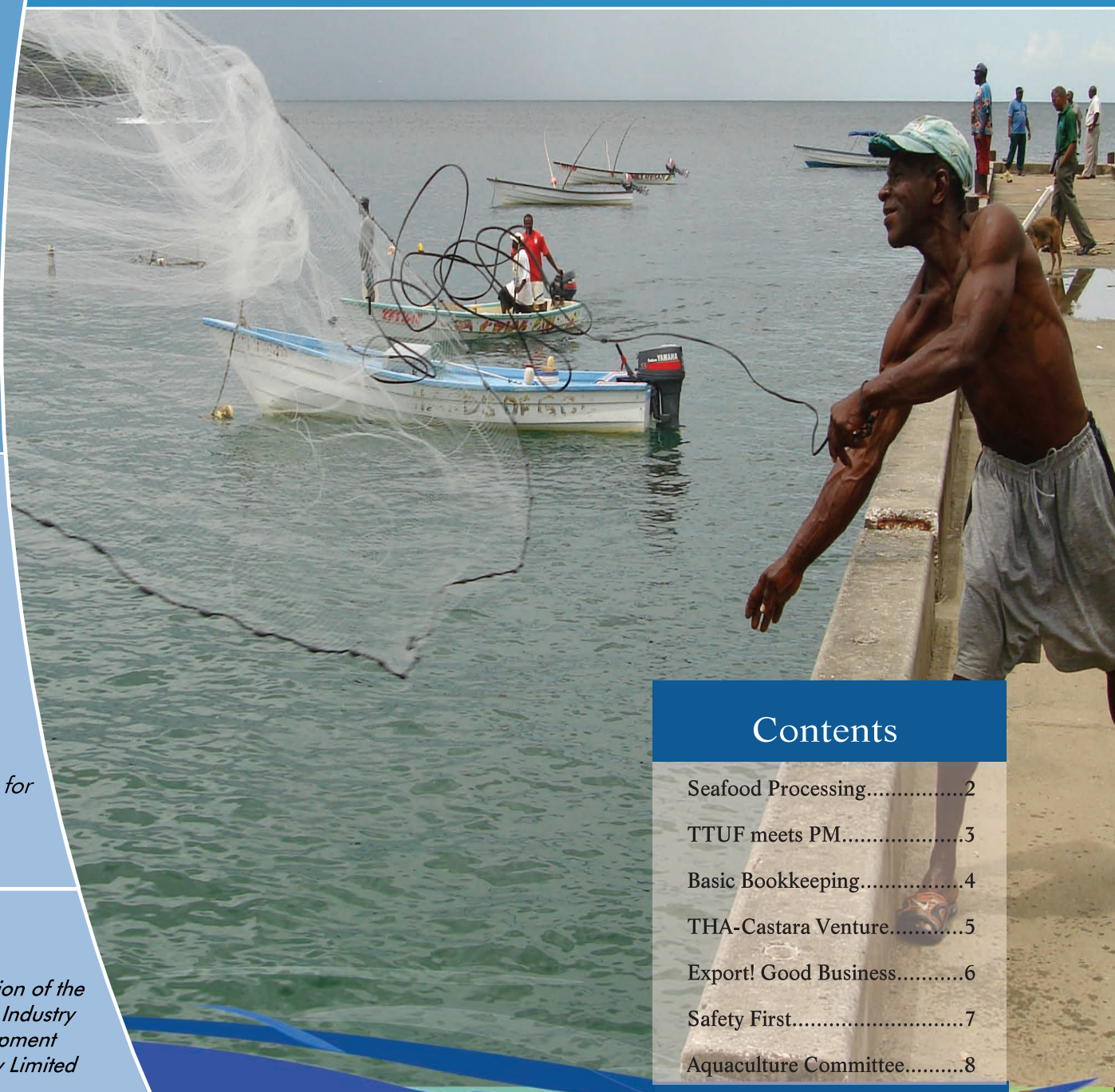
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FishIN

Newsletter of the Seafood Industry of Trinidad and Tobago



Fisherman casting net for bait at Parlatuvier, Tobago

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A Publication of the Seafood Industry Development Company Limited

DELICATESSEN FISHERY PRODUCTS IS THERE A PLACE FOR THIS IN OUR SEAFOOD PROCESSING SECTOR?

Delicatessen fishery products are high end products prepared by marinating fish in a mixture of salt, vinegar, spices and herbs. Delicatessen products are Ready to Eat (RTE) products requiring no further cooking before consumption. Some smoked or salted fishery products that are RTE are also considered delicatessen products.

Delicatessen products have a limited shelf life and must be refrigerated. They are ideal for use in cold platters or hor d'oeuvres. Two such products are Smoked Salmon and Gravad Lux (gravlax) made from Salmon. These are quite popular in the European, Canadian and United States markets.

Tuna and shark meat can be used as substitute raw materials in these products. The skinless fillets of shark are salt cured and sliced thinly before dyeing and smoking to produce an analogue (imitation) of smoked salmon, while thin slices of tuna flesh are marinated in the mixture described above to produce Gravlax.

Gravlax and analogue of smoked salmon can be marketed to hotels, restaurants and caterers who service European customers especially those from Germany. This has implications for the Tobago tourism sector because of the large amount of European visitors to that island.



Analogue of Salmon



Salmon rolls made from analogue of smoked salmon

A recent survey of supermarkets showed that smoked salmon slices were being sold at $49.99 per 113g pack and Gravlax at $50.16 per 113 g unit. This suggests that that these products are high end, high priced products which have potential in terms of product substitution.

These products are simple to prepare and the process does not require any sophisticated equipment. It is however, important that the products be prepared under extremely rigid food hygiene conditions.

Local food processors have the ability to engage in this type of value adding activity. The results of surveys conducted indicate that the processing plants have the necessary refrigeration and packaging systems for production of these products. The simplicity of the process requires that a small outlay of capital is required to acquire the necessary utensils and equipment. There is also sufficient space within several plants to establish a unit dedicated to this activity. The human resource capabilities can be developed through training which can be accessed at the Caribbean Fisheries Training and Development Institute. The laboratory support can also be accessed through contractual arrangements.

TTUF Meets Prime Minister

Members of the executive of the Trinidad and Tobago United Fisherfolk met with the Honourable Prime Minister of Trinidad and Tobago on November 12th, 2008.

The Honourable Prime Minister indicated that he had received correspondence from TTUF highlighting a number of issues/ areas of concern. Mr. Emile Louis, president of TTUF, gave an overview of the developments in the industry and the work TTUF was engaged in.

The Honourable Prime Minister agreed to set up a team to meet with TTUF, discuss its issues and develop an action plan to address these issues.

TTUF has also taken a decision to host its monthly executive meetings at fish landing sites in Trinidad and Tobago. In November its executive meeting was held in San Fernando and in December the meeting was held in Moruga. The meeting in San Fernando focused on issues affecting the San Fernando fisherfolk, namely the impact of the newly introduced water taxi on the operations of San Fernando Fisherfolk. There were some dissenting views on how this issue should be addressed and this matter is still being discussed.

TTUF also hosted their December executive meeting in Moruga on December 17th, 2008. Attendees were treated to true traditional Christmas fare by Mr. Peter Glodon, President of the Moruga/La Ruffin Fishing Association. Wild meat, ham, pastelles, sorrel and ginger beer were provided as people celebrated the joy of the season and gave thanks for their many blessings over the past year.



Siamese Shark?

Fishermen in Toco found this very rare two headed baby shark in a pregnant female. Visitors and fisherfolk were amazed at the find.

Fuel for Toco!!!

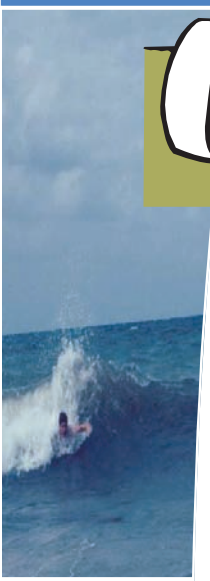
The Toco Fishing Co-operative recently re-commissioned the service station at the Toco Fishing Depot.

It has been selling fuel and lubricants to fisherfolk operating from the site. The SIDC has been assisting the Co-operative in developing viable business ventures that would improve the livelihood of its members.

The SIDC also assisted the Treasurer of the Co-operative in developing a data collection and accounting system for the sale of fuel.







Basic Book Keeping for Treasurers and Trustees

The SIDC and the Business Development Unit/ Training Department of the Co-operatives Division of the Ministry of Labour provided a basic bookkeeping and record keeping workshop to treasurers and trustees of twelve fishing Associations/Co-operatives in Trinidad.

Executive members entrusted with the responsibility of overseeing financial transactions on behalf of fishing organizations were introduced to the need for transparency and accountability and trained in basic double entry accounting systems. It was agreed that further training and mentoring would be done with individual organizations to strengthen their financial and record keeping capability.

Money Ramblings

Make a budget, stick to it.
Cut your spending, do it quick.
Set your goals, prioritize.
Expenses, keep them low.
Eat at home and brown-bag lunch.
Skip the candy and the punch.
Splurging you must minimize
For your wealth to grow
Take your time and get rich slow.
Have a positive cash flow.
Keep your assets working hard
In the end you'll see.
Make a list before you shop.
Credit cards just cut them up.
Hire purchase: very bad.
You must become debt free.
Life insurance you need more.
Major assets do insure.
Long-term care could make you broke.
Risk could make you lose.
Treasury bills are guaranteed.
Financial papers you should read.
Stocks will give you long-term growth.
Lots for you to choose.
Try your best to own a home
Even if you live alone.
Paying rent: a useless drain.
Build your equity.
Retirement: not far away.
Start to build your fund today.
Tax-deferred gives double gain.
Buy an annuity.

By Cecil Sylvester

PARTNERING WITH TOBAGO

The Seafood Industry Development Company and the Department of Marine Resources and Fisheries of the Tobago House of Assembly hosted a consultation for fisherfolk from Tobago on Monday 24th November 2008. Fisherfolk met with representatives of the National Insurance Board (NIB) to discuss a mechanism for the inclusion of self employed persons including fisherfolk, under the Scheme. They discussed the means by which fisherfolk could access pension, maternity, funeral and other benefits currently offered by the Scheme. There was general agreement that fisherfolk could greatly benefit from this Programme although a lot of fisherfolk were more interested in property insurance as theft of boats and engines was an area of great concern.

Report on the conduct of the workshop on Proper Icing Practices for Seafood in Tobago

A workshop on Proper Icing Practices for Seafood was held at the Buccoo Fisheries Training Centre, Buccoo Village Tobago on November 11th & 12th 2008. The workshop was a collaborative effort between the Department of Marine Resources and Fisheries (Tobago House of Assembly), the All Tobago Fisherfolk (ATFA) and the SIDC. Tobago counterparts were responsible for the organization of the workshop (promotion, logistical support and venue) while the SIDC developed the course content and provided the technical expertise for the workshop.

This workshop was part of an ongoing programme to sensitize industry participants on the importance of using ice. Fisherfolk primarily from the southwestern and eastern districts of Tobago were trained on the proper use of ice, acceptable sanitary procedures and handling practices on-board fishing vessels.



Cold Storage Facility - Tobago

Upgrade of cold storage facilities in Tobago

The Seafood Industry Development Company visited the Tobago Cold Storage and Warehouse Facilities on the invitation of the Division of Finance and Enterprise Development of the Tobago House of Assembly. A team toured the facility and discussed the operations with the manager. The SIDC prepared and forwarded a report with recommendations for the upgrade and efficient management of the facility to the Tobago House of Assembly for its consideration and action.

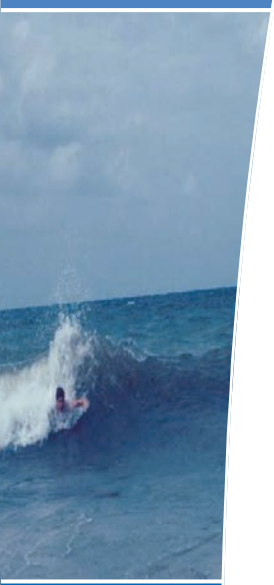
Tobago House of Assembly/Castara Fishing Venture

The Tobago House of Assembly (THA) is partnering with the fisherfolk of Castara to acquire a longline fishing vessel that will be used to exploit high priced offshore pelagic resources such as tuna and swordfish. CPower Limited, a limited liability company whose directors are fisherfolk from Castara has been formed to manage the operations of the vessel and to market its catch. Fisherfolk are being trained in various aspects of offshore vessel operations.

The SIDC is supporting this business development project in an advisory capacity and will be facilitating the attachment of Castara fisherfolk on local longline vessels as part of their preparatory training. This will afford them the opportunity to gain "hands on", practical experience in longline fishing and better equip them to handle their own longline fishing operations.



$$$ Export! Good Business



Any person or company interested in exporting locally caught fish or fishery products should obtain and complete the "Application for License to Export Goods out of Trinidad and Tobago" form.

These forms can be obtained from the Trade License Unit, Ministry of Trade and Industry or from Customs and Excise in Tobago. Application forms must be completed in quadruplet using block letters and submitted to the Fisheries Division of the Ministry of Agriculture, Land and Marine Resources for recommendation.

The application forms must contain the following information:

Applicant's Board of Inland Revenue's (BIR) Number, H.S.Tariff (Heading No.) Number, the Cost of Insurance and Freight (C.I.F.) amount
Terms of payment for the goods to be exported and The Scientific Name, Weight and Value of the Species to be exported

The applicant must sign the forms and where applicable, a company stamp must be inserted next to the signature. In general, approved licenses can be collected within two business days.

After recommendation by the Fisheries Division, three copies of the application form must be submitted to the Trade License Unit of the Ministry of Trade and Industry. The original and one copy of the following documents must also be provided:

- Proof of identification in the form of a valid Trinidad and Tobago Passport, Driver's Permit or National Identification (I.D.) card.
- In the case of a first-time applicant, a Company Registration Certificate and Board of Inland Revenue (B.I.R.) Advice of Assignment of File Number. The fourth copy of the application form is retained by the Fisheries Division.

What happens after an application is submitted?

A Trade License Unit employee will review the application and all required documentation. If the application is acceptable, one stamped copy of the Export License application form will be returned to you. This stamped copy must be presented when you return to the Trade License Unit Office to collect the prepared Export License. In general, the Export License will be ready for collection within two business days of the application being lodged.

What fees are associated with this service?

There are no fees associated with the processing of an export license application.

Where can I find more information?

For more information, please visit MTI's Trade License Unit or the Fisheries Division of the Ministry of Agriculture, Land and Marine Resources at the following address:

Fisheries Division,
Ministry of Agriculture, Land and Marine Resources
#35 Cipriani Boulevard
Newtown
Port of Spain
Tel: 1-868-62308525/6028
Fax: 1-868-623-8542
e-mail: fishdiv@tstt.net.tt

Trade License Unit
Ministry of Trade and Industry
Trinidad and Tobago Manufacturers' Association (TTMA) Building
42 Tenth Avenue, Ground Floor
Barataria
Trinidad, West Indies
Tel. (868) 674-3545 or 675-8242
Fax. (868) 675-5465
Email: tlicencing@tradeind.gov.tt

Customs and Excise Division
Customs Street
Scarborough
Tobago, West Indies
Tel. (868) 639-2415

SAFETY FIRST

In December 2008, the SIDC completed a health and safety study for sixteen landing sites in Trinidad. Operations at these sites were reviewed and assessed by an HSE Consultant and recommendations to prevent/ reduce injury to visitors and workers/ fisherfolk at these sites were provided.

A final report with recommendations to address the health and safety concerns has been prepared and will be forwarded to the Fisheries Division, OSHA and TTUF with a view to catalyzing the development of an action plan to correct the deficiencies highlighted in the report.

It is hoped that these findings will generate discussion and result in tangible changes in the manner in which work is conducted at landing sites in Trinidad and Tobago.



Picture taken from www.iws.ie



Cutlass Fish

Low Preference Species of Finfish

"Utilizing the Underutilized"

In Trinidad & Tobago, Kingfish, Carite and Snappers are very popular for various reasons, while other species such as Mullet, Paoua and Cutlass Fish are less preferred.

A recent survey conducted by the Caribbean Fisheries Training and Development Institute (CFTDI) revealed that consumers tend to shy away from these traditional low preference species for the following reasons:

- *Too many bones in the flesh and low yield*
- *Inability to determine quality at the point of purchase*
- *Difficulty in cleaning and preparation*

Traditional low preference species offer great potential for use in a variety of ways and are becoming increasingly popular because of the steadily increasing price and scarcity of more traditional species.

The flesh of Bannan for instance can be used as a minced product for the preparation of fish fingers and fish balls.

Bonito can be salt cured and smoked. The flesh of Cutlass fish is useful in soups and chowders. Smaller species such as Grunts and Plateaus can be boiled and made into fish stock.

The SIDC as part of its mandate is actively promoting downstream processing and value adding of low preference species. In October, 2008 a training program in the preparation of delicatessen products was held for fish processors and caterers.

The objective of this exercise was to introduce potential investors to new products with a view to commercializing these products. The SIDC is also producing a Seafood Cookbook called "Caribbean Seafood Extravaganza", which will focus on the preparation of low preference species.



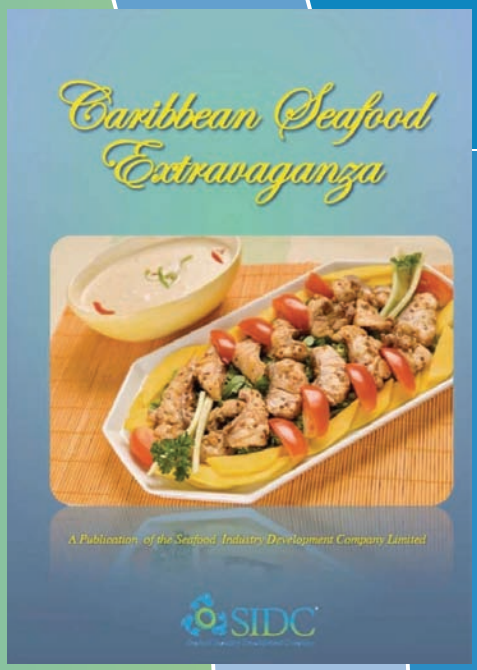
Aquaculture Development Committee Established

The Seafood Industry Development Company in collaboration with the Trinidad & Tobago Agribusiness Association (TTABA) convened a meeting of key stakeholders of the local aquaculture industry to discuss and implement an action plan for the development of a commercialized aquaculture industry in Trinidad and Tobago. Representatives of the SIDC, Aquaculture Association of Trinidad and Tobago, Ministry of Agriculture Land and Marine Resources (MALMR), Kent Farms Limited, Agricultural Development Bank (ADB), Institute of Marine Affairs (IMA), University of the West Indies (UWI) and the Trinidad and Tobago Agri-Business Association (TTABA) attended the meeting. There was general agreement that a coordinated approach was required to maximize efficiency by sharing information and preventing duplication of effort on the part of various agencies.

Stakeholders indicated that financing for commercially viable operations was available but lending agencies were wary given the history with respect to the development of commercially viable operations. Stakeholders generally agreed that locally there were no production systems for which economic feasibility data was available. However, various stakeholders indicated that cost data (start up and operational) could be estimated fairly easily for simple systems but was more difficult for large commercial applications.

The CEO of the SIDC indicated that it was for this reason that the company was partnering with the Institute of Marine Affairs to develop a pilot commercial tank-based intensive production system for Tilapia. He indicated that this project would provide economic feasibility data for this type of system. Based on its viability it could be used as a demonstration system for investors who wanted to see the system in operation. Production data including start up costs would be made available to potential investors. Technicians would also be trained to provide technical assistance and facilitate technology transfer. He indicated that in six to eight months the first production cycle should be complete and production (start up and operational cost) data should be available. He would prefer however to use data from at least two production cycles to determine the systems commercial viability.

It was agreed that in the short term, various small scale tilapia production models would be reviewed by local experts with a view to designing and testing a low cost small scale production system. Such a system could be modified to suit varying scales of operation and its technology must be easily transferred to farmers and other investors. Key to the design of this system would be its profitability and ease of technology transfer.



Coming Soon
Caribbean Seafood Extravaganza

SIDC
Seafood Industry Development Company

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