

[REDACTED]
Paragon House
Ramsgate, Kent

[REDACTED], 6th of November, 2022

Dear Mr. Chairman,

[REDACTED] as an active member of TEFA and licence holder of the TEFCA since the start of the regulating order 1994, fully support TEFA's response to your letter dated 20/11/22 for input in the new Jamaica option, which is attached for the record as an annex to this letter:

In addition to TEFA's response, LOCAL PROCESS having been suggested as a relevant criteria for the allocation of new licences we have to say:

1. The existence of an advantage for those who supply/process locally will condition our decision on who we should sell our product to; the price and service offered by the customer might then not be a relevant factor.
2. Licensees should feel free to sell to any plant in the UK territory. We cannot be conditioned or discriminated against for selling to non-local producers.
3. Currently 10 of the 14 licensees sell their product to plants outside the KEIFCA area. The free market has meant that our product has increased in value by more than 6 times in the last 20 years, and we need to keep it that way. If sales were concentrated in a few local companies, prices would not be subject to a wider competitive market, as is currently the case.
4. We licensees are fishermen, not manufacturers. We cannot accept that not manufacturing or not supplying a local supplier means less chance of getting a licence.

In short, the incorporation of the product process as a relevant criteria in the KEIFCA area could be considered discriminatory and against the competitive fairness of a market. The reality is complex, and it has been demonstrated over the last 28 years that the market always moves in terms of efficiency, and cannot be manipulated. When talking about the granting of FISHING licences, aspects not directly related to fishing should not be taken into account.

We ask that local production should not be incorporated as a determining factor in the criteria for the allocation of licences; we want to be free to supply whoever we consider offers us the best economic conditions and financial stability, whether is "local" or not

Yours faithfully,



