

# FISHERIES AND AQUACULTURE

NEWS

## Christmas and New Year's wishes

At this time of year when people get together and celebrate, we would like to offer the fishers, assistant fishers, mariculturers and fish farmers, processors and plant workers and all those involved in the commercial fisheries and aquaculture sector our best wishes for Christmas and the New Year. May you accomplish the projects closest to your heart!

At a time when Québec must meet numerous challenges, we are proud to be able to count on the cooperation and skills of the women and men who make up this wonderful industry, whose activities are so important for our maritime regions.

May 2015 be a year in which the mobilisation of all stakeholders allows us to unleash the full potential of maritime Québec for the benefit of the economy of Québec and its coastal communities!

Merry Christmas and Happy New Year!



**Pierre Paradis**  
Minister of Agriculture,  
Fisheries and Food



**Germain Chevarie,**  
MNA for Îles-de-la-Madeleine  
and parliamentary assistant to  
the Minister of Agriculture, Fisheries  
and Food

## ATLANTIC COUNCIL OF FISHERIES AND AQUACULTURE MINISTERS MEETING

By Rabia Sow,  
Fisheries and Aquaculture Analyses  
and Policies Directorate

The annual meeting of the Atlantic Council of Fisheries and Aquaculture Ministers was held on October 16, 2014 in Prince Edward Island. Once again, the meeting was an opportunity to discuss many topics of interest. The ministers or their representatives discussed the challenges in the Atlantic lobster industry, implementation of the *Policy for Preserving the Independence of the Inshore Fleet in Canada's Atlantic Fisheries*, and particular issues pertaining to the seal hunt as well as access to international markets for the fisheries and aquaculture sector via trade agreements.

The Government of Québec's representative reiterated Québec's position and demanded an increase in regulatory lobster size to a minimum of 77 millimetres in all fishing areas. He also pointed to the need to implement practical solutions to prevent related interprovincial transfers of licences and landings. As for seal hunt issues, Québec expressed its interest in working with other stakeholders to develop new markets, notably in Asia. In this regard, participants pointed to the importance of trade agreements to improve access to international markets for Québec products. Finally, discussions on aquaculture dealt primarily with the proposed *Aquaculture Activities Regulation* and the related public consultation underway until October 22. This federal government regulation seeks to provide

a framework to govern fish farm waste. Québec reminded participants that it already has regulatory tools and government directives to oversee aquaculture activities. It therefore feels that the new federal regulation would only increase the administrative burden on Québec's aquaculture enterprises.

New Brunswick will host the next Ministers Council meeting, slated to be held at the same time in 2015.

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### PUBLISHED BY

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FISHERIES AND AQUACULTURE NEWS is published bimonthly  
as an insert in Pêche Impact.

Québec

## FISHERIES AND AQUACULTURE NEWS

# 2014 NORTH SHORE BIOFOOD FORUM *NORTH SHORE BIOFOOD: A WORLD OF OPPORTUNITIES*

By Marthe Kleiser,  
North Shore Regional Directorate



North Shore Biofood Table manager, Marc Normand, presents the *Builder of the Year, Special Mention* award saluting the career and contribution of Jacquelin Savard, of Pêcherie Manicouagan. Savard's niece, Janita Gagnon, accepts the award on her uncle's behalf.



From left to right, Léo Saint-Onge, Agence Mamu Innu Kaikusseht Manager and recipient of the *Builder of the Year* award and Tony Wright, North Shore Biofood Table Chair.

Despite adverse weather conditions, nearly 140 people gathered in Sept-Îles on November 4 and 5 to take part in the 4th North Shore Biofood Forum. Restaurant operators, distributors, producers and processors from the agriculture, fisheries and aquaculture sectors had the opportunity to obtain information about and discuss a range of issues relevant to them.

This year, the task of honorary chair went to Francis Reddy, who hosted the Forum with great talent and much humour.

Presentations on themes varying from community development through food production to regional development, intergenerational transfer, marketing and innovation, and the impact of climate change and the Canada – European Union Comprehensive Economic and Trade Agreement drew the interest of participants. Subjects that caught the attention of fisheries and aquaculture stakeholders included the captivating aquaculture business model featuring a collaborative effort involving several enterprises that was presented by Éric Bujold. Sophie Fortier summed up the issues specific to mariculture by presenting the planning put forward by the Québec Mariculture Table while Alain Samuel described the latest trends in processing plant modernisation. Finally, Pascal Élias spoke to Forum attendees about fiscal principles associated with the acquisition of assets as well as about fiscal tools and incentives available to them and the main issues associated with the transfer of enterprises. The Biofood Forum was also the setting for a seminar on the *Identification, traceability and ecocertification of aquatic products* organised by the Québec Freshwater Aquaculture System Table and the Québec Mariculture Table. Presentations by Jean-Claude

Brêthes and Guy Auclair provided information about opportunities generated by current consumer trends.

The North Shore Biofood Forum innovated by featuring a gourmet dinner to close the event in the mellow setting of the Shaputuan Innu Museum. Four of the region's reputed chefs worked together to offer an eight-course meal featuring North Shore products. In addition, true to its principles and working with the Conseil Régional de l'Environnement de la Côte-Nord, the Forum was yet again an eco-friendly event; this year's goal was to attain Level 2 of the BNQ standard for sustainable events.

### **BUILDER OF THE YEAR AND ENTERPRISE OF THE YEAR AWARDS IN THE FISHERIES AND AQUACULTURE SECTOR**

At each edition, Forum organisers seek to salute enterprises and individuals who have earned distinction for their contributions and who help promote the North Shore either at home or outside the region.

This year, the Coopérative communautaire de fruits de mer de la Basse-Côte-Nord was awarded the distinction of *Enterprise of the Year*. The idea of creating a co-op in Harrington Harbour came about in the early 1990s when residents of the village, fish harvesters, plant workers and other residents of neighbouring villages together decided to exercise a certain degree of control over their collective destiny. They chose to acquire the local seafood processing plant (snow crab, goundfish, etc.) and since then, have operated it successfully. Recently, the Coopérative developed a line of value-added products including gourmet seafood

pizzas, lobster quiche, crab hors-d'œuvres. These products were very popular with the gourmet foodies who visited the Coopérative's stand at the Forum.

The *Builder of the Year* award was presented to Léo Saint-Onge who has been involved in the Aboriginal fisheries sector for several years. Over the course of his career, he has notably worked for the Uashat and Mani-Utenam Band Council, where he continues to serve, as well as for six other Innu communities as manager of the Agence Mamu Innu Kaikusseht (AMIK), an Aboriginal organisation active in the fisheries and environment conservation sectors. In his own words, Léo Saint-Onge seeks primarily to "aim to integrate Natives, working in harmony with non-Natives, into the catch, processing and marketing aspects of the fisheries sector".

Further to the *Builder of the Year* award, Jacquelin Savard of Pêcherie Manicouagan was singled out for special recognition by the jury. In recognising this maritime Québec product marketing pioneer, the jury members wished to draw attention to Jacquelin Savard's career on the whole and his contribution to the fisheries industry on the North Shore.

Once again this year, the Ministry of Agriculture, Fisheries and Food helped organise this major gathering, which fosters linkages between the various industry stakeholders and provides a unique showcase for the North Shore's biofood enterprises and their products.

Please take note that Forum presentations have been posted on its website at <http://tablebioalimentaire-cotenord.ca/>

# DESTINATION EUROPE: NEW PROSPECTS FOR QUÉBEC'S FISH AND SEAFOOD?

By **Françoise Nicol**,

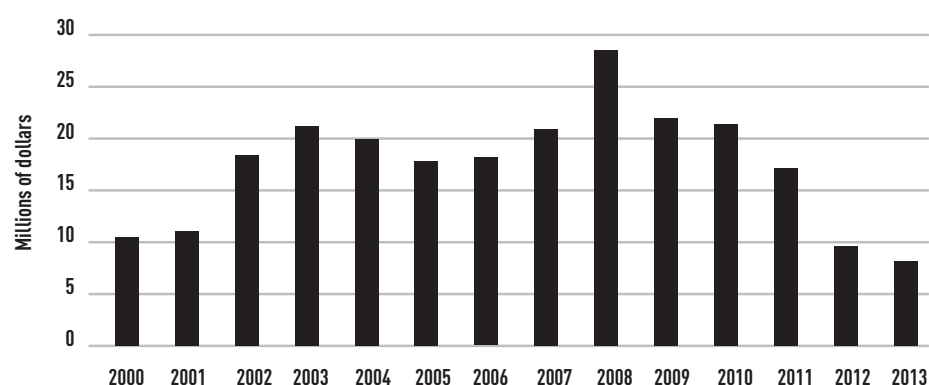
Commercial Fisheries and Aquaculture Analyses  
and Policies Directorate

## OUR EXPORTS TO EUROPE

Over the course of the last decade, Québec's fish and seafood exports have not evolved in the same way on all markets. While American and Asian buyers have become increasingly interested in our products, the same cannot be said for European buyers.

In fact, while Québec exports to Europe were worth some \$28 million (CAD) in 2008, they fell very sharply thereafter to \$10 million in 2012 and 2013. The exceptions to this general decline in exports were Norway and Switzerland; although exports to these countries have fallen somewhat, they remain stable. Nevertheless, in other countries in Europe, including Italy, Denmark, Sweden, Spain, France, the United Kingdom, the Netherlands, Belgium and Germany, Québec seafood imports have fallen drastically. Economic difficulties in the European zone and new outlets for our products – in China, for example – are factors that may explain these market changes.

### EXPORTS FROM QUÉBEC TO EUROPE IN MILLIONS OF DOLLARS



Source: Statistics Canada.

## CANADA – EUROPE COMPREHENSIVE ECONOMIC AND TRADE AGREEMENT (CETA)

The signature of the Canada – Europe Comprehensive Economic and Trade Agreement (CETA) will undoubtedly give fresh impetus to the export of goods to countries on the other side of the Atlantic. Indeed, when CETA comes into force, nearly 96 percent of all tariffs imposed in this vast geographic area will be eliminated. For example, existing tariffs of 20 percent on cooked, peeled shrimp, 8 percent on live lobster, from 6 to 16 percent on frozen lobster and 13 percent on salt cod will be eliminated. The new economic agreement holds out the prospect that Québec enterprises will have easier access to the European market and that they will be able to offer more competitive products. Our enterprises should thus be able to make the most of this advantage to gain a firm foothold on the European market and increase their sales there.

## OUR PRODUCTS: WHERE IN EUROPE DO THEY GO ?

Countries in Northern Europe such as Norway, Sweden, Denmark, the Netherlands and the United Kingdom buy primarily northern shrimp in Québec since this is a species with which consumers in these countries are familiar and which is also fished in their own waters. One European country, Switzerland, differs however. Although landlocked, its inhabitants also appreciate this crustacean.

While lobster is sold in Spain, salt cod is shipped essentially to Italy. Other species and products find outlets in France and Belgium, which occasionally purchase small quantities, while redfish finds buyers in Germany.

## THE EUROPEAN MARKET, A FEW HIGHLIGHTS<sup>1</sup>

- The European Union is the world's foremost importer of seafood. It absorbs 24 percent of the total value of world trade.
- Norway and China are the main suppliers of seafood to the European market.
- Shrimp lead imported species, ahead of salmon, tuna and cod.
- In 2012, crustacean imports ranked highest of all commodity groups, with a volume of 600,000 tonnes and sales of 3.63 billion Euros.
- In the same year, non-tropical shrimp imports were worth 1.5 billion Euros. They totalled 237,000 tonnes, 45,000 tonnes of which came from Argentina.
- Since 2008, European Union groundfish self-sufficiency has been decreasing and landings are expected to continue to fall. These conditions foster imports while they help raise prices.
- In terms of per capita expenditures, seafood purchases vary enormously from country to country. For instance, in 2012, Portuguese consumers spent 264 Euros each on seafood while English consumers spent only 64 Euros per capita.

<sup>1</sup> <http://ec.europa.eu/fisheries/market-observatory/documents/10157/0e84dc90-e10e-4d97-94ae-77ead605d4f1>.

## RECAPTURING THE MARKET

By offering Marine Stewardship Council certified products and complying with standards already recognised by European buyers (Global Food Safety Initiative, European Food Safety Inspection Service, Safety Quality Food, etc.), Québec enterprises have a commercial advantage, since they largely already meet European market requirements. Consequently, they can regain lost ground. Obviously, each enterprise must prepare its own strategy and carefully target the markets that particularly interest it if it wishes to take its place on the starting line once the tariffs have been eliminated.

# ANALYTICAL DEVELOPMENT: THE STRENGTH OF THE MARINE BIOTECHNOLOGY RESEARCH CENTRE

By Julie Boyer,

Gaspé Peninsula Regional Directorate

In 2004, in Rimouski, the Marine Biotechnology Research Centre (MBRC) initiated its activities to support the growth of the marine biotechnology system. Last September 18, a good number of people who have made the MBRC the reputed centre it is today celebrated its 10th anniversary together.

The MBRC team, some forty people in all, has successfully accomplished many ambitious projects involving the enhancement of coproducts, seaweed and marine microorganisms for various industrial clients and partners in the private and public sectors. Its accomplishments include contributing to the development of an active ingredient used to stimulate the balance of the intestinal immune system. This product, made in Québec, is composed of a combination of natural peptides extracted from marine-sourced proteins. The Centre has also participated in studies supporting the

development of a product containing a marine native collagen found in the skin of coldwater finfish. This extract is currently being used by the cosmetic industry.

## ANALYTICAL DEVELOPMENT AT MBRC

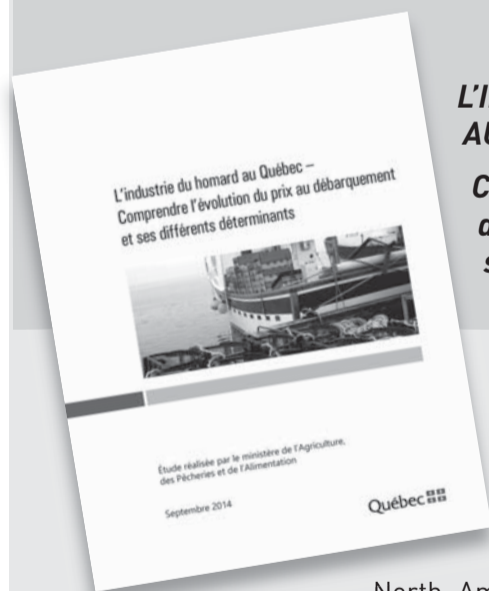
Analytical development at CRBM is considered one of the organisation's strengths. The Centre's analytical development labs are amongst the best-equipped in Québec to characterise and analyse the properties of bioactive molecules, notably those extracted from a range of biomasses.

In recent years, the Marine Biotechnology Research Centre has acquired considerable capacity to conduct a range of analyses supporting both research and development work and quality control studies. Targeted parameters include contaminants such as heavy metals,

pesticides and cyanotoxins, compounds of interest such as fatty acids, amino acids, phospholipids, mannitol, sorbitol and various sugars, specific pigments such as free and esterified astaxanthins, betaines, and polysaccharides such as fucoidans and alginates as well as a range of microorganisms. In addition, the MBRC holds a Health Canada Establishment Licence, issued in 2005, which makes it easier to certify natural health products developed by the Centre and its clients.

It is important to point out the Ministry of Agriculture, Fisheries and Food has been a proud MBRC partner since the organisation's foundation. For more information about MBRC activities or to reach a member of its team, simply visit the website at [www.crbm-mbrc.com](http://www.crbm-mbrc.com).

## JUST PUBLISHED



### **L'INDUSTRIE DU HOMARD AU QUÉBEC**

**Comprendre l'évolution  
du prix au débarquement et  
ses différents déterminants**

Conducted by the Ministry of Agriculture, Fisheries and Food, this study on Québec's lobster industry reports on how landings in Québec, by volume and value, have evolved over the course of the last ten years, examining the statistics within the context of the North American lobster supply. In doing so, it provides information that will help readers understand the reasons underlying the shifts in lobster prices observed during this period.

To consult the document (in French only), visit the Ministry's website at [www.mapaq.gouv.qc.ca/Fr/Peche/md/Publications/](http://www.mapaq.gouv.qc.ca/Fr/Peche/md/Publications/).

### **MONOGRAPHIE de l'industrie québécoise du flétan du Groenland**

The Ministry of Agriculture, Fisheries and Food recently published a monograph on Québec's Greenland halibut industry. This publication presents a general portrait of the industry, discussing such aspects as the management, harvest, processing, marketing and commercialisation of the species.

The document has been posted on the Ministry's website at [www.mapaq.gouv.qc.ca/fletangroenland](http://www.mapaq.gouv.qc.ca/fletangroenland).

