

International seafood trade: challenges and opportunities

FAO/University of Akureyri Symposium
1–2 February 2007
Akureyri, Iceland



Háskólinn
á Akureyri
University
of Akureyri



Cover photo:

Image of the University of Akureyri campus; courtesy
of the University of Akureyri, Iceland.

Copies of FAO publications can be requested from:

SALES AND MARKETING GROUP
Communication Division
Food and Agriculture Organization of the United Nations
Viale delle Terme di Caracalla
00153 Rome, Italy

E-mail: publications-sales@fao.org

Fax: +39 06 57053360

Web site: <http://www.fao.org>

International seafood trade: challenges and opportunities

FAO/University of Akureyri Symposium
1–2 February 2007
Akureyri, Iceland

Edited by

Hjörleifur Einarsson

Professor, University of Akureyri
Akureyri, Iceland

and

William Emerson

Senior Fishery Industry Officer
Fish Utilization and Marketing Service
FAO Fisheries and Aquaculture Department
Rome, Italy

The designations employed and the presentation of material in this information product do not imply the expression of any opinion whatsoever on the part of the Food and Agriculture Organization of the United Nations (FAO) concerning the legal or development status of any country, territory, city or area or of its authorities, or concerning the delimitation of its frontiers or boundaries. The mention of specific companies or products of manufacturers, whether or not these have been patented, does not imply that these have been endorsed or recommended by FAO in preference to others of a similar nature that are not mentioned.

The views expressed in this information product are those of the authors and do not necessarily reflect the views of FAO.

ISBN 978-92-5-106185-5

All rights reserved. Reproduction and dissemination of material in this information product for educational or other non-commercial purposes are authorized without any prior written permission from the copyright holders provided the source is fully acknowledged. Reproduction of material in this information product for resale or other commercial purposes is prohibited without written permission of the copyright holders. Applications for such permission should be addressed to:

Chief

Electronic Publishing Policy and Support Branch

Communication Division

FAO

Viale delle Terme di Caracalla, 00153 Rome, Italy

or by e-mail to:

copyright@fao.org

© FAO 2009

Preparation of this document

These proceedings contain the manuscripts from the symposium on International Seafood Trade: Challenges and Opportunities, held in Akureyri, Iceland from 1 to 2 February 2007.

The University of Akureyri, Faculty of Business and Science organized the meeting in collaboration with the FAO Fisheries and Aquaculture Department.

The University of Akureyri, Faculty of Business and Science hosted the symposium. The Icelandic Ministry of Foreign Affairs and the Icelandic Ministry of Fisheries provided financial support.

Abstract

These proceedings contain the manuscripts from the symposium on International Seafood Trade: Challenges and Opportunities, held in Akureyri, Iceland from 1-2 February 2007.

The University of Akureyri, Faculty of Business and Science organized the meeting in collaboration with the FAO Fisheries and Aquaculture Department.

The meeting included a range of views regarding the risks and challenges inherent to the recent developments in international seafood trade. These included views from government officials, business representatives and academia.

The symposium reviewed developments related to:

- recent trends in the seafood sector;
- seafood safety and quality market access requirements;
- WTO dispute settlement process;
- developing countries perspectives;
- investment opportunities;
- ecolabelling;
- consumer trends; and
- education and training in the seafood sector.

The symposium highlighted that the seafood sector is extremely dynamic and is increasingly becoming a global sector. Risks include the pressure of global demand on capture fisheries that are often over-exploited, meeting the higher sanitary and phytosanitary requirements being set by the markets, and the development of voluntary eco-labels. Opportunities include the further development of the aquaculture sector, the advancement of technology to meet sanitary and phytosanitary requirements, and the further development of the value-added sector in developing countries.

Einarsson, H.; Emerson, W. (eds).

International seafood trade: challenges and opportunities. FAO/University of Akureyri Symposium. 1–2 February 2007, Akureyri, Iceland.

FAO Fisheries and Aquaculture Proceedings. No. 13. Rome, FAO. 2009. 121p.

Contents

Preparation of this document	iii
Abstract	iv
Foreword	vii
Acknowledgements	viii
Opening address	1
Closing address	5
Annex 1 – Programme	9
Annex 2 – Participants	11
PAPERS PRESENTED AT THE SYMPOSIUM	
Fish in the global food chain: challenges and opportunities	17
GRÍMUR VALDIMARSSON	
Trends in the international trade of seafood products	27
JAMES L. ANDERSON AND DIEGO VALDERRAMA	
From farm to fork – new European food hygiene regulations	47
ALAN REILLY	
Causes of detentions and rejections in international fish trade	57
LAHSEN ABABOUC	
Development of risk assessment methods for fishery products	65
GUÐJÓN GUNNARSSON	
The WTO Negotiations – an update and the Dispute Settlement Understanding	71
WILLIAM EMERSON	
Changing compliance for exported fishery products: a developing country perspective	77
G.F. NANYARO	
Opportunities in seafood trade	81
KRISTJÁN TH. DAVÍÐSSON	
Ecolabelling of fisheries products: assessment of its benefits	85
CATHY A. ROHEIM	
Processing quality seafood	93
KRISTINN ANDERSEN	
Traceability – a necessary evil?	97
SVEINN VÍKINGUR ÁRNASON	
Education and training with and for the fisheries sector	103
TUMI TÓMASSON AND THÓR ÁSGEIRSSON	

Opportunities and challenges in international seafood trade – a company perspective	111
BIRGIR ÖSSURARSON	
Trends in consumer attitude and selection	115
KAREN BRUNSØ	

Foreword

The promotion of free trade is at the core of Icelandic foreign trade policy. Through free trade and commercial interaction with other nations, Icelanders have secured their economic independence. Active foreign trade in products of the living natural resources of the ocean has been fundamental to the prosperity and welfare of the Icelanders.

This has been reflected in Icelandic policy statements at the Food and Agriculture Organization of the United Nations in recent years. The Organization is an important forum for the promotion of free trade ideas in the food sector, since it is charged with the mammoth task of securing the world's food security. More free trade in food products goes hand in hand with increased food security. This is especially important for developing countries and in the global fight against hunger.

At FAO, Iceland has repeatedly drawn attention to the importance of fisheries for the world's food security. Many developing nations, struggling to secure their livelihood, have enormous potential in use of their living marine resources, be it through small-scale fisheries or highly technically advanced fisheries. These resources need to be made use of for the food security of the people of these countries.

Iceland has directed its development cooperation mainly to countries with potential to utilize their fish stocks in a sustainable way. This cooperation involves numerous aspects of fisheries, such as catching, processing and inspecting the products, as well as trading and marketing.

Icelandic companies have acquired extensive experience in trading with fish. In a relatively few years they have become active participants in the global trade in fish products. This, along with long experience in fisheries research, led to the idea of organizing a Symposium on *International Seafood Trade: Challenges and Opportunities*, in cooperation with FAO and its Fisheries and Aquaculture Department.

Icelandic authorities attach great importance to the work of the FAO in the field of fisheries, and consider its Committee on Fisheries (COFI) to be the appropriate forum for global discussion of fisheries issues within the UN system. COFI's Sub-Committee on Fish Trade has contributed greatly to the discussion on global fish trade, as demonstrated by the Sub-Committee's endorsement this year of the voluntary technical guidelines aimed at promoting responsible international trade in fish and fishery products.

The Symposium on International Seafood Trade brought together at the University of Akureyri in North Iceland professionals from many different fields and representatives of various interests. The content of this book demonstrates the many-faceted discussion that took place in Akureyri. It was a great pleasure for the Permanent Mission of Iceland to FAO in Rome to assist in organizing this symposium and enjoy the cooperation with so many professionals involved in fish trade. This should also be seen as a demonstration of the wish of the Icelandic authorities to contribute to creating healthy global trade in fish and fishery products, and thus contribute to food security and the fight against hunger in the world.

Guðni Bragason

Permanent Representative of Iceland to FAO

Acknowledgements

The symposium “International seafood trade: Challenges and opportunities” was held in Akureyri, Iceland, 1–2 February 2007. It was organized by the University of Akureyri, Faculty of Business and Science, in collaboration with the Fisheries Department of FAO in Rome. The Organizing Committee consisted of:

Dr Eyjólfur Guðmundsson, Professor, University of Akureyri, Iceland

Dr Hjörleifur Einarsson, Professor, University of Akureyri, Iceland

Mr Pétur Bjarnason, Director and Chairman, Fisheries Association of Iceland

Dr Tumi Tómasson, Programme Director, UNU Fisheries Training Centre, Reykjavik, Iceland

Dr William Emerson, Senior Fishery Industry Officer, FAO, Rome, Italy

Dr Grímur Valdimarsson, Director of Fishery Industry Division, FAO, Rome, Italy

Financial support was generously provided by the Icelandic Ministry for Foreign Affairs and the Icelandic Ministry of Fisheries. The object of the symposium was to bring together leading experts on seafood trade-related issues in order to identify the opportunities and challenges that lie ahead in the sector. Special thanks to Dr Thorsteinn Gunnarsson, Rector of the University of Akureyri, and Mr Gudni Bragason, Permanent Representative of Iceland to FAO, without whose enthusiasm the symposium would not have materialized. Thanks are extended to all those who made presentations and chaired sessions.

Thanks to AK Travel for travel arrangements.

Final language and style editing and preparation for publication were by Mr Thorgeir Lawrence.

Opening address

Inaugural address by

Her Excellency Valgerður Sverrisdóttir,

Minister for Foreign Affairs and External Trade of Iceland

Ladies and Gentlemen,

It gives me great pleasure to open this Symposium at the University of Akureyri. Since the nineteenth century, Akureyri has been a vibrant centre for agriculture, commerce and fisheries in northern Iceland. I, myself, grew up not far away from Akureyri and benefited greatly, like so many others, from its intellectual and cultural life.

I would like to use this opportunity to congratulate Dr Thorsteinn Gunnarsson, the Rector of the University, and his staff for providing us with this platform to discuss the challenges and opportunities for international seafood trade. Allow me also to thank the United Nations Food and Agriculture Organization in Rome—and especially Dr Grímur Valdimarsson—for cooperating with the University on the Symposium.

We can hardly overstate the importance of fisheries for Iceland's economic development. To quote one of the most memorable characters of the great Icelandic novelist, Halldor Laxness, "life is cod above all else". Indeed, cod still is our most important export. Iceland's history in the twentieth century is mainly the story of how the expanding fisheries sector transformed a country, once among the poorest in Europe, into a highly developed welfare state. This reflects the vital role that fisheries continue to play in our economy.

But Iceland has also had to grapple with many of the same challenges as other fishing nations. The increased capacity of our fishing fleet meant that the threat of overfishing became a pressing matter. Giving our dependence on fisheries, this issue was particularly important for us, as any collapse in our fish stocks would have brought serious consequences for our economy. As early as in the beginning of the 1980s, both the industry and the Government realized that sensible fisheries management was essential, not only for the fisheries sector but also for Icelandic society as a whole.

In 1984, we introduced a new fisheries management system that was based on transferable quotas. This system is actually quite simple. While the Government sets the total allowable catch for each stock every year, catch quotas can be traded between operators of fishing vessels. This means that we trust the individual operators to decide on the most efficient allocation of our fisheries resources. This system also nurtures responsible thinking in the fishery sector, as the operators of fishing vessels have in the long run everything to gain from a responsible and sustainable management of the fish stocks. I can say with pride that when it comes to ensuring sustainable fisheries and the rational utilization of our living marine resources, the Icelandic fisheries management system is second to none.

But even the best fisheries management system in the world cannot alter the fact that when we have reached the maximum sustainable yield of our fish stocks: it is simply not possible to increase catches without causing serious harm to individual fish stocks. The fish industry is therefore faced with a new challenge: Is it possible to increase the profitability of the fish industry when we have reached the maximum sustainable yield of our fishing grounds?

In my view, the answer to this question is "Yes". With better quality products, enhanced technology and sensible marketing, we can get better prices for our products. So, even though there are strict limits to how much we can raise output, there is still a potential for growth in income.

In many ways, Akureyri and the surrounding communities are among the best examples of how this is possible. In this part of the country, you can find some of the world leaders in catching, processing and trading with fish. A stable and sustainable fisheries management system played a large part in their success. But these companies became world leaders also because they took advantage of the best available technology and had good marketing skills. Most importantly, these companies benefited from the fact that they sell a product that is much in demand by consumers around the world.

Icelandic fish is renowned for its quality. This reputation is not only due to the fact that the fishing grounds around Iceland are among the richest in the world. It is also the result of rigorous quality control, which aims at preserving the quality and freshness of Icelandic fish from the moment it is caught to the moment when it is served to the consumer in Europe, North-America or Asia.

FAO has made an important contribution to the development of international norms on sustainable fisheries and responsible fish trade. This symposium is one step in a long line of efforts undertaken by FAO on strengthening sustainable utilization of natural resources. This is not least done in order to eradicate extreme poverty and hunger, a goal recognized in the 2001 *Reykjavík Declaration on Responsible Fisheries in the Marine Ecosystem*.

Fisheries are one of the most valuable sources of nutrition and income for the developing countries. Ninety-five percent of those who live from fisheries are in the developing world. Trade with fish is a significant source of foreign currency earnings for the countries in question. The high value of fishery products for developing countries is demonstrated when one considers that the net earnings from trade with fish is higher than for any other major traded food commodity, including coffee, bananas and rubber. When discussing trade with fish, we must therefore take the need of the developing countries into considerations, also in terms of food security and hunger reduction. Here, let me add that enhancing food security has been the core of Iceland's development cooperation through the Icelandic International Development Agency and the UN University Fisheries Training Programme.

I am of the firm belief that liberalization of world trade is essential for global development, as well as for food security in the world. The developed countries must ensure that gains from trade liberalization will benefit the developing countries as well. Free trade agreements, bilateral and multilateral, which take into account parties' diverse level of development, are of great importance in this respect. Those considerations were an integral part of the Free Trade Agreement signed between the EFTA countries, Iceland among them, and the Southern African Customs Union last summer. Last weekend, I signed a Free Trade Agreement between EFTA and Egypt, which also takes into account these very same considerations.

Fish is the subject of this symposium and I have talked a lot about fish here. But I would also like to bring up a topic that is close to my heart—and which touches upon many of the issues that I have raised here—namely agriculture. The northeast of Iceland is renowned for making agricultural products of the highest quality. I should know, being a farmer myself. Indeed, my farm is just a few kilometres away from Akureyri. To those of you that might suspect that I am not completely neutral on the matter, I have only this to say: Have a taste for yourself!

Sheep farming was long the mainstay of Icelandic agriculture - and Iceland is especially well suited to it. In Iceland, sheep are sent out to graze in the hills and mountain pastures of Iceland, where the animals run free until autumn, feeding on the rich and nourishing vegetation of the highlands of Iceland. The result is the distinct, gamy taste of Icelandic lamb—which in our view is equal to none. But scientists have also discovered that this has also the added benefit of making Icelandic lamb, especially from this part of the country, particularly rich in Omega-3 fatty acids. This means that enjoying Icelandic lamb has many of the same health benefits as the consumption of fish.

You might be surprised, not only by the quality of Icelandic agricultural goods, but also by the range of products made here, just south of the Arctic Circle. I could for example

mention the honey produced in Kelduhverfi, which has a particular birch taste—something that is much sought after when making honey. When it comes to making high quality food products, Iceland has more to offer than just fish.

However, the fact is that while Iceland has a global reputation for selling quality fish, our agriculture has yet to acquire a similar reputation. There are, of course, many reasons behind this. The first one has simply to do with economics. While many of Iceland's agricultural products are of world-class quality, the harsh climate and difficult conditions makes agricultural production in Iceland much less cost effective than in the major exporting countries. At the same time, the high tariffs on agricultural products in Europe have made it much more difficult to break through into the European market. It has also been our experience that it is very difficult to enter other markets. For example, a costly marketing campaign in the United States of America has reaped few benefits in terms of actual increase of exports of Icelandic agricultural products.

In my view, the European market still holds the most promise for our agricultural products. I sincerely believe that Icelandic agriculture holds a lot of promise to the future, if we focus on producing agricultural goods of the highest quality for the affluent and discriminate consumer. But in order to succeed, we have to gain better access to markets, most importantly the European market.

Recently, we made a big step towards that goal when we concluded an agreement with the EU on lowering tariffs on trade with agricultural goods between Iceland and the EU. This agreement will benefit both consumers and farmers in Iceland. The consumers will hopefully have to pay lower prices for agricultural products imported from Europe. Icelandic farmers will also gain better access to the European markets for Icelandic lamb, butter and “skyr”

I am particularly pleased that we have been able to organize this conference in the University of Akureyri. It certainly was very ambitious when the first university in Iceland outside of Reykjavík was established in Akureyri twenty years ago. The relatively short history of the university has, however, demonstrated clearly the foresight of this decision. The University of Akureyri has for the last two decades become a driving force in this community and has made an important contribution to our society as a whole.

In this Symposium, the University of Akureyri and FAO have succeeded in bringing together leading experts in the seafood industry to discuss the many challenges and opportunities that now face the international seafood trade. This is a subject that the University of Akureyri is especially suited to focus its work on. In my view, the University of Akureyri has every potential of becoming a global centre of learning on trade with fish and seafood. The already close cooperation between the University and the United Nations University Fisheries Training Programme, lead by Dr Tumi Tómasson, will be an important contribution to the realization of this goal. This symposium also marks an important step in this progress, and I look forward to a lively exchange of views on this important subject, which affects the livelihood of millions of people.

Enjoy your stay in Akureyri.

Closing address

Closing of Symposium by His Excellency Einar K. Guðfinnsson, Minister of Fisheries for Iceland

Ladies and Gentlemen,

Trade is a cornerstone of development. Iceland has witnessed at first hand the positive economic effects of trade. In the course of a few decades, the Icelandic population has come from poverty to enjoy one of the highest living standards in the world. Trade liberalization has been crucial in this development. We not only believe, we know that trade works and millions of people could be lifted out of poverty like the Icelandic nation in the past.

The last decade has seen increased freedom of trade in Iceland. Capital transfer was liberated; the state finances have become stable, with debts being paid and decreased; state-owned enterprises have been privatized; and the economic management framework is as good as it can be. There is one area, however, where things might have moved a bit faster, namely in international trade.

The main measurement of the prosperity of nations is the gross domestic product (GDP) per capita. Varied research indicates that there is a strong correlation between freedom in international trade and economic growth. Such research also indicates that nations that have increased their free trade experience a higher long-term level of economic growth. Measures that are aimed at increasing international trade therefore have a positive impact on the prosperity and welfare of the citizens. The old theory of the British economist, David Ricardo, certainly fully applies today: he said that every nation should specialize itself in the production of the commodities in which it has a comparative advantage. Increased international trade and the free flow of commodities promote the specialization of the workforce and generate increased competition and innovation. Free international trade serves the interests of all because:

- Local consumers pay lower prices for comparable goods.
- Employees receive higher wages for their input.
- Manufacturers receive higher payment for their production.
- Deadweight loss by the society is minimized.

This certainly applies to fisheries. Subsidies and other economic distortions have served as obstructions to free trade in fisheries production. It therefore lays burdens on fish producing nations and definitely leads to overexploitation of fish stocks. One can therefore say with full confidence that isolationist policies are contrary to the concept of good and responsible fisheries management. Not least with reference to this fact, I would like to urge all those who want to exploit new potential in fisheries to bear this in mind. A prerequisite to progress and maximum yield in exploiting our natural marine resources is a free trade environment for fishery products on a global scale.

Improved economic growth is a goal of all authorities, of all countries. I have at least never heard any government say that it does not want higher growth. With economic growth, poverty can be reduced, education improved, children can be fed, and so on and so forth.

But how can countries increase their economic growth? This is certainly a complex question and there are many possibilities. I for one do not pretend to have the answer to such a million-dollar question. But I am surely not the only one to wonder why fisheries

are not more often mentioned in this context. That, in my view, is a mistake. Fisheries can be, and in many countries really should be, an engine of growth. I say this judging from our own experience, because in my country this has been the case for decades. Iceland was one of the most backward countries in Europe in the beginning of the nineteenth century but is now one of the most prosperous ones.

This of course is due to a number of factors. An emphasis on fisheries as a modern industry nevertheless plays a major role. We have never been able to afford anything less than an efficient fishing industry. Fisheries are the major industry in our economy and have been for decades. The high growth rate has therefore been driven mainly by the outstanding performance of our fisheries and fishing industry, although I would not like to underestimate other very important contributors to our economic performance. Particularly in recent years.

In too many countries, fisheries are not looked upon as a modern industry, reflecting the strict rules of the market economy. Fisheries is unfortunately in industrialized countries all too often seen as an integral part of social measures, which thus has contributed to its poor economic performance. That is a model to avoid. Fisheries and the fishing industry should be seen as means of generating better living standards.

In many places one sees new potentials, not least in the field of aquaculture, in improved fisheries management, increased knowledge, better yields and marketing. This is an objective of every progressive industry and will be the key to further achievements. This is where I believe Iceland can play a role, by helping with the development of fisheries and aquaculture in developing countries. I would be the first to admit that we have had our share of mistakes in the past. We have, however, tried to learn our lessons and move forward, although we still have a lot to learn.

Today, however, we are at the forefront of fisheries in the world. We define our fisheries as a knowledge-based, efficient industry, run by able management and employing an efficient workforce. Fisheries as such are a relatively well paid occupation, though one must admit that the processing is unfortunately lagging behind. Due to increased efficiency, the number of people employed in fisheries, is declining—technological advancement has led to that development.

The presence of a thriving and dynamic fishing industry in Iceland has initiated new industries that are based on the idea of serving the fishing industry, first in Iceland and later the whole world. This has been an important part of our economic development through the years.

We have participated quite extensively in development fishery projects in developing countries. The policy behind these projects has been to listen to our partners and never attempt to impose our culture on others. We see our work as a mutual objective in order to achieve a common goal. This may have its disadvantages, but the positive consequences certainly outweigh them. Our government has furthermore committed itself to a gradual increase in its overseas development assistance, which has resulted in new and exciting projects. We want to believe that we can have a role to play, not least in the fields where we have special knowledge and have excelled—and fisheries are certainly among these.

If I try to specify, I would like to mention that areas where Iceland could make a contribution are:

- *Training of fishermen*, in particular training of trainers. In Namibia, for example, Iceland has assisted in the development of a training institute for fishermen, NAMFI in Walvis Bay.
- *Quality control of fishery products*. To give examples, in a number of African countries, Icelandic experts have in the past assisted with the development of legislation in this area, for instance incorporating EU requirements into such legislation. They have also assisted with the organization of competent authorities, development of inspection methods and procedures.

We will not claim to have solutions to all problems. Far from it. But it is the hope of the Icelandic people that we may in some small way assist other countries on their development path in fisheries, based on our own experience.

I do hope that the discussions and deliberations during the past two days have been informative. We all have a common goal, namely to make fisheries and aquaculture contribute more to the well-being of the people in our countries—to become an engine of growth.

With these few words, I now declare this symposium on International seafood trade: Challenges and opportunities closed.

ANNEX 1

Programme

1 February 2007

09:00 – 10:00	Coffee and registration
10:00 – 10:05	Welcome address by the Rector of the University of Akureyri (UNAK)
10:05 – 10:20	Address by the Minister of Foreign Affairs, Her Excellency Valgerður Sverrisdóttir
10:20 – 10:25	Symposium organization and overview presented on behalf of the Dean of the Faculty of Business and Science, Eyjólfur Guðmundsson

CURRENT STATUS OF INTERNATIONAL FISHERIES AND SEAFOOD TRADE

Session chair: Valtyr Hreiðarsson

Time	Title	Presenter
10:30 – 10:55	Fish in the global food chain: challenges and opportunities	Grímur Valdimarsson, FAO, Rome
11:00 – 11:25	International trade in seafood products	James L. Anderson, University of Rhode Island
11:30 – 11:55	Distribution of revenues through the seafood value chain	Eyjólfur Guðmundsson, UNAK.
12:00 – 12:25	Current situation for developing countries	
12:30 – 13:30	Lunch	

CHALLENGES

Session chair: Sigurður Bogason

Time	Title	Presenter
13:30 – 13:55	The new “Hygiene Package” and implementation for the fish industry	Alan Reilly, Food Safety Authority of Ireland
14:00 – 14:25	Causes of rejections and detentions in international seafood trade.	Lahsen Ababouch, FAO, Rome
14:30 – 14:55	Development of risk assessment methods for fishery products	Guðjón Gunnarsson, Icelandic Directorate for Fisheries
15:00 – 15:25	Coffee break	
15:30 – 15:55	WTO disputes relating to fisheries products.	William Emerson, FAO, Rome
16:00 – 16:25	Changing compliance for exported fishery products: A developing country perspective.	Geoffrey Nanyaro, Tanzania
16:30 – 17:00	Private quality standards and labels	Birgir Össurason, Samherji
19:00 -	Dinner at the invitation of the Minister of Foreign Affairs.	

2 February 2007**OPPORTUNITIES**

Session chair: Geir Oddsson

Time	Title	Presenter
08:00 – 08:30	Coffee	
09:00 – 09:25	Opportunities in seafood trade for developing countries	Kristján Davíðsson, Glitnir Bank
09:30 – 09:55	Trends in consumer attitude and selection	
10:00 – 10:25	Ecolabelling of fisheries products	Cathy A. Roheim, University of Rhode Island,
10:30 – 10:45	Coffee break	
10:45 – 11:10	Processing quality seafood	Marel
11:15 – 11:40	Traceability	Matís
11:45 – 12:10	Human capacity building/ training	Tumi Tómasson, UNU Fisheries Training Centre
12:15 – 12:30	Closing remarks by the Minister of Fisheries in Iceland	
14:00 – 18:00	Optional excursion.	

ANNEX 2

Participants

Name	Affiliation	Country
Aðalheiður Sigursveinsdóttir	Utánríkisráðuneytið [Ministry for Foreign Affairs]	Iceland
Alan Reilly	Food Safety Authority of Ireland	Ireland
Alen de Llano Massion	UNU-FTP and INDEPES	Cuba
Anna Guðrún Árnadóttir	UNAK [University of Akureyri]	Iceland
Arndís Ármann Steinþórsdóttir	Sjávarútvegsráðuneytið [Ministry of Fisheries]	Iceland
Baldur M Einarsson	UNAK [University of Akureyri]	Iceland
Bataringaya Amos	UNU-FTP	Uganda
Bára Eyfjörð Jónasdóttir	UNAK [University of Akureyri]	Iceland
Benedikt Jónsson	Utánríkisráðuneytið [Ministry for Foreign Affairs]	Iceland
Birgir Össurarson	Samherji	Iceland
Björk Sigurgeirsdóttir	UNAK [University of Akureyri]	Iceland
Cathy Roheim	University of Rhode Island	USA
Cyprian Ogambe	UNU-FTP	Kenya
David Bamwirire	UNU-FTP	Uganda
Davíð Ólafur Ingimarsson	Sjávarútvegsráðuneytið [Ministry of Fisheries]	Iceland
Demian Schane	UNAK [University of Akureyri]	USA
Eileen Nkondola	UNU-FTP	Tanzania
Einar Kr. Guðfinnson	Minister of Fisheries	Iceland
Elín Flygering	Utánríkisráðuneytið [Ministry for Foreign Affairs]	Iceland
Eyjólfur Guðmundsson	UNAK [University of Akureyri]	Iceland
Geir Oddsson	ICEIDA	Iceland
Geofrey Nanyaro	Fisheries Division, Tanzania	Tanzania
Gestur Geirsson	Samherji	Iceland
Gholam Reza Shaviklo	UNU-FTP	Iran
Grímur Valdimarsson	FAO, Rome, Italy	UN
Guðbjörg Stella Árnadóttir	UNAK [University of Akureyri]	Iceland
Guðjón Gunnarsson	Fiskistofa [Directorate of Fisheries]	Iceland
Guðmundur Óli Hilmisson	UNAK [University of Akureyri]	Iceland
Guðni Bragason	Utánríkisráðuneytið [Ministry for Foreign Affairs]	Iceland
Haraldur Bergvinsson	UNAK [University of Akureyri]	Iceland
Hreiðar Þór Valtýrsson	UNAK [University of Akureyri]	Iceland
Heiðrún Pálsdóttir	Utánríkisráðuneytið [Ministry for Foreign Affairs]	Iceland
Helgi Gestsson	UNAK [University of Akureyri]	Iceland
Hilmar Hilmarsson	UNAK [University of Akureyri]	Iceland
Hjörleifur Einarsson	UNAK [University of Akureyri]	Iceland
Hlynur Herjólfsson	UNAK [University of Akureyri]	Iceland
Hosni bin Ahmad		
Hörður Sævaldsson	UNAK [University of Akureyri]	Iceland

Name	Affiliation	Country
Ilidio Banze	Ministry of Fisheries	Mozambique
Isabel Omar	Ministry of Fisheries	Mozambique
James L Anderson	University of Rhode Island	USA
Jón Ingi Benediktsson	RHA [Research Centre of the University of Akureyri]	Iceland
Jose Cipriano	Ministry of Fisheries	Mozambique
Jón Kjartan Jónsson	Samherji	Iceland
Jón S. Sævarsson	UNAK [University of Akureyri]	Iceland
Jón Skjöldur Karlsson	Fisheries Association of Iceland	Iceland
Jón Þórðarson	UNAK [University of Akureyri]	Iceland
Julio Hernandez	UNU-FTP and Ministry of Fisheries	Cuba
Karen Brunso	Arhus School of Business	Denmark
Karl A Almas	SINTEF	Norway
Kolbeinn Aðalsteinsson	UNAK [University of Akureyri]	Iceland
Kristinn Anderssen	Marel	Iceland
Kristín Mjöll Benediktsdóttir	UNAK [University of Akureyri]	Iceland
Kristján Davíðsson	Glitnir Bank	Iceland
Li Hong Ming	Dalian Fisheries University	China
Maria Luisa Tembo	Ministry of Fisheries	Mozambique
Maribel Loazes	UNU-FTP and Ministry of Industrial Fisheries	Cuba
Maritza Edelmira Linares Fonts	INDEPES	Cuba
Mr. Jamaludin Othman	Fisheries Development Authority of Malaysia	Malaysia
Ms. Gospa David	UNU-FTP	Cape Verde
Ms. Zarina Latiff	Fisheries Development Authority of Malaysia	Malaysia
Ólafur Halldórsson	UNAK [University of Akureyri]	Iceland
Ólafur Klemenzson	Seðlabanki Íslands [Central Bank of Iceland]	Iceland
Pétur Bjarnason	Fiskifélag Íslands [Icelandic Fisheries Association]	Iceland
Pubudu Midipola-Watta	UNU-FTP	Sri Lanka
Rafael Montejo Veliz	University of Havana	Cuba
Rannveig Björnsdóttir	HA / Mati –Icelandic Food Research	Iceland
Pradeepa Shayamali Jayasinghe	UNU-FTP and NARA	Sri Lanka
Sigurður Bogason	MarkMar ehf	Iceland
Sigurður Jóhann Ringsted	UNAK [University of Akureyri]	Iceland
Stefán Aðalsteinsson	UNAK [University of Akureyri]	Iceland
Stephen Mwikya	Kenya Fish Processors and Exporters Association	Kenya
Sveinn Víkingur Árnason	Consultant	Iceland
Tumi Tómasson	UNU-FTP	Iceland
U.S.S. Rathnayate	UNU-FTP	Sri Lanka
Valgerður Sverrisdóttir	Minister for Foreign Affairs and External Trade of Iceland	Iceland
Valur Traustason	Promens, Dalvik	Iceland
William Emerson	FAO, Rome, Italy	UN
Xao Jie Nie	UNU-FTP and Dalian Fisheries University	China
Yao Jie	Dalian Fisheries University	China
Yosbely Soto	UNU-FTP	Cuba
Þorgrímur Kjartansson	UNAK [University of Akureyri]	Iceland
Þór Ásgeirsson	UNU-FTP	Iceland
Þórir Sigurðsson	UNAK [University of Akureyri]	Iceland

Name	Affiliation	Country
Ögmundur Knútsson	UNAK [University of Akureyri]	Iceland
Nordina md Din	UNU-FTP	Malaysia

NOTE: UNU-FTP = United Nations University-Fisheries Training Programme