

# Importance and impact of strong industry associations

**Aquaculture WA Forum**  
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(Pheroze Jungalwalla - Pherozej@gmail.com)

# OUTLINE

- **The Saltas story**
- **The TSGA story**
- **The NAC story**
- **A National Seafood Industry Peak Body?**
- **Take home messages**

# The Saltas story

- **Early 1980's, industry & govt visionary recognition of potential for marine farming salmonids in Tasmania >> Industry pioneers**
- Saltas incorporated in 1985; joint industry/government company; investment (approx 49/51% of \$2.2M)
  - Hatchery (10 yr monopoly on smolt production for all Saltas members; 25% gross revenue allocated to industry R&D)
  - Model marine farm (R&D on all aspects of marine phase)
- Collaborative effort >> strong industry growth (20T in 1986/87 – 22,000T in 2006/07)
- Discovered political reality that industry can't lobby against govt which provided funds >> formation of TSGA in 1990
- Note: Saltas a company focussed on specific aspects (industry hatchery & collaborative R&D) of the marine salmonid farming industry only

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# The Tas Salmonid Growers Assoc story

- **TSGA formed in 1990** Initially ten farming company members; Association partnership by MoU; revenue based on feed levies.
- **Functions restricted by agreement** Aggregate collaborative (mostly pre-competitive) topics - advocacy; R&D (early IPA); health and disease management, environmental management, nutrition, genetics etc.
- **Continued strong industry growth** (now ~51,000T per annum; most valuable single fishery in Aust with GVP ~ \$650M; four companies).
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# The National Aquaculture Council story (1 of 2)

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**Purpose to represent the interests of Australian aquaculture**

## **Original membership:**

*Aquaculture Council of Western Australia  
Australian Prawn Farmers Assoc  
Australian Tuna Boat Owners Assoc  
NSW Farmers Association – Oysters  
Queensland Aquaculture Industry Federation*

*South Australian Oyster Growers Assoc  
Tasmanian Aquaculture Council  
Tasmanian Salmon Growers Assoc  
Victorian Aquaculture Council  
Pet Industry Joint Advisory Council*

- **Subsequently a mix of regional and sector based peak bodies**

## **Now includes Corporate and Associate members:**

*Tasmanian Salmonid Growers Assoc  
Australian Prawn Farmers Assoc  
Australian SBT Industry Assoc  
Australian Pearl Producers Assoc  
Australian Barramundi Farmers Assoc  
Australian Abalone Growers Assoc*

*Cleanseas Tuna (YTK)  
Oysters Australia  
Aquaculture Council of WA  
Tasmanian Aquaculture Council  
Skretting Australia  
Ridley Aquafeeds  
Sydney Fish Market*

- **Funded by (categorised) annual membership fees, plus conferences.**

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***“The NAC brings to the Government’s policy and regulatory bureaucracies an aggregate aquaculture industry position in several key areas affecting the sustainable growth and profitability of the industry, at a national level.”***

Examples include but are not limited to:-

- **Biosecurity policy and regulation**
  - ❖ Assessment of risk from regulated and unintended imports (pathogenic diseases as well as invasive marine species)
- **Aquatic animal health & welfare**
  - ❖ Nationally coordinated strategies and RD&E programmes, identifying and prioritising needs for aquatic animal health and welfare
- **Trade & market access**
  - ❖ Nationally coordinated strategies and programmes for safety of seafood imports & exports
- **Maritime safety**
  - ❖ Regulatory structure of maritime safety and occupational diving standards
- **Cross industry links**
  - ❖ Collaboration across animal production / seafood industries, bringing negotiated position to Government policy, regulatory, and RD&E forums



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# A National Seafood Industry Peak Body?

**“A National Peak Body representing the aggregate interests of the aquaculture, wildcatch, and post-harvest sectors of the Australian seafood industry.”**

- In 2015 Commonwealth Govt funds made available for a 2-3 yr project to develop such a peak body; required to be funded by industry once established.
- Challenge is to bring together a diverse group; hunters, farmers, processors, & vendors.
- Clearly some common issues and strength in having a united voice, but can we all play together?
- Industry led Task Force now developing a proposed structure and funding model for such a Peak Body; expect report in early July 2016.
- If supported by majority of all sectors (by 31<sup>st</sup> Dec 2016), then Peak Body could be incorporated in say July 2017

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# Take home messages

- ***Undoubted commercial and lobbying advantage having industry collaboration on pre-competitive issues of common aggregate interests.***
- *However must recognise that role of any industry association will vary with composition of membership:  
Wider membership = more complexity of roles and less focus on individual members' specific needs.*
- *Key is to define which type of issues an industry body will / will not handle on behalf of its members; maintain that discipline in practice; and have a dispute resolution method in place.*
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# LAST WORDS

*THANK YOU.*



*QUESTIONS?*



# TYPICAL INDUSTRY MEETING

