed. For visitors from industry, then we will often get questions about the nets, how often we clean them and which type of predators we may encounter."

The most popular questions from visitors are around the use of cleaner fish. For students it's an opportunity to compare theory and practice and for regulators it's an opportunity to find out how effective cleaner fish are as a treatment for sea lice. Kendal's experience as a host is that visitors are friendly and have come to get an insight into aquaculture: "I think we definitely change the perception of fish farming as a result of these visits. Often, visitors are surprised when they look into the fish pens because they are expecting to see overcrowded pens. In fact, they barely see any salmon in the pens because there is so much space for the fish to swim around, only around 2% of the pen is salmon – one of my facts I like to provide on the tour!"

As a reminder, Mowi is happy to welcome visitors with interest in our business but tours must be scheduled in advance. Find out more about meeting our tour criteria on our website: <https://mowiscotland.co.uk/tour-policy/>



Kendal Hunter, farm manager at Loch Alsh