

Fishing companies return strong results

Sanford, which aspires to be the world's best seafood company, is embarking on a \$100 million investment programme over the next two years.

The Big Glory Bay ocean farmed king salmon brand will receive a \$10 million boost in marketing and hatchery capability and capacity.

A similar amount is earmarked for mussel derivatives that promote good health.

The company acquired Blenheim-based Enzaq last year and has doubled mussel powder capacity.

The nutraceuticals arm of its mussels operation based in Havelock is developing a Sea to Me brand.

Sanford has also invested heavily in SPAT NZ's green lipped mussel hatchery in Nelson, the only such facility in the world.

Rejuvenation of the fishing fleet is also on the agenda.

The deepwater fleet will receive \$15 million, with another \$3 million for inshore upgrading as well as infrastructure upgrade in most of the processing plants around the country.

The deepwater investment programme includes replacing a scampi vessel.

The Auckland Fish Market in the rapidly expanding Wynyard quarter is being revamped as part of a \$10 million investment in the fresh fish category.

This redevelopment includes 10 eateries, a revitalised fresh fish market and the popular Seafood School and is due to open in mid-December.

“It is a vehicle for encouraging more consumption of fresh fish, putting into practice our commitment to share the natural goodness of the oceans with uncompromising care,” according to chair Paul Norling and chief executive Volker Kuntzsch.

Celebrity chef Annabel Langbein is also joining the Sanford team, along with home delivery business Fresh Catch.

Just as the wider seafood industry has done with its Promise campaign and adoption of a Code of Conduct, Sanford acknowledges that while always striving to do what’s right, “sometimes we fall short of our own high standards.

“Our report celebrates our achievements while acknowledging we still have a long way to go in some areas.”

Sanford’s extensive annual report was this year recognised in the Deloitte Top 200 Awards in winning the Excellence in Governance category after being a finalist last year.

Climate change is rated as the most significant risk facing the company.

Last summer’s marine heatwave reduced salmon growth rates at Stewart Island and sales were suspended for 10 weeks.

Mussel growth and yields in the Marlborough Sounds were also reduced. Harvesting was interrupted for a prolonged period due to an algal bloom produced by higher temperatures.

Sanford, founded in Auckland in 1881, is the country’s largest quota holder with 22 percent of the total.

It operates 22 deepwater and inshore vessels. Its catch represents 808 million meals.

The publicly listed company’s financial goal is to move its products up the value chain to achieve a gross return of \$1 per kilo.

That value indicator has gone from \$0.57c to \$0.63 year on year.

Net profit was \$42.3million, a 12.9 percent increase, on revenue of \$515 million.

Ngai Tahu Seafood has also returned a strong result, a record \$28.7m profit.

The company has restructured its seafood business, exiting mussels and building its rock lobster market in China.

However, reliance on one species is a risk, the annual report notes.

“Therefore we need to develop an innovative approach to getting added value from other quota species.”

That sums up the focus for all seafood companies.

Wild catch volumes under our Quota Management System are not going to increase markedly.

It is about adding value to that limited catch and growing aquaculture.

Moana New Zealand celebrated as a good employer

New Zealand's largest iwi-owned fishing company Moana New Zealand was recognised for its commitment to health and safety at the Ministry for Primary Industries Good Employer Awards this week.

The awards saluted exceptional primary industry employers, acknowledging their achievements in training, fair pay and good employment practices.

"Good employers help to attract and develop the skills we need for today and tomorrow," said Minister of Agriculture Damien O'Connor. "Investing in the workforce is critical to the future of our primary industries and a key part of this is providing attractive careers for the next generation of workers."

Moana New Zealand was the overall winner of the 'Safe and Healthy Work Environment' award and described as going above and beyond an employer's statutory requirements for health, safety and wellbeing.

It's the second award the company has received in recognition of the programme since receiving the 'Our People' Seafood Star award in August.

Hikoi ki te Ora was devised four years ago in a bid to not only improve safety, but to directly address and ensure employee wellness.

The [programme](#) encompasses mental wellbeing, exercise, nutrition and budgeting and extends to whanau and communities where Moana employees are based.

Employees are offered health checks every 18 months in collaboration with WellMe - a digital health tool. Body composition, basal metabolic rate, blood pressure and weight loss are just some of the health markers reported. Employees can keep track of their health via the dashboard and can share the information with the Hikoi ke te Ora programme if they choose.

Moana uses the health results to design monthly strategies that encourage staff to think about their health and wellbeing at work and at home.

Last year, former comedian and mental health advocate Mike King joined the company's roadshow, travelling throughout the country to equip staff with tools for handling stress, depression and mental illness. Mike gave tips like how to support family through tough times and how to cope with the shift in dynamics when family return after long trips away.

The sessions were well received by Moana staff and the wider community.

Moana said its programme is about living the values of the company every day.

"Good businesses provide the foundation for a prosperous community," said Forestry minister Shane Jones. "It is great to see Maori businesses recognised that fully understand the connection between their wellbeing and the wellbeing of their employees, whanau and their wider communities. They are outstanding New Zealand companies."



MPI ministers with the winners of the 2018 Good Employer Awards.

Seabird camera trial confirmed for another year

A project implementing cameras to monitor seabird bycatch will be continuing for a third year.

The collaborative group, the Black Petrel Working Group, consists of the fishing industry, government, iwi and environmental groups who have pledged to work together to ensure black petrels and seabirds in general, thrive alongside fishing.

The project was established in 2016 and is trialling the use of on-board cameras to monitor unintentional seabird captures in the Hauraki Gulf.

The results will help assess the efficacy of cameras versus human observers and will provide more robust data on the number of seabirds caught.

Footage from the trials found that cameras and observers see similar numbers of hooked seabirds, but the cameras had the added benefit of enabling experts to identify the birds. This data has been presented and reviewed through Fisheries New Zealand's peer review scientific working groups.

WWF New Zealand chief executive Livia Esterhazy said the camera trial is the result of a truly ground-breaking collaboration, "we commend the fishers who have volunteered to have an on-board camera, as well as Sanford, Moana NZ, and Leigh Fisheries who are paying to make it happen."

Fisheries New Zealand will be funding the data analysis.

Moana New Zealand chief executive Steve Tarrant said the Black Petrel Working Group is a great example of collaboration in action.

“We all have a responsibility to care for the creatures in the domain of tangaroa but to have a real impact no single organisation can do it alone.

“I highly commend our hard-working fishers for welcoming the participation in the trial as we all strive to gain better data to ensure our mitigation measures are working.”

Sanford chief executive Volker Kuntzsch said he was proud to have his team involved.

“Sustainability and care are key for us. It’s excellent to be able to help with the work being done to understand and minimise fishing impacts on black petrel. This isn’t something coming just from our head office, this is a passion that our fishers feel too. They are big supporters of learning all we can, to make sure we are doing the right thing out on the water.”

It’s expected the cameras will provide more reliable and accurate data that will help address seabird problems as they arise.



Black petrel. Photo: David Boyle, DOC

News

New Zealand’s coastal waters were announced as a [Mission Blue Hope Spot](#) this week. The announcement came on the day the Department of Conservation and Ministry for Primary Industries met in Auckland to discuss new protection measures for the species. The new Hope Spot covers most of New Zealand’s 17000 kilometre coastline up to a depth of 100 meters. It ranges from subtropical in the north to subantarctic in the south. World renowned oceanographer Dr Sylvia Earle first launched the Hope Spots programme in 2009 to generate public support for a global network of marine protected areas. Hope Spots are intended to increase ocean protection to 30 percent by the year 2030. “We only have one chance to get it right with the Hector’s and Māui dolphins – and

that time is now," said Earle.

Hamilton company Stafford engineering Ltd have been back at work, crafting the latest electrospinning machine nicknamed the Iguana, *NZ Herald* reports. West Auckland nanofibre company Revolution Fibres use the machine to manufacture ActivLayr – a natural and sustainable skin care product made from New Zealand hoki skins. Stafford helped create Revolution Fibre's previous electrospinning machine and the company was keen to be on board to create the new one. Stafford co-founder Roger Evans said the skin care industry was never one he expected to be involved in. "When we started working with Revolution Fibres three years ago we knew nothing about electrospinning technology. We built a small 'pilot' machine two years ago for Revolution Fibres that gave us sufficient knowledge on how an electrospinning machine works, but the Iguana is on another level, I never thought we would be building a machine for an international beauty product but here we are, helping make a face mask that reduces wrinkles." The new machine is expected to quadruple the production of ActivLayr and will help meet increased demand for the product.

Thirty tonnes of green-lipped mussels are to be dropped in the Hauraki Gulf as part of work to re-establish shellfish beds. The community group Revive our Gulf has used millions of farmed mussels from the Coromandel to restock parts of the ocean floor. Marine scientist Carina Sim-Smith coordinated the latest drop of mussels in the Mahurangi Harbour. She said the 30 tonnes, donated by the North Island Mussel company, would be split into three parts and delivered to their new homes over the course of three weeks. The delivery truck of the first 10 tonnes arrived last Friday without a hitch. Teams of volunteers shovelled the mussels into the water at a specially-selected location, with another drop of mussels due in another week. The positive impact the mussels have had on the environment has prompted a similar restoration project that is expected to start soon in the South Island.

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