

OECD Workshop on Globalisation

Overview

- National Fisheries Institute
 - Private sector association of investor companies
 - Free trade organization
 - Interface between government and industry
 - “Translate” industry needs into “government speak” and vice versa

- Translation is needed in the workshop’s discussions

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Agreements

- Seafood essential to healthy diet
- Wild stocks at maximum sustainable harvest
- Aquaculture is future growth for seafood
- Developing countries are source of aquaculture
- Developed countries are markets for aquaculture
- Sustainability is important to consumer-facing companies, if not yet to consumer
- Certification systems are many and number is growing
- Number of certification systems causes confusion

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Challenges

- Antibiotics in aquaculture
 - Opinion research shows fastest way to destroy market is use of unauthorized antibiotics
 - Provides opportunity for states to act against other states
 - Technology will only provide greater opportunities for detection
 - Essential to follow rules of importing country
- If you do not want to get detected, do not use the unauthorized antibiotics

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Translation Needed: Fundamental Differences

- Seafood industry
 - Includes boat owners through retailers and restaurants
 - Harvests, grows, processes, and sells seafood that is all they do
 - Enabling them to do so creates jobs and investment opportunities
- Governments
 - Creates framework for seafood companies to operate, whether domestically or globally
 - Responsibility for helping developing countries build frameworks rests with governments, not with overseas seafood companies
- To gain access to markets, need to develop seafood products produced, processed, and priced in manner customer can agree

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Translation Needed: Fundamental Differences

- Certification systems
 - Driven by needs of retailers and restaurants
 - Options exist for markets to decide
 - Governments actions now are late private sector is already making decisions and gravitating toward solutions and seeking harmonization
 - Private agreements between individual companies, not governments
 - Non tariff barriers are driven by government actions, not private agreements
 - If other or new certification systems gain credibility with large customers, they will succeed if not, they will wither and die

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Conclusion

- Congratulations to FAO and OECD for unique workshop
- Opportunity for governments to listen and discuss ideas directly with industry
- Encourage further discussion to learn each other's language