



Rt Hon Ian Murray MP
Secretary of State for Scotland



Kate Forbes MSP
Deputy First Minister



4th April 2025

Dear Ian and Kate,

Joint government collaboration re US Government trade tariffs

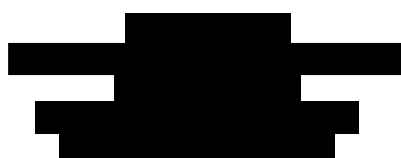
I have been heartened by your public comments on our governments working collaboratively to assist export businesses in light of the US administration trade tariff announcement on 2nd April. Our sector exported £225 million of salmon to the USA in 2024 making that market the second most valuable export country for Scottish salmon. Our businesses are now assessing the impact of a 10% tariff on sales in conjunction with their customers and importers.

What is of great importance is assisting business operations here at home. There are a number of practical steps by both government's that would assist in our competitiveness and thus in our ability to invest in people, innovation and help grow the economy. Both governments have committed to regulatory reform and improvement that assists business and supports economic growth. The sector notes the reform of the planning system in England and welcomes that initiative. We would hope that lessons learnt south of the Border could be applied in Scotland.

Given the potential impact of US trade tariffs, could I therefore on behalf of the sector ask that the following policy issues are resolved with as much speed as government can achieve:

Scottish Government

- Implement a one-stop approach to aquaculture consenting to reduce unnecessary red tape and improve transparency. This was the key recommendation made by Professor Russel Griggs in February 2022 and we still believe that this would be hugely beneficial from both a sector and public perspective. Scotland still has four statutory consenting bodies – where with greater alignment they could act in a much clearer and pro-economic growth manner. We believe this would benefit the process, provide clarity for all parties and reduce the



number of missed statutory deadlines (which has totalled 60 since 2020). This would be a very positive change.

- Ensure Crown Estate Scotland's income from salmon farm seabed leases recognises the impact of market change signified by the US administration's tariff policy.

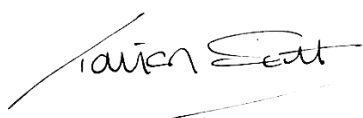
UK Government

- Extend the existing concession for offshore well boat workers to provide support and clarity for business confidence while recruitment and training develops capacity. The shortage of crew applies both domestically and internationally and providing business certainty will allow the Scottish sector to retain vital services. For example, a five-year extension, as applied to the seasonal work visa scheme, would allow short term confidence and investment in continued operations as new crew are recruited and trained.
- Commit to the introduction of digital European Health Certificates (EHCs) for all salmon exports to the EU. This would assist in reducing time to marketplace. In light of the 16% tariff imposed on Norway by USA, it is likely that there will be greater pressure on the European market with potential impact on Scotland.
- Continued positive engagement with the European Union which remains our largest export market. The work towards a SPS negotiation with the EU is welcome although shorter term opportunities are available which would benefit consumers in the EU through faster access if widely used packaging (which previously accessed the EU seamlessly when part of the trading bloc) was accepted on entry.

The sector would be pleased to discuss these issues with you both given your roles in economic growth across your respective governments.

I am copying this letter to the portfolio ministers within your governments.

Yours sincerely,



Tavish Scott
Salmon Scotland CEO

