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**SUPPLIES AND PROCEDURES
FOR EXPORTING BOTTOMFISH
FROM TUVALU**

Pacific Islands Marine Resource Project
Tuvalu Component
Project No. 879-0020

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SUPPLIES AND PROCEDURES FOR EXPORTING BOTTOMFISH FROM TUVALU

1.0 EXECUTIVE SUMMARY

This report presents a summary of the supplies and procedures required for exporting bottomfish from Tuvalu to Hawaii. This report has been prepared by RDA International, Inc. (RDA), as part of the Tuvalu Component of the Pacific Islands Marine Resource (PIMAR) Project, Project No. AID 879-0020-C-00-1231-00, funded by the United States Agency for International Development (USAID/RDO/South Pacific).

The report contains a list of the at-sea supplies, packing supplies, and shipping documentation required for exporting bottomfish from Tuvalu to Hawaii. International suppliers, shippers, and contacts are noted where appropriate. This description of the supplies and procedures required for exporting bottomfish from Tuvalu is intended to be a checklist for prospective commercial bottomfish operators in Tuvalu.

2.0 INTRODUCTION

This report has identified essential supplies and procedures for the successful exporting of high-valued bottomfish from Tuvalu to Hawaii. At-sea and packing supplies are listed, and, where appropriate, names, addresses, and phone and fax numbers of suppliers and contacts are noted. Similarly, shipping documentation and procedures are briefly described and names, addresses, and phone and fax numbers of relevant contacts are included. This information should be of great assistance to all new export-oriented commercial bottomfishing ventures in Tuvalu.

3.0 AT-SEA SUPPLIES

The following supplies should be available onboard the fishing vessel.

3.1 Ice picks

Use to spike fish.

Purchase from Kida Fishing Supply in Honolulu, Hawaii, or use a screwdriver instead of ice pick.

3.2 Salt

Add handful to ice-seawater slurry to super-chill fish.

Purchase locally; keep a half bag of salt in vessel galley stores.

3.3 Taiyo fish preservative

Add a pinch to each ice-seawater slurry.

Purchase from Pacific Ocean Producers (965-B N. Nimitz Hwy; Honolulu, Hawaii; phone, 808-537-2905; fax, 808-536-3225).

3.4 Parchment paper

Wrap tightly around the head of each fish after removing from slurry and before storing in ice.

4.0 PACKING SUPPLIES

The following supplies should be available where the fish is packed.

4.1 Shipping cartons and tape

Cartons must be "wetlock," 50-60 kg capacity.

Purchase from box makers in Fiji, New Zealand, or the U.S. Two possible suppliers are: Golden Manufacturers Limited (Boila Circle, Kalabo Industrial Estate; Box 6518 Nasinu; Suva, Fiji; phone, 679-391-522; fax, 679-340-129; direct customer service line, 679-393-839); and G.B.K. Exports Limited (P.O. Box 760-306; Manukau City, Auckland, New Zealand; phone, 649-267-8025; fax, 649-267-8697).

Ship surface freight from Fiji (Kiribati Shipping Line) or from California (South Pacific Inter-Line to Fiji; Kiribati Shipping Line to Funafuti).

Cartons are manufactured as flat pieces that have to be shaped and taped into box form; a sufficient number of boxes should be formed prior to unloading and packing of each shipment.

4.2 Plastic sheeting

Must be 4 mil thick, and large enough to line shipping cartons.

Use two liners per carton, forming a bottom layer and a top layer of fish.

Purchase from NAFICOT or from Fiji box makers.

Ship surface freight from Fiji (Kiribati Shipping Line).

4.3 Insulation

Recommended is thermal barrier material ("insufoil") shaped to line shipping cartons.

One layer surrounding plastic bags in each shipping carton is recommended.

Purchase from Tri-Palm Industries, Honolulu, Hawaii.

Ship air freight from Honolulu via Majuro to Funafuti (Air Marshall Islands).

4.4 Frozen coolant

Purchase small plastic bags locally or from Fiji or Hawaii.

Fill each bag three-quarters full with fresh water and add a pinch of salt.

Freeze, possibly at NAFICOT, for at least one week prior to packing.

Frozen bags should not weigh more than 1 kg each.

Fish should be packed in two layers; place 5-6 frozen bags over the first layer of fish and place an additional 5-6 bags over second layer of fish.

4.5 Hanging scale

Use to weigh each fish just before packing.

Should weigh to nearest 0.2 kg.

4.6 Platform scale

Use to weigh each shipping carton after fully packed.

Should weigh to nearest 1 kg.

5.0 SHIPPING DOCUMENTATION

5.1 Tuvalu export entry permit

Required for exported goods.

Obtain from Government of Tuvalu Customs.

Fill out form and take to Customs for approval prior to departure of AMI flight.

5.2 Air waybill (Funafuti-Nadi leg)

Book freight with Tuvalu AMI office a week ahead of shipment if possible.

Provide AMI with all information for air waybill except the number of boxes and gross weight of shipment; provide the latter information to AMI after packing the shipment.

5.3 Air waybill (Nadi-Honolulu leg)

One week ahead of shipment, fax Williams & Gosling, Ltd. (82 Harris Road; P.O. Box 79; Suva, Fiji; phone, 679-312-633; fax, 679-302-106), the freight forwarder at Nadi Airport, to request a booking for expected quantity of fish (usually not exceeding 400 kg).

The forwarder will require that sufficient funds for payment be on account, so wire transfer of funds prior to shipment will be necessary.

The shipment should be consigned to a Hawaii marketer. The specific marketer is at the discretion of the fisherman/exporter. The project marketed its trial shipments through Fresh Island Fish (RR-1 Box 373-B; Wailuku, Hawaii 96793; phone, 808-224-9633; fax, 808-244-9421) and Kibun Foods Hawaii, Inc. (506 Ahui Street; Honolulu, Hawaii 96813; phone, 808-591-2091; fax, 808-593-2171). Another marketer contacted by the project was Garden & Valley Isle Seafood, Inc. (225 N. Nimitz Hwy., #3; Honolulu, Hawaii 96817; phone, 808-524-4947; fax, 808-528-5590). There are, of course, other Hawaiian fish importers through which a Tuvaluan commercial exporter can work.

5.4 Fiji export permit

Required for transshipment of fish through Fiji.

One week prior to shipment, fax required information to Fiji Fisheries Division, Lautoka, attention Mr. John Ah Tong (fax, 679-667-939).

For permit purposes, the quantity of fish to be transshipped should be stated as not to exceed 500 kg.

Request that Mr. Ah Tong deliver permit to Nadi Airport office of Williams & Gosling.

5.5 Pro forma invoice

A pro forma invoice must accompany the shipment. It should state that the goods are sold to a specific Hawaii marketer, chosen by the exporter. For purposes of U.S. Customs clearance in Hawaii, the value of the fish should be stated as the amount (in U.S. dollars) calculated by multiplying the weight of fish (kg) by US\$ 4.00/kg.

It is also helpful to fax the Hawaii marketer a complete packing list of the contents (including species and weight of each fish) by box.

Copies of the pro forma invoice, packing list and air waybill (Nadi-Honolulu leg) should be faxed by the freight forwarder to the consignee in Hawaii.

6.0 SUMMARY AND CONCLUSIONS

This report has identified essential supplies and procedures for the successful exporting of high-valued bottomfish from Tuvalu to Hawaii. In numerous instances, the names, addresses, and phone and fax numbers of suppliers, shippers, forwarders, fish marketers and other contacts have been included. Using these supplies and following these procedures will help ensure than a new export-oriented commercial bottomfishing venture in Tuvalu can initiate operations with a minimum of difficulties. Additional fish handling and exporting procedures are outlined in the RDA project report entitled "Tuvalu Bottomfish Project Report on the First Export Marketing Trial" by Paul K. Bartram (RDA Report No. P-1519403; March 1994).