



International Association of Aquaculture Economics and Management (IAAEM)

February 2007

IAAEM Newsletter

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IAAEM President's Corner

Greetings! This newsletter is coming out just as we are preparing for the World Aquaculture 2007 meetings. As in past years, IAAEM is sponsoring a Special Session in conjunction with the WAS meetings. This year's session, entitled "Market-driven Aquaculture: Developing and Sustaining an Industry" is being co-organized by Dr. Siddhartha Dasgupta of Kentucky State University and Dr. Ferdinand Wirth of the University of Florida. They will be guest editing a Special Issue of Aquaculture Economics and Management based on papers presented during that session. Many thanks to Sid and Ferd for their efforts to do this! IAAEM is looking to identify co-chairs to organize a special session at the WAS 2008 meetings in Busan, Korea. Please let me know if you are interested in serving in this capacity. It gives you a chance to invite papers on a topic that you feel is important to aquaculture economics and management.

IAAEM also is proud to present its first student travel awards at the upcoming World Aquaculture 2007 meeting. Please see details in the newsletter. Students are the aquaculture economists of the future, and we hope to encourage more students to take an interest in aquaculture economics and management through these awards. Many thanks to Dr. Donna Lee, of the University of Florida, for developing this student award program.

Our annual meeting will be held February 27, 2007, at the World Aquaculture 2007 meetings in San Antonio, Texas, USA, immediately following the IAAEM-sponsored session, in Room 008A, at 4:00 p.m. Reports will be presented on the newsletter, the student awards program, the journal, Aquaculture Economics and Management, and a discussion of other potential new initiatives for the association. I hope to see you there!

Carole Engle, President

IAAEM Links

<http://www.uaex.edu/cengle/IAAEM>
The IAAEM home web page

<http://www.uaex.edu/cengle/IAAEM/Management/>

Aquaculture Economics and Management - Official Journal of the International Association of Aquaculture Economics and Management (IAAEM)

Contact IAAEM directly at:
IAAEM@uaex.edu

Contact Dr. Terry Hanson for IAAEM newsletter items at: hanson@agecon.msstate.edu

Contact Dr. Francisco Martinez-Cordero for IAAEM website items at:
cordero@victoria.ciad.mx

Contact Dr. Donna Lee for IAAEM Student Award Information at:
donna@ufl.edu

Contact IAAEM directly for membership, renewal and application form at:
<http://www.uq.edu.au/aem/membership.htm>

IAAEM-SPONSORED SESSION

World Aquaculture Society Meetings 2007

San Antonio, Texas

Market-Driven Aquaculture

Developing & Sustaining an Industry

Tuesday, February 27 11:00 - 4:30 Room 008A

Chairs: Carole Engle, Ferdinand Wirth, Siddhartha Dasgupta

A special IAAEM session at the World Aquaculture Society Meetings 2007 in San Antonio will focus on research results related to economics and marketing in aquaculture that address market-oriented production systems and market feasibility assessment. Papers were solicited on 1) economics and management issues of aquaculture production that target specific markets; 2) studies of market access, transactions costs, and feasibility; and 3) the four Ps of marketing applied to aquaculture products. Presenters were encouraged to submit a manuscript on their topic, to be considered for publication in a Special Issue of the journal *Aquaculture Economics and Management*. Papers must be suitable for publication in *Aquaculture Economics and Management* and will be subject to the same review process and criteria as any other submission to this journal.

The session program (times subject to change, refer to schedule provided at meeting for up-to-date times and locations) includes:

11:00 Ferdinand F. Wirth, Siddhartha Dasgupta, THE ROLE OF MARKET ORIENTATION IN DEVELOPING A SUSTAINABLE AQUACULTURE INDUSTRY

11:15 Ganesh Kumar, Carole Engle, Kwamena Quagraine, Aloyece Kaliba, HOUSEHOLD PREFERENCES AND CONSUMPTION PATTERNS FOR FARM-RAISED CATFISH IN THE U.S.

11:30 Kwamena Quagraine, Steven Hart, Paul Brown, CONSUMER ACCEPTANCE OF LOCALLY GROWN FOOD: THE CASE OF INDIANA (USA) AQUACULTURE PRODUCTS

11:45 Kerry W. Tudor, Dongmei Li, Mercy Nyamiah, Sivakumar Ramaswamy, Aslihan D. Spaulding, THE NORTH CENTRAL AQUACULTURE REGION AS A POTENTIAL MARKET FOR FARM-RAISED HYBRID STRIPED BASS

Upcoming Events:

AQUACULTURE 2007
San Antonio, Texas, USA -
Feb. 26-Mar. 2, 2007

**ASIAN-PACIFIC
AQUACULTURE 2007**
Hanoi, Vietnam -
August 5-8, 2007

**Caribbean & Latin American
Aquaculture 2007**
San Juan, Puerto Rico -
Nov. 6-9, 2007

WORLD AQUACULTURE 2008
Busan, Korea -
May 19-23, 2008

**Korea Aquaculture 2006,
Pre-World Aquaculture 2008**
November 16-19, 2008
Bexco, Busan, Korea

**AQUACULTURE AMERICA
2009** Seattle, Washington,
USA - February, 2009

WORLD AQUACULTURE 2009
Veracruz, Mexico -
May 25-29, 2009

12:00 Terrill R. Hanson, Stephen H. Sempier, TARGETING YOUR FRESHWATER PRAWN *Macrobrachium rosenbergi* MARKETS: RESEARCH FINDINGS FROM THE SOUTHEAST UNITED STATES

12:15 Dovi Alipoe, Ousmane Gnana, FEASIBILITY ANALYSIS OF FISH FARMING IN BANAMBA, REGION OF KOULIKORO, WITH TARGET MARKETS IN BAMAKO, MALI, WEST AFRICA

12:30 LUNCH

1:30 Siddhartha Dasgupta, Brandon Williams, MANAGEMENT ISSUES AND COSTS OF FRESHWATER PRAWN PROCESSING: RESULTS FROM A MARKET ORIENTED MATHEMATICAL PROGRAMMING MODEL

1:45 David Bouras, Carole Engle, THE ECONOMIC TRADE-OFFS BETWEEN STOCKING FINGERLINGS AND STOCKERS: A MIXED INTEGER MULTI-PERIOD PROGRAMMING APPROACH

2:00 Siddhartha Dasgupta, Brandon Williams, MICRO-SCALE, HAND PROCESSING OF PADDLEFISH: HOW PROFITABLE IS IT UNDER CURRENT RETAIL/WHOLESALE MARKETS?

2:15 Stephen H. Sempier, Terrill R. Hanson, COMMERCIAL-SCALE COST OF PRODUCING FRESHWATER PRAWNS *Macrobrachium rosenbergii* - RESULTS FROM A PRODUCER SURVEY

2:30 Md. Liaquat Ali, D. L. Mallick, Sarder Shafiqul Alam, SUSTAINABILITY OF EXPORT ORIENTED SHRIMP FARMING INDUSTRY IN BANGLADESH: PRODUCTIVITY ENHANCEMENT AND COMPLIANCES OF BUYERS' REQUIREMENT IN INTERNATIONAL MARKETS

2:45 Catherine Viator, Robert H. Beach, THE ECONOMICS OF AQUACULTURE INSURANCE: A REVIEW OF THE U.S. PILOT INSURANCE PROGRAM FOR CULTIVATED CLAMS

3:00 BREAK

3:30 Diego Valderrama, James L. Anderson, MARKET INTERACTIONS BETWEEN AQUACULTURE AND COMMON-PROPERTY FISHERIES WITH AN APPLICATION TO THE BRISTOL BAY SOCKEYE SALMON FISHERY IN ALASKA (USA)

3:45 Neil Ridler, Tillmann Benfey, Barry Hill, Yu Ling, Deborah Martin-Robichaud, Larry Hammel, Sandi McGeachy, Vernon Smith, Skip Wolf, TENTATIVE ESTIMATES OF THE ECONOMIC AND MARKETING POTENTIAL OF CAGE CULTIVATION OF HALIBUT ON THE EAST COAST OF CANADA

IAAEM M.S. Thesis Award in Aquaculture Economics and Management

The M.S. Thesis Award will recognize research excellence and contribution to the profession by an M.S. graduate in the area of aquaculture economics. Recipients of the award will receive an honorarium of \$300 and reimbursement of \$200 for travel to attend the WAS meeting in Busan Korea May 19-23 2008.

Nomination requirements:

- Eligible for nomination are final M.S. theses with a completion date during calendar year 2006 or 2007.
- A letter of nomination from the department head (or chair) where the thesis was completed. The letter should state the nominee's name, title of the thesis, adviser's name, name of the institution, and a brief outline of the merits of the work.
- Three (3) copies of the thesis. Copies should be double-sided and spiral bound. Upon request, copies will be returned. If return is desired, a return mailing address must be provided.
- Deadline for receipt of entries for theses completed in 2006 is April 15 2007.
- Deadline for receipt of entries for theses completed in 2007 is January 15 2008.
- Entries should be sent to: Prof. Donna J. Lee, Award Subcommittee Chair, PO Box 110240, University of Florida, Gainesville Florida, 32611-0240

Questions? Email : DonnaL@ufl.edu

For more information about the International Association of Aquaculture Economics and Management please go to www.uaex.edu/cengle/IAAEM

IAAEM's 2nd Annual Ph.D. Dissertation Award in Aquaculture Economics and Management

The Ph.D. Dissertation Award will recognize research excellence and contribution to the profession by a doctoral candidate in the area of aquaculture economics. The recipients of the award will receive an honorarium of \$1,000 and reimbursement of \$500 for travel to attend the WAS meeting in Busan Korea May 19-23 2008.

Nomination requirements:

- Eligible for nomination are final dissertations with a completion date during calendar year 2006 or 2007.
- A letter of nomination from the department head (or chair) where the dissertation was completed. The letter should state the nominee's name, title of the dissertation, adviser's name, name of the institution, and a brief outline of the merits of the research.
- Three (3) copies of the dissertation. Copies should be double-sided and spiral bound. Upon request, copies will be returned. If return is desired, a return mailing address should be provided.
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Questions? Email : DonnaL@ufl.edu

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IAAEM Graduate Student Travel Award

IAAEM will be offering awards to students for travel to future WAS and AA meetings. The award amount is \$325 per student. To qualify for an award, applicants must present a paper at the meeting. Papers must contain an economic, management, or marketing theme to receive consideration. Winners will be notified by email approximately two months before the meeting. Award checks will be distributed during the meeting at the scheduled awards ceremony or the IAAEM board meeting. For more information, contact: Prof. Donna J. Lee, Award Subcommittee Chair, DonnaL@ufl.edu.

International Conference on Fisheries/Aquaculture and Poverty

The Southeast Asian Regional Center for Graduate Study and Research in Agriculture (SEARCA), in partnership with the WorldFish Center and the Philippine Council for Aquatic and Marine Research and Development (PCAMRD), will conduct an International Conference on Fisheries and Poverty with the theme “Towards Poverty Reduction through Sustainable Fisheries: Emerging Policy and Governance Issues in Southeast Asia” on 10-11 April 2007 at New World Renaissance Hotel, Makati City, Philippines. The conference aims to expand understanding of the constraints and emerging challenges in the fishery and aquaculture sector vis-à-vis poverty reduction in Southeast Asia. Specifically, it aims to review and synthesize available literature on policy and governance issues on sustainable fisheries/aquaculture for the poor in Southeast Asia; identify research gaps and formulate a specific research agenda indicating priorities for research on fisheries/aquaculture and poverty within the region; and identify policy directions and areas of regional collaboration toward reducing poverty among fisheries/aquaculture-dependent households.

Submitted by: Dr. Madan Mohan Dey, Regional Director (East and Southeast Asia) and Senior Scientist (Economics)
The WorldFish Center Office: Jalan Batu Maung, 11960 Bayan Lepas, Penang, Malaysia; Mail: PO Box 500 GPO, 10670 Penang, Malaysia; Tel: + 604 620 2123 (direct), + 604 626 1606 (switch board), ext: 123; Fax: +604 626 5530

Regional Updates

2006 Catfish Industry Review and 2007 Outlook

**Terry Hanson, Associate Professor
Department of Agricultural Economics
Mississippi State University**

The U.S. catfish industry has been on a contracting course over the last several years. Since 2002, catfish water acreage has decreased by 13% and the number of catfish operations has decreased by 16% since 2002. This has resulted in a shortage of fish at the processor sector and has resulted in higher farm-bank fish prices for producers. The farm bank price paid to producers averaged \$0.79/lb in 2006, up 40% over the average price paid in 2002! Overall catfish pounds

processed were down 60 million pounds or -10% since 2002.

Catfish pond inventories for fry, fingerlings, and broodstock are 131% of last year's amount (through October 2006) meaning stocks of food size catfish will be increasing from these smaller fish sizes, but not until late 2007 or early 2008. Foodsize fish inventories are 101% of last year's amount (through October 2007) indicating that food size fish to the processing sector from these larger sized fish will be short again throughout most of 2007. This result will be steady and high producer price for 2007.

The major concern for catfish producers in 2007 will be the price of catfish feed. Higher catfish feed components, namely corn, will result in higher catfish feed prices in 2007. For instance, the price of 32% protein floating catfish feed was \$230 per ton in November 2006 and was \$280 per ton in November 2007. The trend for catfish feed prices, especially with corn prices being so high, is to continue to increase in 2007. Catfish feed represents approximately 50% of operating costs and thus, the overall cost of producing catfish will be up in 2007. Thus, it remains to be seen whether higher pond bank prices or higher catfish feed prices will have the greater impact on the producer's net income in 2007.

- Submitted by Terry Hanson, Mississippi State University,
hanson@agecon.msstate.edu

Research - News Area for Students

An opportunity exists for a student interested in an aquaculture economics project in Mexico

For more information, contact: Francisco Javier Martínez Cordero (Ph.D), Laboratorio de Economía Acuícola, CIAD, A.C. Unidad Mazatlán en Acuicultura y Manejo Ambiental, Av. Sabalo Cerritos s/n, A.P. 711, Mazatlán, Sinaloa. MEXICO C.P. 82100, Tel (669)9898700 (10 líneas) ext 212, Fax (669)9898701, <http://www.ciad.mx>.

In future IAAEM newsletters we would like to include student opportunities in this area of the newsletter. Example listing possibilities would include graduate student research opportunities in aquaculture economic research. If you have opportunities available please email them to the IAAEM address, IAAEM@uaex.edu or Dr. Carole Engle, cengle@uaex.edu or Dr. Terry Hanson, hanson@agecon.msstate.edu.

Professional Jobs in Aquaculture Economics

In future IAAEM newsletters we would like to include professional job openings in this area of the newsletter. If you would like to submit job positions, please email them to the IAAEM address, IAAEM@uaex.edu or Dr. Carole Engle, cengle@uaex.edu or Dr. Terry Hanson, hanson@agecon.msstate.edu.

NEW BOOKS

[Aquaculture Marketing Handbook](#)

By Carole Engle and Kwamena Quagraine



Description

Markets, marketing, and trade have become ever more important to growing aquaculture industries worldwide. The diversity and idiosyncrasies of the aquaculture and seafood markets call for understanding information that is unique to these markets. Presenting fundamental principles of marketing and economics from a user-friendly, how-to perspective The Aquaculture Marketing Handbook will provide the reader with the tools necessary to evaluate and adapt to changing market conditions.

The Aquaculture Marketing Handbook provides the reader with a broad base of information regarding aquaculture economics, markets, and marketing. In addition, this volume also contains an extensive annotated bibliography and webliography that provide descriptions to key additional sources of information.

Written by authors with vast international aquaculture marketing experience, The Aquaculture Marketing Handbook is an important introduction to aquaculture marketing for those interested in aquaculture and those new to the professional field. The body of knowledge presented in this book will also make it a valuable reference for even the most experienced aquaculture professional.

About the Authors: Carole R. Engle, PhD., is Professor, Director of the Aquaculture/Fisheries Center and Chairperson of the Department of Aquaculture and Fisheries at the University of Arkansas at Pine Bluff. Kwamena Quagraine, Ph.D., is Aquaculture Marketing Director in the Department of Agricultural Economics at Purdue University.

For more information about this book or to purchase the book, go to: <http://www.blackwellpublishing.com/book.asp?ref=0813816041>

Shrimp Culture: Economics, Market, and Trade by Dr. PingSun Leung and Dr. Carole Engle

The growth in the demand for and culture of shrimp has exceeded most expectations and this growth is expected to continue until at least 2025. A proper knowledge of the economics, market and trade for shrimp is now as important to shrimp farmers and aquaculture scientists in the future of shrimp, as is disease management or husbandry.



This important book covers all major aspects of the economics, trade and markets for shrimp worldwide, with chapters written by experts from major consuming and farming countries such as the U.S.A. and major providers such as Thailand and Brazil. The book has been carefully edited by PingSun Leung and Carole Engle, both well known and respected internationally for their work in this area.

Shrimp Culture is an essential purchase for everyone involved in this massive industry across the globe.

About the Editors:

PingSun Leung, Department of Agriculture and Resource Economics, University of Hawaii, U.S.A.

Carole Engle, Director of the Aquaculture and Fisheries Center, University of Arkansas at Pine Bluff, Arkansas, U.S.A.

Hardcover, 416 pages

WAS Member Price - \$122.40; Non-WAS Member Price - \$179.99.

Item # 0813826551

You can visit their bookstore site at:

<http://store.blackwell-professional.com/0813826551.html>

It has also been advertised by the World Aquaculture Society at their bookstore website at:

<http://www.was.org/shopping/shopexd.asp?ID=388>

The book is expected to be available in the summer of 2006.

Direct Marketing Hawaii's Freshwater Ornamental Aquaculture Products

New CTSA Publication - Aquafarmer Information Sheet #152 by Lotus E. Kam and PingSun Leung

A Preview

Freshwater ornamental wholesaling was examined at two distribution levels for three scales of production. The impact of an enterprise's size on profitability was examined for small, large, and co-operative size farms, producing 8, 26, and 40 ornamental fish product lines at farms with corresponding water capacities of 27,000 gallons, 180,000 gallons, and 540,000 gallons. A partial budget analysis was conducted for each farm to investigate the feasibility of a change in business strategy from farmgate sales to secondary or primary wholesaling.

Partial budget analyses were conducted using a spreadsheet model for each of the freshwater ornamental operations. A major component of the model was a product mix module that optimized the selection of ornamental freshwater fish cultured for each farm based on sale price, farmgate price, pack density, water consumption, variety of species, and demand. The freshwater ornamental product mixes used in the analyses were based on the secondary wholesaler scenario with farmgate values of \$57,649, \$227,066, and \$703,732 for the small, large, and co-operative farms.

A follow-up to CTSA Publication #151, this information sheet was authored by Lotus E. Kam and PingSun Leung, both of the Department of Molecular Biosciences and Bioengineering, College of Tropical Agriculture and Human Resources, University of Hawaii, and by Clyde S. Tamaru of the University of Hawaii's Sea Grant Extension Service.

To request a copy, send an email to kedennis@hawaii.edu. You will also be able to download a PDF version from www.ctsa.org.

IAAEM Membership Information

Membership advantages of IAAEM include:

- Members receive the journal of Aquaculture Economics and Management free of charge.
- The annual membership fee is only a fraction of the cost of the journal to non-members.
- Chance to contribute to the only global organization with a special interest in aquaculture economics and management.
- Opportunities to participate in various sessions organized by IAAEM at major conferences.
- A newsletter is being established for members.

Current annual membership fees are:

- Institutional membership US\$130.00 per year.
- Regular, individual membership, developed country US\$45.00 per year.
- Student membership US\$25.00 per year.

The IAAEM Membership Renewal/Application Form is available in pdf format at:

http://www.uaex.edu/cengle/IAAEM/Membership/Form/2006_membership_renewal.pdf Please print the form and mail or fax it to the IAAEM Secretariat.