

# SEAFOOD

NEW ZEALAND

**Leigh Fisheries  
'a natural fit' for  
Foodstuffs**

**Fishers' bright  
ideas funded by  
industry**



# OUR PROMISE

*This is our promise to every New Zealander.*

*A promise about one of our most valued and treasured resources.*

*We are the men and women of the New Zealand seafood industry and we want you to be proud of each and every one of us.*

*We promise to be guardians of our oceans and to continue finding new ways to lead the world with sustainable practices – right now and for decades to come. We may not always get it right, but we're committed to always exploring ways to do things better.*

*We have nothing to hide and much to be proud of.*

*So come with us and share our stories at [seafood.co.nz](http://seafood.co.nz).*

## OUR PROMISE IN PRACTICE

\*\*\*\*\*

### OUR CODE OF CONDUCT

**We do not condone illegal behaviour.**

We will always aim to do the right thing. The law surrounding fishing is both technical and complex and, at times, some people may make mistakes. When the law is breached, we will accept the consequences and make changes where needed.

**We will work with Government and other interested parties to develop and implement principled and practical policies to ensure the use of fisheries resources is sustainable.**

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

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

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

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

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

**We look after our people and treat them fairly.**

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

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

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

**We give our word**

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## EDITORIALS

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## In this issue

As we go to press, the world is in the grip of the COVID-19 pandemic. As many commentators have noted, it's the biggest international crisis since World War 2; certainly the most dramatic change to happen in most of our lifetimes. The lockdown in this country is unprecedented, with profound impacts. Seafood is rightly seen as an essential service but the ramifications for our industry and our people are immense and wide-ranging. We have seen cancellation of both the Maori Fisheries conference and the Fed's June conference and the Seafood NZ conference in Wellington in August is also under review. However, as Federation of Commercial Fishermen president Doug Saunders-Loder points out in his thoughtful column on page 27, it's also something that's bigger than all of us. Every aspect of New Zealand life is drawn in.

While as a small nation we have little influence on what happens in the global economy, as an industry we can take comfort from our superb resource base, our healthy in-demand products, our robust management systems at a government and business level, our professional, adaptable workforce, our strong relationships with clients here and around the world and our innovation and hard work. It is both impossible and unwise to predict how the crisis will play out, but we can be sure that the seafood industry has an important role and continues to have bright long-term prospects.

With the virus situation changing so rapidly day by day, we will aim for more comprehensive coverage and context in the June issue. There is a lot of good reading, though, from a review of the Foodstuffs purchase of Leigh Fisheries, to a profile of West Coast legend Allan Rooney and the heartening tale of the commercial and recreational sectors working together to improve fishing and reduce conflict in Hawke's Bay.

Seafood NZ is also undergoing change. Dr Jeremy Helson, chief executive of Fisheries Inshore NZ, took over leadership of the industry's peak body on April 6. My seven-year tenure as Seafood NZ chief executive is up and armed with Winston's Codger Card I will look to do a lot more stock sampling in Cook Strait and on the Wairarapa coast.

It has been a privilege to work with so many good people doing good things and to promote public recognition of that. I will keep my hand in, taking over as editor of this Seafood magazine from the June issue. See you on the road.

Bill Moore has done a superb job as editor for the past three years, taking the industry's publishing voice to a new level, and we aim to build on that.

Tim Pankhurst

# Fish Mainland launched

Bill Moore



A series of public meetings has kicked off Fish Mainland's efforts to become a single, strong voice for the recreational sector across the South Island.

While attendances were small at the initial meetings in Picton and Nelson last month, spokesman Randall Bess said previous work had shown there was "an immense amount of support" in the South Island for a peak, non-profit professional body to represent recreational fishing interests to the Government and others.

Unlike the more combative largely North Island recreational group LegaSea, Fish Mainland intends to work collaboratively and respectfully with the

Crown, iwi and other sectors and interests, sharing information and resources and limiting the need for political intervention.

It already has support from South Island iwi and several large fishing clubs, and its arrival has been welcomed by the fishing industry.

Fish Mainland's new website, launched in early March, says recreational fishing is a valuable and integral part of South Island fisheries, along with commercial and Maori non-commercial customary fishing.

A healthy marine environment is crucial to the wellbeing of all sectors and interests, it says.



Randall Bess

Its vision is a healthy and abundant marine environment where recreational fishers have an equitable share of resources, and are respected partners in management decisions.

The group, which became an incorporated society at the

beginning of the year, aims to establish a nine-member board representing all the South Island's regions and Stewart Island, with two iwi-appointed directors and an independent chair.

Its aims include bettering the information collected on the recreational catch and its significance, keeping fishers up-to-date on issues across all

regions, and improving the profile of recreational fishing.

Bess said regional elections would be held once Fish Mainland had built a sufficient membership base.

Headquarters could be set up in Christchurch, with the envisaged small team of staff likely to spend much of their time "on the road", he said.

For more, go to [www.fishmainland.nz](http://www.fishmainland.nz)



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# Springs Box quietens inshore critics

Tim Pankhurst



LegaSea Hawke's Bay spokesman Brian Firman.

Recreational fishing in Hawke's Bay is back to levels of 20 years ago.

That is according to LegaSea Hawke's Bay spokesman Brian Firman, owner of Napier-based boat manufacturer and retailer Firmans Marine and Profile Boats.

That is quite an admission from an arch-critic of the commercial sector management who had previously claimed the Hawke's Bay fishery was stuffed.

Several years ago it was quite a different story, with the commercial and recreational sectors

severely at odds.

That led to a novel response – an agreed closure of a large area of Hawke's Bay to commercial fishing over the summer when recreational fishing is at its peak.

That was in 2015. Five summers later, the agreement is still in place.

The area, known as the Springs Box, covers 237 square kilometres of ocean due east of Napier Port and to the north of Cape Kidnappers.

The voluntary measure was agreed between Napier Fishermen's Association and LegaSea



## FEATURE

Hawke's Bay, supported by Fisheries Inshore New Zealand (FINZ) and the Ministry for Primary Industries and latterly Fisheries New Zealand.

The closure applies for the three months from December 1 to the end of February, with the exemption of trolling for tuna.

This is in addition to an equally large area to the north of the Box, known as the Wairoa Hard, which extends from the shore and is permanently closed to commercial fishing.

And to the south of Napier off popular Waimarama Beach, there is an inshore area reserved for recreational fishers only.

The implementation of the industry's management strategy for tarakihi has also led to a further four voluntary closures along the east coast to reduce juvenile catch.

"We are committed to working with recreational fishers in this shared fishery," FINZ chief executive Jeremy Helson said when announcing the 2019 - 2020 extension.

"The fishery has improved, no doubt about that,"

**"The fishery has improved, no doubt about that."**

**– Brian Firman**

Firman confirmed in an interview at his thriving marine business. "We all want to see it stay that way and not get smashed again."

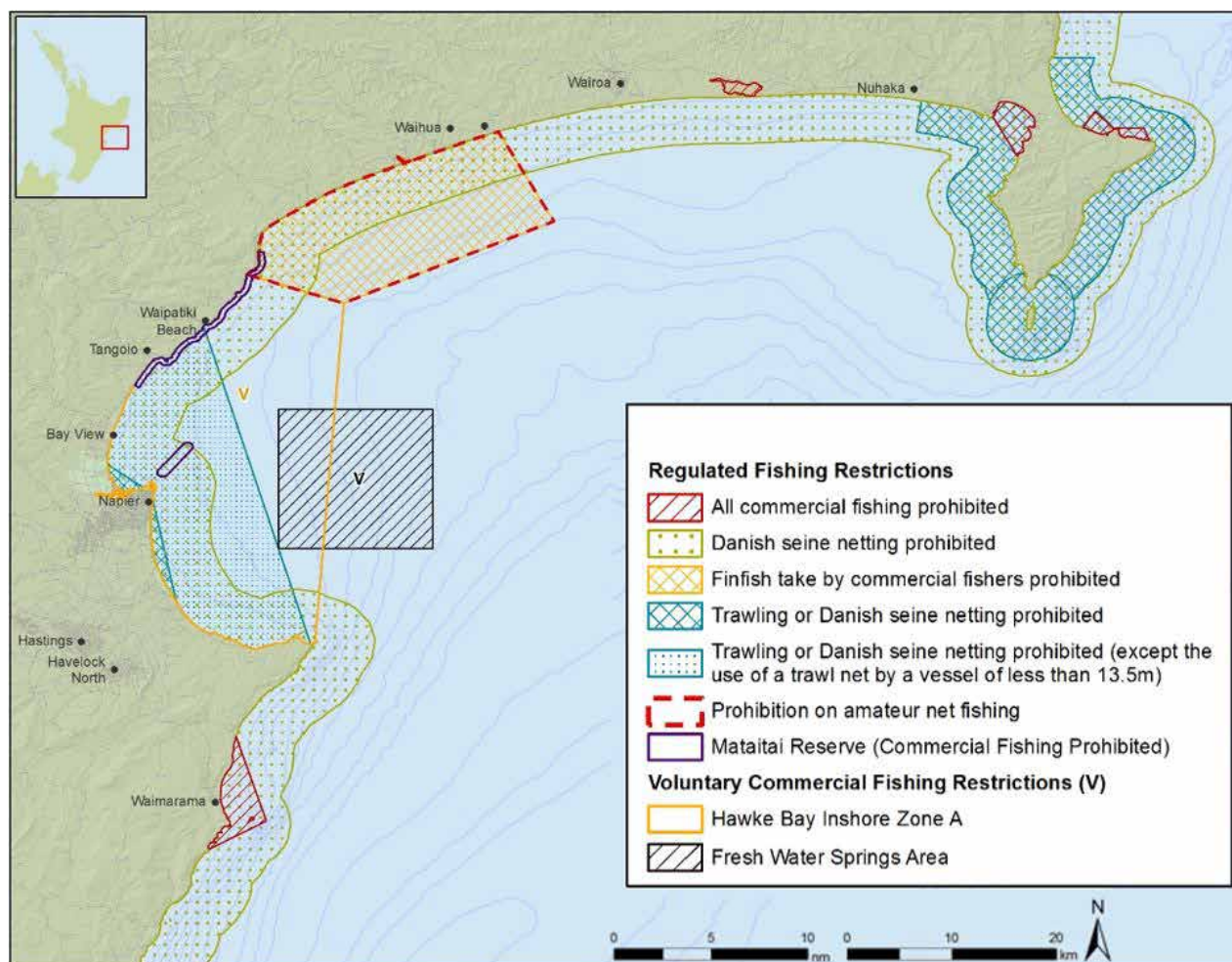
Commercial fisherman Mike Terry, a veteran of the orange roughy boom of the 1980s, was an architect of the Box concession and is delighted with the improved relations.

"We do have a really good rapport with LegaSea," he said, returning from a 13-hour solo day at sea in his leased trawler *St Jude*.

"They're all saying they've never seen so much fish in the Bay.

"We're getting on like a house on fire – things have changed a lot.

"Several years ago there was a lot of really aggressive stuff on social media.





"We were going to get shot at off the beach. There were a lot of threats. It was really bad."

He said the Ministry for Primary Industries was concerned about the aggro too and facilitated several meetings with the various parties that led to the historic Springs Box agreement.

Terry, who has been fishing for 52 of his 68 years, his bloodhound eyes burned by sun and salt, agrees the fishery was mismanaged in the 1980s and that did lead to stock depletion.

Terry's father Donald was a commercial fisherman, drowned off Tora on the Wairarapa coast with two crew in 1975, and his son, also named Mike, fishes the family trawler *Atlantic Dawn*.

On this day Terry senior's catch is mixed, a few boxes of flats, rig and gurnard, 70 albacore tuna and a kingfish.

He began the day towing but with the tuna running decided to head out wide and pulled in the tuna on handline lures.

"I love this electronic reporting, it's so easy compared to paper," he said as his catch was hoisted into a waiting Takitimu Seafoods truck.

"I don't know what the hoo-ha was about."

Business, along with the fishing, is good too. Firman also manufactures Profile Boats, the largest a sturdy, attractively finished 9.4m aluminium pontoon vessel powered by twin 250hp outboards.

Brian Firman is the third generation in a family firm that started in the 1950s with service stations before moving to caravans and then to boats.

Previously in partnership with two brothers and a sister, Brian has been sole owner since 2000 and now employs 33 staff and is about to crack the US market.

By mid-year, Profile boats will be sold under licence through Xcel Boats in Tennessee with over 100 dealerships throughout the USA.

The company already exports to Australia and most of its local sales are beyond Hawke's Bay.

Clearly, he has a vested interest in a healthy fishery.

A wiry, energetic man who moves at a fast clip across his expansive showroom, 59-year-old Firman remains combative.

He believes the areas where total catches are set within the Quota Management System are too large. A particular species may be confined to a small area, such as groper on the Lachlan Banks, and be subject to the full Total Allowable Commercial Catch for a much larger area. He says Area 2, (East Cape to Cook Strait) is far too large and this can, and has, resulted in local area depletion.

Despite the rapport, there are still tensions.

LegaSea remains committed to opposition to

**"I love this electronic reporting, it's so easy compared to paper, I don't know what the hoo-ha was about."**

**– Mike Terry**

inshore trawling, maintaining the coastal sea out to 12 nautical miles or the 100m depth profile should be protected from bottom trawl seabed damage and to protect juveniles and habitat for all sea life to flourish to abundance.

This is despite the impact such a move would have on employment, local economies and fresh fish supply.

Firman disagrees, saying a very abundant



Mike Terry

inshore fishery would create more employment for local economies (for possibly different people) and local fish could be caught by local boats for local markets.

Firman is critical of a trawler he says regularly works close inshore and another that steamed into a group of recreational boats, picked up the anchor of one of them and began pulling it along behind the vessel.

He says the fishing boat did not stop and the anglers being towed had to cut the anchor rope.

But he acknowledges the commercial sector has respected its agreement.

When a trawler did stray into the Box, he rang Jeremy Helson at FINZ to complain and said there was an immediate response and he understood "an ear had been chewed".

Despite the niggles, the commercial co-operation around the Springs Box and abundance of fish have made a big difference.

The sectors have also formed a Fishermen's Liaison Group and are working with the Port of Napier to create two artificial reefs offshore to provide more habitat for fish species.

The port, laden with export logs, is dredging a

**"We are committed to working with recreational fishers in this shared fishery."**

**– Jeremy Helson**

deeper channel to cater for 350-metre ships.

Part of that work entails removing large limestone rocks and resource-consent has been obtained to dump 20,000 cubic metres at two locations.

The plan is to barge this material to near the Pania north buoy and a second site in 55 metres where the wrecked trawler *Gwen B* rests.

LegaSea undertakes ramp surveys and many recreational fishers say the snapper fishing over the summer has greatly improved.

There are a number of factors at play – the Springs Box and other closures, recovery from the plunder of the past, the Quota Management System providing sustainability, warming sea temperatures boosting snapper and kingfish numbers in particular.

But perhaps the most important is goodwill.

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## **Respect the Cable Protection Zone (CPZ)**

If you are fishing or anchoring near the CPZ, know your exact location by checking the relevant charts. These include: NZ 463, NZ 6212 and NZ 615.

## **Should you snag your anchor or fishing equipment on a cable, do not try to free it.**

Instead, record your position, abandon your gear and advise Transpower's patrol vessel ("Seapatroller", Channel 16 or cellphone 0274-442-288) or Transpower of the situation immediately.

## **Severe Penalties apply – don't jeopardise your livelihood**

Under the law, any vessel of any size, fishing or anchoring in the CPZ may be subject to significant legal penalties. These sanctions cover any equipment that may be used for fishing or anchoring deployed over the side of a vessel in the CPZ.

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

Don't take chances. Refer to the publication Cook Strait Submarine Cable Protection Zone. This is located on the Transpower website [www.transpower.co.nz](http://www.transpower.co.nz)

Alternatively contact 0800 THE GRID or 0800 843 4743.

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# Fishers' bright ideas funded by industry

Lesley Hamilton



Whitianga commercial fisherman Adam Clow has helped develop a hydraulic gear setting arm to reduce seabird bycatch in the bottom longline fishery.

Innovative solutions to everything from dealing with bycatch to mitigating marine pollution have been coming in thick and fast as a result of a funding initiative by Seafood Innovations Limited and Fisheries Inshore New Zealand.

The Gear Innovation Pathway encourages fishers to come up with ideas that will benefit the whole fleet.

The funding, capped at \$20,000 for each research project and to a total of \$250,000 overall, will allow fishers to develop the idea at no, or little cost to themselves and encourages innovative solutions by the very people facing the issues daily.

Seafood Innovations general manager Anna Yallop said she was surprised and delighted with the

number and variety of the projects submitted so far, and is encouraging others to submit ideas in future funding rounds.

"Removing the hurdle of getting funding to develop and test their ideas is proving to be a great springboard to innovation. If, down the track, the innovation is suitable for taking to market there are options that FINZ and SIL have to scale the projects up."

Dave Kellian is one of the most recent successful applicants, a fisher out of Leigh who is no stranger to coming up with innovative ideas to improve practices in commercial fishing. Kellian spent 20 years developing an underwater bait-setter to deter seabird strike on hooks and that is now being

trialled by an Altair Fishing longline vessel.

Kellian's latest project is a solution to snap failure in the Southern bluefin tuna fishery.

On a longline vessel, a main line called a backbone has thousands of hooks attached to it by stainless steel snaps. The conventional snap has a spring mechanism and tuna can sometimes trigger the release of the conventional snaps when struggling on the line. Kellian has seen fish caught on his longline that have hooks and lines from previous captures and escapes from other vessels. There are significant losses of gear and fish in the highly migratory fishery due to failure.

"My conservative estimate would be that we lose roughly 200 high-value tuna per season due to clip failure," Kellian said. "I reckon I was losing a significant amount of gear and fish each season personally, which could potentially be a huge monetary loss when scaled up to the entire fleet." Preventing this loss would not only improve the efficiency of the fleet's operation but improve fish welfare, he said.

Kellian has designed and tested five new clips that mitigate snap failure by a self-locking mechanism that can only be opened by a crew member on the haul. He has now successfully applied for funding from the Gear Innovation Pathway to develop the plastic injection mould and produce a further 2000 trial snaps.

Another successful recipient of funding seeks to reduce seabird bycatch in the bottom longline fishery.

The collaboration is between fishers Adam and Phil Clow, Department of Conservation seabird liaison officer, Nigel Hollands and coastal engineer Peter Quilter, who have come up with a design for



Seafood Innovations Ltd general manager Anna Yallop.

a hydraulic gear setting arm.

The funding will allow the development and installation of the setting arm on the stern of the vessel. The arm will come down on the backbone during the setting of the gear and push the line

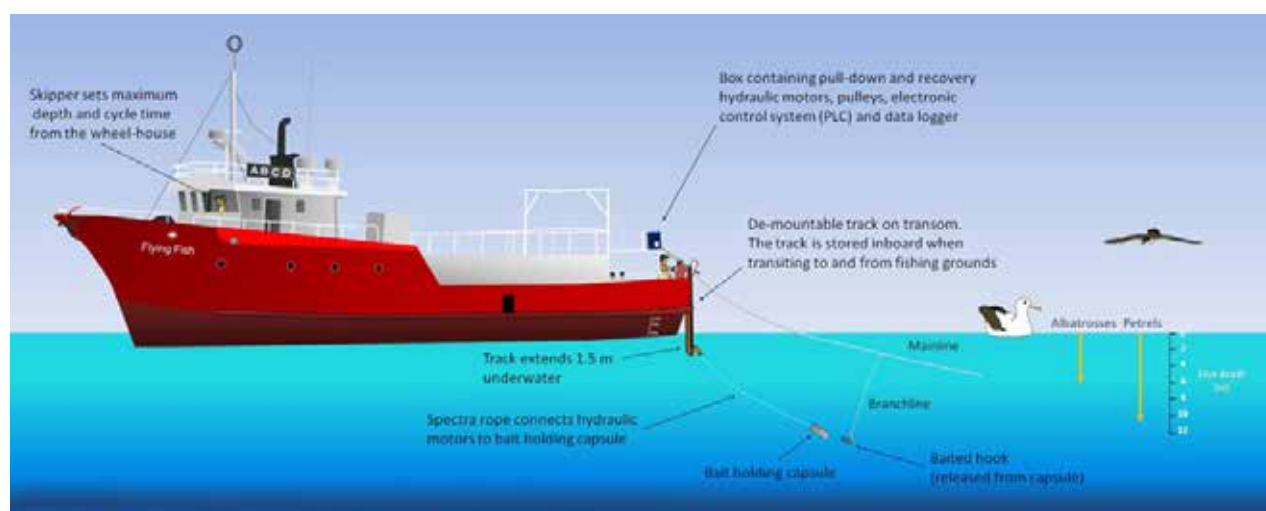
underwater close to the stern.

Adam Clow said the arm would be fitted either on or under the roof of the canopy cage and would be telescopically pulled out on rollers by crew and locked into place. The arm would drive the set line under water which would mean the bait would enter the water three to five metres behind the stern and push it to two metres under. This compares with a traditional set which sees the bait hitting the surface 15 to 20 metres behind the stern.

"This will virtually eliminate the opportunity for seabirds to dive on sighted bait hooks," he said.

FINZ fishery manager Brianna King said the Gear Innovation Pathway funding was still available, and encouraged all fishers to put up their brightest and best ideas to improve the fishery.

"We have really enjoyed seeing the different ideas that fishermen have come up with, and the creativity involved. The applicants I have spoken to are excited to have this pathway available. FINZ and SIL look forward to working together on this grass-roots initiative to make fishers' solutions a reality."



The underwater bait-setter. Picture; Skadia

# Little old girl makes a splash at Rotoiti



Phil Jones and partner Anne Roy in the historic double-ender *Annie* at Lake Rotoiti. Picture; Dan Kendrick

The fishing industry came into unexpected prominence at the annual New Zealand Antique and Classic Boat Show held at Lake Rotoiti south of Nelson last month, with a historic double-ender being named best restoration.

*Annie*, a 4.5 metre (14.5 foot) carvel planked boat was built in Wellington's Island Bay by members of the Italian fishing community, and launched in 1920.

Marlborough Sounds classic boat enthusiast Phil Jones restored and repowered *Annie* last year, installing a two-cylinder 13 horsepower water-cooled Lombardini diesel that cost close to 10 times the \$700 he paid for the boat.

Among other things he put in new steamed elm stringers, added some aged teak obtained from a contact's hoard, and chose a colour scheme inspired by a trip to the Mediterranean.

"I took a million photographs at marinas and decided I didn't want a white boat – hence the dark red anti-fouling and the dark green."

Jones' research showed that the boat was built near the beach at Island Bay and used for long-lining in Cook Strait in its early years, with oars rather than a motor providing the power during the 12-hour trips.

He said it was pleasing to see *Annie* judged best restoration, especially because bigger and much more expensive boats tended to dominate the show, disadvantaging the backyard enthusiasts like himself and other members of the Picton Clinker and Classic Boat Club.

"We put a lot of sweat into this boat."

It was the 21st year of the show, with the top prize for best overall vessel going to a sleek 1964 Italian-made Riva powerboat once owned by former US First Lady Jacqueline Kennedy-Onassis.

There were a record 155 entries including clinkers, steam launches, classic motorboats and sailing dinghies taking part in a range of races and activities.



# Photographer always ready to go

Bill Moore



One of Steve Hussey's favourite pictures, the *Phoenix* servicing a Coromandel mussel farm.

After eight years photographing the seafood industry Steve Hussey is a firm believer in its importance to New Zealand – and its commitment to sound, sustainable practices.

Nelson-based Hussey has taken industry pictures around New Zealand for a wide range of fishing and aquaculture clients. He also does a variety of other commercial work, but finds his time at sea and around the people who catch, grow and process seafood is always a job highlight.

A former design company art director who switched to professional photography 12 years ago, he developed his marine work through the contacts made from covering the annual Aquaculture New Zealand conference. Sanford is now his biggest seafood industry client.

"I've shot at least once for nearly all of the main players, everything from Stewart Island to the Hauraki Gulf, around salmon farms, mussel farms, oysters, processing plants and I've been out on quite a few hoki boats and inshore fishery boats," he said.

Hussey has been using drones extensively for five years and said he was equipped to cover above, on, and under the water.

"I go anytime, anywhere, really, I love it."

He's yet to be hired to take pictures in the Southern Ocean and around Antarctica but said if he was asked, he would say yes "in a heartbeat".

One of his most memorable days was when he was on a mussel barge off the Coromandel coast that he could direct wherever he wanted.

## FEATURE



The Ana at work in the Hauraki Gulf.

"There was another barge at a mussel farm and there was just this perfect sky with some colour in it. I had the drone up and I was just following this barge along. I got it to do a sweep around one of the mussel lines and all the ripples reflected the sky towards me.

"I did a perfect panning shot as it went around ... I was dancing all over the boat. I had an amazing day."

Hussey said his experience had made him a huge

advocate for the seafood industry. He was impressed by the sustainable fishing he'd witnessed, and believed that aquaculture was "the best way of growing protein sustainably for the planet".

"The people I know in the industry are real people with real families and they care about the future of the planet. I haven't seen any raping or pillaging or any of that. All the work I do in that industry, I feel good about."

For more, go to [www.stevehussey.co.nz](http://www.stevehussey.co.nz)



Sanford's *Ikawai* shot at night with a drone on a Cook Strait hoki trip.





Steve Hussey used a 360-degree camera to picture himself atop the Sanford boat *Ana*, with the Auckland skyline to the right.



# Leigh Fisheries 'a natural

Nationwide supermarket chain Foodstuffs says the purchase of Leigh Fisheries, north of Auckland, is a natural fit that will enhance its seafood business for the long haul. **TIM PANKHURST** reports.

# fit' for Foodstuffs





Foodstuffs national seafood business manager Dave Jose says they've lifted the hood on Leigh Fisheries, but the business will continue to run as it has for the last 25 years.

The Foodstuffs supermarket chain made a major foray into the seafood market when it bought Leigh Fisheries.

"There is nothing like having a bit of skin in the game," Foodstuffs national seafood business manager Dave Jose said.

"Leigh had always been on my mind. It's the last boutique business available really and it was a natural fit. We understood it well.

"It had been on the market for a while. A lot of people or companies had a go at it, there were various stories as to why it hadn't sold."



Foodstuffs took the plunge on August 1 last year, acquiring the factory at Leigh and quota, but not the lobster and the European arms, and is not about to make major changes.

The price, which included 2500 tonnes of mainly inshore quota, was not divulged "but it was significant". Leigh Fisheries was formed in 1958 and is still run from its historic base in Pakiri Rd close to Leigh's picturesque port.

The company does not own any boats but has independents fishing into it. There are about 30 fishing vessels registered in Leigh.

"We lifted the hood on the business and we're letting it run as it was," Jose said.

"It is basically a longline snapper business set up to do premium exports.

"We are getting some fish out of there but it is running exactly as it has for the last 25 years.

"That means no job losses, rather we are looking to increase the workforce."

He is keen to reassure both the Leigh community and export customers that it is business as usual.

Jose, a genial white-haired man of 61 who describes himself as a "measure twice, cut once" sort of person is a good fit for the Foodstuffs expansion.



He is from a seafaring family and is a former commercial fisherman, following in the footsteps of his father Ray and brother Jimmy, also a well-known fisherman.

Dave Jose got his skipper's ticket in 1978 and alternated trips with his father on the family vessel *Trinity*, a 54-foot steel boat built in 1979 by Tommy Watson in Whangarei. A sister boat, named *Receiver* after payment difficulties, is now owned by Curly Brown, fishing out of New Plymouth.

"*Trinity* was a machine," Jose said, a great sea boat that ranged widely. They fished for crayfish and out to the 200-mile limit, longlining for hapuku at the Three Kings and towards the Kermadecs and Wanganella Banks.

When *Trinity* was sold in 1986, Jose went scalloping in Northland before trying his luck in Aussie.

He fetched up in Mooloolaba on Queensland's Sunshine Coast, employed managing a fish wholesaling and processing business. There were 150 preferred customers to take care of and he also oversaw expansion into 30 Woolworths supermarkets in Brisbane.

After 10 years of long hours, a small staff and big turnover, he had a hankering to return home.

His family was on holiday in Northland when his wife Leonie saw an advertisement for a seafood



merchandise manager for Foodstuffs.

He went along to an interview in jeans and t-shirt and the half hour turned into three.

"They wanted someone who understood the industry and had strategic know-how," Jose said.

"They knew they needed to do something in that space but they were not sure what."

Jose was the man to provide that leadership.

That was in 1999 when Foodstuffs was headed by Hugh Perritt.

"He was a forward-thinking CEO who came up with the concept of Pak'nSave," Jose said.

"He would come to the office every week and ask one or two questions about seafood and off he'd go.





Foodstuffs can now offer fish from its own 2500 tonnes of mainly inshore quota.

"He was increasing his knowledge as he went and also checking me out.

"After three months he asked: 'Should we invest in quota?'"

Jose's response was: "Absolutely yes, we should invest in quota."

Over the next 18 months or so the company began buying up Snapper<sup>1</sup> quota, small parcels sometimes of only two or three tonnes, until they had acquired 99 tonnes.

Snapper was the target because their customers, then primarily north of Taupo, regarded it as the number one premium fish.

There was a second pivotal point seven years later in 2007 when the company decided it needed to have greater control over product quality and consistency.

It engaged Sanford to do its processing at their factory at the Auckland Seafood Market on the waterfront at Wynyard and moved its office there too.

Snapper was the original anchor product and that remains the case. But there is now a bigger range – a top 10 – and customers are becoming more adventurous, happy to buy other species like red cod and rig, kahawai and trevally.

"When we first provided trevally an old store

owner rang up and asked why we were selling bait," Jose said.

"He'd never eaten it. He had a game fishing boat and he had been chucking good fish over the side for years."

While the more upmarket New World chain specialises in fillets, the Pak'nSave model is whole fish, lying in ice in big bins. The Pak'nSave stores are a cheaper option where there is more bulk buying and people pack their own groceries, a supermarket version of a cut price petrol station where there is no forecourt service.

This caters for a different demographic, ethnicities that favour baking or steaming fish whole or chunking them.

They see the value in a whole fish and savour the head, the wings, the frame.

"They like to see the quality of the eye, the sheen of the scales," Jose says.

"It gives our stores a fish market feel – they are in the fish business."

The stores offer gutting, gilling and scaling if customers prefer. The price difference between whole and filleted fish is about the same – a fish returns about 36 percent of its weight as fillet but if the whole fish is valued it provides a much higher yield.

Like just about everyone in the seafood business, Jose believes the fishing fraternity gets a bad rap, suffering from a poor reputation through the 1990s.

"The biggest conservationists are the fishermen. They are the last ones who want to overfish. It is not in their DNA to do that.

"I see that in the Bluff oyster fishery. The skippers err on the side of caution, they'll always go under, never push to go higher."

Foodstuffs has a direct stake in Foveaux Strait oysters, owning quota of about 30,000 dozen, bought in 2000.

The Total Allowable Commercial Catch for this season has been retained at 15 million oysters.

In the last few years, the quota holders elected to catch up to two thirds of that and began this season with a reviewable target of half the quota – 7.5 million oysters.

Bluff oysters demand outstrips supply by three or four times in the first few weeks of the season but farmed Pacific oysters are also popular.

Foodstuffs, a co-operative where stores are franchised, has grown to encompass 100 New World stores in the North Island and 44 in the south, plus 45 Pak'nSaves in the north and 13 in the south.

The company has invested heavily in seafood



Singapore restaurant Tono Cevicheria is a regular buyer of Leigh Fisheries product – a chef featured here is holding premium New Zealand snapper.



promotion, including television advertisements.

Just as Seafood NZ's Promise campaign has centred on our people, those in the community doing the catching and processing, rather than promoting a hired gun like Dairy NZ's Richie McCaw,

Foodstuffs has featured young Auckland fisher Brendan Taylor.

He is shown delivering his fresh fish and its transfer through the store to its customer and on to the plate.

Taylor got a shock one morning coming into Auckland to see his face on a giant billboard.

Jose says there was another step change about three years ago, this one externally driven.

The rise of the Internet and the ubiquity of Google has greatly influenced New Zealand consumers, teaching them to be much more confident about cooking and eating fish.

"Previously they had stuck to pan frying one or two species outside the hoki season.

"There has also been a lot in the media about the health benefits of fish.

"Customers are saying 'I need another protein alternative'."

People often walked into a store not knowing what they wanted for dinner but increasingly they have a list and fish is on that.

"They are making a decision beforehand, it's a destination."

As for the next step, Jose says it is about incremental improvement in the current offering.

"We want to make sure every time we put a fillet in the serve over it is always top notch.

"It's quite exciting to take the best out of the business.

"We don't have to do everything straight away; we can take our time.

"Radical change is not my way of doing things.

"The team here is very important. We've got some fantastic people on here, very experienced, very passionate.

"We just eat and sleep seafood every day to get the best quality to our customers.

"The beauty of our seafood business is that we're around for the next 100 years, it dovetails with the Quota Management System."



# Colourful career comes full circle to the Coast

Bill Moore

The fishing community on the South Island's west coast has produced plenty of characters and one of the first names to come up is Allan Rooney.

The amiable 65-year-old grew up in Greymouth and fished from there for nearly four decades before a shift to Lyttelton. Now he's come full circle and is once again skippering his own boat from his original home port.

Unlike many inshore fishermen of his generation who went to sea straight from school, Rooney trained as a Post and Telegraph lineman and spent 10 years in that job before the lure of a career in fishing won him over. He went part-time fishing in 1974, saving up his overtime as time in lieu so he could go fishing more often.

"All my mates were fishermen. I liked it, and little did I know that the writing was on the wall for the P & T guys."

Rooney got his inshore ticket in 1981, several years after he began skippering boats part-time: *Red Witch*, *Galaxy*, *Southern Cloud*, *Roamer*, and others, catching flatfish.

Officialdom had turned a blind eye to his lack of the required qualification until prodded into action, Rooney said. The ministry man visited him on the *Red Witch*, saying, "I know you haven't got a ticket and I was never worried about it, but now a complaint's



Allan Rooney

**"We've got so much monitoring on us now that we can't fart without the Government knowing, but we still get accused of all sorts of antics."**

**– Allan Rooney**

been made, you're going to have to get one." So, he did.

He combined fishing and his lineman's job until 1985, when he took six months' leave to get his coastal skipper's licence. He's been either fishing or running boats ever since.

"In '85 my brother-in-law [Barry Gardner] bought the *Recovery* and he said, 'Toss your job in and come with me, we're doing orange roughy'. So, I sat my coastal ticket. The day I got it he was sitting outside the school in Nelson. I was third to go in."

The two previous candidates that day had been failed by the examiner and Rooney said he was "shitting razor blades".

"I went in and came out with my ticket and my brother-in-law said, 'The boat's on the spring, we're going'. I came straight out of the school and straight on to the *Recovery*."

After the first trip they unloaded in Nelson and Gardner said "If you don't piss around, you'll make French Pass in the morning – so I went from chasing soles at 20 fathoms and in, to chasing orange roughy at 1100 metres and in. It was a bit of a learning curve."

After three years with Gardner, he joined Westbay Seafoods to skipper the *Corsair*, fishing roughy, hoki and inshore species.

Feeling like a change, Rooney accepted the offer

of a month skippering the old wooden 70-footer (22m) *Honeydew* out of Greymouth while the usual skipper went overseas.

"He didn't seem to be in any hurry to hop back on it, so I was there a year."

In 1992 he bought the *Robert H* from Moana Pacific, a "good boat" that he owned for 19 years.

Having difficulty locating enough quota, a decade later he shifted the boat to the east coast, based at Lyttelton, alternating longlining and trawling, six months at a time, first for Pacifica and then United Fisheries.

Then came five years as shore manager for Christchurch company Pegasus Fishing, until he decided to move back to Greymouth.

"I wandered the wharf and I bought the old *Tanea*. I've slowly done it up and I'm still working it with a crewman – it's a semi-retirement job that's bloody near fulltime."

Built in 1964 by Careys in Picton, the 46-foot (14m) *Tanea* does six-day trips, targeting flatfish, cod, gurnard, tarakihi, ling and stargazer, fishing in up to 300m, from Karamea to south of Jackson Bay. Rooney said he tended to fish the southern section because it provided a few places to shelter from the notoriously savage West Coast weather.

"If I had known what I know now I would have

been better off out of Auckland or somewhere where you've got all the bays and all the good places to anchor up at night. Down here we've basically got Bruce Bay, Jackson Bay, Big Bay or Milford. That's about it."

As long-serving vice-president of the New Zealand Federation of Commercial Fishermen, Rooney laments the shortage of young Kiwis wanting to start a career in the industry.

"When I first went fishing here you lined up to get a job ... you put your name down. Now if you're silly enough to walk past and look at us, you might get hit on the head and put on the friggin' boat."

He said when the hours on board were put next to the pay, it wasn't that good anymore.

"When I first started the guys worked a third of the year and made a third more than me as a lineman. If you worked hard, you made a dollar. It is hard to make a dollar now and have a dollar at the end of it."

As an example, the price he is paid for a case of sole today, \$96, is \$4 less than he was getting in 1981.

"It's the middleman on who makes the dollars. There's an old saying 'There's too many hands in the cod end'."

Rooney said Federation president Doug Saunders-



Aboard *Red Witch* chasing flatfish west of Greymouth in 1983.



*Honey Dew at Cook Canyon on a 1991 hoki trip, with San Susan in the background*

Loder “gives his left ball” to the job and he enjoys working with him.

“Vice-president sounds good but it’s a highly unpaid job.”

He was trying to put something back into the industry in his “twilight fishing years”, he said, believing the inshore fishermen needed a single voice.

“Things are getting tougher for everyone in the primary sector and we shouldn’t be splintered. Just because you’re from a different area doesn’t mean you haven’t the same problems.”

Issues at the top of his mind are the threat of additional marine reserves putting pressure on fishing areas, the anti-fishing agenda of eNGOs, and the advent of methamphetamine, or P.

“It’s an insidious drug – you don’t want an unstable person aboard with you, not knowing what they’re going to do next. And you can’t actually pick it for a start.”

He has personal experience, having hired a fill-in crewman who looked clean and genuine but turned out to be anything but.

“On the first day, he was going like a loony and I had to tell him that it was a six-day trip and he needed to slow down. Day two he was the same, sweating profusely. Day three, the wheels fell off – he couldn’t even lift a case of fish up. All he wanted to do was lie down and sleep.”

P was affecting all primary industries and other sectors too, Rooney said.

“I believe if we got more paid to the boat for the fish, we’d attract a better type of crew. We wouldn’t have to just take what comes along – that’s half the problem.”

He blames not only the eNGOs but also the journalists who report on them for the hammering the fishing industry takes in the media.

“They should get their facts right first. Journalism nowadays seems to be sensationalism.

“There’s a lot of green journalists out there given the moral high ground and when we prove them wrong, on day three we get a two-inch paragraph on the last page of the paper. It’s not a fair go, really. We’ve got so much monitoring on us now that we can’t fart without the Government knowing, but we still get accused of all sorts of antics.”

Graeme Sinclair’s Ocean Bounty series and the Seafood New Zealand Promise campaign were helping to restore the balance, he said, but there were still children coming home from school saying they’d been told their fathers were “fish murderers”.

“It comes back to piss-poor journalism. They’re not getting a balanced story. The quota system had to come in, and what outlaws there were have slowly but surely got taken out the equation.”

He said fishermen and farmers became political





Allan Rooney mending a net aboard *Tanea*.

currency every three years when an election loomed, yet many of their critics were getting Government payouts from money generated by primary produce sold overseas.

"Are they that dumb they can't see that if they get us all finished, there'll be no handouts for them?"

Many stories surround Rooney's career, notably one concerning a curious event at the Castlecliff Hotel in Wanganui, when work was being done on the *Recovery* back in the 1980s, and he was staying there with crew who "really really liked drinking lots of booze".

"After six weeks, all the jobs were done and we were going home. The publican said he would put a night on for the boys."

Rooney said the crewmen were "drunk as monkeys" that night when he heard one say to the other, "We're going to fry those fleas".

He thought nothing of it, he said, but the pair went back to their room, piled their clothes on the floor – including a shirt with hundreds of dollars in cash in the pocket – and set them alight. It got too smoky so they threw them out into the hallway, setting off the smoke alarm and sprinklers. When the police arrived and saw the remains of the banknotes, they didn't believe the pair had set the fire themselves, and asked if anyone might "have it in for them".

"They said, 'Yeah, the skipper hates us'. So that was it. I was in the bracelets and down to the Whanganui lock-up."

A third crewman was able to supply Rooney an alibi and it was all laughed off. "But looking back, she's fairly embarrassing ... these are guys that were doing \$4000 a trip on the orange roughy and if they bought a car and it blew up, they'd throw a match at it and walk away. Good workers, but totally mad."

Soon to turn 66, Rooney considers himself one of the survivors of that colourful era. He said he still enjoyed the sights and freedom of the fishing life and had no plans to call it a day, even though he was "starting to limp and hobble a bit".

"It's an interest and a job, really.

"It's the one place that I'm the boss – 'cos I'm not at home, that's for sure."

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# Coronavirus something bigger than all of us

Doug Saunders-Loder

In the February edition of this magazine I touched on the uncertainty hanging over us and expressed concern at not being able to achieve momentum with things that really matter in our businesses.

You still need to know the implications of the Maui and Hector's Dolphin Threat Management Plan, clarification on costs of ER/GPR reporting remains incomplete, and of course the rhetoric regarding the introduction of cameras continues. There are obvious concerns about the unknown costs of this, the privacy associated with footage access and the impact upon your civil liberties. These are all matters that require addressing in this space.

However, I took the opportunity at the time also, of recognising some positive aspects of our relationship with government agencies and other stakeholders, and outlined where there was some progress occurring that we hadn't seen or experienced for some time.

The Deemed Value Working Group was formed and through the latter part of 2019, delivered some long-awaited pragmatism which saw deemed values

altered in some stocks that had been captured within an incredibly slow TACC setting process. The process was independently run, had a term of reference that insisted on timely outcomes and in the first instance, delivered accordingly. There are more deemed value operational issues to look at this year and I understand that there is an enthusiasm to continue that work.

A Landings and Returns Working Group was next and whilst there have not yet been many meetings, the feedback at this early stage is positive and in addition to this, FNZ has been working closely with regional SREs to improve the delivery of TACC decisions across the board.

So, whilst we pitch and heave with the continuing ebbs and flows of business versus bureaucracy and politics, we are all suddenly brought back to reality by something that is bigger than all of us.

The announcement in December that the coronavirus (COVID-19) had been discovered in Wuhan, China was clearly newsworthy. However, understanding the worldwide implications was in the most part, pretty distant in our minds and the issues we were facing as an industry before, paled in significance to what we were about to endure.

It is phenomenal to think that in just a few months we have watched this accelerate across the world. China, Iran, Italy, Spain, UK, USA, Australia and in the most recent days, New Zealand.

Pronounced a "pandemic" by the World Health Organisation on March 11, 2020 it was abundantly clear that we were dealing with arguably the most devastating health crisis since SARS back in 2003.

The first implications for our industry were seen in the rock lobster fishery where the lucrative Chinese market just collapsed. Fishermen were forced to stop fishing whilst processors that were holding live fish needed to urgently engage with the Government and arrange to return this fish to the



New Zealand Federation of Commercial Fishermen president  
Doug Saunders-Loder.



sea. Whilst not all expectation could be met it was pleasing that those discussions between fishermen, NZRLIC, FNZ, MPI and the minister saw some meaningful outcomes.

The rhetoric for weeks now has been about not panicking or creating any sort of hysteria. Of course, no one wants to do that but it is also difficult to truly understand the implications until we experience them.

The Government has essentially tightened the border as much as it can. Those arriving in New Zealand require a mandatory “self-isolation” period of 14 days and as precautions in that respect businesses all around the country impose non-essential travel bans on staff. Everyone is urged to be vigilant and act sensibly and responsibly – certainly no imposition given the circumstances.

We have seen national and international sporting events, concerts, conferences and large gatherings of any description cancelled in the interests of containing the virus and managing it within our shores.

Both the Federation and TOKM have cancelled

their annual conferences and AGMs, and I expect that they will not be the last organisations to do so.

So, notwithstanding my initial push for positive thinking we clearly find ourselves in another state of uncertainty – no one in particular’s fault, but uncertainty all the same.

In the wake of this and the Government’s announcement to offer a budgetary stimulus of \$12 billion I respectfully urge FNZ officials and the minister to seriously consider the implications of this major imposition on our business. Ease forward slowly with any policy or regulatory impositions. Think innovatively and provide support where it is needed. Perhaps some cost recovery relief is necessary?

The point is, we are all in this one together. Every one of us must put a shoulder to the wheel in order to bounce back from this. And we will bounce back! The situation in China is improving and markets are already seeking product. The situation with COVID-19 will not last forever but whilst it does, let’s remember that we are all on the same team.

Be careful out there, people.







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# Ruth Pretty's accidental empire going strong

Lesley Hamilton



Ruth Pretty, at home in Te Horo on the Kapiti Coast. Picture; Emily Pope.

Off State Highway 1 between Waikanae and Otaki, the tiny town of Te Horo is an unlikely location for a catering empire.

But down a picturesque driveway, sheltered by massive, manicured macrocarpa hedges a cluster of buildings is arranged near a large, verandaed villa in park-like grounds.

This is the home and business of Ruth Pretty: chef, caterer, businesswoman, entrepreneur.

Pretty is preparing for a Valentine's Day dinner at the villa. Heritage tomatoes lie ripening in wooden trays in the homestead's sunny kitchen.

She tells us the seed of the tomato, Isle of Capri, was brought from Italy last century and cultivated by the horticulturists of Nelson.

Pretty never planned to do catering but 35 years later she employs 21 permanent staff, travels the world showcasing New Zealand food, and caters

for thousands at New Zealand's most prestigious events.

The decision to sell the restaurant she owned with David Jordan in the Wellington suburb of Kelburn after 10 years opened up opportunities she had never envisaged.

"Once we sold Marbles, people started asking me to cater. It just evolved. It wasn't something I ever planned."

At the same time, Ruth and her husband Paul were considering a move to the Kapiti Coast.

"We got told about this homestead and we just saw it and bought it. We hadn't even been inside it."

From a purely aesthetic viewpoint, you can see why. It is magnificent, with wraparound trellised verandas. Ancient trees cast shade over the sweeping lawns and arched bridges cross a bubbling stream.



Heirloom tomatoes growing in the kitchen garden. These are Isle of Capri, brought in from Italy to Nelson last century.

But it was not just aesthetic. Turns out it was perfect for her burgeoning catering business as well.

"The family that owned the homestead before us were going to have their daughter's wedding there and had the kitchen altered to cater for the crowds. It already had two sinks and a huge entrance foyer, so we ended up buying a home and a venue."

Pretty had been doing a small amount of catering in Wellington but when they made the move to Te Horo the business really took off, to the point they decided to build a commercial kitchen in another building on the property.

"Our families thought we might be taking too much on, but it all worked out and, over the years, we have done some amazing projects."

Pretty started doing corporate events in the mid to late '80s, the height of legendary advertising agency parties.

"I still have a couple of Colenso party invitations. They were such amazing artwork we framed them."

A collaboration with New Zealand Trade and Enterprise to showcase New Zealand's food overseas led to catering large events around the world, with seafood playing a big part.

Events like Anuga, the largest food and beverage trade fair in the world, which is held in Cologne in Germany.

"We've done that three times, running a restaurant using the best of New Zealand food over 10 days.

"We have also cooked New Zealand seafood at the house of Veuve Clicquot in Reims, France. We served little koura, snapper and whitebait. They put us up in the house itself for four nights and it was beautiful."

Pretty fervently hopes the guests after them did not notice the fishy odour caused by the whitebait pottles leaking onto their luggage.

They have catered at the World Expos in Spain, China and Japan. In Shanghai, they served then prime minister John Key scampi, paua and oysters at an official dinner.

There are regular events on the Prettys' calendar. This year will be the 29th year they have catered at Toast Martinborough, they cater at the glitzy Karaka bloodstock sales and most years they do a themed Christmas party for Weta Workshop. Weta is a regular client. Just the week of our interview Pretty had catered two functions for the company – one with 1700 guests and another, on Oscars night, for 1400.

As if all that were not enough, Pretty also runs a cafe and kitchen shop in a third building on the property and has a cookery school.

We are sitting in the glassed-in café eating ginger kisses with salted caramel icing. They are delicious and apparently the café can't make enough of them to keep up with demand. Between bites, Pretty explains the genesis of the cooking school.

"In New Zealand, our winters don't have big celebrations like Christmas and Thanksgiving as they do in the Northern Hemisphere, so it can be quite quiet. We are always on the lookout for conferences over winter but decided to create some activity of our own with cooking classes."

That was in 1985 and they are still going strong. Pretty said the Christmas class, which is a different theme each year, is so popular they spread multiple classes over the months October to December. Last year there were 15 classes.

Pretty loves travelling and loves seafood.



"I have done two food tours to Japan with Wellingtonians Janice Kirkwood and Sue Dempsey. They owned Caffe Astoria for 21 years and do amazing tours with very small numbers."

The most recent was to Lima.

"The Peruvians are awesome on fish.

"We went to a local place with a huge wall of freshly caught fish in a bank of salted ice. You choose your whole fish and they do the top part as ceviche. That would be the best ceviche I have ever tasted. Lima ceviche is the same wherever you go – whether it is low-end or high-end dining."

Pretty said the secret was not letting the fish sit in the citrus juice, as is common in South Pacific ceviches.

"They just pour it on. You just cut the fish into small cubes, sprinkle it with a bit of salt and crushed garlic and squeeze lime or lemon juice on it. They use a herb that we can't get here but I just use French tarragon or coriander when I do it here. Just toss it around and put a tiny bit of chilli on the top. That's it."

Pretty sources all of her fish from Moana Pacific in Wellington.

"Our kitchen manager has a very good relationship with Andy Haley there. He really looks after us well. It's difficult in catering because we have to know ahead what species fish it will be. If its



Ruth Pretty's eels are fed with very good blue cheese.



The cafe at Ruth Pretty's serves delicious home-made baking.

someone's wedding or a formal dinner the organiser doesn't want to say it's just the fish of the day. So, Andy has to predict for us what we might be able to get.

"Unlike restaurants, where they might be using a certain amount of fish every day, we could go weeks not needing any fish and then, when we want fish, we want fish for 700 people. Andy will ring us up a few days before and say, look I know I promised you grouper but I won't be able to get it so I can offer you an alternative. And that's great because I can ring up the client and let them know."

And far more fish is on the menu these days.

"When we first started catering, and you had two choices on the menu, eighty percent of people would choose the red meat and if you had fish on the menu you would be lucky to get twenty percent of people choosing it. Now it's pretty much 50/50 and many times fish is actually more popular."

As we tour the commercial kitchen Pretty explains that as well as the 21 permanent staff, she pulls in chefs when needed. Many are travellers, qualified chefs who use their skills to see the world.

Before we leave, Pretty shows us her eels. Live ones in the stream under the bridge. They are very big, and she thinks the largest may be 60 years old. She feeds them very good blue cheese and they come slithering over the rocks. Despite Pretty's love of seafood, I think they are safe. She seems very fond of them.

# Italian style fish salad



Serves 8

## Ingredients

3 eggs  
 ¼ cup milk  
 ½ tsp flaky sea salt  
 1kg small white fish fillets (John dory, gurnard or warehou, skin off, cut into 2 or 3 pieces)  
 1 cup dry breadcrumbs  
 3 tbsp olive oil  
 3 tbsp butter  
 1 onion, finely chopped  
 3 garlic cloves, crushed  
 1 bay leaf  
 1¼ cups white wine vinegar  
 1 cup cold water  
 2 tbsp coarsely

chopped Italian parsley leaves + ¼ cup parsley picks for garnish  
 ½ cup canola oil  
 ¼ cup raisins, soaked in boiling water for 10 minutes  
 ¼ cup pine nuts  
 ¼ cup dill picks  
 8 lemon halves

## Method

Break eggs into a shallow container, add milk and salt and combine. Dip fish into egg mixture and then into breadcrumbs. To make the marinade,

heat olive oil and butter in a large frying pan over medium heat. Add onion, garlic and the bay leaf and cook uncovered until soft and transparent. Pour in white wine vinegar and cold water. Stir and simmer for 3-4 minutes. Add chopped parsley. Heat canola oil in large frying pan over a medium-high heat. Drop in pieces of crumbed fish and cook until golden on each side. Add a little more oil if necessary. Transfer to a serving dish.

Drizzle three-quarters of the marinade over the fish while it's still warm, ensuring each piece of fish is covered with marinade. Add raisins and pine nuts to remaining marinade and spoon over fish. Sprinkle with parsley leaves and dill. Garnish with lemon halves. Serve at room temperature or refrigerate to serve the next day.

*Recipe courtesy of Ruth Pretty.*



# Not so easy to keep your cool anymore

Chris Carey

Big changes to the permitted coolants will have a massive impact on the business of keeping fish chilled or frozen.

The 1987 Montreal Protocol banned refrigerants with a high Ozone Depletion Potential (ODP), the chlorofluorocarbons (CFCs) such as R11, R12, R113, R502. Hydrochlorofluorocarbons (HCFCs) are also now banned.

The aim of the 2015 Paris Climate Agreement was to reduce the production of greenhouse gases to zero by 2050 and limit the increase in global temperature to below 2 degrees. New Zealand is a signatory to this convention. It has committed to a 30 percent decrease from 2005 levels by 2030 and to achieve this by reducing greenhouse gas emissions, planting more trees and buying emission reductions from overseas markets to shore up any shortfalls.

Service manager with Active Refrigeration, Brent Long, told me that the phase-out of HCFCs such as R22 and R123 would have the greatest impact for

the New Zealand fishing industry.

"I suspect it has caught a number of vessel operators unawares," he said. "Those who haven't already moved from an R22 system face a costly decision as the lack of R22 and subsequent sky-rocketing prices begin to bite – because you can't import it into New Zealand anymore."

The 2016 Kigali Amendment to the Montreal Protocol set about to reduce the current use of hydrofluorocarbons (HFCs) with gradual reductions until 2036 to encourage the use of alternative refrigerants.

"If it hasn't already, the phase down of HFCs, which began in 2019, is going to have a huge impact on the fishing industry," Long said. It is expected that the availability of R134a, R404a, R407F, R438A, R410a and R507 over the next five years will be significantly reduced, and phased down to a level of 80 percent of average consumption between 2011 and 2013 within 16 years, done by limiting the



Parts of the refrigeration system aboard the Independent Fisheries vessels *Irvinga* and *Independent* following successful conversions to R470F.



## NUTS AND BOLTS

quantity of carbon that can be imported.

"So, the CFCs and HCFCs had an effect on the ozone layer and were the first to go. Their replacement gases, the HFCs, are measured by their Global Warming Potential (GWP)."

"The Emissions Trading Scheme has done an effective job of driving up refrigerant prices. Each supplier has a carbon quota so the lower the GWP of the gas, the more they can import and the cheaper the cost of the gas."

He said 1kg of R404a had a GWP of 3922kgs of CO<sub>2</sub>. The credits would cost about \$70 per kilo, or \$1400 for a 20kg jug, and this was expected to rise 33 percent a year over the next three years.

"So, for a 700kg site with an average leak rate of 20 percent, that's around \$9880+GST, on top of the cost of the refrigerant. Then factor in that for the Government to achieve its emission targets and the 2-degree temperature rise ceiling, carbon pricing is expected to rise to \$120 to \$170 per unit, or higher.

"All these synthetic gases are transient gases because the Government has said to the refrigeration industry, go away and find better gases with low GWPs and has given us 15 years in which to do so – and told us you're going to use less and we're going to keep dropping your carbon quota."

Currently there are two "natural" refrigerants both with a low GWP: ammonia (NH<sub>3</sub>) at zero GWP and carbon dioxide, CO<sub>2</sub> with a GWP of 1.

"While this sounds great, it is not the option for many operators as their current system is not compatible, and not all systems using HCFCs such

**"If you start feeling dizzy, well it's too late. So, it's vitally important you have a good leak detection system, hand-held monitors and procedures in place."**

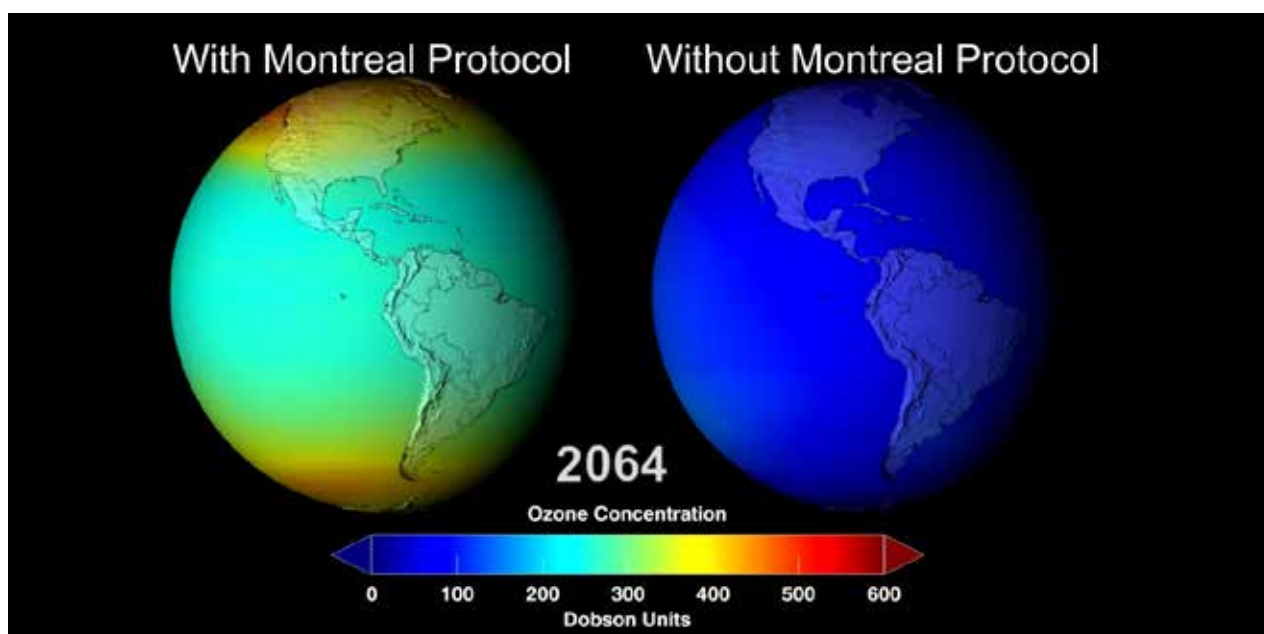
**– Brent Long**

as R22, can use these new synthetic gases either," Long said.

"Refrigeration systems can be a flooded or 'pumped' system and while there is a slight change of state, think of it as pumping a cold liquid. With a Direct Expansion (DX) system you pump a high-pressure liquid and a metering device changes the pressure of the liquid, it boils off and comes back as a dry vapour."

He said for a pumped system the only real long-term option was a complete conversion to ammonia, a massive job.

"Depending on the system, a lot of the components may not be compatible. The screw compressors on *Irvinga* and *Independent*, for example, could be converted to ammonia but then everything in front and behind would probably need replacing. Copper reacts badly with ammonia, so you'd have to change your evaporators. And on it goes. While steel pipework is fine with ammonia, if



NASA's projection of what would have happened to the Earth's Ozone layer had chlorofluorocarbons (CFCs) not been regulated.



Chris Carey

you don't remove all the old oil and gas, you could end up with a pretty nasty chemical reaction if you start pumping ammonia through."

A lot of systems running on R22 used mineral oils, but the new refrigerants could only be run on synthetic oils.

"That's the big issue because when you change an oil, you have to change every O-ring and every seal or risk them leaking or breaking down. A conversion basically means a big clean-up of the entire system. That's the belts and braces approach and what we recommend."

He said "drop-in" gases, usually high GWP gases with a high temperature glide, were a viable option in the short term "but not the silver bullet you're after".

"Consider them a temporary fix because they will become more and more expensive and eventually become unavailable."

Leaks of the new synthetic gases were harder to detect.

"R22 has chlorine in it so using a halide detector the flame changes colour. The only option with these new gases is a comprehensive system of electronic detectors."

Long said that while a little efficiency was lost with a conversion, most vessel systems were generously oversized.

"There's usually lots of sub-cooling and with screw compressors, often there's plenty of backup

capacity. Where you will lose a bit of capacity is in the coils, about 8-10 percent, and you just can't change that unless you put bigger coils in. The feedback I've had is that even when the fish is piling up, that loss hasn't made much of a difference. You just manage what you have better."

Turning to health and safety, he said, there new synthetic gases with next to zero GWP but they were highly flammable and are not suitable as a retrofit option under HAZNO regulations.

"They may be safer on the environment but they're considerably more dangerous. The industry isn't ready for that, most systems aren't ready for that, particularly how we use them, service the systems, manage leak prevention and detection and fire-fighting procedures. As we move away from existing 'safe' gases to these flammable gases, education of system designers, installers and operators becomes crucial."

Management and handling of HFCs like R134a, R404a and R407F were much the same as for R22 in that they displaced oxygen.

"In a well-ventilated space and provided the atmospheric test said it was safe to do so, you could go in and effect a repair within a short space of time. You also can't smell them. With ammonia you walk into a space with a very low level and you just don't want to be there."

**"You just need to have a chat with your supplier and formulate a plan. Not knowing what your options are is a recipe for disaster."**

**– Brent Long**

If the available oxygen had been displaced by synthetic refrigerants, "then you've got nothing else to breathe but refrigerant thus your risk is elevated if you don't know what you don't know".

However, everything was solvable, Long said. "You just need to have a chat with your supplier and formulate a plan. Not knowing what your options are is a recipe for disaster. While the current HFCs will still be available for some time you won't be able to pop down to the store and buy a tonne of it. They're also going to become considerably more expensive," he said.

"If there's a boat operator out there still running R22 who thinks 'she'll be right', they really need to talk to their refrigeration company."

# Industry's virus response heartening

Cathy Webb

**As I sit and write this, the focus is well and truly on the continued global spread and response to COVID-19, including here in New Zealand. These are unprecedented times and we all need to do everything we can to get through them.**



While the primary sectors were deemed as essential services and allowed to continue to operate, this came with criteria. Operators must do everything they can to protect their staff from the transmission of COVID-19, as if they were staying at home in their own bubbles. This is no easy feat. I must say I have been heartened by industry's response and the very quick turnaround from simply understanding what the criteria meant to putting that reality into place and doing the right thing. This was nothing like business as usual.

It is fair to say COVID-19 has had a significant impact as initially China, and then the rest of the world worked to manage it. In terms of trade, this has ranged from market disruptions – some significant – to limitations on cold storage capacity both here and in market. There has been restricted air and, in some cases, sea freight and difficulties with the return of empty reefer containers from the supply chain for reloading. By the time we get through this, the impact for some seafood businesses will be severe.

One thing that has been extremely useful throughout is the industry's willingness to share,

making both information and resources openly available to help those who need them. Another has been the collaboration between the relevant government agencies responsible for trade, including the Ministry for Primary Industries, Ministry of Foreign Affairs and Trade, Customs, New Zealand Trade and Enterprise and others. The regular contact with this group of officials has allowed us to ensure the impact of this situation on the seafood sector has been articulated, and in return we have been provided with the latest information.

In terms of the financial impact of COVID-19 it is difficult to know what the final tally might be.

However, on the positive side, exports of New Zealand seafood hit just over the \$2 billion mark for the first time. Part of this was due to a bumper squid season, with export volumes up 94 percent and export value up 109 percent on 2018, with the bulk of the increase going into China. Greenshell mussels had a growth of 24 percent on export value, with good growth of both volume and price per kilo of frozen half-shell mussels into the United States. More detail can be found in the Economic Review included in this edition.

## Seafood New Zealand **COVID-19**

To keep up-to-date with important information, frequently asked questions and key contacts, visit our website at;

<https://www.seafood.org.nz/industry/covid-19-information/>



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**FOR INFORMATION PLEASE CONTACT:**

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General Manager, Seafood Innovations Ltd

Mobile +64 21 799 314

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**SEAFOOD INNOVATIONS LTD**

# Seaweeek proves a hit on the Nelson coast

Snorkelling, kayaking and ocean education were just some of the activities on offer around the Nelson-Tasman coastline as part of Seaweeek 2020.

Hundreds of children took part, celebrating and increasing their knowledge of their local marine environment.

A guided snorkel day in Cable Bay had a record turn-out of more than 180 snorkelers, providing kids with free wetsuits, masks, snorkels, fins and a guide who took them on a tour of surrounding marine life.

Event organiser Freya McCall said many participants had never snorkelled before, or it was their first time snorkelling at one of Nelson's beaches.

"It's awesome to see people so excited about their first look underwater, and to see their confidence growing with our friendly snorkel guides," she said.

Talley's were on deck too, with training specialist Jeff Drummond quizzing the kids on their favourite fish, debunking sustainability myths and handing out fish species posters at the end to take away with them.

*Seaweeek, an annual event, took place in 15 regions around New Zealand from 29 February to 8 March.*

For more information visit [www.seaweeek.org.nz](http://www.seaweeek.org.nz)



Training specialist Jeff Drummond educated groups of school kids on some of New Zealand's fish species.



A guide from Experiencing Marine Reserves provided snorkel tours to groups on the day.



Sandcastle building also formed part of the Seaweeek 2020 activities.



Jeff Drummond

## Paua sting nails Hawke's Bay buyers

The Paua Industry Council praised the Ministry for Primary Industries for a sting operation that uncovered an illegal paua operation.

PIC chief executive officer, Jeremy Cooper, said poachers put the whole resource at serious risk.

In mid-February, Hawke's Bay Seafoods and director Giancarlo (Joe) D'Esposito were sentenced after pleading guilty to buying paua in contravention of the Fisheries Act. The MPI operation saw 1140 kilograms of black market paua bought by Hawke's Bay Seafoods.

Cooper praised MPI and the undercover fisheries officer who posed as an illegal seller of paua to D'Esposito.

"These guys did a brilliant job. It's not easy to get a bust of this size and they deserve all the credit."

Cooper said the industry would not tolerate

thieves threatening the paua resource.

"This is greed, pure and simple. Paua is a highly prized recreational catch and particularly important to Maori. By buying illegal fish, they are undercutting the commercial price and depleting the resource at the same time.

"We manage the paua stocks carefully and mongrels who don't give a damn about sustainability make my blood boil."

D'Esposito was sentenced to 10 months home detention and 200 hours of community service, with Hawke's Bay Seafoods fined \$27,600.

"Let's hope this sends a very strong message to anyone poaching or buying the illegally caught fish, although I believe an order on the prohibition of fishing activity would have been appropriate here," Cooper said.



Paua; Monique Ford

## Honour for former official

Former top Fisheries Ministry official Grant Crothers has become an Officer of the New Zealand Order of Merit after helping the Tokelau fishing industry to grow 20-fold.

Before retirement Crothers was the New Zealand ministry's deputy chief executive and acting chief executive. He then began pro bono work in the Pacific islands to ensure small island countries could reap sustainable outcomes from their fisheries.

His citation in the New Year Honours list said he played a key role in helping to develop the Tokelau Fisheries Policy and was involved in 2015

reforms that led to the establishment of the Tokelau Fisheries Management Agency. He guided the passage of amendments to the Tokelau Fisheries Regulations 2018/19.

"Mr Crothers' input has helped grow the Tokelau fisheries sector from \$1 million per year to \$20 million annually. These additional funds have allowed Tokelau to improve its infrastructure, build hospitals, and boost education outcomes," the citation said.

He was honoured for services to Tokelau, and the fishing industry.



# Economic Review

## of the seafood industry December 2019

Welcome to the latest update on the economic performance of New Zealand seafood. This edition provides provisional data for the year-to-date to December 2019.

### KEY RESULTS FOR THE PERIOD:

- Seafood exports for 2019 were NZ\$2.024 billion compared with NZ\$1.81 billion in 2018. This is the first time seafood exports have reached the \$2 billion mark.
- Export value to China and the USA, New Zealand's top two markets by value, grew by 19 percent.
- Squid export volume was up by 94 percent and 109 percent on export value when compared with 2018 exports.
- Greenshell™ Mussels earned the top spot for export value in 2019 at \$337 million, up 24 percent on 2018.

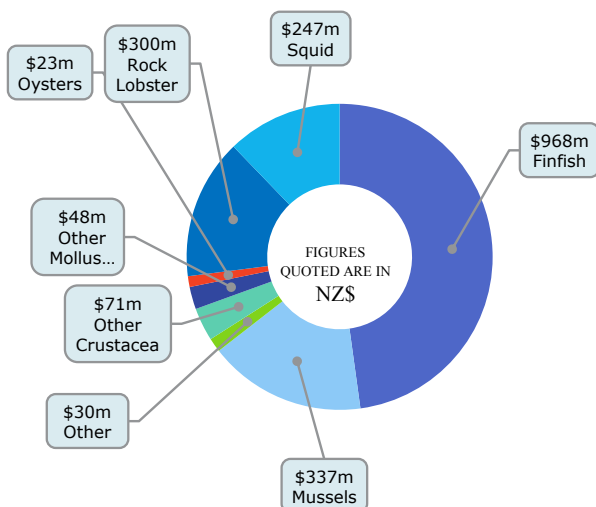
## EXPORT STATISTICS

### EXPORT NZ\$FOB\*

All figures in this section are based on export data provided by Statistics New Zealand and analysed by Seafood New Zealand for the full year to December 2019.

Seafood exports to the end of December 2019 totalled NZ\$2.024 bil with more than 282,235 tonnes exported.

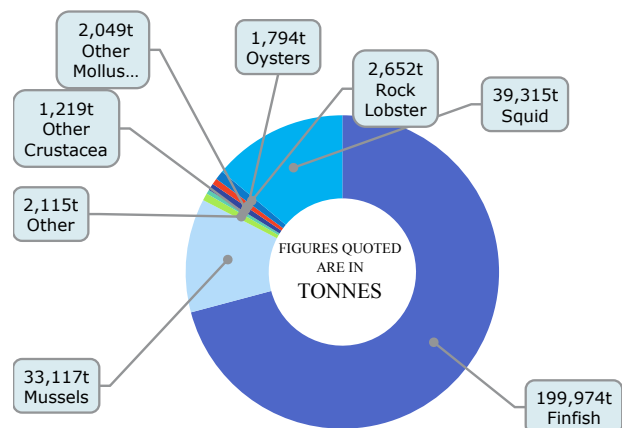
**Export value (YTD to December 2019) = NZ\$2.024 bil**



### EXPORT TONNES

Finfish species accounted for 77 percent of export volume with squid doubling in 2019 and accounting for 13 percent of total exports by volume. Rock lobster and other crustacea make up a small proportion of export volume but contribute a significant percentage of the total export value.

**Export volume (YTD to December 2019) = 282,235 tonnes**



Source: Export data, Statistics New Zealand, Seafood New Zealand.

FOB = Free on board. The value of export goods, including raw material, processing, packaging, storage and transportation up to the point prior to loading on board ship.

## EXPORTS BY COUNTRY

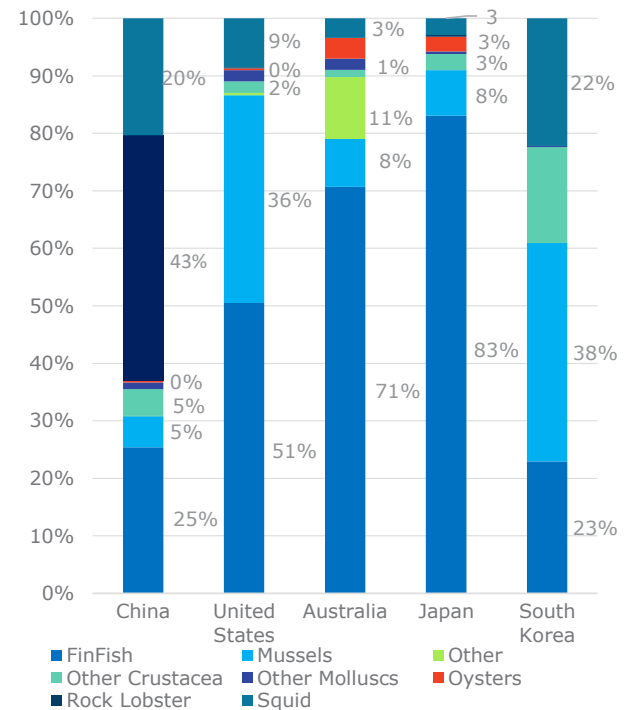
China, United States and Australia are still in the top three positions. Exports to South Korea, Poland, Thailand and Canada have all increased significantly.

The graph to the right shows diversity in the mix of products for the top five export countries.

### Top 10 Export Countries by Value (YTD to December 2019)

	Country	2019	2018	% Change
1	China, Peoples Republic Of	\$713m	\$597m	19 ▲
2	United States	\$264m	\$221m	19 ▲
3	Australia	\$225m	\$249m	-10 ▼
4	Japan	\$109m	\$109m	0
5	South Korea	\$62m	\$42m	48 ▲
6	Spain	\$61m	\$62m	-2 ▼
7	Poland	\$57m	\$45m	27 ▲
8	Hong Kong	\$49m	\$53m	-8 ▼
9	Thailand	\$47m	\$37m	27 ▲
10	Canada	\$35m	\$23m	52 ▲











### Composition of Exports to Top 5 Trading Partners (YTD to December 2019)



## EXPORTS BY SPECIES

The export value of squid increased by 109%, for the 12 months to December 2019. Mussels have increased significantly and were up 24% taking out the top position. Salmon and orange roughy also increased in export value by 10% and 8% respectively.








### TOP 10 EXPORT VALUES (NZ\$)

	Species Name	2019	2018	% Change
	Mussels	\$337m	\$272m	24 ▲
	Rock Lobster	\$300m	\$313m	-4 ▼
	Squid	\$247m	\$118m	109 ▲
	Hoki	\$232m	\$234m	-1 ▼
	Salmon, Pacific	\$85m	\$77m	10 ▲
	Ling	\$72m	\$73m	-1 ▼
	Mackerel, Jack	\$62m	\$68m	-9 ▼
	Orange Roughy	\$57m	\$53m	8 ▲
	Paua	\$35m	\$37m	-5 ▼
	Snapper	\$33m	\$33m	0

Source: Export data, Statistics NZ.

## EXPORTS OF MAIN COMMODITIES

Exports of the main commodities for the 12 months ended December 2019 saw a 5% increase in export value on the same period for 2018, with fish, crustaceans and molluscs increasing by 12%.

	NZ EXPORTS OF MAIN COMMODITIES (NZ\$)	2019	2018	% Change
	Milk powder, butter, and cheese	15,798m	14,248m	11 ▲
	Meat and edible offal	8,048m	7,425m	8 ▲
	Logs, wood, and wood articles	5,018m	5,220m	-4 ▼
	Fruit	3,410m	3,232m	6 ▲
	Mechanical machinery and equipment	1,867m	1,833m	2 ▲
	Wine	1,864m	1,729m	8 ▲
	Fish, crustaceans, and molluscs	1,842m	1,640m	12 ▲
	<b>Total Exports</b>	<b>59,965m</b>	<b>57,244m</b>	<b>5 ▲</b>

Source: Overseas merchandise trade, Statistics NZ.

\*Fish, crustaceans, and molluscs (excludes fishmeal & processed oils, powdered products)



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## ACE FOR LEASE

BCO1, BCO2, BCO5, BCO8  
BUT7  
BWS1  
EMA1, EMA7  
FLA1, FLA2, FLA3, FLA7  
FRO7  
GAR1, GAR3, GAR8  
GMU1  
GUR1, GUR7, GUR8  
HPB4, HPB5, HPB7, HPB8  
JDO2, JDO3  
KAH3, KAH8  
LEA2  
LIN4, LIN6  
OEO1  
PAD1, PAD2, PAD3, PAD5,  
PAD7, PAD8, PAD9  
POR1, POR2

RCO3  
RIB3, RIB8  
RSK3  
RSN1, RSN2  
SCH1, SCH4, SCH7, SCH8  
SKI3  
SPD1, SPD5, SPD8  
SPO1, SPO8  
SSK3  
STA5  
TAR1  
TRE7  
TRU2, TRU8  
WAR3  
WWA3, WWA4, WWA5B  
YEM9  
YFN1

## QUOTA SHARES FOR SALE

FLA3, KIC, PAD2, PAD7, PIL2, SPR

## BOATS FOR SALE

4.8m Allenco alloy dory- Honda 60Hp 20 hrs, GPS, Sounder, Spotlight, full cover, on alloy trailer - **\$35,000 + GST**  
13.3m wooden trawler, built 2009, Dong Feng D683ZLCA3B **\$500,000 + GST**  
14.87 mtr alloy cray/dive/kina, Scania DSI14 330kW, twin disc gearbox, Aussie pot hauler - **\$265,000 + GST**  
17 mtr steel trawler, built 2016, Scania D1113071M (400Hp) **\$3,250,000 + GST**  
7.5 mtr Sea truck, alloy 2 x 225Hp 4 stroke outboards, haul-out trailer - **\$65,000 + GST**  
16.8 mtr steel trawler, built 2012, Scania D111259M (350Hp) **\$2,500,000 + GST**  
16.8 mtr steel trawler, built 2012, Scania D111259M (350Hp) **\$2,500,000 + GST**  
16.8 mtr steel trawler, built 2012, Scania D111259M (350Hp) **\$2,500,000 + GST**  
14m GOP McManaway, MTU 530Hp, 2014 - **\$225,000 + GST**

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Paddle Crab pots  
Ling pots  
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## Seafood New Zealand COVID-19

The New Zealand seafood industry has been deemed an essential business in the current lockdown. That means, where possible, our men and women are still out there working to bring you fresh seafood. We take the safety of our people extremely seriously. While operating in an environment of social distancing and community restrictions is challenging, we are doing our utmost to meet strict government requirements to prevent the spread of COVID-19. We thank our people and thank you for your support.

**To keep up-to-date with important information, frequently asked questions and key contacts, visit our website at**

<https://www.seafood.org.nz/industry/covid-19-information/>



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## Package One Shares with ACE

FLA1	2,511 kg
GMU1	3,725 kg
GUR1	100 kg
SCH1	7,500 kg
SPO1	3625 kg
TRE7	300 kg

## Individual Shares for sale

BUT7	2 x 1,000 kg parcels
FLA7	2 x 5,000 kg parcels

## Package Two Shares with ACE

BIG1	16,998 kg
BWS1	76,023 kg
FLA2	1,374 kg
MAK1	3,586 kg
MOO1	12,463 kg
POS1	695 kg
RBM1	142 kg
SNA2	52 kg
STN1	6,436 kg
TOR1	3,671 kg
YFN1	6,528 kg

## Package Three Shares with no ACE

FLA1	4,198 kg
GMU1	2,978 kg
GUR1	900 kg
KAH8	5,091 kg
KIN8	2 kg
PAR1	26 kg
PAR9	365 kg
RSK8	342 kg
SCH1	1,156 kg
SNA8	275 kg
SPD8	359 kg
SPO1	1,356 kg
SSK8	221 kg
TRE7	1,200 kg



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Huge clear deck. Coastal survey valid to 2023.  
Towing survey 4.25ts bollard pull. **VERY GOOD  
CONDITION** **SOLE AGENCY \$340,000**

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20.6M X 5.4M, Gardner 8L3B, 9kVA genset  
All wiring to highest standard  
30 tonnes plus ice hold  
4 berths in focsle + skippers cabin  
Good Galley  
Moana 40mile drum with bottom line rope  
Moana 25 mile drum stored ashore  
100 mile survey to February 2025  
Vessel completely rebuilt and refitted from bare  
hull and decks in 2002 **\$265,000**



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L 15.44m x B 5.1m x D 2.13m. Carvel planked  
Detroit 8V71 rebuilt 2017  
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Ice hold 296 cases – relined 2017  
4 berths forward. Good electronics.  
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14.3m Kauri hull Totara deck  
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4 tonnes (70 bins) fish room  
Survey valid to Sept 2021  
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Steel 1981. 16.45m x 5.17m  
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Fuel 6,000 litres 300 litres  
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All prices indicated are plus GST unless otherwise stated.

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# Wake up to fatigue

WHAT WAS THAT  
THING I WAS MEANT  
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GETTING SOME  
SLEEP, SON.

## Are you experiencing any of these signs?

### MOODY

Feeling grumpy  
Not saying much  
Getting frustrated  
Not caring

### DISTRACTED

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

### UNPRODUCTIVE

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

### TIRED

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

## Do these risks ring alarm bells?

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

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

## ACT NOW!

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

SAFETY =



+ HSWA

For tips on safe fishing go to  
[www.maritimenz.govt.nz/fatigue](http://www.maritimenz.govt.nz/fatigue)

## Safe crews fish more

Nō te rere moana Aotearoa  
**MARITIME**  
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