

**APPENDIX D**

**Abalone: 1 & 2**

<b>Name:</b>	XXX	XXX
<b>Add:</b>	Bonham Strand	DesVoeux Road
<b>Interviewee:</b>	( Managing Director ) ( Manager )	( One of the shopkeepers )
	<b>Products and Supply Issues</b>	<b>Products and Supply Issues</b>
a.	<u>Abalone ( 80% )</u> Shark fins Others: Mushroom, dried scallop and Oysters	<u>Abalone</u> Shark fins, sea cucumbers and sea maws Others: dried oyster, cuttlefish, scallops, shrimps and canned abalone
b.	--	--
c.	Almost all can be sold and edible. Best: “Kat Pun” and “ Wo Ma” from Japan	Many species are edible Best: “Kat Pun” from Japan
d.	-Importer -Wholesale only. -Hold auction to sell products to smaller wholesaler and retailer, or some restaurants.	-Imports -Wholesaler , retailer and restaurants -they import mainly for their own use  they are connected with two shops (one called XXX has shark fins import) that also have dried seafood importation.
e.	Japan ( mostly ) and Middle-East	South Africa, Australia and Japan
f.	High quality: Japan and Middle-East Low quality: Australia and Philippines  Quality of Abalone: The one from Japan is the best as they have clear water and better algae species for the abalone.	High quality: Japan and Australia Low quality: South Africa and Philippines
g.	Yes	Yes
h.	Fishermen → auction → collecting agencies → importers ( Hong Kong ) → wholesalers / restaurants	Fishermen → collecting agencies → importers ( themselves ) + retailers ( themselves ) → restaurants / retailers → customers

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	→retailers / customers →customers	
i.	Both by sea and air. Depends on the urgency of the products.	Mainly by air.
j.	Quantity: stable Quality: stable ( Supply quite stable, because of good regulation in Japan )	Quantity: fluctuates Quality: stable
k.	Shortfall. Raising the selling price.  ( They will plan their demand each year. And tell the suppliers how many they will need for each year. )	Shortfall. Increase the selling price.  Surplus. Stocking and decrease the selling price.
l.	Unknown	They do not know.
m.	-Buy from suppliers with invoice. -People will not buy abalone from fishermen directly ( do not like some shark fins traders )	Buy from dealers with credit.
n.	Captured: -Coastal -Large scale and seasonal -By nets and diving  Processed: -Removing the shell -Dried before the death of the animals -The animals are hung and dried by machines	Captured: -By net  Processed: -Removing the shell -Drying naturally / by electric dryer
o.	Yes Drying	Yes. -Drying -Preserving
p.	Yes. -Drying mainly done by machines. Not affected by weather -So that, supply quantity and quality kept stable.	No
q.	-If the abalone are not well dried, or dried after death, bad smell may result.	-The price and quality mainly depend on the species. -Processing may affect the taste of the food.

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	-The worse case is that the products cannot be sold.	
r.	Price range: \$2000-\$12000/catty Compared to other products: quite similar	Price range: \$1000-\$3000/catty Compared to other products: quite similar
s.	Buying prices: stable Selling prices: falling ( determined by the demand )	Buying prices: unstable Selling prices: unstable ( depends on the supply )
t.	Decreasing	Decreasing
u.	Quite the same	Canned abalone are becoming more popular in the restaurants.
	Sales and Business Issues	Sales and Business Issues
a.	-General economy of Hong Kong -Seasonal demand	-Seasonal demand -Credit offer
b.	-Quality -Business relationship	-Price -Business relationship -Credit offer
c.	Hong Kong: 70% China: 30%	Hong Kong: 100% ( restaurants )
d.	Both are good.	Diversify. Can fulfill different demands of customers. Therefore, they can get benefit from different customers.
e.	They mainly sell abalone, oyster, scallop and mushroom, which are provided by the same suppliers	They have previous experience in dealing with the products.
f.	No	No
g.	--	--
h.	Largest dealers: ( suppliers ): several stable suppliers ( customers ): 20% are local high-class restaurants 80% are local restaurants Key competitors: 1. XXX. And XXX	Largest dealers: one local restaurant group ( Maxim's restaurants ) Key competitors: no ( different traders deal with different customers. )
i.	Yes. -Abalone and shark fins. -People in Singapore also consume their products.	No
j.	Yes.	Not very concerned about it.

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	But not very worried about it.	
k.	Hurt.	Not very concerned about it.
l.	70%-80%	They do not know.
m.	Their business: 20% Key competitors: 40% ( together ) ( Information from Mr. Lau )	Not very concerned about it.
n.	-Lack of demand -Regulation and custom duties in China	Lack of demand.
o.	Hong Kong: No Overseas: No	Hong Kong: No Overseas: No
p.	Currently: No Future: No	Currently: No Future: No
q.	-Switch to a different supplier or supply route to work around regulation -Focus on another product that is not regulated -Try to change the regulation through lobbying or complaints	Focus on another product that is not regulated
<b>Social-Economic Issues</b>		<b>Social-Economic Issues</b>
a.	When: 1990 How: Boss had worked for one of the traders	When: ~>20 years ago How: Their boss was a transporter in the business before.
b.	Satisfied	Satisfied
c.	-Lack of demand -China's custom regulations	The economy is not good, some restaurants cannot re-pay the credit.
d.	No	Do not know
e.	Japanese Marine Products H. K. Traders' Association Ltd. --several times/year	No
f.	-News or Intelligence -Social	--
g.	Competitors: not regular Suppliers: -They visit suppliers several times per year -Usually the suppliers come to Hong Kong	Competitors: not regular
h.	-Get intelligence from traders / suppliers overseas -Have very close relationship with suppliers	Quite passive, by traders overseas
i.	Yes.	No

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	e-mail for ordinary contacts.	
j.	-Better Hong Kong economy -Better China regulations in the trading	Better Hong Kong economy.