

Fish International 2018: Research finds promising segments of German consumers; Kutterfisch modernizing fleet

By Neil Ramsden

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📷 Fish International. Credit: Jan Rathke

BREMEN, Germany -- *Undercurrent News* is reporting live from Bremen in Germany for Fish International 2018.

The exhibition is celebrating its 30th year; some of those first exhibitors are still on board, for instance Dutch company Parlevliet & van der Plas. But many of the 300 companies now represented will be there for the first time, according to organizers.

Altogether, 40% of the exhibitors come from abroad. A strong presence, apart from Dutch companies, are exhibitors from Denmark. Evidence of the growing interest from Eastern Europe is provided by a large number of Polish companies, plus participants from Latvia, Estonia and Lithuania.

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Aquapri: pike perch RAS a valuable diversification

For Danish firm Aquapri, its pike perch recirculation aquaculture system (RAS) facility has been a valuable diversification away from relying on trout and trout roe, sales manager Morten Holm told *Undercurrent News*.

In April 2016 the company – a trout farmer for some 60 years – inaugurated its RAS unit (after archaeological findings in 2014 postponed construction, and necessitated relocation of the entire construction).

“Germany is quite a big market for pike perch; at the moment we do a little bit of sales here, but we see the potential for more,” said Holm. The RAS unit produces between 500 and 700 metric tons of pike perch per year, largely sold in Scandinavia and central Europe.

Being RAS-produced the fish is of course marketed on its sustainability credentials, though Holm noted the Aquaculture Stewardship Council does not yet have a standard for pike perch, “which is maybe a bit sad”.



Trout, and its roe, tends to follow salmon in price, and so has been volatile over the past year, he said.

“There are a few RAS in Denmark now, but none, I think, are profitable yet. For us, it’s improving. It will be profitable.”