

FEBRUARY 2016 • VOLUME 24 • NO.1

Seafood

NEW ZEALAND



Thirty years of
the QMS p 16

Cover: Celebrating
Auckland's ocean bounty p 18

Wild, fresh and
natural p 28

“catch fish...not cables”

There are a number of international submarine cables which come ashore in the Auckland area. These cables supply international communications for both New Zealand and Australia to the rest of the world.

New Zealand is a very isolated nation and as such is extremely reliant upon global communication via submarine cables. Here in New Zealand over 97% of all international communication is carried via submarine fibre optic cables. These cables are a key component of New Zealand’s infrastructure and play a significant role in our everyday lives, the general economy and future growth of New Zealand.

These cables are laid in three submarine cable corridors in the greater Auckland area where anchoring and fishing is prohibited under the Submarine Cables & Pipelines Protection Act.

These areas are:

- **Muriwai Beach** out to the 12 mile territorial limit where both anchoring and fishing is prohibited.
- **Scott Point to Island Bay** in the upper Waitemata Harbour where anchoring is prohibited.
- **Takapuna Beach** this runs from Takapuna Beach in the south to just north of the Hen & Chicken Island (opposite Taiharuru Head) where anchoring and fishing is prohibited.

Note: These protected areas are monitored by sea and air patrols.

Symbols Relating To Submarine Cables

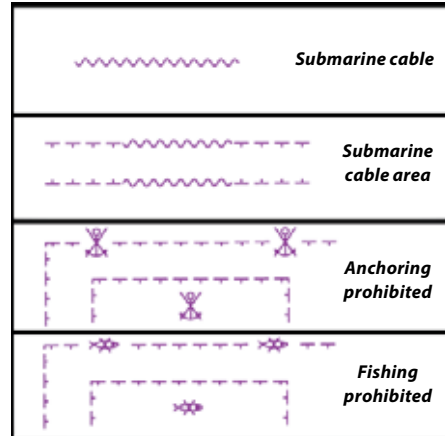


Figure 1.

These are some of the penalties

- A maximum fine of \$20,000 for a non-commercial vessel.
- A maximum fine of \$10,000
- A maximum fine of \$250,000 for damaging a submarine cable.

Additional to the fine for damage, the cable owners would inevitably pursue the recover of costs associated with repairs, this could be up to \$750,000 plus a day; a typical repair can take up to two weeks (around \$10 million).

Be Aware

These International submarine cables carry up to 10,000 volts to power the system repeaters along the cable.



**Spark
New Zealand**



To download Spark Undersea Cable Awareness Charts visit:
boaties.co.nz/useful-info/cables-underwater.html

What should you do?

- If you are going into any of these areas, be sure to check your marine charts and/or GPS plotter so you know the exact locations of the prohibited zones. The relevant charts are NZ53, NZ5322, NZ532, NZ522, NZ52, NZ42 and NZ43. The symbols used to mark the zones are detailed in Figure 1.
- If you suspect you have snagged your anchor or fishing gear on a submarine cable in one of these areas, don't try to free it. Note your position, abandon your gear, then call 0800 782 627.

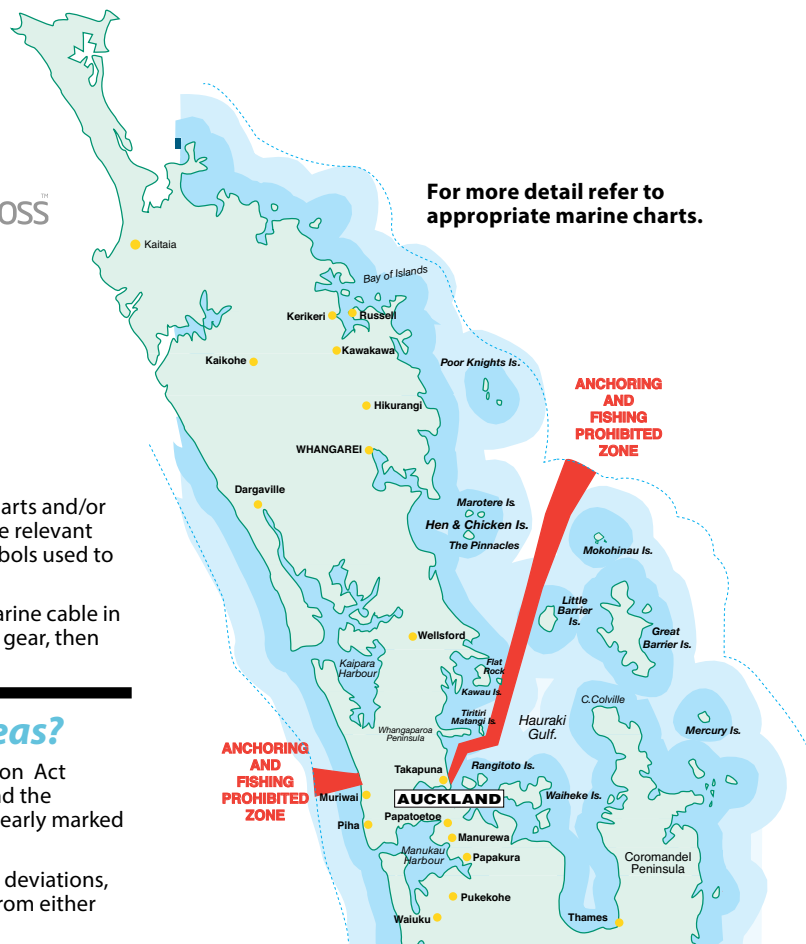
What happens outside the prohibited areas?

These cables are covered by the Submarine Cables and Pipelines Protection Act regardless of whether they are inside or outside a prohibited area. Beyond the confines of the “anchoring and fishing prohibited” areas, the cables are clearly marked on the appropriate marine charts.

Considering possible positioning inaccuracies and repaired cable section deviations, fishermen are advised to keep a minimum distance of one nautical mile from either side of charted cables.

Note this number:

For any queries regarding submarine cables call: **0800 782 627**



For more detail refer to appropriate marine charts.

FEATURES

- 16** Thirty years of the QMS
- 18** Cover: Celebrating Auckland's ocean bounty
- 28** Wild, fresh and natural – a promise that hooks chefs around the globe
- 32** Cockles north and south

REGULARS

- 05** News Briefs
- 26** Event: Auckland celebrates its seafood industry
- 25** Recipe



== Save  the Date ==

August 31, 2016

The 2016 New Zealand Seafood Industry Conference is being held at Te Papa Tongarewa, Wellington on Wednesday August 31, 2016.

Published by Seafood New Zealand Ltd.

Postal Address:

PO Box 297
Wellington
New Zealand

Physical Address:

Level 6
Eagle Technology House
135 Victoria Street
Wellington
Phone: +64 (0)4 385 4005
www.seafoodnewzealand.org.nz



ISSN 1172-4633

Editorial enquiries:

Email: editor@seafood.org.nz

Advertising enquiries:

Karen Olver
Phone: +64 (0)4 802 1513
advertising@seafood.org.nz

Subscriptions:

Seafood New Zealand is published for the New Zealand seafood industry. It is also available on subscription in New Zealand and overseas. Subscription rates are available on request. Seafood New Zealand is produced bi-monthly (six issues per annum).

General:

The reproduction of articles and materials published in Seafood New Zealand, in whole or in part, is permitted provided the source and author(s), as applicable, are acknowledged.

However, all photographic material is copyright and written permission is required to reproduce it in any shape or form. Contributions of a nature relevant to the seafood industry are welcomed and industry participants are encouraged to contribute. Letters to the Editor should be signed and carry the writers' full names and addresses.

Articles and information printed in Seafood New Zealand do not necessarily reflect the opinions or formal position of Seafood New Zealand Ltd unless otherwise indicated.

All material published in Seafood New Zealand is done so with all due care as regards accuracy and factual content. The publishers and editorial staff, however, cannot accept responsibility for any inadvertent errors and omissions that may occur.

From the Chief Executive



This first issue of Seafood for 2016 marks the beginning of a year of activities to celebrate 30 years of sustainable fishing under the Quota Management System (QMS).

Much has changed over the past 30 years. In comparison to the "boom and bust" days prior to the QMS, our fish stocks are now managed sustainably. The science and management of our fisheries is as vital to its overall success as the QMS.

And the science tells us that New Zealand's fisheries are

performing extremely well, with around 83 per cent of individual fish stocks of known status and 96 per cent of landings of known status above or well above the level where sustainability issues might be a concern.

While the QMS has served us well, there is no argument from industry that our fisheries management system could be further enhanced and we are currently engaging with Government around this.

Inside there's an opinion piece on what the QMS has meant for industry.

Our cover feature looks at the Auckland Fish Market and Auction, the Auckland Seafood School, and the annual Auckland Seafood Festival, which attracts thousands to the city's waterfront.

We profile Leigh Fisheries and its international success with sustainable fishing practices and commitment to protecting seabirds.

There's also a story about cockle harvesting at the top and bottom of the South Island and its development over 30 years under the QMS.

Over the coming issues we will continue to look at what the QMS has meant for the New Zealand seafood industry and how it might be enhanced.

Tim Pankhurst
Chief Executive

New Chathams factory opening

The Chatham Islands economy got a boost with the opening of the new Aotearoa Fisheries Ltd factory late last year.

The factory was officially opened by the Minister for Primary Industries, Nathan Guy.

With its export capability, it will provide ongoing and increased employment in the long term, have a positive spin off for other industries such as shipping and aviation, and enable premium seafood such as blue cod, lobster and paua to be showcased in global markets.

The construction phase already provided extra employment locally, and Aotearoa Fisheries Chatham Islands Manager George Day says staff are very excited about having a more efficient and safer place to work.

"The new facility has been designed with the future in mind, with lower maintenance materials, and increased capacity on a smaller foot print.

Aotearoa Fisheries Chief Executive Carl Carrington says this is the company's first major investment on the Chatham Islands since the lobster plant 15 years ago, and cements its long term commitment not only to the economy, but to the fishery, community and the local Hokotehi Moriori Trust and Ngati Mutunga o Wharekauri Iwi.

"This is built on an entirely different business model. We see this as a true partnership between Aotearoa Fisheries and the people of the Chatham Islands. It's a long-standing relationship and one that we value. We are delighted to be strengthening our ties with all our stakeholders there," he says.

The \$3m commitment by Aotearoa Fisheries to rebuilding its factory in the Chatham Islands goes hand in hand with the pledge from Government to invest \$52m upgrading Waitangi Wharf.

Not only is a new wharf to withstand the weather essential to fishing operations, but it is also the only cargo-handling facility on the Chatham Islands for supplies such as diesel for the electricity grid and fuel for air services.

Labour Deputy Leader and Chatham Islands MP, Annette King, said at its the opening that the factory was a positive development for the close-knit, rural community of 650 people.

"Aotearoa Fisheries is to be congratulated for its initiative and foresight in continuing to invest in the Chathams. It is wonderful to see local businesses expanding and creating new employment opportunities. The boost to the economy and the effect of that on the community and on the rest of New Zealand can only be positive, with the Chatham Islands a major contributor to the country as a whole," she said.

"Be in no doubt, there is a different game in town. It has been a few years in the making but today marks an important milestone. It is a game that is focused on delivering social outcomes,

sustainability outcomes, equitable economic outcomes that recognise the effort and risk everyone takes in this industry. It is a business that to be sustainable and successful must be anchored in the community" says Carrington. 🌊



Guests gather at the official opening.



Above: The new \$3 million factory.

Top: Aotearoa Fisheries Chief Executive Carl Carrington (left) and Minister for Primary Industries Hon Nathan Guy at the opening of the new factory.

Voyage to discover secrets of marine food web

NIWA scientists have recently returned from a voyage to the middle of the marine food web to find out more about one of the most complex networks on the planet.

NIWA's flagship research vessel Tangaroa headed to the Chatham Rise where scientists took samples of the huge variety of small organisms that live in the water column and near the sea bed there.

Voyage programme leader and NIWA marine ecologist Matt Pinkerton says the central part of the marine food web is a crucial part of the marine ecosystem but vastly under-researched.

"At the bottom of the food-web are microorganisms and phytoplankton, which is where it all begins, and at the top are fish, seabirds and mammals. We need to understand the bit in the middle that links the two ends together."

The midsection includes small crustaceans, zooplankton, gelatinous organisms, small squids, amphipods, shrimps, rat-tail fish, lantern fish and

other small fishes (most of which are less than 20cm long) and eels.

"They are not things we harvest and are not commercially important, which is why we don't understand enough about their importance. We need to learn more about this varied resource on which commercial fish and other top-of-the food-chain organisms rely," Dr Pinkerton says.

The Chatham Rise is an ideal place for this kind of study because it includes some of the most valuable fisheries in New Zealand and is home to more phytoplankton than anywhere else in NZ's EEZ. The mixing of cold subantarctic water from the south and warm subtropical water from the north gives rise to the highest rates of phytoplankton growth in the New Zealand region.

Obtaining samples for scientific study required specialist equipment that can catch organisms that are small, fast moving and sometimes delicate. A fine mesh net, known as "the ratcatcher trawl" (because of its ability to catch small rat-tail fish) was towed across the sea bed to gather samples and small nets were also be used in the water column.

In addition, Tangaroa was stationary at various points during the voyage to sample and observe movement in the water column over 24 hours to estimate consumption rates of fish

and invertebrates from examination of stomach contents.

Dr Pinkerton says many of the organisms spent daytime near the sea bed but rose up through the water column at night where they partake in a huge feeding frenzy.

"We wanted to observe the feeding relationships, what things are eating what and what's eating them. There were a lot of stomach examinations."

The December voyage was the sister to a similar voyage carried last August – together the voyages represent the first of their kind to undertake a survey of this magnitude of this part of the food web. On the August voyage more than 500kg of biological samples were collected from almost 7700 fish of 121 species and more than 30,000 individual organisms were measured.

Once analyses from both voyages are complete, the results will be built into a model to help understand how the entire system fits together and how resilient it is to changes in one or more links in the chain.

"This research will inform management of New Zealand's marine estate especially in regards to ecosystem-based management of fisheries and the resilience of these organisms to commercial fishing and climate change," Dr Pinkerton says. 🌊

Above, below left and right: Examples of species gathered on the voyage.



Domesticating marine species

Domestication of new aquaculture species is an opportunity to increase the quantity and value of our seafood exports.

Based on the wealth of information from breeding agricultural plants and terrestrial animals, Plant & Food Research has developed accelerated breeding approaches for the domestication of New Zealand's endemic marine finfish species, such as snapper.

The breeding approach is based on novel tools adapted from other food production industries, including the use of whole genome information coupled with the automated assessment of commercially relevant traits, such as increased hardiness, growth and disease resistance. The focus of the breeding programme has been on snapper, a species with significant cultural and economic value, one which adapts readily to domestication and shows lots of potential for breeding improvement.

Plant & Food Research Senior Scientist Dr Maren Wellenreuther says aquaculture is the fastest growing animal production sector in the world, and applying New Zealand's world-class knowledge of horticultural and agricultural breeding techniques to marine species is the next step in building long-term sustainability for the industry.

"We have developed a sophisticated pedigree over the past 10 years and have recently sequenced the snapper genome. This allows us to take the snapper breeding programme to the next level by optimising the genetic diversity and support trait selection in our pedigreed population."

Applications of advanced breeding programmes have not been trialled on native NZ finfish species before, but this approach holds tremendous promise to domesticate novel species in less time and for less money than traditional approaches. The Plant & Food Research concept is to develop the



best practices for finfish domestication and lay the groundwork for a general breeding approach that can be used for additional species in the future, she says.

This approach will allow aquaculture

to contribute to New Zealand's prosperity and allow the sector achieve its vision of becoming a \$1 billion industry. 🌊

Above: Plant & Food Research Senior Scientist Dr Maren Wellenreuther.

Image Plant & Food Research.

New Zealand seafood showcased for top Chinese chefs

Some of China's top chefs visited New Zealand late last year to experience the best of our seafood.

They were winners of one of China's leading culinary competitions, Global Gourmet Chef Par Excellence – of which Sealord was a sponsor. The prize was a trip to New Zealand to experience for themselves the country's quality produce that sets it on the map as one of the world's best delicatessens.

"There's a population of 1.4 billion people in China, a country where people really appreciate seafood, and they're just starting to learn about the quality and different species that New Zealand can offer," says Sealord's General Manager of Hoki Sales Mark de Lautour.

As well as visiting vineyards and Le Cordon Bleu New Zealand, the chefs learnt about Sealord's fish and facilities, including a factory tour at the firm's Nelson base.

Philippe Bruneau, Director of Cuisine at 'The W' in Guangzhou said he was impressed with Sealord's Nelson site.

"I think Sealord is a fantastic company in terms of species and sustainability, as well as hygiene," he said. "The standard was pretty amazing

and I have a lot of respect for this company. It was extremely clean and organised and I was very amazed by the productivity they have and how fast they fillet fish – just 10 seconds for a giant hoki, which I think was really impressive.

"I would definitely look to use them in a 5-star hotel if they are going to supply in Guangzhou. We have several restaurants, from Japanese to Chinese and international."

The visiting chefs spent the day creating dishes at a Nelson restaurant using a number of species supplied by Sealord and Aotearoa Fisheries Ltd (AFL).

Ling, hoki, alfonsino, orange roughy, dory and snapper were among those the chefs worked with to create masterpieces – fusions of western and eastern cuisine.

"It's a great honour for us to be able to bring these top chefs to New Zealand," says Sealord's General Manager of Fishing, Doug Paulin.

"China is a very important new market for us. By engaging these chefs in an opportunity to come to New Zealand, be in our environment and look at our fish as being a little bit different and a little bit special, means they will be great ambassadors for our business and our species when they go back to China.

"We'll continue to work with these chefs in creating recipes, and to be able to go to the market with these will give us a huge amount of kudos," Paulin says.

AFL was also visited by one of the Chinese chefs. AFL Chief Executive Carl

Carrington had already met one of them in Beijing in November as part of a trade delegation to China and Hong Kong led by Minister for Maori Development, Hon Te Ururoa Flavell.

"This visit was a chance to introduce him to other species of fish caught in New Zealand that are not currently exported to China, and provided the opportunity to share the unique story of Aotearoa Fisheries with him," says Carrington.

"When we last met (in Beijing) our principles of kaitiakitanga and manaakitanga really resonated with him, and he shared our values of looking after our environment and fish stocks to ensure there is plenty for generations to come."

New Zealand Trade and Enterprise Director of Maori Customers Tina Wilson, says it is important for exporters to get influencers such as the visiting chefs to New Zealand to see how we produce our seafood.

"China is a key market for the future for different types of species from New Zealand, as well as paua and oyster, and as some of the chefs specialise in western cuisine we hope they will use some of our products in their cooking and showcase it in their country," she says. 🇨🇳

Above: The chefs were shown the newly upgraded Ocean Dawn in Nelson.

Images Tim Cuff.

Seaweek 2016 Promotes "Healthy Seas—Healthy People"

All New Zealanders are being asked to participate in this year's Seaweek.

Seaweek, which runs from Saturday, February 27 until Sunday, March 6, is an annual marine education, action and awareness event coordinated by the New Zealand Association for Environmental Education (NZAAEE).

The theme for this year's NZAAEE Seaweek is: "*Toiora te Moana—Toiora te Tangata, Healthy Seas, Healthy People*" – and will include hundreds of events and activities happening all over the country, including the Ocean Champion competition. For details of events happening near you visit www.seaweek.org.nz.

You can follow Seaweek on Facebook www.facebook.com/sea.week, Twitter <https://twitter.com/Seaweek2016> and Instagram www.instagram.com/nzaeeseaweek/ and there will be a number of exciting competitions to enter with great prizes on offer—so dive in! 🐠



An ocean of possibility awaits

NAU MAI KI TE WHARE O TANGAROA!

STUDY AQUACULTURE

UPSkill IN MARITIME

TAKE STCW SHORT COURSES

ENROL NOW

For all the details
nmit.ac.nz ... 0800 422 733

INTERNATIONAL MARITIME INSTITUTE OF NEW ZEALAND
 TANGAROA ARARAU

nmit

fish processing solutions from

start to finish

tna New Zealand, the preferred agent and distributor in Australia and New Zealand for BAADER and Trio, provides the best technology in the world for complete fish processing lines. From BAADER's superior gutting, filleting and trimming machines to Trio's latest fish skinning and pin boning technology, tna New Zealand delivers.

controls integration & SCADA | materials handling | processing | freezing & cooling | coating | distribution | seasoning | weighing | packaging | metal detection | verification | inserting & labeling | project management | training |

For enquiries, contact: paul daniel » general manager » tna new zealand ltd
 p: +64 (09) 263 7804 » m +64 21 488 114 » f: +64 9 262 2222 » info@tnasolutions.com

tna's FAMILY OF BRANDS

Unique Solutions | Florigo | FOODesign | ARCALB | THE ADALZ GROUP

rethink the conventional
tnasolutions.com



Darren Guard

Managing hazards is as easy or difficult as you want it to be!

Darren Guard

Henry Ford once said “whether you think you can or whether you think you cannot – you are right!” While Ford was into creating vehicles, not vessels, the phrase rings true for health and safety in the fishing industry, particularly hazard and risk management.

If you think it's all too hard and up-hill to comply with legislation you have not grasped the fact that you are already doing it because you have most of your fingers and toes!

Fishing is a risky business – no one can argue that and the statistics show we are still deemed as a high risk sector. The question I pose to you is ‘how do we reduce the numbers and bring our fellow fishers home at the end of their trips?’ The answer is simple – we have to work at identifying the hazards that exist in our operation whether on board,

or while alongside. Once we find them we need to then use some of that Kiwi ingenuity to reduce the risk they pose.

The new Health and Safety in Work Act 2015 requires us to get rid of hazards in our operations – that makes sense doesn't it? Or if it is reasonably impractical to remove a hazard, reduce their potential to cause harm through implementing other controls such as substituting inadequate gear for safer options, putting procedures in place to follow, using a less toxic chemical, ensuring guards are in place to shield crew from moving parts, wearing personal protective clothing, etc.

If the answer is so simple why do we falter? Because to be legally compliant the process does involve time and paperwork and this deters many –after all this gets in the way of the reason fishers go to sea – to catch fish. I know only too well from my own fishing experiences that your business depends on you bringing home your catch. What we all have to remember is, it also depends on your crew coming home safe and able to work the next trip too. We all know it is getting harder to find good crew so keep the ones you have safe.

Forgot the legal aspects for a minute – there is the moral choice to put effort into hazard management – or not as

the case may be. Consider the risk of not putting the effort in – undetected hazards may be the root cause of an accident that results in harm, and in the worst case scenario serious harm, where a crew member may have their whole life turned upside down because setting the time aside to check for hazards, assess risk and eliminate or control them was considered onerous and a pain in the a@#!!!.

Take control – make the task easy. Be resourceful with how you report and record hazards – go to the apps store and search for hazard, or risk assessment forms to use on your cellphone or tablet. Most of these you can even email to home and print for inclusion into your MOSS system. Failing the electronic method develop clear hardcopy forms that are easy to use. Having or doing nothing has never been an option but is even less of an option under the new Act.

End result – you will have a win / win situation – compliance and safer crew.

It's all about the crew – crew will only engage fully with the safety process if you show them the way and involve them – listening to their ideas is essential. Get them involved in the hazard spotting process – after all they work and breathe in the vessel spaces each and every day – who better

“The question I pose to you is ‘how do we reduce the numbers and bring our fellow fishers home at the end of their trips?’ ”

equipped to alert you and be your eyes and ears. Encourage their buy-in through keeping your safety processes easy to follow, while at the same time being compliant with current legislation.

Reward crew for being safe and make sure they understand the risk of not being safe.

Remember crew will follow your example so if the safety rules are good enough for them, then they are good enough for you also. Not following your own safety rules in front of crew is like having a joint while telling your kids not to do drugs.

Once a hazard has been identified detail what it is, where it is, why it is a concern – then risk assess it. Risk assessment is purely about how likely the hazard will cause harm and how

bad that harm is going to be. There are many risk matrices to help you do this such as the old FishSAFE 5x5.

Once you have agreed how significant the hazard is consider the best way to reduce or control the risk for example, can you get rid of it once and for all (eliminate it)? If not then can you substitute it, isolate it, or minimise it? The latter takes a lot of thought and monitoring to ensure the “fix” stays effective. Once the controls are in place enter the process into the risk or hazard register. Remember the register is a living document – reference it to check if a newly reported hazard already exists. If this happens you may have to review your controls – after all why has someone reported it again? Annually reassess all existing hazards to check

controls are still being effective – if not – update them.

Legislation tells you to manage the hazards for your people and your business. Whether you think you can or cannot is up to you and you alone, what choice will you make?

Darren Guard runs a Nelson-based primary industry health and safety consultancy specialising in the fishing industry – Guard Safety

WorkSafe New Zealand is producing a range of information and guidance material to help businesses and workers come to grips with the new law which takes effect in April. They have information about the general provisions of new Act on the **WorkSafe** website www.business.govt.nz/worksafe

Need help navigating your MOSS, Survey and HSE?

For practical solutions - talk to us . . .



- Stability
- Loadline
- Tonnage
- Survey
- Plan Approval
- SOP's
- Lifting Appliances



- MOSS / HSE
- System Creation
- Due Diligence
- Safety Audits
- Safety Training
- Crew Culture Building
- Accident Investigation



- Document Control
- Compliance
- Survey Management
- Database Solution for:
- Expiry Reminders
- Survey / Safety

Phone: 03 543 2024
www.ableships.co.nz

Phone: 03 546 6770
www.guardsafety.co.nz

Phone: 03 342 1119
www.navigatedata.co.nz

= Total Compliance



Welcome home for black petrel

Several trampers walking the Heale Hut track on Great Barrier Island were surprised to encounter a group of 60 people, which included members of the fishing industry, blocking the track and singing to a guitar last November.

The gathering, which included Sanford, Aotearoa Fisheries Ltd (AFL) and Leigh Fisheries staff was taking part in a welcome ceremony for black petrels, led by Ngati Rehua. Black petrels had just arrived back to the island after a 10,000km flight from South America and the ceremony was to wish the birds a successful breeding season.

The event also provided an opportunity to acknowledge Sanford, AFL and Leigh Fisheries for their efforts to make the Gulf a safer place for the birds. The companies are part of the Black petrel/Tāiko Working Group, says Janice Molloy of Southern Seabirds Solution Trust.

"There are only around 2,800 breeding pairs of black petrels remaining, and most nest in burrows high on the slopes of Mt Hobson/Hirakimata on Great Barrier. At sea commercial and recreational fishing in the Gulf is a key threat, and on the island, cats prey on adults and chicks in the scattering of burrows at lower altitudes," she says.

During the ceremony an obliging male black petrel was removed from his

burrow and shown to everyone. Some of the Ngati Rehua elders hadn't seen a black petrel for 15 years and it was a special moment for them. The local Okiwi School made an origami black petrel for everyone to take home.

Watch a short DVD of the ceremony at: <https://www.youtube.com/watch?v=o8LY2OT50hE>

Southern Seabird Solutions Trust is financially supported by Seafood New Zealand, the Ministry for Primary Industries, the Department of Conservation, WWF-New Zealand and Te Ohu Kaimoana. 🐾

Above: Paul Garner-Richards from Wildlife Management International cradles a black petrel. **Image** Shaun Lee.

Below: The welcome party for the black petrel. **Image** Shaun Lee.





Sustainability, a necessity, not a luxury

Manuela Lopez Manan, Marine Stewardship Council

Fishing is vital to food security, livelihoods and economies around the world for this reason sustainability isn't a luxury, it's a necessity.

About a billion people rely on seafood as a fundamental part of their diet. Globally, around one in 10 people depend on fishing for their livelihoods, while the economic value of industries related to fishing has been estimated at US\$2.9 trillion. Seafood is the world's single most traded food commodity – 10 times the volume of coffee.

So it's vital that seafood stocks and the marine ecosystems that support them are looked after. Seafood leaders understand that this is their responsibility. From artisanal fishers to multinational brands, increasing efforts are under way to restore and responsibly fish to improve fisheries management and conserve marine environments.

The Marine Stewardship Council (MSC) is at the heart of these efforts, allowing consumers to reward those

fisheries operating sustainably. The MSC's vision is for the world's oceans to be teeming with life – today, tomorrow and for generations to come. A sustainable seafood market is crucial to making this vision a reality.

New Zealand has an incredibly proud fishing history and a bright future ahead. The world's first whitefish to earn the MSC tick, happened in New Zealand, with the Hoki fishery. Today more than 45.9 per cent of the world's whitefish is MSC certified. With more than 75 per cent of New Zealand's deepwater species either MSC certified or under assessment for MSC certification.

We use our ecolabel and fishery certification programme to contribute to the health of the world's oceans by recognising and rewarding sustainable fishing practices, influencing the choices people make when buying seafood, and working with our partners to transform the seafood market.

Some key highlights:

- Consumers in close to 100 countries can now choose from more than 100 different certified seafood species, with an estimated US\$4.5 billion spent globally by consumers on MSC labelled products in 2014-15.
- Fisheries which meet the MSC's high standard of sustainability

now catch close to nine million metric tonnes of seafood, representing almost 10 per cent of the total global wild-caught seafood supply

- 40 fisheries achieved certification this year and a further 72 entered into full assessment.
- 8.8 million tonnes of seafood caught by 256 sustainable fisheries in 36 countries.
- Salmon: This year, for the first time, the majority of the world's wild salmon supply is engaged in the MSC process: 50.3 per cent of all wild-caught salmon is either MSC certified or in the process of being assessed against the MSC Fisheries Standard.

Estimated to be worth US\$10-23.5 billion annually, IUU (illegal, unregulated and unreported) fishing threatens the sustainability of fish stocks, the health of marine ecosystems and the livelihoods of those who fish legitimately. MSC Standards are helping to drive out IUU fishing. Fisheries can't be MSC certified if they systematically engage in IUU fishing, or if IUU fishing by others is having a negative impact on the fishery's sustainability. 🌱

MARINE ENGINEERING

STARK
BROS LTD LYTTELTON NEW ZEALAND

SHIP REPAIRS
BOAT BUILDING
DRY DOCKING
ENGINE REPAIRS



"Proven Abilities" Worldwide

Stark Bros is fully conversant with all aspects of the ship repair industry, from afloat maintenance to full dry docking and survey work, and the skills associated with a strong boatbuilding foundation. With the combination of specialist personnel, facilities, equipment, knowledge and experience of ships and the marine industry, Stark Bros Ltd is able to provide a high level of service and expertise at competitive prices.

Ph: +64 3 328 8550
P.O. Box 144, Lyttelton, New Zealand
www.starkbros.co.nz

New research strategy for SIL

Debbie Hannan

Seafood Innovations Ltd (SIL) wants to ease the burden on applicants applying for funding for research projects.

SIL's board recently adopted a new research investment strategy. As part of those discussions it agreed to help fund applicants to develop proposals.

"This is a new initiative. Primarily it recognises that proposal development is a specialised skill. Companies or Sector Representative Entities (SREs) may not have the time or specialised skill to identify opportunities and develop fundable proposals. By providing support for this important work, we hope to accelerate proposal development and funding of projects," says SIL's General Manager Mike Mandeno.

The new strategy will help SIL prioritise proposals that are likely to make a substantial contribution to SIL's goal to grow seafood returns. It prioritises proposals with multiple project sponsors and multiple impacts.

A multi-sponsored project is one that is supported by collaboration within the industry. It might be co-funded by more than one seafood company, or be co-funded by an SRE, says Mandeno.

Current examples of multi-sponsor projects can be seen in the mussel, salmon, lobster and paua sectors.

Products/fisheries/species will be characterised by export volume and unit value. Obvious potential candidates because of their volume and/or value could include hoki, squid, mussels, lobster, salmon and paua, says Mandeno.

"But we aren't limiting ourselves. Any species that presents opportunities at a meaningful scale will be considered positively," he says.

SIL will also prioritise proposals

that seek to leverage or bolster New Zealand's competitive advantages. The recent investment in Chinook salmon nutrition research, is a good example, says Mandeno.

"It's a high value species that New Zealand has a competitive advantage in producing. By identifying the specific feed requirements of this salmon species we hope to improve returns for growers and exporters."

SIL was established in 2014 as a joint venture research consortium by Seafood New Zealand and Plant & Food Research with funding from the Ministry of Business, Innovation and Employment (MBIE) to promote research projects that grow the value of New Zealand's seafood exports. SIL provides up to 50 per cent funding for projects with the balance of funding provided by the applicant. There are no upper or lower limits for funding – projects have ranged from \$50,000 to \$5 million.

For more information go to <http://www.seafoodinnovations.co.nz/>

FUNDING AVAILABLE

FOR SEAFOOD INDUSTRY RESEARCH PROJECTS

FOR INFORMATION PLEASE CONTACT:

Mike Mandeno
 Mobile +64 21 548 330
 DDI +64 4 801 4695
enquiries@seafoodinnovations.co.nz • www.seafoodinnovations.co.nz



Kupe getting closer to land

Debbie Hannan

FishServe is well on track to deliver a new, smarter, online management system for New Zealand's \$5 billion seafood industry.

The new system being developed under the project Kupe, which takes its name from the great seafarer in Maori mythology, is due for roll-out mid-year on time and within budget.

The new, more flexible, software replaces the nearly 15-year-old Fisheries Management System. The FMS is still delivering well after all these years, but Kupe will be more flexible to meet changing requirements, says John Tucker, FishServe's General Manager Business Solutions.

"Our role at FishServe is to enable industry to meet its legal requirements as efficiently and cost effectively as possible. Kupe will help us to continue doing this, and deliver a system better able to provide value added services for industry".

FishServe has led the way with innovative technology since it introduced the current FMS in 2001 – the base on which Kupe is being built.

"Our purpose has been to make data more readily available, which means making this available in a more user friendly manner and open to other systems. This will help organisations improve the way they manage fishing quota; monitor catch entitlements and associated returns; enable regulatory and enforcement bodies with better data; and gather insights to help improve policies," says Tucker.

The system processes data when

it is received so that fishers will be able to see "real time" data. This will enable more efficient licencing and permitting, catch entitlement tracking and reporting, quota management and approved fishing vessel registration. The website is designed for use from computers, tablets or phones, or for companies to develop their own systems to interface directly with Kupe reducing the need for entering information twice or file uploads for integration.

Seafood industry clients will get the opportunity to try out the new system in a test environment. Anyone wanting to take part should contact John Tucker via the FishServe Helpline on 04 460 9555. Also any clients wanting to update their software to interface directly should be in contact to discuss what the system requirements are. 🐟

Above: Senior Developer David Kerr speaking at a Kupe project team meeting.

Quota Management Systems
Limited
your fishing resource

Donal Boyle
e-mail: donal@quota.co.nz

PO Box 10123 Bayfair Mount Maunganui New Zealand
Ph: +64 7 5747 999 Fax: +64 7 5747 998 Mobile: 021-574 799

Splashzone Ltd
Fresh from the coast

Two trainees needed
in the next 12 months

All enquiries to Richard or Jean
fish.man@xtra.co.nz or 027 230-2333

BNS	CRA	HPB	KIN
TRU	ACE & SHARES		BCO
TRE	Inshore Parcels		WAR
TAR	North Island		GUR
SNA	WANTED		LIN
PAU	MOK	SCH	SPO

Thirty years of the QMS

Nici Gibbs

In 1986 Dave Dobbyn's *Slice of Heaven* was voted New Zealand's song of the year. David Lange was Prime Minister and Roger Douglas his Minister of Finance. In February the *Mikhail Lermontov* sank in the Marlborough Sounds, in April a rebel New Zealand rugby team courted controversy by touring South Africa, in August Parliament passed the Homosexual Law Reform Act, and in October everything suddenly got more expensive when we started paying GST at 10 per cent. New Zealand had no internet, no Sunday trading, 3.3 million people and over 67 million sheep. 1986 was also the year that the Quota Management System (QMS) was introduced.

Thirty years later, much has changed in New Zealand and in the QMS. It's easy to forget that things we now take for granted haven't always been that way. In comparison with the situation prior to 1986, New Zealand's fish stocks are now managed sustainably, inshore fisheries have rebuilt, Maori are core seafood industry participants as a result of the settlement of fisheries

claims, fisheries asset value and export value have increased substantially, and New Zealand has built an international reputation as a responsible and innovative fisheries manager. All these achievements can be attributed to the QMS but what, precisely, about the QMS has facilitated such favourable transformations?

While the mechanics of the QMS are set out in the Fisheries Act, reading the Act doesn't shed much light on how the QMS really works or why it has been successful. Clues about the underlying theory and policy intent can be gleaned from case law, academic research, expert reviews and parliamentary records. But, like all successful resource management regimes, the QMS is all about influencing how people act. It is therefore best understood by observing the activities and behaviour of quota owners and commercial fishers, individually and collectively.

The QMS provides a framework within which individual quota owners can reap the rewards of entrepreneurial innovations and efficient operation. As a result, much of the progress made in the first decade of the QMS arose from the actions of individual companies and operators. While the pressure is still on

individuals to pursue economic benefits, the collective activities of industry participants have become increasingly central to the success of both the seafood industry and the management regime. In the last 30 years, the QMS has undergone numerous reforms which have served to reinforce and broaden the original incentives of the regime. Over time, sustainability and environmental responsibility have become inextricably part of commercial harvest rights, quota has become more secure as a property right, quota owners have accepted and taken on more responsibility for administration and management of their rights, and elements of the QMS have become more efficient.

Perhaps the most significant change – and a major driver of collective industry initiatives – was the shift to proportional quota. Under the QMS as introduced in 1986 quota owners received the right to a certain tonnage of catch based on government estimates of the sustainable catch. The Crown had to pay quota owners compensation if catch limits were reduced but could sell any additional quota generated through a catch increase. In 1990, after vigorous debate and litigation, the industry

agreed to move to proportional quota – a fundamental shift which transferred stock sustainability risk from the Crown to quota owners. As a result, quota value came to be related at least in part to the observed current abundance and perceived future abundance of a fish stock. The economic risk and benefit for the industry became linked to the productivity of fisheries, strengthening the incentives on quota owners to be mindful of stock sustainability.

One direct consequence of this change was the establishment of industry organisations through which quota owners' collective shareholdings in a fishery could be protected and enhanced. These groups formed in recognition that although quota rights are individual, the resources are common. Today, it is standard throughout the industry for quota owners to take an active interest in fisheries research and management through their industry organisations, but three examples serve to illustrate just how far the QMS has evolved and influenced industry collective activities.

The first is the management of paua fisheries by regional industry organisations known as PauaMACs. In each region, quota owners and commercial paua divers meet to document agreed annual management measures for their fishery. They discuss the state of the fishery using industry-collected data and diver observations, then decide how much of the TACC will be caught, how effort will be spread across the fishery, the minimum size limits to be applied in different areas, and which reefs will be left unfished. These voluntary industry measures are in addition to the government's regulation of paua fisheries and operate at a finer spatial scale than government is able to manage. Although the PauaMAC initiatives help ensure sustainable paua fisheries, they are aimed at wider objectives such as improving catch rates and maintaining positive relationships with iwi and local communities.

Orange roughy provides the second example. Since the early days of the QMS, orange roughy quota owners have directly invested \$31 million in

fisheries research and management activities to ensure their fisheries meet New Zealand's requirements as well as the high standards demanded by the Marine Stewardship Council. This direct investment is in addition to the approximately \$100 million paid in government levies by orange roughy quota owners over the same period. Investment on this scale is possible only because the QMS provides quota owners with confidence that their harvest rights are secure in the long-term. Reforms over the last 30 years have gradually improved the security of quota – notably through the 1992 settlement of Maori fisheries claims and changes in the 1996 Act which provided a secure quota registry system and the ability to raise a mortgage against quota.

The third example is the establishment of industry-owned Commercial Fisheries Services Ltd (FishServe). For the last 17 years, FishServe has been providing registry, data management and fisheries administration services to government-set standards as an Approved Service Delivery Organisation under the Fisheries Act. Prior to 1999, registry services were delivered by the Ministry of Fisheries, with annual costs of around \$8.6 million recovered from the industry. Following the devolution of services to FishServe in 2001, costs steadily decreased to current levels of around \$4 million per year, with corresponding increases in customer satisfaction, technical innovation and quality of service delivery. FishServe illustrates the twin trends in the evolution of the QMS towards greater industry responsibility and more efficient delivery of fisheries services.

It is now generally beyond dispute that the QMS has ensured the sustainability of New Zealand's fisheries. However, the QMS is not unique among fisheries regimes in setting and enforcing commercial catch limits. As the three examples illustrate, the QMS's real point of difference – and the key to its success – is that it engenders among quota owners a sense of collective responsibility for fisheries. By allowing

quota owners to act on that awareness, the QMS encourages industry participants not only to be mindful of sustainability, but also to move 'beyond sustainability' and align their activities with broader economic and social objectives. The success of the QMS over the next 30 years will depend on how effectively it evolves to enable and support collective initiatives by all types of fisheries rights owners. ➔



Images Nici Gibbs.

Celebrating Auckland's ocean bounty

Auckland sure knows how to enjoy its fantastic seafood spread. Snapper still rules supreme, of course, but there's a wide variety of seafood—from perch to parrotfish—that this diverse and discerning market laps up.

On the following pages, we feature the city's ultimate summer seafood celebration – the Auckland Seafood Festival; the Auckland Fish Market and Auction, and how the Auckland Seafood School gets seafood newbies to embrace the region's delicious ocean bounty.







Fishing for all tastes



Sai Raje

The Auckland Fish Market buzzes to life as early as 5am on a weekday when the auction viewing begins.

The auction room fits over 3000 seafood bins, all neatly graded, labelled and stacked each morning, as registered buyers stream in to view the seafood. Regular suppliers sell 50 to 60 seafood species every day to a cross section of about 80 buyers, from local restaurant and fish and chip shop owners, supermarkets and even a couple of exporters.

The auction room has all the bestsellers on display, from snapper,

tarakihi, and hapuka to trevally, kingfish and flounder. But the auction is not just about these big market species.

A range of freshwater species, such as goldfish, catfish and carp, are on offer alongside saltwater species such as alfonsino, ruby fish, banded wrasse (parrotfish), sea perch and leatherjackets.

Auckland Fish Market Auction manager Margret Hall says the growing value and demand for these historically lesser value species is driven by the region's diversified cuisine and increasing Asian seafood buyers.

"For example, leatherjackets were around \$0.50/kg and are now \$3.00/kg.

"Japanese (Spotted) Gurnard has also become more popular because gurnard is harder to get and more expensive," says Hall.

Invasive freshwater species such as catfish, goldfish, and carp are especially sought after by Auckland's large and diverse Asian markets, she says.

"If we didn't have this diverse base, we would be selling only snapper.

"We are urging more suppliers and buyers to join in, all species have their own niche demand," says Hall.

Live fish sales are also an area of focus for the market, with fast changing buyer demographics and Sanford Ltd trialling new fishing technologies such

“ We are urging more suppliers and buyers to join in, all species have their own niche demand ”

as Precision Seafood Harvesting.

“The trialling stage of Precision Seafood Harvesting has allowed for some good quality live species.

“We expect to grow the live fish sector as we go along,” says Hall.

The viewing done, buyers make their way to an adjoining hall, where the auction begins by 6am, with the help of a large bidding ‘clock’, displaying a description of each seafood lot on offer, and includes seating and bidding consoles for 85 buyers.

The auction is New Zealand’s only ‘Dutch auction’ for seafood, which works on a price drop instead of the conventional price rise mechanism. The clock starts about \$2 above the expected price per kilo for each lot on offer. The price then drops until a buyer stops it by entering a bid on their keypad. The buyer’s name appears on the clock to confirm the transaction’s quantity and price.

About 15 buyers prefer to participate in the auction remotely on a daily basis, from the comfort of their office or home. They access a live video feed of the auction screen on their computers and are given an idea of the seafood grading as well.

The Auckland Fish Market Auction also offers a host of value-added services for buyers, including free training for first time buyers at the auction, filleting and processing of seafood for a small fee, and the option of participating in a remote auction if you are not based in Auckland.

“A remote auction makes it really efficient and easy to access great fish from anywhere in New Zealand,” says Hall.

A good buyer range and a wide variety of species on offer in very, clean hygienic setting is another plus, she says. ➡



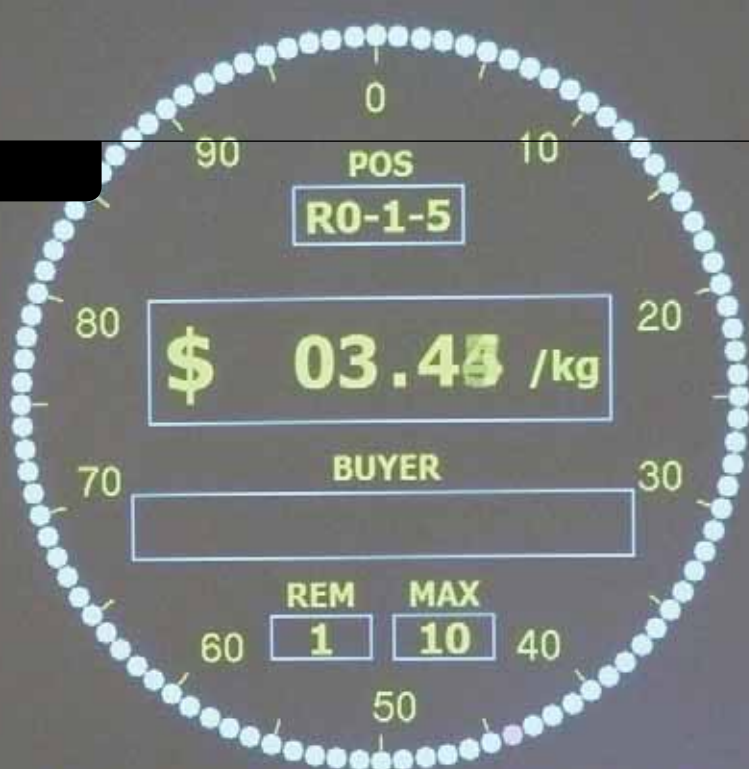
Above: Apart from fresh seafood, the Auckland Fish Market’s retail section includes a boutique food market, restaurant and cafe.

Below: The auction, attended by about 80 buyers daily, is New Zealand’s only ‘Dutch auction’ for seafood.



Opposite page, Top: Auckland Fish Market staff member Sione Fotu stacks of trevally before the early morning auction viewing. Left: Invasive freshwater species such as catfish and carp are especially sought after by Auckland’s large and diverse Asian market. Middle: Japanese (Spotted) Gurnard has become more popular with buyers as gurnard is harder to get and more expensive. Right: The Auckland Fish Market sells about 60 seafood species, including snapper, every day.

All images Sai Raju.



POS	QTY	KG	SUPPLIER	SPECIES	SIZE	PROC	QU	COMMENT
R0-1-5	1	13.48	POPEYE	R Gurnard U	GRE	A		
R0-2-1	9	22.62	*GAYMARE	R Gurnard U	GRE	B		
R0-2-3	1	18.22	*GAYMARE	R Gurnard U	GRE	B		
R0-2-4	11	24.32	STARFIS	R Gurnard U	GRE	B		

Auckland Fish Market and Auction

The Auckland Fish Market and Auction sells 20 to 30 tonnes of seafood per day (including 182 species a year).

Of this, ½ a tonne is sold at the market's retail section, which also includes a boutique food market, restaurant and cafe.

The market also offers at least 30 different species of smoked fish – from salmon and gemfish to kahawai and eels. Its smokehouse 'The Kremlin' processes more than 400 kg of fish every week.

For more information on buying or supplying seafood at the Auckland Fish Market auction, call 09 379-1490 [👉](https://www.aucklandfishmarket.co.nz)

The auction, attended by about 80 buyers daily, is New Zealand's only 'Dutch auction' for seafood.

Image Sai Raje.



Chef Steve Roberts' Catch of the Day class at the Auckland Seafood School includes an informative show and tell at the fish market followed by a recipe demonstration and cooking session.

Image Sai Raje.

Schooling for seafood

Sai Raje

The Auckland Seafood School, offering classes to 9000 people every year now, has come a long way since it started 11 years ago.

Auckland Fish Market and Auckland Seafood School manager Jo Cooper says the school offers an entertaining environment in which to talk to people about the sustainability, top quality and sheer variety of New Zealand seafood.

"The focus is always on that. The school is designed to complement the fish market, offer a variety of new tastes and drive home the sustainability message."

Chefs conducting the classes attend special sessions with Sanford's liaison officers and a member or two of the company's executive team so they know the answers to questions they are asked about seafood sustainability.

"It helps that the chefs are passionate about cooking seafood and take great initiative in answering people's sustainability concerns."

The school has 12 to 15 public classes and 12 to 15 corporate team training events each month.

Cooper says the classes itself offer an eclectic range of seafood cooking experiences that change monthly, adapting to latest food trends or increased demand for a particular class.

There are practical, skills-focused sessions about filleting, smoking and barbecuing seafood, as well as cuisine focused sessions that introduce students to cooking Moroccan or Mediterranean inspired seafood.

"In January, our Catch of the Day classes have been full with tourists who want a taste of New Zealand.

"The local palate prefers sessions about matching flavours, Asian and

Vietnamese cooking, and barbecue over the summer."

The corporate classes are especially interesting for both the school and the participants as they draw many people who would otherwise not have voluntarily signed up for a seafood cooking class.

"Helps us educate and excite them about seafood.

"They start by saying they don't eat seafood or 'oh, I might just try it perhaps' but then end up enjoying what they have tasted," says Cooper.

Participants signing up for the public classes love learning about newer fish varieties, how to cook them and of course, eating their creations.

Penny Corbett and Rosalyn Thompson, who attended the Catch of the Day class with chef Steve Roberts, enjoyed learning about fish varieties they were unfamiliar with.

"We have never been to the seafood school, there's a lot of fish [at the market] we haven't seen before," Corbett says.

"Rosalyn here worked in a fish store for years but had never tried gemfish!

"It's definitely a great way to learn more about fish and try out new recipes." 🐟

Chef Steve Roberts' Catch of the Day class at the Auckland Seafood School includes an informative show and tell at the fish market followed by a recipe demonstration and cooking session.

Image Sai Raje.



Class experience

Sai Raje attends a Catch of the Day class at the Auckland Seafood School.



Pan seared kingfish with herbs and cheese polenta and roasted baby vegetables at the seafood school's Catch of the Day class.

Image Sai Raje.

The school's Catch of the Day class with chef Steve Roberts turned out to be quite the experience, learning about buying and cooking a large variety of New Zealand seafood species, beyond the usual snapper and tarakihi.

Roberts began the class with an informative session about buying fresh fish at Auckland Fish Market's retail area, extracting maximum value from a whole fish, and offered lots of useful tips about cooking each fish species for sale on the day.

The group listened closely as he tackled each variety – yellowtail kingfish smokes beautifully, gurnard has a delicate flavour and is great to cook whole, why crabs are great in broths, porae is a poor man's snapper, and how most of your unnamed fish 'n' chip shop variety would be lemonfish (rig).

Roberts was also particular about taking the time to address sustainability concerns around the orange roughy fishery.

"Roughy stocks are really coming up now, it had been off the menu for a while.

"It's an interesting fish you must try now.

"Sweet, tender juicy flesh, great steamed or pan fried," he said.

The fish market tutorial was followed by Roberts' cooking demonstration of two recipes – pan seared kingfish with herbs and cheese polenta and roasted baby vegetables; and crispy skinned gurnard with a spiced lentil salad and sesame miso dressing.

The demonstration done, the group of 25 participants split into smaller groups to cook the recipes for themselves before ending the class over a drink, shared meal and more seafood conversation.

Roberts, who has been conducting classes at the seafood school for the last 10 years, says the school hopefully has a part to play in getting more people to taste, cook and be comfortable with a wider variety of seafood.

"It's great when people keep coming back for different classes and ask us what they can do with a frostfish or butterfish." 🐟



Serves 4

Crispy Skinned Gurnard, Spiced Lentil Salad with a Sesame Miso Dressing

Ingredients

4x 150gm gurnard fillets, skin on, boned
1 recipe spiced puy lentils
1 recipe of sesame miso dressing
Extra virgin olive oil
Salt and pepper to taste
Micro leaves for garnish

Spiced puy lentils

1 can of puy lentils, drained and washed
40ml extra virgin olive oil
1 tsp black mustard seeds
1 tsp cumin seeds
1 small onion, finely diced
1 large garlic clove, minced
1 inch piece fresh ginger, grated
1 fresh green chilli, deseeded and finely chopped
1 tsp garam masala
½ tsp ground coriander
½ tsp cayenne
200 ml vegetable stock

4 sun-dried tomatoes, finely diced
1 tbsp tamarind liquid (or lime/lemon juice)
1 tsp honey or agave syrup
Salt to taste

Sesame miso dressing

100ml vegetable or grapeseed oil
2tbsp fresh lime juice
2 tbsp white miso
1 tbsp salt reduced soy sauce
1 tbsp mirin
1 tsp sesame oil
1 tsp toasted sesame seeds

Method

1. Heat oil in a saucepan, add the mustard and cumin seeds and cook until mustard seeds begin to pop.
2. Add the onion, garlic, ginger, and chilli and stir until the onion is soft and translucent.
3. Add the spices and lentils, stock, and simmer for five to eight minutes.
4. Add the sun-dried tomatoes, tamarind liquid and honey and simmer a further minute.
5. Remove from heat and season with salt to taste.
6. Make the sesame miso dressing by combining all the listed ingredients in a bowl and mixing well.

To finish

Season the gurnard and cook skin side down in a hot pan until golden and crispy, turn over and finish to your liking. On four individual serving plates, spoon spiced lentils in the centre. Top with gurnard fillet, skin side up. Top with micro herbs and drizzle with sesame miso dressing.

Recipe courtesy of chef Steve Roberts and Auckland Seafood School.



Top: Festival goers enjoying the food on offer under welcome shade on a brilliant Auckland day. Above, Left: The Southern Seabirds Solutions' stand was popular with families. Middle: Siupeli Tongotongo the champion filleter. Right: Angelina Vihrova representing the NZ Fishing Guild with a wreath to be placed in the water for the Blessing of the Fleet. Opposite, Left: Ann Cuthbertson from Sanford Timaru shows her skills. **Images** James Fitzgerald.

Auckland celebrates its seafood industry



Debbie Hannan

Seafood lovers in their thousands celebrated the local seafood industry at the ASB Auckland Seafood Festival over the Auckland Anniversary Weekend.

As well as fresh fish, the festival showcased New Zealand's aquaculture industry including farmed abalone from Oceanz Blue Abalone.

And the annual crowd pleaser, the Primary ITO Golden Knife Fish Filleting competition, was won again by last year's title holder Siupeli Tongotongo from The Auckland Fish Market, Sitiveni Kakala, from Sanford, Auckland was second and Lani Vatuvei from Countdown, third.

The festival has been a regular feature on the Auckland Anniversary Weekend calendar since 2009 when it was moved from its original October date. It attracts sponsorship from the Auckland Tourism, Events and Economic Development (ATEED) because of the benefits it brings to the city – last year's festival generated \$160,000 in regional Gross Domestic Product impact and more than 11,000 visitor nights.

It provides a platform for Aucklanders to get closer to the industry that brings the fish to their plates and, says Sanford CEO Volker Kuntzsch, is a good example of industry coming together to celebrate the beauty of New Zealand seafood.

"We are increasingly focused on limiting consumption of our product to appreciative, discerning consumers. Internationally, people are consuming less prepared seafood and creating more food from scratch," he says.

As well as the opportunity to sample from a feast of different seafood dishes, the festival gave punters the opportunity to learn new ways to prepare seafood at cooking demonstrations from top chefs throughout the festival.

"There is a growing worldwide interest and trend in understanding the provenance of food, where it is from, who has caught it and how it has been caught; whether it has been caught sustainably and how to cook it. We are seeing that interest in provenance, food quality and food safety right around the world, in all the export markets that we are trading in," says Aotearoa Fisheries Ltd's CEO Carl Carrington.

"People are really interested in cooking and how to cook properly with fish. There are so many different ways of cooking and many different species, that to be shown by experts how to do it makes it that much more user friendly.

"It's important that people understand that a lot of the people who go out there every day and take risks on the water to catch their feed are family-owned businesses. We can connect people back to the origins of their food, Carrington says.

"Not everyone has a boat, or goes fishing. The festival is a chance to celebrate the local fishing industry which provides security of supply for seafood lovers and seafood businesses, from top restaurants to fish'n'chip shops. It's also an opportunity to remind Aucklanders of the industry's contribution to local employment and regional and export earnings," says Seafood New Zealand Chief Executive Tim Pankhurst. 🐟



Wild, fresh and natural – a promise that hooks chefs around the globe

Leigh Fisheries, located just north of Auckland, was established in 1957 in the coastal village of Leigh. Today it exports around the globe. Auckland-based journalist Dionne Christian visited Leigh Fisheries late last year.

You know you're doing something right when 35 of the top 50 restaurants in Auckland – as voted by Metro magazine – want to be able to provide discerning diners with your product.

Leigh Fisheries, north of Auckland, has long supplied the international market with premium fish which is predominantly long line-caught, sustainably certified and exported chilled to its satellite offices in Europe, North America and Singapore.

The company, established around 50 years ago, learned lessons from the Japanese who taught its fishers about *iki-jime* (a method of paralyzing fish to maintain quality). Along with other eco-friendly fishing techniques, it has continued to develop this and gained a

formidable reputation as one of the best in the business.

Seafood industry veteran Gary Monk describes the company as one which punches well above its weight on the world stage.

"If there were Olympic medals given out for fishing, Leigh would be on the middle podium with a gold medal round its neck every time," says Gary. "It's a strong brand and culture especially in terms of showing respect for the materials and resources they're working with. They're customer-focused and driven and take tremendous pride in what they do."

What's making Monk – and those Auckland restaurant chefs – even happier is that Lee Fish NZ, the

domestic foodservice branch of Leigh Fisheries, is working to develop a local market which prizes quality over quantity.





Lee Fish NZ Sales and marketing manager Sam Birch says in a competitive environment where ecological concerns are increasingly important to consumers, being able to safely say one's product is wild, fresh, natural and sustainable is a vital hook.

In addition, Leigh Fisheries is the biggest employer in the village despite owning no boats. Instead, independent boats – 30 registered in the port of Leigh and 30 in other North Island ports – fish for species such as gurnard, trevally, John dory, tarakihi and snapper.

Birch and operations manager Tom Searle says many skippers are second or third generation fishermen with a deep understanding of the local marine environment. It allows them to operate almost like hunter-gatherers, says Tom, altering their focus depending on climate conditions, breeding patterns, seasonal events and markets.

Birch calls restaurant chefs each evening to let them know what's being caught. The fish arrives at headquarters in the early hours of morning where around 20 staff diligently work fileting, sorting and packing fish to ensure quality is consistent and always high. Less than 24 hours after it was in the ocean, it's on diners' plates.

If they ask – and there's that growing tendency to do so – restaurant staff can tell diners exactly where and how the fish was caught. They may be surprised to learn it comes from a company headquartered in laidback Leigh, best

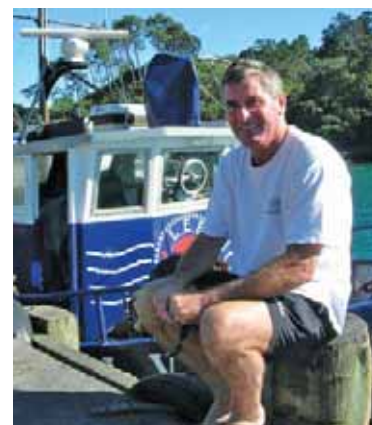
known for its closeness to the Goat Island marine reserve rather than a forward-thinking fishing company whose story and products are going global.

It features on the Government's New Zealand Story website which includes profiles from home-grown businesses making the most of 'distinctly Kiwi attributes' and seeks to broaden the perceptions of our country overseas.

The company makes much of the fact New Zealand has 'clean, cool' oceans and our seafood is something its staff feel they have stewardship over and a responsibility for hence the use of predominantly longline methods. This prevents waste and avoids catching juvenile and old fish thus minimising the risk of over-fishing. More recently, it's pioneered the development of traceability systems using QR codes as well as high-tech SeaSmart marine networking equipment.

Searle recently received a Seabird Smart Award from the Southern Seabirds Solutions Trust for his work in trying to stop seabirds being killed as bycatch. He's ensured almost every longline skipper they do business with goes on a Seabird Smart Training workshop to learn fishing practices that reduce risk to seabirds. He has also helped with the development of Seabird Risk Management Plans for each vessel and coordinated trips for fishermen to Great Barrier Island/Aotea's black petrel colony.

Dave Moore, a director of Wild Fish New Zealand Ltd, doesn't mince his words when asked how he came to be one of the longline fishermen who supply Leigh Fisheries. Back in the late 1970s, he couldn't get a beach seining licence so sought an alternative way to catch fish; Leigh was starting to do business with the Japanese who were introducing local fishers to some interesting – and profitable – techniques.



Dave Moore.

"We would have scrubbed their teeth had they offered us enough!"

Moore may well joke but he could see the potential (and necessity) for fish that was sustainability caught and then chilled, rather than frozen in large quantities, and airfreighted to a market where consumers put a premium on quality.



He says it was a strategic decision to contract exclusively with Leigh Fisheries and he did so because of its boutique nature and artisan approach. He acknowledges adjusting to the new techniques took a bit of time but there's no way he could ever change course now, he says.

The traditional Japanese-style iki spike through the brain kills fish instantly and draws blood out of the fillets so it settles in the gut cavity. This slows down spoilage and gives the fillet a much cleaner and better flavour. Fish are then immediately placed into a salt water ice slurry which also helps maintain their freshness and colour.

"When you see the quality, you just can't go back to methods you might have been using previously," he says. "You develop a strong sense of pride and strive to maintain consistent quality time and time again. The health of the fishery is also paramount; I reckon it's in better shape now than it was 30 years ago."

He also liked the way the company developed new markets in North America and Europe when the Japanese one contracted. It's certainly led to growth for Wild Fish NZ which now has six boats, a 21-strong staff and supplies snapper, gurnard, tarakihi and hapuka. The company has also worked closely with Leigh Fisheries on its seabird protection initiatives.

Moore acknowledges he doesn't get out on the water as much as he used to but is happy to be developing the next generation of fishers.

"I tell people this is something you either love or hate and I give everyone a trial so they can get out on the water and see what it's really like because sometimes they don't have a realistic picture," he says. "For those of us who love it, there's nothing better than spending a day out on the water."

But he didn't quite see it that way when he was younger. After leaving school, he fished for a year before deciding friends who had bank jobs

looked to be living the good life. A stint in banking followed and then time spent working and eventually managing a dairy company.

"I saw friends moving back up north to take over family farms and working alongside their fathers so I thought, 'maybe my dad might have something to teach me, too' so I asked if I could come fishing with him."

It wasn't smooth sailing; Moore's fisherman dad, Graham, initially said no but his son persisted and, for a few years, the two worked side by side.

"I've got great memories of that time; it was quite special." 🐟

Images Leigh Fisheries

First NZ Oyster Processing Plant to open in 10 years

Biomarine processing plant, Warkworth.

In Warkworth, a north Auckland seafood business is enjoying stellar success. Biomarine supplies oysters from the Kaipara and Mahurangi Harbours for export all over the world both live and frozen.

On a blue sky day in Warkworth, Prime Minister John Key opened Biomarine's state-of-the-art oyster processing factory and quipped to the crowd it didn't take much to get him to the opening of such a facility.

"I love eating oysters!"

But there's a lot more to love about Biomarine for anyone – politicians most definitely included – who is interested in sustainable New Zealand businesses which create jobs and grow our economy.

Biomarine director and founder Jim Dollimore estimates the 1300m² facility, built at a cost of around \$5 million and the first to open in New Zealand in a decade, will create 50 more jobs, doubling the company's workforce.

Dollimore says a big incentive in the growth of the business has always been to benefit the local community: "For me, the real reason to be in business is to support your community and provide opportunities for others."

Biomarine is the country's single largest oyster farm using only eco-friendly materials and Jim says it continues to look closely at new and sustainable growing techniques and equipment. It's won Biomarine prestigious IFOAM (International

Foundation for Organic Agriculture Movements) accreditation, a huge selling point in the marketplace. Its commitment to IFOAM means every part of the operation, including growing and processing, is audited to ensure no artificial or chemical process are used.

The new plant was designed with this very much in mind. It includes a cavernous cool-store and refrigerated dispatch area as well as the latest in processing equipment. It's also light, airy and spacious which makes for a pleasant working environment for staff and offers room to grow. Growth is very much on Jim's mind.

The factory processes 15,000 dozen Pacific oysters a week for its Blue Pearl and Kaipara brands as well as for Jemco Ltd, a joint venture company comprised of three individual businesses. Production will be increased to around 30,000 dozen a week during the next four years but Jim says future-proofing the plant means it could one-day process two million dozen annually.

A microbiologist who later qualified as a marine biologist, Dollimore has long been interested in making the most of New Zealand's nutrient rich waters while working to ensure the environment maintains a natural and healthy state.

With 40 hectares of leases in the Mahurangi, Biomarine expanded its operations in 2007 when it was granted consent for a new growing area of 76.5ha in the Kaipara Harbour. At each site, the Pacific oyster producer has

pioneered aquaculture techniques which avoid undue modification to the ecosystem, use 'wild' stocks of shellfish and keep growing conditions as close as possible to what they would be naturally. The oysters are not artificially selected or bred or raised on artificial or factory-produced foods.

Through Lee Fish, headquartered in nearby Leigh, Biomarine is starting to distribute its live product to a number of top local restaurants who are joining some of the world's leading oyster bars in putting live Kaipara oysters on the menu. It's an example of successful local collaboration in that the best fish and oysters can be found side-by-side on restaurant menus.

Dollimore reckons international demand will continue to surpass supply and says there are many issues – security of tenure, quota management, continued sustainability and the development of new products – to be carefully discussed and further explored if the industry is to continue to grow. ➔



Prime Minister John Key is shown around Warkworth's new oyster processing plant by Biomarine's Jim Dollimore (right), Biomarine chairman of directors Carig Stobbo and plant staff Jess Rawhiti (front) and Law Pui Man (Emily).

Cockles north and south

Roger Belton and Alister McDonald, both pioneers of the NZ littleneck clam, or cockle, fishery have been sustainably harvesting the delicacy at opposite ends of the South Island for over three decades.

The irony is, Belton originally hailed from the top of the South island and moved south to university in Dunedin and later cockle harvesting in Otago waters, while McDonald was a born and bred Southland farmer

but moved to the top of the South Island where he switched to cockle harvesting in Golden Bay.

They share a passion for the delicacy. We share their stories.

Right: Southern Clams founder and managing director Roger Belton.



Otago cockle fishery pioneer's vision for the region's future

Rob Tipa

Dunedin-based seafood exporter Roger Belton is confident that the cool, clear waters of Otago Harbour will one day support marine farming and a thriving aquaculture industry.

Despite 400ha of reclamation and a highly modified habitat after more than 160 years of settlement of Dunedin city and its suburbs around the harbour, Belton believes its water quality today is better than the less intensively developed bays on either side of the harbour.

"A harbour like this can have multiple uses and that's where we should be going," he said. "I firmly believe there are considerable possibilities and value for the City of Dunedin in diversifying its activities in aquaculture."

Belton is the founder and managing director of Southern Clams, which has built a sustainable industry on the export of live seafoods – primarily littleneck clams, queen scallops and a small volume of paddle crabs – to top-end markets in New York, Boston, London, Shanghai and Hong Kong.

He is no stranger to battling

bureaucracies and admits it took many years of wrangling with authorities and wading through swathes of red tape to commercially harvest littleneck clams, originally from Papanui Inlet on Otago Peninsula, Blueskin Bay and more recently Otago Harbour.

"What we've achieved here in the last 32 years is for me, in some ways, a bit of dream," he says.

"I was able to do things the way I thought they should be done in the circumstances, which was an accident of history as much as anything else because when I started there was a

moratorium on new fishing permits.

"I had to appeal to the Minister of Fisheries that this was not a fishery under stress because there was no commercial fishing and put a case for an exemption from the moratorium."

Belton did a survey of this "virgin resource" of clams in the 1980s before starting commercial harvests, a resource he now estimates at 60,000 tonnes on Otago Harbour alone and another 15,000 tonnes from the other two fisheries.

By world standards, a resource of "tens of thousands of tonnes is extraordinary," he said, with population densities of up to 30kgs of clams per square metre. The recreational take is estimated at just 15 to 20 tonnes a year.

Even in pre-European times, Belton said midden evidence suggests customary harvests of tuaki (littleneck clams) by Māori were very low, not as significant as the numbers of pipi or tuatua they collected.

In recent years, Belton saw an

opportunity for Southern Clams to diversify when it was approached by a company rearing oysters in Bluff Harbour to finish two-year-old stock in Otago Harbour before they were sold to the public.

The New Zealand Bluff Oyster Company cannot sell shellfish raised in Bluff Harbour directly to consumers because water quality there does not meet required health standards.

By contrast he says the middle banks of Otago Harbour have great water, better than Blueskin Bay and a lot better than Papanui Inlet.

Southern Clams has been systematically testing water quality for bacteria and heavy metal levels in these waters for over 33 years and has been collecting data on biotoxin levels for the last 22 years.

"We can relay oysters from Bluff Harbour, we have had the process approved by the Ministry for Primary Industries and we have done small-scale trials," Belton says.

Southern Clams applied to the Otago Regional Council for resource consents to establish a marine farm on Otago Harbour to finish 1.5 million oysters for up to four weeks at a time.

However, the company surprisingly withdrew its application when the council ordered the case be referred to a notified hearing where commissioners would decide its fate.

Moving into flat oysters is a logical development of business and diversification for us because we are very dependent on principally one product, says Belton.

He is reluctant to gauge the potential scale or value of the flat oyster fishery, because the exchange rate is the single major determinant of the success or failure of the business.

"I will lay a wager there will be aquaculture on Otago Harbour eventually," he said. "I hope it will happen on my watch, but it may not." ➔



Opposite, Left: Southern Clams staff use body dredges to harvest littleneck clams from the tidal waters of Blueskin Bay on the Otago coast.

Enough cockles to warm the hearts of customers around the globe

Debbie Hannan

Alister McDonald known as "Cockle" to the locals lives his clan's motto.

"Clan McDonald's" motto, *per mare per terras-by sea and by land*, is an apt description for Alister McDonald, and his business ventures.

McDonald grew up on a sheep farm in Woodlands, Southland.

In his mid-30s he moved north to the top of the South Island and

reinvented himself to run a "wild caught" cockle family-run Westhaven fishery on Pakawau Beach, Golden Bay. Over 30 years later it is still a family run business. Nearly half the contractors in the harvesting, a shellfish packhouse, and processing operation are family members.

As well as cockles (otherwise known as New Zealand littleneck clams, or the by the Italian name, vongole) over the years he has also ventured into

other fisheries including New Zealand geoducks, [NZ king clams], whelks, mussels, eels, rock lobster, and at one time owned a fishing boat operating in Australian waters.

Cockles remain his mainstay.

McDonald values the cockles he depends on for his livelihood, and the livelihood of the locals.

A new contractor found out the hard way on their first day at the factory, just how much he values each cockle. There

Alister McDonald.



Westhaven mechanical harvester at Pakawau beach. Images Westhaven.

was a cockle on the driveway outside the factory and McDonald asked her to "take it across the road and return it to the beach" (a walk of some several hundred metres).

McDonald explained to the contractor, who stayed on, and is now in a permanent role, that "that clam had the potential to breed many more baby clams."

Given this passion for his product it's little wonder the locals have given him the nickname "cockle".

Westhaven has been a part of the Golden Bay employment landscape for the past three decades, employing over a hundred locals during that time.

Like Southern Clams, Westhaven has been operating since the early-1980s. It was a glimmer of hope in what was at the time an economically depressed area. The dairy boom hadn't happened and one of the Bay's big employers, Golden Bay Cement shut its Tarakohe plant in 1986.

At its peak, when Westhaven was harvesting geoduck as well as cockles, it was employing up to 30 people.

Nowadays, harvesting solely cockles, the factory employs around 14 people. For people living in the remote communities at the north western-most tip of the South Island, close to Farewell Spit, it has been an ongoing source of

part time employment, for well-trained shellfish handlers.

The part time nature of the employment stems from the "tidal nature of our fishery" and seasonal variations that restrict harvest times, says the company's Compliance and Marketing Manager Jenny Cooper.

The large tides in the shallow waters of Golden Bay enable different harvest techniques to Southern Clams. Westhaven has a licence to mechanically harvest the cockles from the Beach at low tide.

Working closely with local industries, the former Southland farmer has applied his practical "kiwi ingenuity" to develop and perfect his own harvesting gear and processing factory equipment, starting with the McDonald/Westhaven designed and engineered "mechanical harvesters", with "digger drivers" nicknamed "cockle jockeys". Harvesting was more suited to this Golden bay, inter tidal shellfishery. Innovation and determination have been key to Alister McDonald's, and Westhaven's longevity in the business.

Initially Westhaven exported the cockles as New Zealand Littleneck Clams live to United States supermarkets, diversifying in the 1990s to offer frozen vacuum packs. The initiative won a New Zealand

Trade Development Board Export Commendation in 1998.

Despite its remote location, the company can have its product from harvest to plate in the United States within four days.

The company launched a new product in 2015, the IQF New Zealand littleneck clam, "thermally treated", and frozen whole in -shell clam which is gaining international attention.

In recent years the company has exported to new markets in a range of countries including the United Kingdom, Australia, Thailand, Singapore, Philippines and Japan.

Like Southern Clams, Westhaven was established before the introduction of the Quota Management System (QMS) in 1986, and became a quota species in October 2002.

Westhaven has quota for 750 tonnes in Golden Bay and Otago, but harvests around half that amount each year.

After 35 years of harvesting in Golden Bay on a stretch of beach from Pakawau to Puwonga, the stocks remain in good heart.

Westhaven is required to undertake a three-yearly population assessment.

The most recent assessment showed that "the average size of cockles is large compared to other cockle populations in New Zealand for which there is size

information". It also showed "strong recruitment on the beach as evident in the large numbers of cockles in the 35-45mm sizes compared to the years prior".

As the new contractor found out on her first day in the job, the sustainability of the fishery is uppermost in McDonald's mind.

Its ongoing sustainability will give comfort to the locals who enjoy gathering cockles for their own table and those who rely on Westhaven for their livelihoods, including younger members of McDonald's family.

The important role the factory has played in the district over the past three decades was marked this year at the "big event" in the Bay's annual calendar – the A&P show in Takaka in mid January. It was asked to participate and run "The clam shack" at the show, giving the locals the chance to taste clams/cockles served up in a variety of delicious ways. 🍷



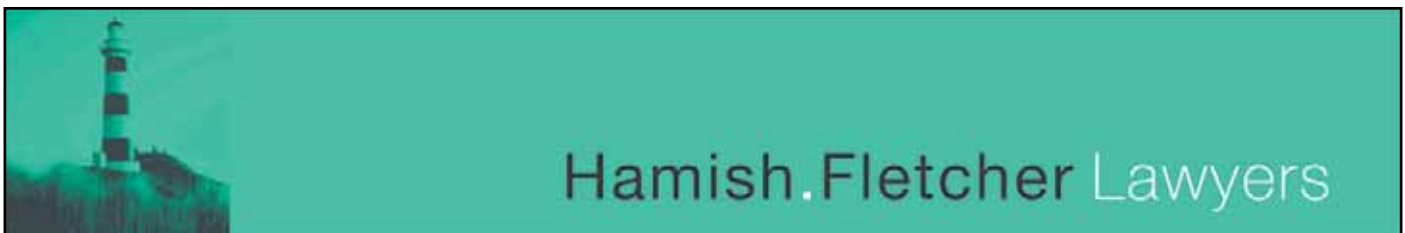
To grow effectively, you need the right knowledge, skills and training. Whether you want to grow the skills of your team or develop your own business management expertise, Primary ITO training and qualifications can help.

Check out www.primaryito.ac.nz for our range of nationally recognised programmes. It's a smart investment for your future.



0800 20 80 20 | primaryito.ac.nz

King513367_SEAL_A



Specialist Fisheries, Maritime & Resource Management Lawyers



Don Turley
LLB
Resource Management
Mobile 021 064 5611
don@hflaw.co.nz
Principal



Tim Jeffcott
LLB BA
Litigation/Maritime
Mobile 027 552 2434
tim@hflaw.co.nz
Principal



Hamish Fletcher
LLB
Fisheries/Maritime
Mobile 027 220 5122
hamish@hflaw.co.nz
Partner

Hamish.Fletcher Lawyers

Montgomery House, 2nd Floor, 190 Trafalgar Street, Nelson 7010. PO Box 1673, Nelson 7040, New Zealand

T: 03 539 0210. F: 03 539 0215

M. O. S. S

I will put your plan together

Phillip Carey MIIMS
0274 110 109

www.careyboats.com

BIG CATCHES NEED BIG STORAGE. SORTED.

- FT680 Insulated Bin featuring:
 - 2 opposing corner drainage bungs
 - 680 litre capacity, Forklift from all sides
 - Dim: 1240 x 1040 x 750 high
 - Double skin insulation, foam filled
- For your nearest stockist and more info:



INDAC

INNOVATIVE DESIGN AND CONSTRUCTION

Freephone 0800 803 888 or visit www.indac.co.nz

FOR TENDER QUOTA SHARES (PACKAGE)

BIG1	44,564 kgs	RBM1	3,019 kgs
BWS1	26,311 kgs	STN1	20,138 kgs
MAK1	9,282 kgs	SWO1	11,500 kgs
MOO1	23,010 kgs	TOR1	3,472 kgs
POS1	12 kgs	YFN1	13,173 kgs

This is a complete package of all species listed above.
SWO and STN ACE not available until 1/10/2016.

Highest tender not necessarily accepted.

Tenders to be submitted to
tunafishingcompany@xtra.co.nz
Deadline for tenders 2/3/2016

AOTEAROA QUOTA BROKERS

QUOTA TRADER + QUOTA VALUATIONS + QUOTA MANAGEMENT + QUOTA CONSULTANCY + AQUACULTURE



ACE FOR LEASE

ANG12, 15	PAD5, 7, 8
BCO8	PRK2A, 6A
FLA1, 2, 7	RCO2
GAR3	SCH1
GLM7A, 7B	SPD1, 3, 4, 5, 7
GUR1, 8	SPO1
JDO3	SQU1J
LIN4, 6	

QUOTA SHARES FOR SALE

ANG
FLA1, 7
KBB3G
PAD
SCA7
SPD3
STN1

INFLATABLE RIBBED BUOYS FOR SALE - CLEAN OUT SALE

A1	Orange x 20	White x 60	Yellow x 37		\$30/buoy + GST
PA/R2	Red x 21	Green x 10	Yellow x 20	Blue x 10	\$50/buoy + GST
	Ref	Dia	Circum	Height	Hole
	A1	29cm	90cm	41cm	2.5cm
	PA/R2	32cm	98cm	60cm	2.5cm

These special prices will not be repeated again so get in quick as we have limited stock left!

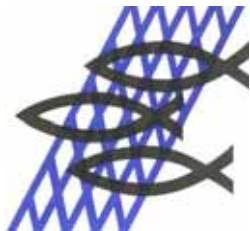
QUOTA SHARES WANTED TO PURCHASE

FRESH WATER EEL - ANG12,13,16	GREENLIPPED MUSSELS - GLM9	PARORE - ALL AREAS	SNAPPER - ALL AREAS
CRAYFISH - ALL AREAS	GREY MULLET - GMU1	PAUA - ALL AREAS	SPINY DOGFISH - SPD1, SPD5
BLUE COD - ALL AREAS	GURNARD - GUR2, 3, 7, 8	PACKHORSE - PHC1	SEA PERCH - SPE1, 2, 5, 7, 9
BLUENOSE - ALL AREAS	HAPUKA - HPB3, 5	PORAE - ALL AREAS	RIG - SPO2, SPO3, SPO7
SURF CLAMS	KAHAWAI - KAH1, 8	RED COD - RCO3	KINA - SUR5, 7A
- DAN, DSU, MDI, PDO - ALL AREAS	KINGFISH - ALL AREAS	SEA CUCUMBER - ALL AREAS	SWORDFISH - SWO1
ELEPHANTFISH - ALL AREAS	MOKI - ALL AREAS	SCHOOL SHARK - ALL AREAS	TARAKIHI - ALL AREAS
FLATFISH - FLA2, 3	PADDLE CRAB - PAD1, 3, 5	SHORT FINNED EELS - ALL AREAS	TREVALLY - ALL AREAS
			YELLOWEYED MULLET - ALL AREAS

DOMINIC PREECE
Managing Director

PHONE (03) 383 7282 | FAX (03) 383 7288 | MOBILE 027 406 0419 | quotabroker@xtra.co.nz | www.aotearoaquota.com
HEAD OFFICE | PO Box 38174, Parklands, Christchurch 8842

PO Box 297
Wellington 6140
Phone: (04) 802 1501
Email: nzfcf@seafood.co.nz



NEW ZEALAND FEDERATION OF COMMERCIAL FISHERMEN

58th Annual NZFCF Conference and Annual General Meeting

Rydgcs Latimer Christchurch, 30 Latimer Square, Christchurch 8011

Registration Form

	Number Attending	Cost <i>(All prices are per person and include GST)</i>	
Thursday 2 June 2016			
Conference Registration	No. _____	\$150 each	\$ _____
Shipwreck Auction, Fish & Chip Tea	No. _____	\$ 50 each	\$ _____
Friday 3 June 2016			
58 th Annual General Meeting	No. _____	<i>(No charge)</i>	
Partners' Programme	No. _____	<i>(No charge)</i>	
Guest Speaker/Happy Hour	No. _____	\$ 30 each	\$ _____

Make cheques payable to: NZ Federation of Commercial Fishermen (Inc)
Post to: PO Box 297, Wellington 6140

Name(s): _____

Partner Name(s): _____

Address: _____

Phone Number: _____ Mobile Number: _____

Fax Number: _____ Email: _____

Please Note: All persons attending the conference, in whatever capacity, are required to pay the Registration Fee. A late cancellation fee may apply. For more information visit the NZFCF website www.nzfishfed.co.nz.

NOTICE OF MEETING

The 58th Annual General Meeting of the New Zealand Federation of Commercial Fishermen (Inc) will take place on Friday 3 June 2016, at 10.30am at the Rydgcs Latimer Christchurch, 30 Latimer Square, Christchurch 8011

MARITIME INTERNATIONAL

LIMITED



DICK HALL
PH 03 573 7603
MOB 027 448 1866
PO BOX 236,
PICTON
DICK@MARITIME.CO.NZ

GODFREY WILSON
PH 04 478 7989
MOB 027 443 4831
PO BOX 22043,
WELLINGTON
GODFREY@MARITIME.CO.NZ



#4834 WELL PRESENTED TUNA L/LINER

21M. Built 1992 by B K Bailey Tasmania.
278kw TAS8 Kelvin main/Kelvin 3.5:1 box
Cummins 6BT/110kVA + 4B/37kVA gen-sets.
14.8T fuel. 6T water. Service speed 9 knots.
22 m3 blast freezer + 22m3 recirc. water.
Second hold can be freezer to -25 deg C.
Ice machine. 9 berths. Top line fishing gear.
Freezer L/liner designed for tropical conditions

AU \$650,000

#4771 ALUMINIUM CRAY/NET CAT 10.8M

but 11.8M including new net box. 4.2M beam.
Built 1993 by Invercargill Metal Craft. 2 x 150hp
1026 Nissan's on shafts. 15 knots max.
10-12 LPH steaming & 5LPH working gear.
Toilet/Shower. A full set of electronics.
Surveyed for 12 mile non-passenger & fishing.
Twin station controls. Hyd Luff hauler included
Proven to be steady work platform in adverse
weather.

\$115,000



#4827 STEEL TUNA LONG LINER/TRAWLER

25.3M. Steel hull & decks with Alloy W/house
Built by Alan Barnett. Bridport. Tasmania 1990
600hp V/12 KT38 Cummins main on 4.5:1 box.
4 blade CP propeller in fixed nozzle. Bow thrust
8,800L fuel. 2 x 35M3 freezer holds to -20 deg C.
2 x 15T chilled brine tanks. 1 x 30M3 ice-hold.
Ice machine. Hyd trawl winches available.
A well tested design for offshore work.

AU \$900,000



#4803 NALDER & BIDDLE 47
14.4M. 200hp 6/71 Detroit.
2400L fuel.
5T blast freezer to -29 deg C.
Dble cabin + 3 berth cabin.
All mod-cons.
Full electronic package
One of 3 heavily built to
coastal survey.

\$240,000



#4796 ALLOY CAT TUNA
L/LINER 24.9M. 1998
French built, Ocea Shipyard
2 x 370hp Baudouin mains
2 gen-sets. 2x 50M3 fish
rooms + 12M3 bait.
Accom for 11. 120 mile
L&P reel. Currently laid up
Reunion Island

EURO 200,000



All prices indicated are plus GST unless otherwise stated.

150 VESSELS AT

WWW.MARITIME.CO.NZ

Choose Seaview Marina for your next Haulout!



We are Wellington's one-stop boatyard where all your boat maintenance needs are catered for

- » **Competitive rates**
- » **50 tonne Travelift**
- » **Secure, monitored yard**
- » **Sheds available to work on your vessel undercover, in all weathers**
- » **Freedom to work on your vessel, or hire your preferred contractor**
- » **Wide range of marine trades and services on site, or nearby**
- » **Temporary berthage available for vessels up to 20m**



Contact us to make a booking, enquire about our facilities or check rates:

Phone 04 568-3736 | Email alan@seaviewmarina.co.nz

Website www.seaviewmarina.co.nz

DISCOVER THE MANY BENEFITS
OF SELLING YOUR CATCH AT

SYDNEY FISH MARKET



WE'RE AUSTRALIA'S HOME OF SEAFOOD. We're the southern hemisphere's largest seafood market and Australia's premier destination for chilled seafood.

350 BUYERS... AND COUNTING! 14,000 tonnes of seafood is traded through our wholesale auction and direct sales facilities annually. Our large buyer base consists of wholesalers, retailers and restaurants attracted by the variety and quality of product on offer.

WE'RE COMMITTED TO SUSTAINABLE SEAFOOD. We support and encourage responsible fishing practices, environmentally responsible farming practices and responsible fisheries management based on rigorous and sound science.

WE'RE COMMITTED TO A VIABLE SEAFOOD INDUSTRY. We actively support the industry with initiatives which inject value back into fishing communities. We pride ourselves on the transparency

of our mechanisms of sale and activity, including our dutch auction which ensures fair market prices. We back this up with guaranteed weekly payments to our suppliers.

WE DO MORE THAN JUST SELL SEAFOOD. We develop and maintain best practice seafood handling and quality systems. These systems ensure our suppliers and our buyers are able to maximise their returns from their catch or seafood purchases.

☎ Call +61 2 9004 1105 to discuss opportunities with our Supply Department
✉ supplydept@sydneyfishmarket.com.au 🌐 www.sydneyfishmarket.com.au

