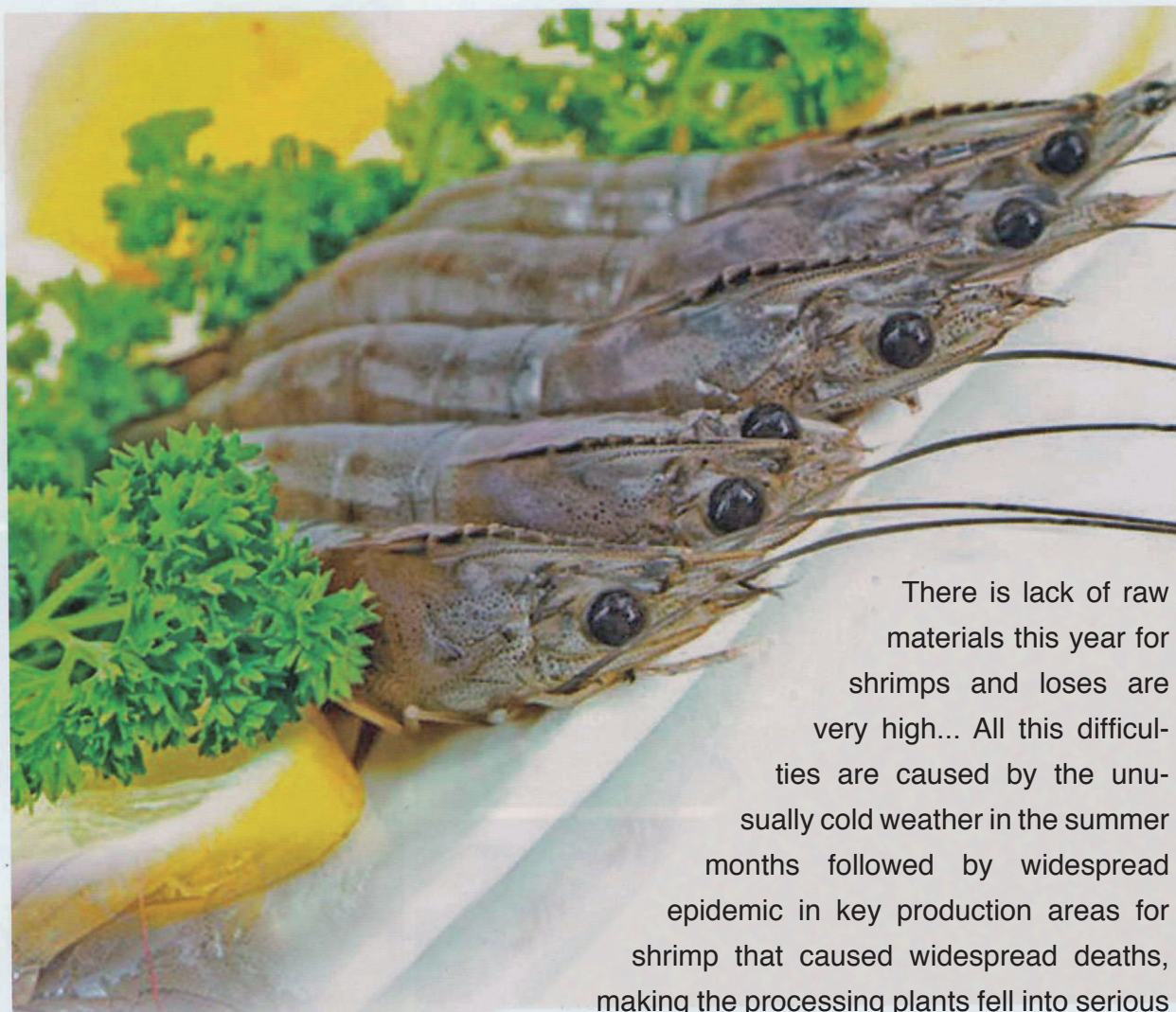


# What do the processors speak about Shrimp market this year?\*

▣ Nguyễn Thái Phương



Sản phẩm của Seaproduct Hà Nội

There is lack of raw materials this year for shrimps and losses are very high... All this difficulties are caused by the unusually cold weather in the summer months followed by widespread epidemic in key production areas for shrimp that caused widespread deaths, making the processing plants fall into serious lack of raw materials. In the recently concluded Vietfish, many shrimp processors in the provinces have some opinions on the situation of raw materials, processing and export market for shrimp in Vietnam in the last months this 2011.



Ông Dierner J. Charles  
TGD Công ty TNHH OFCO Sourcing VN  
Ảnh: OFCO

In its role in bridging Vietnam's fisheries to the world, especially the EU, general director of OFCO Sourcing Vietnam Ltd. - Mr. Jean-Charles Diener- comments "currently the scarcity of fish is global, Viet Nam is a destination that many customers could seek to establish long-term supply due to its large source of raw materials. But it is clear that in this year Vietfish, it did not attract many processors and marine products suppliers in the country despite large numbers of processors in the country.

Almost the only two exclusive items are dominant-shrimp and catfish. Aside from this, Vietnam could also import tuna, Mahi-Mahi, Swordfish from overseas for processing and re-export, to take advantage of better factory conditions and highly-skilled workers and reduce pressure for exploitation of the coastal areas. This year, Vietnam faces major difficulties

in shrimp. As a result, many factories have to buy raw materials in remote areas, affecting product quality is freshness. White shrimp are also being used more as a substitute for the lack of Black Tiger shrimp. However, Vietnam should strive to maintain the prestige of its Black Tiger shrimp on the market.

Vietnam Black Tiger shrimp is a highly valued product because of its quality and taste and is considered a specialty. The Black Tiger industry has provided long-term business to many people and has developed a good reputation. Vietnam should not convert too much to White shrimp because Black Tiger shrimp is a high-quality item for high-end customers. These customers can afford to buy at higher prices therefore more profit. Meanwhile the White shrimp of Vietnam will find it difficult to compete against other countries because of the availability of supplies and higher prices here.

Vietnam Black Tiger shrimp, especially mangrove Black Tiger of Ca Mau is one of the items that can compete or compare with shrimp internationally especially in the EU market.

N.T.P.