Seafood Sustainability Standards for Abalone Market Opportunity
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SAI Global Overview

- Risk management and certification service provider
- Owned by Barings Equity Fund Asia
- Over 2,500 colleagues in 28 countries across Asia Pacific, Europe, Middle East, Africa and Americas
- Over 100,000 clients worldwide
- Partnering major brands with world-wide certification programmes
- Seafood and Asia is a key strategic importance
- Mission - Standards and Certification – a tool to add value to the seafood market
Seafood Certification Pedigree and Excellence

- Activities in seafood standards and certification since 1998
- An expanding global team of experienced seafood technicians, and auditors
- Operating multiple certification schemes relevant to seafood
- Aquaculture, Fisheries and Supply Chain
- Major office hubs in Asia- China, Indonesia, Thailand and throughout Asia –Pacific, Europe/Africa and Americas
What are Standards?

- A set of requirements, specifications, procedures used to measure if a product, process or service meets expectations.

- Help ensure that something is FIT FOR PURPOSE.
Origins of Standards Setting

Standards are the way we organise the world
Evolution of Standards in Food (Seafood)

Social
Environmental/Sustainability
Responsible Practice
ISO Systems/BRC
Food Safety/HACCP

Timeline

Mid 1980's
Mid 1990's
Mid 2005's to present

- Food Safety - FAO Codex/HACCP
- BRC Global Food Standard/ISO’s 9000
- FAO Code of Conduct For Responsible Fishing
- Retailer own brand – supplier certification
- Best Practice Standards

- Over exploitation of fisheries- beyond MSY
- Responsible Practices
- Environmental Protection and Resource Conservation
- Social Accountability- ILO/ SA 8000/GRASP/Anti-slavery
What makes a Standard credible/valuable?

- Based on International consensus and agreements
- FAO/ILO/ISEAL/ISO
- Use meaningful and measurable criteria
- Use 3rd party certification systems
- Market Recognition
  - Stakeholders and endorsers (eNGO’s)
  - Supported by emerging benchmarking processes
  - Supply chain partners
Market Recognition - Supply Chain Partners and Endorsers

[Logos of various companies]
Value of Seafood Standards and Certification

- Demonstrate legal compliance
- Authenticity – genuine origin and traceable
- Responsibly produced or sustainability fished
  - From sustainable fish stocks
  - Farmed using responsible practices
  - Socially and ethically acceptable
- Protect reputation
- Protect brand
- Demonstrate Seafood Integrity

SAI GLOBAL
Which Standards are applicable to Seafood and Abalone?

- Aquaculture Stewardship Council
- GAA Best Aquaculture Practices
- Global GAP
- Marine Stewardship Council
- Wild Fisheries
Aquaculture Standards

- Global Application/Recognition
- Abalone Specific Standard
- Focus on reducing environmental impact
- Careful management of stock, resources and animal health
- Safety at work and good treatment of workforce
- Good community relations
- Use a consumer facing logo

- Global Application/Recognition
- Mollusk Hatchery and Farm Standard
- Also have a Processing Standard- food safety
- Environmental conservation and protection
- Health & welfare of stock
- Good treatment of workforce
- Good community relations
- Use a consumer facing logo

- Global Application/Recognition
- Aquaculture Standard- covers entire process from hatchery-processing
- Environment risk management
- Animal welfare and health
- Food Safety
- Social Practices
- Health & Safety
- Use a consumer facing logo
# ASC Abalone Technical Snapshot

<table>
<thead>
<tr>
<th>Criteria</th>
<th>Standards and Metrics</th>
<th>Health</th>
<th>Feed</th>
<th>Energy</th>
<th>Freshwater Use</th>
<th>Health &amp; Safety</th>
<th>Social Responsibility</th>
</tr>
</thead>
<tbody>
<tr>
<td>Benthic Impact</td>
<td>Sulfide</td>
<td>Disease screening</td>
<td>Seaweed from responsible sources</td>
<td>Measurement and reduction</td>
<td>Measurement and reduction</td>
<td>Training and accountability</td>
<td>N child labour, fair wages, working hours</td>
</tr>
<tr>
<td>Origin of seed</td>
<td>Native wild broodstock</td>
<td>Mortality monitoring</td>
<td>Manufactured feed eFCR/FFCR</td>
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<tr>
<td>Biosecurity</td>
<td>Farm to farm movements</td>
<td>Biosecurity</td>
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<tr>
<td>GMO</td>
<td>No transgenics</td>
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</tr>
</tbody>
</table>

Health

- Disease screening
- Mortality monitoring
- Biosecurity

Feed

- Seaweed from responsible sources
- Manufactured feed eFCR/FFCR

Energy

- Measurement and reduction

Freshwater Use

- Measurement and reduction

Health & Safety

- Training and accountability

Social Responsibility

- N child labour, fair wages, working hours
Marine Stewardship Council

- Standard for Sustainable fisheries- wild-capture abalone

Principle 1: Sustainable fish stocks
Fishing must be at a level which ensures stock can continue - not beyond maximum sustainable yield. Avoid overfishing

Principle 2: Minimise environmental impacts
Fishing must be managed to maintain the biodiversity, structure and function of the ecosystem – reduce impact on bycatches, habitat impact, ETP species

Principle 3: Effective Management
Fishery must comply with relevant laws and management should be able to respond to changing circumstances
Certification Processes/Systems

- Registration of Applicant Information
- Audit Configuration
- Audit scheduled
- Audit undertaken
- NC-CAP-Review
- Certification
- Audit Report and Certificate
ASC Farm Certification Process

Valid from: 2017

1. Farmer signs contract with ASC qualified independent certifier.
2. Audit announced on ASC’s website allowing for stakeholder input.
3. On-site audit takes place.
4. Audit report drafted.
5. Draft audit report posted for public feedback on the ASC website.
6. Certifier decides if farm complies with the ASC requirements.
7. ASC certification issued if compliance is confirmed.

Note: All days displayed are working days.

Time in total: ~ 4 months
In Summary

- Third party standards and certification are available for abalone farmers and fisheries.
- Certification can add value to businesses, drive improvement, protect from risk.
- Support long-term partner relationships, access new markets and add value.
- Responsible Aquaculture and Sustainable fishing is essential to growing seafood and meeting global demand.
Thank you

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