

MPEDA

Newsletter

OCTOBER - NOVEMBER

2012



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Aqua Aquaria India 2013

An International Exhibition on Aquaculture and Ornamental fish

8 - 10 February 2013

Loyola College Ground,
Vijayawada, Andhra Pradesh, India

EXHIBITION

TECHNICAL SESSION

BUYER SELLER MEET

Inauguration on
7th February 2013
Evening



THE MARINE PRODUCTS EXPORT DEVELOPMENT AUTHORITY

(Ministry of Commerce & Industry, Government of India)

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On the platter.....!!



Dear friends,

I am amidst reports about the lowering of shrimp prices across the major markets in the world. While a lower price will help the ultimate consumer to purchase more in the era of global economic slowdown, I am not sure about the ultimate impact it will have on the producer (farmer) and the exporter. It will definitely prompt the farmer to be more cautious in future.

All the reports indicate that with an increased supply of Vannamei, India has become a reckoning force in driving the market conditions of shrimp in different markets and particularly in the US. In fact, the report in GLOBEFISH very clearly states that the pricing of global shrimp market is in a very complex situation and the large production of Indian vannamei shrimp is having a major impact on it. Exports from other Asian sources are also affected by the price down turn and they had to lower the prices to remain competitive with Indian products. Marketers also agree that the only possibility for other Asian producers like Thailand, Indonesia, Vietnam etc. to compete with Indian vannamei lies in the value added market sector.

Yet, in spite of all this, India is far from becoming the Global Powerhouse in the seafood trade. The reasons are not too far to seek.

First and foremost, it is the fact that the major markets are satiated with farm caught shrimp from India. This is a major problem and even leading journals like Seafood Business in their November 2012 issue have even gone to the extent of saying that India is shipping shrimps like "as if there is no tomorrow". The lack of holding capacity is worrying. Stakeholders will have to take cognizance and deal with the issue. MPEDA is willing to support all endeavors in this direction .

Another reason for Indian seafood not becoming a power to reckon with is that "a lot of Indian products have been marginal in counts, in weights and treated with tri polyphosphates". In fact, a number of international reports dwell on this and one report even concludes that 'India is establishing itself in the market place as a source of low price item for a perceived marginal product'.

While MPEDA makes efforts to project our seafood as 'Incredible' as India is, such reports are very damaging. The practices followed by a small section of the industry will prove very costly and be detrimental for the entire industry. Remember, a single rotten apple will spoil the barrel. Hence, my sincere appeal to all is to take utmost care right through the production chain so that our heads could be held high as a supplier of quality products that fetches a good price.

Thank you.

Sd/-

Leena Nair IAS
Chairman

Kochi-36

November 2012



MARKETING NEWS

MPEDA in Asian Seafood Exposition 2012, Hong Kong

Hong Kong is one of two special Administrative regions (SARs) of the People's Republic of China (PRC), the other being Macau. It is also one of the most densely populated areas in the world. Hong Kong is the world's largest re-export and distribution centre, mainly for products made in mainland China. Its physical location has allowed the city to establish a transportation and logistics infrastructure that includes the world's second busiest container port and the world's busiest airport for international cargo.

As a result of easing of travel restrictions by China, the number of mainland tourists to the territory has surged from 4.5 million in 2001 to 28 million in 2011, outnumbering visitors from all other countries combined. As Hong Kong has limited natural resources, it depends on imports for food and other raw material.



Mr. Rajakannu (left), Mr. P Anilkumar, Deputy Director (2nd from right) and Mr. P V Baby, Asst. Director (3rd from right) receive visitors in MPEDA Stall

Hong Kong seafood market

500,403 MT of seafood were consumed in Hong Kong in 2009 which averages out to 71.6 kg of seafood per person in that year alone.

This was about 3.9 times higher than the global average (18.4 kg per capita) and double the per capita consumption in mainland China. Hong Kong is now the second largest per capita consumer of seafood in Asia, and the ninth largest in the world.

Hong Kong seafood market is worth US\$ 2.68 billion (2009), comprising of local supplies of US\$ 128 million (including US\$ 124 million of marine and US\$ 4 million of freshwater fish) and US\$ 2.55 billion imported seafood products. About 30% of the imports are re-exported, with China and the United States being the major markets. Major suppliers include China (US\$ 393 million), Japan (US\$ 388 million), Australia (US\$ 277 million) and the United States (US\$ 139 million).

Given the geographical proximity, China is the largest supplier of live fish. China supplies mainly live fish, shrimp,



A view of MPEDA stall



Visitors in MPEDA stall



Visitors discussing a point in MPEDA stall

prawns, squid, and sea cucumber. China competes with Philippines and Indonesia in the supplies of expensive live fish, which are mostly served in Chinese restaurants. Dried scallop is a very popular Chinese recipe served both at home and Chinese restaurants. Japan is the dominant supplier for dried scallop, selling over US\$ 90 million to Hong Kong in 2009. Australia is the largest supplier of chilled crawfish to Hong Kong, exporting US\$ 96 million in 2009. Lobster is another major export product by Australia. The United States is particularly strong in supplying molluscs including clams, oyster, and dried sea cucumber. In addition, it is

also the largest supplier for frozen lobster, cod and clams, with respective market share and export value of 45% (US\$ 16 million), 78% (US\$ 5 million) and 80% (US\$ 8 million).

India's seafood export to Hong Kong

India exports about 129 seafood products to Hong Kong that include live fish, chilled fish, frozen seafood and dried fish. During 2011-2012, India exported 5, 593MT of seafood worth US\$ 84.6 million.

Asia seafood Exposition

The Asian Seafood Exposition (ASE) featuring Frozen Food Asia is

the premiere seafood trade event in Hong Kong and connects buyers with seafood and frozen-food suppliers from Asia-Pacific Market. The Asian Seafood Exposition is also co-located with Restaurant & Bar Hong Kong, the region's leading fine-dining and bar event. Exhibits in the show included the following categories of items: Seafood - fresh, processed, ready-made, dried; Freight forwarders and logistics services, seafood processing and packaging equipment, services for the seafood industry. The third edition of the ASE was organized at Hong Kong Convention and Exhibition Centre from 11-13 September 2012.

The MPEDA has been participating in the Asian Seafood Exposition (ASE) organised by Diversified Business Communications, since its first edition in 2010. MPEDA has participated in the Show as an exhibitor by taking 18 sq. m. exhibition space. MPEDA stand was 5-751.

Another feature of the show was the Key Buyer Program. The Key Buyer Program provides a special benefit for qualified, high-volume seafood or frozen-food buyers at the event. Qualified Key Buyers receive access to the Key Buyer Lounge for meetings, checking email, networking with peers, or simply taking a break during the event.



Another view of MPEDA stall

A 41-page publication of “Chinese Seafood Consumers: A Survey of Retail-Purchasing Behaviours,” by SeafoodSource.com. released during the Show revealed the consumer trends in the rapidly growing Chinese market for fish and seafood. The report was based on 30 survey questions, and includes quantitative and qualitative analysis of evolving Chinese attitudes about three product categories: Salmon, tuna, and frozen crab. The report covers several topics including brand-name testing, country-of-origin positioning, buyer decision making, demand, and price elasticity. It was highlighted that 48% of the households surveyed consumed more seafood, and there were 66% and 42% increase in seafood consumption in Shanghai and Beijing. Salmon was consumed most in home dining (81%), followed by crab (72%) and Tuna (57%). Country of origin was important (81%) when purchasing decisions are taken.

New Product showcase

The Asian Seafood Exposition featured a New Product Showcase at the exposition in which more than 30 new seafood and frozen-food products were displayed. MPEDA exhibited the retort pouch products of M/s. Forstar Frozen Foods, Mumbai in the new product show case. MPEDA stand attracted a large number of trade visitors and buyers. Mr. Anil Kumar P, Deputy Director and Mr. P V Baby, Assistant Director were deputed by MPEDA for the exposition. Mr. RajaKannu, Desk Officer, MOC&I, New Delhi also attended the Show. M/s. Starfish Exporters, Kochi, a MPEDA registered exporter, was provided table space in MPEDA stand and was represented by Ms. Preethi George, Chief Executive.

The major exporting countries like China, USA, Australia etc. had large pavilions. Aggressive participation from

other exporting countries like France, Canada, Chile etc. was also noticed. MPEDA stand had displayed a wide range of seafood products in chilled and frozen forms. Items like leather jacket, swimming crab, ribbon fish, pomfret and fish maws received particular interest. There were many requests for tasting the products. Food safety, freshness and price are key drivers for seafood consumption in Hong Kong. The top preferences are shellfish, including shrimps, scallops and prawns; and live fish. It is noticed that the consumer preference is shifted to convenient seafood products. Discussions with procurement managers revealed that ready to cook and ready to eat items are fast moving in the supermarkets and sales of these items have picked up in recent years. A section of the trade enquiries received were provided in the September 2012 issue of MPEDA newsletter and the remaining are given in this issue elsewhere. ●

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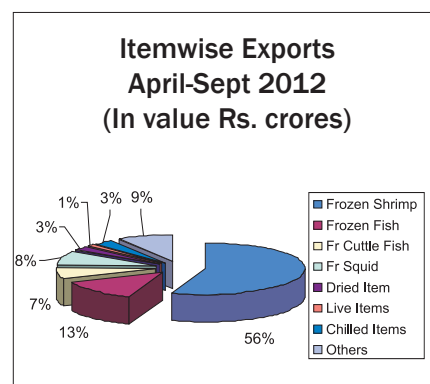
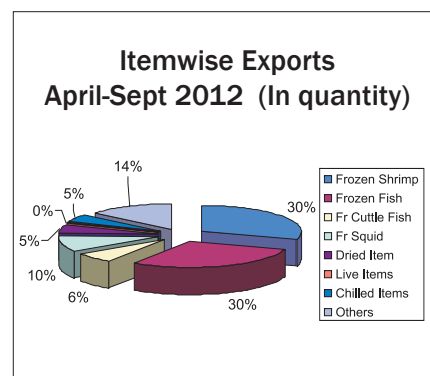
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Marine Products Export shows a slight decline during April – September 2012 as per provisional figures

India exported 349,009 tons of marine products valued Rs. 7979.93 crore equivalent to US Dollar 1480.73 million during 2012-13 (April-September 2012) as per the provisional figures. Compared to the same period last year, exports of marine products registered a decline of 6.91% in quantity and 16.60% in US\$ earnings, but showed a nominal growth of 0.47% in rupee terms as shown below, which is mainly attributed to the weakening of Indian currency against US Dollar.

ethoxyquin issue, and implementation of new export regulation & certification systems by markets like China.

Fish, the second largest export item accounted for a share of 30% in terms of quantity and 12.99% in US\$ earnings. Chilled items showed a positive growth of 53.29% in quantity, 105.13% in rupee value and 70.45% in US\$ earnings.



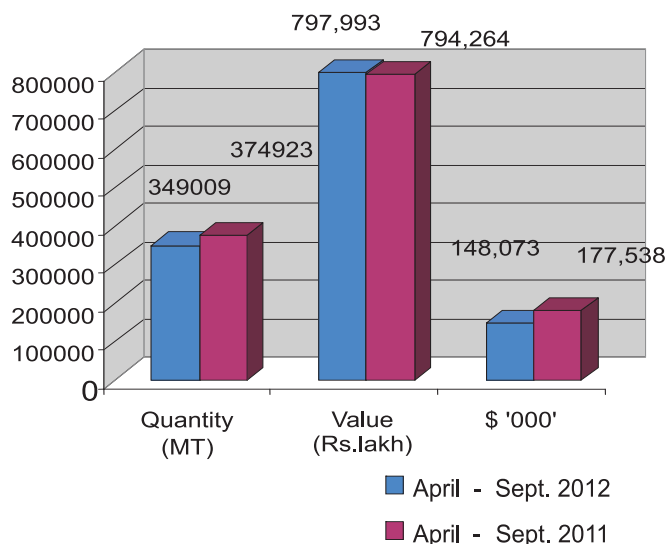
Export details	APR-SEP 2012	APR-SEP 2011	Growth %
Quantity (MT)	349,009	374,923	-6.91
Value (Rs. Crore)	7979.93	7,942.64	0.47
Value (Million US\$)	1480.73	1,775.38	-16.60
Unit value \$/kg.	4.24	4.74	-10.40

Major items of export

Frozen Shrimp continued to be the major export item accounting for a share of 55.40% of the total US\$ earnings. Frozen shrimp exports during the period decreased by 0.99%, 1.66% and 18.71% in quantity, rupee value and US\$ terms respectively.

Export of frozen fish, frozen squid and cuttlefish etc. were also decreased both in quantity and value. The unit value of exports also showed a decline to the tune of 10.40%. The decline could mainly be due to the recession in the international market, weaker Rupee vis-à-vis the Euro and the Dollar, reduced cargo movement to the Japanese market due to the

Overall Exports during First half of 2012-13 (Apr-Sept) compared to April - Sep. 2011



Item-wise Export April - Sept 2012

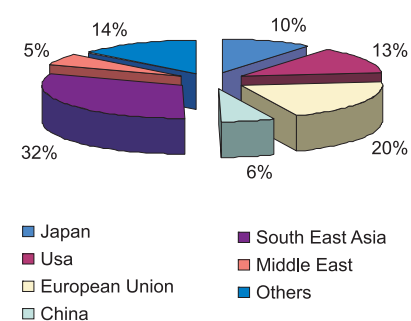
(Q: Quantity in Tons, V: Value in Rs. Crores, \$: USD Million)

Item		Share %	April-Sept 2012	April-Sept 2011	Variation	%
FROZEN SHRIMP	Q:	30	103969	105005	-1037	-0.99
	V:	55.60	4436.50	4511.32	-74.82	-1.66
	\$:	55.40	820.31	1009.18	-188.86	-18.71
	UV\$:		7.89	9.61	-2	-17.90
FROZEN FISH	Q:	30	103327	112590	-9263	-8.23
	V:	12.94	1032.50	1091.20	-58.70	-5.38
	\$:	12.99	192.38	242.90	-50.52	-20.80
	UV\$:		1.86	2.16	0	-13.70
FR CUTTLE FISH	Q:	6	22628	24804	-2176	-8.77
	V:	6.95	554.33	567.99	-13.66	-2.41
	\$:	6.92	102.40	126.69	-24.29	-19.17
	UV\$:		4.53	5.11	-1	-11.40
FR SQUID	Q:	10	33878	46500	-12622	-27.14
	V:	8.37	668.27	693.22	-24.95	-3.60
	\$:	8.40	124.38	154.85	-30.47	-19.68
	UV\$:		3.67	3.33	0	10.25
DRIED ITEM	Q:	5	18981	20588	-1607	-7.81
	V:	2.87	229.29	215.85	13.44	6.23
	\$:	2.90	43.01	48.42	-5.42	-11.18
	UV\$:		2.27	2.35	0	-3.67
LIVE ITEMS	Q:	0	1705	2082	-377	-18.11
	V:	0.99	79.14	67.11	12.03	17.92
	\$:	0.99	14.72	15.01	-0.29	-1.95
	UV\$:		8.63	7.21	1	19.75
CHILLED ITEMS	Q:	5	15858	10345	5513	53.29
	V:	3.06	244.31	119.10	125.21	105.13
	\$:	3.07	45.46	26.67	18.79	70.45
	UV\$:		2.87	2.58	0	11.19
OTHERS	Q:	14	48664	53008	-4344	-8.19
	V:	9.22	735.60	676.85	58.75	8.68
	\$:	9.33	138.07	151.65	-13.58	-8.96
	UV\$:		2.84	2.86	0	-0.83
TOTAL	Q:	100	349009	374923	-25914	-6.91
	V:	100	7979.93	7942.64	37.29	0.47
	\$:	100	1480.73	1775.38	-294.65	-16.60
	UV\$:		4.24	4.74	0	-10.40

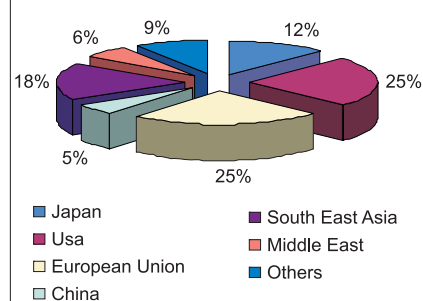
Major export markets

USA became the largest buyer for Indian marine products with a share of 24.28% in US \$ terms followed by European Union (24.18%), South East Asia (18.13%), Japan (12.53%), Middle East (6.26%), China (5.47%) and other countries (9.15%). Exports to USA registered a growth of 11.42% in terms of quantity and 9.33% in terms of rupee value while showing a decline of -9.80% in US\$ terms. Exports to the Middle East registered a positive growth of 16.19%, 49.19%, 24.02% in terms of quantity, Rupee value and US\$ respectively. Exports to Japan, South East Asia and China have declined both in terms of quantity and value. Exports to European Union declined both in quantity and US\$ terms but showed an increase of 6.02% in rupee value terms.

Countrywise Exports - April-Sept. 2012 (Qty in MT)



Countrywise Exports April-Sept. 2012 (Value in Crores)



Country-wise exports April - Sept. 2012

(Q: Quantity in Tons, V: Value in Rs. Crores, \$: USD Million)

Country		Share %	April-Sept 2012	April-Sept 2011	Variation	%
JAPAN	Q:	10	36169	42182	-6013	-14.26
	V:	12.49	996.92	1,189.05	-192.13	-16.16
	\$:	12.53	185.54	265.77	-80.23	-30.19
USA	Q:	13	45540	40873	4667	11.42
	V:	24.40	1946.84	1,780.74	166.10	9.33
	\$:	24.28	359.56	398.62	-39.06	-9.80
EUROPEAN UNION	Q:	20	70822	79813	-8991	-11.27
	V:	24.18	1929.90	1,820.25	109.65	6.02
	\$:	24.18	358.00	407.32	-49.32	-12.11
CHINA	Q:	6	21488	32116	-10627	-33.09
	V:	5.46	435.41	486.40	-50.99	-10.48
	\$:	5.47	80.95	108.34	-27.39	-25.28
SOUTH EAST ASIA	Q:	31	107068	122694	-15627	-12.74
	V:	18.11	1444.76	1,709.73	-264.96	-15.50
	\$:	18.13	268.43	381.22	-112.78	-29.59
MIDDLE EAST	Q:	5	19094	16433	2660	16.19
	V:	6.24	498.27	333.97	164.29	49.19
	\$:	6.26	92.76	74.79	17.97	24.02
OTHERS	Q:	14	48828	40811	8018	19.65
	V:	9.12	727.83	622.50	105.33	16.92
	\$:	9.15	135.49	139.32	-3.83	-2.75
Total	Q:	100	349009	374923	-25914	-6.91
	V:	100	7979.93	7942.64	37	0.47
	\$:	100	1480.73	1775.38	-295	-16.60

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Shrimp Market, Asia - October 2012

After remaining firm for nearly three years, the international market for shrimp has taken a clear downward turn, with export prices crashing in June as the impact of a large production of Indian vannamei shrimp began to be felt. Activity in the Japanese market remains low but export prices from most of the producing countries seemed to have bottomed out and regained some stability by the end of July.

Supplies and prices

Trends in raw material supplies have been mixed because of the price decline in international markets as well as disease problems in some of the aquaculture regions. While supplies increased from Thailand and India, the trend was reversed in Viet Nam and Indonesia.

Antibiotic residue problems in Vietnamese and Indian shrimp affected supplies to the Japanese market. Disease problems have also affected supplies of Indonesian vannamei shrimp and had an impact on shrimp production in Malaysia, with production of vannamei shrimp in Malaysia expected to be around 65 000 tonnes down from the 75 000 tonnes harvested in 2011.

In Japan, declining demand for black tiger shrimp pushed export prices down to USD 9.50/kg for 16/20 counts headless product, which is possibly the lowest on record since 2010.

Thailand

Ex-farm prices of vannamei in Thailand were 20% lower in May than the same month last year as a result



of an influx of supplies, but recovered by 2-3% in July as a result of government and industry intervention. Overall, prices of Thai vannamei shrimp have dropped from USD 5.6/kg in January to around USD 4.00/kg in May.

Thai frozen shrimp exports in the first five months of 2012 shrank by 2.2% to USD 552 million largely as a result of the drop in exports to EU markets, according to the Deputy Commerce Minister Poom Sarapol. Exports to the EU, valued at USD 79 million, declined by 16%. The EU market is Thailand's third biggest market after the USA and Japan.

In early May, the Thai government approved a budget of THB 2 billion (USD 66.6 million) to intervene in the market to prevent the sharp drop in prices of farmed shrimp. About THB 93.85 million (USD 3.1 million) will be

used to subsidise interest rates for seafood processors to purchase 30 000 tonnes of vannamei from farmers at THB 135 (USD 4.4) a kg for size 60 pieces/kg.

Markets

Japan

In Japan this year, initial demand for shrimp from intermediary users was weak and only picked up later because of slow consumer demand from May till mid-July. Despite the strong yen, importers continue to put pressure on prices.

Imports of shrimp and shrimp products were higher than last year's but in favour of coldwater shrimp from Argentina, whose appeal to consumers lies primarily in its attractive price. Overall, the average shrimp consumption level in Japan increased by 5%.

China

China imported lower amounts of frozen shrimp during the first quarter of 2012, down by 13.1% year on year. Among the main suppliers, only Canada managed to increase its shipments by more than 26%, while imports from Malaysia and Ecuador were down by 20% and 33.3% respectively. Imports from Thailand were more or less stagnant. Frozen shrimp imports from Ecuador into China increased significantly to 5 574 tonnes last year from only 324 tonnes in 2009.

Viet Nam

Meanwhile Viet Nam has been importing shrimp from Thailand for re-processing this year. According to the Thai Eastern Shrimp Association, during the January-April period, Viet Nam imported 2 860 tonnes of shrimp

from Thailand, three times that of the previous year, driven by cheaper shrimp prices. Viet Nam has increasingly imported shrimp raw material from other countries, including from India, as domestic shrimp farming has been suffering from widespread disease.

Recent News

GSP concern in Thailand

Thai shrimp industry players have expressed concern about the new EU Generalised System of Preferences (GSP) scheme that will further reduce the country's export value in the future and are urging the government to find a solution. Scheduled to be enforced in January 2014, the new GSP will impose a tariff of 12% on raw shrimp compared with the current 4.2%, and a 20% tariff on cooked and cocktail shrimp, up from the current 7%.

Outlook

While supplies from India could generate good demand for shrimp, especially large sizes (21/26 and 26/30), the most experienced traders predict a decline in prices and more shrimp of these sizes is expected to be available in the market.

Reduced demand in Japan means that the US market is the preferred target of producers, but the news on the increased employment rate in June is good news for seafood promoters and the shrimp market is expected to benefit.

Meanwhile, the softening economic growth in China is predicted to affect demand for shrimp, thus imports are expected to slow down this year.

-Globefish

Russia becomes a member of WTO

On August 22, Russia became the 156th member of the World Trade Organization (WTO), which covers 98 percent of global trade. The United States has spent 19 years negotiating favourable conditions for its trade in goods and services with Russia. A Peterson Institute study has estimated that the volume of US exports of merchandise and services to Russia would double from \$ 11 billion in 2011 to \$ 22 billion over about five years, if WTO rules apply to US trade with Russia.

But absurdly the United States might not benefit from all the concessions it has extracted from Russia permanent normal trade



WORLD TRADE ORGANIZATION

relations (PNTR), also known as most favored nation, which the WTO requires. Therefore, the United States has been compelled to declare that it does not apply WTO conditions to its trade with Russia, which would cost the United States billions of dollars and thousands of jobs.

In many cases, the Russian government can choose whether to

discriminate against the United States or not. So far, it has been uncharacteristically quiet and not made any public statement of significance on how it will treat the United States. This silence may continue for some time, and it seems as if the Kremlin hopes that the US Congress will award Russia PNTR in the near future.



www.aquaaquaria.com

Aqua Aquaria India 2013 - Registration of Exhibitors & Delegates in full swing !!

MMPEDA is organizing the 2nd Edition of 'AQUA AQUARIA INDIA', an event intended to promote the aquaculture and ornamental fish industry in India, from 8-10, February 2013 at Loyola College Ground, Vijayawada, Andhra Pradesh. It is befitting to organize the show in Andhra Pradesh, considering its reputation as largest producer of shrimp by aquaculture. Earlier MPEDA used to organize exhibitions for aquaculture and ornamental fisheries separately. However, 2011 onwards the show has been redefined by bringing both the sectors together, thus launching AQUA AQUARIA INDIA.

The first edition of Aqua Aquaria India was held on 6-8 February 2011 at Chennai Trade Center, Chennai, Tamil Nadu. The response was overwhelming. More than 1300 delegates and 180 exhibitors participated in that event. Out of those delegates, 1220 were farmers mainly from Kerala, Karnataka, Tamil Nadu, West Bengal, Maharashtra, Goa and Andhra Pradesh. This time alone, around 5000 delegates are expected to participate.

This time, the event will have 150 stalls that showcase various production and harvest technologies, machinery and accessories in export oriented aquaculture as well as ornamental fisheries sectors. 100 stalls are earmarked for aquaculture sector and another 50 for ornamental fish exhibitors. Exhibitors shall also include farmers associations/clubs/societies, entrepreneurs, hatcheries, input suppliers, feed mill owners, processing plants, quality control laboratories and service providers exhibiting

aquaculture/aquariculture accessories, ancillary equipments, machinery, products, inputs, ingredients and additives.

A buyer/seller meet is also arranged which will be attended by aquaculture and aquariculture experts and importers/exporters. It will be an exciting platform for the Indian entrepreneurs to evolve joint ventures and business tie-ups with overseas buyers from various countries.

The technical sessions of the three day event will be handled by international aquaculture/ornamental fish experts. Most of the aquaculture and ornamental fish breeders/farmers, feed manufacturers, hatchery owners, machinery suppliers, exporters/importers, officials from fisheries institutions and State/Central Govt. Departments, researchers, students and aquarium hobbyists in India/abroad can participate in the technical session

as delegates. As a part of the show, there will also be a demonstration of aquarium setting for school children as done during AAI 2011.

Aqua Aquaria India 2013 comes at a time when both aquaculture and ornamental fish sectors look forward to advanced techniques and technologies that are useful for enhancing the production as well as improving the quality of the products which in turn assists in better market opportunities. AAI 2013 is truly an international event and all are requested to make use of this opportunity to learn more about aquaculture and ornamental fish development by becoming either an exhibitor or delegate of this mega event. Registration details are given below. The event is also promoted by organizations like INFOFISH, Malaysia & OFI, Netherlands. The details of the event and registration are also available in the website: www.aquaaquaria.com.

REGISTRATION DETAILS

	Delegates	Exhibitor- 9 sq.m (3m x 3m)
Indian	₹ 1000	₹ 50000
Overseas	US \$ 50	US\$ 1000
Student	₹ 500	<i>Strictly against production of valid ID card during the delegate registration at MPEDA offices / exhibition venue</i>
Public	₹ 50	<i>Admitted to the exhibition from afternoon of 2nd day of show ie. 9th February 2012.</i>
Schools	₹ 25	<i>Provided with a discount for bulk booking of students and will be charged per student.</i>

ADVERTISEMENT CHARGES FOR SOUVENIR / FAIR CATALOGUE OF AQUA AQUARIA INDIA 2013

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Full Page (Colour)	10000	200
Half Page (Colour)	5000	100

For details of the Show and participation, visit www.aquaaquaria.com

Wet fish markets of Hong Kong

Mr. Anil Kumar P, Deputy Director & Mr. P V Baby, Assistant Director, MPEDA

There are about 100 wet fish markets in the 16 districts of Hong Kong. These wet fish markets are supplied by 7 wholesale markets located on the seashore. The wholesale markets are controlled by Fish Marketing Organisation (FMO), which is a self financing non-profit making concern established by authority of the Marine Fish (Marketing) Ordinance, Chapter 291. The FMO is also advised by a statutory Fish Marketing Advisory Board.

The FMO currently operates seven wholesale fish markets located at Aberdeen, Shau Kei Wan, Kwun Tong, Cheung Sha Wan, Castle Peak, Tai Po and Sai Kung to provide efficient and orderly wholesale marketing for the fishermen, fish wholesalers and buyers. The FMO provides fish trading facilities, and fish wholesaling and accounting services to

wholesalers and buyers, and charges the fishermen or wholesalers a commission of 7% of the total value of all sales (for fish sold by auction or negotiation) or HK\$5 per 15 catties (for fish sold by direct sales) for these services. There is no charge for buyers.

A. Aberdeen live fish wholesale market

The Aberdeen live fish wholesale market is the largest fish market in Hong Kong. It provides port facility for fishing vessels, live fish keeping space for wholesalers, supply clean seawater to wholesalers and restaurants who keep live fish, parking bay and loading facility for vehicles distributing fish to retail markets. There are 33 registered wholesalers operating in this market, supplying to restaurants, star hotels, caterers and super markets. There are about 12, 000 high end restaurants out of which about 1,000

live seafood restaurants are catered by the wholesalers. There are about 200 star hotels as consumers for this wholesale market.

The prices between fishing vessels, wholesalers and retail customers are fixed through negotiation and not through auction. The wholesalers pay the fishing vessels in about 7 days after the supply.

The main sources of live fish are from local marine cage culture, the Philippines, Indonesia and Thailand. It takes about 2 weeks for the fish to reach the market by sea. Large barges travel through South China Sea and Andaman Sea to collect live fish from mariculture cages and pay by cash on the spot. However, the condition of the fish collected and transported by sea are not good due to injuries and mortality and hence attract 20% lower price than air shipped consignments.

Under the Quality seawater assurance scheme, the FMO supplies clean seawater to live fish wholesalers and retail customers (restaurants, hotels etc) and a logo is displayed by those who use this water. The seawater is collected by the designated barges from specified locations in the sea. The collection point is recorded using GPS. The water is then brought to the fishing harbour of Aberdeen and treated using rapid sand filter, UV etc and stored in large tanks for supply to customers. The water is sold at HK\$ 30/MT.

B. Chenshawan fresh/chilled fish market

This is the second largest wholesale fish market and landing centre in Hong Kong after Aberdeen wholesale market. The market is



Live shrimps kept in the market

operated by the FMO and with operating time from 0300-1000 hrs. The peak trading for the chilled fish happens during 0300 to 0600 hrs. The chilled fish is mostly sent to the wet markets in Hong Kong that open for business at 0600 hrs. There are about 30 wholesalers operating in this market catering to about 300 retailers. The retailers are mainly wet market shops, supermarkets, restaurants and hotels. The price is fixed through negotiation. In addition to whole sale of chilled fish, whole sale of live fish is also practiced from 0900 to 1300 hrs.

Nearly 90% of the chilled fish arrive by land from Southern China. Rest of the chilled fish and all live fish come from capture fisheries. The fishing vessels do not come ashore for unloading the catch. Rather they continue to do the fishing while the delivery boats operated by the wholesalers make daily trip to collect the catch from fishing vessels. This is done in a well organised manner. The fishing vessels operate in groups in South China Sea and based on the catch, the delivery vessels are informed to come to fetch the catch in the night. The fish loaded in the delivery vessel are sorted and packed in Styrofoam boxes at 5, 10 and 15 Katty weight and delivered to the market. It takes about 24 to 48 hours for the fish to get landed after catch. Yellow croaker, Thread fin bream (larger size), eel, unicorn file fish, Big eye, sea bream, Mangrove snapper, Ribbon fish etc. are the common fish varieties available in the market. The Ribbon fish steaks deep fried with chilly is quite popular in traditional Chinese cuisine and is also popular in pubs as well. Sharks, sting rays and shrimps are almost not available in this market. Fishes are individually wrapped in thin polythene film and packed in the Styrofoam box. The film protects the fish from damages from



Another view in the live fish market

ice and abrasion, as reported by wholesalers, and looks fresh. The chilled fish delivered from Southern China are mainly from marine/brackish water aquaculture. The prominent fish is Pompano, which is cultured on a large scale in Southern China. Other cultured species available are Mullet, black sea bream etc.

Pre-processing activity such as gutting large fishes like eel and filling the visceral cavity with ice for better preservation are done on a smaller scale in this market. However, low value fish meant for fish ball

preparation are mostly handled in the pre-processing area.

A large number of species from capture fisheries compared to aquaculture species are available in this market and the prices of the former were higher. Indicative prices of the fish during September 2012 for certain varieties are as shown in the table below.

There is an adjacent market for live freshwater fish brought by specially equipped trucks from China. Rohu and big head carp are the popular items and fetches HK\$ 20/Katty for 1 Kg up size.

No	Description	Price (HK\$/ Katty*)
1	Yellow Croaker (small 200 gm size approx)	30
2	Eel	40
3	Bombay Duck	6
4	Pompano	10-11/kg (200-400gm) & 17-19/Kg (400 -500 gm)
*1 Katty= approximately 600 gms		

C. Sai Kung live fish wholesale and retail market

Sai Kung is one of the 7 wholesale fish markets in Hong Kong where live fish is traded to the restaurants located adjacent to the harbour. The trading takes place in the morning and the restaurants are open in the evening until early morning. There are about 50 live fish restaurants serving live marine fish to customers. The live fish are kept in aquaria of various sizes ranging from 3-4 feet size to approximately 10,000 litres round acrylic tanks. A large variety of live seafood available, and major species are groupers, Asian seabass, lobsters, crabs, squids, bivalves etc. The customers prefer crabs, lobsters and other seafood with plenty of meat. These are steamed and served with a variety of sauces and vegetables. Minimum cost per dish is about HK\$ 200.

Information on retail markets in Hong Kong

There are many corner convenience shops and mini marts in Hong Kong selling seafood. The mini marts and convenience shops have two sections selling seafood- the freezer/chilled display units selling frozen and chilled/fresh seafood and shelves displaying dried and canned seafood. All the products sold are ready to eat or ready to cook products.



Icing and Packing of the products



Workers segregating fish in the chilled fish market

A large number of Chinese traditional shops sells dried seafood and vegetable (e.g. mushrooms) products in the market area. The traditional Chinese shops sell mostly dried/salted seafood products such as sea horses, abalone, succulent shrimp etc. Fish maws occupy a prominent place in these shops. The demand for fish maws is growing rapidly. The market ban of shark fins and increasing affluence of the consumers are behind this growing demand for fish maws. Fish maws are used in soups like shark fins, dried abalone and is less expensive.

The prices of fish maws depend on the quality, size, shape, colour (golden, translucent is the best) and type of fish from which fish maw is produced determines the price. Fish maws from large (5 Kg up) Conger eels, Jew fish, Nile perch, Yellow croaker fetch premium prices. The prices range from HK \$ 100-400/katty (1 katty ~600 gms) for normal quality fish maws. Premium fish maws fetch HK\$ 2,000 and above per/Katty in the retail market. Fish maws from South African countries and South America were of premium quality in the retail market. These premium quality fish maws are from chilled/frozen swim bladders to

retain the quality. The standard quality fish maws are produced from a wide variety of fish and cat fish is also popular in this category.

Contact details of Fish Marketing Organisation (whole sale market) in Hong Kong

- 1. Fish Marketing Organisation**
General Manager's office
Kwok Kam Man,
757 Lai Chi Kok Road
Kowloon
Tel: 23878648 Fax:27253150
E-mail: gm@fmo.org.hk
- 2. Fish Market**
38 Yen Chow Street West
Cheung Sha Wan, Kowloon
Tel: 23078758 Fax: 23078707
E-mail: cswwf@fmo.org.hk
- 3. Market**
102 Shek Pai Wan Road
Aberdeen, Hong Kong
Tel: 25528853 Fax: 25523058
E-mail: awfm@fmo.org.hk
- 4. Sai Kung Wholesale Fish Market**
Hoi Pong Street,
Sai Kung, N.T.
Tel: 27922735

FOCUS AREA

Advanced Training on Ornamental Fish Farm Management

MPEDA, has organized a two day “Advanced training programme on Ornamental Fish Farm Management” on 21st & 22nd September 2012 at the MPEDA Ornamental Fish Training Centre at Integrated Rural Technology Centre, Palakkad, Kerala. 37 farmers from Kerala and Tamilnadu participated in the training programme. The training programme was inaugurated by Prof. P K Raveendran, Director of IRTC and was presided over by Dr. N K Sasidharan Pillai, Retd. Deputy Director of Fisheries and in charge of the Fisheries division of IRTC. Dr. A Ansar Ali, Asst. Director (OFD), MPEDA addressed the farmers and spoke about the importance of ornamental fish culture, trade and its development.

Mr. Kripan Sarkar, an experienced Ornamental Fish Breeder from West Bengal took classes in the training programme. The support for the training was given by Dr. Binu Varghese, Programme Manager (OFD) and N R Sangeetha, Technical Officer



Mr. Kripan Sarkar taking classes for the trainees

of the OFTC. The main topics covered in the training programme were practical fish breeding, feeding, health management, water quality parameters and handling of the fishes. Modern hypophysation technique and Artemia decapsulation techniques were demonstrated in the training programme.

The trainees expressed satisfaction over the programme and

discussed the problems regarding breeding, water quality, transportation, medicine preparation and fish handling etc in their farms. The faculty had cleared all their doubts and has given tips on managing the farms in cases of emergency. The participants were satisfied with the advanced training programme about the ornamental fish farm management. Training Certificates were distributed to the participants by Mr. Kripan Sarkar. ●



Trainees along with trainers

Trolley Distribution by NETFISH at Neendakara-Sakthikulangara Fishing Harbour

Neendakara-Sakthikulangara harbour is one of the major fisheries harbours of Kerala. This harbour has well developed infrastructure facilities for berthing of fishing vessels, landing and auctioning of fish and more than 2000 mechanized boats are being operated from the harbour. During the last five years, NETFISH-MPEDA has been organizing wide range of awareness campaigns at Neendakara-Sakthikulangara harbour to improve the hygienic standards of the harbour.

It was a common practice in the harbor that the materials for auction are carried by the workers on their head from the boats to auction hall and then to vehicles. Crushed ice was also carried in a similar way. This practice was considered unhygienic and had increased the work load of people. Hence, NETFISH-MPEDA decided to introduce and distribute stainless steel trolleys at the Neendakara-Sakthikulangara harbor for easy and hygienic handling of seafood commodities in the harbour.

A function was organized by NETFISH on 20th September 2012 at Neendakara-Sakthikulangara harbour for the distribution of trolleys. Mrs. Ivy Bernadette, Assistant Director of MPEDA, SRO, Kollam who welcomed the gathering emphasized the need of



NETFISH distributing stainless steel trollys at Neendakara-Sakthikulangara Fishing Harbour

cleanliness while handling fish and also the need for improving the quality standard of the harbour to international level. The programme was presided over by Mr. Narayana Pillai, Deputy Director of Export Inspection Agency, Kollam. In the presidential address, Mr. Pillai highlighted the importance of hygienic handling of fish in fishing vessels and fishing harbours. He also appreciated NETFISH for distributing stainless steel trolleys at the harbour as a major step to improve the hygienic conduction of the fish handled in the harbour. The function was officially inaugurated by Mr. Dinesh Shankar,

Assistant Executive Engineer, Sakthikulangara Fisheries Harbour, who said that NETFISH awareness programmes and activities related to harbour development are very useful for fisheries sector in the country. Dr. Shassi, State Co-ordinator of NETFISH inaugurated the distribution of stainless steel trolleys and handed over ten numbers of trolleys to the four leaders of different worker's unions in the harbour. Receiving the trolleys, the worker's unions have extended their sincere co-operation in enhancing the standard of the harbour to international level. Mr. Joseph Francis (NGO member) delivered vote of thanks. ●

NETFISH organized Awareness Programme for School Children

NETFISH-MPEDA organized an awareness programme for the students of Vocational Government Higher Secondary School,

Cheriazheekal, Alapuzha, Kerala, where 90% of the students belong to fishermen community. Cheriazheekal is situated between the Arabian Sea on

the West and backwaters to the East and is primarily a fishing village with majority of its population belonging to fishing community. The programme

was organized on 10th September 2012. Fisheries and aquaculture are two vocational subjects handled in the school and hundreds of students are present in each stream. This programme was arranged with an objective that the children could effectively spread the messages from NETFISH among the family members who are involved in fisheries activities. All the 100 students of fisheries stream participated in the programme.

Mr. Ajith, Principal of the Vocational Government Higher Secondary School, Cheriazheekal inaugurated the programme. The programme included three lecture classes on the topics Hygienic handling of fish onboard, hygienic handling of fish at fishing harbour/landing centres and hygienic handling at Pre-Processing centres. Documentary and animation films developed by



Students of VGHSS, Cheriazheekal attending the awareness programme

NETFISH on the above said subjects were also shown to the children.

NETFISH stickers, posters, leaflets were distributed in the programme.



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TRADE CREDITS FOR IMPORT INTO INDIA

Reserve Bank of India, Mumbai

A.P. (DIR Series) Circular No.28 dated the 11th September, 2012

(Copy)

Attention of Authorized Dealer Category – I (AD Category – I) banks is invited to A.P. (DIR series) Circular No.87 dated April 17, 2004 and A.P. (DIR Series) Circular No. 24 dated November 01, 2004.

As per the extant guidelines, for import of capital goods as classified by DGFT, AD banks may approve trade credits up to USD 20 million per import transaction with a maturity period of more than one year and less than three years (from the date of shipment). No roll-over/extension is permitted beyond the permissible period. AD banks are also permitted to issue Letters of Credit/Guarantees/Letter of Undertaking (LoU)/Letter of Comfort (LoC) in favour of overseas supplier, bank and financial institution, upto USD 20 million per transaction for a period up to three years for import of capital goods, subject to prudential guidelines issued by the Reserve Bank from time to time. The period of such Letters of Credit/guarantees/LoU/LoC has to be co-terminus with the period of credit, reckoned from the date of shipment. AD banks shall not, however, approve trade credit exceeding USD 20 million per import transaction.

On a review, it has been decided to allow companies in the infrastructure sector, where “infrastructure” is as defined under the extant guidelines on External Commercial Borrowings (ECB) to avail of trade credit up to a maximum period of five years for import of capital goods as classified by DGFT subject to the following conditions:-

- (i) The trade credit must be abinitio contracted for a period not less than fifteen months and should not be in the nature of short-term roll overs; and
- (ii) AD banks are not permitted to issue Letters of Credit/guarantees/Letter of Undertaking (LoU)/Letter of Comfort (LoC) in favour of overseas supplier, bank and financial institution for the extended period beyond three years.

The all-in-cost ceilings of trade credit will be as under:

Maturity period	All-in-cost ceilings Over 6 months LIBOR*
Up to one year	350 basis points
More than one year and up to three years	
More than three years & up to five years	
*for the respective currency of credit or applicable benchmark	

The all-in-cost ceilings include arranger fee, upfront fee, management fee, handling/processing charges, out of pocket and legal expenses, if any.

All other aspects of Trade Credit policy will remain unchanged and should be complied with. The amended trade credit policy will come into force with immediate effect and is subject to review based on the experience gained in this regard.

Necessary amendments to the Foreign Exchange Management (Borrowing or Lending in Foreign Exchange) Regulations, 2000 dated May 3, 2000 are being issued separately wherever necessary.

AD Category-I banks may bring the contents of this circular to the notice of their constituents and customers concerned.

The directions contained in this circular have been issued under sections 10(4) and 11(1) of the Foreign Exchange Management Act, 1999 (42 of 1999) and are without prejudice to permissions/approvals, if any, required under any other law.

Sd/-
(Rashmi Fauzdar)
Chief General Manager

Enforcement of New Aquatic Animal Import Regulations to Begin in December

Canada will begin enforcement of new aquatic animal import regulations as of 10 December, 2012.

The three US federal agencies that function as Competent Authorities for exported aquatic animals (the US Department of Agriculture, Animal and Plant Health Inspection Service [USDA-APHIS]; the US Department of Commerce, National Oceanic and Atmospheric Administration, National Marine Fisheries Service [NOAA Fisheries]; and the US Department of Interior, Fish and Wildlife Services [FWS]) have worked with the Canadian Food Inspection Agency (CFIA) on specific export requirements that will

facilitate continued US trade in aquatic animals and products with Canada.

As of December 10, 2012, each shipment must be accompanied by an import permit issued from CFIA and a health certificate from APHIS.

The regulated species and the diseases of concern are at the link below.

<http://www.inspection.gc.ca/animals/aquatic-animals/diseases/susceptiblespecies/eng/1327162574928/1327162766981>

Two health certificates are nearly finalised and will be available in early November. Specific attestations for these certificates are available on-line.

Additionally, APHIS is working closely with CFIA to establish zones of equal disease health status and compartmentalisation (management) equivalence programmes to facilitate trade and provide alternative means for US exporters to meet CFIA requirements. APHIS anticipates some of these options will be available in 2013.

The FishSite News Desk

World Food Day Raises Concerns Over High Food Prices

This year's World Food Day, on 16 October, coincides with international concerns about food prices, writes Charlotte Johnston.

First held in 1979 to raise awareness of food security and agricultural issues, World Food Day is celebrated during the annual Committee on World Food Security, which meets in Rome, to discuss solutions to skyrocketing food prices.

Tonight across the world, 870 million people (more than one and a half times the population of the European Union) will go to bed hungry. And with food prices expected to continue upwards it would appear this problem will only get worse.

Extreme weather conditions have pushed global food prices close to their highest ever levels.

This is likely to spark the food versus fuel debate, with the European Commission set to propose a five per

cent cap on food-based biofuels this week.

But as well as responding to the current crisis, how can we prevent this happening again?

Agricultural Co-operatives

Agricultural co-operatives are the focus of World Food Day 2012. It hopes to highlight the role of cooperatives in improving food security and contributing to the eradication of hunger.

Cooperatives are an important piece of achieving food security for all. Seventy per cent of those who face hunger live in rural areas where agriculture serves as the economic mainstay. Smallholder farmers are central to addressing hunger, yet many

face barriers such as a lack of infrastructure, outdated farming practices, and a lack of access to financial services.

Cooperatives improve farmers' agricultural productivity and equip them with access to marketing, savings, credit, insurance, and technology. Farmer cooperatives serve both to connect farmers to markets and to increase food production.

It is estimated that one billion individuals are members of cooperatives worldwide, generating more than 100 million jobs around the world. In agriculture, forestry, fishing and livestock keeping, members participate in production, profit-sharing, cost-saving, risk-sharing and income-generating activities, which lead to better bargaining power for members as buyers and sellers in the marketplace.

Studying Fish Immunology for the Greater Good

Now that many wild fish populations are too depleted to harvest, aquaculture offers a way to provide an ever-expanding global population with fish to eat. This rising demand has made fish farming the fastest growing food industry on Earth. But it's not easy to keep farmed fish healthy.

Infectious diseases can run rampant in the confined spaces of fish production facilities. That is the challenge J. Oriol Mr Sunyer, a professor at the University of Pennsylvania Vet's Department of Pathobiology, is addressing with paradigm-shifting discoveries about the immune system of fish.

While the vast majority of immunologists study mice, Sunyer's study organism of choice is a species most people associate with mountain streams or a tasty dinner entrée: rainbow trout. Working with these evolutionarily primitive animals (ancestors of rainbow trout swam Earth's waters 400 million years ago) Sunyer has identified features of immune system function that mice researchers have missed.

"We study the fish immune system so that we can learn from a so-called 'primitive' organism," says Mr Sunyer. "Because the immune system of mammals is so complex, sometimes you find things in fish that escaped notice in mice."

In 2006, Mr Sunyer and colleagues made a surprising discovery related to B cells, a type of white blood cell that helps fight infection. The scientists found that fish have a subset of B cells with the ability to phagocytose, or "eat," microorganisms. Before, scientists believed that only other kinds of immune cells, such as macrophages and neutrophils, possessed this capacity.



Mr Sunyer's work may lead to better vaccines to protect fish from infection. Because insights into fish biology have led to a greater understanding of the immune systems of other organisms, this research may also improve not only fish health, but perhaps human health as well.

Earlier this year, Mr Sunyer teamed with other researchers at Penn Vet to show that these microbe-consuming B cells are also present in mammals. "We broke the dogma," says Mr Sunyer, "because people thought that B cells were not phagocytic in fish or in vertebrates in general."

This finding recasts how researchers seeking therapies and vaccines think about the various roles of cells in the human immune system. Currently, some experimental cancer treatments extract phagocytic cells from a patient, prime the cells to detect cancer cells, and then re-inject them to attack the cancer. Mr Sunyer says that it's possible phagocytic B cells could be "trained" to do the same thing.

Mr Sunyer, the only fish researcher at Penn Vet, is already reshaping the field of fish vaccinology. Since the 1980s, many farmed fish have been receiving vaccines to protect them against common infections like columnaris disease and strep. But the current best method of vaccinating fish—individually, by injection—is time-consuming and stressful to the animals.

A 2010 discovery by Mr Sunyer and his colleagues is introducing new ways of protecting fish from disease. His research identified a type of antibody that patrols the mucous membranes of fish. Unlike human skin, all fish skin is considered a mucous membrane and is quite permeable to pathogens. Finding an antibody specific to this kind of tissue could help researchers find ways to fend off diseases before they make fish sick.

The ideal inoculation, Mr Sunyer says, would provide mucosal immunity and wouldn't have to be injected. Instead, he's working to find vaccines that fish could be bathed in, or could eat, keeping in mind that the vaccines also have to be safe for humans to eventually consume as well.

To take his research from the lab to the dinner table, Mr Sunyer is partnering with vaccine manufacturers, including the largest rainbow trout aquaculture facility in the United States, to work on developing a better vaccine.

"The last 20 years have been huge in increasing the use of fish vaccines, but we are way behind the mammalian field," he says. "We need to do so much more research to create good, safe, and lasting vaccines."

The FishSite News Desk

Secretary, MoFPI visits MPEDA HO on 26th October 2012



Mr. Rakesh Kacker IAS, Secretary, Ministry of Food Processing Industries (right) in discussion with Ms. Leena Nair IAS, Chairman MPEDA. Also seen are Mr. P Mohanasundaram, Director (left) Mr. B Sreekumar, Secretary (2nd from left) and Mr. N Ramesh, Director (M) (3rd from left)

Indian Ocean nations see great potential in regional ties

The 19 countries, which form the Indian Ocean Rim Association for Regional Co-operation (IOR-ARC), could consider setting up a joint task force to identify and address various non-tariff barriers affecting regional trade in the food processing industry. “The mandate of the task force should be to promote co-operation between the standard setting bodies, responsible of setting standards in processed food sectors,” a new study on trade and investment prospects of the IOR-ARC in the new millennium states.

This is among the various suggestions put forward in the study that says that the region has potential economic complementarities, which can be effectively realised by member countries.

The study findings were released on the eve of a meeting of the Council of Ministers of the IOR-ARC being held New Delhi

According to the study, this observation is backed by the fact that

IOR-ARC members have been able to insulate themselves from recurrent exogenous shocks. Most significantly, the members have reversed the economic slump following the recent episode of “global financial crisis” faster than most other regions.

Pointing out that mining had emerged as an important sector for trade and investment in the region, the study states that some mechanism, including setting up of a task force, might help in providing a framework to encourage regional enterprises for strengthening their trade and investments in mining. In addition, pharmaceuticals and traditional medicines are seen as a sector for co-operation as several countries have developed highly competitive generic drug industries that are able to provide affordable medicines.

“There could be new initiatives to identify the possibility of production and trade cooperation to facilitate supply of such drugs in the region. Co-operation may be extended to

traditional systems of medicine, where rich traditional knowledge from the region is shared,” the study adds. Given the large potential of forming value chains in the parts and spares sector, the study points out that firms in the region can co-operate in “contracting and outsourcing” in several sectors including agriculture, manufacturing and services for mutual benefit.

The study indicates that the region has many opportunities, which can spur widespread trade across the region if tapped appropriately. “However, realisation of these regional potentials cannot be automatic, and it requires a big push to move the region forward from the present state of inertia,” the study adds.

India, South Africa, Singapore, the UAE, Oman, Iran and Australia are among the 19 countries that are members of the Association which also has five others countries including China, Japan, France and the UK as dialogue partners.

-trademark.sa.org

India-EU free trade pact may not conclude this year: IGCC

The much-delayed negotiations for the proposed free trade agreement between India and the EU are unlikely to conclude this year due to persisting differences over several issues such as opening up of the services sector and level of duty cuts in the automobile segment.

The much-delayed negotiations for the proposed free trade agreement between India and the EU are unlikely to conclude this year due to persisting differences over several issues such as opening up of the services sector and level of duty cuts in the automobile segment. "I do not expect the agreement to be concluded this year since there are still some critical aspects (issues) under negotiations," Indo-German Chamber of Commerce (IGCC) Director General Bernhard Steinreucke told PTI in an email interview.

Germany is the largest trading partner of India in the 27-nation

European Union (EU). The pact, officially dubbed as Bilateral Trade and Investment Agreement (BTIA), seeks to liberalise trade in goods and services. The negotiations for the pact, which started in June 2007, has missed several deadlines. These talks were to conclude in 2011, but differences between the two sides on the level of opening of the market came in the way of the BTIA.

The pact that will provide for liberalising trade in services, an area of strength for India, faces hurdles like visa problems in several EU member countries such as Germany and Britain. The two sides also have differences on matters like level of duty cut in wines and spirit, inclusion of intellectual property rights and data security in the pact. "In the automobile industry and imports of wine (by India) there are some issues," Steinreucke said.

In a meeting yesterday with

Algirdas Semeta — European Commissioner for Taxation and Customs Union, Audit and Anti-Fraud — Commerce and Industry Minister Anand Sharma expressed his disappointment over EU's stand of not giving data secure status to India. The country has time and again said that without this status, it would be difficult for New Delhi to further proceed for the BTIA negotiations.

However, Steinreucke hoped that the negotiations for the agreement may be concluded by next year. "With lower tariffs and better access, the EU-India free trade agreement will certainly increase the trade between our two countries," he said. The country and its largest trading partner EU aim to slash duties on over 90 per cent of the trade under the pact. The two-way trade increased to USD 110.26 billion in 2011 from USD 83.37 billion in 2010.

source : PTI

CIFE ORGANIZES TRAINING PROGRAMME ON "RESPONSIBLE HARVEST AND QUALITY STANDARDS FOR SEAFOOD EXPORT"

The Central Institute of Fisheries Education, Mumbai (Deemed University, ICAR) is conducting a CAFT Training Programme on "RESPONSIBLE HARVEST AND QUALITY STANDARDS FOR SEAFOOD EXPORT". The programme is of 3 weeks duration from 9th-29th January 2013. The Training aims to update the knowledge of the participants on various aspects of fishery activities such as harvesting methods, quality control, traceability and ecolabelling related to international trade, onboard handling, novel processing methods, electronic surveillance and vessel monitoring etc.

Faculty members or scientists working in the level of Assistant Professor or equivalent and above are eligible for attending this programme.

Course Content

- Basic concepts on quality deterioration in fish and fish products.
- Sustainable harvesting, Traceability and ecolabelling of harvest related to international trade.
- Advances in harvesting methods, net and fishing vessel designing.
- Code of conduct for Responsible Fisheries
- Electronic surveillance and vessel monitoring
- Handling of Tuna onboard, onboard handling and quality control, novel processing methods.
- Preservation of quality.
- DNA barcoding for detection of food adulteration and related regulations.
- Quality management systems. Impeding issues in quality management.
- Rapid methods to determine quality.

Details of the programme is available in the website of CIFE : www.cife.edu.in.

Integrated duck and fish farming pays rich dividends

In a year, the group earned Rs. 12 lakhs from sale of fish alone

A number of large water bodies and vast stretches of paddy growing in wet lands dot Allepey district, Kerala. Geographically the presence of several ponds and lakes in the region make it ideal for rearing fish and ducks other than the regular, paddy.

To double income, farmers were advised by scientists from CPCRI (Central Plantation crop research institute), Kasaragod KVK to grow both fish and ducks in an integrated model.

Accordingly, seven farmers from Pachakkad farmers club at Thamarakulam panchayat in Alappuzha decided to try it out in a 110-acre public water body in the village which was a paddy field some 20 years back, now filled with rain water throughout the year.

The activities started when a Gulf returned person took a water body on lease from the grama panchayath. He was joined by another six persons and they all approached the scientists for technical advice and visited several model units before initiating their venture.

The water body has one and a half metre depth of water uniformly throughout the year and its bottom is covered with sand naturally, which made it suitable for fish farming.

Through their own efforts, the seven partners managed to strengthen the bund on all the sides and solved the acidity problem by adding lime powder to the water.

Initially grass carp variety fingerlings were introduced since the water body was filled with algae and grass. This variety of fish feeds mainly on grass and algae in the water up to

seven folds of its body weight. Within three months of the introduction of this fish variety in the pond, the water became crystal clear. Later catla, rohu and mrugal fingerlings were introduced. These three fish species feed in different layers of the water body.

Different levels

“While catla feeds in the upper layer with its peculiar lips, Rohu feeds in the middle portion and Mrugal feeds on the bottom portion of the water body with its parrot beak like lips,” says Dr. S.Ravi, scientist working with the CPCRI, KVK.

Since the demand for local varieties was high, varieties such as varal, pearl spot, poomeen (milk fish), thirutha etc., which were present in the reservoir were retained.

Recollecting from previous experience, the partners introduced tilapia fish which can be marketed at 4-5 months time. Since the water body was not used for several years the growers did not have to invest money for feeding fishes throughout the season.

“For farmers seeing is believing and personal interaction with those who are already in the venture aids in clearing many doubts for them. Hours of talking to them and giving suggestions will not serve much compared to a personal field visit,” says Dr Ravi.

The group had invested about three lakhs for the venture that could be recovered only after a period of 10 – 12 months. In the meantime based on the experts’ advice they planned to rear ducks as it would speed up their income.

Indigenous breed

They attended training on scientific freshwater fish farming and integrated duck and fish farming.

As per the standard models developed by KVK, about 150 numbers of low cost duck sheds were erected above the pond and three months old chara and chemballi breed ducks (150 numbers) which are indigenous to the region introduced.

During the day time the birds scavenged the water body and at night roosted in the shelters. The birds started laying eggs at 5-6 months of age and the daily egg production was in the range of 100 – 120.

The eggs were sold at Rs. five at the site itself providing a daily income of Rs. 500 – 600. Half the money earned through sale of eggs was spent for feeding ducks and the remaining amount was spent towards the labour charges.

A total income of Rs. 1.8 lakhs was obtained through sale of duck eggs in one year (2011-2012).

The fish were also ready for netting and marketing by 10 months. Skilled persons were engaged for netting the fishes.

Marketing

Selling commenced everyday in the morning at 6.00 am. Local variety of fishes was sold at Rs. 200 per kg and carp variety for Rs.130/kg. Marketing was not a problem since the consumers preferred the local varieties because of their taste.

“They never used ice or ammonia for preserving the fishes” making it more healthy and tastier” says Dr. Ravi.

Excess fishes remaining after local sale were transported in a hired vehicle to adjacent local markets and sold within two hours.

The group also supplied the fishes based on booking within 10 km

surroundings. From the sale of fishes the group collected a total income of Rs.12 lakhs in one year. The entrepreneurs have deposited six lakhs fingerlings this year in the water body for harvesting in 2013.

For more details readers can contact Dr. S. Ravi, KVK- Alleppey, Krishnapuram PO, Kayamkulam, email: kvkalapuzha@hotmail.com, mobile: 9447021205.

-The Hindu

GLOBAL G.A.P : Moving Toward Sustainable Aquaculture in a Practical Way

The latest GLOBALG.A.P. Standard, Integrated Farm Assurance Version 4, is the result of four years of research and consultation. Released in March 2011, Version 4 now covers a wider diversity of fish, crustaceans and molluscs and extends to include all hatchery-based farmed species, as well as the passive collection of seedlings in the planktonic phase.

In order to create a comprehensive set of requirements, the GLOBALG.A.P Technical Committee on Aquaculture obtained feedback from 500 stakeholders worldwide. The resulting standard thoroughly meets the needs of consumers and producers alike.

These stakeholders represented 116 organisations, among them those with direct industry involvement such as suppliers, farmers, producer organisations, retailers, scheme owners and food service representatives. Contributors with administrative and technical interests included certification bodies, research centers, universities, NGOs, our National Technical Working Groups, consultants, the animal health industry and metrology institutes.

The Technical Committee used the FAO Technical Guidelines on Aquaculture Certification as a reference throughout the standard development process.

The Version 4 Standard is a more concise and comprehensive standard for users. It contains new criteria, such as a mandatory Environmental Impact

Assessment (EIA) for all producers. This criteria ensures that aquaculture farms show special consideration for animal welfare and the effects of farming practices on their immediate surroundings.

“We strongly support the Aquaculture Standard Version 4, as we see it as the most complete standard for sustainable aquaculture. Not only food safety is considered in the standard, environmental aspects and animal welfare are considered as well, which are the core issues in aquaculture. In the long term, we intend to involve our suppliers and farmers in GLOBALG.A.P. Aquaculture Version 4 Certification to provide our customers a sustainable aquaculture assortment,” said Mr Juergen Matern, Head of Sustainability & Public Affairs, METRO AG.

Integrity Throughout our Operations

GLOBALG.A.P. operates in more than 100 countries, working with certification bodies accredited according to ISO 65. Producers all over the world can choose from a wide range of experts to carry out their annual independent farm audits.

Maintaining certification integrity in a globalised food market is certainly a challenge, but it has always been of upmost importance for GLOBALG.A.P. The company not only requires that all GLOBALG.A.P. approved auditors and inspectors meet the highest set of prerequisite formal education and training, but that they complete annual training.

Furthermore, we've developed an integrity programme to continuously monitor and calibrate the performance of the certification bodies with which we work. GLOBALG.A.P. specialists actually audit the auditors - both at certification bodies' offices and during farm inspections. This integrity programme underpins the fundamental quality of GLOBALG.A.P. Certification - and helps the system grow continuously in strength and reliability.

One Certification System for the Entire Production Chain

The Chain of Custody

Certification of the supply chain - the Chain of Custody - is an important part of the GLOBALG.A.P. Aquaculture Standard. It identifies the certification status of the product throughout the entire process, from producer to retail counter.

Chain of Custody elements include, for example, hygiene requirements in handling certified

products and proper segregation of certified and non-certified items in processing operation units. The Chain of Custody can be checked through the GLOBALG.A.P. Number (GGN). This is a unique identifier for the individual producer, designed to enable the origin of the farmed product, the processing, the packing and the storage to be traced. It even allows the distributor to print the GGN on the consumer packaging.

GLOBALG.A.P has recently developed a consumer aquaculture website www.my-fish.info, which extends transparency all the way to the end consumer. Producers are encouraged to print their GGN on their consumer packaging, so consumers can find out information about the producer and the criteria they met to achieve GLOBALG.A.P. certification.

Compound Feed Manufacturing Standard

The new Compound Feed Manufacturing Standard - Version 2.1 - became available for certification in December 2011.

The Livestock and Aquaculture Technical Committees collaborated with industry experts on the updated standard, which offers broad assurance on all food safety and sustainability aspects in compound feed production. It is specifically aimed at commercial rather than home-mixed feeds.

Success Story

Shrimp farming took off in Ecuador some 35 years ago - by chance, according to some accounts, when high tides deposited shrimps in shallow lagoons where they subsequently thrived. Entrepreneurs spotted the opportunity and started farming the new arrivals. Before long, shrimps became a flourishing business.

That didn't go unnoticed. Shrimp farming spread to other countries, particularly in South East Asia, and the international industry grew quickly. But with successful farming came the downside: market saturation, leading to a downward spiral in prices. Farmers felt the pressure to intensify their yield; inevitably quality dropped and so did consumption. In response, the Omarsa company decided on a different

strategy. Instead of low-cost high-quantity production they focused on high-quality shrimp farming following Good Aquaculture Practice and applying the strictest processing standards.

Now, among its current certifications, Omarsa has achieved GLOBALG.A.P. Aquaculture Certification to demonstrate the quality, safety and sustainability of its product. As a result the company has regained its position in the market, becoming one of the first farmers and processors to recognize and implement certified farming practices for shrimp.

More than 20 countries have implemented the GLOBALG.A.P. Aquaculture Standard, and certification soared in 2011. GLOBALG.A.P. certified products from Belgium, Chile, China, Colombia, Denmark, Ecuador, Faroe Islands, France, Germany, Indonesia, Ireland, Italy, Malaysia, Netherlands, Norway, Poland, Spain, Suriname, Thailand, Turkey, United Kingdom, Vietnam, Zimbabwe totaled over two million tons in 2011 - four times the 2010 figure.

-thefishsite

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Aquaculture Research Lease Released for Public Consultation

Plans to establish a new aquaculture research lease on the State's north coast to investigate sustainable seafood production, will go on public exhibition this week (October 26), Executive Director Fisheries NSW, Dr Geoff Allan, said.

Dr Allan said the project to extend the successful marine hatchery work at Port Stephens Fisheries Institute to an offshore research lease is classified as a State Significant Infrastructure proposal.

The application seeks to establish a 20 hectare lease (370 metres x 530 metres) located 3.5 kilometres off Hawks Nest for a period of five years," he said.

The Environmental Impact Statement and draft Environmental Management Plan have been prepared by Fisheries NSW to accompany the application which will be exhibited by the Department of Planning and Infrastructure from 26 October until 29 November 2012.

Approval for the aquaculture research lease requires the consent of the Minister for Planning.

The lease would allow Fisheries NSW researchers to extend their ground-breaking research on species such as Yellowtail Kingfish which is currently underway at the Port Stephens Fisheries Institute.

Key outcomes from the research would be proving species suitability, validating equipment and technology and to conduct environmental monitoring. "Some 85 per cent of seafood purchased in NSW is currently imported. With global demand and seafood consumption per capita increasing, aquaculture must play an increased role in sustainable seafood supply in the future.

Aquaculture research is vital to secure a viable and sustainable aquaculture industry for NSW," Dr Allan said. Consultation with stakeholders in the Port Stephens/

Hawks Nest/Tea Gardens area commenced late 2011 with agencies, local government, environmental and community groups, Indigenous leaders, recreational and commercial fishers, marine tour operators and local associations.

Valuable input received from these groups has helped identify issues of concern which have been addressed in the Environmental Impact Statement. A majority of stakeholders consulted supported the project and saw the opportunities for sustainable seafood production, employment and provision of local services.

A short summary document has been prepared and will be sent to those contacted during the development of the Environmental Impact Statement and will also be made available on the web. Fisheries NSW will also host information "drop-in" sessions during the exhibition period to allow for additional consultation with stakeholders.

-The FishSite News Desk

The disgusting truth about fish and shrimp from Asian farms

Eighty-six percent of our seafood is imported, and about half of those imports are raised on factory farms, called aquaculture.

Asia is the number one producer of these aquaculture products, dominating 89 percent of the industry, and most of our farmed fish imports come from there, the National Oceanic and Atmospheric Association reports.

Because of shortcuts some farmers are taking in these regions,

these products aren't always safe and FDA testing of them hasn't caught up, a Mother Jones article by Tom Philpott suggests.

Here are some prime examples of the type of disgusting shortcuts that the Asian fish and shrimp farms do to save a few bucks, from Philpott's article and a Bloomberg Markets report by Nguyen Dieu Tu Uyen and William Bi:

- Tilapia in China's fish farms, are

fed pig and goose manure — even though it contains salmonella and makes the tilapia "more susceptible to disease."

- In Vietnam, farmed shrimp bound for the US market are kept fresh with heaps of ice made from tap water that teems with pathogenic bacteria.
- Bloomberg also notes that at the same company "there's trash on the floor, and flies crawl over

baskets of processed shrimp stacked in an unchilled room.”

- Like US meat farmers, Asia’s shrimp farmers rely heavily on antibiotics, many of which are banned for use in the United States.
- In May, ABC News bought 30 samples of imported farmed shrimp from across the country and had them tested for antibiotic traces. The result: Three of the samples contained detectable levels of these dangerous antibiotics.
- According to a recent study by the Centers for Disease Control and Prevention, a quarter of the food-borne illness outbreaks caused by imported food from 2005 to 2010 involved seafood — more than any other food commodity.

Philpott goes on to explain that the US FDA does very little testing — about 2.7 percent of incoming aquaculture is visually inspected, and even less, about 0.1 percent is tested

for toxins. He writes:

When the agency does test, it does find. For example, in 2008, GAO found, the FDA tested only 34 shrimp samples for residues of nitrofurans—a chemical not approved in the United States for aquaculture and one specifically singled out in Kraemer’s FDA testimony for its ability to cause cancer. Six of the samples tested positive.

Why don’t they ramp up testing? Philpott suggests that it’s not just a lack of funding to do the tests — but also a political decision not to anger partners like China. Read Philpott’s article for more details.

Testing in 2009 that found illegal antibiotics in three types of imported fish from China did result in a temporary ban on these seafoods, but that was lifted and doesn’t seem to have had a lasting effect on how the industry does business, judging by these recent reports.

-Jennifer Welsh, *businessinsider*

Tariq Anwar takes over as Agriculture, Food Processing Minister

Mr. Tariq Anwar assumed charge as the Minister of State for Agriculture and Food Processing Industries.

He took a briefing from officers of various departments in the two ministries. Addressing the media, he said he would try his best to contribute to policy formulation and implementation in not only mainline agriculture but also the allied sectors such as dairying and animal husbandry.

These sectors have an important role in overall growth of agriculture and well-being and prosperity of farmers, he said.

-FnBnews

Practical Fishkeeping has learnt of an interesting tropical fish to hit the shops

A line bred, bright golden *Puntius denisonii* colour variant is due to be shown to the world imminently, and PFK predicts the fish will be massively popular.

The gold morph is the brainchild of CV Maju Aquarium in Indonesia, and came about when yellow mutant fish were noted and harvested from their existing *P. denisonii* commercial breeding ventures.

Since last year, these one-offs have been collected to make a breeding project, and are soon expected to be available commercially. Brood stock



New fish variety Puntius denisonii 'gold'

numbers aren’t huge yet, and so the project is being tightly managed, and turnout figures presently low.

Such fish would not be naturally occurring in the wild, due to the

predation pressures that come with having a garish colour, but we expect to see further variants from this fish as commercial farming interests continue to grow.

Maidenhead Aquatics show launch

Maidenhead aquatics have managed to secure a few specimens of this attractive looking variant, and are preparing to showcase them at Aquatics Live event at London Olympia.

The pictures seen here were provided by Maidenhead, and were taken from a recent buying trip by the

company to the breeder.

These fish are not expected to be available for a few more months yet, and we suspect that the initial prices will be high, although there is no indication of cost at this time.

If interested in these fish, it would be worth considering getting hold of some sooner rather than later, as

traditionally we have seen fish like this becoming duller and less colourful as breeders try to optimize production at the expense of a little quality.

When released, Maidenhead Aquatics are expecting a period of UK exclusivity on the species, due to longstanding relationships with the supplier.

Not hybrids

Close inspection of the fish reveals that they are indeed *P. denisonii*, and not the closely related *P. chalakkudiensis*, which can be told apart by the presence of an inferior mouth, as well as black markings in the dorsal fin, and a shorter red stripe. The stripe in these golden fish runs well into the middle of the body below the dorsal fin, where *chalakkudiensis* stops shorter of this.

We also feel safe that this is not a hybrid of species, and speaking to the breeder we are content that this is not the case. Previously, unions have occurred between *P. denisonii* and either *Dawkinsia filamentosa* or *Puntius everetti*, with not wholly pleasant results.

Puntius denisonii is sold under many common names including Rose line shark, Red line torpedo barb, Bleeding eye barb or even Miss Kerala. The new gold variant may itself generate many new common names as times go on.

What they need

Keeping these fish should be no different from keeping their wild counterparts from Kerala, India. Keepers should aim to recreate a faster flowing stream with plenty of open spaces and some foliage cover at the edges.

Though wild Denison barbs can be solitary, the aquarium kept specimen is very gregarious, enjoying the company of its own, and a shoal of five or more should be aimed for as a minimum.

These are not small fish, and we have no reason to suspect the gold variants will grow any less than the standard 15cm, and so a tank of 120cm or more is highly recommended for a small shoal. They are fast, torpedo shaped fish that can dash themselves

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The advertisement features a central illustration of a colorful bird (possibly a peacock) standing on a white box filled with fish. Surrounding the bird are several circular bubbles containing different stages of fish development, from eggs to larvae to young fish. The background is light blue with water droplets.

against the glass in too small a set up. Like all Denison's, we expect these to be skittish, and are likely to jump or dash at the first instance of fright.

Like the wild fish, it is probable that these will fare best at a pH of around 6.5 to 7.8, and a hardness level of up to 25°dH. We are unable to find exactly the conditions that the fish are currently kept in.

Denison's temperature tolerance is usually very good, with fish often

found at readings as low as 15°C. We expect that these farmed versions are being kept much higher, if for fecundity reasons, and a Maidenhead representative should be able to advise the optimal temperature range for this variant.

Expect oxygen requirement to be high with these fish. *P. denisonii* inhabits regions with high turbulence, and in absence of oxygen the fish will quickly begin to suffer. Similar intolerance is

found with water quality. With little ability to cope with ammonia or nitrite, *P. denisonii* will always need to be kept in water of impeccable quality.

Retaining the colours may be a challenge, and so we'd advise a diet high in carotenoids. Many dry brands carry this as a matter of course, but also think of frozen foods like Calanus, which are high in this ingredient. Frozen meals offered frequently will keep them in good check.

-Practical Fish Keeping

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Fish, BT H/011, 31-HO/PCS/LB,
Net Weight CHF BQF, CPD TO
Vannamei Shrimp H/Off IQF, 26-
30/LB, 31-40/LD, 37/60 - Upto 90*

21. Amanpreet Singh

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Ready to eat products

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Tel: 603 6187 2716
Mob: 6017 271 2333
E-mail: tungyatseafood@gmail.com
*IQF, HOSO, BLOCK 21-25, 26-30,
White, Banana Prawn, Brown, Tiger-
8/10, Seabass-Frozen/ Chilled.*

23. Cheerzone

Zhongshan Cheerzone Lighting
Factory Co.Ltd.
Qing Feng Rd, Henglan Mao Hui
Ind Zone Zhongshan, CN
Tel: 0086 760 8766 6348
Fax: 0086 760 22363973
Mob: 13828431034
E-mail: ohsam@163.com
www.cheerzone.net
Lobster

24. Wonder Farm Co. Ltd.

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Fax: +852 2332 6234
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www.wonderfarm.hk
Lobster, Shrimp

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- Fax: 852 2857 9039
E-mail: Yatsunco@yatsunco.com.hk
Lobster whole
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Mob: 852 9738 9011
E-mail: msilverio@ajcfood.com
www.ajcfood.com
Mackerel, Sardine etc for canning
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Fax: 852 2723 5901
Direct line: 852 2132 8725
Fax: 852 2137 5966
E-mail: joanne Wong@sino.com
www.sino.com
Pasteurized Crab meat
29. **Eric Shum**
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E-mail: ericshum@winnerfood.com
- www.doll.com.hk
PD Shrimp
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Fax: 86 759 3397866
E-mail: bob_liao@gl-fish.com
www.gl-fish.com Skype: liao8353
PD/HL Big size, Big HO Shrimp
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Ready to eat seafood, Tuna in slice
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Shrimp

With best wishes from:



QUALITY FOODS

SEAFOOD PROCESSORS & EXPORTERS

AN ISO 9001 : 2008 COMPANY

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44. **Sally Liang**
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 Fax: 86 0 571 87976252
 Mob: 86 13588146844
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*Shrimp; tiny/ small/ block fresh, 200-
 300, 300-500 PUD (Raw)*
45. **Shirley**
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Frozen seafood

62. Mr. DASHANG GROUP

Ying Chen
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*Ribbonfish (Hairtail) - A Grade B
 Grade 100/200,200/300,300/
 400,400/700,700/up*

63. Svitlana Graf, Ms.

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 website: www.atbmarket.com
*Pangasius fillet - packing 1kg
 Squid tubes - packing 1kg
 Tuna steak - packing 1kg
 Other kinds of fish - packing 1kg*