

**Pacific Urchin Harvesters Association
and the
Pacific Sea Cucumber Harvesters Association**

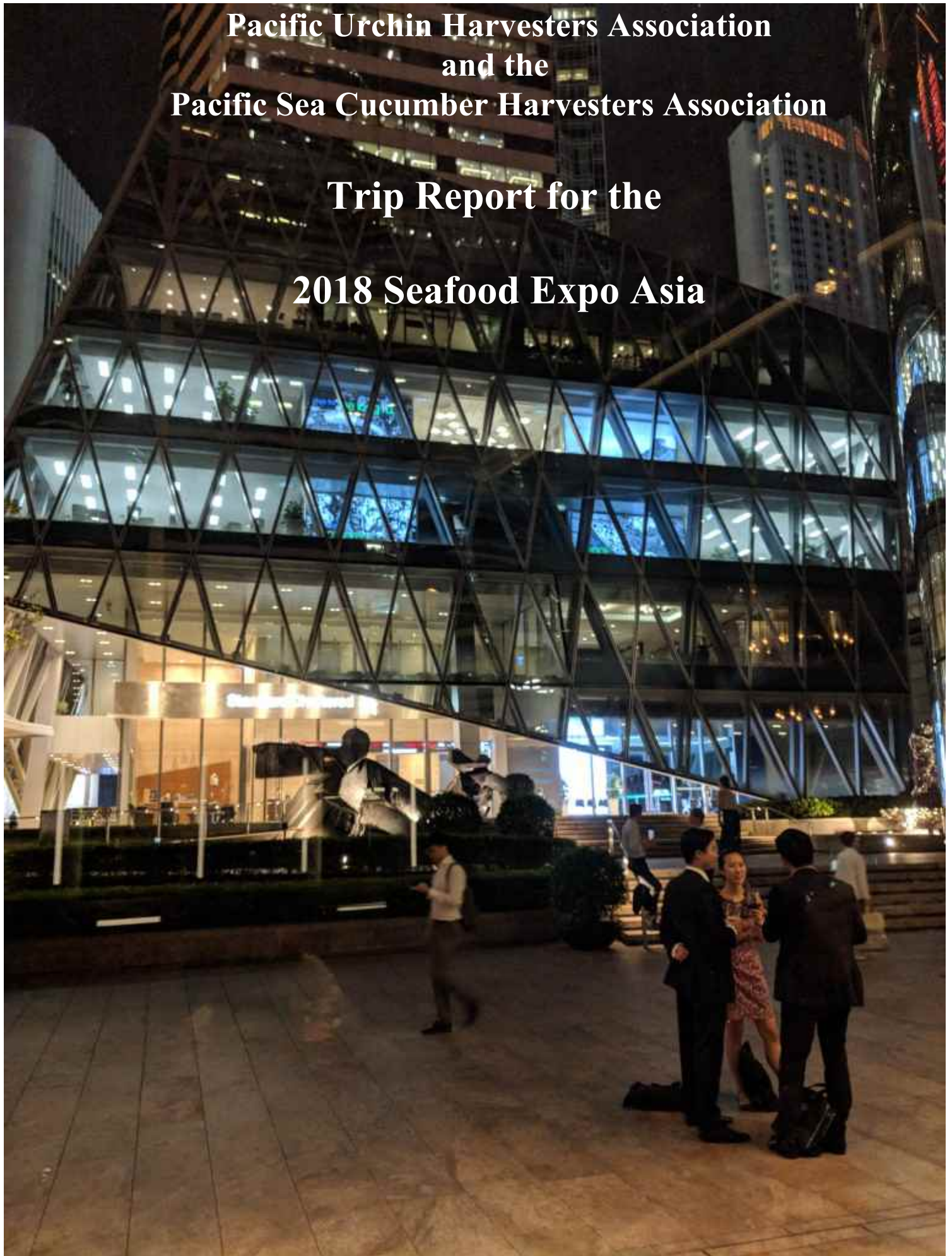
**Trip Report for the
2018 Seafood Expo Asia**



October 15, 2018

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Executive Summary

Seven representatives of the Pacific Urchin Harvesters and the Pacific Sea Cucumber Harvester Associations (PUHA and PSCHA respectively) were joined by 5 representatives of BC exporting companies to exhibit at the 2018 Seafood Expo Asia. Over the 3 days of the show we catalogued contact information from 83 visitors who achieved an average qualification score of 5.35. This show remains one of our most productive based on these metrics and we were satisfied how things went, especially given the volatile trade environment we find ourselves in because of the still evolving trade dispute between the US and everyone else but most particularly China.

Acknowledgements

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We would also like to thank British Columbia's International Trade and Investment representatives in Hong Kong and in Vancouver, especially Ms. Janet Cho, the Manager of the International Business Development office, for their interest, support and advice as well as for their on-going work to keep up interest in our products in the Hong Kong market.

The author also extends his thanks to the Agri- Marketing Program, PUHA and the PSCHA, their respective presidents, Mr. Mike Featherstone and Mr. Thom Liptrot, their executive teams and members for their continuing support, advice and confidence.

Seafood Expo Asia 2018



Introduction

Mike Featherstone, Thom Liptrot, Bob Hegedus, David McRae, Lawrence Anderson, Shelly Buchanan and Geoff Krause were joined by Pat and Noah Fantillo, Paddy Wong, Ed Sang and Daisy Wong in Hong Kong for the 2018 Seafood Expo Asia (SEA). This is the 9th year we have exhibited at the show. This show is smaller than most of the others we attend but it is generally our most successful each year. It is billed as Asia’s Signature show for high quality seafood from around the world and we have in fact been strong supporters of this show to the extent that the producers continue to use a profile of a red sea urchin as key part of their show logo in all their marketing and signage. We are provided a very prominent location right at the entrance to the show so basically all the traffic coming into the show passes right by our booth. Our numbers have been pretty stable for the past few years and compare favourably with the other shows we attend.

	2010	2011	2012	2013	Daily Totals					Both joint	Urchins		Cukes	
					2014	2015	2016	2017	2018		sole	% of show	sole	% of show
Day-1	61	30	26	51	53	43	49	32	49	15	29	62.9%	4	47.5%
Day-2	40	27	17	68	46	34	43	41	25	9	12	30.0%	4	32.5%
Day-3	24	20	31	28	27	16	13	11	9	4	1	7.1%	4	20.0%
Total	125	77	74	147	126	93	105	84	83	28	42		12	
Avg Score	6.39	6.69	5.89	5.71	5.5	5.38	5.52	5.09	5.35					

Visitor Totals and Averages						
		2014	2015	2016	2017	2018
SEA	Number	126	93	105	84	83
	Score	5.5	5.38	5.52	5.09	5.35
CFSE	Number	71	102	74	92	
	Score	4.84	5.2	4.49	4.6	
SENA	Number			53	45	65
	Score			5.89	5.00	4.58
SEG	Number				55	38
	Score				4.68	4.47

The organizers reported that the show was about the same size this year as last but the traffic was a bit different than has been the case in prior years. Things started off with a good bang, but took longer to get started on the second and third days and we ended up with one less contact in our collection compared to last year. There has been some suggestion that international business is a bit slower these days because of worries about the developing trade war between the US and everyone else, although including most especially China. It seems plausible as traffic was also reportedly down at the Hong Kong Bar and Restaurant Expo, an event that takes place in a couple of adjacent halls at the same time as the SEA.

Market Overview

As seems to be the case with almost everything these days, the main stories affecting the market even in Hong Kong now seem to revolve around US President Donald Trump. Worries about what is happening in international trade are top of mind just about everywhere in the developed world and Hong Kong is at one of the major intersections between the world's two largest economies. Given the overt hostility of President Trump to China, uncertainty about how far things are going to go is tempering the enthusiasm of the business community even in Hong Kong and affecting economic growth prospects, investment decisions and even spending in the city as people adjust to a less certain future. The worry is not so much that Hong Kong is going to be caught directly by the US tariffs promised for China goods, it is considered a separate entity from China and is treated differently under the US-Hong Kong Policy Act (1992) which has "defined" US policies on Hong Kong since the handover from British rule in 1997 (Lam, J. And K. Leung, 2018. The US Consul General Kurt Tong dismisses Hong Kong National Party's call to punish city by applying US-China trade war tariffs. SCMP e-edition. Sep 5, 2018). However the city remains a major port for goods entering and leaving China and worries about the impact of the threatened tariffs on what is a major business in the city are not surprising. Diminishing sentiment is cascading through many sectors and affecting spending in food service, office services, travel, finance, investment and trade.

The business situation in Hong Kong reflects an international relations landscape that is more fluid than it has been for decades as the US seems increasingly intent on forcing countries to

choose sides between the US and China in an emerging contest for dominance in the region and globally. President Trump seems to thrive on his self-appointed role as disruptor-in-chief but what is apparently on the table now is frightening to many, especially as he doubles down and presses ahead with a single-minded agenda to supercharge the US economy and trade position using tariffs and bluster as his levers of choice. Enlightened self interest does not apparently inform his approach, his is a zero sum perspective that sees only adversaries and one where there can be no win:win even with historic partners and allies. He seeks advantage over adversaries- and friends- by forcing distress on them through threats and intimidation coupled with escalating tariffs, all the while playing to the confirmation bias(es) of his “base” that the rest of the world is victimizing the US in concert with a poorly defined “elite”, the membership of which by some some measures must surely include him. However, in so doing he alienates allies and traditional friends like Canada, Europe, the UK, Japan, Korea, Australia, etc.. in apparent and complete disregard to downstream consequences not just to them but also to the US itself. The US is, in short, sacrificing the advantages of its pre-eminent long term soft (diplomatic) power built through generations of strengthening alliances as it throws everything under the bus apparently in pursuit of short term bragging rights.

This is affecting relations domestically as well. Polarization and even overt hostilities are similarly on the rise in the domestic US civil space as well as the real-life consequences of the “divide and conquer” tactics he uses so effectively become more apparent. Stabilizing mechanisms developed domestically over decades in economics, finance, environmental protection, military mobilization, press freedoms, anti-corruption policies and legal accountability, etc are being challenged and rolled back to facilitate a realignment of power and privilege at home and abroad. By using a tax reduction to transfer even more wealth to the rich, the US is now running an annual deficit in excess of \$1 Trillion USD. despite achieving sustained economic growth rates that have not been seen since probably the 1950's. This deficit will only explode when, not if, things slow down as the business cycle remains a force to reckon with. Expert opinion regards the boom right now as temporary now because the productivity boosting investments needed to sustain it are missing and the fear is that the economy is on a bit of a sugar high that will fade by around the first quarter next year.

How it will turn out is anyone's guess at this point, but the world is watching. At least most are, as always, generally hoping for the best but some are still actively promoting further escalation of strife as the best way forward. In fact some countries see the US example as contagious and countries with weaker institutional foundations to support their democratic functions are becoming more nationalist, isolationist and obstructionist to international coordination even as existential threats from the environmental and socio-economic impacts of climate change are becoming more obviously extreme and harder to deny. It may strike many in the business community as over-the-top, but the fact is that many interests are keeping a close eye on the developing situation. Contingency plans are being developed by companies and countries around the world to respond to worst case scenarios that now include a significant and apparently rising probability of full blown trade wars involving the US and not only China but also many of its other trading partners. If refugee flows explode because of environmental degradation, the risks of these hostilities metastasizing and compounding with military posturing into more widespread and escalating disputes with the potential to run entirely out of anyone's control are also apparently growing. Hopefully if that point is approached, the view into the abyss will be enough to convince even doubters that we need to do things differently.

Show Report

The Seafood Expo Asia (SEA) has a distinctly Hong Kong Cantonese flavour as part of its character and the show starts with a Lion Dance that is thought to attract favourable spirits and attention so all participating in the show will find success. The lion dance has been part of Chinese culture for millenia and is performed on auspicious occasions including weddings, store



openings, and various festivals and celebrations. The lion, a symbol of power, wisdom, and good fortune, chases away evil spirits and brings happiness, longevity, and good luck.



Once things settled in for the show traffic started slowly but then built rapidly as the noon hour and the Restaurant and Bar Show was closer to opening. The first day ended up with us

having 49 visitors presenting an average score of 5.27. Just over 2/3 of our visitors that day hailed from China, 15 (31%) of these people were from Hong Kong, while 18 (37%) were from other parts of China including Guangzhou, Shenzhen, Beijing, Shanghai, Fuzhou and Dalian. The other third were from Canada (2), South Korea (2), Singapore (2), while France, UK, US, Malaysia, Australia and Taipei each having one. Notable prospects from Day one included:

Yonghui Superstores Co. Ltd., a large super market with looking for possible new products who was introduced to us by Cathy Yao, a BC Trade representative based in Guangzhou;

Darwin Wong, a wholesaler from Omarket of Guangzhou, who is looking for 20 - 30 cases (@ 80 trays/case) of "A" grade ASAP for the Guangzhou market;

Madame Sun from China Shenzhen North-South Import & Export Trading Co. Ltd who reports many of her customers using uni are looking for Canadian supplies;

Suki Cheah from Piau Kee of Kuala Lumpur who is looking to import RSU into Malaysia;

Mark Mak from Miyazaki Japanese Food Co., an e-tail and home delivery firm that wants to import Canadian product into Hong Kong; and

Kenneth Vy who is looking to import live urchins into Hong Kong.

A journalist from Seafood Source stopped to enquire about and discuss what we knew of the sea cucumber market in China at this time. The loss of upwards of a billion USD worth of sea cucumber because of high water temperatures in the summer of 2018 was widely reported in the press and this is expected to have a major impact on prices this year. China also has a considerable volume of sea cucumber in onshore tanks that was not affected by the high temperature but it too has a problem that is not widely known. According to one trusted source from China it seems that much of this onshore product has very high levels of residual antibiotics, levels that will raise concerns about health implications. This news is not yet widely known, however once it does get out general concern with food purity and healthfulness in many Chinese products can also be expected to lead to better press for demonstrably pure and trusted Canadian product.

We attended a reception at the BC International Trade and Investment after the show on the first day, but traffic towards the end of the day was busy enough that we actually did not get away until the show closed at 1800 hours. By the time we got to the offices things were winding down and we did not really get much of a chance to meet and mingle.

Day 2 saw traffic slower than was expected from previous years but which never the less still added up to about 25 contacts which together had a average score of 5.8, an improvement over Day 1. Notable contacts included:

Johnny Chi from Go Fresh Co. of Hong Kong, a sushi restaurant chain affiliated with Sushi Express of Taiwan and which has about 70 shops in Hong Kong that it is looking to supply;

William Dunbar, General manager of the Wynn Palace in Macau, one of Macau's most

prestigious casino resorts, who is looking for both sea urchin and cucumber for the resort;

Kevin Kang from Sushi Express, a Taiwanese restaurant chain with about 200 shops in Taiwan for which it is seeking supply.

Day 3 saw traffic at the lowest level, quite possibly the lowest we have seen at this show, but a couple of visitors did provide some interesting insight into the local market. Paul Lee of Linson Global Trading (Hong Kong) reported that he was paying \$21 US/ pound CIF Hong Kong last year for Canadian sea cucumber skins last year. According to him, the best time for seafood like sea cucumber, uni and even geoduck to arrive in the Hong Kong market is on a Thursday so it is available for sale over the weekend starting on Friday night and extending through Sunday when food service demand is highest. He also reported that Russian product lands in Dalian but is generally low quality, even distinguished oftentimes by soft, somewhat stinky meat. He reportedly increased his supply obligations to Chinese markets for this coming year and is looking for additional supply.

Tables with more detail on the contacts each day are presented below. We also track the giveaways from the booth each day as an alternate measure of the traffic at the booth. These numbers parallel the contacts catalogued although not precisely, in part because some visitors do not have cards to share and only collect brochures etc.

Brochures and other give-aways SEA 2018

Item	Requested	Supplied	Plus	Day1	Day2	Day3	Total Used	Return
PUHA urchin pins	65	65	0	6	8	8	22	43
PSCHA cuke pins	60	60	0	10	10	9	29	31
PUHA Brochures: traditional*	175	500	0	74	43	13	130	370
PUHA Brochures: simplified*	175	300	0	43	40	12	95	205
PUHA Brochures: mixed Chinese*	350	800	0	117	83	25	225	575
PUHA Brochures: English	100	300	0	34	20	10	64	236
PUHA Brochures: Japanese	25	0	0	0	0	0	0	0
Uni samples (grams)	3,000	3,000	0	1,000	1,500	500	3000	0
Smoked salmon (g)	2,000	2,000	0	500	1,000	500	2000	0
PSCHA Brochures: simplified	225	300	0	131	48	20	199	101
PSCHA Brochures: English	125	300	0	42	58	16	116	184
Company Brochures	n/a	n/a	0	not	tracked			
B'cards (500 for MF, DM, Seagate)		unknown	0	not	tracked		0	
Pens	0	0	0	0	0	0	0	0

We kept things short and sweet this year as we are still awaiting word on the project proposals. We also did not venture out to check retail pricing for BC product around Hong Kong for the simple reason that no fishing activity was recorded before or during our visit. This of course meant there was no product available in the market to check.

Tables of Contacts for each day



Contacts from Day 1 of the 2018 SEA (Hong Kong)

Product	Date	Country	City	Business	First Name	Last Name	Company	Score	Comments
SU	04-Sep	China	Hong Kong	imp. w restaur	Raymond	Wong	Zen International Ltd.	4	questionable story & provenance- 150-200 trays/day from Japan @ 88 HKD CIF
SU	04-Sep	China	Hong Kong	retailer	Vincent	Ip	A-Mart Gourmet Ltd.	3	web address is a survey- not at all credible, scary even
SU	04-Sep	China	Hong Kong	locksmith	Venita	Wong	Lee Sai Locksmith		jsut stopped by to say hi to Paddy
SU	04-Sep	China	Fuzhou	retailer	Jincheng	Chen	Yonghui Superstores Co. Ltd.	7	v. lrg retailer, looking for new prods, intro'd by Kathy Yao, already Cdn beef, lobster
SU + oyst	04-Sep	China	Guangzhou	wholesaler	Darwin	Wong	OMarket	4	QR unavailable, Google cannot locate co., wanting 20-30 cases weekly ASAP
SU	04-Sep	China	Shenzhen	traders	Donghui	Sun	China Shenzhen North-South Imp. Export Trading Co Ltd	7	currently works with Clearwater, many cust use uni and want Cdn prod.
SU	04-Sep	China	Hong Kong	estaurant	Alvin	Leung	Bo Innovation	6	soon opeing restaurant in Richmond
SU	04-Sep	China	Guangzhou	consulting	Vincent		Guangzhou Maoxiang Supply Chain Mngt Co. Ltd.	4	no comments
SU&SC	04-Sep	China	Guangzhou	consulting			Guanzhou Information Consulting Ltd.	4	no comments
SU&SC	04-Sep	China	Guangzhou	government	Yong Xiong	Du	Guangdong Aquatic Production Chamber of Commerce	4	website seems to open onto a newsletter which may be interesting
SU	04-Sep	China	Dalian	repacker	Hua	Xu	Dalian Haixiang Food Co. Ltd.	5	looking for water pack. Quoted US\$2.50/lb Ocean Run
SU	04-Sep	S. Korea	Busan	importer	Sangha	Park	Cloud and Co.	6	buying 200 kg/week now from Chile
SU	04-Sep	China	Shenzhen	importer	Wang (Andy)	Kung	Take (Shenzhen Sea management Ltd.	4	currently buying from distributor in Guangzhou
SU	04-Sep	China	Hong Kong	importer	Mark	Mak	Miyazaki Japanese Food Co.	6	website indicates it is a home delivery e-tailer.
SU	04-Sep	Malaysia	Kuala Lumpur	distributor	Suki	Cheah	Piau Kee Live and Frozen Seafood Sdn. Bhd	7	wanting to import into Malaysia
SU	04-Sep	China	Hong Kong	food service/e-sta	Tom	Lo	Indoguna Lordly	6	
Salm_sm	04-Sep	France	Paris	trader	Alexandre	Pavion	Labeyrie Fine Foods	4	looking for smoked sockeye
SU	04-Sep	Taiwan	Taipei	pharma	Elan	Huang	Immunotec Research taiwan Co. Ltd/	5	health foods distributor with island wide channels
SU	04-Sep	UK	Liverpool	traders	Edwin	Lok	(Sloegrin Ltd. trading as) Manchester Seafood	6	looking for GHMP frozen into UK, also delivers live seafood to homes
SU	04-Sep	China	Hong Kong	importer	Matthias	Pichler	South Stream Seafoods Ltd.	6	looking for frozen in to Hong Kong
SU&SC	04-Sep	China	Hong Kong	shipping	Brian	Shih	MSC Mediterranean Shipping Co.	4	shipping firm, espially c-cans
SU&SC	04-Sep	China	Hong Kong	shipping	Pietro	Pinto	MSC Mediterranean Shipping Co.	4	
SC	04-Sep	China	Beijing	traders	Chen	Wu	F. Harmony Land Int'l Foode Co. Ltd	5	SC imports prob 2 yrs off, currently does 40 containers of salm/yr
SU&SC	04-Sep	China	Hong Kong	government	Richard	Fong	BC Govt. Int'l Trade Invest office in HK	6	Senior Investment mngr in office
SU&SC	04-Sep	China	Shanghai	logistics/cold sta	Jocelyn	Hsiung	Jiuye Supply Chain	5	looking for info on shipping issues and how to avoid them
SC	04-Sep	China			Jacqueline	Lam		4	looking for sea cucumber - all forms
SU&SC	04-Sep	China	Fuzhou	traders	David		Integrity Import and export trade Fisheries Co. Ltd	4	
SU&SC	04-Sep	China	Guangzhou	government	Wilson	Wu	BC Int'l Trade & Investment office Guangzhou	6	associate in BC's Guangzhou office, very helpful
SU&SC	04-Sep	China	Hong Kong	restaurant +whol	Annie	Wu	Athena Apac Ltd	5	
SU&SC	04-Sep	China	Guangzhou	e-tailer	Scott	Su	Guangzhou Pinhui E-commerce Co. Ltd.	6	distributes/sells with store on Taubau
SC	04-Sep	China	Shanghai	importer	Lily		Greenland Business Group	5	
SC	04-Sep	Australia	Sydney	producer (abs)	Linda	Lau	Fortune Abalone	6	she would like to branch out and try distributing in Australia
SU&SC	04-Sep	China	Hong Kong	distributor	Ricky	Lee	Caves Asia Co. Ltd.	6	supplies hotel and restaurants in Hong Kong
SU	04-Sep	China	Hong Kong	chef	George	Imai	Fumi Japanese Cuisine	7	high end J restaurant, prefers sweeter uni (GSU?), ships live in 17 kg boxes
SU	04-Sep	Japan	Fujisawa	consultant	Tom	Asakawa	Ta pacific Co. Ltd.	6	formerly NOAA, now works with Tokyo uni buyer who does multiple MT /year
SU&SC	04-Sep	US	Portland(MN)	journalist	Chris	Chase	Seafood Source	6	probably not abad contact to know
SU	04-Sep	S. Korea		trader			Egalchi	6	live and/or finished uni
SU	04-Sep	China	Hong Kong	distributor	Angus	Mak	Natural Lot Ltd.	6	would like Canadian product to distribute. Also has etail
SU	04-Sep	China	Hong Kong	trader	Jin	Liang	Shenzhen Technology Group Co. Ltd	4	
SU	04-Sep	China	Hong Kong	import/distrib	Kenneth	Vy	Kenneth (HK) Aquamarine Products Co. Ltd	7	looking for live imports into HK
SU	04-Sep	China	Macau	restaurant	Vincent	Ma	Steaks28 JuiceGa	6	importing RSU into Macau
SU	04-Sep	China	Shanghai	restaurant	Shifu	Kang	Zhutan	5	looking for SU for restaurant
SU	04-Sep	Canada	Richmond		Bo	Zheng	HapTrans Holdings Ltd.	5	
SU	04-Sep	Singapore	Singapore	import/distrib/res	Jaqueline	Tan	Jumbo Group	7	import into and distribute and have restaurants around Singapore and China
SU	04-Sep	Singapore	Singapore	import/distrib/res	Fiona	Gan	Jumbo Group	7	as above
SU	04-Sep	China	Guangzhou	oil	Ruo Song	Liu	Guangzhou Yang Ying Oil Ltd.	4	
SU&SC	04-Sep	China		distributor	Darwin	Wong	Majestic Bright	5	
SU&SC	04-Sep	China	Guangzhou	government	Zhou	Hui	Guangdong Aquatic Prod'n Chamber of Commerce	5	
SU	04-Sep	Canada	Toronto	distributor	Jackey	Jan	CN General Supply Inc.	5	

Contacts from Day 2 of the 2018 SEA (Hong Kong)

Product	Date	Country	City	Business	First Name	Last Name	Company	Score	Comments
SU	05-Sep	China	Shenzhen	retailer	Rachel	Huang	Sam's Club	6	looking for fresh trays as well as spot prawn, scallop and frozen lobster
SU	05-Sep	China	Shenzhen	retailer	Witty	Liu	Sam's Club	6	as above
SU	05-Sep	China	Hong Kong	restaurant	Johnny	Wong	Great Felicity Consultant Company	5	currently getting Japanese and Aussie supply- looking for local distrib of Cdn
SU	05-Sep	China	Hong Kong	restaurant	Johnny	Chi	Go Fresh Co. Ltd.	7	affil. with Sushi Express (Taiwan), 70 shops in HK ramping up
SC	05-Sep	China	Qingdao	distributor	Jack	Bao	Qingdao Everbest Industrial Co. Ltd.	6	
SU&SC	05-Sep	China	Hong Kong		Connie	Yau	Genting Hong Kong Limited	6	cruise line, looking to secure supplies of quality seafood
SU&SC	05-Sep	China	Shenzhen	traders	Jonathan	Chou	Liancheng Overseas Fishery (Shenzhen) Group	5	young fellow and going to dominate- yeah
SU	05-Sep	China	Hong Kong	importer	Marco	Fung	Matter Solution Ltd.	6	apparently looking to develop live urchin capacity
SC	05-Sep	China	Hong Kong	trader	Tony	Lee	Lee Fung Hong Ginseng & Herbs Co. Ltd.	5	dry sea cuckle and other dried foods trader
SC	05-Sep	China	Shanghai	importer/distrib	Saffi	He	Shanghai Goodfarmer Lizea Foods Co. Ltd	6	
SU	05-Sep	China	Poland	Lodz	Stan	Szewczyk	bio-mart	4	starting high end seafood distrib in Poland- low probability for delivery clearance
SU&SC	05-Sep	China	Macau	casino	William	Dunbar	Wynn Palace	8	wants to import into Macau, this is one of the city's premium resort casinos
SU&SC	05-Sep	China	Macau	retailer	Ling	Lei	New Loyal Group Company Ltd.	6	looking for supply of high quality product for restaurants
SU	05-Sep	Canada	Richmond	exporter	Fion	Mak	Vancouver International Enterprises Ltd.	5	considering extending business (Best Honour) to include urchins
SU	05-Sep	China	Hong Kong	restaurant	James	Sungjun	Korea Hanyinhong	5	Korean company with some 15 shops in Hong Kong.
SU	05-Sep	Australia	Sydney	equipment	Peter	Rankin	Float Pac Pty Ltd	6	live transport, K&N testing prototype for trays in Vanc this year- NC to Vanc?
SU,SC	05-Sep	Vietnam	Hanoi	trade commiss	Tran Tuan	Anh	Govt of cnada,	6	seafood preferred live in Vietnam, SC esp. good prospects, SU live good
SU	05-Sep	China	Hong Kong	restaurant	Samuel	Chan	Manya Catering Group Ltd.	5	all you can eat Japanese foiod in HK
SU&SC	05-Sep	China	Hong Kong	cruise ship line	Matthew	Ling	Genting Hong Kong Limited	5	cruise line, looking to secure supplies of quality seafood. see also 0905_06
SU	05-Sep	Taiwan	Taoyuan City	restaurant	Kevin	Kang	Sushi Express Taiwan	7	200 restaurants in Taiwan, looking for supply. see also 0905_04
SU	05-Sep	China	Hong Kong	cruise line	Gilbert	Lim	Star Cruises (HK) Ltd.	6	
SU&SC	05-Sep	Canada	Halifax	air freight	Peter	Christiansen	Flying Fresh Air Freight	5	Flying Fresh is now Canada's largest air freight forwarder
SU&SC	05-Sep	Canada	Richmond	air freight	Brendan	Harnett	Flying Fresh Air Freight	5	
SC	05-Sep	Australia	Harvey bay	AQC consulting	Beni	Giraspy	Sea Cucumber Consultancy	5	
SU&SC	05-Sep	China	Hong Kong	marketing consu	Daughin M.	Chan	Scandinavian Group	5	

Contacts from Day 3 of the 2018 SEA (Hong Kong)

Product	Date	Country	City	Business	First Name	Last Name	Company	Score	Comments
SC	06-Sep	China	Hong Kong	trader	Victor Sit Chee	Wai	On Hing Ho Co Ltd	5	looking for live SC
SC	06-Sep	China	Hong Kong	journalist	Leo	Yuen		4	seafood writer looking for more information on SC
SU	06-Sep	China	Hong Kong	trader	Wilson	Yuen	Giant Channel Worldwide Ltd	5	looking for info on urchin fishing scheds, prices, MOR etc
SC	06-Sep	China	Hong Kong	importer/distrib	James	Liu	Shanghai YiFeng Seafood Co. Ltd.	5	looking for Canadian product
SU&SC	06-Sep	China	Fuzhou	e-tailer	Sherry	Zheng	Yougu	6	sells a variety of wholesome products on e-tail site
SU&SC	06-Sep	China	Hong Kong	trader	Paul	Lee	Linson Global Seafood Trading Ltd.	6	cuke skins- USD 21/lb. CIF Hong Kong last year. Best mrkts- Fridays thru Sunday
SU&SC	06-Sep	China	Hong Kong	trader	Sun Kwan	Mei	Fu Ying International Seafood Products Co.	4	
SU&SC	06-Sep	China	Zhongshan City	trader	Wei	Wei	Duoyuan Ltd.	4	
SC	06-Sep	China	Hong Kong	restaurant	Maggie	Leung	Maglicious	5	