

Seminar Ho Chi Minh City Thursday 4 November

Excellencies, ladies and gentlemen,

I am pleased to be here in Ho Chi Minh City and to open today's seminar on Fisheries and Marine Aquaculture technology.

Life along the Norwegian extensive and rugged coastline has provided us with the skills and know-how that has

made Norway a maritime nation. Our long coast and favourable natural conditions, not unlike Vietnam's, are factors that partly explain why Norway is one of the leading shipping and seafood nations in the world.

Fishing and aquaculture mean a great deal to both the business development along the Norwegian coast and the Norwegian economy at large. The fishing industry's strong positions have also made growth and development possible in the sectors that develop gear, products and services for the fisheries and fish farms.



The cooperation between Vietnam and Norway in the fisheries sector date back to the early 1970s when the research Vessel “Bien Dong” was donated from Norway to Vietnam. I was happy to learn that Bien Dong was restored last year and is back in use.

I believe that the future for the fishing industry is promising. The globalisation process has affected the fisheries sector, resulting in a significant increase in trade with seafood products. There is also an increased demand for seafood products worldwide. This increase

cannot be met by an increase in traditional fisheries alone; it calls for intensified aquacultural production.

Vietnam and Norway are two countries bordering the sea and we share many of the challenges that result from being a maritime and fisheries nation. Opportunities for further cooperation should be vast. As major fishing nations Norway and Vietnam are facing both challenges and opportunities. It is my belief that both Vietnam and Norway can and will play an important role in developing the future fishing industry.

In the following, I will focus on challenges related to;

- Sustainable fishing activity
- Adding value
- Increased aquaculture production
- Future cooperation between Norway and Vietnam

Slidet er tittet på 'Sustainable fishing activity' og er utgitt av 'FISHERIES OG KYSTDEPARTEMENTET'. Den inneholder følgende punkter:

- Sustainably managed fish stocks are essential to safeguard the future of our fishing industry
- For Norway - work actively in *all* relevant fora at the regional and global level
- Promote our key principles of resource management
- By-catch of other marine living species and the effects of fishing operations on the marine environment have to be included
- For example, Norwegian companies have developed fishing gear that reduces the capture of seabirds

Slidet inkluderer også bilder av fisk og havbunnsorganismer. Nederst på sliden står 'Norwegian Ministry of Fisheries and Coastal Affairs'.

(Sustainable fishing activity)

Since Norway's economy is heavily dependent on the exploitation of the living marine resources, sustainably managed fish stocks are essential to safeguard the future of our fishing industry. I believe that it is both possible and necessary to pursue a policy of sustainable management of the living marine resources. For Norway it is also important to work actively in *all* relevant fora at the regional and global level, to promote our key principles of resource management.

To meet the challenges of an eco-system based fisheries management, environmentally friendly fishing methods have been developed. This entails different types of grids that releases by-catch, is species-selective, size-sorting and improves the quality of the catch. Addressing the issue of eco-system based management, by-catch of other marine living species and the effects of fishing operations on the marine environment have to be included. For example, Norwegian companies have developed fishing gear that reduces the capture of seabirds.

Ironically, the most profitable fishing methods are also the most environmentally friendly ones. With modern longliners, for example, virtually 100 % of every

individually fish is utilized, so that in effect none of the catch is wasted.

Adding value

- Today many important fish stocks are overexploited
- The value of the catch depends on how well the fish is processed and preserved on the way to delivery and consumption
- Modern fishing gear technology maintain advantage at sea
- Norway have come a long way with regard to fishery technology - continuous research and effort to develop modern technology is necessary to succeed

Norwegian Ministry of Fisheries and Coastal Affairs

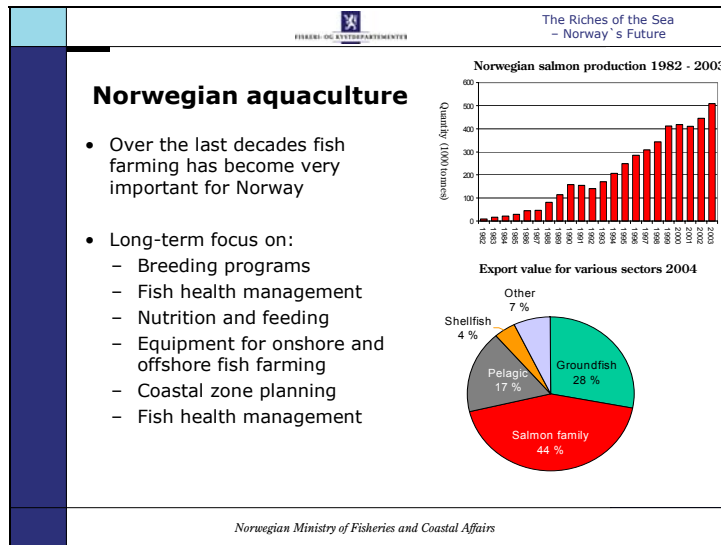
(Adding value)

Today many important fish stocks are overexploited. As a result, the profits from each catch are more important than ever. The value of the catch depends on how well the fish is processed and preserved on the way to delivery and consumption. The better the quality, the higher the price. Staying competitive in exceedingly

regulated waters, requires advanced fishing and processing technology, a demand to which Norwegian equipment producers have responded quickly.

Norway's fishing fleet is one of the world's largest and most technologically advanced. Durable, modern fishing gear that finds, harvests and preserves high-quality fish has helped Norwegian fishermen maintain their advantage at sea. Examples of areas where we have developed technology are; onboard handling of fish (quality improvement by the introduction of refrigerated sea water systems), processing (supercooling and controlled drying) and live transport of fish

Although Norway has come a long way with regard to fishery technology, continuous research and effort to develop modern technology is necessary to succeed.



(Increased aquaculture production)

Farming the world's waters is widely regarded as essential to mankind's future ability to feed itself. Norway has taken that challenge and in 30 years the Norwegian farming of salmon has developed into a full-scale modern industrial fairytale. This could not have happened without considerable efforts in research and technology development.

In Norway, there is increasing awareness of the huge potential that lies in the development of marine resources. Reports from scientific institutions show a great potential for growth in the fisheries and aquaculture industry, not only in areas such as salmon and trout farming, but also in marine fish, shellfish, biotechnology and the use of by-products. Our ambition is to increase production five or six times over the next 25 years.

Some of the aquaculture technologies developed in Norway has already been exported and taken into use. This includes for example in the farming operations of yellowtail and fugu fish in Japan, amberjack, tilapia and yellow croaker in China, sea bass and sea bream in Greece, and salmon in Chile just to mention a few examples.

Norwegian aquaculture also benefits from long-term

focus on:

- Breeding programs
- Fish health management
- Nutrition and feeding
- Equipment for onshore and offshore fish farming
- Coastal zone planning

Fish health management is another important issue to ensure successful fish farming and clean seafood products. Technologies for water quality management and development of vaccines are current examples. The development of optimal feeding in fish farming is necessary to increase the performance of fish, flesh quality and to ensure less pollution.

Future cooperation between Norway and Vietnam

- Together we must create the opportunities through innovation and research & development
- Development of a close interaction between the fishing gear and aquaculture supplier industries and their clients.
- A large potential lies in business-to-business cooperation
- The challenge is to optimise the use of our joint technology and competence to create success
- We must build on and take advantage of 40 years of cooperation

Norwegian Ministry of Fisheries and Coastal Affairs

(Future cooperation between Norway and Vietnam)

The possibilities and challenges of technology are there.

Together we must create the opportunities through innovation and research & development. This applies to both the fishery and aquaculture branches as supplier industries. They are industries that can compete in the international market in both scope and quality.

The most constructive method to meet the challenges before us, is through the development of a close

interaction between the fishing gear and aquaculture supplier industries and their clients.

A large potential lies in business-to-business cooperation. Norwegian businesses present in Vietnam create opportunities for exchange of competence and technology. But the technology offered by Norwegian companies must in many cases be further developed to fit the specific requirements of the Vietnamese market.

To do this Vietnamese competence is necessary. The challenge is to optimise the use of our joint technology and competence to create success. Joint ventures, co-production and exchange programmes are but a few foreseeable modalities for cooperation. Areas where I see immediate potential are further development and

adaptation of open cage technology, live handling of fish, sustainable aquaculture and processing.

To fully reap the benefits of such cooperation and to ensure mutual success, we must facilitate the exchange of technology and competence. Interaction between people is needed, starting by this seminar.

Norway – Vietnam cooperation will continue and develop. We must build on and take advantage of 40 years of cooperation. We must move from development cooperation to business partnership. Yet the potential is much greater. I hope this seminar can cast light on the issue and maybe even initiate new partnerships.