

**APPENDIX D**

**Fish maws: 1 & 2**

<b>Name:</b>	XXX Maws	XXX
<b>Add:</b>	Des Vouex Road West, Sheung Wan, Hong Kong	Des Vouex Road West, Sheung Wan, Hong Kong
<b>Interviewee:</b>	Cashier and the Buyer	Salesman and Boss
	<b>Products and Supply Issues</b>	<b>Products and Supply Issues</b>
a.	<p><u>Fish maws</u>: &gt;90%</p> <p>Others: &lt; 10% e.g. canned abalone , scallops and mushroom</p>	<p><u>Fish maws</u></p> <p>Shark fins Abalone Sea cucumber Pipe fishes and sea horses</p> <p>Others: Mushrooms, dried shrimps, dried oyster, scallops, sharks' skin, bones and meat, Cuttlefish etc.</p>
b.	Soup/ thick soup	--
c.	<p>-some of the fishes e.g. cods, eels, croakers and some fresh water fish. (But , in general, they know not much about the species in detail)</p> <p>Best: -in general, the maws of male fishes are better (in taste and texture) than that of females. -the best and most expensive type of maws should be croakers' maws.</p>	<p>-Mainly seawater fish species - some are fresh water fishes - the seawater fishes are better(in value) than the fresh water fishes</p> <p>Best: -in general, the maws of male fishes are better (in taste and texture) than that of females. -the best and most expensive type of maws should be croakers' maws.</p>
d.	<p>-wholesaler (but will import small volume for their own use) and processor -mainly buy fish maws from importer through auction -have processing factory in China (bleaching, and frying the maws) -they have both wholesale (major)and retail (minor)</p>	<p>- wholesaler and retailers -buy products from importers through auctions -wholesales the products to markets and retailers - retails products to local people.</p>
e.	Brazil, India and Venezuela	India, Brazil and Ecuador Others: Africa and south America

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f.	High quality: Brazil and India Low quality: no specific country	Low quality: no specific country High quality: Bangladesh (croakers' maws)
g.	Yes	Yes
h.	Fishermen →collecting agencies →H. K. Importers →wholesalers + processor-- themselves/ wholesalers (some with small portion of retail) →restaurants /retailers →customers  **they have a maws processing factory in China. The maws will be re-washed and bleached. Besides, the smaller size maws will be fried. Then, the processed maws will be transported back to H.K. The fried maws are mainly sold to restaurants.	Case 1: Fishermen →collecting agencies (some of them also cooperate with H.K. importers) →H. K. Importers →wholesalers(some with small portion of retail)--themselves →restaurants /retailers →customers  Case 2:  Fishermen →H. K. Importers (send staff to collect fresh fish/maws, and to process before shipping to H.K.) →wholesalers(some with small portion of retail)--themselves →restaurants /retailers →customers
i.	100% by sea	100% by sea
j.	Quantity: decreasing/ less fish maws supply Quality: decreasing (as the high value maws are decreasing in numbers)	Quantity: decreasing Quality: stable
k.	Surplus in recent years -can't do anything, they have to buy high priced products.	Surplus in recent years
l.	Unknown	They don't know
m.	--	--
n.	Captured: -they are not quite clear -probably large scale and by large fishing boat , off shore.	Captured: -fishing boat team, off shore  Processed:

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	<p>Processed:</p> <p>(in supplying country)</p> <ul style="list-style-type: none"> <li>-removing the maw → sun drying</li> <li>-the meat will be used to make fish balls</li> </ul> <p>(factory in China, by themselves)</p> <ul style="list-style-type: none"> <li>-re-wash</li> <li>-fry the small-sized maws</li> </ul> <p>**</p> <p>they said the dried fishes' maws would not be used in the fish maws industry. The dried fishes and fish maws business are quite separate . (different opinion from another maws' shop and the dried fishes importers)</p>	<ul style="list-style-type: none"> <li>-removing the maws</li> <li>-no need to add salt on maws, just simply sun-dry the maws.</li> <li>-the fish meat then used to make fish balls.</li> </ul> <p>**From some dried fishes traders, they will get the fishes (e.g. cods, yellow croaker and white croaker) and sell the maws to collecting agencies.</p>
o.	Yes, -removing the maws, sun drying	Yes, -removing the maws, sun drying
p.	Not very concerned about it.	Not very concerned about it.
q.	-not much	-not much -quality (in value) is usually related to the species rather than processing.
r.	\$<100->\$10000/catty (wholesale prices) they earn \$20-30/catty from the import prices -prices are related to species.	\$>100->\$10000/catty (retailer prices) -prices are related to species. -maws of fresh water fishes are cheaper than those of seawater fishes
s.	Both buying and selling prices rising (less supply but high demand in China)	Both selling and buying prices are decreasing
t.	Decreasing -dropped about 40%	Decreasing
u.	No particular one is more popular	The fresh water fishes' maws are becoming more common as the prices are relatively lower.

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	<b>Sales and Business Issues</b>	<b>Sales and Business Issues</b>
a.	-general economy -general demand has dropped	-general economy
b.	-prices	-quality -prices -business relationship
c.	Hong Kong: >90% China: no	Hong Kong: mainly
d.	Diversify: -more choices for the customers -so that they can buy maws and other products as well.	Diversify: -more choices for the customers -less risk -so that they can get profits from other products when one is not selling well
e.	-profitable -they have knowledge of it	-according to their experience -they can't make changes suddenly as people need long time to get knowledge of fish maws
f.	no	No.
g.	--	--
h.	Largest dealer: -restaurants (mainly for the dried maws) -dried seafood shops  Key competitors: -similar wholesalers nearby	Largest dealer: -local retailers and markets (but not restaurants) -local families  Key competitors: -the other dried seafood shops nearby
i.	Not very concerned about it.	No.
j.	Yes. -the products will not pass through H.K. anymore.	No.
l.	Hurt. -as the products will ship directly to China not through H.K. -only a small portion of Chinese(only people in southern China) eat dried fishes.	Hurt. -as the products will ship directly to China not through H.K.
k.	They are not sure, but they believe most of them should pass through H.K now.	Not sure
m.	They don't know	They don't know

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		-they sell >3000 catty fish maws/year
n.	-lack of demand -general economy	-lack of demand -general economy
o.	Hong Kong: No Overseas: No	Hong Kong: No Overseas: No
p.	Currently: No Future: No	Currently: No Future: No
q.	-do nothing	-do nothing
	<b>Social-Economic Issues</b>	<b>Social-Economic Issues</b>
a.	When: 10-20 years How: have previous experience	When: >20 years ago How: family business
b.	Quite satisfied	Quite satisfied
c.	-delayed payment from restaurants	-general economy -general demand
d.	Unknown. -as they are not the boss.	They don't know
e.	No.	South and North Trading Association (self-translated version) Contact frequency: not regular, several times/year
f.	--	-social
g.	Competitors: not regular Suppliers: not regular	Competitors: not regular Suppliers: not regular
h.	From TV, newspaper and traders	From TV, newspaper and traders
i.	No.	No.
j.	-Hong Kong economy (nowadays, people are not willing to spend money on expensive dried seafood) -the general demand	-Hong Kong economy (nowadays, people are not willing to spend money on expensive dried seafood) -the general demand