

# Fisheries and aquaculture

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*Fifth edition of the Québec Fish and Seafood Directory*

## Minister's message



Minister of Agriculture, Fisheries and Food, responsible for the Abitibi-Témiscamingue and Nord-du-Québec regions and MNA for Abitibi-Est,

Pierre Corbeil

Although they're still preliminary, I'm delighted with the results of the fishing season; the situation has improved since last year. For instance, landing prices for lobster, shrimp and especially snow crab have increased despite the slight drop in catches due to poor weather early in the season.

I'm still keeping a close eye on the mariculture industry, notably in the Gaspé Peninsula region where predation by ducks has been a particular problem for mussel producers. A few weeks ago, I had the opportunity to meet with mariculture industry representatives in the company of my National Assembly colleagues Nathalie Normandeau and Georges Mamelonet. On August 3, I announced a sum of \$135,000 in financial support that will serve to develop sea duck scaring techniques beginning this fall. At the same time, I confirmed that companies faced with mussel predation problems would together be eligible for \$250,000 in financial aid. Rest assured that we are continuing to work closely with industry stakeholders and that we are carefully considering the possibility of adapting the *Financial support program for the reorganisation of mariculture enterprises* so that it more closely addresses the industry's current situation.

Furthermore, over the last few days I concluded my visit of the maritime regions begun last April. I went to the Côte-Nord region to meet with fishers and assistant fishers as well as with plant workers and owners. This region, like the Gaspé

Peninsula and Magdalen Islands, has its own set of issues. My visit allowed me to gain a greater understanding of the individual concerns of all industry members and appreciate the projects underway.

Finally, as you know, I had the pleasure of introducing the *Livre vert pour une politique bioalimentaire* (Green paper on bio-food policy) on June 7. This document lays down the foundations for Québec's very first bio-food policy. I would like to point out that this is excellent news for the commercial fisheries and aquaculture industry. In fact, by putting the product front and centre, the new policy targets the entire food chain—from sea or farm to fork. Thus, we recognise the importance of the foods the fisheries and aquaculture supply and the role this industry's actors play in the realm of food production. In this regard, all partners and consumers are invited to participate in the next step of this project, the parliamentary commission that will begin on September 12. The commercial fisheries and aquaculture industry will also have the opportunity to state its opinion on the proposed biofood policy. To find out more about the policy, I invite you to read the related article in this issue.

I wish you all an excellent conclusion to your fishing season.

## Canada – European Union: Comprehensive Economic and Trade Agreement (CETA) Status of the negotiations

By Jean-Michel Poulin,

Analyses and Policies Directorate

Since May 2009, Canada and the European Union (EU) have been conducting official negotiations towards an economic and trade agreement. A seventh round of discussions ended last spring.

Considerable progress has been made in key areas in just over two years and the text of the agreement has now almost entirely been drafted. The parties are actively discussing the remaining differences and a new cycle of negotiations kicked off in Brussels in July 2011. If all goes as expected, an agreement could be entered into by 2012.

It's important to point out that the Canadian provinces participate fully in these discussions. The Québec delegation is coordinated by Pierre-Marc Johnson who met with fisheries industry representatives in Montréal in August 2009 where they voiced their expectations regarding the economic and trade partnership agreement.

One demand raised by the industry was the issue of customs tariffs. In fact, numerous fisheries products of Canadian origin exported to the EU are subject to tariffs that can

reach as high as 20 percent, depending on the species involved, the type of product or what it is used for downstream. Reduced customs fees for northern shrimp, lobster, Atlantic cod and blue mackerel would be of benefit to the industry.

It is important to point out that the European Union is the world's largest fish and seafood market since it absorbs 40 percent of world exports. For Québec, it ranks second after the United States as an export market. In 2010, Québec shipped products with a total value of \$18.5 million to the EU; the main export species were northern shrimp, lobster and cod.

In theory, signature of the transatlantic agreement would open to Québec and Canada a potential market of 500 million Europeans. According to Foreign Affairs and International Trade Canada, the freer trade of goods between both parties could increase bilateral trade by 20 percent and push Canada's gross domestic product upward by some \$12 billion by 2014.

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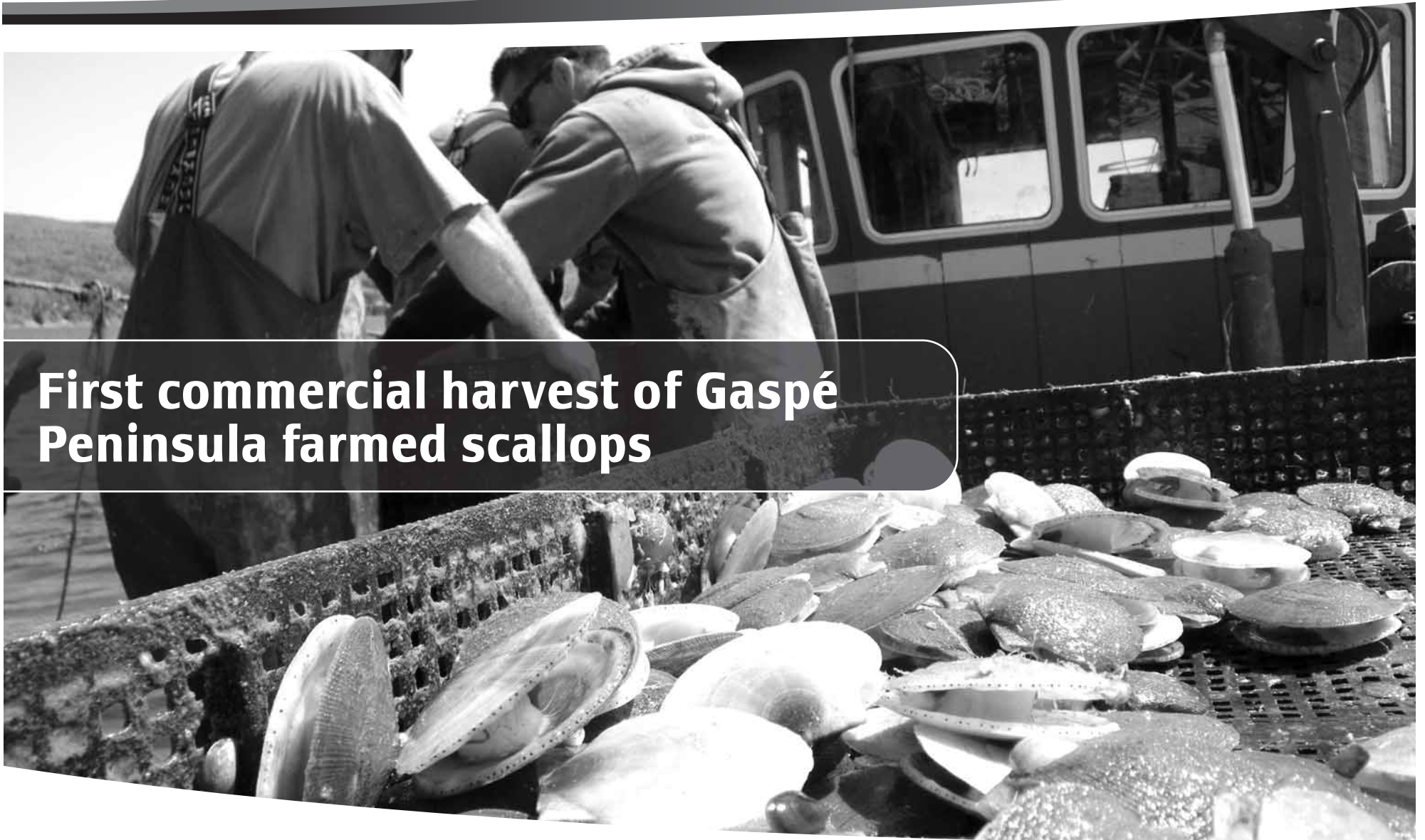
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Québec

## Fisheries<sup>and</sup> aquaculture news



### First commercial harvest of Gaspé Peninsula farmed scallops

By Michelle Parent and Claude Forest,  
Gaspé Peninsula Regional Directorate

Good news for aquaculture! On June 14, Fermes marines de Gaspé inc. harvested scallops commercially for the first time at the site it operates in the northwest basin of Gaspé Bay. After Pec-Nord on the Lower North Shore and Culti-Mer on the Magdalen Islands, this is the third company to successfully produce farmed scallops!

The company is headed by Jean-Philippe Hébert, a young promoter in the mariculture sector. He began his activities in 2009 by installing eight longlines for scallop production. His goal is to ultimately produce 2.5 million scallops. To reach this target, however, he will have to increase the number of longlines deployed to 42. The young promoter also shares his expertise with the sector; he has improved the long-line rearing structure, composed of a set of 11 trays positioned one above the other and known as a "condo", where the spat (young

scallops) remain until they have reached a size of 9 to 15 mm. The product reaches commercial size after two years in the water during which company staff take care to limit the presence of predators, clean the rearing structures and maintain their buoyancy. So far, the results show that the growth rate is excellent and mortality low. It is important to point out that the spat used to seed this first "crop" was collected at sea by Culti-Mer.

Suspension rearing is a technique that calls for a preliminary step—obtaining a supply of juveniles by collecting the spat in the wild or rearing it in a hatchery. However, spat collection requires sizable facilities either in open water or on land and the labour needed to handle and sort the juveniles is intensive. This type of supply produces uncertain results, notably due to annual variations in the scope of the collection

effort and the possible presence of invasive species that would limit the transfer of organisms from collection site to rearing site. Fermes marines de Gaspé will be obtaining its spat supply from Fermes marines du Québec inc., a related company that in 2010 began construction of a land-based scallop hatchery in Newport.

It is important to point out that the sea scallop (*Placopecten magellanicus*) is a mollusc prized for both its fine flavour and its high commercial value. This seafood is obtained primarily through fishing and only the muscle is used and marketed; using the other parts of the animal would be too risky in terms of wholesomeness.

The major challenge that lies ahead for the young company consists of offering its clientele a whole mollusc... an entire immature sea scallop complete with its 60- to

80-mm shell. The firm hopes to develop and market two types of product, whole fresh scallops and frozen scallops on the half-shell. There's no doubt that once the sweet and tasty young scallops are served, chefs and consumers will be delighted with the result!

As for the Gaspé Peninsula's mariculture industry, the continuation of Fermes marines de Gaspé's project, in adding a species prized by consumers, will help diversify production which so far is almost exclusively focussed on mussel farming.

In conclusion, it is important to point out that the Ministry of Agriculture, Fisheries and Food has provided technical assistance and \$431,400 in financial aid to the company to help it carry out this project, which called for a total investment of \$1.3 million.



**Fisheries and Aquaculture News** is posted on the Ministry of Agriculture, Fisheries and Food's website at the following address:  
[www.mapaq.gouv.qc.ca/nouvelles](http://www.mapaq.gouv.qc.ca/nouvelles)

It can also be consulted on the website at the following address: [www.pecheimpact.com](http://www.pecheimpact.com)

**pêche impact**  
LE JOURNAL DES PÊCHES

By Jean-Marc Jalbert,

Gaspé Peninsula Regional Directorate

## New Gaspé Peninsula marine products on the market

Building on the improvements made to its plant in Saint-Godefroi in the spring of 2011, the firm Produits marins St-Godefroi began preparing new products this summer. It now processes and markets vacuum-packed whole mackerel and mackerel filets. In doing so, it adds diversity to the way the species is used; until now it had been utilised almost exclusively as bait. In addition to mackerel, the company also processes lobster products, marketing the tails, claws and body in a variety of formats.

Distributed on markets in Québec and the Maritimes, these foodstuffs further enrich the list of reputed Gaspé Peninsula products. For consumers, it's another opportunity to pick foods produced here and always make the right choice (*Toujours le bon choix!*), as the Aliments du Québec promotional campaign currently underway suggests.

It's also a good deal for the local economy which enjoys the benefits of this expansion project based on using two species of interesting commercial value, notably due to the volumes available. In implementing this project, the company managed to maintain 20 jobs directly and will ultimately be able to extend the seasonal employment period.

The dynamism, self-confidence and sense of innovation of the new owner, Janik Aubut, certainly played a key role in accomplishing this project. It is important to point out that in 2009, this young entrepreneur—who had headed the family firm for 15 years—took over ownership of the plant set up by her father, Guy Aubut, more than 30 years ago.

Because of the difficult operational context experienced in recent years, she decided to examine the company's situation more closely, leading her to observe that the main species marketed by the plant had peaked in terms of supply. Generally speaking, they were beginning to decline, putting downward pressure year after year on the yields associated with the various products produced at the plant. The periods of activity were shorter and shorter, which also made it difficult for employees to qualify for employment insurance.

Given these conditions, it became apparent that it would be difficult for the plant to increase its supply and extend its period of activity without raising its production costs and compromising the firm's overall profitability. The company's management and its advisors felt that it would be possible to improve the situation by investing in specialised equipment that would allow them to diversify the plant's production. This turned out to be the best solution to ensure the survival of the company's activities.

The Ministry of Agriculture, Fisheries and Food encouraged this young Gaspesian entrepreneur who helps create greater wealth by making the most of the region's resources. To this end, the Ministry granted nearly \$99,000 in financial aid to the company via its *Financial support program for the development of the commercial fisheries and aquaculture sector*.



## DONNER LE GOÛT DU QUÉBEC

### Le livre vert pour une politique bioalimentaire



The Minister of Agriculture, Fisheries and Food, Pierre Corbeil, recently presented the green paper on a bio-food policy. Encompassing agriculture, the fisheries, food processing and nutrition, the vast bio-food sector is of strategic importance to Québec. As evidence, no fewer

than 24 million meals are prepared every day in this sector which employs 475,000 Quebecers.

The green paper is not only a consultation document but also a government proposal. In the wake of the report presented by the Commission sur l'avenir de l'agriculture et de l'agroalimentaire québécois (commission on the future of agriculture and bio-food in Québec), the paper was prepared following an exhaustive consultation with the community. In parallel to this, two forums were held—one for the fisheries sector and the other for aquaculture. Since then, a certain number of actions have been taken and changes have been initiated.

#### Consumers are central to the green paper

The proposed bio-food policy, which entails a major change in culture, centres efforts on the food product and client satisfaction. To this end, it focuses on the needs of consumers here in Québec and elsewhere. The green paper proposes a policy with a mobilising vision that explores the theme *Donner le goût du Québec* (Savour Québec) and aims to:

*Earn recognition for the biofood sector for its distinctive, quality food products and for its contribution to the economic growth of Québec and the vitality of its regions in a perspective of sustainable development.*

The green paper encompasses the entire food production chain from land or sea to table. Consequently, it concerns fishers, aquaculturers, farmers, food processors, distributors, restaurateurs and retailers. Essentially, it aims to

guide the bio-food industry so as to ensure that the products offered meet market needs and consumer expectations, promote good health and drive Québec's economy. To achieve this, the paper proposes three avenues: make Québec's food products distinct; reinforce the competitive capacity of Québec's biofood enterprises; and promote the environment and the territory.

#### Check back for more news later

The next steps include a series of public hearings organised by the Commission de l'agriculture, des pêcheries, de l'énergie et des ressources naturelles (commission on agriculture, energy and natural resources). The Commission will gather comments from all the actors affected by the proposed policy and will specify which legislation will need to be adjusted and what changes will need to be made. A bill will be introduced to the National Assembly that will set out in detail the long-term commitment of the Government of Québec with respect to the bio-food sector; adoption of this bill will confirm implementation of the government policy.

To find out more, please consult the Ministry of Agriculture, Fisheries and Food website at : [www.mapaq.gouv.qc.ca](http://www.mapaq.gouv.qc.ca).

## Resumption of activities at the Fédération des pêcheurs semi-hauturiers du Québec

By François Montminy-Munyan,  
Analyses and Policies Directorate

The Fédération des pêcheurs semi-hauturiers du Québec has resumed activities over the course of the past year. The association was created in 1993 to represent the interests of all midshore fishing fleets in the province at a time when moratoriums were being declared on the groundfish fishery in the Gulf of St. Lawrence. It temporarily halted its activities in 2007, after fifteen years of activity.

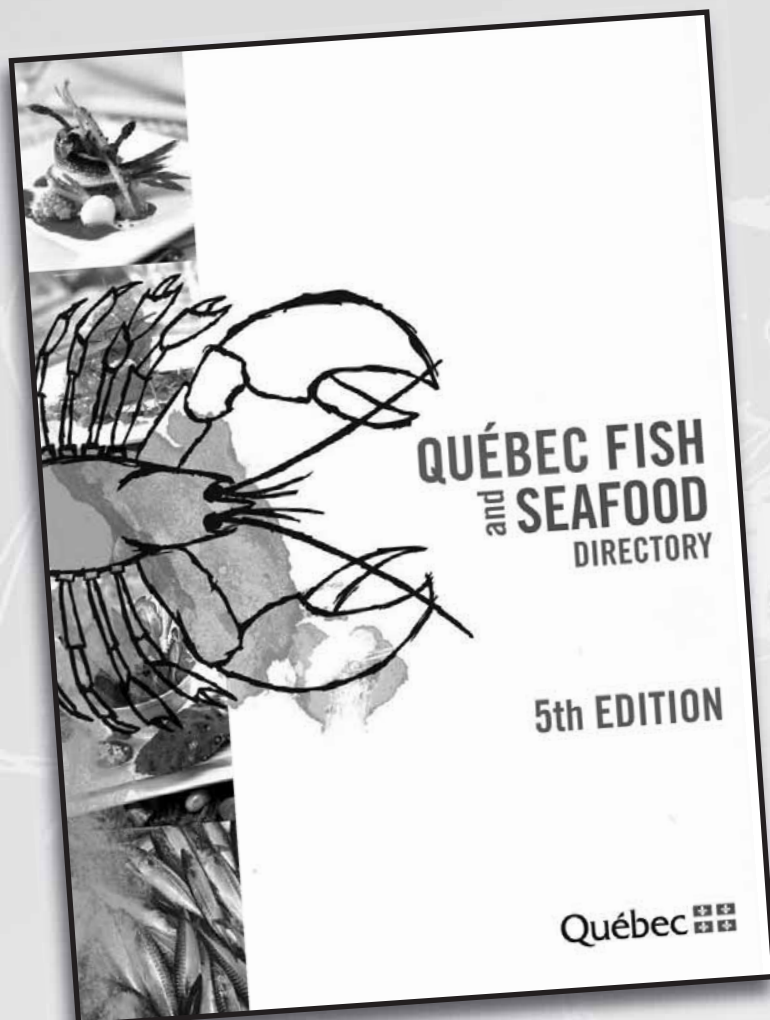
The revamped Fédération des pêcheurs semi-hauturiers du Québec brings together the Association des capitaines propriétaires de la Gaspésie, Association des crabiers gaspésiens, Association des pêcheurs de la MRC de Pabok and Regroupement des pêcheurs professionnels des Îles-de-la-Madeleine. In all, 122 midshore snow crab, northern shrimp and groundfish fishers currently hold membership in the group.

The Fédération's head office is in Cap-aux-Meules in the municipality of Îles-de-la-Madeleine. The board of directors is intended to be representative of its regional

components and each association sends a delegate to sit on the board. It is important to point out that Marcel Cormier, a fisher native to the Magdalen Islands, chairs the organisation.

Over the coming months, the Fédération intends to represent its members on the national stage, notably by participating in the advisory committees that will be held to plan the next fishing season. It also wants to move forward on several issues of common interest to reduce operating costs associated with fishing and foster the sustainable use of fisheries resources.

The Ministry of Agriculture, Fisheries and Food provides up to \$140,000 in financial support per year for the operations of the Fédération des pêcheurs semi-hauturiers du Québec via its *Financial support program for collective initiatives in the commercial fisheries and aquaculture sector*.



## Fifth edition of the Québec Fish and Seafood Directory

This edition, published in French and English, includes a never-before-published section cataloguing Québec's export enterprises. It also contains lists showing the main species marketed in Québec and the products prepared by each company. In addition, the catalogue provides information about processing businesses, distributors, wholesalers, brokers, mercantile establishments and sales offices, including their contact details.

To obtain a copy of the Directory, please contact Micheline Fournier by phone at 418-368-7636 or by e-mail at [micheline.fournier@mapaq.gouv.qc.ca](mailto:micheline.fournier@mapaq.gouv.qc.ca). The Directory is also posted in the *Publications* section of the website maintained by the Ministry of Agriculture, Fisheries and Food at the following address: [www.mapaq.gouv.qc.ca/Fr/Peche/](http://www.mapaq.gouv.qc.ca/Fr/Peche/).