

BEST OCIANA SEAFOOD



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Dear Mr. Dowling,

I am the managing director & shareholder of a lobster & giant crab export company know as Best Ociana Seafoods. We are based in Mt.Gambier SA, & we purchase directly from Vic & SA fishermen Giant Crab & lobster for export to China, Malaysia, Hong Kong, Singapore & other Asian destinations.

I have collaborated with giant crab fishers over the last few years & we have been successful in developing a small but viable export market for the Vic Giant crab.

I have been made aware from members of the Giant Crab industry in Victoria of a VFA proposed quota cut for the 20/21 year of approximately half. I would like to point out to you that such a quota cut will have a devastating and lasting affect on these hard one markets. My buyers when faced with a shortage of giant crabs fill their orders with competing overseas crabs and move on. I have experienced this effect in recent weeks losing a number of orders to competing overseas crabs leading up to the May Day celebration in China.

This proposed quota cut will directly affect my business reducing my sales revenue by approximately \$600,000 resulting in the loss of at least 2 job in my plant.

In my view a quota cut of the magnitude proposed will leave giant crab operators in Victoria nonviable risking the complete demise of this fishery & subsequently our fragile markets. Would you please give consideration to the above & consideration to not cutting the quota to such a severe one stage reduction.

Sincerely
Ian Fitzgerald