

UK Pavilion Company Directory

China Fisheries & Seafood Expo 2023



Contents

| | |
|---|----|
| Foreword | 3 |
| Company Directory | |
| Andrew Marr International Ltd..... | 4 |
| Blue Sea Food Company..... | 5 |
| Braehead (S.F.O Enterprises) | 6 |
| C&N Chambers Seafood | 7 |
| Crab Company Scotland | 8 |
| Edwin Jenkinson Ltd | 9 |
| The Lobster Pot | 10 |
| Oceanic Seafoods | 11 |
| Seafood Scotland | 12 |
| Venture Seafoods | 13 |
| About Seafish | 14 |
| About the Department for Environment, Food and Rural Affairs..... | 15 |
| About the Department for Business and Trade | 16 |

Foreword



The UK's Department for Environment, Food and Rural affairs (Defra) and the Department for Business and Trade (DBT), and Seafish are delighted to deliver the first ever UK seafood pavilion at the China Fisheries & Seafood Expo this year.

The pavilion is part of the UK Government's Seafood Exports Package, now extended to 2028, targeting growing overseas markets to provide new export opportunities.

Seafood from the UK has a great story to tell. With a global reputation for excellence, a history of trading seafood that dates back hundreds of years and seafood communities with skills passed down through generations as well as some of the freshest fish and shellfish in the world, the seafood supplied by UK exporters is unique in its quality, heritage and diversity.

We are proud to be here showcasing the exceptional seafood that the UK has to offer which is supplied to markets all over the globe. China is an important market for UK seafood exports and the Expo provides an opportunity to further this relationship, with potential growth across a wide range of fish and shellfish species. China is the sixth largest market for UK seafood (HMRC 2022). In 2022 we exported 11,925 tonnes (live weight) worth £69 million to China, with Salmon, Mackerel, Crab, Lobster and Whelk being the main species by value.

This directory provides you with the details of the UK businesses attending the UK Pavilion at the China Fisheries & Seafood Expo 2023.
Thank you for your on-going interest.

Sohail Shaikh
Deputy HM Trade Commissioner for China
October 2023



Andrew Marr International Ltd

Contact:

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Managing Director

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Introduction

Andrew Marr International has two subsidiary companies - J Marr (Seafoods) Ltd and J.Marr (Shanghai) Trading Co Ltd.

We are traders in frozen seafood for both the Africa and Asian markets. We also operate Fastnet Fish Ltd for UK imports and distribution.

Key species

- Range of species



The logo for Fastnet, featuring the word "Fastnet" in a bold, black, sans-serif font. Above the letters "a" and "s" are two stylized seagulls in flight, rendered in black.

Blue Sea Food Company

Contact:

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Introduction

Live, fresh & frozen Great British crab. Blue Sea is the largest crab kitchen in the UK and looks forward to supplying all your whole crab and crab meat requirements.



Key species

- Brown crab



Braehead (S.F.O Enterprises)

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Introduction

The Scottish Fishermen's Organisation (SFO) is the largest fish Producer Organisation (PO) in the UK and one of the biggest in Europe. Our role is to help our members optimise the value of our fisheries' resources throughout the value chain, enabling our fishermen, the wider industry and our Coastal Communities to achieve a profitable and sustainable future.

With around 160 members, the SFO has one third of the Scottish fishing fleet in its membership, covering all sectors (demersal, pelagic, shellfish, offshore and inshore) and most fishing regions within Scotland. SFO members collectively landed around 137,000 tonnes of fish and shellfish in 2018, with a value of approximately £174 million.

SFO is one of the few European POs that has a history of actively intervening in markets to benefit members' operations. We operate two onshore processing facilities in Scotland which provide employment and economic benefits to the local and wider Scottish economy.



Key species

- Scottish langoustine

SFO Scottish Fishermen's Organisation

C&N Chambers Seafood

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CEO

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Introduction

C&N Chambers is based in the largest fishing port in Northern Ireland called Kilkeel. Originally established in 1995 it was bought over in 2021 to bring the business to the next level within the seafood industry. We strive to supply the best seafood possible from the cool clear waters of the Northeast Atlantic.

We have an excellent range of products from Brown Crab, Whelks, Scallops, Langoustines, Scampi, Razor Clams, and Blue Lobster that are supplied in a range of formats from Cooked, Frozen, Frozen At Sea, Chilled & Live.

We deliver our products Worldwide and are proud to say we work closely with both our fishermen & customers to supply the best product we can. We take pride in what we do.

Key species

- Brown crab
- Whelks
- Scampi
- Blue lobster



Crab Company Scotland

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Managing Director

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Introduction

Crab Company Scotland provides customers throughout the world with live shellfish, particularly European lobster and brown crab, both of which are fished extensively around the coast of the United Kingdom.

Lobster and crab are particularly prevalent in the coastal area around northeast Scotland, close to Peterhead where the company has its offices and processing facility.

The body meat and claw meat of both species are sweet, tender, and highly valued by customers across the globe.



Key species

- Brown crab
- European lobster



Edwin Jenkinson Ltd

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Introduction

Edwin Jenkinson Ltd is a family operated shellfish supplier based in the coastal town of Scarborough on England's North Yorkshire coast offering over 40 years of excellence in Fresh Shellfish.

We pride ourselves on the freshness and high quality of our locally caught shellfish which we trade daily worldwide. At Edwin Jenkinson we offer products in two areas; European blue lobster (*Homarus gammarus*) and brown crab (*Cancer pagurus*) all sourced locally.

We work closely with the local fishermen to ensure only the finest products reach our clients, whilst making sure catches remain sustainable.

Our speciality is live blue lobster, and from our harbourside vivier facility we pack lobster daily. We hold many longstanding relationships close to our community, across Europe, Asia, and beyond.



Key species

- Live European blue lobster



The Lobster Pot

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Introduction

An award-winning global supplier of top quality live, sustainably sourced lobster (*Homarus gammarus*) and brown crab (*Cancer pagarus*), the Lobster Pot has been operating for 70 years. Sourcing live sustainable shellfish from North Wales and other parts of the UK, 99% of our products are exported into Europe, Asia and the Middle East. The Lobster Pot has pioneered logistics for the transportation of our live shellfish over the years, using air freight and road. The introduction of an innovative factory facility ensured the ability to hold shellfish in optimum conditions, reducing the stress and thus keeping the produce at their premium.

We are equipped to meet ever increasing traceability requirements and food safety standards. The Lobster Pot is supplied year-round by vivier boats and day boats from around the Welsh coast, as well as further afield in the UK and Ireland. These boats are skippered by trusted and experienced crew. The Lobster Pot wants to continue

trading with its traditional customers, some of whom we have trading with for over 50 years. We would also like to demonstrate our innovative nature in meeting the demands of new customers.



Key species

- Live European blue lobster
- Live brown crab



Oceanic Seafoods

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CEO

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Introduction

Exporter of luxury shellfish, cooked, raw, live.

Key species

- Brown crab
- Whelks
- Scallops
- Langoustines
- Argentina shrimp



OCEANIC
SEAFOODS



Seafood Scotland

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Introduction

Seafood Scotland is the national trade and marketing organisation for the Scottish seafood industry. Independent, non-commercial, and funded by the Marine Directorate of The Scottish Government, we are proud to be the only organisation representing every part of the Scottish seafood industry - from sea to plate - since 1999. Our team is based in Edinburgh and harness our collective skills and experience to showcase the nation's fish and shellfish. A key focus is raising awareness of the quality and provenance of our seafood among buyers, chefs, and food influencers around the world. We work with everyone involved in the Scottish seafood sector supply chain, from family-owned companies to multi-national corporations, salmon and oyster farmers to white fish processors, restaurateurs, retailers, and specialist seafood buyers.

Scotland is one of Europe's largest seafood producers, with a huge domestic and overseas market. More than 65 species of farmed and wild seafood are landed here, including over 43% of the world's langoustine.

Key species

- Brown crab
- Blue lobster
- Mussels
- Salmon
- Trout
- Mackerel
- Razor clams
- Langoustine



**SEAFOOD FROM
SCOTLAND**

Venture Seafoods

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Introduction

Venture Seafoods are a flourishing family business, with brother Gary and John at the helm, supplying the finest quality shellfish from the waters of the East Coast of England. The brothers' love of the sea and passion for fishing began at an early age, influenced by their father's role as a local fisherman. Interest became a livelihood, from owning their own boat and catching award-winning shellfish to now processing crabs, lobsters and whelks.

Venture Seafoods are based in Bridlington, home to a successful shellfishing port. From here we supply live and cooked whole crab, crab claws, dressed crab and crab meats, both fresh and frozen, live lobsters and whelks. Our products are distributed throughout the UK, EU and Asia.

Key species

- Brown crab, live
- Brown crab, fresh
- Brown crab, frozen
- Lobster, live
- Whelks





Seafish is a non-departmental public body (NDPB) established to support the seafood sector in the UK to help it thrive. We were set up by the Fisheries Act 1981 and our sponsor is the Department for Environment, Food and Rural Affairs (Defra). We also work closely with the Scottish, Welsh and Northern Irish devolved administrations.

We work with everyone involved in the seafood journey from catch to plate. We tackle everything from research to campaigns and insights to training. Whatever we can do to give our industry the support it needs to thrive. Our unique non-competitive roles means we work in partnership with people from all across the seafood sector in the UK, helping them to overcome challenges and take hold of opportunities.

We have around 100 staff across the UK with a range of fisheries and seafood knowledge and expertise. We have offices in Edinburgh and Grimsby as well as regional managers based near some of the main fishing and seafood hubs around the UK.



UK Government

The Department for the Environment, Food and Rural Affairs (Defra) is responsible for improving and protecting the UK's environment, as well as supporting the UK's world-leading food, farming and fishing industries.

In May 2022, the government launched the Seafood Exports package, which is part of the £100 million UK Seafood Fund. The Defra-led 6-year package is jointly delivered by Defra and Department for Business and Trade, with the support of Seafish. It aims to boost UK seafood exports and promote the industry's high-quality produce overseas. This package complements the wide range of export support the UK Government already provides for the UK's world leading food industry.

Defra works closely with industry and with other Government departments to facilitate market access for UK seafood exports globally. This includes negotiating ambitious new free-trade agreements with key markets for seafood, and through tackling specific market access barriers as they arise in countries.



UK Government

DBT

We support businesses to invest, grow and export, creating jobs and opportunities across the country.

Disclaimer

Whereas every effort has been made to ensure that the information in this document is accurate the Department for Business and Trade does not accept liability for any errors, omissions or misleading statements, and no warranty is given or responsibility accepted as to the standing of any individual, firm, company or other organisation mentioned.

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