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NEW ZEALAND

**Sealord-iwi deal a
'watershed moment'
for Maori fisheries**

**Gisborne
companies
leading the way**

**Italian fishing roots
holding firm**



"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.



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**

Symbols Relating To Submarine Cables

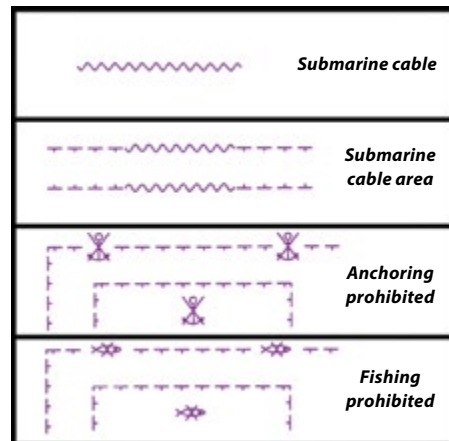


Figure 1.

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.



For more detail refer to appropriate marine charts.



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In this issue

The Maori Fisheries Settlement, signed nearly three decades ago, made a vast difference to our seafood industry and to the economic base of iwi across New Zealand.

It continues to do so as Maori grow more embedded in all aspects of the industry. Already major players, with a far greater involvement than is widely known, their influence keeps growing. In this issue's cover story editor Bill Moore explores a significant move by Sealord and 36 iwi who have signed a new agreement that advances their involvement. Called Nga Tapuwae o Maui ("Following in the Footsteps of Maui") it cements the relationship between Sealord, 50 percent owned by all New Zealand Maori since 1992, and iwi quota owners, paving the way for closer cooperation that will bring greater profits to the iwi, greater certainty to Sealord – and potentially expand the deepsea fleet. It's a win-win that has already created a lot of interest as a promising model for other similar arrangements – and not only in the seafood arena.

Our focus on Maori continues with Lesley Hamilton's feature on the East Coast business Ngati Porou Seafoods, which has made a breakthrough into the airline catering field. We've also got the Maori view of the Kermadec Ocean Sanctuary proposal through an opinion column from Te Ohu Kaimoana chief executive Dion Tuuta, and an interview with passionate industry supporter, New Plymouth trawler skipper Curly Brown, our "Faces of the Federation" subject. Curly's comment that he has experienced a lot more prejudice for being a commercial fisherman than for being Maori says a lot about where we're at as an industry and a nation.

There's plenty of other content this month, including a look at the success of another East Coast business, Gisborne Fisheries and its East Rock brand, and Emily Pope's feature on the history of the Basile family and the growth of their Wellington Seamarket. Both are evidence of how many different ethnicities have contributed to the development of the New Zealand seafood industry – and continue to do so as we make continual advances in catching, processing and marketing our ever-growing range of products to the world.

Tim Pankhurst
Chief Executive

Legendary paua diver had great mana

The paua fishing community is devastated at the news of the death of industry legend Alan Culverwell of Picton.

In the early hours of Thursday May 2 Alan was shot and killed by pirates on his 20 metre boat Aqua Lobo while anchored off the north coast of Panama. His wife Derryn was injured while fighting off the attackers and then managed to escape to the engine room where she locked herself and the couple's 11-year-old twins Briar and Fynn before calling for help. The family were a few years into a dream cruise from Florida back to New Zealand and on their return leg when attacked.

A keen paua diver, Alan was a long-serving director on the New Zealand Paua Industry Council and well known in the Chatham Islands paua industry for his early efforts to ensure catches were sustainably managed.

Alan was killed while protecting his wife and children. Alan's son Kim Wakelin raced to Panama to support Alan's family. At a small memorial in Panama, Alan was described as a dedicated, loving husband, father, brother and son. During the service, yellow flowers were released into the Caribbean Sea on behalf of Alan's Mum and Dad.



Alan Culverwell in his element.

"There was universal shock and disbelief when we in the paua industry, fellow divers and friends, heard the news," Paua Industry Council chair Storm Stanley said. "Al was a man of great mana amongst us. One of the best paua divers anywhere, a staunch and loyal friend. He worked hard to earn a living, always trying to find that balance between his work paua diving, often on the Chatham Islands, and being home with his family, who meant everything to him. We will miss our friend and will do whatever we can for Derryn and the kids at this agonising time."

Honouring his wishes, Alan was buried at sea off New Zealand.

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Remembering to remember

Dion Tuuta



Dion Tuuta, chief executive of Te Ohu Kaimoana.

Kia ora koutou

From time to time I get asked why Treaty settlements happen. While I could get all technical about it in essence the need for a Treaty settlement process in Aotearoa was basically caused by successive years of Government arrogance and lack of consideration towards Maori.

The 1992 fisheries settlement was sparked by the Government's introduction of the Quota Management System (QMS) to manage New Zealand's commercial fisheries without consideration of Maori interests guaranteed under the Treaty of Waitangi. This forced Maori to mount a legal challenge to remind Government of its Treaty obligations which resulted in the fisheries settlement. This practice of forgetting or ignoring Maori rights is something I'll return to later.

As part of the settlement Maori agreed to accept 10 percent of the initial commercial quota of species introduced and 20 percent of any future species introduced into the QMS. Iwi also accepted provision for the introduction of customary fishing regulations and 50 percent of Sealord. A key feature of the settlement was its future developmental focus – embodied by the promise that Maori would receive 20 percent of any future species introduced into the QMS.

Today Maori settlement quota represents the Maori customary right to use fish for commercial purposes as was originally guaranteed by the Treaty of Waitangi. While Maori settlement quota has the

same attributes as non-Maori quota it traces its whakapapa back to the Treaty of Waitangi.

Despite its litigious beginning, the fisheries settlement itself was based on the principles of mutual respect, fairness and environmental responsibility which were also embodied in the QMS. In return Maori endorsed the Quota Management System as the only legitimate system for the management of New Zealand's fisheries.

Ultimately the settlement paved the way for the introduction of the Quota Management System - with Maori agreement - and set the basis for a reset of the Maori-Crown relationship. This agreement enabled New Zealand to better manage and protect New Zealand's fisheries.

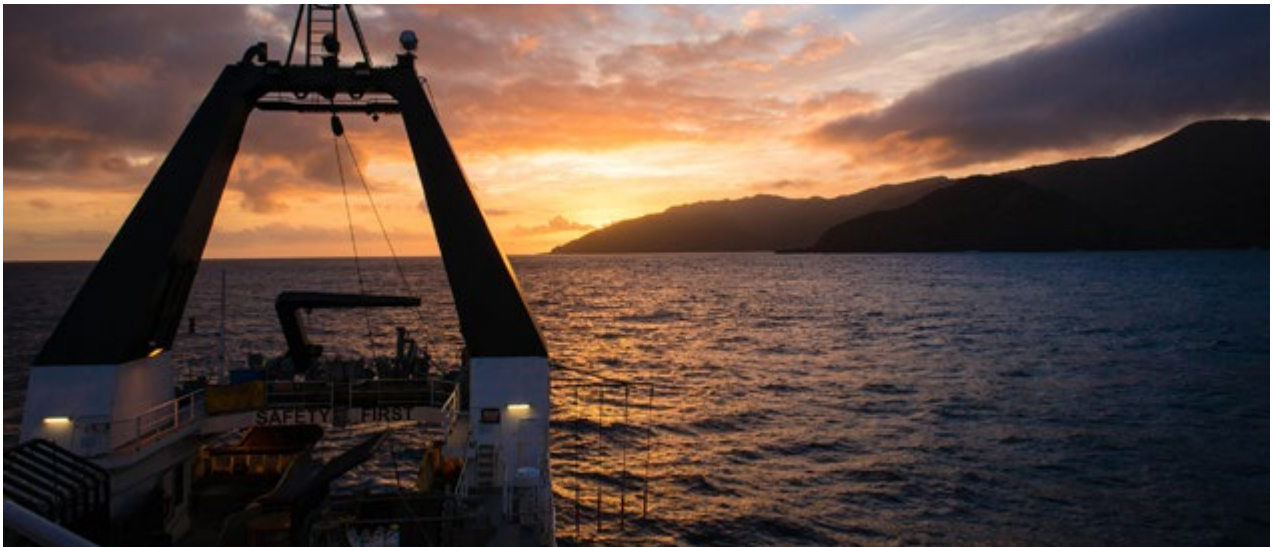
The benefits which have flowed from the settlement for Maori and New Zealand as a whole have been significant. The initial \$150m settlement is now estimated to be worth over \$1bn and was a major catalyst for the revitalisation of the Maori economy while also continuing to sustain our customary practices.

Importantly, as part of the settlement the Crown recognised its Treaty duty is to pursue policies which give effect to the rangatiratanga of iwi to exercise their fisheries rights. And this is where I come back to that thing about forgetting.

Kermadecs

Unfortunately, when we consider the development of the Kermadec Ocean Sanctuary we see a complete lack of consideration for Maori. The previous National Government intended to confiscate guaranteed Maori fisheries rights in FMA10 – an area covering over 600,000 square kilometres - without discussion or consent.

There was no recognition that the Crown should live up to the promises it made in the Treaty



settlement. There was no respect for Maori property rights. And there was no regard for due process. The Bill which will give effect to this unnecessary confiscation remains before Parliament ready to be passed at any time.

This proposal, and the process by which it was arrived at are problematic.

If the Crown can unilaterally alter the system it entered into as a condition of the fisheries settlement, it has the capacity to alter any Treaty settlement on its own political whim. In doing this the Crown risks repudiating the idea that Treaty settlements are full and final. Settlements will only be full and final if both sides live up to the agreement – not just the Maori side.

From a fisheries management perspective the sanctuary represents a fundamental repudiation of the Quota Management System which has served Aotearoa so well and rebuilt our fisheries from the crisis position of the late 1970s and early 1980s.

The settlement gave more certainty to New Zealand's fisheries industry and the quota rights

'Settlements will only be full and final if both sides live up to the agreement – not just the Maori side.'
– Dion Tuuta

it is built on. The move away from the QMS to spatial management tools like large scale MPAs will introduce uncertainty to New Zealand's QMS. Our perpetual commercial fishing right, which is seen as one of the strongest in the world, will inevitably be weakened with flow on effects to all quota owners.

I am often asked what the solution to the Kermadec issue is.

The solution is to remove the ever-present threat of ill-considered and unilateral political action and restart the entire process with the meaningful inclusion of Maori as part of a proper dialogue. This dialogue should include a Treaty-based decision on whether such a measure is even necessary or whether our current systems can achieve the desired outcome through a different path.

By continuing down the flawed pathway begun by the former government the Crown risks perpetuating unnecessary conflict which should never have happened in the first place.

The solution is for the Crown to trust its Treaty partner – the same Treaty partner which has proven time and again that it is capable of living up to its side of the bargain and wants to see the fisheries settlement succeed.

Mauri ora



COMMERCIAL



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Gisborne companies leading the way

Ngati Porou Seafoods and Gisborne Fisheries have each recently embarked on a course that is revolutionising their respective companies and providing a welcome economic boost into the East Coast. Lesley Hamilton reports.

Ngati Porou breaks through



Ngati Porou chief executive Mark Ngata at port Gisborne.

Ngati Porou Seafoods chief executive Mark Ngata is a quietly-spoken man but leads a company that, just as quietly, has broken into the hugely lucrative airline catering field.

Ngati Porou Seafoods' smoked fish product is now being served in business class on Air New Zealand's Australasia and Pacific routes and the company is already eyeing additional routes and other airlines.

Ngata said Maori first arrived into New Zealand via the East Coast more than 900 years ago, as did subsequent migrations as they followed the currents of the Kermadec Trench. Ngati Porou traces its whakapapa back to the Cook Islands and even back then the primary source of sustenance was seafood.

"We whakapapa to Maui Tikitiki-a Taranga, the first and greatest fisherman who fished up Te Ika a Maui or the North Island as we know it today.

We are seafaring people and you can't really talk about how you rode in here on the backs of whales and not be people from the sea."

Maori were the first fishermen of Aotearoa, trading kaimoana amongst themselves and then with Europeans as soon as they started arriving.

Ngata said Maori were pushed out of their fishing roots and practices from the late 1800s as colonial legislation was introduced, and only regained those traditional fishing practices and rights through the 1992 Maori Fisheries Settlement.

Ngati Porou as the second largest tribe by population and having one of the longest coastlines fought hard for the settlement and

takes it very seriously.

"We are going to make sure the assets are maintained and grown for future generations."

Ngati Porou Seafoods is 100 percent owned by the people of Ngati Porou and started operating as a commercial venture in 2007. Prior to that they had just been trading ACE. At that time, they had an asset base of around \$2 million and today it is around \$45 million. Ngati Porou have provided an annual dividend back to their people from the very beginning, which Ngata says is something he is very proud of.

The tribal assets cover not just seafood but forestry, sheep and beef, manuka honey, horticulture and tourism and it was this reach into the East Coast community that first saw talks between Air New Zealand and Ngati Porou.

"Air New Zealand started talking with Ngati Porou Holdings, which comprises 51 hapu, at the time they were looking to make a commercial decision to cut back on regional flights but, in turn, wanted to help regional economies."

Ngata makes the point that Maori companies have a long-term and vested interest in the communities they serve because they will never abandon their ancestral lands.

"As part of those discussions, which focused on tourism, it turned inevitably to food. We had lunches featuring kaimoana, honey and wagyu beef which is what our farming company produces. But it was the locally produced and controlled seafood arm of the business that provided the opportunity."

Ngata says Air New Zealand is uncompromising over quality and price.

"Because they have a bit of a monopoly they are a strong force. That was a big learning curve



Ngati Porou operations manager Ken Houkamau is charged with meeting the high product standards set by Air New Zealand and LSG.

because Ngati Porou can be quite forceful as well.

"We were already producing smoked products and they liked the salmon and moki. The blue moki was caught here but clearly the salmon was produced in the South Island so from a story perspective the moki was better."

LSG Sky Chefs is the company that provides catering to Air New Zealand and other airlines and Ngata said Ngati Porou was left in no doubt that it had to lift its game even further to work with those groups.

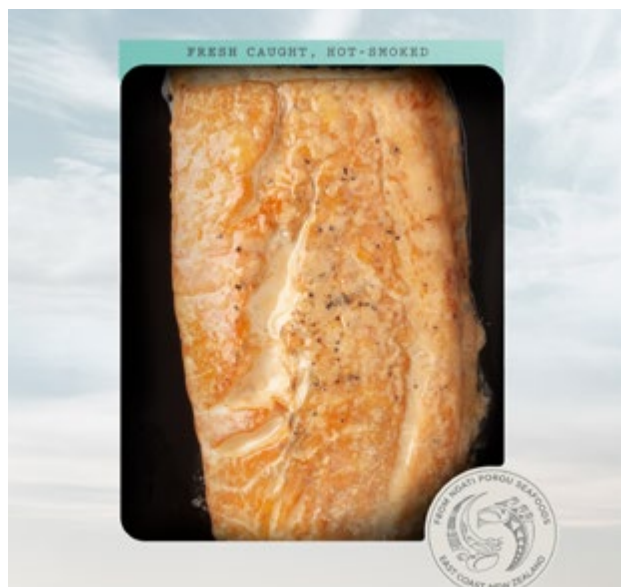
"When you are at 30,000 feet you can't have a bone or a scale in your moki entrée."

Ken Houkamau is Ngati Porou's operations manager and the man charged with meeting the new standards.

Houkamau points out that Ngati Porou Seafoods was already an export-certified plant from an MPI and food safety perspective but that wasn't good enough for Air New Zealand or LSG.



Ngati Porou Seafood's smoked fish is being served on Air New Zealand Australasia and Pacific business class flights.



"They liked the product, they did an audit and we thought it would be pretty simple. However, this was a totally different level of food standards than we had been used to. Mostly the gaps were around supply chain checks and measures that we had to ramp up. So immediately there was a list of 40-odd things we had to address that had never been raised by MPI or any audit previously."

"They were impressed with the facility overall but there were little tweaks and changes that they wanted made. Ultimately those changes have benefited us. There were also disciplines that our staff needed to improve. Simply, they wanted seasonal, impeccable product with impeccable traceability."

Ngati Porou Seafoods currently employs around 35 people and 90 percent are Ngati Porou.

"And the poor buggers that aren't Ngati Porou are married to Ngati Porou," said Ngata. "We have had to hire outside the iwi to gain specific skills in areas like sales and marketing and compliance but, by and large, we want to employ our own people. But you have to ensure they are qualified at a level capable of fulfilling these roles."

"Ngati Porou is known as a strong cultural tribe that values education. If you look at the government sector, politicians, lawyers, teachers, accountants, defence forces, police – a lot of the leaders in the past 30 years have come from this area."

Ngati Porou tribal authority provides scholarships for its young people to get appropriate degrees in marine biology, food tech and compliance and most of the factory staff have industry training qualifications around fish handling, temperatures and quality control.

"Training is a big part but identifying young people for future roles is not easy. Not everyone who gets a degree wants to come to work in a wet, cold fish factory. We come in and talk to the kids at Gisborne high schools about agri-business, including seafood, and we've been successful in changing the curriculum. Previously, most of their syllabus was focused around low-level entry jobs where we have now got them to focus more on higher careers in science and technology."

Gisborne and the wider East Coast is often described as economically deprived, but Ngata says the last few years have been good ones.

"Chamber of Commerce and the Eastland Community Trust are doing a lot of work and Ngati Porou, as well as other iwi are part of those groups. Unemployment here is quite low at the moment and even though it is one of the lower socio-economic areas of New Zealand it doesn't mean there are no jobs here."

The Air New Zealand deal has seen volumes supplied by Ngati Porou Seafoods rise from 200 to 400 kilograms a week at the beginning to around one tonne a week now, and the deal had an immediate effect on other revenue streams of Ngati Porou Seafood's business as well.

Ngata said 12 months ago its smoked fish products were in 10 supermarkets primarily in Auckland and today they are in 83 supermarkets across the North Island.

"The problem now is capacity," he said. "Air New Zealand is 46 percent of LSG's business and there are another 12 airlines that make up the rest. LSG have the ability to quadruple our orders in a very short space of time."

"And that's where we want to go. If Singapore and Cathay come to us and want our smoked fish, we need to be ready to go."

"We also have new product development projects active and anticipate having two new products in July to add to our current four products, so our supply is also being closely monitored."

"We have partners like Salve Zame at Gisborne Fisheries and Richard Kibblewhite who are also supplying moki to us and we will shortly have trevally and kahawai in the mix as well, which will help."

The expansion will also necessitate new premises, which they hope to have operational by 2021.

The product is marketed under the brand "Ahia", which means "Fire from the gods."

This connects Ngati Porou's past and future: Ahi-Tupuna (Maui) who pulled the big fish up and set it on fire, to Ahi-kaa burning home fires on the tribe's ancestral lands, to Ahia using fire to share its uniquely Ngati Porou seafood experiences from the edge of the world.

Gisborne Fisheries - selling the story from boat to plate



East Rock is Gisborne Fisheries new, premium product.

Salvatore Zame of Gisborne Fisheries is celebrating the success of a new and innovative seafood product.

East Rock is the niche, consumer-facing brand of the family-owned company which has been fishing the East Coast grounds for four generations.

East Rock, which has just been named a champion at the New Zealand Food Producers' Awards, provides premium, traceable and sustainable product aimed at discerning consumers who can literally trace the fish from vessel to plate. It is sold freshly filleted, deboned and skinned in 250 gram recyclable packs that feature the vessel it was caught by and the location of the catch.

While Salvatore Zame continues to run the Gisborne Fisheries fleet and processing arm of the business he credits his brother Bart with the vision to develop East Rock, and Bart's business partner Hayden Dingle with the marketing expertise to realise its early success.

"A number of years ago, Bart could see the benefit of selling direct to the consumer, as a lot of our business had the benefits our company offered going directly to wholesalers and retailers. We own our own quota, our own boats and our own factory so we can control quality all the way."

And that is how East Rock was born.

"It is named after my great uncle Salvatore

(Charlie) Zame who was the first to discover the East Rock fishing spot where there were great hapuka," Zame said.

The driver for the Zame family was getting maximum yield from a limited resource.

The East Rock product is currently going to selected restaurants such as Burger Burger, high-end retailers and World on Our Plate (WOOP), which is a competitor to My Food Bag. They also have a trial underway at Countdown to supply selected stores.

"We are selling a story. So, on the table at Burger Burger you might have a card that tells you this is East Rock Gisborne tarakihi and it gives the reason it is going into your burger. They are wanting to link their great burgers with a great product."

The majority of Gisborne Fisheries product is still going to wholesalers but, increasingly into the East Rock brand.

"The demand for East Rock continues to rise so now Gisborne Fisheries need to decide how much product we put into the consumer brand and still supply our key, traditional customers. And you have to be selective. You can't go to extra-large retailers because they will want all of our product and we still need to supply our key customers."



Salve and Ant Zame.

Delivering the product in premium condition means paying attention to the slurry, having shorter trips with small vessels fishing closer to the grounds.

"We limit what the vessels can catch, how many days they can go out, and the length of the trip. So that allows us to send the product out in as good as possible condition."

Gisborne Fisheries and East Rock have conducted blind taste tests on Gisborne tarakihi on three occasions with high-profile Kiwi chefs and come out on top every time.

"That's how we won the Outstanding Food

Producer Award. A judge compared our Gisborne tarakihi to product sourced from elsewhere. Both the taste and texture were superior."

East Rock is also sending fish to Singapore and Hong Kong to supply the mainly expat market where it is sold through high end retail outlets and restaurants.

Zame believes the days of filling your boat up with fish, getting it to the factory and deciding what to do with it are gone.

"Who knows? One day Gisborne Fisheries could all be under the East Rock brand. Gisborne Fisheries is effectively the production house for East Rock. This is future-proofing Gis Fish. We are not just out there to fill our boats up. We have been fishing from Mahia to East Cape for 80 years in the same way. We are now telling people our story. If the consumer trusts us they will buy our fish."

Dingle, marketing director for East Rock, agrees. "Developing the East Rock brand was all about being able to have a consumer-facing brand that told the Zame history. Bart [Zame] and I did a lot of research into what the consumer and retailer wanted. We were mainly targeting Asia when we did the research and they wanted 250-gram portion packs that were nicely sealed in premium, anti-tamper recyclable packaging.

"We are targeting retailers who want to tell



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FV Bartolo Zame coming into Port Gisborne.

the provenance story because their customers are demanding products that are premium quality, traceable right back to the source and from a consistent supplier."

Currently East Rock is supplying Gisborne tarakihi, snapper and gurnard in the consumer tray packs.

Dingle said East Rock tried to connect the retailer and consumer with where their fish was coming from as much as they could, and that included their skippers sending back real-time photographs of where they are and what they're catching.

One such skipper is 24-year-old Matt Howden, owner of the Hakuwai which he bought when he was just 22 years old from the Zame family.

Howden was born in Picton, and lived in Kaikoura where he fished on charter boats at the weekends, leading to him gaining his tickets.

"I caught the bug, to the disappointment of my parents, I guess. I did quite well at school, but fishing was where I wanted to be. I now have a 16-year-old deckhand who has been with me for well over a year now. He is from a fishing



Bartolo Zame outside DeLuxe cafe, Gladstone Road, Gisborne circa late 1940s.

family as well but seems to prefer working for me rather than his family."

Howden was on Richard Kibblewhite's vessel Pearler for a couple of years which also fished in a partnership with Gisborne Fisheries.

"That's when I started eyeing up the Hakuwai. Terry Zame's children weren't interested in taking the vessel on but I was. I worked for Terry for four months and he taught me so much. He had fished for 53 years and 50 of those were to Gisborne Fisheries on this 200-mile stretch of coastline. I would still like to be working for him."

Howden likes the Gisborne Fisheries/East Rock focus on quality, transparency and accountability.

"People want to know where their fish comes from, who the skipper was and where it was caught. I send pics back showing that I am off Tolaga Bay or the Mahia Peninsula where the rockets go from. The customer likes to know that I have set sail at 2am with a pic of the radar and then when I am coming in at 9 or 10 at night with their fish."



East Rock gurnard with quinoa, spinach, almonds and asparagus



Ingredients

- 250g gurnard
- ½ cup quinoa
- 1 bunch asparagus
- 100g baby spinach
- 1 lemon
- 1 bunch Italian parsley
- 2 cloves garlic
- 1/3 cup roasted and salted almonds
- 15ml rice bran oil
- 30ml olive oil
- 10g butter
- Flaky sea salt and pepper

Method

Gremolata

Finely chop the parsley, add half of it to a bowl. Finely chop the garlic, adding half of it to the parsley. Add the zest of ½ a lemon, 15-20ml of olive oil, plus salt and pepper to taste. The flavour should have a good balance of all the ingredients. Set gremolata aside until serving.

Quinoa

Place the quinoa in a saucepan and add 2 ½ cups of water. Cover and bring to the boil then reduce the heat and simmer for approximately 20 minutes or until the tails of the quinoa have released. Once cooked, strain off the excess water.

Roughly chop the spinach and add it to the quinoa while it is still warm. Add the almonds. If using whole almonds, chop or crush them before adding. Add the remainder of the garlic to the quinoa, also a squeeze of lemon juice,

15ml of olive oil plus salt and pepper to taste. Fold all the ingredients together and keep in a warm spot in the kitchen.

Asparagus

Snap the ends of the asparagus and discard the stalk end, keeping the head and majority of the spear. If the asparagus is large and the skin is a little coarse, peel the skin off the asparagus – this happens late in the asparagus season.

Cooking

Portion the gurnard fillets into two even-sized servings. Add 15ml of olive oil and 10g of butter (optional) to a heated frying pan. When the butter is melted and starting to bubble add the asparagus and a little seasoning and sauté until cooked to your liking.

In a second pan, heat 15ml of rice bran oil until the oil is almost smoking hot. Season the gurnard with salt and carefully place it in the pan. Cook the fillets 70 percent of the way through on the first side, then turn the fillets over and reduce the heat. The fish will cook all the way through in the residual heat of the pan. Add a squeeze of lemon juice.

If the fillets are large, finish sealing the fish, then cook in a pre-heated oven at 175°C.

Plating

This dish is for sharing. On a platter or large plate, place the quinoa in the centre then carefully place the gurnard and asparagus on top of the quinoa. The gremolata can either be served on top of the gurnard or on the side.

Recipe courtesy of East Rock, Gisborne Fisheries.



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Wake up to fatigue

WHAT WAS THAT
THING I WAS MEANT
TO BE DOING?

GETTING SOME
SLEEP, SON.

Are you experiencing any of these signs?

MOODY

Feeling grumpy
Not saying much
Getting frustrated
Not caring

DISTRACTED

Stuck on one part
of a problem
Can't stay focused
Can't make sense
of a situation
Can't finish tasks
Forgetting things

UNPRODUCTIVE

Cutting corners to
get things done
Can't properly judge
distance, time or speed
Doing things in the
wrong order
Can't think logically
Making mistakes

TIRED

Yawning a lot
Nodding off
Slurring speech
Got sore eyes or
blurry vision
Feeling clumsy or slow

Do these risks ring alarm bells?

- ☐ Been awake for more than 16 hours
- ☐ Short of sleep
- ☐ Slept badly
- ☐ Are working alone in the early morning hours
- ☐ Feel exhausted

Be aware that it's possible to both look and feel alert when being at risk of falling asleep. If **two or more of these risk factors ring true**, you're fatigued and at risk of falling asleep.

ACT NOW!

- Tell another crew member
- Get some sleep (ideally around 2 hours – including at least 15 minutes to wake up)
- Drink some water
- Eat a light meal or snack
- Do a job with minimum risk

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Italian roots holding firm



Italian cray fishers enjoying a meal of pasta near Wellington Harbour.

In its fresh livery, you'd be forgiven for thinking that the *San Antonio* is a new addition to the Basiles' fleet of fishing boats. Emily Pope speaks to Dion Basile from Wellington Seamarket on the restoration of the old vessel and the evolution of the family's seafood business.

Moored at Chaffer's Marina, a 50 ft (15.2m) boat sits proudly with its strong wide bow and hardy hull. It's one of the few remaining wooden boats of its era and has a history that dates back to the 1970s. The Basile family put the *San Antonio* to good use as a cray and line boat until the '80s when the era of aluminium and marine ply boats saw it tied up. The *San Antonio* languished at Chaffer's Marina until brothers Tony and Johnny Basile set about restoring it from 2008-2018. It was really a labour of love, with the brothers fitting a new fibreglass deck, installing new oil and fuel tanks and applying new paint to the interior – a job that Johnny tackled over five months. Wellington Seamarket operations manager Dion

Basile said the *San Antonio* has a lot of history. "It has quite a bit of sentimental value to my Uncle Johnny.

"She still looks like the same beautiful wooden vessel that she was when she was first built, but on the inside, it's really been brought up to scratch. It could almost pass as a commercial fishing vessel again, the quality is that good."

The story of the *San Antonio* in many ways mirrors that of Wellington Seamarket.

Located on the upper stretch of Cuba St, this seafood business has been held by a long line of Italian families since 1947.

Antonino Basile (Dion's grandfather) and his brothers Giuseppe, Mariano and Alfonso arrived in New Zealand from Italy between 1915 and 1922, where the brothers had made a living fishing for sardines and anchovies in their hometown Massa Lubrense.

"They took that fishing knowledge from Italy and brought it here," Dion said.

"I'd say they were a little more entrepreneurial than most."

Antonino bought the family's first boat, the *Prince Umberto* and fished with his brothers from the early 1920s. The family said it was a completely different environment to fishing in the Mediterranean, one that required pioneering different fishing techniques.

FEATURE

Groper and other line-caught fish formed the foundation of the family's livelihood for a time and were sold to Townsend and Paul – a local wholesale and auction company that sold fresh fish, fruit and vegetables.

The discovery of new fishing grounds around Tora on the East Coast of the North Island was when the family business really took off, said Dion.

"One fisherman went up there and came back with 50 sacks of crayfish weighing 50 kilos each! It was ridiculous, not something you typically see these days."

The establishment of the Island Bay fishermen's co-op in the 1930s brought a new wave of business and better deals for fishing families.

It was a time when the Italian fishing community was really booming, according to fourth generation fisherman Dave Greco whose family worked alongside the Basiles' operation.

"Antonino and my grandfather even fished together."

The tight-knit fishing community supported Antonino in 1953 when his 52ft (16m) boat Prince Umberto broke away from its mooring during a storm, hit Island Bay's rocks and sank. It would be two years before boatbuilder Jack Guard delivered Antonino his new vessel, the San Liberatore and his days working on other boats was finally over.

Antonino's love of fishing was passed on to his children Vince and Johnny Basile who were already fishing with him on the San Liberatore by the age of 15. Their brother Tony had other plans.

"My father Tony did one year of butchery before his father Antonino suggested he buy into the Pacific Fisheries partnership."

Pacific Fisheries had two shops back in the day – one on Cuba St and one on Courtenay Place. Seeing sense in his father's suggestion, Tony joined the partnership in 1966. A decade later it was time to move on again. Tony sold his share of Pacific Fisheries and bought into Wellington Trawling



Wellington Seamarket owner Tony Basile mucking in at the family's fish factory.

Company, which the family eventually took complete ownership of.

Rebranded as Wellington Seamarket, the wholesale business saw a lot of trading going on, said Dion. Crayfish exports and oyster distribution were the stock-in-trade.

"They exported a lot of cray tails to America back then – that's what really started the crayfish industry in New Zealand. Before that, there was no real market for them."

With orange roughy and hoki booming, the purchase of a trawler was required to expand their variety of fish.

Customers' preference for filleted fish marked one of the company's biggest operational shifts, moving from whole fish to fillets in response to growing demand. This saw Tony establish a filleting training programme for his new employees.

"Dad said he always wanted to give something back to Cuba St, so in the late '90s when Cuba was becoming quite a popular and trendy place, he seized the opportunity to open a retail shop on the processing site."

The plan was to relocate the old office block near the street and replace it with a modern, cafe-style fish shop. The fish factory continued to operate out the back.

The shop remains on the original site today and now



Tony's son Dion Basile is the business's current operations manager.



The Basile brothers: Giuseppe (left), Mariano, Antonino and Alfonso (right).

has two sister shops, one on Lambton Quay and the other in Lower Hutt.

Expanding the site in 2000 was a necessary move that's benefited sales, said Dion.

A redundant chimney on the top of the factory's roof was once atop a smokehouse that churned out whole smoked fillets of fish – one of the company's most popular products.

"As regulations and people's tastes changed, there was little demand for that product anymore. It's the perfect example of how we've evolved for our customers."

Now Wellington Seamarket's focus is local, over-supply is less of a problem. Dion trades extra fish with neighbouring companies or sends the fish to regions where it sells well. You'll find the Seamarket's fish in Wellington restaurants like Hippopotamus and Coene's, as well as cafés and fish and chip shops.

Catering to local consumers has changed the way they fish too.

"Consumers wanted to know how their fish was caught, where it came from and whether or not the fishery was sustainable," said Dion.

"It's not about tonnage anymore. Because everything is local now, our fishermen are more in tune with how they catch and care for their fish.

"And that has changed fishing behaviour."

Wellington Seamarket has swapped out the standard three-inch mesh for five-inch square mesh nets (T90) in front of the cod end to release undersized fish back into the ocean and have opted for more lightweight fishing gear.

Slurry methods are used for all their fish, ensuring product arrives in premium condition at the dock; then it's chilled, filleted and delivered to customers that very same day.

"Our skippers are incredible. They'll call us up, let us know where they are and what they're catching. You can tell they take a lot of pride in their fish because it always arrives in pristine condition."

It's those little things that make all the difference, Dion said.

"At the end of the day if we don't look after the product we're selling, we won't be able to sustain our business."

Fishing was much more intuitive in the early days, he said.

"They didn't have GPS and the fancy technology we have today. Instead, they used to line everything up with the hills."

Those were the days when the family would venture out to the Kapiti Coast bush, gathering materials like flax to bunch the bait and supplejack vines to make their own crayfish pots.

"They made hundreds of them. Grandad once made 60 pots in one sitting over summer.

"They were hit badly by a southerly and all 60 pots were swept away. He had no hope of getting them back, so spent the next 48 hours working frantically to make more."

They're still fishing the same grounds that their ancestors did, but with more of a conscience on how they go about it.

"As competition gets tough and there's more options for consumers to choose from, you have to make sure your fish is that much better.

"If you sell them really good seafood, they'll buy it again."

Today the fleet consists of one trawler, two line boats and two set-net boats, a mixture of old and new, with no current plans to expand. They bring their fish in from all parts of the country.

"We have a good balance between fishing vessels and market demand at the moment. What we really want to focus on is building a reputation and story behind the name.

"It isn't always the most glamorous job – it's wet, it's cold and it's seafood. But if you can come in early, take time to talk to your staff and have a laugh, it makes all the effort worth it," Dion said.

"My family have been fishing here for nearly 100 years. We want to capture that, celebrate our people and share the good work we're doing."



The San Antonio restored to her former glory and on show at the 2019 Island Bay Blessing of the Fleet ceremony.



A watershed moment for Maori fisheries

It's been hailed as a 'watershed moment' for Maori fisheries. Bill Moore asks, what will Nga Tapuwae o Maui really mean and why is it so important?





Ngati Porou Seafoods Group chief executive Mark Ngata (left) and Te Rarawa's Kevin Robinson share a greeting.

With the stroke of a pen, 36 iwi have forged an agreement that moves the 27-year-old Maori Fisheries Settlement into a new collaboration aiming to benefit them, Sealord and all Maori.

Nga Tapuwae o Maui ("Following in the Footsteps of Maui") took four years of planning, complex discussion and negotiation to achieve.

Sealord has been 50 percent owned collectively by Maori ever since the historic 1992 settlement. This agreement, signed at a special gathering in Auckland, widens and deepens that relationship.

Not all iwi are involved but Nga Tapuwai o Maui will see Sealord catching 60 percent of Maori deepsea quota including hoki, orange roughy, jack mackerel and silver warehou. Separate agreements with other iwi lifts the total to near 70 percent, and more could come into the Sealord fold as a result of continuing talks. The rest is mainly caught by Talley's, Sanford and Ngati Kahungunu, fishing in its own right.

The financial benefits for the 36 iwi are clear: they already receive resource rentals for the Annual Catch Entitlements that Sealord catches on their behalf. Now

they will also get 80 percent of the profit that Sealord makes from the fish.

It's a deal that will add millions of dollars a year to the total return to iwi. Sealord gets a guarantee of a stable supply of fish for its fleet, allowing it to plan its fishing programme and develop its fleet with greater security. The door to further purchases of new vessels like the trail-blazing \$70 million Tokatu, delivered last year, is opening.

The agreement has also been warmly greeted as something bigger – an evolution towards the full Maori participation in the fishing industry that the "Sealord settlement" negotiators envisioned three decades ago. It's no longer just about an annual payment to iwi for their deepwater ACE. Other values and relationships are also being developed.

Sealord fishing general manager Doug Paulin has been involved since the beginning, when Sealord decided to seek more catch certainty than the year-to-year ACE market could provide.

"The idea was to provide a long-term arrangement that would provide positives for both Sealord and iwi."

In the usual arrangement, the ACE market is like a clearing house for quota-owners who don't fish. They are paid a resource rental from whoever buys their right to fish in that year, with the catcher getting the profit above what the ACE costs them – assuming they catch the fish.

Under Nga Tapuwai o Maui, Sealord will pay to iwi the resource rental plus 80 percent of the profit once

"This unique partnership very much aligns with the intent of the Maori Fisheries Settlement, which envisaged Maori working collectively together, large and small, for the benefit of all. This is what our tipuna fought so hard for."

- Ngati Porou Seafoods Group chief executive Mark Ngata

"This is not just about increasing returns – it is a business decision that is founded on tikanga Maori where all parties are taking learnings from earlier arrangements to better manage our fisheries assets. Together, we want to lift our sights higher to ensure fisheries continue to be managed sustainably, using best practice, with improved performance." – Sealord board and Moana New Zealand chair Whaimutu Dewes

"We share a common recognition that quota is taonga that must be protected for future generations and that this can be achieved whilst maximising the income from this valuable asset." - Te Kupenga spokesperson Tony Magner



Hinerangi Raumati-Tu'ua signs for Ngati Mutanga.

the fish is caught and sold. In addition, since all iwi are shareholders in Sealord, they get an annual dividend payment.

Sealord gets the certainty it was seeking.

"In terms of modernising our fleet, that is one of the most important factors," Paulin said. "We are in the process of working through what the fleet renewal process will be now that we have secured this arrangement."

Tokatu had proven its worth already, he said, catching more fish more quickly than other boats, thus delivering a lower catch cost per kilogram, and a higher profit.

"We're in the process of considering a second new vessel – there's a raft of factors that will go into that – and it will take a period of time to solidify how we structure the fleet."

Paulin said working toward the agreement had involved dealing with 40 individual iwi groups, all of which had different perspectives on their quota, how it would be fished and their expectations in terms of return and how Sealord will deal with them.

Getting alignment across all the parties was difficult in itself. Then a shared understanding of how the agreement would work in practice had to be achieved, often across multiple meetings with different groupings. It was a marathon exercise, with hundreds of meetings over several years.

"We had to do a number of different presentations in a number of different formats to make sure there was common understanding of the arrangement for

Skipper hails opportunities

Sealord skipper Vaun Williams has seen Maori membership of deepsea crews gradually rise and says Nga Tapuwai o Maui creates the opportunity for many more recruits.

"When I first started fishing there used to be very few Maori in the fishing industry – it wasn't uncommon for me to go to sea and be the only Maori on the boat.

"Most of the vessels are now looking at 30-40 percent Maori on the boat, some of them 50 percent," he said. Williams, with Ngati Kahungunu, Ngati Porou and Ngati Rongomaiwahine heritage, grew up in Napier. He said while he had the advantage of living across the road from where the Hawke's Bay inshore fleet tied up, many young North Island Maori still had little knowledge of the fishing industry and particularly the deepsea vessels.

"I was attracted to the fishing industry from a young age, I got the opportunity to come down to Nelson. I was one of the lucky ones."

Three decades on he's the well-respected skipper of the 43 metre freezer trawler *Aukaha* and is keen to see more young people build careers at sea.

He said the Nga Tapuwai o Maui agreement didn't only give Sealord the ability to give a greater return to its iwi shareholders, but created the opportunity for the iwi to steer their youth towards the industry.

"The iwi that have signed up to this deal need to be promoting Sealord in their own neighbourhoods, in their own iwi forums.

"There's actually no pathway to get young Maori through the door. That's where we need to go." Once they were recruited, he said, "It's about the culture that you breed on your boat as well – if you've got a good training regime and you look after the young guys they're going to stick around."

The skipper's ties to Sealord also have a family aspect – his mother Mary is a wetfish factory processing specialist at the Nelson site, and active in the kapa haka group.

In an interview for Sealord's in-house magazine *The Catch* last year, she recalled dropping her then teenaged son off for his first ever Sealord trip, aboard the *Seafire*, with a mix of pride and sadness at saying goodbye.

"When he told me he'd got the skipper's role we were so pleased that it had finally happened for him. It was such fantastic news the whole family were ringing each other, across Perth and Sydney too."



Vaun and Mary Williams on the deck of *Aukaha* at Port Nelson.



Sealord's state of the art factory trawler, *Tokatu*.

everyone who was going to be involved," Paulin said.

A previous agreement involving 17 iwi over five years had worked well, with 90 percent signing up to Nga Tapuwae o Maui. The new agreement covers 12,000 tonnes of ACE, with the biggest players being the Iwi Collective Partnership (36 percent), Ngapuhi (22 percent), Maniapoto (13 percent), Tainui (12 percent), and Te Atiawa (Taranaki) iwi (9 percent).

Of the Maori deepsea quota outside the Sealord agreement, Ngai Tahu holds 10-12 percent which Talley's fishes, Ngati Kahungunu about 7 percent, and the rest is spread among a number of much smaller iwi. Some who didn't join Nga Tapuwae o Maui are in separate discussions with Sealord which might see them adopt a similar model.

Paulin said the agreement was a very good arrangement for the iwi who'd joined it.

"With iwi owning 50 percent of Sealord, it makes sense for them if they can get a positive return for the quota they own themselves, plus assist Sealord in terms of being more efficient in how we run our vessels – in that way we're more profitable so they get higher dividends back from Sealord as an owner.

"You have to think that when the 1992 treaty settlement occurred, with Sealord part of it, some of that would have been envisaged, but for a raft of different reasons it's taken a period of time to get to the point where we are today."

The agreement has also been welcomed as providing iwi members opportunities for training and employment. Sealord already has a much higher percentage of Maori crew than the national average of around 20 percent, with an estimated 30 to 40 percent across its vessels.

Paulin said it would continue to work with the iwi on recruitment, but noted that it wasn't easy.

"We interact a lot with iwi directly, but you've still got the issue from a New Zealand societal perspective that seagoing roles are becoming less and less attractive because of lifestyle choices that young people are making.

"It's not that Maori aren't choosing to go to sea, it's more that New Zealanders aren't choosing to go to sea. Their value system is vastly different than it was a generation before.

"We struggle to get young New Zealanders in the lower-end roles to come to sea, of any ethnicity."

Iwi Collective Partnership general manager Maru Samuels said the new arrangement provided significant opportunities for Maori and the 18 iwi in the collective were very happy with it. The deepwater sector was "a considerable portion" of the collective's business, he said. "All going well, we should see at least a good improvement in our returns year by year – around 20 percent on our past arrangements in the deepwater fishery."

He said the previous arrangement had "worked well on paper" but left the iwi a little divorced from Sealord.

"When you move into this type of arrangement, it actually brings those iwi shareholders closer to the company, which allows them to become interested and involved in the finer detail of how a deepwater fishing company like Sealord works.

"This deal creates a real connection to give the iwi a better understanding of Sealord as a business – you move beyond being a mere dividend recipient to now being both a shareholder and a significant supplier."

Asked whether the agreement paved the way for more change, he said the collective members "haven't taken a breath yet".

"We've been focused so much on getting this across the line. Funnily enough I've already started receiving emails and phone calls from people in other industries wanting to do similar things with iwi, asking what the magic formula is.

"We'll spend the next couple of years getting to understand the model better and Sealord as a company, then who knows? Maybe three years down the track we could review the whole thing and try to improve it even more."

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Curly Brown - a skipper who doesn't leave you guessing

Bill Moore

Curly Brown's passion for the fishing industry is clear. Get him talking and it's not long before the old Rolling Stones line comes to mind: "If you start me up I'll never stop."

Issue after issue comes up, he's got strong views on all of them and he doesn't want to get off the line until he's had his say.

He took the same approach in a lengthy, spirited submission to Your Fisheries – Your Say earlier in the year, concluding: "I feel very passionate about the fishing industry and its misconceived place in New Zealand society ... I felt compelled to complete this process because I would find it very difficult to meet with other fishermen and tell them I didn't manage it."

Brown runs the last surviving New Plymouth trawler, Receiver, mainly targeting gurnard – and is plagued by an abundance of snapper that he can't avoid but can't make any money from.

That's just one example of the frustrations he faces in his working life. He will talk forever on the imperfections of the Quota Management System, the flaws in electronic monitoring and the plan for cameras on boats, the ageing of the inshore fleet and its owner-operators.

He's especially spurred by what he feels is a totally unjustified public view of fishermen and their contribution to New Zealand.

"We are so badly misrepresented in this country," he said. "I'm absolutely spewing on the way we're perceived, often in the New Zealand media, particularly by eNGOs, pressure groups, recreational fishers, even MPI to a certain extent.

"I'm a New Zealand Maori. I can't say that I've ever

been the subject of racism of any significance, but the prejudice I encounter because I'm a commercial fisherman ... we just get absolutely slaughtered, and most of it is shockingly ill-informed nonsense."

Citing the example of the claims around seabed damage caused by bottom trawling, Brown said only 10 percent of New Zealand's EEZ had ever been trawled. "Of that 10 percent, about 90 percent of it is completely fallow. What other farm in New Zealand is operated like that?"

He said 60 percent of New Zealand's native biodiversity has been irretrievably displaced by agriculture, horticulture, forestry, transport links, urban sprawl and domestic dwellings, with agricultural livestock and their feed both introduced to New Zealand.

"It is arguable our national parks are in a worse state than our seabeds. We've got gorse, pinus radiata, rats, mice, ferrets, possums, thar, goats, pigs, deer, wasps, old man's beard, didymo in the rivers and introduced trout."

In contrast, fishermen extract native fish from a natural wild environment.

"We haven't had to ruin or completely displace the native biodiversity to farm it," he said.

"We are seen as environmental vandals – how much water do we use out of the aquifers? How much fertiliser do we use? How much pesticide and insecticide?"

"Commercial fishermen are the conduit by which 4.3 million New Zealanders have access to this wonderful resource. It seems like there is a perception commercial fishermen catch fish for self-interest only. Some of it is exported, which helps our GDP."

Brown said more than 50 New Zealand bird species had become extinct since man arrived, while not a single marine fish species has been made extinct by commercial fishing in New Zealand or anywhere in the history of the planet.

"The reason is simple – what becomes extinct is not the fish, it's the fishermen. You get to the point where a fishing industry is no longer sustainable, and it collapses.

"That's not what fishermen want. We've got more at stake in having healthy fish stocks than anyone."



New Plymouth's sole remaining trawler skipper, Curly Brown.



Young days.

He said the Quota Management System has been great for fish stocks, but there were real issues with its inner workings.

Snapper, a favoured table fish, was “an absolute plague – like rabbits in Central Otago”. It was so plentiful that he couldn’t avoid catching it, and had to land it with the lease cost similar to what he got paid for the fish.

This was a good illustration of why the QMS needed a re-think, Brown said, with more attention needed on the anomalies it put in the path of the commercial sector.

“I’m a New Zealand Maori. I can’t really say that I’ve ever really been the subject of much racism of any significance, but the prejudice I encounter because I’m a commercial fisherman ... we just get absolutely slaughtered.”
– Curly Brown

The days of a keen young fishermen being able to buy a boat, get a licence and go fishing were practically over, he said.

Access to fishing rights was through Annual Catch Entitlement, and with 90 percent held by about five fishing companies, with fishing plans already allocated to existing fishermen entry into the industry was incredibly difficult, particularly in provincial areas without large fishing hubs.

In his 27 years skippering Receiver the New Plymouth trawler fleet had shrunk from about eight boats to one, with just one other trawler domiciled in the Central West Region (FMA8).

“I believe if I was to enter the industry today, with the skill set I had 27 years ago I would struggle to make it in this business. It’s nigh-on impossible to enter the industry today and be successful.”

Brown and Hayman Fisheries has owned Receiver since 1984 and over the years had spent “millions” on it, Brown said. It was in good condition for its age, but it was said that a healthy fishing fleet replaces its vessels about every 10-12 years.

“Fishermen in New Zealand just can’t afford to replace their boats anymore.”

This was one of the “really serious issues” facing the industry, he said.

“Fishermen have lost access to the fishery by the lack of fishing quota ownership. Due to IEMRS our intellectual property is no longer exclusive.”

Unsurprisingly he’s also got a firm view on the proposed introduction of mandatory cameras on all New Zealand fishing vessels.

Racial profiling could distort offending statistics, Brown said.

If a sector of New Zealand society was twice as likely to be targeted for any type of offending it would be represented twice as much in offending statistics and this would totally misrepresent the sector.

“With IEMRS and cameras our persecution will be complete. This is the definition of totalitarian oppression. Why us? Could not such scrutiny be levelled at the premises of the people responsible for the distribution of meth in this country? I think their lawyers and civil libertarians would come to their support.

“We distribute native wild caught free-range organic high-protein low-fat brain food that grows the bodies and minds of New Zealanders. If the distributors of meth were scrutinised to the same degree as the fishing industry the Government would not have the audacity to make them pay for the cost of their surveillance like they do us, so it appears to me our social status is lower than these people.”

Brown said If there was to be complete scrutiny by IEMRS and cameras “you’re going to find every single infringement the commercial fishing industry may commit no matter how technical, while every other industry in New Zealand is not going to have the same level of scrutiny. That is absolute bias and prejudice against New Zealand fishermen – a breach of our civil rights.”

Instead, there could be a percentage of boats carrying cameras on a rotating basis, with obligatory camera use for operators found to have committed offences, or working in especially sensitive fisheries,



Receiver at sea.

FACES OF THE FEDERATION

he said.

"I have always been an environmentalist and see no conflict between this and my fishing. We have to put more emphasis on the work fisheries scientists are doing and not water down their insightful conclusions by the misconceived views of the unqualified."

Brown has been a commercial fisherman since 1981 – and was going out on his father's boat long before then – but his involvement with the Federation got really going 15 years ago when he attended the conference for the first time. It made a big impression.

"I came across people who were older than me – they were role models. I wanted to be a successful businessman like them, and I knew it was possible because the evidence was right in front of me."

He said it had been great to become friends with other fishermen working around New Zealand through the annual get-togethers.

"You form a strong bond with people and it can be really helpful around bits and pieces that might be affecting the industry, and for those two days a year you're right at the interface with other entities involved with the fishing industry, like MPI, Maritime New Zealand, NIWA scientists and other service providers for the industry. That's really important also."

It was a real shame, he said, that some fishermen reaped the benefits of the Federation's work without becoming active members.

"It's a golden opportunity that those people are missing out on. I wouldn't be half the fisherman I am if I hadn't had that relationship with the Federation."

With an ageing and shrinking group of owner-operators still in business, it became more important for those remaining to be involved, Brown said.

After all this it's both a surprise and a disappointment to learn that he's planning to get out of fishing as soon as he turns 60, less than five years from now.

Why? With so many regulations and formalities to deal with, many of which he believes are unnecessarily complicated, and so much public criticism, which he thinks is almost all unjustified, the business has lost its appeal.

"I've had enough," Brown said. But there's still a few years left in which he's guaranteed to have plenty more to say.

After a planned 30-minute conversation has stretched to an hour, he finally agreed to end the call.

"That's the short version," he said. "Sometime when you've got a spare week, I'll tell you the full story."

The advertisement features a dark background with a subtle pattern of white circuit lines. At the top center is a circular logo with a stylized 'D' and 'N' inside. Below the logo, the text 'DECKHAND NZ' and 'deckhand.nz' are displayed. The main headline 'THE FUTURE IS COMING. READY?' is in large, bold, white capital letters. Below this, two lines of smaller text describe the product: 'Introducing your all-in-one Electronic Catch and Position Reporting solution powered by FishServe Innovations New Zealand.' and 'Built with fishers for fishers to support your business and meet the new reporting regulations.' The bottom section contains the text 'Welcome to the future of fishing. We're Deckhand NZ.' followed by the website 'Deckhand.nz' which is underlined.

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From the federation: Electronic reporting 'valuable tool'

Keith Mawson



Keith Mawson

One of the main areas that will be affecting all fishers in the next 12 months is electronic reporting and I think once the fishermen get past the concerns around the security of their intellectual property and information they will see it as a valuable tool that will assist their fishing decisions and will drive better management decisions.

The accuracy of non-refutable information of where we harvest and what we catch will be invaluable when areas come under pressure from competing groups or environmental organisations. Often the industry has suffered when precautionary decisions are made due to the lack of information or there is uncertainty of the accuracy of the information.

The Federation has worked hard in the IEMRS space to ensure that MPI fully understands what is practically happening on the water but there will always be something that has been overlooked or not considered.

Whilst we move into an environment of more compliance and greater transparency of our information and operations the concerning area for me is the ageing fleet and the skippers and crews that work on those vessels.

When I first got into the industry in 1986 the Taranaki fishermen and crew were aged 20-40 and were an enthusiastic and motivated group of harvesters. Now the majority of the fisherman are 50-70 and looking to want to exit the industry in the next 5-10 years.

This group of fishermen have worked hard through some very stressful periods especially when productive fishing areas were being lost to protect dolphins that none of them had seen. These guys have done the hard yards and have got their businesses into positions where they are sustainable over the longer term and they know that they are blessed with a healthy and productive fishery on their back door. The big issue for them now is finding motivated young crew who are prepared to work hard, listen and learn. They are also concerned about who they can train to take over and purchase their business when they want to step back, enjoy life and take things a bit easier.

The skill base that these experienced fishers have can't be learned overnight and if we don't start attracting young people into the harvesting sector the industry is going to leave a lot of ACE and fish in the water which will not benefit the local economy or industry.

The Federation is keen to support initiatives that benefit the harvesting sector and it would be good to get useful feedback on what can be done to attract motivated, capable and young people into the fishing industry.

Keith Mawson owns Egmont Seafoods, New Plymouth. He is a long-time member of the Federation executive and sits on the Southern Inshore Finfish Board.

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A bone to pick with salmon



There's a bony problem faced by New Zealand salmon growers and it's one that's putting Scott Technology's innovative thinking to the test. Emily Pope speaks with David Cole and Barbara Webster on the progress of Mount Cook Alpine Salmon's pin-bone removal project.

Using tweezers and pliers, it takes a Mt Cook Alpine Salmon worker five minutes per fillet to remove the 30-odd pin bones.

It's currently the only way the company can debone its fillets and it's very time-consuming, chief executive David Cole said.

"We only pin-bone a small proportion of our total harvest, simply because we couldn't employ that many people to pin-bone everything.

"Moreover, the cost of producing a pin-boned fillet when you're having to do it manually is just non-competitive with overseas companies who use automation to deliver the same outcome."

Seeking a solution, Mt Cook Alpine Salmon employed the help of automation and robotics company Scott Technology.

"New Zealand has a long-standing reputation of finding number eight wire solutions to difficult problems. That's exactly what this challenge presents. Scott's reputation for robotics, creativity and 3D x-ray vision capabilities absolutely meet this sort of challenge," Cole said.

While there are automated solutions available for Atlantic salmon, there's currently no equipment specific to king salmon, making the challenge at hand a tricky one.

King or chinook salmon has different qualities from Atlantic salmon. It has a different bone structure, the flesh adheres differently, and the bones are far more

brittle, often breaking during removal.

The bones are in slightly different locations and even the number of bones differ by fillet too. "The only way to know where the bones are is through 3D technology," Cole said.

Scott's dedicated team of six have spent the last six months immersed in research and development, zeroing in on ways to automate the removal of the pin bones. The researchers have been examining the intrinsic characteristics of king salmon and channelling that into "building-block" concepts which will eventually combine to form a pin bone technology that's customised to king salmon.

It's a lengthy process, but one that Scott's research



As there's no automated solution for king salmon, staff must remove each fillet's 30-odd pin bones by hand.

and development director Barbara Webster sees as an opportunity.

"The design solution has to be able to cope with natural variability in the salmon and that will require us to extend our core capabilities," she said.

"We do a lot of work for the meat sector using x-ray, but this project gives us the opportunity to branch into a new field with a New Zealand company."

One option is to use x-ray vision to create 3D views of each fillet and apply algorithms to determine the precise location of the pin bones.

It would work like a giant scanner, said Webster.

"We've used x-ray in the past as a mainstream technology for identifying where to cut a lamb carcass, so we need to tailor that by taking it down to a lower resolution to be able to detect the smallest of pin bones."

X-ray could assist in quality control too, scanning the fillets for any remnants of bones that were missed.

"We will have to do some developments, but we see it as achievable."

Once the issues around bone detection are dealt with, the team will set about using robotic techniques for automated removal.

This was very much an evolving concept, Webster said.

"We're still in the early, rapid prototyping phase of coming up with a solution. This application will be several months before we think about the fine details of a complete machine and the build of it."

Getting the foundations right will be essential.

Instead of limiting themselves to one specific technology, Webster and her team are looking at using a combination of tools for automation.

In the first instance, Scott is developing hand-held devices to make the task more efficient and less fatiguing for staff. Bespoke mechanical tools are also being considered.

Leveraging off existing technology is another option – using simple tools like tweezers and upgrading them with robotics for removal of the bones.

"We're also looking at tools currently used in Europe that could be tailored to the chinook's delicate features."

Although the exact combination of technology won't be finalised until a later design phase, Cole is confident they'll find a solution.

"Like any new technology, it carries some risks. It might be 18 months before we have a workable

solution, but I'm confident it will happen."

For employees, the change can't come soon enough.

When Webster and her team undertook the project, removing health and safety pressures was a key objective.

"It's a very repetitive task which is dangerous for people to do for long periods of time as there's potential for repetitive strain injury," Webster said.

"Employees are also limited in the amount of product they can debone, whereas an automated solution can tick over nicely in the background without those issues. It takes the production pressures off staff."

And for those concerned about job security, Cole gives assurance that Mt Cook Alpine Salmon is not expecting to lose any staff as a result of automation.

"Pin-boning is one of the least favoured jobs amongst our staff, as you might imagine. We have ample opportunity for redeploying our people into more interesting parts of our operation that don't require standing over a line and pulling out pin bones with tweezers and pliers."

If anything, automation would release a staff bottleneck, he said.

"Pin-boning has been a restriction in growing our overall volumes and having this technology opens up our ability to pin-bone more fish without putting a strain on staff."

Once complete, Cole expects the technology will be a cornerstone in the company's growth, improving product volume and value.

"The value element is becoming more important to us. We would rather sell a bone-out portion than just a GNG [gilled and gutted] whole fish," said Cole.

"The cost of producing a pin-boned fillet or portion when you're having to do it manually is just uncompetitive, especially with overseas companies who use automation to deliver the same outcome.

"This technology will enable us to grow that value chain and produce more value-added elements to our products. We're looking forward to seeing where it takes us."

Mt Cook Alpine Salmon grows its fish in freshwater hydro canals near the South Island's Southern Alps, processing about 500,000 salmon a year which it markets around the world.

Seafood Innovations Ltd has provided \$500,000 funding to support the project. Delivery of a solution is on track for early 2020.



Mount Cook Alpine Salmon's farm, located between Lake Tekapo and Lake Pukaki, where prized king salmon are harvested. Photos courtesy of Mount Cook Alpine Salmon.

2019 conference programme confirmed



The 2019 seafood conference will traverse innovation, environmental issues, electronic reporting, maintaining property rights and trade deals in a wide-ranging programme with something for everyone.

The NIWA technical day on August 8 will have a strong focus on innovation and the environment, with speakers from NIWA, Mt Cook Alpine Salmon, the University of Waikato, Plant and Food Research, Scion and more. Later in the day the focus will turn to electronic reporting with speakers from Fisheries Inshore NZ, Fisheries New Zealand, the technology providers and FishServe. The day will conclude with a presentation from the Marine Stewardship Council (MSC), which will be followed by a poster session and "Blue Drinks" hosted by MSC.

The conference on August 9 will begin with registration and morning tea, which will give delegates time to arrive and network prior to a full day of future-focused topics.

Rabobank's Gorjan Nikolic will headline the day as the Sanford keynote speaker. Craig Ellison will provide a fresh industry scorecard and Dr Richard Ford from Fisheries New Zealand will give the latest report on our sustainable fish stocks.

Maintaining our property rights is key to the successful future of the seafood industry. A panel comprising Western Rock Lobster's Matt Taylor, TOKM chief executive Dion Tuuta, Tom McClurg

and Mike Arbuckle will delve into this topic. Chris Finlayson will also talk about Treaty settlements and where National went wrong over the Kermadec Ocean Sanctuary.

US Ambassador Scott Brown will tackle the intricacies of doing a trade deal with economies the size of the United States and China and Sanford's Lisa Martin will explore whether we are moving fast enough with respect to sustainability.

Graeme Sinclair will provide a glimpse into the third series of Ocean Bounty and our people will be celebrated once more with the fourth annual Seafood Stars Awards.

With the conference being held on a Friday, delegates will be encouraged to dress down and wear smart casual attire. The conference sessions will be slightly longer than usual but will be book-ended with longer networking opportunities. A happy hour and the ANZ cocktail function at the AJ Hackett Bungy Centre will round off the day. This is one not to be missed particularly with Moana New Zealand on board as the bungy sponsor.

The full programme, speaker profiles and sponsor details are now available on the conference website www.seafood.co.nz/conference-2019/programme/



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Reducing waste will grow income

A whole-of-resource approach converts to value, writes Seafood Innovations Ltd general manager Anna Yallop.



Anna Yallop

I'm sure you will have noticed the growing international and national interest in reducing waste – especially food waste – given the cost to companies to produce food, the cost to the environment when food is grown then dumped and the impact on consumers' wallets when perfectly good food that makes it home from the

supermarket is later thrown away.

Three or four years ago, if I asked companies if they were interested in doing something more productive with their waste products or secondary streams (by-products developed after primary processing has taken place), some of them shrugged and asked "Why would I bother?". In their minds, the system for dealing with their unwanted processed material was working well and they couldn't always see the value in changing the status quo. Interestingly, though, over the last few years, I've seen a change in responses from companies when I ask this question. In fact, companies are now often the first to approach me about what else they can do with their company's by-products.

What's changed? A number of factors, including the cost of transport, the cost of water for processing, the cost of producing and then processing food, increasing waste water charges and council or environmental regulations and monitoring.

Previously, corporations would pay to dump waste at landfills or pay the transport costs to move their secondary streams to others who then went on to use the raw material for feeding stock, making compost or making into new products that they then sold. In many cases, farmers and others paid companies to get access to their unwanted by-products such as fruit and vegetable seconds, dairy factory processing streams and food manufacturing waste. Increasingly though, these business models started changing, as those using the by-products realised the value of this "service" and started to charge companies to "take away their problem".

The result was that companies started looking harder at the costs incurred with getting rid of their by-products and in the first instance they began looking for ways to reduce escalating expenses associated with by-product management. Others started investigating opportunities to retain

secondary streams themselves and make new products that they could sell, or looked to partner with others willing to pay a reasonable amount to access the raw material and develop their own products.

What are the benefits for companies which are looking at this whole-of-resource approach? First, there are the obvious cost savings of not having to pay landfill or transport costs, or costs for others to remove secondary streams. Second, there are significant branding opportunities for companies interested in telling more of a story around the fact that they are being more responsible with their by-products. This value should not be underestimated, as consumers increasingly choose to purchase products from companies who behave in more sustainable ways.

Third, for those who are prepared to put in the effort, collaborating with another company in order to develop new products from your by-products, or investing the resources required yourself to make new products on site that your company can then go on to sell, has the potential to generate new revenue streams. Companies can look at low value/high volume opportunities or high value/low volume opportunities or a multitude of opportunities in-between.

When companies look at partnering, it's important to strike the right balance between getting some money back for otherwise unwanted material and not seeing unrealistic dollar signs when you envisage third parties making (apparently) very healthy profits off the back of your original resource.

My advice is to have discussions early about what you expect to get paid from others for your unwanted by-products and not be tempted to gouge them because suddenly your product is worth considerably more as a new food product they've developed than it was when it was going to a farmer as stock feed. The difference is the significant investment and risk companies making high value products put into getting products launched. While I'm not suggesting you necessarily get the same amount of money for your raw material regardless of the end product, I do suggest you come to a reasonable arrangement with the party wanting to secure your raw material to make sure that everyone wins in the end.

The seafood sector has a very good history of converting by-products into saleable products – even if some of the products aren't the highest value opportunities, it saves these streams from going into landfill or being processed via waste treatment plants. The trick now is to continue to innovate, so that these by-products get converted to even higher-value products that companies can benefit from. Anyone who wants to talk more about opportunities from their secondary streams is welcome to chat to me about how I might be able to help. anna.yallop@seafoodinnovations.co.nz, or ph 021 799 314.

Pingers helping to protect dolphins

Chris Carey

Over the summer months off the west coast of the North Island in the Challenger, Central and Auckland West Fishery Management Areas up to seven factory trawlers can be sometimes seen fishing for jack mackerel.

It is a robust and reliable fishery. However, due to its seasonal nature and with the Continental Shelf (200m contour) extending a long way offshore, those vessels targeting jack mackerel share this fishery with some of our much-loved marine mammals, the common and bottle-nosed dolphins (*Delphinus delphis* and *Tursiops truncatus*.)

There will be times when fishing activity and dolphin feeding overlap, putting them at risk of accidental capture in the mid-water trawls. That common dolphins often feed in large groups only increases the risk of accidental capture.

But don't panic. Those of us involved with this jack mackerel fishery are familiar with the Deepwater Group Marine Mammal Operational Procedures (MMOPs) to mitigate accidental captures.

When animals are attracted to, or are in the vicinity of the trawl gear, how the net is used can also add to the risk. Mackerel can be hard to catch especially if "gun shy". Trawl speeds of 6 knots or more can be needed along with frequent and bold course changes as the fishing vessel tries to "chase them down".

Data shows that the risk of dolphin capture increases during the early hours of the morning (0200-0500hrs), when the headline is within 30m of the surface. Consequently, fisherman cannot shoot the gear between the hours of 0230 and 0430.

The procedures outlined in the code of practice have been extremely successful in eliminating captures of these mammals.

Perhaps the biggest game-changer to stop accidental captures has been the use of Dolphin Dissuasion Devices or DDDs, commonly known as pingers.

These transmit at preselected frequencies to alert these dolphins of the presence of a mid-water trawl. It's assumed that when hearing these signals and by using their echolocation, dolphins can pinpoint the trawl's location, direction and speed and thus avoid it.

The "Orange" model DDD03H used by the jack mackerel fleet is made by STM Products of Italy. Designed for short gillnets, longlines and trawl and or purse seines, the unit can be used to a maximum depth of 200m. The pingers can be placed on the bridles facing back towards the trawl, or mounted on the headline and wings, facing forward.

The signal covers an area 300m in diameter and 80m deep. The recommended horizontal distance between two devices is between 300 and 500m so



A Fishtek "banana" pinger.

depending on the size of your mid-water trawl, it may require three units if attached to the headline.

Pingers are activated automatically once immersed in sea water. Fully charged, the DDD03H has a battery life of 35- 40 hours.

A 16-bit microprocessor generates a random signal pattern over a range of frequencies which are not harmful to marine mammals but sufficient to alert them to the presence of the gear.

STM Products also make the DDD 03U (Ultra) transducer, for use with single longlines. The unit has an average battery life of eight to 12 hours.

Their "Yellow" range of pingers, the DDD 03L (Low) with a 300 hour battery life, is purpose-built for the aquaculture industry, and for use around harbour works and reclamations, wind farms and marinas.

The DDD 03N (Normal) with a battery life of 120 hours is designed to be used with longer fixed gill or drift nets with a minimal length of 1km. Both the DDD03L and DDD03N require a minimum of 5 units as the recommended distance between units is 200-400m.

Their recently released "Green" range of Dolphin interactive Deterrents, or DiDs, remain passive only transmitting the ultrasound pulses when the pinger detects the presence of the dolphins in the area, with the unit activated by the "clicks" emitted by the dolphins.

This has a number of advantages. Not only is the battery life extended but it reduces the possibility of dolphins becoming accustomed to, or complacent around, the signals.

With the current push for greater protection for our marine mammals, in particular the growing concerns about the set net fishery and the impact on the Hector's and Maui's dolphin populations, perhaps the use of pingers in this fishery may provide the answer.

Fishtek Marine make a range of "banana" pingers



An STM orange range pinger.

that are attached to the headline of set nets to warn dolphins, porpoises and whales of the net's presence.

A lot of science has been done measuring the frequencies used by marine mammals for echolocation and they vary in strength and hertz from species to species.

Thus, the pinger used to alert common dolphins probably won't work with another species if the frequency range of the pings is outside their audible range.

A bit of research and testing is needed to determine what type of pingers and what frequency works best for the particular animals you're working with.

Add to the mix that Hector's and Maui's dolphins can turn their echo location off and rely solely on vision to hunt down their prey. This usually occurs under 20m. Perhaps therein lies the answer – a visual deterrent may be what's needed. Strobes, LEDs, coloured mesh – as long as the colours and patterns are visible only to the dolphins and don't scare away the target species.

Fishermen have shown they are innovative and motivated. It can't be too hard to find an answer.

For further information, contact Dave James of Marintec, the agent for both STM and Fishtek Marine products. Phone 022 657 9821, email dave@marintec.co.nz or check out the website www.marintec.co.nz

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If we don't fish sustainably our industry has no future; it's the cornerstone of our business. We must ensure the economic gains we derive do not come at the cost of long-term sustainability. Working constructively with Government is vital to strike the best balance between current resource use and future opportunities for all New Zealanders. Striking this balance requires application of sound principles to develop evidence-based policy that uses robust information.

We will continue to actively minimise our impacts on the marine environment and encourage others to act similarly.

It is important to us we look after our marine environment. All New Zealanders derive benefits from our natural resources today, but we are also guardians for future generations. This responsibility requires that we take care when we harvest; that we are conscious of our impacts, and that we work hard to reduce them. All food production has an impact on the environment, but we will strive to get ours as close to zero impact as we can.

We will continue to invest in science and innovation to enhance fisheries' resources and add value.

Our fisheries are a treasured resource and, like all other countries, New Zealand uses these natural resources for food, recreation and commerce. We commit to harvest the commercial component of these resources responsibly. We commit to investments that add value to the resources we harvest to deliver optimum value to New Zealand.

We look after our people and treat them fairly.

We value our people. Whether they are working on land or on vessels at sea, we will work hard to keep them safe and to create an environment that fosters their passion for the seafood industry.

We will be accountable for delivering on Our Promise and will support increased transparency.

We will report annually on the progress we are making. We understand that much of what we do is over the horizon and out of sight, and we welcome the public becoming better acquainted with how we operate. Increased transparency is part of building that understanding and trust, but it must be affordable, practical and respect the privacy and dignity of our people.

We give our word

Seafood galore at Coromandel festival



Seafood lovers received value for money this May, with a \$2-coin donation providing access to a wealth of seafood at the 2019 Coromandel Seafood Festival.

Now in its fourth year, the event drew big numbers to the region as part of its annual fundraising effort for Coromandel Area School.

Seafood enthusiasts were spoiled for choice.

Fifty-two stalls showcased the best of the region's produce, with more than 31 seafood dishes on offer. There were house-made fritters, scallop and bacon rolls, smoked mussels, fish sliders, a variety of fish and more.

Moana New Zealand were on hand with their freshly shucked oysters and Kiwi Can teamed up with Sanford to serve up their special mussel fritters, raising \$1037 for the Graeme Dingle Foundation primary school programme.

Coromandel Takeaways proved popular with their assortment of raw and prepared fish, as did the seafood chowders, calamari and oyster shooters from several other exhibitors.

Chef Kim Brett kicked off the day at 9.45am with his cooking demonstration, followed by Carters' Gone Fishin' chef Derek Robertson who was back again this year to serve up the crowd favourite of chargrilled oysters with chili, lime, garlic and parmesan cheese.

"We thoroughly enjoy the festival. The Coromandel locals' hospitality is out of this world," he said.

A large marquee housed live fish filleting, oyster opening, tastings of the chef's plates and the

opportunity to buy some of the local fare.

It was a family-friendly day with games, a "green bug" ride, ocean-sourced jewellery and fish art made from recycled copper. The Thames Coastguard and local Fire Brigade supported the event with educational displays, and MPI was there to provide information for fishers.

Completing the atmosphere was musician Gemma Loudon and two bands, Bits N Pieces and The White Goat Band.

Festival committee member Hannah Green said the event never failed to attract people from all over New Zealand.

"The ferry wasn't able to make it over to the site this year, so we were worried how that would affect numbers. It was fantastic to see how many people still turned out to share their love of seafood.

"It was a big success thanks to all the support we received from our sponsors and helpers."



Moana were on hand to feed the crowd with their freshly shucked oysters.

Sector welcomes environment report

The seafood sector welcomed the Environment Aotearoa Report 2019, which confirmed that 97 percent of New Zealand's catch comes from sustainable stocks.

The report, compiled three-yearly by the Ministry for the Environment and Statistics New Zealand, showed most markers were improving for the environmental performance of New Zealand's seafood industry.

Seafood New Zealand chief executive Tim Pankhurst said the industry had made huge strides in environmental practices over the years but there was still room for improvement.

It was heartening that the report acknowledged bycatch of endangered species had reduced, with not a single Maui's dolphin death attributed to fishing since 2002 and a steep decline in the number of seabirds caught by commercial fishing, from more than 9000 in 2001 to 5000 in 2008.

Deepwater Group chief executive George Clement said it was good to see that the improvements the sector had made were paying off and being recognised.

"We remain committed to New Zealand's marine conservation and working with others to further improve this," Clement said.

King Salmon fish performance dips

Sustained warm water continuing into April caused fish to die and lowered the harvest forecast for year ending June 30, New Zealand King Salmon reported last month.

The directors said the full year mortality cost would be "materially higher" than in the 2017-18 year, meaning that earnings were likely to be at the lower end of the guidance figure of between \$25 million and \$28.5m.

Describing the summer as "challenging", they said that agri companies around the world had identified climate change as a key environmental, social and governance risk.

To mitigate it, NZKS would move to a site single year class of fish across all farms as soon as possible, with fallowing between year classes. This would significantly reduce forecast harvest volumes and increase capital expenditure.

It would also intensify its efforts to gain approval for relocation of low-flow sites to higher-flow areas, and action its strategy of moving towards longer-term open ocean farming.

Nelson-based NZKS, which has 2800 shareholders, employs around 500 people and is the world's largest aquaculture producer of the king salmon species.



Norway volume down, value up

Norway exported 640,000 tonnes of fisheries and aquaculture products worth a record NOK 25.6 billion (\$NZ4.5b) in the first quarter of this year. While the volume represented a decline of 18 percent, the value was 7 percent higher than in the corresponding period of 2018.

The Norwegian Seafood Council said the volume drop would be just 2 percent if the pelagic category is excluded.

"The volume decline in the pelagic category is due to lack of capelin [smelt] this year, in addition to

delays in the reporting of blue whiting from direct landings abroad," analyst Paul Aandahl said.

The value record was mainly driven by increased prices for some of the country's most important species.

Norway exported 247,000 tonnes of salmon with a value of NOK 16.7 billion (\$NZ3b) in Q1 2019, with the volume and value up 1 percent and 7 percent respectively year-on-year.

New Zealand's seafood exports for all of 2018 totalled \$1.82 billion.

Q-West on track with mussel harvester



Building a 30-metre mussel harvester marks a return to working with the seafood industry for Whangarei firm Q-West Boat Builders.

Work began in October last year with the hull turned last month and delivery set for November 11.

Q-West is building the harvester, designed by Oceantech, for Nelson-based MacLab.

Chief executive Colin Mitchell said although this was the first mussel harvester project for Q-West, it had built many fishing boats in the 1990s. "This is like full circle for us to get back into the fishing industry," he said.

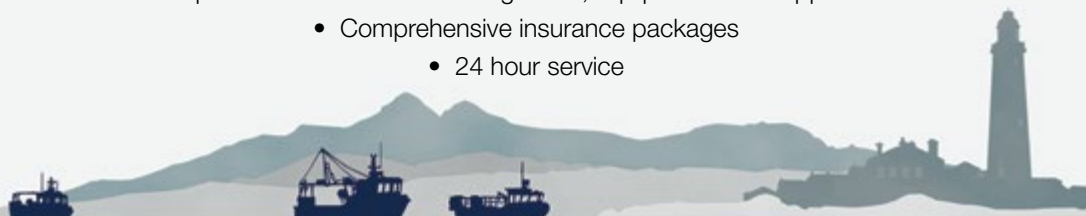
In recent years Q-West has built the Whalewatch Kaikoura fleet, three 35-metre ferries for the Auckland company Fullers and pilot boats for Wellington and New Plymouth. Mitchell said the company worked to deliver on time and had developed a high level of project reporting, which were the qualities MacLab had been seeking.



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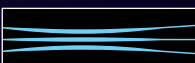
Penalties apply to both the master and vessel owner, including fines up to \$100,000 for fishing or anchoring, and up to \$250,000 for damaging a submarine cable. In addition the Court may order forfeiture of the vessel and Transpower may take legal action to recover repair costs, which could exceed \$30-\$40 million.

Don't take chances. Refer to the publication Cook Strait Submarine Cable Protection Zone. This is located on the Transpower website www.transpower.co.nz

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