

Victorian company at forefront of refrigerated transport



L to R. Dominic, Rohan and Laurway at the Yarraville one stop workshop

Seven Years ago Rohan Cox was working for a large refrigeration transport company in the Victorian country town of Bachus Marsh as a qualified motor and refrigeration mechanic. The company went out of business and Rohan was out of work.

As a result he set up Southern Cross Mechanical Service and embarked on a career servicing the seafood industry. Although he was based in Bachus Marsh he was travelling to Melbourne and to country Victoria servicing refrigeration vehicles. Today he still lives in Bachus Marsh but his business is located in the inner suburb of Yarraville, a stones throw from the Melbourne Wholesale Fish Market.

The bulk of his work is with seafood wholesalers and distributors. He installs, maintains and services their transport vehicles. He finds people in the seafood industry friendly and always willing to share a good joke and a laugh. The thing that has impressed him the most however is their commitment to the industry and their maintenance of their refrigerated transport. "Regardless of how big or

small they may be, both wholesalers and distributors take great care of their refrigeration equipment" said Rohan.

Southern Cross Mechanical Service has now become a part of the Victorian Transport Refrigeration Network which he set up with Dominic and they build custom made refrigeration units. They design maintenance programmes suitable to HACCP requirements which is critical to maintaining and delivering seafood at the right temperature

Victorian Transport Refrigeration uses hydrocarbon refrigeration technology in the transport refrigeration and commercial refrigeration and air conditioning sectors.

Although Rohan was initially sceptical about the use of hydrocarbons, the refrigerants proved themselves by outperforming conventional HFC refrigerants. Using a single compressor for refrigeration and/or split systems with air conditioning, the performance results were so good that hydrocarbons were the obvious way forward. Working closely with the Hychill Australia support

staff, Rohan has been able to develop a range of refrigerated transport systems from small 1 tonne capacity vans through to 5 tonne truck systems.

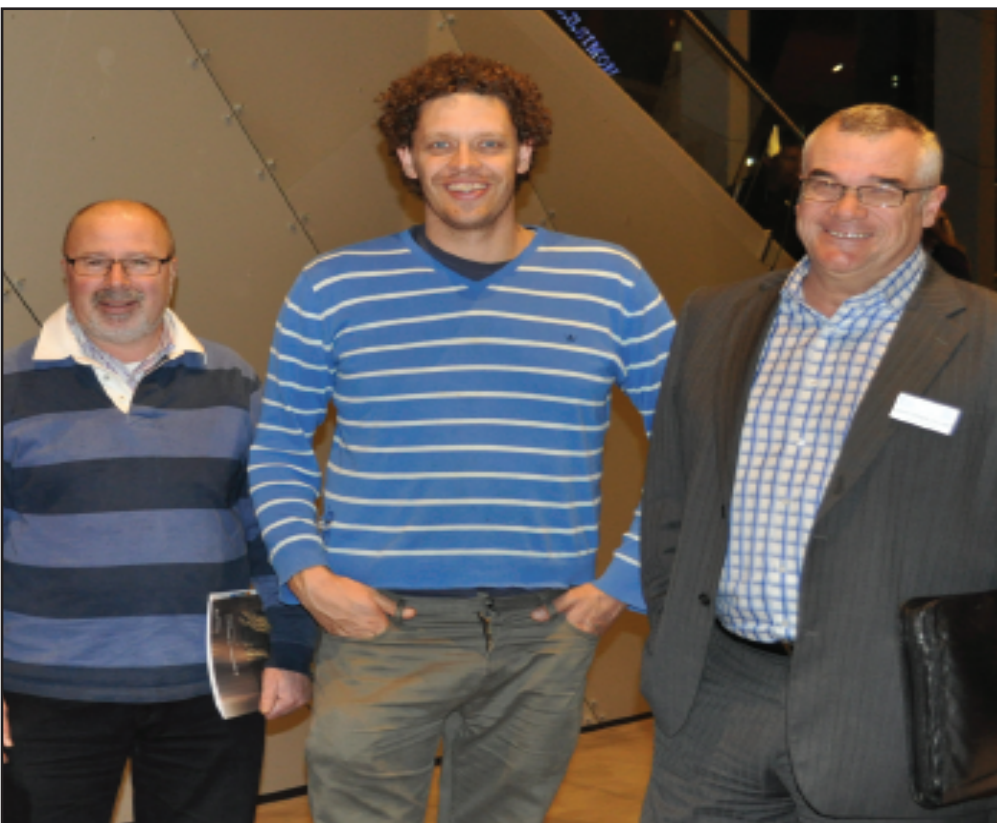
All trades staff are trade qualified refrigeration mechanics through the technical "TAFE" colleges and hold Certificate 3 qualifications combined with the standard four year apprenticeships. Specialised training is not provided for transport refrigeration by the TAFE system, so this

Around 200 hydrocarbon refrigeration transportation systems have been built as of mid 2010, with around 20% of these being entirely new systems for new vehicles and 80% have been conversions of existing refrigerated vehicles, involving a complete rebuild of all key components to ensure the system is correctly designed to ensure that safety requirements are met.

Word of mouth is proving very powerful amongst their customers, allowing the small company to expand to five staff in order to meet the rising demand. Emerging interest from the marine refrigeration sector promises to provide further expansion of the business.



Photo of the month



The long the short and the tall

You may very well ask, what do these three men have in common? Apart from the obvious, and their love for the colour blue, they are all involved with seafood. From left, Michael Canals of CQ Foods, Lee Grantworthy and Chris Collins, Executive Officer, VRFish all attended the free lecture given by the Australian Society for Fish Biology regarding climate change and its effect on seafood at the Melbourne Museum. Unfortunately these three gentlemen and maybe a few more were the only ones present from the seafood industry at such an important and informative lecture. Scientific data freely available is not always easy to come by. Such opportunities should not be missed regardless whether you agree or disagree with it.

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Tassal's Kew Salmon Shop

The Premier of Tasmania Mr. David Bartlett officially opened Tassal's first salmon shop on the Australian mainland at the Melbourne upmarket suburb of Kew. The premier hailed the Melbourne shop as another icon of Tasmanian innovation and said "the shop is a unique concept that not only sells Tassal salmon and cooking products, but features information about

Tasmanian salmon, from hatchery to plate" Present at the opening were the Chairman of Tassal Mr. Allan McCallum and the CEO Mr. Mark Ryan and over a hundred invited guests.

Continued on page 5

Photo: L to R: Mr. Mark Ryan Tassal's CEO, Premier of Tasmania, Mr. David Bartlett, and Tassal's Chairman Mr. Allan McCallum cutting the specially made cake with the Tassal's logo-iced on it.

The time has arrived

Contributed

Every important primary industry has one. Meat & Livestock Australia collects about \$80 million a year from theirs, the Lamb industry has turned their industry around from being on the verge of collapse to the thriving industry it is today due to theirs - what is it? It is a levy for promotion and marketing which enables the industry to plan its marketing strategies on both generic marketing and specific promotions. The levy is most efficient, cost effective, fair and rea-

sonable method for ensuring that everyone shares in the promise that promotion and marketing will bring our industry.

Before the General Election was called, the Minister for Agriculture, Fisheries and Forestry and Sustainable Population, the Hon Tony Burke, MP wrote to many seafood businesses asking them to communicate with his department (Ms Alicia Glenn at Levies Revenue Service, DAFF; email

alicia.glenn@daff.gov.au) whether they support a seafood marketing and promotion levy.

Several key sectors have already made it known that they support the levy principle. Shark Bay & Carnarvon, Fishing Industry Identity, Peter Jecks commented on the levy concept. "Why do multinational companies spend billions per year on advertising and marketing? The answer is simple - it works. No company likes to spend money unless they see a return. It's time to pay for some maintenance in regards to promotional marketing like our competitors. A good marketer will tell you there is a need to spend up to 10% on promotional / advertising activities. Why is this? To ensure the market remains robust."

In a letter to their members the Australian Seafood Cooperative Research Centre (SfCRC) commented, "This is an opportunity for the industry to sponsor a change that has the potential to deliver significant benefits. Minister Burke's letter has provided an opportunity for the industry to once again discuss how a levy might be implemented.

Such a clear vision for the marketing aspirations of the industry would greatly enhance the effectiveness of all our participants' investment in the CRC. "

In his letter the Minister proposed that the Fisheries Research & Development Corporation (FRDC) be given the responsibility for implementing any levy arrangements agreed by the industry. This would require the FRDC to work together with the industry to develop a marketing and promotion capacity in whatever form would be most effective and efficient.

The concept of FRDC administering a promotion levy, and the legislative changes needed to enable it to do so, have been examined numerous times in the past. Many in the industry supported the initiative back in 2004 but the Government was not convinced. Seafood Experience Australia (SEA) was established to foster initiatives to establish a Seafood Promotion Act and is credited with getting this new arrangement. SEA is planning to have an industry meeting in Melbourne early November to enable focused discussions on the levy.

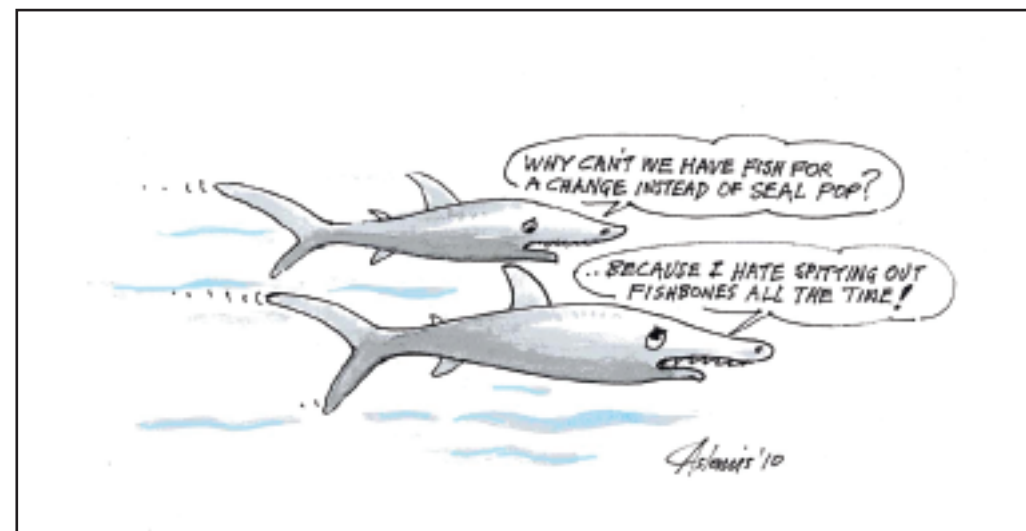


Illustration: Con Aslanis

QSIA welcomes promise of compensation

The seafood industry has welcomed the promise of compensation for fishermen impacted by the new development in the Port of Gladstone Queensland.

The announcement follows the release of a report by the Coordinator-General acknowledging that there will be loss of fisheries habitat due to planned projects in the Gladstone region. The report also promises funding for research, habitat enhancement and compensation.

Queensland Seafood Industry Association (QSIA) President Michael Gardner said his organisation had been working for the past 12 months to secure the best possible outcome for commercial fishers in the Gladstone region.

“This is an important win for the QSIA and the local fishing families who have worked so hard to highlight the potential impacts of proposed development projects to the attention of the Gladstone community and the Queensland Government,” Mr Gardner said.

The multi-million-dollar port developments proposed by Gladstone Ports Corporation (GPC), is driven by the emergence of the liquefied natural gas (LNG) industry. Proposed developments include dredging and reclamation of large areas of water that are currently very productive grounds for fresh local seafood such as mud crabs, threadfin and salmon.

These grounds will be lost to fishermen, and will be converted into dry land for port infrastructure.

“The Queensland Government has now released the ‘Western Basin Dredging and Disposal Project Coordinator-General’s report for an environmental impact statement. This document recognises that the projects taking place in Gladstone Harbour will have an impact on the marine habitats that supports the commercial fishing industry and that the industry has claims relating to habitat loss, habitat degradation and loss of access.

The report also notes that GPC has committed to a contribution of \$5 million to support Department of Employment, Economic Development & Innovation (DEEDI) initiatives for future research and studies and/or appropriate works for fish habitat rehabilitation and enhancement. A further contribution of up to \$5 million over 10 years to support fish habitat enhancement projects within the Gladstone Port area.

In addition, a condition of development approval is that GPC must mitigate all reasonable financial losses to existing commercial fishing operators attributable to the maritime development in the Western Basin of the Port of Gladstone. This is to cover temporary and permanent loss of access to fishing areas and marine fish habitat. GPC must meet any costs associated with the investigation, negotiation and administration of any compensation package, including all costs incurred by DEEDI in the management of development of any compensation package.

The QSIA will continue to represent its members and to work with DEEDI and ensure that a transparent process is established which allows the commercial fishing sector to secure appropriate compensation.”

SETFIA calls for common sense in snapper management

Fisheries in Australia are either managed by the State or the Commonwealth. Snapper are managed by Victoria. Unfortunately snapper are unaware of the agreement and cross jurisdictional boundaries.

The South East Trawl Fishing Industry Association (SETFIA) represents Commonwealth licensed trawlers in southeast Australia. SETFIA accepts that Commonwealth licensed vessels have no right to target snapper. Commonwealth fisheries are managed under strict quotas and Commonwealth trawlers have their own quota species to target. While targeting these Commonwealth species snapper is sometimes caught as an unavoidable by-catch.

The Association is disappointed that DPI Fisheries have not accepted any of the Association’s proposals that would ensure snapper were not being targeting by

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Not worth it

Illegal Shark Bay snapper haul nets \$83,000 in fines and court costs

A commercial fisherman caught in possession of more than 1,348 kilograms of pink snapper over his licensed allowable quota was hit with \$83,073.90 in fines and costs at Geraldton Magistrates Court.

The man from Kalbarri, was caught in possession of the illicit haul of fish by Fisheries Officers in Kalbarri in July 2007.

He had embarked on the fishing trip from Carnarvon, some 400 kilometres north of Kalbarri three days before, in what was described as a deliberate attempt to avoid his contravention being detected.

Fisheries officers recovered a laptop computer from the man several days later, which he had denied having in his possession when initially apprehended and questioned.

Forensic computer experts were able to retrieve data, which had been hastily wiped off the laptop by the offender and which gave fishing excursion coordinates critical to his conviction. “We will put in sustained effort to secure convictions even if that entails using IT forensics and we will ensure we recover our costs from offenders in doing so” said Department of Fisheries’ Gascoyne Region Acting Compliance Manager, Peter Johnsen.

Peter Johnsen believes the case was a significant victory against illegal fishing activity in the Shark Bay area and sent out a strong message to anyone thinking of trying to buck commercial fishing rules.

The hefty fine, the offender will now have to pay, dwarfs any financial gain he might have made had he gone undetected.

“Pink snapper is a limited natural resource and the rules around commercial fishing are there in place to ensure everyone can enjoy this fish for the future – commercial fishers who get greedy are effectively stealing from Western Australians and have to pay the appropriate penalty” said Mr. Johnsen

The court heard how the offender would have been well aware that he was near the upper limit of his quota, as a day before his voyage he had handed in records for another catch clearly showing there was only 139 kilograms of entitlement left to be fished in his licences’ quota.

After pleading guilty to the offences, Magistrate Sharrat ordered the man to pay \$67,400 for the volume of fish in his possession, a \$7,000 fine for the breaching of the licence quotas and \$8,673.90 in costs, including \$5,911.90 for the cost of recovering data wiped by Mr Lake from his laptop.

The offender also forfeited \$9,164.82 as the proceeds of the sale of the fish. Magistrate Sharrat also ordered that the quota for the fishing licences, which the offender had leased, be reduced to compensate for the excess of fish taken.

Magistrate Sharrat observed the offender would also likely have to pay substantial costs to the licence holder to compensate him for the reduction in licence entitlement.

current total fishing mortality (State, Commonwealth and recreational) is sustainable and that the stock is healthy.

DPI’s proposal will force all Commonwealth vessels taking snapper as un-avoidable by-catch in Commonwealth waters to throw the fish away at sea. Only a very small amount could be landed.

This would result in 10 tonnes of unavoidable by-catch off Portland and another 10 tonnes off Lakes Entrance being discarded at sea. All will be dead. The rule will not reduce catches because they are unavoidable. It will only mean that fish that is already caught is thrown away dead. This is a terrible waste and a loss to Victoria as a community.

The dumping of snapper is at odds with the Victorian Minister for Fisheries, the Hon. Joe

Helper, speech in April to the Seafood Industry Awards in which he stated, “the Victorian Government will continue to support industry in delivering the message that Victorians want access to locally caught high quality seafood and that not all Victorians have the opportunity to catch their own”. “Together with industry we have got the balance right in our resource allocation and believe that there is no need for further mandatory closures and cutbacks without the support of the industry”.

The Association calls on fisheries Victoria to act reasonably and agree a trip limit only on Commonwealth trawlers landing snapper to the ports servicing the fishing grounds outside Port Phillip Bay. This would end allegations of targeting and allow genuine snapper by-catch throughout the rest of the State.



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In Brief

PIPI POACHERS FACING CHARGES

Four men and a woman, all from the St Albans area of Melbourne, are likely to face charges following a plain clothes Fisheries operation at Venus Bay Victoria.

It will be alleged they were engaged in collecting an illegal volume of pipis on a section of beach in the Cape Liptrap Coastal Park.

Fisheries Officers seized a total of approximately 75 litres of pipi in the shell along with back packs and hand held digging implements. The group allegedly collecting the pipis progressively loaded them into packs which were hidden in sand dunes. It will be claimed the group also attempted to hide in the sand dunes when approached by plain clothes Fisheries Officers. Gippsland Fisheries Operations Manager,

Peter Courtney, said pipi collection was a legitimate recreational activity within the Park, provided each collector takes no more than 2 litres of pipi in the shell.

“People collecting pipis are only allowed to use their hands and feet and may not use any form of digging implements. “Unless exempt, a current recreational fishing licence is required by people taking, or attempting to take, pipis” Mr Courtney said.

All of the pipis were returned to the water apart from a sample kept for Departmental investigative purposes. Fishers are reminded that the reduced per person pipi catch limit of 2 litres with shells or half a litre without shells remains in place between Point Smythe and Arch Rock within the Cape Liptrap Coastal Park.

Country of origin labelling

At their industry conference on the Gold Coast, Australian prawn and barramundi farmers called on all political parties to support better country-of-origin labelling for the seafood industry.

Farmers and industry have vowed to unite and pass a motion of support demanding that all sides of politics support a system of clear labelling for cooked seafood.

Australian Prawn Farmers’ Association President Nick Moore said while there were current requirements for labelling in supermarkets, the system was let down by the glaring omission of labelling at restaurants

and fish and chip shops.

“It’s time our politicians sorted this out, now is the time for politicians to deliver improved country-of-origin labelling for cooked seafood,” he said.

Moore added that it was about protecting an Australian icon. “Unclear labelling dilutes our unique Australian icons. We get fake, cheap and imported didgeridoos and boomerangs and now we are getting barramundi that is not Australian. We have laws in this country that make it illegal to sell fake Rolex watches from Asia.

DPI and CSIRO team up for sustainable seafood

Victoria’s DPI and CSIRO joined forces at the Queen Victoria Market Melbourne, to promote the importance of sustainable seafood.

The initiative was part of CSIRO’s National Science week and included presentations on King George Whiting research by Dr Paul Hamer and a panel session on Victorian sustainable seafood. The panel discussion included discussions on fishery management, fisheries science, the seafood retail market and consumer challenges.

Fisheries Victoria’s Marine Discovery Centre staff and their education trailers were on hand to engage the community and were

kept busy with scores of visitors throughout the day.

Seafood is healthy with high omega-3 content and fresh fish is an important part of a healthy diet. Most Victorians choose to buy fresh fish. There are many sustainable seafood choices for consumers to enjoy, including snapper, bream, garfish, King George whiting and calamari. Consumers can make guilt free choices by eating any of these species from Victoria.

World class research into commercial fishing in Victoria ensures the industry is closely monitored and well managed.



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Continued from page 1

Tassal’s Kew Salmon shop

Tassal’s CEO Mr. Mark Ryan said that the company saw itself as a pioneer in aquaculture with a commitment in sustainability and very passionate in building a positive brand.

Similar sentiments were also expressed by Mr. Dale Williams, Chief of Sales and Marketing who said that the shop was part of “brand building ,education and awareness of the health benefits of salmon.

The Kew shop has a virtual salmon pond and touch screens, a presentation kitchen where visitors can watch chefs preparing salmon. On the night three of Melbourne’s top chefs Gabriel Gate, Shane Delia and Sam Chen, were on hand and demonstrated their culinary magic in the magnificent Siemens Cooking Studio at the heart of the shop.

Guests were delighted by Delia’s creation of “salmon kibbeh neya with smoked corn foam” and “salmon and feta doughnuts with spiced walnut praline”. Gate impressed all with

smoked salmon parcels with Tassal Creole surprise and golden salmon cubes with dukkah and herbs. Sam Chen had the guests literally eating out of his hand with his nigiri, sushi and sushimi gastronomic masterpieces.

Apart from the Siemens Cooking Studio the shop also boasts a retail section a deli area and a cafe.

Tassal’s Salmon Shop Business Manager , Mr. David Forrest said “ we’re thrilled to be here. We wanted to give everyone time to settle into our new Kew home before hosting this cocktail celebration, which is a real milestone in our journey to the mainland”.

Premier Bartlett in his speech went on to say that “this new shop does much more than simply promote and sell Tasmanian salmon. It promotes Tasmania as a leader in high quality produce and the perfect place to grow those salmon”.

Regular cooking presentations and private salmon cooking classes will be held at Tassal’s new Kew Salmon Shop.

Labor recognises seafood industry provides jobs

The Gillard Government in its fishing and seafood statement said that certain decisions made by the Labor Government were necessary to ensure future generations of fishers and associated aquaculture operators. It recognises that the seafood industry provides over 16,000 job, the vast majority of which are in regional coastal communities.

The Federal Labor Government it said has improved certainty for the fishing industry by reducing the number of commercially harvested stocks where the status of the stock was unknown and that government and industry have demonstrated how they can work together to put in place rebuilding strategies that restore the state of fish stocks.

After 46 years Tony Nicholaides bids “yiasou” to the seafood industry

Continued from page 4



L to R Stan Papazisis from Jack Frost, Tim Yotis from Yotis Bros, and behind him Tony Nicholaides from VSFD in 1985

For the next twenty years Tony stayed at Maidstone filleting local gummy shark or Rig shark from New Zealand and King George whiting. Much of his supply was sourced from Tasmania and sold whole to wholesalers or filleted to retailers.

After forty six years in the industry Tony has decided to retire and dedicate some time to himself. “All my life I have been dedicating time for others, now its time for me to dedicate some time to myself “ said Tony.

Although Tony has enjoyed his time in the industry he also leaves it partly disillusioned and slightly bitter. He particularly saddened by the fact that Melbourne will be left without a central wholesale fish market similar to the present one in Footscray Road that has been there since 1955. He is disillusioned with the Victorian Government for not taking a more caring role with the city’s wholesale fish market as Sydney has done with the Sydney Fish

Market. He says that the current tenants of the MWFM should have lobbied the State Government in a more forcefully and unified manner. Why they didn’t do so he thinks is because of individuals egos and financial considerations.

The repercussions of losing a central fish market he thinks will impact on the price of seafood in years to come. “Today we all come to one spot at a certain time to buy our seafood. If in future seafood retailers need to go to different locations to purchase their supplies or wholesalers are forced to deliver their seafood to retailers, then someone will have to pay for the extra time, extra delivery vehicles, extra drivers, etc. Eventually the consumer will have to pay.”

When we last spoke to Tony he was riding his pushbike along the Brighton seafront and enjoying Melbourne’s sunny weather. We wish him all the best in his retirement years.



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Seafood Twice per Week Quiz - will be two quizzes on line, one for public and one for professionals. Each online quiz will have 10 winners (based on accuracy and speed) and all of them will come to the The Wonders and Opportunities of our Ocean Exhibition to take part in two 2 live quizzes. The Public quiz will be on Sunday 7 November and Professionals on Monday 8 November. One winner from each section will be declared and he/she will win a major prize of a genuine pearl necklace and earring set.



Seafood Twice per week video - is being done by Conway TV and will feature Frank Camorra (MoVida see www.movida.com.au and <http://www.masterchef.com.au/guest-chef-frank-camorra.htm>) talking about eating seafood twice per week and showing some good basic seafood recipes with a Spanish influence (why not as the Spanish eat 3 times as much fish as we do). The aim will be to promote Victorian fish



Public Forum about Seafood & Health Mon 8 Nov Melbourne Convention Centre 6.30-8.30pm Public will be able to apply for tickets – see www.seafoodhealthconference.com To get a flavor of the discussions listen to this <http://thekojonamdishow.org/audio-player?nid=17429> - Capt Joe Hibbeln and Tom Brenna (both are confirmed speakers at the Conference) were on the Kojo Nnamdi Radio Show – as it gives you a flavor of what we will be discussing at the Forum. Six speakers with a personality interviewer will discuss overall nutrition, heart, mental health, etc. It will be a rare situation to get all of these experts together in Melbourne at the same time so this will be a celebration of that knowledge and experience



Latest Research – Seafood & Hearing Increased intakes of omega-3 essential fatty acids, and the fish that provide them, may reduce the risk of age-related hearing loss, says a new study from the University of Sydney. At least two servings of fish per week was associated with a 42% reduction in the risk of hearing loss in over 50-year-olds, compared with people who average less than one serving per week, according to findings published in the American Journal of Clinical Nutrition. Similar reductions were observed with intakes of long-chain omega-3 fatty acids, with increasing intakes associated with 14% reductions in the risk of age-related hearing loss (presbycusis). "Dietary intervention with omega-3 polyunsaturated fatty acids could prevent or delay the development of age-related hearing loss," wrote the researchers, led by Paul Mitchell. Hearing loss is the most common sensory disorder in the western world, affecting more than 36 million people. Mitchell and his co-workers analyzed data from 2,956 participants of the Blue Mountains Hearing Study. Dietary intakes of fish, and the omega-3s they contain, were recorded using food-frequency questionnaires. Results showed an inverse association between total and long-chain omega-3 intakes and hearing loss, while increasing fish intakes also indicated a reduction in the risk of presbycusis, said the researchers. Other micronutrients have been linked to reducing the risk of age-related hearing loss. In 2007 scientists from Wageningen University reported that folic acid (Oysters and other shellfish) supplements delayed age-related hearing loss in the low frequency region in a study of 728 men and women between the ages of 50 and 70 (Annals of Internal Medicine 146:1-9, 2007). Thanks to American Journal of Clinical Nutrition Published online ahead of print for this information.



Latest Research – Seafood & Lungs, Uturus & Heart - Two new studies from Europe report that individuals who ate 2 servings of fatty fish a week were significantly less likely to develop heart failure or acute coronary syndrome, which includes heart attack and chest pain, when compared with similar individuals who ate no fish. Fatty fish include salmon, rainbow trout, sardines, mackerel, herring, anchovies and tuna. Thanks to John Sackton and Seafood.com and International Business Times for this information.

In the first study that took place in Sweden, for 9 years investigators tracked the health of more than 36,000 men and women between the ages of 48 and 83 who had no history of heart failure. After 9 years, those who ate fatty fish—up to 2 servings a week—were 30 percent less likely to develop heart failure or die from heart disease compared with individuals who did not eat fish.

In the second study, researchers in Denmark monitored the health events of more than 54,000 men and women between the ages of 50 and 64 for an average of 7.6 years. The participants had no history of acute coronary syndrome. The investigators observed that fatty fish consumption of 12 g/day or more was linked to a 30 percent lower adjusted hazard ratio for acute coronary syndrome in men, but not women. There were only one third as many female acute coronary syndrome patients.

"If confirmed in larger studies, these results could have far-reaching effects on the health of preschool and school-aged children who are frequently exposed to respiratory illnesses," said Joyce Nettleton, editor of the PUFA Newsletter and Fats of Life.

Higher intakes of seafood omega-3 fatty acids may also benefit premenopausal women, a U.S. epidemiological study showed. The investigators of the study focused on the fatty acid intakes of nearly 1,000 women who had a confirmed diagnosis of endometriosis. Women with higher intakes of seafood omega-3 fatty acids were significantly less likely to develop endometriosis, having a 22 percent lower chance of the condition, the study showed.

"These findings are especially intriguing because the treatment options for endometriosis are limited and often undesirable. If proven effective in controlled intervention trials, omega-3s would offer a non-invasive treatment without side effects," Nettleton said.

John and Joyce will be in Melbourne for the International Seafood & Health Conference 6-10 November.

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SEPTEMBER 2010

Barramundi, fresh, never frozen

A small family farm in the northern Australian wilderness owned by the Richards family, the founders of Humpty Doo Barramundi, is producing barramundi that is in great demand throughout the country.

"Our fish are grown in the pristine tidal waters of the Northern Territory's mighty Adelaide River giving our fish has a distinctive silver colour and clean saltwater taste, and is always supplied fresh and never frozen" says Managing Director Bob Richards who helped establish the farm eighteen years ago.

This small family enterprise was established in 1993, and continues to be a pioneer in Australia's fledgling barramundi farming industry, winning awards for its outstanding quality produce and innovative production systems.



Barramundi is an Aboriginal word meaning river fish with large scales. Above, fresh Barramundi prepared as bush tucker

General Manager Dan Richards is passionate about producing quality barramundi for Australian restaurants.

Humpty Doo Barramundi has formed a partnership with the Australian Culinary Federation to support some of Australia's top chefs as they compete around the world. This year the Australian Culinary Federation

National Team won a Gold Medal in the hot meal category featuring Humpty Doo Barramundi in Food Asia's Battle of the Lion in Singapore.

"To be able to work closely with Australia's master chefs and come out on top with a Gold Medal at Food Asia was an honor for us, and we are very proud to be a part of it," says Dan enthusiastically.

"We are also investing in developing junior chefs through our support of the 2010 Nestle Golden Chef's Hat. Our newest plate sized barramundi product is being used in all state and national finals for this junior chef competition, while our premium extra large fillet barramundi will feature on the menu of the Nestle Golden Chef's Hat awards dinner in Melbourne

When asked about the popularity of his fish, Bob Richards replies; "The advantage of our farmed produce is that we can control all of the quality factors to ensure optimum salt water quality, diet, fish size and cold chain management. This gives Australia's top chefs the confidence that the product they are using will give them the edge they need in the kitchen every time."

After 46 years Tony Nicholaides bids "yiasou" to the seafood industry

"All my life I have been dedicating time to others now its time for me".

Antonios (Tony) Nicholaides was born on the Greek island of Samos in 1947, in the mountain village of Pyrgos which is located at the centre of the island. As a young boy he attended Primary school there and then The Pythagorean Gymnasium. The school is named after the ancient Greek mathematician Pythagoras.



Tony Nicholaides, with hook in hand, unloading scallops 1978

He arrived in Melbourne Australia on the 4th May 1964 and although he did not come from a family with a seafood tradition, went straight into the seafood industry. "I had the good fortune to be employed by Harkon Trading which was owned by Con Gerialis and located at number 2 South Wharf, Melbourne".

Since then and for the next forty six years he has dedicated himself to the seafood industry.

He stayed with Harkon Trading until 1970 when he left and went to work with P.K Oyster Supply at the Melbourne Wholesale Fish Market (MWFM) until the end of 1976. In 1977 with two other partners, Con Volanis and Steve Skliros, they formed VSFD Industries which was located at inside the MWFM towards the city end.

The enterprise proved to be very successful. From the mid 1970's to the end of the 1980's and with three scallop boats of their own and eight others supplying them VSFD was doing well. At the time they employed thirty women to split oysters and the business branched out to selling other species of seafood such as shark and prawns.

During those years scallops were harvested from Port Phillip Bay and Lakes Entrance. There was a pocketful supply of them from both areas. Today Port Phillip Bay is closed to scallop fishing. Tony sees this as a positive step taken by the Victorian Government which protects the marine environment.



Tony Nicholaides, left, with his VSFD partners Con Volanis and Steve Skliros

Tony believes that in the 1970' and 1980's many in the scallop industry were more concerned with making money rather than caring for the marine environment.

After 18 years the business was sold to Dinos Toumazos from the Fish Factory of South

Australia. His two partners left the industry and Tony branched out on his own. He purchased a property in the Melbourne suburb of Maidstone and set up E.A. Nicholaides Nominees.

Continued on page 5