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SUSTAIN

WORKSHOPS: SEAFOOD HACCP

MARCH 16 - 30, 1996

INDONESIA, INDIA, & THE PHILIPPINES

S haring
U nited
S tates
T echnology to
A id in the
I mprovement of
N utrition

A U.S. Private Food Industry initiative
in collaboration with the U.S. Agency for International Development
through a Cooperative Agreement with the National Cooperative Business Association

Upgrading the Food Processing Industries in Developing Countries.

Why SUSTAIN?

SUSTAIN represents a successful collaborative effort between the U.S. food industry and the Agency for International Development (A.I.D.) to upgrade food processing in developing countries. It provides an excellent model for similar private-public sector joint ventures in health, agriculture and other areas of concern to developing countries.

Food processing is a major contributor to development. It serves multiple roles. Food processing can increase the available food supply by extending the life of perishable food products. It can improve the nutritional quality of the diet by making nutritious foods available the year round. It can lead to the growth of related enterprises in transportation, storage, distribution and marketing. And, it can produce much needed foreign exchange by creating value added products both for export and for internal substitution of imported processed foods.

The U.S. food industry has embraced the concept that freely sharing its expertise and knowledge is of mutual benefit to recipient and donor - to the recipient by improving current operations - to the donor by contributing to a healthier global future.

How SUSTAIN Works

A.I.D. missions and trade associations in developing countries publicize SUSTAIN's goals and activities. Executives of U.S. food companies with technical expertise and overall knowledge of the food industry serve as the SUSTAIN Steering Committee, providing guidance and overseeing activities.

Food related companies in developing countries submit their requests to SUSTAIN through the A.I.D. mission or a designated organization in their country. SUSTAIN screens all incoming requests and if necessary asks for additional information. Appropriate U.S. companies are then invited to respond.

Some problems can be readily resolved by providing information. Others require that consultants be sent. When a consultant is sent, the usual assignment is for one to three weeks. Upon completion of the assignment, the consultant prepares a report describing findings and making recommendations. Depending on need, some consultants may return for follow-up visits to ensure that recommendations have been appropriately implemented.

SUSTAIN Helps

Requests are diverse. Help may be needed to solve processing problems, to identify equipment needs and sources of new and used equipment, to train personnel in the use of new equipment and new technologies, to find new uses for indigenous commodities, to establish or improve quality assurance procedures, to control insects and rodents in food processing plants and to improve plant layouts and materials handling.

In the past, U.S. food companies, large and small, have provided technical assistance in the form of information, consultants and training to food processors in Africa, Asia, Latin American and the Caribbean.

WORKSHOPS: SEAFOOD HACCP

INDIA, INDONESIA, AND THE PHILIPPINES

March 16 - 30, 1996

SUSTAIN Volunteers

Howard M. Johnson
President
H.M. Johnson & Associates

Johnathan Little
Manager, HACCP & Quality Assurance Programs
Surefish

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NCBA/SUSTAIN Project 111.074

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I. INTRODUCTION

A. SUSTAIN

SUSTAIN *(Sharing U.S. Technology to Aid in the Improvement of Nutrition)* provides access to U.S. expertise in food processing to help improve the nutritional quality, safety, and availability of food in developing countries. Technical assistance, training, and needs assessments are conducted by executives and technical specialists from U.S. food companies, universities, and professional associations who donate their time and expertise.

SUSTAIN is supported through the generosity of its sponsors at the U.S. Agency for International Development (USAID) and cash and in-kind contributions from foundations, corporations, international partners, and individuals. The activity described in this report was supported by USAID's Food Technology & Enterprise project (No. 936-5120) through a cooperative agreement with USAID's Office of Health and Nutrition (No. DAN-5120-A-00-1066-00).

B. SEAFOOD HACCP REGULATORY WORKSHOP

The workshop series was an initiative the United States Agency for International Development (USAID) to educate Asian seafood processors, exporters, and other interested organizations on new FDA seafood HACCP (Hazard Analysis of Critical Control Points) regulations that will affect both domestically produced and imported fresh and processed seafood products. The workshop was a collaborative effort between the Asia Regional Agribusiness Project (USAID/RAP), the FDA, SUSTAIN, the USDA/FAS/ICD and Development Alternatives, Inc.

SUSTAIN provided two volunteer experts to conduct presentations and provide one-on-one assistance:

- **Mr. Jonathan Little** (Manager, HACCP and Quality Assurance Programs, Surefish) in the areas of 'Practical Information on Importing Seafood Products into the U.S.', and
- **Mr. Howard Johnson** (President and consultant, Johnson & Associates), in the area of 'U.S. Seafood Market Trends.'

The other members of the workshop team were Dr. Michael Wehr (Director, International Food Standards, TAS, Inc.), in the area of 'Overview of HACCP and its role in International Food Safety Regulation', Dr. Frank MacKeith (International Programs, Center for Food Safety and Applied Nutrition, FDA), in the area of 'The new US-FDA Seafood HACCP regulations', and Mr. Richard Dees (Independent Consultant, Seafood Export Assistance, recently retired from the Office of Seafood, FDA) in 'Food Safety Hazards of Regional Fish Species and their management under FDA Seafood HACCP.'

The workshops were held at Cochin (India), Jakarta (Indonesia), and Manila (Philippines) between March 14, and March 30, 1996. A workshop that had been programmed in Dhaka (Bangladesh) had to be canceled due to political turmoil. Instead, a scheduled one-day stopover at

Singapore was extended two additional days, during which the workshop team visited the Southeast Asian Fisheries Development Center.

There were about 50 participants in the Cochin workshop, 25 in the Manila workshop, and 60 participants in the Jakarta workshop. The workshops were conducted in English, with translation into each of the local languages.

Both Howard and Jonathan felt that overall the workshop went well and was a success, and that useful information was conveyed. Participation was particularly active and enthusiastic in Cochin, and less so in Manila, although the participants seemed to be more technically oriented. For companies in Asia to become HACCP certified more "one-on-one" interaction with U.S. experts is needed, as well as more training in aquaculture and a move towards sustainable fisheries, rather than exploitative harvest programs. Internal and regional markets are a viable alternative for those companies having difficulties in complying with U.S. regulations.

APR 22 1996

H. M. JOHNSON & ASSOCIATES

Information and Analysis for Decision-Makers

MARKETING
MARKET RESEARCH
NEW PRODUCT DEVELOPMENT

P.O. BOX 53146
BELLEVUE, WA 98015-3146
(206) 747-2757
FAX (206) 747-2672

April 15, 1996

Elizabeth Turner
Executive Director
SUSTAIN
1400 16th Street NW, Suite 241
Washington, DC 20036

Dear Elizabeth:

Thank you for your letter of April 10 and my apologies for not responding sooner regarding the HACCP workshops. Upon returning from the Asian trip I had to go to central Mexico on business.

I am enclosing a copy of the slides I presented as well as a handout that was made available to all attendees. In addition, I am attaching a copy of the cards I picked up along the way. I hope this letter will suffice as a "report" in that my presentation did not deal specifically with HACCP. However, I did feel that the participants in all countries were interested in my remarks and I fielded a number of marketing-related questions. Since the audience for the workshops consisted of government representatives and quality control individuals the subject of seafood marketing may have been outside their area of expertise or interest.

My general view of the countries we visited is that they are not ready for the imposition of HACCP and most likely many will not be ready by the December 1997 deadline. While the various government entities we met with were interested in letting us know where they stood, we learned little of the actual preparedness of industry. The only processing plant we visited on the entire trip was in India. My sense is that the impetuous for HACCP will come from concerned U.S. importers wanting to insure continued sources of supply. These importers will try and identify technical assistance which can get these companies HACCP certified. I don't believe the individual governments will be in a position to provide the certification....to the satisfaction of FDA.

India

In India we were hosted by the Export Inspection Agency and met also with officials from the Marine Products Export Development Authority and the Central Institute of Fisheries Technology. India has no shortage of government agencies involved in fisheries. Still, the problems facing the Indian seafood industry, particularly shrimp, are many. For openers, the about-to-be-imposed embargo on shrimp from countries without turtle-exclusion devices will have a tremendous impact on India. The HACCP team was instructed not to discuss

this subject but many individuals had questions and concerns on this issue. Also, the main problem for Indian shrimp is that much of the product is initial handled on unsanitary vessels, then pre-processed in "peeling sheds" which are wide open to contamination.

Indonesia
Participants in Indonesia seemed only moderately concerned about HACCP. This may be because most of Indonesia's shrimp currently goes to Japan and the tuna operations in the country are most likely closer of HACCP certification. Of the 60 attendees in Jakarta 21 indicated their company had some form of HACCP program underway (although only 5 indicated they had personally had some HACCP training).

Some of the HACCP-related problems noted in Indonesia were the problem with infrastructure (transportation) and conflicts between religious practices and personal hygiene requirements for food handlers.

Marketing questions which came up following the formal presentation focused on the tuna market in the United States, the turtle-exclusion issue and the potential for marketing milkfish in the U.S. (see attached letter).

Philippines
The workshop in Manila was the smallest in attendance and "energy," although the participants seemed to be more technically oriented. I got the feeling the workshop attendees were looking for more specifics regarding HACCP and less "chapter and verse" regarding regulations.

My overall impression is that if companies in Asia are going to become HACCP certified it will be through "one-on-one" interaction with experts from the U.S. and not through local government mandates. On the other hand, my own research indicates that more and more countries are starting to look at internal and regional markets for seafood. In some cases, these markets may become more viable not only because of perceived difficulty in complying with U.S. regulations, but also because of developing economies in the region. Also, some countries, such as the Philippines, are now experiencing seafood "shortfalls." In such cases, what is needed is more aquaculture training in addition of moving toward sustainable fisheries rather than exploitative harvest programs.

Again, my apologies for the brevity of this "report." I can assure you I thoroughly enjoyed participating in this program and trust that I was able to convey some useful information to the participants.

Sincerely,

Howard M. Johnson
H.M. Johnson & Associates

cc: Mike Wehr, TAS, Inc.

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Surefish

Seafood Quality Specialists

Pier 91, Box C120 **Telephone 206-284-2686**
Seattle, Washington 98119 **Fax 206-284-2667**
Delta Western Dock - Dutch Harbor, Alaska Phone 907-581-4904 Fax 907-581-3459

APR 9 1996

To: Elizabeth Turner, SUSTAIN
From: Jonathan Little
Date: April 5, 1996
Subject: USAID report

I felt that this assignment when very well and was an overall success. In the coming weeks, when we assimilate all that was said, and the contacts that were made, we will formulate plans to continue to facilitate and promote trade activities with Southeast Asia. In preparation for my presentation, I spent approximately 25 hours of Surefish time. In response to your letter dated March 8, 1996, concerning a required report by SUSTAIN; the following points address each question.

1. Purpose:

   To educate Asian seafood processors, exporters, and other interested organizations on the new seafood HACCP program, the RAP project has completed a series of informational workshops in India, Indonesia, and the Philippines. These workshops provided detail information on the new FDA regulations and on food safety hazards recognized by FDA for regional fish species. Additionally, a U.S. fisheries importer provided practical information on meeting the new HACCP regulations. Information on current U.S. market trends for fishery products was also presented.

   My contribution to the workshop was to provide practical information on importing seafood products into the U.S., and meeting the new HACCP requirements for importers.

2. Workshop Agenda:

   See attached copies of agendas

3. Materials:

   I used overhead transparencies that included a variety of information concerning importation of seafood products into the U.S. Please see the enclosed overheads.

4. Benefits:

   The participants were given a good overview of importation requirements and ideas/suggestions on facilitating shipments to the U.S. For the long term, participants were given phone, fax, internet numbers to access future regulations, HACCP guides, and additional information on importation.

Independent Surefish Inspection

5. Additional Needs:

Once the HACCP Alliance training course material comes out this summer, 3-4 day HACCP training courses might be useful for the industry. Also, one-on-one plant and HACCP plan help would be beneficial for processors.

6. List of Participants:

A list of participants can be obtained from Mike Wehr, Technical Assessment Systems, Inc.

7. Publicity:

No promotional or publicity items were obtained. Again, Mike Wehr, with Technical Assessment Systems, Inc. might be source for this.

8. Follow-up:

No follow-up has been initiated at this time. Will be in touch as this progresses.

SUSTAIN

SHARING UNITED STATES TECHNOLOGY TO AID IN THE IMPROVEMENT OF NUTRITION

SUSTAIN is a unique resource in mobilizing volunteers from the U.S. food industry to address international humanitarian and business needs. Founded in the late 1970's by the U.S. food industry and the U.S. Agency for International Development, SUSTAIN works to improve the quality, safety, and availability of food in developing countries. SUSTAIN combats the interrelated problems of hunger, diseases related to malnutrition and micronutrient deficiencies, poverty, and environmental degradation.

Many developing countries produce sufficient food, but it goes to waste due to a lack of food preservation technology and knowledge. Wasted food unnecessarily burdens the land, water, animal and human resources deployed for its production and introduces biological and chemical contaminants to the environment. Poor preservation techniques and unsanitary manufacturing conditions hamper the progress of many small food processing businesses. Through SUSTAIN, people in developing countries who are working to solve their own problems reach out to request assistance and expertise. SUSTAIN links these needs with skilled volunteers and staff, drawing upon many specialties and scientific disciplines.

More than 200 highly-skilled business executives and technical specialists are active as SUSTAIN volunteers. They have knowledge in such fields as food processing, preservation, packaging, fortification, microbiology, laboratory technologies, nutrition, pollution prevention, waste utilization, quality assurance, and marketing. SUSTAIN works with a variety of businesses, associations, scientific institutions, non-profit groups, and governmental agencies in developing countries. By addressing problems together, SUSTAIN volunteers and their developing country counterparts foster on-going business and professional relationships.

CAPACITY BUILDING CRITICAL TO SUSTAINABLE DEVELOPMENT

SUSTAIN's work is founded on the belief that improving nutritional well-being in developing countries is critical to achieving sustainable development. Building the capacities of local businesses and organizations contributes toward that goal. Through education, the application of appropriate technologies, and one-on-one problem solving, SUSTAIN volunteers help make food in developing countries safer, diets more diverse, and businesses and economies more viable. As a result, SUSTAIN's assistance contributes significantly to achieving these countries' nutrition, public health, economic growth, and environmental goals.

SUSTAIN's record of success increasingly is recognized nationally and throughout the world. Through the generosity of its sponsors at USAID's Office of Health and Nutrition, foundations, corporations, volunteers, and international participants, SUSTAIN continues to grow in size and significance. In conjunction with its partners in developing countries, SUSTAIN is creating a series of educational programs for ongoing delivery to their food industries. And in 1995, SUSTAIN began working with USAID to assess micronutrients used to fortify U.S. donated food for peace commodities and to suggest ways to reduce potential losses of nutrients in these foods.

As its resources are limited, SUSTAIN reviews assistance requests on a priority-needs basis. Guidance to SUSTAIN is provided by a steering committee representing a cross-section of the U.S. food processors and scientific institutions. When it responds to a request for assistance, SUSTAIN typically funds international travel costs, while USAID missions or host organizations provide in-country costs. SUSTAIN does not fund product or equipment purchases, nor does it provide financing for projects. For further information or to receive the food technology periodical, *SUSTAIN Notes*, please write:

SUSTAIN
1400 16TH STREET, N.W. · BOX 25 · WASHINGTON, D.C. 20036
202 328-5180 · FAX 202 328-5175

H. M. JOHNSON & ASSOCIATES

Information and Analysis for Decision-Makers

MARKETING
MARKET RESEARCH
NEW PRODUCT DEVELOPMENT

Biography: Howard M. Johnson

Howard M. Johnson is president of H.M. Johnson & Associates, a Washington State based seafood marketing and market research firm. He is also co-founder and Marketing Director of the national consumer publication ***Simply Seafood*** magazine and publisher of the **Annual Report on the United States Seafood Industry**, an authoritative guide to major supply and demand trends affecting the U.S. seafood industry. Mr.Johnson has assisted numerous corporations and marketing organizations develop marketing plans and strategies for the U.S. seafood market.

Surefish

Seafood Quality Specialists

FAX TRANSMISSION

To: Hector J. Quinones, SUSTAIN
From: Jonathan Little
Date: 2/27/96
Subject: paragraph on description of Jonathan
Pages sent: 1 (including this cover page)

Jonathan Little, a seafood HACCP consultant for Surefish has been in the seafood industry for fifteen years. He has a Fisheries Science degree from the University of Washington, College of Fisheries. Mr. Little spent seven years as a wholesaler and importer of North and South American seafoods. He worked for National Marine Fisheries Service as a Federal Seafood Inspector and Consumer Safety Officer for five years. He now manages the seafood HACCP & Quality Assurance Programs for Surefish, an independent inspection service company.

Independent Surefish Inspection

Appendix III

PROGRAM ANNOUNCEMENT

U.S. SEAFOOD HACCP REGULATORY WORKSHOP

Asia Regional Agribusiness Project
U.s. Agency for International Development

In Cooperation With:

U.S. Food and Drug Administration
USDA FAS International Cooperation and Development
Development Alternatives, Inc.
SUSTAIN Program

The United States Food and Drug Administration recently established a mandatory seafood HACCP (Hazard Analysis and Critical Control Point) Program (*U.S. Federal Register*, December 18, 1995). Both domestically produced and imported fresh and processed seafood must meet the FDA HACCP requirements, with importers responsible for ensuring compliance with the new FDA regulations. Processors will have two years to comply with the final FDA rule.

To educate Asian seafood processors, exporters, and other interested organizations on the new seafood HACCP program, the Asia Regional Agribusiness Project (RAP) is undertaking a series of informational workshops in India, Bangladesh, Indonesia and the Philippines. These workshops will provide detailed information on the new FDA regulations and on food safety hazards recognized by FDA for regional fish species. Additionally, a U.S. fishery importer will provide practical information on meeting the new seafood HACCP regulations. Information on current U.S. market information and trends for fishery products will also be presented.

A representative workshop program is attached.

While the subject of the workshop is seafood HACCP, it is emphasized that this workshop is not a detailed training workshop on HACCP but an information meeting on the new FDA seafood HACCP regulations and their impact on imported fishery products.

The workshop is designed for: corporate regulatory, production and quality assurance management personnel of seafood processors; their counterparts in the seafood export industry; trade association regulatory and technical staff; and, representatives of government seafood regulatory agencies.

A registration fee may be charged to offset local arrangement costs. Attendees will pay their own travel and lodging costs.

Coordinator for the project is TAS, Inc., Washington, D.C., food safety subcontractor for the Asia RAP project, in conjunction with in-country host organizations.

The dates, locations, sponsoring organizations and contact individuals for each workshop are the following.

March 18-19, 1996.
Location: Cochin, India.
Sponsoring Organization: U.S. AID.
Contact person:

March 21-22 1996
Location: Dhaka, Bangladesh
Sponsoring Organization: U.S. AID
Contact person:

March 25-26, 1996
Location: Jakarta, Indonesia
Sponsoring Organizations: U.S. AID and the ADP Project
Contact person:

March 28-29, 1996
Location: Manila, Philippines
Sponsoring Organizations: U.S. AID and the Foundation for Resource Linkage and Development, Inc. (FRLD)
Contact person:

Individuals wishing to attend the workshop at one of these locations should phone or FAX the local contact person indicated above to register and to obtain registration fee and local hotel reservation information. Information can also be obtained from Dr. Michael Wehr, Project Coordinator, TAS, Inc.

Representative Program and Schedule

U.S. SEAFOOD HACCP REGULATORY WORKSHOP

Day 1

8:00-9:00 am	Registration
9:00-9:15 am	Opening Ceremonies/Welcome
9:00-10:00 am	Overview of HACCP
10:00-10:30	Break
10:30-12:00 noon	New FDA Seafood HACCP regulations
12:00-1:00 pm	Lunch
1:00-2:30 pm	FDA Regulations (cont) plus question and answer period
2:30-3:00 pm	Break
3:00-5:00 pm	Food Safety Hazards of Regional Fish Species plus questions and answer period
5:00-6:30 pm	Open
6:30-9:00	Reception and Banquet with Speaker (Topic: Current U.S. Market Information and Trends for Fishery Products)

Day 2

9:00-10:30 am	Practical Information on Importing Fishery Products
10:30-11:00 am	Break
11:00-12:00 noon	Open Discussion and Wrap-Up
afternoon	One-on-one discussions between attendees and export presenters.

Proposed Itinerary
U.S. Seafood HACCP Regulatory Workshop

March 14 (Thursday)	Depart Washington.
March 15 (Friday)	Arrive Delhi
March 16 (Saturday)	Delhi to Cochin
March 17 (Sunday)	In Cochin
March 18 (Monday)	Cochin- Workshop
March 19 (Tuesday)	Cochin-Workshop
March 20 (Wednesday)	Cochin to Dhaka via Bombay and Calcutta
March 21 (Thursday)	Dhaka- Workshop
March 22 (Friday)	Dhaka- one-on-one visits
March 23 (Saturday)	Dhaka- Singapore
March 24 (Sunday)	Singapore-Jakarta
March 25 (Monday)	Jakarta- Workshop
March 26 (Tuesday)	Jakarta- Workshop
March 27 (Wednesday)	Jakarta-Manila
March 28 (Thursday)	Manila- Workshop
March 29 (Friday)	Manila- Workshop
March 30 (Saturday)	Manila- Washington

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India

Appendix IV

SEMINAR ON HACCP

Date : 19 March 1996

Venue : Grand Ball Room
Abad Plaza
Cochin, India

Programme

Time (hours)	Session	Presenter
08.30-09.30	Registration	
09.30-10.15	Inaugural Ceremony	
10.15-10.45	Tea	
10.45-11.30	HACCP : An overview and its role in international food safety regulation	Dr. H. Michael Wehr, Director, International Food Standards, TAS, Inc, Washington, D.C.
11-30-12.30	The new US-FDA Seafood HACCP regulations	Dr. Frank Mackeith, International Programs, Center for Food Safety & Applied Nutrition, Food & Drug Administration, Washington, D.C.
12.30-13.15	LUNCH	
13.15-14.15	Food Safety Hazards of Regional Fish Species and their management under FDA Seafood HACCP	Mr. Richard Dees, President, Seafood Export Assistance (SEA), Washington, D.C.
14.15-15.15	Practical Information on Importing	Mr. Jonathan Little, Seafood Consultant, Surefish Company, Seattle, Washington.
15.15-15.30	Tea	
15.30-16.15	U.S. Seafood Market Trends	Mr. Howard Johnson, President, H.M. Johnson & Associates, Seattle, Washington.
16.15-17.30	Discussion & closing	

Indonesia

WORKSHOP AGENDA

1 st day

08.30 - 09.00	*Registration*
09.00 - 09.20	Opening ceremonies
	- Key Note : President of Gappindo
	- Opening Address : Director General of Fisheries
09.20 - 10.20	Overview of HACCP
	Speaker : Dr. H. Michael Wehr
	Moderator : Dr. Josephine Wiryanti
10.20 - 10.40	*Break*
10.40 - 12.10	The New U.S FDA Sea Food HACCP Regulations
	Speaker : Dr. Frank MacKeith
	Moderator : Dr. Josephine Wiryanti
12.10 - 13.00	*Lunch*
13.00 - 14.00	Question and Answer
14.00 - 15.30	Food Safety Hazard of Regional Fish Species
	Speaker : Mr. Richard Dees
	Moderator : Dr. Sunarya
15.30 - 16.00	*Break*
16.00 - 17.00	Question and Answer

2 nd day

09.00 - 10.00	Current US Market Information and Trends for Fishery Product
	Speaker : Mr. Howard Johnson
	Moderator : Burhanudin Lubis, MSc.
10.00 - 11.00	Practical Information on Importing Fishery Product
	Speaker : Mr. Jonathan Little
	Moderator : Burhanudin Lubis, MSc.
11.00 - 11.15	*Break*
11.15 - 12.45	Open Discussion and Wrap-up
	Moderator : Burhanudin Lubis, MSc.
12.45 - 13.45	*Lunch*
13.45 - 14.45	One on One Discussion Between Attendees and Expert Presenters
14.45 - 15.00	Break and Closing Ceremonies

Philippines

US-FDA SEAFOOD HACCP REGULATIONS WORKSHOP

March 28, 1996

8:00 am - 9:00 am	Registration
9:00 am - 9:15 am	Opening Ceremonies Welcome Remarks ***Dr. Michael Wehr*** *Director* *International Food Standards* ***Mr. Franklin M. Panahon*** *Director, FRLD*
9:15 am - 10:00 am	Overview of HACCP ***Dr. Michael Wehr*** *Director* *International Food Standards*
10:00 am - 10:15 am	Break
10:15 am - 12:00 nn	New FDA Seafood Regulations ***Dr. Frank MacKeith*** *Center for Food Safety and Applied Nutrition*
12:00 nn - 1:00 pm	Lunch
1:00 pm - 2:30 pm	Continuation of Lecture
2:30 pm - 2:45 pm	Open Forum
2:45 pm - 3:00 pm	Break
3:00 pm - 5:00 pm	Food Safety Hazards of Regional Fish Species ***Mr. Richard Dees*** *Division Director* *FDA Office of Seafood*

program

5:00 pm - 5:15 pm	Open Forum
5:15 pm - 5:45 pm	Recap
5:45 pm - 6:45 pm	Reception
6:45 pm - 7:30 pm	Dinner
7:30 pm - 8:30 pm	Current U.S. Market Information and Trends for Fishery Products ***Mr. Howard Johnson*** *President* *H.M. Johnson & Associates*
8:30 pm - 9:00 pm	Open Forum

March 29, 1996

8:00 am - 9:00 am	Registration
9:00 am - 10:30 am	Practical Information on Importing Fishery Products ***Mr. John Little*** *Consultant, HACCP*
10:30 am - 10:45 am	Break
10:45 am - 11:00 am	Open Forum
11:00 am - 12:00 nn	Lunch
Afternoon	One-on-One Meetings

program

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The U.S. Seafood Market Trends and Opportunities

Howard M. Johnson
H.M. Johnson & Associates

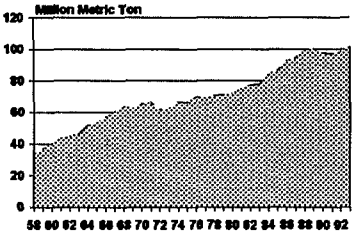
U.S. Market Overview

- Per capita consumption 21kg (live wt.)
- 2.6 million tons of imports
- 3.6 million tons of exports
- Domestic sales $18.6 billion (wholesale)

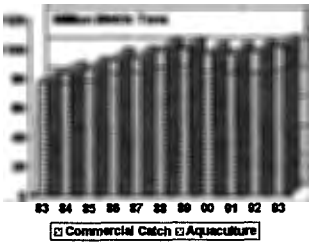
Major U.S. Seafood Trends
World Supply

- Rapid increase in wild catch through 1980's
- Annual world supply now 100 million tons
- Aquaculture contributing 16 million tons
- World per capita supply declining
- Future increases must come from aquaculture
- Seafood demand in China increasing

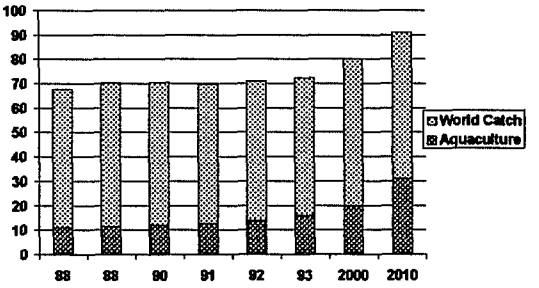
World Seafood Supply 1958-1993
Rapid Growth in 1960's and 1970's



World Seafood Supply 1983-1993
Commercial Catch Peaked in 1989

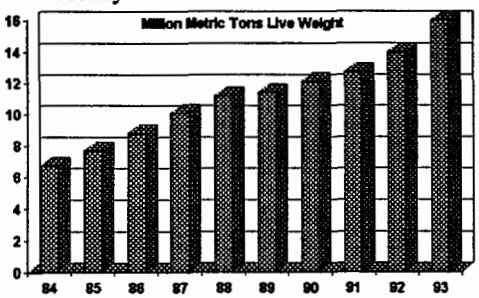


World Food Fish Supply
Aquaculture Drives Future Increases



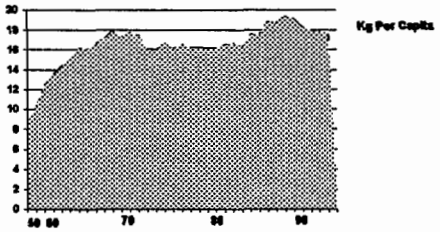
World Aquaculture Production

Steady Increase in Past Decade



World Fish Catch Per Capita

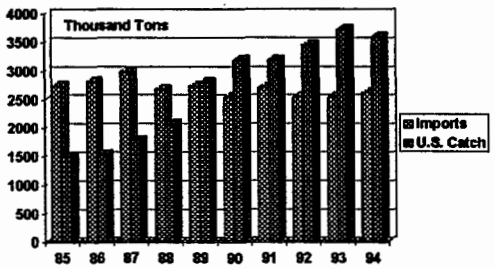
1988 Peak Unlikely to Be Reached Again



Major U.S. Seafood Trends
U.S. Supply

- Domestic catch steady and well-managed
- Imports level but value increasing
- Shrimp imports total $2.6 billion
- Aquaculture an important supply source

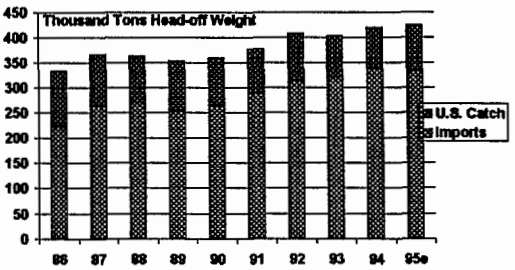
U.S. Seafood Supply



Major U.S. Seafood Imports

1. Shrimp	$2, 654 million	
2. Lobster	$	448 million
3. Whole Tuna	$	426 million
4. Groundfish Fillets	$	337 million
5. Canned Tuna	$	286 million

U.S. Shrimp Supply



1995 U.S. Shrimp Imports - Asia

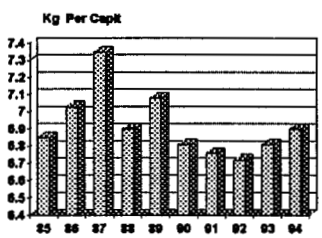
Country	'000 MT	Import Rank
Thailand	77.8	1.
India	17.8	4.
China	14.6	5.
Indonesia	5.3	9.
Bangladesh	5.0	10.
Pakistan	2.3	18.
Philippines	2.1	19.
Singapore	1.7	20.
Vietnam	1.3	21.
Malaysia	1.2	23

Major U.S. Seafood Trends
Consumer Issues

- Per capita consumption level at 6.8kg
- Low poultry/beef prices put pressure on seafood
- Supermarkets changing seafood departments
- Growth in value-added seafood products

U.S. Per Capita Seafood Consumption

Little Increase in the Future

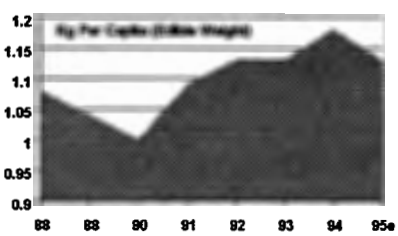


U.S. Seafood Consumption Trends

Species	Consumption	Trend
1. Canned Tuna	1497 grams	Down
2. Whitefish*	1275 grams	Steady/Up
3. Shrimp	1180 grams	Steady/Down
4. Salmon	505 grams	Up
5. Catfish	388 grams	Up
6. Clams	247 grams	Steady
7. Crabs	142 grams	Down
8. Scallops	132 grams	Up

* Pollock, Cod and Flatfish

U.S. Shrimp Consumption



Key Species Trends: Tilapia

- World production tops 650,000 tons in 1993
- Strong U.S. market developing
- U.S. imports exceed 7,000 MT in 1995
- Frozen fillets may be best U.S. market
- U.S. wholesale price $2.75 for frozen fillets
- Price will drop as supply increases
- Quality is key

What is Value-Added? To the Producer

- Further processing of a product that provides revenue greater than the cost of the additional processing.
- Further processing that increases sales volume without a decrease in profit margin.

What is Value-Added? To the Importer/Wholesaler

- Reduced labor
- Less waste
- Easier stocking/storage/distribution
- Increased profit
- Increased sales
- Longer shelf-life

What is Value-Added? To the Consumer

- Greater convenience
- Easier to prepare
- Tastes good
- Efficiently packaged
- Healthy
- Good storage life

H. M. JOHNSON & ASSOCIATES

Information and Analysis for Decision-Makers

MARKETING
MARKET RESEARCH
NEW PRODUCT DEVELOPMENT

P.O. BOX 53146
BELLEVUE, WA 98015-3146
(206) 747-2757
FAX (206) 747-2672

The U.S. Seafood Market: Trends and Opportunities

Howard M. Johnson, H.M. Johnson & Associates

U.S. Seafood Market Overview

U.S. per capita seafood consumption has increased 29 percent since 1970, peaking in 1987 at 7.35 kg per capita (edible weight). Since 1987 U.S. consumption has remained steady at approximately 6.81 kg (edible weight) each year. However, the total volume of seafood sold in the U.S. is still increasing due to population growth. In 1994 United States domestic seafood sales totaled $18.6 billion at the wholesale level and $39 billion at the consumer level. The total volume of the edible U.S. seafood supply, landings and imports, was 6.2 million tons round weight and 1994 consumption totaled 1.8 million tons edible weight, an increase of 40 thousand tons over 1993.

The overall volume of fresh and frozen seafood sold in the U.S. continues to increase as the population grows. Over the past 10 years, the volume of fresh and frozen seafood consumed annually has increased 16.1 percent, rising from 1.05 million tons (edible weight) in 1984 to 1.22 million tons in 1994. Shrimp consumption has increased faster than any other seafood species in the U.S.

A. World Supply Trends

The world seafood supply increased rapidly through the 1980's and now stands at approximately 100 million tons. Aquaculture accounts for 16 million tons and is expected to grow substantially into the future. Wild catches are not expected to increase beyond current levels.

As world per capita seafood supply decreases (as the population increases) competition for seafood can be expected to grow. China is already increasing seafood imports and, with a population of 1.2 billion, will put tremendous pressure on seafood supplies world wide. Because the United States is a net importer of seafood, but also a major exporter, the issue of world seafood supply is vital to the future of the U.S. industry.

B. U.S. Seafood Supply Trends

U.S. Seafood Imports

Over the past ten years, the U.S. has imported between 40 percent and 60 percent of its seafood supply. In 1994, edible fresh and frozen seafood imports in the U.S. market consisted of just over 1.1 million metric tons of product valued at $5.9 billion, an increase of $800 million over 1993. Canned seafood imports added an additional $542 million, and increase of $48 million over 1993. Shrimp remains the most important seafood item imported in the U.S. although actual imports for 1995 were slightly below 1994 levels.

Table 1. Top 10 1994 U.S. Seafood Imports - Product Weight and Value

Item	Tons	$Million	vs 1993	Item	MT	$Million	vs 1993
1. Shrimp	284,828	$2,700	+4.9%	6. Salmon	53,229	$253	2.3%
2. Lobster	28,720	448	+7.0%	7. Scallops	25,708	216	9.0%
3. Tuna (uncanned)	207,921	426	+5.2%	8. Blocks/Slabs	90,541	184	-5.7%
4. Groundfish Fillet/Stk	85,774	337	+1.3%	9. Crabmeat	13,938	103	+12.9%
5. Canned Tuna	112,965	286	+11.0	10. Flatfish Fillets	17,914	96	-19.6%

U.S. Seafood Catch

With the transfer of the Bering Sea pollock fishery to American boats in the late 1980's, the U.S. entered a period where domestic landings exceeded imports. While that situation remains, the reality is that we tend to export lower value products, such as surimi and pollock, and import higher value items, such as shrimp and crab.

Although the United States has domestic resources of almost all major species of fish and shellfish, supplies are not usually adequate to meet demand. This trend can only be expected to continue, particularly for those higher-value species that are best suited to aquaculture in warm water areas not found in the continuous United States. A good example is the U.S. shrimp industry. While the country has major shrimp fisheries in many areas, and a small domestic shrimp-farming industry, shrimp still represents the leading product imported into the U.S. in both volume and value.

U.S. domestic seafood production is now heavily dependent upon production from Alaska, which currently accounts for 68 percent of seafood production (by weight) from U.S. waters. Catches of pollock, Pacific cod and salmon are at or near record levels in Alaska. While these stocks all seem to be capable of sustaining current harvest levels, further increases are unlikely. The implementation of more conservative resource management and the use of individually transferable quotas in U.S. fisheries will most likely insure stability of seafood species which have not already suffered from over-utilization.

C. U.S. Seafood Consumption Trends

Seafood consumption patterns in the United States, reflect not only changes in product form preferences, as indicated by declines in canned and breaded products, but also shifts in species availability. For example, demand for mild, white-fleshed, fish remains strong, and major declines in Atlantic cod landings along the Northeast United States and Canada have been offset by increases in the use of Alaska pollock and cod from Russia and Alaska--a large percentage of which is reprocessed into blocks and fillets in China. Increased consumption of some species, particularly shrimp, salmon and catfish, has resulted from increased production through aquaculture. Tilapia consumption is expected to increase in the U.S. because the fish, in fillet form, is light colored, boneless and mild tasting.

Table 3. U.S. Per Capita Seafood Consumption 1988-1994

	Grams Per Capita							
1987 Rank	1988	1989	1990	1991	1992	1993	1994	1994 Rank
1. Canned Tuna	1633	1769	1678	1633	1588	1588	1497	1
2. Shrimp	1089	1043	998	1089	1134	1134	1179	2
3. Cod	776	767	626	508	488	467	421	5
4. AK Pollock	535	656	576	449	558	544	689	3
5. Flatfish	281	260	259	172	230	283	164	8
6. Clams	278	278	277	263	279	267	247	7
7. Catfish	272	314	318	349	411	448	388	6
8. Salmon	201	214	331	440	395	451	505	4
9. Crabs	148	132	132	145	151	170	142	9
10. Scallops	142	149	136	113	123	117	132	10
Total (Kg)	6.9	7.08	6.8	6.76	6.72	6.8	6.9	

There are a number of reasons why U.S. seafood consumption, which increased approximately 25 percent during the early and mid 1980's, has declined or remained flat in the 1990's. During the 1980's, U.S. consumers became more health conscious and began to reduce their intake of red meat. As red meat consumption decreased from 56.9 kg per person in 1980 to 51.3 kg by 1990 (a decline of 11.4 percent), demand for poultry and seafood increased. However, poultry benefitted the most from the decline in red meat consumption, with chicken and turkey consumption increasing by over 9 kg per person since 1980. It is estimated that 1995 per capita consumption of seafood in the United States will be down slightly from the previous year with shrimp consumption at or slightly below 1994 levels. Beef and poultry prices remain low and many seafood items remain high (at least by comparison).

Today, U.S. consumers, while still health conscious, are more concerned about getting good food value for their money, and seafood is increasingly perceived as an expensive, "special occasion" purchase. In addition, U.S. consumers now want seafood that is more convenient and "user friendly." Consumers want "value-added" seafood with greater convenience, less waste and easier to prepare and store.

D. Value-Added Seafood, What is it?

To the Producer: Further processing of a product that provides revenue greater than the cost of additional processing. And/or: Further processing that increases sales volume without a decrease in profit margin. Examples: peeling, cooking, breading.

To the Importer/Wholesaler: Products which: reduce labor, decrease waste, have onger shelf-life, are easier to store or distribute, offer increased profit or result in increased sales.

To the Consumer: Products which: offer greater convenience, are easier to prepare, taste good, are efficiently packaged, are healthy, have good storage life and are priced fairly.

Importation of Seafood Products into the US

Presented by Jonathan Little, HACCP Specialist

Surefish

Seafood Quality Specialists

Independent Surefish Inspection

Importation of Seafood Products into the US

The Regulators

1. US Customs
   a) Tariff Act of 1930 -- duties include: assessment and collection of all duties, taxes, and fees on imported merchandise, enforcement of customs and related laws, and the administration of certain navigation laws and treaties.

2. Food and Drug Administration
   a) Food, Drug, and Cosmetic Act -- requires that food be prepared, packed, and held under sanitary conditions; the food be safe, clean, and wholesome article; and its labeling to be honest and informative.

   b) Fair Packaging and Labeling Act -- prescribe the manner in which mandatory label information must appear on the label of food intended for retail sale

   c) Nutrition Labeling and Education Act of 1990 -- similar to the Fair Packaging and Labeling Act

Requirements for the importer

1. Have confidence in your product's quality and condition

2. Proper labeling
   a) mark and number each case - corresponding with marks & numbers on invoice
   b) mark conspicuously & legibly
      i) country of origin - i.e. Product of ___ , Made in _____ .
      ii) contents, additives
      iii) quantity, size,

3. US Customs:
   a) entry document- entry manifest (Customs Form 7533), Summary Sheet for Consumption Entry (Form 7501), or Application and Special Permit for Immediate Delivery (Form 3461). Entry needs to done within five days of arrival.
   b) Evidence of right to make entry (bill of lading, air waybill, shipping receipt)
   c) Commercial Invoice or pro forma invoice
      i) must be in English
      ii) port of entry, country of origin
      iii) contain information that would be shown on a well-prepared packing list
      iv) case markings correspond with invoice
      v) detailed description of each item of goods in each individual package
      vi) invoice goods in a systematic manner
      vii) kind of currency, weights, measures
   d) Packing list (if appropriate)
   e) Surety Bond - covers any potential duties, taxes, and penalties that might accrue

IMPORTING FOODS INTO THE UNITED STATES

A Summary of the Procedures U. S. Importers Must Follow When Handling Food Products

(Shaded boxes are importer responsibilities)

1. Importer files Entry Notice with U.S. Customs.

2. FDA notified of entry.

3. FDA reviews importer's Entry Notice.

4A. FDA doesn't want sample. May Proceed Notice sent to U.S. Customs and importer.

4B. FDA wants sample. Notice of Sampling sent to U.S. Customs and importer.

5. U.S. Customs/FDA collects physical sample. Sample is analyzed by FDA.

6A. FDA finds sample in compliance. Release Notice sent to U.S. Customs and importer.

6B. FDA determines sample is violative. Notice of Detention and Hearing sent to U.S. Customs and importer.

7A. Importer responds to Notice of Hearing and Detention.

7B. Importer does not respond to Notice of Hearing and Detention.

8A. FDA holds hearing on detained product.

8B. FDA sends Notice of Refusal of Admission.

8C. FDA receives verification of exportation or destruction.

9A. Importer presents evidence indicating product is "in compliance".

9B. Importer submits application to recondition.

10A. FDA collects follow-up sample.

10B. FDA reviews importer's proposed reconditioning procedure.

11A. FDA finds sample in compliance. Release Notice sent to U.S. Customs and importer.

11B. FDA finds sample not in compliance.

11C. FDA approves importer's reconditioning proposal.

11D. FDA disapproves importer's reconditioning proposal.

12. Importer completes all reconditioning procedures.

13. FDA conducts follow-up inspection/sample collection.

14A. FDA finds sample in compliance. Release Notice sent to U.S. Customs and importer.

14B. FDA sample not in compliance.

Note: Explanation of each step on reverse side.

Food and Drug Administration, Center for Food Safety and Applied Nutrition, Industry Activities Section, Washington, DC 20204

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DEPARTMENT OF THE TREASURY
UNITED STATES CUSTOMS SERVICE

ENTRY SUMMARY

Form Approved OMB No. 1515-0086

1. Entry No.	2. Entry Type Code	3. Entry Summary Date
4. Entry Date	5. Port Code	
6. Bond No.	7. Bond Type Code	8. Broker/Importer File No.

9. Ultimate Consignee Name and Address	10. Consignee No.	11. Importer of Record Name and Address	12. Importer No.
		13. Exporting Country	14. Export Date
		15. Country of Origin	16. Missing Documents
	State	17. I.T. No.	18. I.T. Date
19. B/L or AWB No.	20. Mode of Transportation	21. Manufacturer I.D.	22. Reference No.
23. Importing Carrier	24. Foreign Port of Lading	25 Location of Goods/G.O. No	
26. U.S. Port of Unlading	27. Import Date		

28. Line No.	29. Description of Merchandise: 30. A. T.S.U.S.A. No. B. ADA/CVD Case No.	31 A. Gross Weight B. Manifest Qty.	32. Net Quantity in T.S.U.S.A. Units	33. A. Entered Value B. CHGS C. Relationship	34 A. T.S.U.S.A. Rate B. ADA/CVD Rate C. I.R.C. Rate D. Visa No.	35. Duty and I.R. Tax: Dollars	Cents

36. Declaration of Importer of Record (Owner or Purchaser) or Authorized Agent

I declare that I am the ☐ importer of record and that the actual owner, purchaser, or consignee for customs purposes is as shown above. OR ☐ owner or purchaser or agent thereof.

I further declare that the merchandise ☐ was obtained pursuant to a purchase or agreement to purchase and that the prices set forth in the invoice are true. OR ☐ was not obtained pursuant to a purchase or agreement to purchase and the statements in the invoice as to value or price are true to the best of my knowledge and belief.

I also declare that the statements in the documents herein filed fully disclose to the best of my knowledge and belief the true prices, values, quantities, rebates, drawbacks, fees, commissions, and royalties and are true and correct, and that all goods or services provided to the seller of the merchandise either free or at reduced cost are fully disclosed. I will immediately furnish to the appropriate customs officer any information showing a different state of facts.

Notice required by Paperwork Reduction Act of 1980: This information is needed to ensure that importers/exporters are complying with U.S. customs laws, to allow us to compute and collect the right amount of money, to enforce other agency requirements, and to collect accurate statistical information on imports. Your response is mandatory. (Continued on back of form.)

↓ U.S. CUSTOMS USE ↓		TOTALS	
A. Liq. Code	B. Ascertained Duty	37. Duty	
	C. Ascertained Tax	38. Tax	
	D. Ascertained Other	39. Other	
	E. Ascertained Total	40. Total	

41. Signature of Declarant, Title, and Date

Customs Form 7501 (081790)

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37

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Approved through 08/30/95; OMB No 1515-0144
See back of form for Paperwork Reduction Act Notice.

DEPARTMENT OF THE TREASURY
UNITED STATES CUSTOMS SERVICE

CUSTOMS BOND

19 CFR Part 113

CUSTOMS USE ONLY	BOND NUMBER[1] (Assigned by Customs)
	FILE REFERENCE

In order to secure payment of any duty, tax or charge and compliance with law or regulation as a result of activity covered by any condition referenced below, we, the below named principal(s) and surety(ies), bind ourselves to the United States in the amount or amounts, as set forth below.

Execution Date

SECTION I—Select Single Transaction OR Continuous Bond (not both) and fill in the applicable blank spaces.

☐ SINGLE TRANSACTION BOND	Identification of transaction secured by this bond (e.g., entry no., seizure no., etc.)	Date of transaction	Transaction district & port code
☐ CONTINUOUS BOND	Effective date	This bond remains in force for one year beginning with the effective date and for each succeeding annual period, or until terminated. This bond constitutes a separate bond for each period in the amounts listed below for liabilities that accrue in each period. The intention to terminate this bond must be conveyed within the time period and manner prescribed in the Customs Regulations.	

SECTION II— This bond includes the following agreements.[2] (Check one box only, except that, 1a may be checked independently or with 1, and 3a may be checked independently or with 3. Line out all other parts of this section that are not used.

Activity Code	Activity Name and Customs Regulations in which conditions codified	Limit of Liability	Activity Code	Activity Name and Customs Regulations in which conditions codified	Limit of Liability
☐ 1	Importer or broker 113.62		☐ 5	Public Gauger 113.67	
☐ 1a	Drawback Payment Refunds 113.65		☐ 6	Wool & Fur Products Labeling Acts Importation (Single Entry Only) 113.68	
☐ 2	Custodian of bonded merchandise ..... 113.63 (includes bonded carriers, freight forwarders, cartmen and lightermen, all classes of warehouses, container station operators)		☐ 7	Bill of Lading (Single Entry Only) 113.69	
			☐ 8	Detention of Copyrighted Material (Single Entry Only) 113.70	
☐ 3	International Carrier 113.64				
☐ 3a	Instruments of International Traffic 113.66		☐ 9	Neutrality (Single Entry Only) 113.71	
☐ 4	Foreign Trade Zone Operator 113.73		☐ 10	Court Costs for Condemned Goods (Single Entry Only) 113.72	

SECTION III— List below all tradenames or unincorporated divisions that will be permitted to obligate this bond in the principal's name including their Customs Identification Number(s).[3] (If more space is needed, use Section III (Continuation) on back of form.)

Importer Number	Importer Name	Importer Number	Importer Name

Total number of importer names listed in Section III:

Principal and surety agree that any charge against the bond under any of the listed names is as though it was made by the principal(s).

Principal and surety agree that they are bound to the same extent as if they executed a separate bond covering each set of conditions incorporated by reference to the Customs Regulations into this bond.

If the surety fails to appoint an agent under Title 6, United States Code, Section 7, surety consents to service on the Clerk of any United States District Court or the U.S. Court of International Trade, where suit is brought on this bond. That clerk is to send notice of the service to the surety at:

Mailing Address Requested by the Surety

PRINCIPAL[4]	Name and Address	Importer No.[5] / SIGNATURE[6]	SEAL
PRINCIPAL[4]	Name and Address	Importer No.[5] / SIGNATURE[6]	SEAL
SURETY[4,8]	Name and Address[8]	Surety No.[7] / SIGNATURE[6]	SEAL
SURETY[4,8]	Name and Address[8]	Surety No.[7] / SIGNATURE[6]	SEAL

SURETY AGENTS	Name[9]	Identification No.[9]	Name[9]	Identification No.[9]

Customs Form 301 (102593)

PART 1-U.S. CUSTOMS

33

Requirements for the Importer (continued)

4. FDA requirements Internet address : www.fda.gov.com

   a) File entry with U.S. Customs

   b) HACCP requirements (mandatory after December 18, 1997)
      i) MOU
      ii) Product specifications, any of the following:
         a) copy of HACCP & sanitation monitoring records
         b) export health document for the lot or competent 3rd party certifying product process
         c) regularly inspecting foreign processor's facilities
         d) maintain on file (in English) processor's HACCP plan, and written guarantee
         e) periodic testing of imported products
         f) other verifications measures
      iii) The importer may hire a competent 3rd party to assist with verification activities, including writing the importer's verification procedures.
      iv) The importer shall maintain records (in English) that document the performance.
      v) There must be evidence that products imported comply with the regulations.

Requirements for the Importer (continued)

c) Other FDA issues

i) Automatic Detention - based on past volatile history. Aka "Blocklist"
   a) Issued through Import Alerts. Shifts the burden of proof of compliance
   b) for products, processors, or countries
   c) removal from detention by petition - individual, firm, or country
   d) Import detention Reports

ii) Specific product regulations:
   a) bisulfate residues & labeling in shrimp
   b) indole, mercury, histamine testing
   c) low- acid can requirements - register process with FDA

Import Alerts

Importation of Seafood Products into the US

Alert	Revised	Title/Description
16-04	03/24/95	MISBRANDED SEAFOOD
16-05	12/22/94	AUTOMATIC DETENTION OF MAHIMAHI BECAUSE OF HISTAMINE AND DECOMPOSITION
16-08	04/06/90	AUTO DET OF SWORDFISH FOR METHYL MERCURY (REV)
16-09	06/05/89	AUTOMATIC DETENTION OF FROZEN KINGFISH FROM TRI-TEE SEAFOOD COMPANY
16-12	02/17/95	AUTOMATIC DETENTION OF FROG LEGS
16-13	10/05/84	AUTO DET OF ANCHOVY OR BAGOONG PRODUCTS FROM PHILIPPINES (REV)
16-18	07/21/95	AUTO DETENTION OF SHRIMP (REV)
16-21	08/16/94	FILTH IN IMPORTED FRESH OR FROZEN RAW SHRIMP
16-23	05/01/92	AUTO DET OF FRESH & FROZEN LOBSTER/LOBSTER TAILS FROM INDIA (REV)
16-35	07/06/95	AUTOMATIC DETENTION OF FRESH RAW FRESH FROZEN AND COOKED SHRIMP FROM INDIA
16-50	07/31/89	AUTOMATIC DETENTION OF MOLLUSCAN SHELLFISH
16-66	03/10/95	AUTOMATIC DETENTION OF SHARK FOR METHYL MERCURY
16-81	09/22/92	AUTOMATIC DETENTION OF SEAFOOD PRODUCTS DUE TO THE PRESENCE OF SALMONELLA
16-95	03/05/93	AUTOMATIC DETENTION OF CANNED TUNA DUE TO DECOMPOSITION
16-105	12/18/95	AUTOMATIC DETENTION OF SEAFOOD AND SEAFOOD PRODUCTS FROM SPECIFIC MFRS/SHIPPERS DUE TO DECOMPOSITION AND/OR HISTAMINES

(Partial List)

Import Detention Report

SEAFOOD DETENTIONS FOR PHILIPPINES for January, 1996

DEL MAR FOODS, GEN SANTOS CITY — CANNED CHUNK LIGHT TUNA
3039183 SAN D DECOMPOSED
96/01/10

DEL MAR FOODS DIV OF NAUTICA, PASIGM.M. — CHUNK LIGHT TUNA
1985430 NYK D DECOMPOSED
96/01/19

PACIFIC ISLES INT'L TRADING, QUEZON CITY — COOKED SHRIMP PASTE
3039340 SAN D UNS.COL.ADD.-N.E.C.
96/01/08

ALEIS PRODUCTS, QUEZON CITY — CRISPY ANCHOVIES
3066701 LOS A E.COLI/COLIFORMS
96/01/09 16013 INSECT FILTH/DAM.

CABANILLA ENTERPRISES, MANILA — DRIED NEMIPTERIDS
3038452 SAN D RODENT FILTH/DAM.
96/01/08 INSECT FILTH/DAM.

SEASKY FOOD EXPORT INC., CALOOCAN CITY — FRESH FRZ BABY MILKFISH
3022613 LOS D RODENT FILTH/DAM.
96/01/16 ANIMAL FILTH/DAM.-NEC

SEASKY FOOD EXPORT INC., KALOOKAN CITY — FROZEN BABY MILKFISH
3067010 LOS D MAND. LBLING. OMIT.
96/01/24

SEASKY FOOD EXPORT INC., CALOOCAN CITY — FRZ BABY MILKFISH
3066435 LOS D MAND. LBLING. OMIT.
96/01/25

SEASKY FOOD EXPORT INC., CALOOCAN CITY — FRZ BABY MILKFISH
3066442 LOS D MAND. LBLING. OMIT.
96/01/25

SMI FISH INDUSTRIES, INC., MAKATI CITY — OCTOPUS (BALL PACK)
1626118 SJN D SALMONELLA-ARIZ.
96/01/30

SEASKY FOOD EXPORT INC., CALOOCAN CITY — PATSI (FISH SAUCE)
3066443 LOS D MAND. LBLING. OMIT.
96/01/18 FAL./MISLEAD.LBLING

SEASKY FOOD EXPORT INC., KALOOCAN CITY — SALTED SHRIMP FRY
3064259 LOS A INSECT FILTH/DAM.
96/01/26 16013 RODENT FILTH/DAM.

SEASKY FOOD EXPORT INC., CALOOCAN CITY — SALTED SHRIMP FRY
3066436 LOS A INSECT FILTH/DAM.
96/01/11 16013 RODENT FILTH/DAM.

Recorder ID: 7001074 Deployment #: 4 Interval: 30 min Samples: 978
Start: 10/26/95 10:06:14 Recover: 11/15/95 20:18:03 Min/Max Window: -39/ 8
Description: B SEASON SURIMI SHIPMENT AFTER RESET ON 10-26-95, PRIOR TO SHIPPIN
ON THE AMERICAN EMPRESS.

Date/Time	Temp C	Date/Time	Temp C	Date/Time	Temp C	Date/Time	Temp C
10/27/95							
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02:03:54	-18.0	02:33:54	-18.0	03:03:54	-18.0	03:33:54	-18.0
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06:03:54	-18.5	06:33:54	-18.5	07:03:54	-18.5	07:33:54	-18.5
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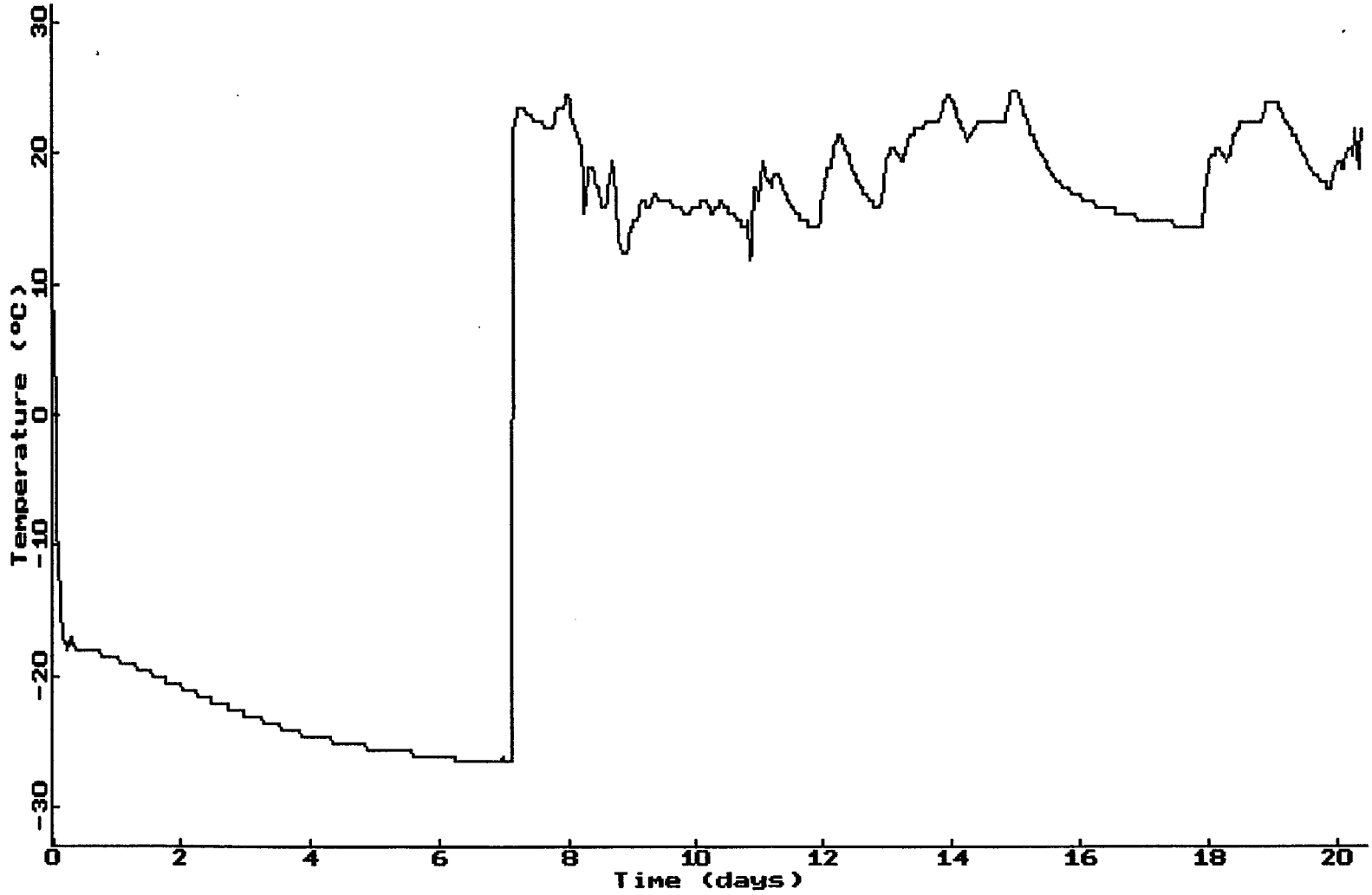

Importation of Seafood Products into the US

How to expedite shipments - the tricks of the trade

1. Insurance
   a) all-risk insurance for reefer break-down
   b) little or no FDA-clearance insurance written

2. Temperature recorders - inexpensive insurance

3. Customs brokers
   a) Automated Broker Interface (ABI) - can speed-up entry making and response time when clearing Customs/FDA. Hard copies still have to be created.
   b) Automated Manifest System - speed-up clearance response for steamship industry

4. Work with, know, and understand U.S. Customs/FDA regulations
   a) comply with any special law pertaining to your commodity
   b) develop packing standards for your commodity
   c) organized documentation - complete, matching paperwork
   d) include all information on paperwork
   e) type clearly
   f) data/information within columns

5. Have a private laboratory analyze product before shipment
   a) Test especially for mercury, histamines, E. Coli, Salmonella, filth, decomposition. While not conclusive, these analyses might serve as an indicator of processor's ability to produce acceptable, passable product.
   b) Keep results until cleared.
   c) Laboratory Guidelines -- sampling & analytical procedures

6. Pack proper weights, sizes, quality - think long-term customer

7. Have a contingency plan in case product is rejected by Customs or FDA .
   a) Recondition/re-label the product
   b) Re-export the product
   c) Destroy product

8. Have confidence in your product's quality and condition - have all the necessary steps taken place to insure optimum quality in your process ??

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Primary Contacts: India

Gram : SHIPMENTQUALITY
Telex : 0885-6277
Fax : 091-0484-366375

PHONE : 361465 PMBX
: 353210 DIRECT
: 315564 RESIDENCE

पी. भास्करन नायर
P. BHASKARAN NAIR
JOINT DIRECTOR

EXPORT INSPECTION AGENCY - COCHIN
(MINISTRY OF COMMERCE, GOVT. OF INDIA)
'MANOHAR', M.G. ROAD, ERNAKULAM
COCHIN - 682 011

Residence : Sharika, Plot No. 146, Jawahar Nagar
Kadavanthra, Cochin - 682 020 Telephone : 316716

Gram : SHIPMENTQUALITY
Telex : EIC/66351

Phone : Off. : 5714783
5730016
Res. : 5718768

S. LAKSHMIKANTHAN
ACTING DIRECTOR [I & Q C]

EXPORT INSPECTION COUNCIL
(MINISTRY OF COMMERCE, GOVT. OF INDIA)
1109, PRAGATI TOWER,
26, RAJENDRA PLACE,
New Delhi - 110 008

N. ANANDAVALLY
Assistant Director

☎ 91-484-231565

EXPORT INSPECTION QUALITY
CONTROL LABORATORY

(Govt. of India, Ministry of Commerce)
'ROSE MARIE'
Cochin - 682 005. Kerala India

Dr. P.U. VERGHESE
DIRECTOR

THE MARINE PRODUCTS EXPORT DEVELOPMENT AUTHORITY
(Ministry of Commerce, Government of India)

MPEDA HOUSE
PANAMPILLY AVENUE
KOCHI- 682 036
INDIA

Phone: 310223, 310160
Fax: 91-484- 313361
Telex : 0885 - 6288/6648
Cable : MARINE

Res: 37/1160 Kumaranasan Road, Kochi - 682 020 Phone: 310283

K.B. PILLAI
IAS
CHAIRMAN

THE MARINE PRODUCTS EXPORT DEVELOPMENT AUTHORITY
(Ministry of Commerce, Government of India)

MPEDA HOUSE
PANAMPILLY AVENUE
COCHIN - 682 036
INDIA

Phone : 310828 Res : 319569
Fax : 91 - 484 - 314467, 313361
Telex : 0885 - 6288 / 6648
Cable : MARINE

Telex : 0885-6440 CIFT IN
Cable : Fish Tech.
Fax : 91-(0) 484-668212
Phone : Off. 666845
Per. 666880, 667727

ICAR

Res. 28/863
Cheruparambath Road
Kadavanthra
Cochin - 682 020
Phone: 315456

Dr. K. Gopakumar
M.Sc. Ph.D. F.I.C. A.R.S.
DIRECTOR

CENTRAL INSTITUTE OF FISHERIES TECHNOLOGY
(Indian Council of Agricultural Research)
WILLINGDON ISLAND MATSYAPURI P O COCHIN 682 029

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1/71, VYPEEN ISLAND
AZHEEKAL P.O.
COCHIN - 682 510, INDIA
TEL : 91-484-492495
: 91-484-493465 (Direct)
FAX : 91-484-493495

CAP SEAFOODS
A Division of ABAD FISHERIES

SHAKEEL M. I.
Chief Executive

ZACKERIA USMAN
PARTNER

ABAD FISHERIES

Office : Abad Building,
P.B. No. 313, Cochin - 682 002. India.
Phone : 227178, 227179, 222350, (R) 226967
Telex : 0885-7022 ABAD IN
Fax : (91) 0484-222333

AMALGAM ENTERPRISES

K.P. NAIR
EXECUTIVE DIRECTOR

INNOVATIVE MARINE FOODS LTD.

FELIPE P. MANTEIGA
Office of Energy, Environment & Enterprise
U.S. Agency for International Development

28, Institutional Area
utab Hotel Road
ew Delhi-110016

Tel : 6865301 X 2054
Fax : 91-11-6868594
EM : fmanteiga@usaid.gov

RAJAT

PRERNA TANDON
Agribusiness Program Chief
Office of Environment, Energy & Enterprise
U. S. Agency for International Development

B-28, Institutional Area
Near Outab Hotel
Tara Crescent Lane
New Delhi-110016

Tel. : 686 - 5301 Extn. 2127
Fax : 91-11-6868594
91-11-6886012

INTERNET : ptandon@usaid.gov

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APPENDIX 3B

Primary Contacts: Indonesia

GABUNGAN PENGUSAHA PERIKANAN INDONESIA
(GAPPINDO)
INDONESIAN FISHERIES FEDERATION

Ir. Bambang Suboko
Vice Executive Director

DPP GAPPINDO
Wisma Kodel Lt. 9, Jl. H.R. Rasuna Said Kav. B-4
Jakarta 12920
Telp./Fax : (62-21) 5222344

DIRECTORATE GENERAL OF FISHERIES
Jl. Harsono RM No. 3, Ragunan - Jakarta 12550
Phone : (62-21) 780 4116, 780 6131 Ext. 3622
(62-21) 789 1479 (Direct)
Fax : (62-21) 789 1479

Dr. Josephine Wiryanti
Head, Sub Directorate of Fish
Inspection and Quality Control

Residence :
Jl. Cempaka Putih Tengah III/8C, Komplek Maritim
Jakarta 10510, Phone : (62-21) 424 3738

ADP INDONESIA
AGRIBUSINESS DEVELOPMENT PROJECT

Joe L. Welsh
Chief of Party
AND
JERRY HERMAWAN
ORGANIZATIONS
ADVISOR

Agribusiness Development Project
Mampang Plaza, Suite 306
Jl. Mampang Prapatan Raya No. 100
Jakarta 12760, Indonesia
PO Box 1237 / JKS, Jakarta 12012

Phone : (62-21) 798-4972
798-4973
Fax : (62-21) 798-4971

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Primary Contacts: Indonesia

Salvador Salacup
General Manager
Foundation for Resource Linkage and Development, Inc.
Augustine 1 Building
5th Floor, Emerald Ave.
Ortagas Ctr., Pasig City
Metro Manila
Philippines
Phone: 63-2-631-1618
Fax: 63-2-633-4627

Dr. Alicia Lustre
Chief. Food Development Center
National Food Authority
FTI Complex
Taguy, Metro Manila
Philippines
Phone: 63-2-818-3375
Fax: 63-2-817-5262

APPENDIX 3C

Primary Contacts: Philippines

FOUNDATION FOR RESOURCE LINKAGE & DEVELOPMENT, INC.

Antonio V. Roces
Vice President, External Affairs

5th Floor, Agustin I Building, Emerald Avenue, Ortigas Center
Pasig, Metro Manila, Philippines
Tel. Nos.: (632) 631-1618 ● 631-7882 ● 633-4601 ● 633-4627
Fax No.: (632) 633-4627
Easy Call: (632) 869-1111 Pager No. 242381

PHILIPPINE CHAMBER OF COMMERCE AND INDUSTRY

VICENTE H. LIM, JR.
Director, Agricultural

G/F, Secretariat Bldg., East Wing
PICC, CCP Complex
Roxas Blvd., Pasay City

Office Tel.: 894-03-88
E.C. 141 – 21732
PCCI Tel.: 833-85-91 / 92
FAX: 833-88-95 / 831-03-40

CARMINA J. PARCE, M.Sc.
Food and Drug Regulation Officer

BUREAU OF FOOD AND DRUGS
DEPARTMENT OF HEALTH

DOH Compound, Alabang 1770
Muntinlupa City, PHILIPPINES

☎ (63-2) 8424625, 8070721
Fax (63-2) 8070751, 8070725

US–FDA SEAFOOD HACCP REGULATIONS WORKSHOP
March 28–29, 1996
Traders Hotel Manila

DIRECTORY OF PARTICIPANTS

NAME	COMPANY	ADDRESS	TELEPHONE NO.	FAX NO.
1. ABELLA, FLOR F.	BUREAU OF FISHERIES & AQUATIC RESOURCES	860 Arcadia Bldg., Quezon Ave., Quezon City	97–76–17/96–77–90	96–77–90
2. AGUDO, FE P.	MIDA TRADE VENTURES INTERNATIONAL, INC.	2219 Singalong St., Malate, Metro Manila	500–006 to 07	521–87–67
3. BALTAZAR, CONSUELO C.	BUREAU OF FISHERIES & AQUATIC RESOURCES	860 Arcadia Bldg., Quezon Ave., Quezon City	97–76–17/96–77–90	96–77–90
4. BALUNO, DEDEVIE	ALTEZA MARINE INTERNATIONAL INC.	Mt. View Subd., Mandalagan, Bacolod City	2–57–67	2–15–25
5. BARILE, LISA E.	NATIONAL AGRICULTURAL & FISHERY COUNCIL	Elliptical Road, Diliman, Quezon City	920–17–88/926–22–46	920–39–95
6. CENTENO, MELQUIADES A.	SAN MIGUEL CORP. AQUACULTURE BUSINESS UNIT	Ana Mercedes Bldg., Galo St., Bacolod City, N.O.	(034)435–25–81/435–25–81	(034)435–0757
7. CHIU, EVELYN G.	PHILIPPINE KINGFORD INC.	181 Roxas Blvd., Baclaran, Parañaque, M. Mla.	831–02–86	831–41–97
8. DAGDAGAN, ANTONIO S	PHILIPPINE FISHERIES DAET'S AUTHORITY	Iloilo Fishing Boat Complex, Tanga, Iloilo City	335–01–54	335–01–54
9. DESCALZO, NOEL C.	DOLE SEAFOOD	Calumpang, Gen. Santos City	810–26–01 to 10 loc. 3325	(632) 21–27–11
10. DEYSOLONG, EDGAR	PHILIPPINE FISHERIES DEVELOPMENT AUTHORITY	Zamboanga Fishing Port Complex, Zamboanga City	(062)993–12–12	(062)993–12–12
11. FERNANDEZ, DAISY	PCAMRD	Los Baños, Laguna	(094)50014–20 loc. 277	(0973) 782–886
12. FERNANDEZ, ROSELYN	SOUTHEAST ASIAN FISHERIES DEVELOPMENT CENTER	Tigbauan, Iloilo	335–10–09	335–10–08
13. FONG, JOSIE	FITRITE INCORPORATED	145 Gen. Evangelista Ext., Caloocan City, M. Mla.	361–44–72/34–50–61	361–44–72
14. LABTIC, JEMON J.	RFM TUNA CORPORATION	General Santos City	552–80–02/552–80–02	631–81–01 loc. 73–75
15. LAXAMANA, CECILIA S.	SAN MIGUEL CORPORATION	Ana Mercedes Bldg., Galo St., Bacolod City, N.O.	(034)435–25–81/435–25–81	(034)435–0757
16. LAZARO, REGINA	SANCANCO CANNING	San Diego Street, Barrio Kanumay, Metro Manila	292–85–21 (25)	292–85–12
17. LUCAS, JESUS R. JR.	RUFINA PATIS FACTORY	290 C. Areliano St., Malabon, Metro Manila	281–62–30 to 32	281–56–36
18. MACION, ROSEMARIE B.	SGS PHIL. TESTING AND CONTROL SERVICES, INC.	Don Tim Bldg., 5458	817–62–31 to 35	818–29–71
		Southsuperhighway, Makati City		817–62–31 loc. 169
19. STREBTER, MARY ANN MARIN	RFM CORPORATION	Pioneer Corner Sheridan Sts., Mandaluyong City	631–81–01	631–50–89
20. SU, ROQUE RICHARD	SZ FOOD PROCESSORS	Tungkil, Lipata, Mingnilla, Cebu	272–26–76	253–22–88
21. TIONGSON, ROSARIO T.	HWANAM PHILIPPINES, INC.	3108C Phil. Stock Exchange Center	633–54–28	633–50–37
		Exchange Rd., Ortigas Ctr., Pasig City		
22. TAMESIS, REMIE I.	RFM TUNA CORPORATION	General Santos City	552–80–02/552–85–50	631–81–01 loc. 73–75
23. TIU, ROBERT O.	SEATRADE DEVELOPMENT CORP.	Rm. 209 South Star Plaza, Southsuperhighway	893–45–63/893–59–02	893–59–02
		Bangkal, Makati City		
24. VARGAS, ALFREDO P.	SEACHAMP INTERNATIONAL EXPORT CORPORATION	San Roque, Zamboanga City	991–63–36	991–63–36
25. VITO, FE R.	FOOD DEVELOPMENT CENTER, NATIONAL FOOD	FTI Complex, Taguig, Metro Manila	818–33–75	817–52–62
	AUTHORITY			

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ASEAN-CANADA FISHERIES
POST-HARVEST TECHNOLOGY
PROJECT - PHASE II

TAN SEN MIN
PROJECT DIRECTOR

ASEAN Executing Agency
Changi Fisheries Complex
300 Nicoll Drive
Singapore 498989
Tel : 65-5429310
Fax : 65-5431676
e-mail : tsm@pacific.net.sg

Marine Fisheries Research Department
Southeast Asian Fisheries Development Center
東南亞漁業發展中心
海洋漁業研究所

次長小長谷史郎
DR. SHIRO KONAGAYA
DEPUTY CHIEF

CHANGI FISHERIES COMPLEX
300 NICOLL DRIVE
SINGAPORE 498989

TEL: 5428455, 5428456, 5428457
FAX: 5451483
DIRECT LINE: 5429310

ASEAN-CANADA FISHERIES
POST-HARVEST TECHNOLOGY
PROJECT - PHASE II

LEONARD G. LIMPUS
PROGRAM MANAGER

ASEAN Executing Agency
Changi Fisheries Complex
300 Nicoll Drive
Singapore 498989
Tel : 65-5431613
Fax : 65-5431676
e-mail : lglimpus@pacific.net.sg