

Move to Oban puts new focus on customer service

We're moving!

FUSION Marine is relocating its whole operation from East Kilbride to the Marine Resource Centre at Barcaldine in a move that will put customer service and new product development at the top of the agenda.

The company had been looking for some time to move closer to its core customer base in the West Highlands and the relocation forms an important part of its ongoing strategy to provide a 'one-stop-shop' of services for the fish farm industry.

A delighted Stephen Divers, Fusion Marine managing director, said the move would enable the company to take customer service to a new level.

'This move will enable us to provide an unbeatable level of customer support. The facilities at the MRC are second-to-none, giving us much more factory space compared with our unit in East Kilbride,' he said.

'It will also allow us to develop new products for the fish farming industry, such as the manufacture of our new high-speed Polycraft workboat.'

The slipway and pier facilities available at Barcaldine proved particularly attractive to Fusion Marine, giving the company the opportunity for the fast transfer of equipment to farms throughout the West coast, as well as providing a convenient location for the



Fusion Marine managing director, Stephen Divers (centre left), shakes hands with MRC director Hugh McLean, with sales director Alan Macleod (right) and technical manager Iain Forbes looking on.

demonstration and testing of new products.

MRC director Hugh McLean said: 'We are delighted to welcome Fusion Marine

to Barcaldine as this represents an important step in our strategy to create a cluster of businesses servicing the marine, aquaculture and renewable energy industries.'

Irish opt for Fusion fish cage systems

FUSION Marine is forging ahead in the important Irish market with 29 Oceanflex and 10 Aquaflex cages supplied to customers so far.

Irish salmon farmers are particularly attracted by the extreme toughness of the polyethylene-constructed Oceanflex and Aquaflex fish cages, given that they have the proven ability to withstand even the harshest of Atlantic conditions.

This has been well-proven with the

Fusion Marine Oceanflex farm system, which is being successfully utilised by farms in Galway Bay.

Both Aquaflex and Oceanflex cages are based on heavy gauge polyethylene pipe, with the extra wall thickness of the three heavy-duty base rings providing increased strength to resist deformation damage and gravity loading. A unique feature is the heavy-duty moulded base collar which

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Iain brings customer service to new level

IAIN Forbes has been appointed as the technical development manager in a move that signals the company's commitment to develop new products in line with industry needs.

Iain joins Fusion Marine from Hydro Seafood, where for the last 15 years he worked as a sea-site production manager, gaining considerable experience in fish farm production and technology.

Iain will travel extensively in his new role, liaising with fish farmers and assessing their requirements for the modification of existing equipment and the development of new products.

Sales director Alan Macleod says the appointment of Iain Forbes is a logical step in the company's ongoing expansion and will form a platform for product development based on feedback from the industry.

'The principle advantage that Iain brings is his immense knowledge and practical experience of fish farming. He knows the type of service and equipment that a fish farming company requires.'

Iain has already visited many farm sites and says his new role will be all about customer service.

'Any successful company has to deliver exactly what its customers want, and I am looking forward immensely to liaising with the industry on a face-to-face basis,' he says.



Iain Forbes - glad to be on board



The Polycraft goes through its paces

First orders for new Polycraft workboat

FUSION Marine has developed a high-speed fish farm workboat designed to increase the efficiency of day-to-day aquaculture operations.

The Fusion Polycraft vessel has been adapted from a fast rescue craft design from sister company Fusion Group Manufacturing and offers a number of advantages over traditional fish farm workboats, most noticeably its handling, versatility, speed and durability.

Manufactured entirely from polyethylene, a unique feature of the Polycraft is its deep V-shaped hull which brings stability in rough weather conditions without comprising on handling.

The vessel, which can be powered by a variety of units, is produced in sizes ranging from 21-24ft and can be adapted to meet specific customer requirements.

It can easily accommodate two one-tonne pallets of fish feed or carry up to eleven people.

Liam Griffin of Oban-based Stealaway

Diving Contracts Ltd was the first aquaculture contractor to take delivery of a Fusion Polycraft and he says he is delighted with its overall performance. He maintains that a key advantage of the Polycraft is its polyethylene construction which makes the boat easy to disinfect in between fish farm site visits.

'The vessel is fitted-out in such a way that with proper inboard management the risk of inter-site cross infection can be more-or-less excluded,' he says.

'Speed and stability in poor weather are two other important advantages of the Polycraft and I am extremely pleased with its overall performance.'

Meanwhile, other orders have come from Western Isles based Atlantic West Salmon who have opted for two Polycrafts, whilst Tobermory Shellfish & Diving Services has taken one vessel.

Steve Barlow of Tobermory Shellfish & Diving Services says: 'The Polycraft is fast and very tough.'

Irish go for Fusion cages

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contains the three flotation pipes and supports the handrail. The third base ring provides increased buoyancy to support heavier net weights and provides better sea-keeping qualities in exposed sites. Fusion Marine cages come complete with four work stations made of solid composite polymer. These are held in place by a unique deck support system, which allows the cage to flex.



Fusion Marine - serving Irish customers

Cod and haddock farming expands

SOARING demand for seafood should mean there is a good future for the farming of marine finfish in UK waters.

Speaking at the recent Sea Fish Industry Authority Marine Aquaculture Conference in Edinburgh, Richard Slaski of the British Marine Finfish Association said there was huge demand for cod in the UK, but the bulk of the market requirement was met by frozen imports. By working in parallel with wild fisheries, he said, there was an opportunity to fill in some of the gaps currently met by imports.

Farmed cod offers advantages in terms of quality and traceability.

'Farmed cod, like halibut, will find its market opportunities in the upper end of the retail and foodservice markets,' he said.

Mr Slaski said current trends indicated the UK market could sustain an output of between 20,000 and 30,000 tonnes of farmed cod and haddock. Next year there should be the capacity to grow about 1,000 tonnes of cod, rising by a few thousand more in subsequent years.

Halibut, too, has good potential at the top-

end of the foodservice sector, with an acceptable UK farmed output in the range of 6,000 to 10,000 tonnes.

Mr Slaski emphasised that that more work still needed to be done to refine farming techniques, while areas such as food safety, the environment and long-term feed sustainability would all remain key issues.

Meanwhile, at the same conference, Scottish fisheries minister Rhona Brankin announced that the Executive is to launch a consultation exercise to help develop a strategic framework for aquaculture.

Interest grows in tuna cage design

FISH farm operators in the Mediterranean are showing great interest in a new tuna cage design which is based on the highly successful Oceanflex system.

Fusion Marine has already secured a cage order from an eastern Mediterranean fish farm business and is currently in discussions with a southern Mediterranean operator to supply a substantial turnkey cage project.

The systems use Oceanflex 90m cages for the capture and transportation of the tuna, and 150m circumference cages for holding and fattening the fish, which are then exported to the demanding Far East market.

Fusion Marine International Aquaculture consultant, Carmelo Agius, says tuna farming is expanding rapidly.

'Fusion Marine is adapting existing technology and in-house knowledge to compete effectively in this emerging market. Cage, net and mooring technology all require upgrading and modification to meet this challenge,' he says.



Carmelo Agius

'The practice of cage towing is the ultimate test in this highly complicated aquaculture activity.'

Orkney hatchery impressed



FUSION Marine has recently installed its own design of degassing tower for Mainland Salmon in Orkney – and so pleased is the salmon hatchery with the water purification system that it has ordered two more!

The new Fusion Marine system works by pumping the water into the top of the four-metre tower which is then passed down through a specially formulated medium. The resultant waterfall is blasted with air which flushes out the unwanted gases.

Mainland Salmon has been impressed by the degassing tower and has now ordered two more. All three units will operate side-by-side, satisfying the company's complete degassing needs.

Fusion news

T-valves

THE corrosion of metal valves and other equipment is a common difficulty in hatcheries.

This is why Fusion Marine has designed and manufactured a reducing 'T-piece' valve for use in broodstock holding tanks.

Landcatch has already had 16 of the valves installed in its holding tanks at its Ormsary hatchery. The valves are working well and Landcatch knows it doesn't have to worry about future corrosion problems.

Expertise

WITH its extensive experience from its parent group in the gas and water industry, Fusion Marine is well placed to design, install and maintain oxygenation systems to suit specific needs.

Fusion Marine has a network of experts in most parts of the world, which ensures that the particular needs for the farming of any species are met through the use of practical and cost efficient technology.

International aquaculture consultant Carmelo Agius says: 'Expert Fusion Marine staff have been involved in oxygenation systems throughout the world.'

www.fusionmarine.com



Fusion Profile - Nikola Jovic

NIKOLA Jovic from Serbia is nearing the end of a six-month work placement with Fusion Marine Ltd. The knowledge and skills picked-up will be used by subsidiary company Fusion Belgrade to help develop the supply of a wide range of fish farm equipment for the Balkans.

During the placement, Nikola spent time gaining experience in all sectors of the Fusion Marine operation, including on-site work on fish farms around the coast.

Fusion Marine managing director, Stephen Divers, said the work placement represented just one small part of the company's overall strategy to expand internationally.

'Nikola has proved a useful asset to us during his stint in Scotland and I am confident that the experience he has gained will help us increase our business.'

Nikola said he had learnt much from the work placement, but added: 'While I have enjoyed the work experience here, I'm afraid I can't say the same about the Scottish weather, especially when working on salmon farms on the West coast.'

New Malaysian joint venture launched

FUSION Marine has created a new joint venture company in Malaysia that will act as a springboard for expansion into the rapidly expanding Far Eastern aquaculture industry.

The new company, AWT Fusion Marine Sdn Bhd, has been created through a joint venture arrangement between Fusion Marine and AWT Fusion – a Malaysian based subsidiary of the Fusion Group of companies which specialises in the manufacture of pipes and fittings for the utility industries.

The move is seen as a logical step for Fusion Marine, given the huge potential in South East Asia for fish farming, along with the anticipated future demand for the supply of specialist offshore fish cages.

As well as manufacturing robust polyethylene fish farm cages along similar lines to the already successful Aquaflex and Oceanflex models, which are widely used in North Atlantic and Mediterranean waters, AWT Fusion Marine Sdn Bhd is also currently developing a simple low-cost cage for use in sheltered conditions.

A key element of the joint venture project will be the supply from Fusion Marine of expert management to operators setting up

fish farms for the first time in the Far East. These contract managers will be able to get the new farms up and running and train staff in all aspects of aquaculture management.

In a separate development, the new company also intends to set up a fully equipped fish hatchery in Malaysia for the supply of juvenile fish for on-growing.

Fusion Marine managing director, Stephen Divers, says: 'This joint venture is an extremely exciting development for us, giving the opportunity to bring our expertise to a new and developing market. The hatchery is particularly significant as it means we will be able to supply customers with complete farm units – as well as the fish to grow in these farms!'

The principle fish involved at this stage will be Asian sea bass, but there are good opportunities in a range of other species.

Eric Bridgstock, chairman of the Fusion Group of companies, says: 'The people of South East Asia have the same supply problems as ourselves, with there simply not being enough fish in the sea. The creation of AWT Fusion Marine will provide the opportunity to provide both equipment and expertise to develop the region's aquaculture industry.'



Arthur Campbell of Marine Harvest is presented with the coveted 'most use of the course' award by Petra Bridgstock.

NICK Joy of Loch Duart Salmon was the winner of the Fusion Marine Golf Day held at Buchanan Castle near Drymen.

Jim Traynor of Knox Nets was second,

with Paul Chalmers of Lighthouse third.

Fusion Marine sales director Alan Macleod said: 'It was a thoroughly enjoyable day, with excellent weather.'

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