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Status of Surimi Industry in the Southeast Asia



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SOUTHEAST ASIAN FISHERIES DEVELOPMENT CENTER

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I Introduction

Fish paste products have long been a part of traditional Asian cuisine, but surimi has become one of the most dynamic commodities in the Asian seafood industry because of recent innovations in production and utilization. Surimi is an intermediate product made from minced fish meat that has been washed, refined, and mixed with cryo-protectants. Although fish paste products have been hand-made for centuries, a process for frozen surimi, invented in 1960 provided the impetus for expanding the industry and surimi markets based on the vast walleye pollock, alaska pollock resources. The Asian surimi industry was under-going a period of rapid change as the Republic of Korea, Thailand, New Zealand, and the United States were increasingly challenging Japan's position as the world's leading surimi producer. The appreciation of the yen and the Japanese exclusion from U.S. and Soviet walleye or Alaska pollock resources, have caused Japanese production to decline from its 1984 peak of 418,000 MT to 310,000MT in 1989 and decreased to only 132,000MT in 1994. Meanwhile, the output of the other four major producing countries has increased from about 26,000MT to 260,000MT during the same period.

The Korean surimi industry shows the greatest potential for independent growth among the Asian surimi producers, with an output of 60,000MT in 1989. During this period, Thai industries also has showed considerable growth potential dependent upon the Japanese technical assistance. The success of the Thai surimi industry stimulated developments of surimi production in the Southeast Asian countries such as Malaysia, Myanmar, Vietnam, and Indonesia.

According to rapid growth of surimi industry in Southeast Asian countries, as well as depletion of fisheries resources especially demersal resources, reduction of raw materials may impact to the demand of surimi producers. Therefore under the Asian-SEAFDEC program SEAFDEC/TD proposed to conduct the information collection of economically important species as surimi raw materials in the Southeast Asian. The program was started from 2005 by collecting all information concerns in cooperation with the local fisheries agency and fishery private sectors. Field trip to observe and interview the surimi producers were also performed such as in Thailand, Indonesia, Vietnam and Myanmar. Information from Malaysia mostly based on the questionnaires in cooperation with DOF/Malaysia. In this study, the attempt is not only to show the quantity of surimi products in the region, but the linkage between surimi products and raw materials used in each country in comparison with the status of fisheries resources in the region will also analyzed.

II Current Status of Surimi Industry in the Southeast Asia

The surimi production in the Southeast Asian Countries namely Thailand, Malaysia, Vietnam, Myanmar and Indonesia is primarily based on the demersal species such as Threadfin bream (*Nemipterus* spp), Big eye (*Priacanthus* spp) and Lizardfish (*Saurida* spp), because they are the most abundant raw materials found in the region and because they also exhibits the proper characteristics for processing export-quality surimi.

Overall surimi products in the Southeast Asian Region in 2005 are estimated 315,800MT. **Figure A1** shows the percentage of surimi products in Southeast Asian Countries in 2005. It is found that largest surimi producers in Thailand and follow with Malaysia and Vietnam where as the amount of surimi products are 145,000MT, 95,300MT and 64,000MT, respectively.

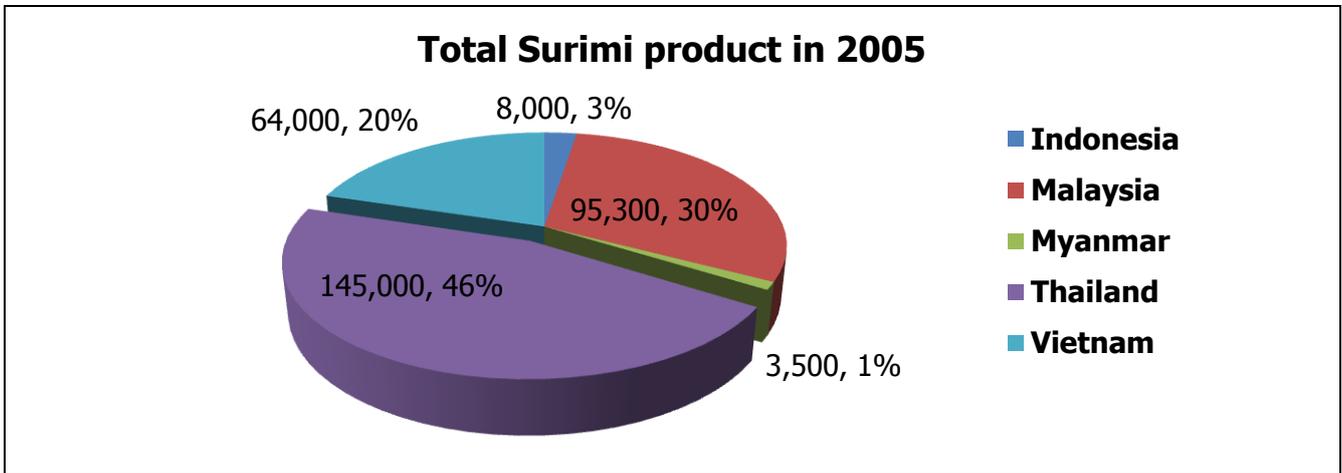


Figure A1: Percentage of surimi products in the Southeast Asian countries in 2005.

1) THAILAND:

➤ **General Information**

Thailand started surimi production in 1978 and has increased its production to 65,000 tonnes in 1994 and to also 150,000 tonnes in 2005. Currently there are 21 surimi processing plants in Thailand which operate occasionally throughout the year. Main raw material species used in the processing plants are based on the Threadfin bream (*Nemipterus* spp), Big eye (*Priacanthus* spp), lizardfish (*Saurida* spp), Croaker, Goatfish (*Upeneus* spp), Big eye snapper (*Lutjanus* spp), etc. There are also some small pelagic species such as Sardine (*Sardinella* spp) and Rainbow runner (*Elagatis bipinnulata*) used as raw materials. **Table 1** show the list of surimi processing plants located in Thailand and their capacity in 2005. **Figure 1.1** shows the distribution of surimi processing plants in Thailand. Six plants show high production capacity from 12,000 – 22,000 MT/year, while most of the plants produce surimi between 3,000-9,500 MT/year.

Table 1: List of surimi processing plants and its capacity

No.	Company name	Location	Capacity (MT/year)
1.	B. S. Manufacturing Co., Ltd.	Samut Prakan	3,000
2.	Premier Frozen Product Co., Ltd.	Samut Prakan	4,600
3.	Andaman Surimi Industries Co., Ltd.	Samutsakhon	16,500
4.	Anusorn Mahachai Surimi Co., Ltd.	Samutsakhon	7,500
5.	Apitoon Enterprise Industry Co., Ltd	Samutsakhon	12,000
6.	K.L. Cold storage Co., Ltd.	Samutsakhon	3,000
7.	Lucky Food (Thai) Co., Ltd.	Samutsakhon	3,000
8.	Lucky Surimi Products Co., Ltd.	Samutsakhon	9,500
9.	Pacific Marine Food Product Co., Ltd.	Samutsakhon	15,000
10.	Sea Royal Marine Food Product Co, Ltd.	Samutsakhon	22,000
11.	Starfish Co., Ltd.	Samutsakhon	17,000

12.	China Siam Seafoods Co., Ltd.	Suratthani	2,400
13.	Siamchai International Food Co., Ltd. [SIFCO]	Ranong	1,500
14.	Kantang Seafood Co., Ltd.	Trang	8,000
15.	Trang Sure Co., Ltd.	Trang	9,500
16.	Thaveelarp Fisheries Ltd. Part	Trang	1,100
17.	Hai Tai Seafood Co., Ltd.	Songkhla	3,200
18.	Man A Frozen Food Co., Ltd.	Songkhla	4,500
19.	Pacific Fish Processing Co., Ltd.	Songkhla	20,000
20.	Buyong General Co., Ltd.	Songkhla	2,400
21.	Chaicharoen Marine (2002) Co., Ltd.	Pattani	4,500

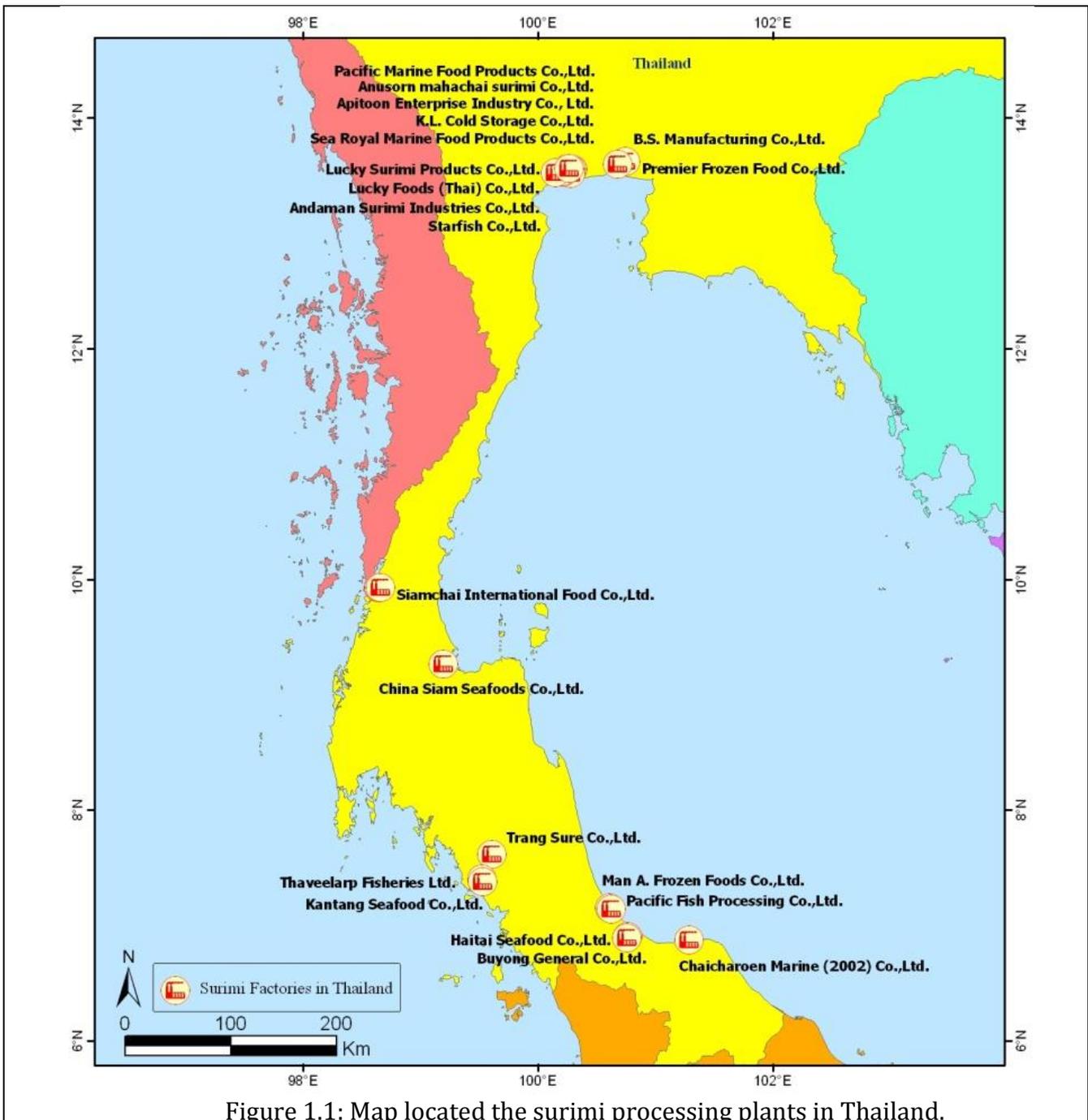


Figure 1.1: Map located the surimi processing plants in Thailand.

In late 1970s, the fish species used as raw materials in surimi industry, especially the Threadfin bream, Big eye were found abundant in Thai waters namely Gulf of Thailand and Andaman Sea. According to the Thai Government, in 1963 fishing effort for Threadfin bream yielded 276 kg/hour. In 1988, only 80 kg/hour and only 20kg/hour were caught in 2000. However due to rapid growth of surimi industry in Thailand as well as the depletion of demersal fisheries resources, therefore sources of fish are expanding to the neighbor countries such as Myanmar, Indonesia and Malaysia. **Table 2** shows the list of fish species used in surimi industry in Thailand.

Table 2: List of raw materials used for surimi products

No.	English name	Trade name	Scientific name	Local name
1.	Threadfin bream <i>Five lined threadfin bream</i> <i>Rosy threadfin bream</i> <i>Redspine threadfin bream</i> <i>Japanese threadfin bream</i> <i>Doublewhip threadfin bream</i> <i>Slender threadfin bream</i>	Itoyori	<i>Nemipterus</i> spp. <i>N. tambuloides</i> <i>N. peronii</i> <i>N. nemurus</i> <i>N. japonicus</i> <i>N. metatophorus</i> <i>N. zysron</i>	ปลาทรายแดง
2.	Lizard fish <i>Shortfin lizardfish</i> <i>Brushtoothed lizardfish</i> <i>Wanieso lizardfish</i>	Eso	<i>Saurida</i> spp. <i>S. micropectoralis</i> <i>S. undosquamis</i> <i>S. wanieso</i>	ปลาปากคม ไล่กอ
3.	Big eye <i>Purple-spotted big eye</i> <i>Red big eye</i>	Kintoki-dai	<i>Priacanthus</i> spp. <i>P. tayenus</i> <i>P. macracanthus</i>	ปลาตาหวาน ดาโต
4.	Croaker, Big eye croaker, White croaker <i>Big head pennah croaker</i> <i>Sharpnose hammer croaker</i>	Guchi	<i>Pennahia</i> spp. <i>Johnius</i> spp. <i>P. macrocephalus</i> <i>J. borneensis</i> <i>[Johniops vogleri]</i>	ปลาจวด
5.	Goatfish <i>Goldband goatfish</i>	Himeji	<i>Upeneus</i> spp. <i>U. moluccensis</i>	ปลาแพะ ปลาหนด ถาญี
6.	Pike conger	Hamo	<i>Muraenesox</i> spp.	ปลาไหลทะเล ปลา มังกร ปลามั่ว
7.	Pony Fish, Slipmouth <i>Orangefin ponyfish</i> <i>Striped ponyfish</i>	Shirosaki	<i>Leiognathus</i> spp. <i>L. bindus</i> <i>L. fasciatus</i>	ปลาแป้น
8.	Sardine	Mamakari	<i>Sardinella</i> spp.	ปลาหลังเขียว
9.	Silver biddy		<i>Gerres</i> spp.	ปลาดอกหมาก
10.	Monocole bream	Duwo	<i>Scolopsis</i> spp.	ปลาทรายขาว
11.	Snapper <i>Bigeye snapper</i>	Fuedai	<i>Lutjanus</i> sp. <i>Lutjanus lineolatus</i>	ปลากะพงข้างเหลือง
12.	Rainbow runner		<i>Elagatis bipinnulata</i>	ปลาสายรุ้ง
13.	Butterfly whiptail [Nemipteridae]		<i>Pentapodus setosus</i>	ปลาสายรุ้ง, หัวโหม่ง, ทรายแก้ว
14.	Barracuda			ปลาสาก
15.				ปลาดาบ
16.				ปลาเข็ม

The quantity of fish species raw materials supplied to the surimi industry in Thailand was 530,000 MT/year in 2005. **Table 3** shows the four main species namely Threadfin bream (*Nemipterus* spp), lizardfish (*Saurida* spp), Big eye (*Priacanthus* spp), and Croaker are common species used in the Thai surimi industry. Mostly 189,000 MT of Threadfin bream and 190,000MT of Lizard fish and Croaker were used in surimi products.

Table 3: Total quantity of raw materials used for surimi products in Thailand

No.	Species	Quantity (MT/year)
1.	Threadfin bream [Itoyori]	188,459.9
2.	Lizard fish [Eso]	95,075.2
3.	Big eye [Kintokidai]	79,820.6
4.	Croaker [Guchi]	90,319.4
5.	Goat fish [Himeji]	38,505.3
6.	Pike conger [Hamo]	3,600.0
7.	Pony fish [Shirosaki]	9,984.0
8.	Sardine [Mamakari]	5,760.0
9.	Silver biddy	1,200.0
10.	Monocole bream [Duwo]	350.0
11.	Snapper [Fuedai]	8,200.0
12.	Others	329.0
13.	Not identified	8,500.0
Total		530,103.4

➤ Surimi Production and Export

The surimi production based on data collection from processing plants during 2002-5 shows that, the production increased from its 2002 of 119,000 MT to about 143,000MT in 2005. This information collected from 18 plants is appeared in the **Table 4**. About 70% of the total frozen surimi productions were exported to Japan, Singapore, Taiwan, Korea, Malaysia, Hong Kong, Europe, China, Canada and USA in 2005. And another 30% was used in the Surimi-base production in the country. **Table 5** shows the trend of export of the frozen surimi production during 2002 to 2005.

Table 4: Surimi products from each processing plants during 2002-2005 in Thailand

No.	Company name	Surimi production quantity (MT/year)			
		2002	2003	2004	2005
1.	B. S. Manufacturing Co., Ltd.	3,700.0	3,500.0	3,400.0	3,000.0
2.	Premier Frozen Product Co., Ltd.				3,126.7
3.	Andaman Surimi Industries Co., Ltd.	12,000.0	12,000.0	15,000.0	16,500.0
4.	Anusorn Mahachai Surimi Co., Ltd.			1,500.0	6,000.0
5.	Apitoon Enterprise Industry Co., Ltd	26,000.0	22,700.0	12,500.0	12,000.0
6.	Lucky Food (Thai) Co., Ltd.				3,047.0
7.	Lucky Surimi Products Co., Ltd.	6,448.0	6,447.0	7,492.0	9,273.0
8.	Pacific Marine Food Product Co., Ltd.	19,000.0	17,000.0	14,000.0	15,000.0
9.	Sea Royal Marine Food Product Co, Ltd.	21,480.0	21,597.0	17,563.0	19,096.0
10.	Starfish Co., Ltd.				17,000.0
11.	Kantang Seafood Co., Ltd.	8,000.0	7,600.0	4,700.0	6,000.0
12.	Trang Sure Co., Ltd.		9,331.0	8,028.0	6,398.0
13.	Thaveelarp Fisheries Ltd. Part				1,077.0
14.	Hai Tai Seafood Co., Ltd.	3,454.3	2,519.6	1,578.1	2,039.8

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15.	Man A Frozen Food Co., Ltd.			4,250.0	4,170.0
16.	Pacific Fish Processing Co., Ltd.	19,000.0	17,500.0	16,200.0	14,000.0
17.	Buyong General Co., Ltd.				978.0
18.	Chaicharoen Marine (2002) Co., Ltd.				4,516.6
Total		119,082.3	120,194.6	106,211.1	143,222.1

Table 5: List of export data during 2002-2005 in Thailand

No.	Company name	Export surimi quantity (MT/year)			
		2002	2003	2004	2005
1.	B. S. Manufacturing Co., Ltd.	1,500.0	1,200.0	1,000.0	1,000.0
2.	Premier Frozen Product Co., Ltd.				3,047.6
3.	Andaman Surimi Industries Co., Ltd.	9,000.0	9,000.0	10,000.0	12,000.0
4.	Anusorn Mahachai Surimi Co., Ltd.			300.0	5,450.0
5.	Apitoon Enterprise Industry Co., Ltd	17,000.0	18,900.0	11,100.0	6,800.0
6.	Lucky Food (Thai) Co., Ltd.				1,440.0
7.	Lucky Surimi Products Co., Ltd.	5,000.0	6,000.0	6,000.0	8,500.0
8.	Sea Royal Marine Food Product Co, Ltd.	19,838.0	20,284.0	15,813.0	16,843.0
9.	Starfish Co., Ltd.				17,000.0
10.	Kantang Seafood Co., Ltd.	7,700.0	5,900.0	4,700.0	4,800.0
11.	Trang Sure Co., Ltd.		8,682.0	7,896.0	6,188.0
12.	Thaveelarp Fisheries Ltd. Part				1,077.0
13.	Hai Tai Seafood Co., Ltd.	3,346.6	2,615.0	1,508.5	2,200.7
14.	Man A Frozen Food Co., Ltd.			3,895.0	3,970.0
15.	Pacific Fish Processing Co., Ltd.				6,300
16.	Buyong General Co., Ltd.				936.0
17.	Chaicharoen Marine (2002) Co., Ltd.				1,817.4
Total		63,384.6	72,581.0	62,212.5	99,369.7

➤ **Sources of Raw Materials** : from the Southeast Asia Countries, (see **Figure 1.2**)

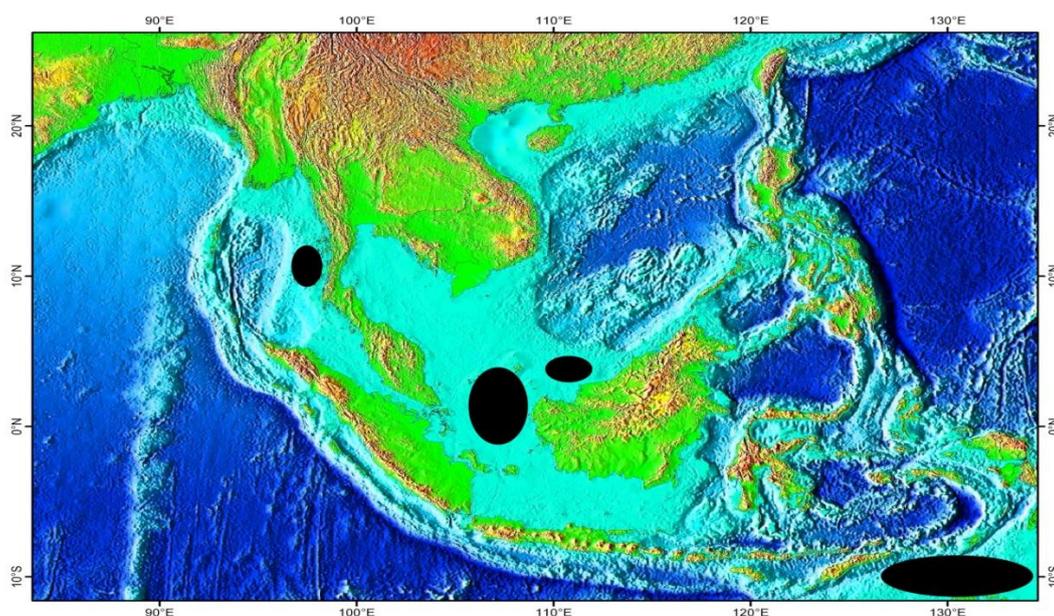


Figure 1.2: Sources of raw materials from Southeast Asia countries to Surimi industry in Thailand.

➤ Constraints/Issues

- ❖ Un-stable and un-predicable of raw material supply cause a shortage of raw material [especially in summer], Almost of raw material were imported from Indonesia (the company planning to move to Indonesia but face problem with the location still lack of basic requirement for establish factory such as electricity and water supply and also safety matter)
- ❖ The increasing of production cost which came from price increasing of; Raw material (fish and other ingredient such as sugar, surbital, polyphosphate, and etc.), Fuel, Electricity, Water supply, Labor cost, Transportation, Equipment and Minimum wages.
- ❖ Raw material quality unstable cause by improper handle from supplier [onboard and supplier station]
- ❖ Hygienic of fishing port
- ❖ Too many surimi producer companies (this situation had been happen before, seen as a cycle and finally only company that have enough financial support can survive)
- ❖ High competition from low price surimi producer country such as India, Vietnam and Malaysia (From Mr. Witit opinion, the boom of surimi industry in India will be finish soon because of the un-continuous of raw material supply)
- ❖ Raw material price is high but surimi price is low so cannot competition with other surimi producer country
- ❖ No cooperation among surimi producers to standardize price, price was control by buyers (Almost importer)
- ❖ Shortage and high cost of labor
- ❖ Limitation of cold storage
- ❖ Unstable of product order
- ❖ The product quality control is stricter due to an agreement of GMP, HACCP, EU and ISO
- ❖ Shortage of water supply in some provinces especially in the Southern Part of Thailand (Trang province)
- ❖ Unstable of currency exchange (Thai Baht vs USD)

2) VIETNAM

➤ General Information

Refer to National Fisheries Quality Assurance and Veterinary Directorate (NAFIQAVED) information shows that the Vietnamese frozen sirimi production from 17 processing plants in 2005 was about 63,205MT. The production was increased from 16,502MT in 2003 (VASEP, 2003) to 63,205MT in 2005. **Table 6** shows the List of medium and large processing plants producing the frozen surimi products in Vietnam. **Figure 2** shows the location of the processing plants in Vietnam. Almost half of all processing plants have capacity less than 2,000 MT/year. Five processing plants have the production capacity between 2000-5000MT/year. The rest of four processing plants have the production capacity between 5,000-17,000 MT.

Raw material fish species used for surimi productions in Vietnam come from their EEZ waters especially in the Ton Kin Gulf and the Southern part of Vietnam such as Cat Ba Island, Hai Phong and Bach Long Island, Hai Phong, Da Nang, Kian Giang, Kan Hoa, Ca Mau, Vung Tau, Kien Giang, Tien Giang and Binh Thuan. **Table 7** shows the list of fish species used in the processing plants for surimi production.

From the field survey to five processing plants which shared about 50% of the total frozen surimi production found that there are five main fish species namely King snapper (*Pritipomoides filamentosus*), Lizard fish, Big eye, White croaker and others. **Figure 3** shows the percentage of the main five species groups used for surimi product in the processing plants.

Table 6: List of surimi processing plants and its capacity

No.	Company name	Average production (MT/year)
1.	Viet Truong Co., Ltd.	3,000.0*
2.	Danifoods: D&N Foods Processing Co., Ltd.	3,150.0*
3.	Tien Dat Seafood Processing Co., Ltd.	12,800.0
4.	Baseafood: Baria-Vungtau Seafood Processing and Import-Export Joint Stock Company	9,600.0*
5.	Condao Seaproducts and Import Export Company (COIMEX)	16,800.0*
6.	Viet Nam Changhua Aquatic Foodstuff Co., Ltd.	5,250.0
7.	SESAFICO	725.0
8.	Ha Long Fishery Discovery Company (Ha Long FIDICOM)	720.0
9.	Hai Long Co., Ltd.	3,900.0
10.	Thinh An Co., Ltd.	4,800.0
11.	Badavina Co., Ltd	2,200.0
12.	MIHAFISH	1,500.0
13.	Camau Seaproducts Exploitation and Service Corporation (S.E.S)	3,500.0
14.	GEPIMEX 404 Company	3,500.0
15.	Phuong Dong Seafood Co., Ltd.	1,800.0
16.	An Khang Co., Ltd	1,900.0
17.	Kien Giang Sea Product Import and Export Company (KISIMEX)	8,350.0
Total		83,495.0

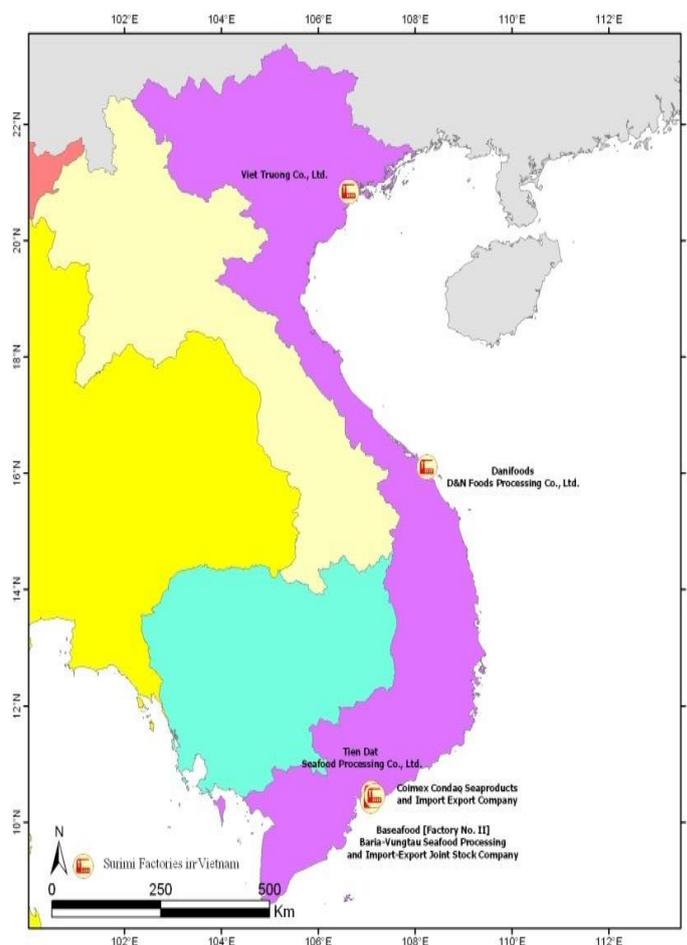


Figure 2: Five surimi processing plants from the field survey.

Table 7: List of raw materials used for surimi products in Vietnam

No.	English name	Trade name	Scientific name
1.	Threadfin Bream <i>Japanese threadfin bream</i> <i>Golden threadfin bream</i>	Itoyori	<i>Nemipterus</i> spp. <i>N. japonicus</i> <i>N. virgatus</i>
2.	Lizard Fish	Eso	<i>Saurida</i> spp. <i>S. elongata, S. tumbil</i>
3.	Bigeye <i>Red Bigeye</i> <i>Moontail Bigeye</i>	Kintoki-dai	<i>Priacanthus</i> spp. <i>P. macracanthus</i> <i>P. hamrur</i>
4.	Croaker, White croaker	Guchi	<i>Pennahia</i> spp. & <i>Johnius</i> spp. <i>P. argentata</i>
5.	Goatfish	Himeji	<i>Upeneus</i> spp.
6.	Pike conger <i>Doggertooth pike conger</i>	Hamo	<i>Muraenesox</i> spp. <i>M. cinereus</i>
7.	Barracuda, Japanese Whiting	Kamasu	<i>Sphyraena</i> spp.
8.	Sea Tilapia [Family Haemulidae]		<i>Plectorhinchus lessonii</i>
9.	Flathead bartail		
10.	Flying fish		

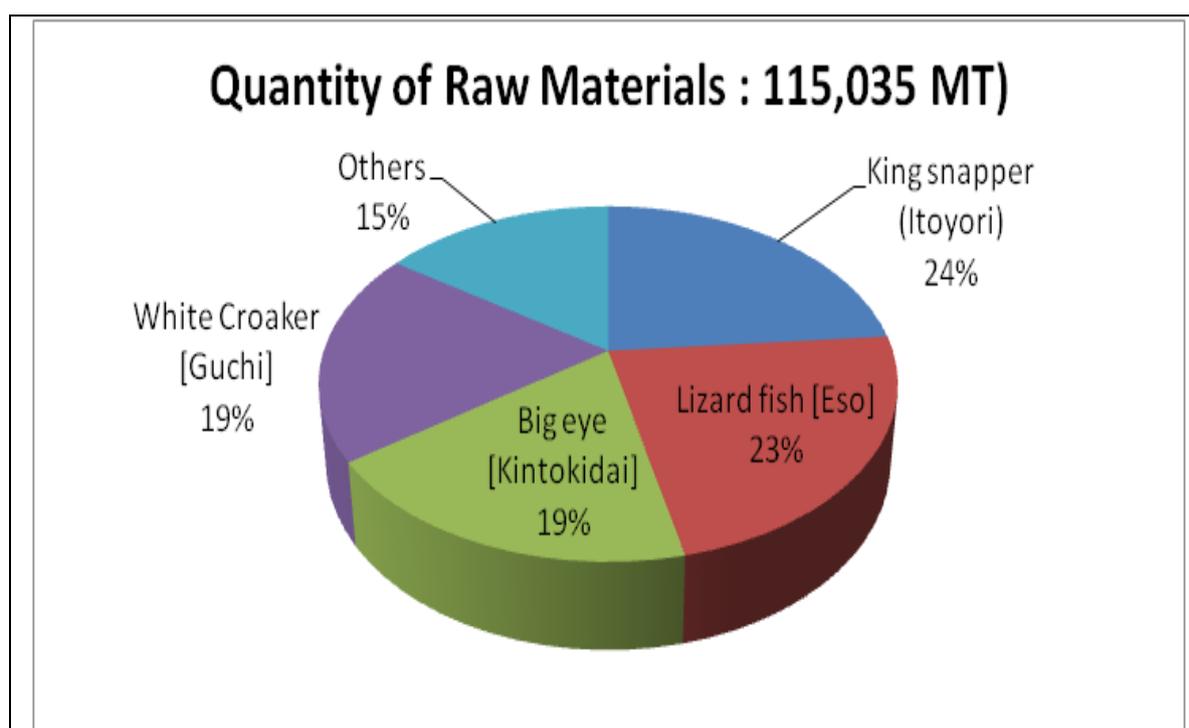


Figure 3: Percentage of raw materials for Surimi Production based on 5 processing plants in total quantity of 115,035 MT.

➤ **Export information**

Almost 90% of the total frozen surimi production was exported to many countries. The main importers are Korea and Japan which imported 69.5% and 28.2% of the total production, respectively. The others importer were Singapore, Thailand, Malaysia, China, Taiwan, USA, EU, Australia, New Zealand, Russia and Mexico.

➤ **Constraints/Issues**

- ❖ Shortage of raw material supply because of
 - ✓ Supply not stable depend on weather
 - ✓ Too many surimi producer companies and all company use the same species as raw material
- ❖ Discontinuous supply of raw material
- ❖ Quality of raw material is not so good because of long distance of transportation and fish handling method onboard. Some company had negotiated with fishermen to preserve raw material. If good quality, fishermen can sell in higher price.
- ❖ A few customers because just start this business in May 2006

3) MYANMAR

Myanmar people have a long tradition of producing fish paste, fish sauce, dried fish, salted fish and pickled fish, fish crackers. Shrimp heads, very small fish and even mollusk shells are used for animal feed. The fish products from some areas have been studied but catch data do not cover the whole country. Better Utilization of by catch depends mainly on technology progress and capital required for processing. In Myanmar there is one surimi plant in Yangon. It was established in 1994-95 to produce surimi from bycatch. Bycatch fish such as lizard fish, small barracuda, black spot threadfin, goat fish, small sea-bass, threadfin bream and big head pennah croaker are used. The fish is first manually headed and gutted and then passed through a meat-bone separator to remove the flesh meat.

At present there are five processing plants produce surimi production and one is under construction. **Table 8** shows the list of processing plants which are located in only two main Division namely Yangon and Tanintharyi Divisions. The capacity of surimi production in **Figure 4** shows the location of all surimi processing plants in Myanmar.

Table 8: List of surimi processing plants and its capacity in Myanmar

No.	Company name	Location	Capacity
1.	Pyilonechantha Trading Co., Ltd. (since 1994)	Industrial Zone (3) , Shwe Pyi Tha Township, Yangon Division	7-8 MT/day [Max. 10 MT/day] 180-200 MT/month*
2.	A.S.K. Andaman Limited (since 2005)	Myeik Industries Zone, Myeik Township, Tanintharyi Division	5 MT/day [Max. 10 MT/day] 15-20 MT/day*
3.	Pyi Phyo Tun International Company Limited (PPT)	Strand Road, Thalaisu Quarter, Myeik Township, Tanintharyi Division	[Max. 20 MT/day]
4.	Min Zar Ni Co., Ltd. (since 2003)	Industrial Zone (1), Hlaing Thar Yar Township, Yangon Division	30 MT/month*
5.	Pearl Sea Co., Ltd. (since 2003)	Hlaing Thar Yar Industrial Zone (4), Yangon Division	80-85 MT/month*
6.	General light Co., Ltd. (since 2001)	Hlaing Township, Yangon Division	19 MT/month*

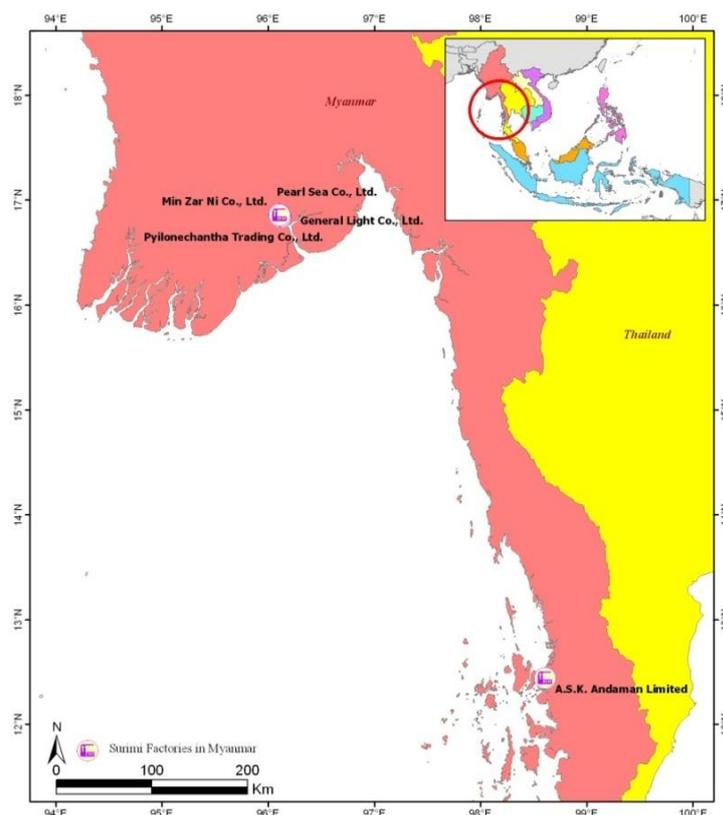


Figure 4: Location of surimi processing plants in Myanmar.

Fish species used in the surimi processing plants is shown in **Table 9**. All raw material fish species come from the Myanmar waters namely in Rakhine, Ayeyawaddy, Mon, and Tanintharyi Fishing ground. The quantity of raw materials used for surimi production from four processing plants as shown in **Table 10** was about 11,500 MT/year. From this total amount, the Threadfin bream shared almost 50% of all raw material fish species (see **Figure 5**).

Table 9: List of raw materials used for surimi products in Myanmar

No.	English name	Trade name	Scientific name
1.	Threadfin bream	Itoyori	<i>Nemipterus</i> spp.
2.	Lizard fish	Eso	<i>Saurida</i> spp.
3.	Big eye	Kintoki-dai	<i>Priacanthus</i> spp.
4.	Croaker, Big eye croaker, White croaker	Guchi	<i>Pennahia</i> spp. <i>Johnius</i> spp.
5.	Goatfish	Himeji	<i>Upeneus</i> spp.
6.	Barracuda, Japanese whiting	Kamasu	<i>Sphyræna</i> spp.
7.	Big eye ilisha		<i>Ilisha megalopectera</i>

Table 10: Quantity of raw materials used in processing plants in 2005

No.	Company name	Quantity (MT/year)
1.	Pylonechantha Trading Co., Ltd.	5,687.8
2.	A.S.K. Andaman Limited	4,368.0
3.	Min Zar Ni Co., Ltd.	828.3
4.	General light Co., Ltd.	570.0
	Total	11,454.1

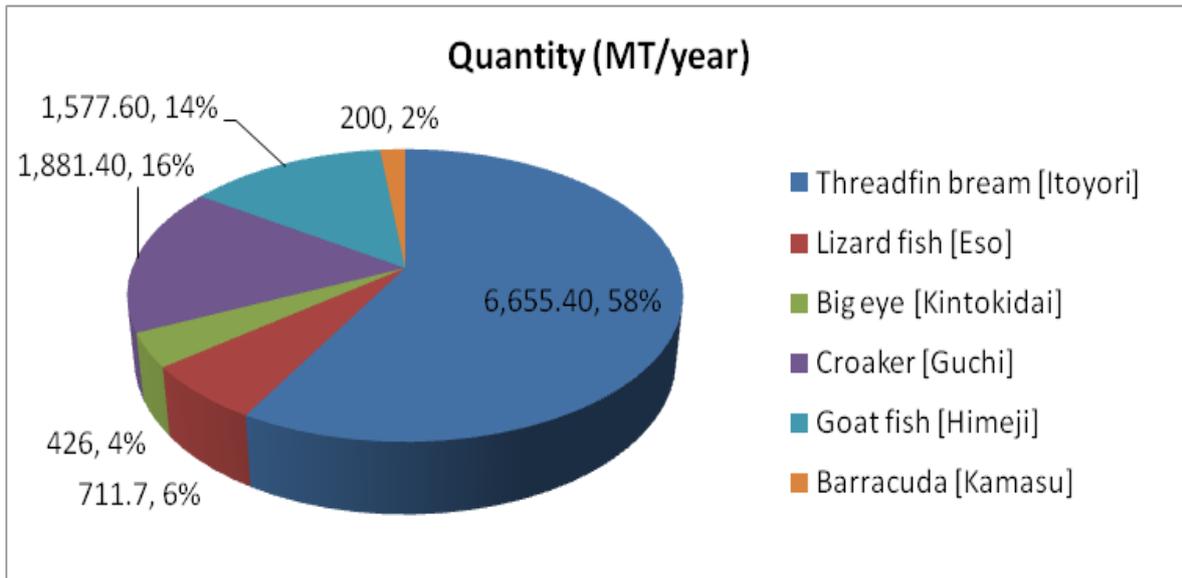


Figure 5: Quantity and percentage of raw material fish species used in Surimi production in 2005.

➤ **Export information**

In the year between 2004-2005 Myanmar exported a total of 4230MT to many countries, the main importer was Japan. 80% of total surimi production exported to Japan, while 18% to China and another 2% to Australia, Singapore, Taiwan, and Malaysia.

➤ **Constraints/Issues**

- ❖ Raw material supply to industries

4) INDONESIA

➤ **General Information**

Indonesia is the largest country in the Southeast Asian Region and also largest shelf area (to 200m) about 2,700,000 Sq. km and EEZ area 2.7 million Sq. km. Many fishery resources can be used as raw materials for surimi processing. At present there are only 8 processing plants and mainly located in Java mainland. **Table 11** shows list of processing plants and their production capacity in MT/year. **Figure 6** shows the location of surimi processing plants in Indonesia. In 2005 the total surimi production was estimated less than 8,000 MT.

Table 11: List of surimi processing plants and its capacity

No.	Company name	Location	Capacity (MT/Year)
1.	PT. Pulau Mas Moro Mulia	Kepulauan Riau	1,000
2.	PT. Sumber Laut Utama	Jambi	1,000
3.	PT. Muara Manggalindo	Jakarta	2,700
4.	PT. Nam Kyung Korea Indonesia	Tegal, Jawa Tengah	1,500
5.	PT. Blue Sea Industry [Since 2005]	Pekalongan, Jawa Tengah	4,000 [expected]
6.	PT. Sinar Bahari Agung	Kendal, Jawa Tengah	600
7.	PT. Maya Food Industries	Pekalongan, Jawa Tengah	50
8.	PT. Southern Marine Product	Probolinggo, Jawa Timur	2,400

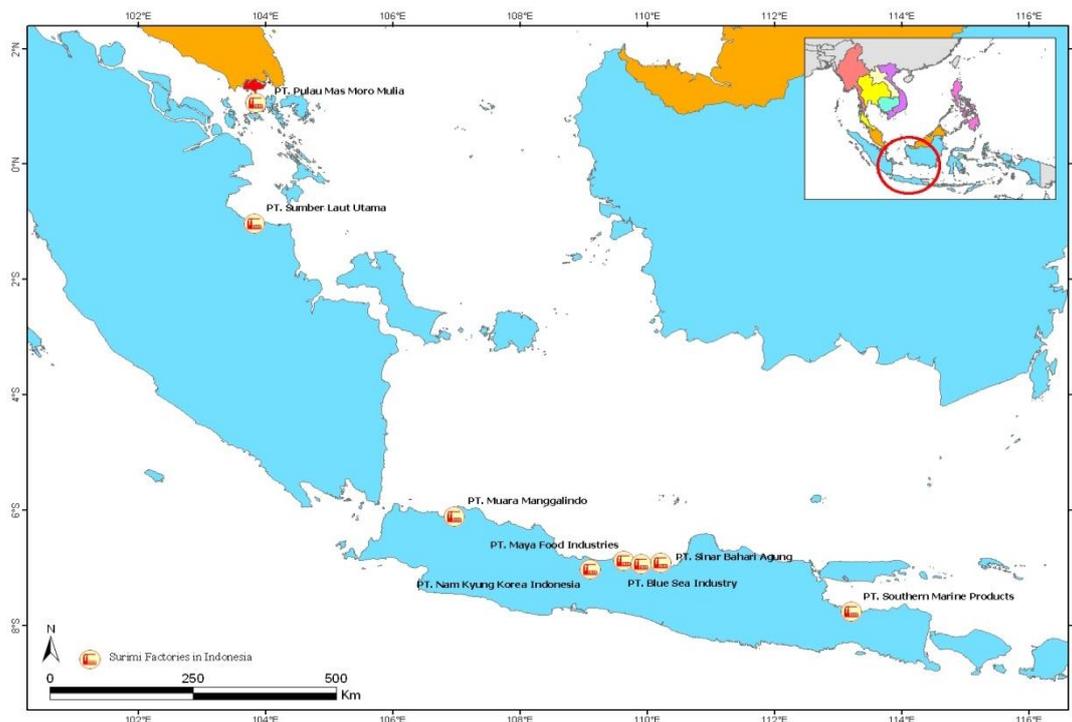


Figure 6: Location of Surimi processing plants in Indonesia.

Raw materials such as Threadfin bream, Big eye, Croaker, Goat fish and others mostly come from Java sea, sea around Riau and Jambi province in western Kalimantan. **Table 12** shows the list of raw materials used in Indonesia processing plants. **Figure 7.1** shows the percentage of raw materials used in Indonesia.

Table 12: List of raw materials used for surimi products in Indonesia

No.	English name	Trade name	Scientific name	Indonesian local name
1.	Threadfin bream	Itoyori	<i>Nemipterus spp.</i>	Kurisi
2.	Lizard fish	Eso	<i>Saurida spp.</i>	Bluso, Ikan Pisang-pisang
3.	Big eye	Kinmedai Kintoki-dai	<i>Priacanthus spp.</i>	Ikan Merah, Mata Goyang
4.	White croaker	Guchi		Ikan Gulamah, Tigawaja
5.	Goatfish	Himeji		Kuniran, Ikan Biji Nangka
6.	Shad			Ikan Beliak Mata
7.	Singapore silver biddy		<i>Gerres kapas</i>	Kapasan
8.	Glass fish	Kurosagi		

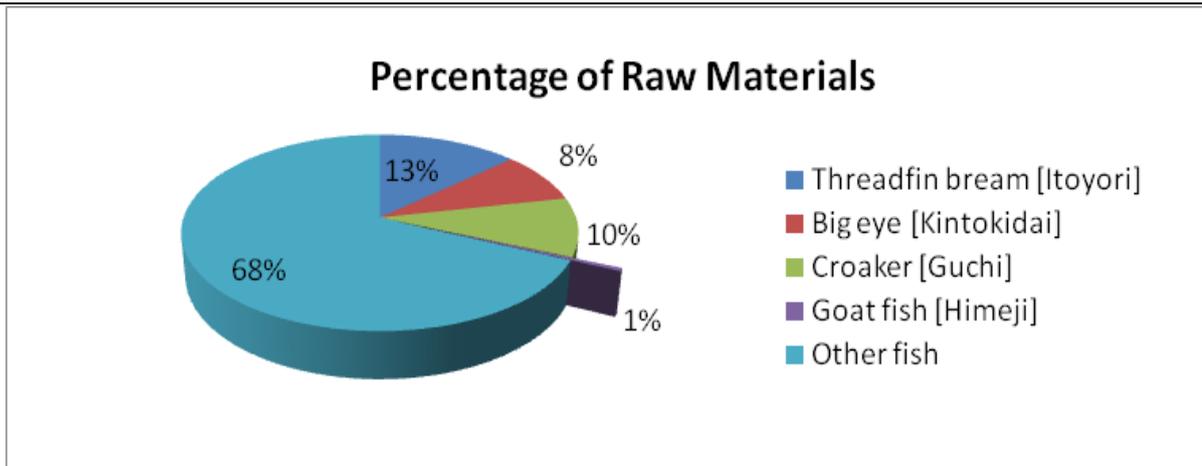


Figure 7.1: Percentage of Raw Materials used in Surimi Processing Plants in Indonesia.

➤ **Export Information**

Quantity of frozen surimi production from 6 processing plants as appeared in **Table 13** show that it was about 5,110 MT export to the Asian Countries such as Korea, Japan, Singapore, Taiwan and Hong Kong only.

➤ **Sources of Raw Materials :** (see Figure 7.2)

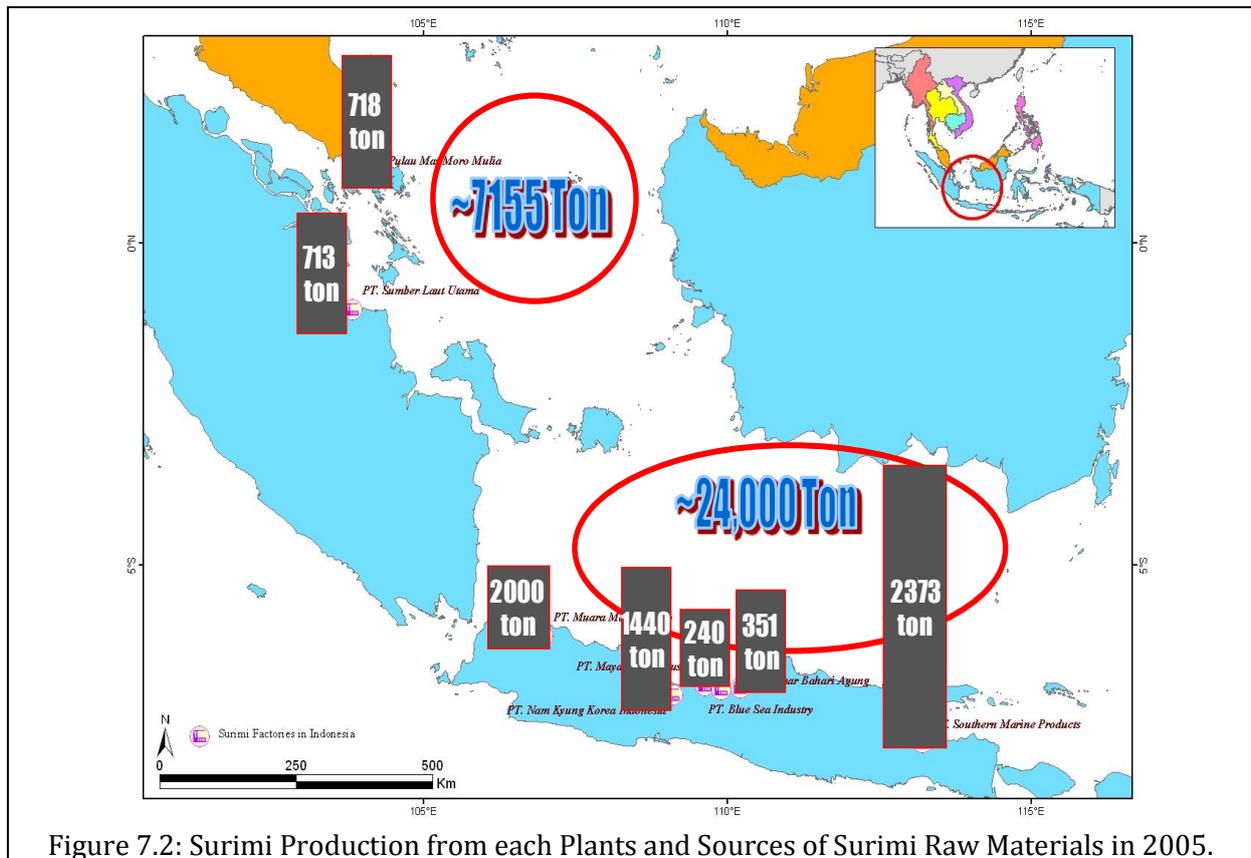


Figure 7.2: Surimi Production from each Plants and Sources of Surimi Raw Materials in 2005.

Table 13: Export data during 2003-2005 in Indonesia

No.	Company name	Export surimi quantity (MT/year)			
		2003	2004	2005	2006
1.	PT. Pulau Mas Moro Mulia	333.0	115.0	100.5	
2.	PT. Sumber Laut Utama	970.8	1,093.4	703.0	
3.	PT. Nam Kyung Korea Indonesia		468.0	1,440.0	May 72.0
4.	PT. Sinar Bahari Agung			469.4	May 307.9
5.	PT. Maya Food Industries			nd	May 24.0
6.	PT. Southern Marine Product			2,373.5	Jan-May 772.9
Total		1,303.8	1,676.4	5,086.4	-

➤ **Constraints/Issues**

- ❖ Raw material decrease, Shortage of raw material
- ❖ Freshness of raw material
- ❖ Raw material depend on landing site
- ❖ Raw material competition with the local market
- ❖ Oil crisis, policy in 2006 difficult to support fisher
- ❖ Long time of fishing operation 1 month/trip

5) MALAYSIA

➤ **General Information**

Based on the Federal Agriculture Marketing Authority (FAMA), there are three types of producers of Surimi and Surimi-based products by State namely surimi, otoshimi and surimi-based products. Only 6 were recorded as surimi producers. Up till end of April 2001, 29 fish-based establishments, including those involved in surimi and surimi-based products have been certified under the Ministry of Health certification program. Presently there are 27 establishments processing surimi and fish mince for the local food industry and for export, the production capacity ranging from 0.5 to 380 tonnes per month (Department of Fisheries, 2001). These processors are located throughout the country, mainly in the vicinities of urban dwellings. **Table 14** shows four processing plants and their quantity products from 2001-2006. It is found that QL Foods Sdn. Bhd. Is the largest surimi producers located in Perak State. The quantity of surimi products were averaged 82,000MT per year. While another processing plants were produced around 3,000- 4,500MT/year only. Overall production of surimi products in 2005 was around 100,000MT for six main surimi processing plants.

Table 14: List of main surimi processing plants and their annual products during 2001 to 2006

No.	Company name	Surimi production quantity (MT/year)					
		2001	2002	2003	2004	2005	2006
1.	QL Foods Sdn. Bhd.	84,000	80,000	70,000	80,000	84,000	82,000
2.	QL Marine Products Sdn. Bhd.			3,600	3,000	3,800	4,000
3.	Global Ocean Frozen Food Sdn. Bhd.			3,600	3,000	2,500	3,200
4.	Ocean Fresh Seafood Products Sdn. Bhd.		5,400	5,000	4,800	5,000	4,500
	Total	84,000	85,400	82,200	90,800	95,300	93,700

*Information from questionnaire.

Raw materials used in surimi products were shown in **Table 15**. It was almost 670,000 MT of raw materials supplied into surimi processing plants in Malaysia. Not only main species such as Threadfin bream, Lizard fish, Big eye, Croaker and Goat fish but the Barracuda is also the main species used in Malaysia. **Figure 8** show the percentage of raw materials by species used in surimi processing plants in Malaysia. Most raw materials are from the EEZ of Malaysian waters such as in Malacca Strait, East coast of Peninsular Malaysia, Sarawak and Sabah waters.

Table 15: List of Raw materials used for surimi products in Malaysia

No.	English name	Trade name	Scientific name
1.	Threadfin bream	Itoyori	<i>Nemipterus</i> spp.
2.	Lizard fish	Eso	<i>Saurida</i> spp.
3.	Big eye , Ox-eye scad	Kintoki-dai	<i>Priacanthus</i> spp.
4.	Croaker, Jewfish	Guchi	<i>Pennahia</i> spp. <i>Johnius</i> spp.
5.	Goatfish	Himeji	<i>Parupeneus pleurospilus</i> <i>Upeneus</i> spp.
6.	Barracuda		<i>Sphyrnaena</i> spp.
7.	Ribbon fish, Hairtail		<i>Trichiurus</i> spp.
8.	Pike Conger	Hamo	Muraenesocidae
9.	Greenling		<i>Pleurogrammus</i> spp.

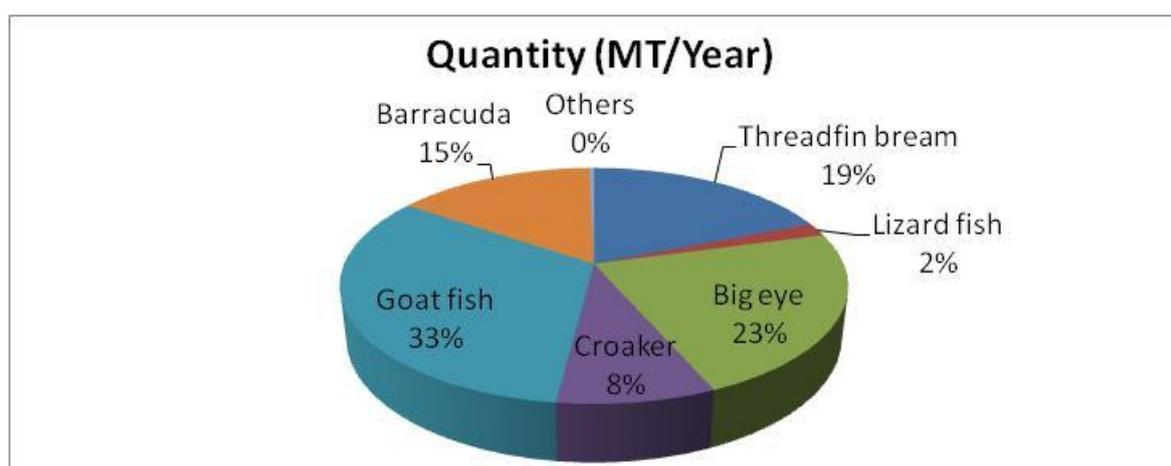


Figure 8: Percentage of raw materials used in Surimi processing plants in Malaysia.

➤ **Export Information**

Surimi products from Malaysia are used in local surimi-based products processing plants and also export to many countries. Main import or main suppliers in the year 2000 was USA but in the year 2001 mainly import from Chile which shared about 65%, the other import are Japan (16%), Singapore (10%), Thailand (4%), Vietnam (3%) and Denmark (2%). In 2001, main export destination is Korea which shared 96.5% of total export, follow by Taiwan (1.6%) and Singapore (0.85%). Other export destinations are Philippines, Brunei Darussalam, UAE, Indonesia and Cambodia which represent less than 0.5%.

➤ **Constraints/Issues**

- ❖ Insufficient raw material
- ❖ Supply of raw materials which is declining especially from the waters in the South China Sea because of intensive fishing efforts employed by Malaysian fishermen and also by fishermen from neighboring countries. But the supply of raw materials in waters from Sabah and Sarawak is still not fully exploited whereby there is an estimated 40,000 mt of pelagic species (eg. selayang) which can be landed yearly and can be used for processing otoshimi.
- ❖ High production cost due to increase in raw material, increase in ingredient cost, fuel (due to transportation), and increase in transportation charges from customer.
- ❖ Low oversea market price in Korea & Singapore
- ❖ Insufficient single species fish for making high quality Surimi. Have to use as many as 20 kinds of fish to make Mixed grade Surimi but price of mixed grade is cheap. And get additional supply from Tunjung Manis deepseas operators but supply is also not enough and cost is high due to extra freight.
- ❖ Species of fish landed is only suitable for producing surimi of lower grades.
- ❖ Surimi produced using fresh water species of fish is constrained by higher producing cost and lower conversion ratio.
- ❖ Lower incentives and lesser basic amenities to attract deep sea fishing vessels to land in Malaysia compared to Thailand. Landing bases in Thailand have modern and better infrastructures including deeper estuaries, providing credit and collateral facilities and also ensuring all catches landed are purchased without taking grade into account.

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Company name: **PT. Muara Manggalindo**
Contact address: Jl. Muara Baru Ujung Blok H Kav. 1-10 Jakarta 14440 Indonesia
Contact person: Mr. Hartono Tan
 hartono@manggalindo.com
Business: Surimi [Seafood Processor and Exporter]
Year of established: Manggalindo group in 1987
 Seafood Processing Plant in June 2005
Telephone: +62-21-6621577
Fax: +62-21-6615671
Email: sales@manggalindo.com, marketing@manggalindo.com, ida@manggalindo.com
Web site: http://www.manggalindo.com
Market: Singapore, Japan
Note: Brand name: AGROSEA

Company name: **PT. Nam Kyung Korea Indonesia**
Contact address: Jl. Raya Sidoharjo Km 11 No. 160 Suradadi-Kab. Tegal 52182, Indonesia
Contact person: Cho, Teck Yeun [Director]
Business: Surimi
Year of established: 2003/ Surimi 2004
Telephone: +62-283-3306029/320752
Fax: +62-283-320752
Email: -
Web site: -
Market: Korea

Company name: **PT. Blue Sea Industry**
Contact address: Jln. Wr. Supratman Rt 1/Rw 15 Pekalongan, Jawa Tengah, Indonesia
Contact person: -
Business: Surimi
Year of established: June 2006 [Start produce July 2006]
Telephone: +62-285-423405/406
Fax: +62-285-423404
Email: -
Web site: -
Market: Korea

Company name: **PT. Sinar Bahari Agung**
Contact address: Jl. Raya Kendal-batang Km12, Keb. Kendal, Jawa Tengah, Indonesia
Contact person: H. Machfudz Amin
Business: Surimi
Year of established: 2001 [start operation on 10 April 2003]
Telephone: -
Fax: -
Email: -
Web site: -
Market: Taiwan, Hong Kong, Singapore, Korea

Company name: **PT. Maya Food Industries**
Contact address: Jl. Jlamprang, Krapyak Lor, Pekalongan, Jawa Tengah, Indonesia 51124
Contact person: Drs. Eddy Purnomo
Business: Surimi
Year of established: 1995/ Surimi 2005
Telephone: +62-285-421676, 424557
Fax: +62-285-422551, 424521
Email: mfi-pkl@telkom.net
Web site: -
Market: Taiwan, Singapore
Note: Brand name: Ranesa Surimi

Company name: **PT. Southern Marine Product**
Contact address: Jl. Brantas Kel. Pilang, Kec. Kademangan Probolinggo, Jawa Timur, Indonesia
Contact person: -
Business: Surimi
Year of established: April 2003
Telephone: +62-335-422777

Fax: +62-335-422777
Email: -
Web site: -
Market: Japan, Singapore

Malaysia

Company name: **QL Foods Sdn. Bhd.**
Contact address: Lot 9120 & 9121 Jalan Tepi Sungai, 36400 Hutan Melintang, Perak, Malaysia
Contact person: -
Business: Surimi and Surimi base product [Surimi, Chilled Product, Frozen Product, Karasaki Ika]
Year of established: 1990
Telephone: +605-6414292/ 6415805
Fax: +605-6412257
Email: ql@tm.net.my
Web site: <http://www.qlfoods.com/>, <http://qlfoods.asiaep.com/qlfood.htm>
Market: -
Note: Surimi base product under brand names of "Top 1", and "Mushroom"

Company name: **Ocean Fresh Malaysia
Ocean Fresh Seafood Products Sdn. Bhd.**
Contact address: Lot 19869 Kampong Baru, Peramu, 26060 Kuantan, Pahang, Malaysia
Contact person: -
Business: Surimi and Surimi base product
Year of established: 1990
Telephone: +6012-3220300, +6012-3661630
Fax: +603-61205780
Email: Ocean.Fresh@yahoo.com, jackchua@malbiz.com
Web site: <http://www.malbiz.com/OceanFresh.htm>
Market: EU, USA, Taiwan, Japan, Korea, China [from website]
Note: Surimi base product under brand name "Ocean Fresh"

Company name: **QL Marine Products Sdn. Bhd.**
Contact address: Mile 6.5, Off Jalan Tuaran, 88450 Inanam, Sabah, Malaysia
Factory Kg Bolong, Tuaran, Sabah, Malaysia
Contact person: -
Business: -
Year of established: 1990
Telephone: -
Fax: -
Email: -
Web site: -
Market: -

Company name: **Global Ocean Frozen Food Sdn. Bhd.**
Contact address: Lot 191, SEDCO Industrial Estate, mile 3, North Rd., PPM 519 Elipora, 90000 Sandakam, Sabah, Malaysia
Contact person: -
Business: -
Year of established: 1990
Telephone: -
Fax: -
Email: -
Web site: -
Market: -

Company name: **Kinetic Food Processing Sdn. Bhd.**
Contact address: No. 11 & 13, Ground Floor, Jalan Tapang Timur, 96000 Sibul, Sarawak, Malaysia
Contact person: -
Business: -
Year of established: 1997
Telephone: +6084-332201 / 322001
Fax: +6084-310001
Email: peterkin@tm.net.my, kinpms@tm.net.my

Web site: <http://www.ktstrade.com.my/kft/frozen.htm>
Market: -

Company name: **Ta Hsin Enterprise Sdn. Bhd.**
Contact address: Lot 983, section 66 Jalan Tambatan Pending Industrial Estate 93450 Kuching, Sarawak, Malaysia
Contact person: -
Business: -
Year of established: 1992
Telephone: -
Fax: -
Email: -
Web site: -
Market: -

Company name: **Perikanan LKPP Fort Sdn Bhd [from internet]**
Contact address: Lot No. PTK 3/3/9476, Tanah Putih, 25150 Kuantan, Pahang, Malaysia
Contact person: En Fauzun bin Abdul Samad
Business: Manufactured of Surimi and Other Fishery Products
Year of established: -
Telephone: +609-5121003
Fax: +609-5156855
Email: alfie@tradenex.com
Web site: <http://www.tradenex.com/sites/plkpp/>
Market: Japan, United Kingdom

Myanmar

Company name: **Pyilonechantha Trading Co., Ltd.**
Location: Industrial Zone (3) Yangon
Contact address: No. 160, U Tun Nyo Street, Industrial Zone (3), Shwepyitha Township, Yangon, Myanmar
Contact person: -
Business: Surimi plant and cold storage
Year of established: 1993, Surimi plant was started in 1994
 In 2004 the company invested new factory in Shwepyitha Industrial Zone (3)
Telephone: +95-1-220192
Fax: +95-1-228292
Email: pyilonechantha@mptmail.net.mm
Web site: -
Market: Japan, Australia, Singapore

Company name: **A.S.K. Andaman Limited**
Location: Myeik Industrial Zone, Myeik Township, Thanintharyi Division, Myanmar
Contact address: Yangon Office: 11-A, Thanlwin Road, Kamayut Township, Yangon, Myanmar
Contact person: Mr. Giegy Angelo [Production manager, Surimi and value added products]
Business: Surimi plant and cold storage
Year of established: 2003, started surimi processing line in 2004
 [Joint venture between Texchem Group Food Division with Mascot Industries Co., Ltd. in Myanmar]
Telephone: +95-1-505-535/707-232
Fax: +95-1-501-785/505-464
Email: gpa-aska@myanmar.com.mm, owt-aska@myanmar.com.mm, gen-aska@myanmar.com.mm
Web site: <http://www.texchemgroup.com>
Market: Japan and Malaysia (to Seapack Food Sdn Bhd in Penang)

Company name: **Pyi Phyo Tun International Company Limited (PPT)**
Location: Strand Road, Thalaisu Quarter, Myeik
Contact address: Yangon Office: No.15, 11th Street, Lanmadaw Township, Lanmadaw P.O. 11131, Yangon, Myanmar
Contact person: Mr. Hla Than [Director]
Business: Marine products, fish meal factory, cold storage, veneer factory
Year of established: 1993, Surimi processing line has not started
Telephone: +95-1-222-630, 220-427, +95-59-41728
Fax: +95-1-225-803, +95-59-41729
Email: PPTAMP@mptmail.net.mm
Web site: -
Market: -

Company name: **Min Zar Ni Co., Ltd.**
Location: Industrial Zone (1), Yangon
Contact address: No. 4-Kha/1, Hlaing River Bank Road, Thaung Gyi Taung Quarter, Industrial Zone (1), Hlaing Thar Yar Township, Yangon, Myanmar
Contact person: Mr. Ye Linn Naing [Director]
 U Nyo Min
Business: Cold storage and processing plant
Year of established: 1995 / Surimi 2003
Telephone: +95-1-684-181 to 3
Fax: +95-1-684-185
Email: minzarni@mptmail.net.mm
Web site: -
Market: Japan (first meeting)
Note: Chinese Company (Owner); Brand name: Royal Sea Princess

Company name: **Pearl Sea Co., Ltd.**
Location: Industrial Zone (4), Yangon
Contact address: No. 127, Wat Ma Suit, Won Tauck Road, Hlaing Thar Yar Industrial Zone (4), Yangon, Myanmar
Contact person: Mr. Aung Zaw Oo
Business: Surimi plant
Year of established: 2003 (first meeting)
Telephone: +95-1-685010
Fax: -
Email: -
Web site: -
Market: China (first meeting)
Note: Chinese Company (Owner)

Company name: **General light Co., Ltd.**
Location: -
Contact address: Pa-Dauk-Chaung Police Station Compound, Bayint naung Main Rd., 4 Quarter, Hlaing Township, Yangon, Myanmar
Contact person: -
Business: -
Year of established: 2001
Telephone: +95-1-682052
Fax: -
Email: -
Web site: -
Market: Taiwan (first meeting)

Thailand

Company name: **B. S. Manufacturing Co., Ltd.**
Contact address: 9/99 Moo 7, Bangna-Trad Rd., Bangchalong, Bangplee, Samut Prakan 10540
Contact person: Mr. Satién Pornyuenyong (Managing Director)
Business: Frozen imitation crab meat, frozen fish paste (Surimi), frozen fish roll (Chikuwa), frozen fish cake (Kamaboko)
Year of established: 1986
Telephone: +66(2)3168394, 3993401-4
Fax: +66(2)3993405
Email: bs@mail.thailand.net, bsmnuf@ksc.th.com
Web site: <http://www.directory.thailand.net/bs>
Market: Africa, Asia Pacific, East Asia, Southeast Asia, Western Europe
Note: Brand name: customer's brand

Company name: **Premier Frozen Product Co., Ltd.**
Contact address: 1/98 Moo 12, Soi Watbangpleeyai, Bangna-Trad Rd. (Km. 13), Bangpleeyai, Bangplee, Samut Prakan 10540
Contact person: Mr. Somnuek Jaisunthud (Factory Manager)
 sunmarine@loxinfo.com
Business: Surimi
Year of established: August, 1988

Telephone: +66(2)3171134-6
Fax: +66(2)3171450
Email: -
Web site: -
Market: Japan, Korea, Domestic

Company name: **Andaman Surimi Industries Co., Ltd.**
Contact address: 12/32 Moo 3, Rama II Rd., Bangkachao, Muang Samutsakhon, Samutsakhon 74000
Contact person: Mr. Anucha Techanitisawad (Managing Director)
Business: Manufacture of frozen minced fish (surimi) and fish meal
Year of established: March 13, 1990 2000
Telephone: +66(34)822958-9
Fax: +66(34)822931
Email: atech@ji-net.com
Web site: -
Market: Japan, Korea, Europe
Note: Brand name: Andaman Surimi

Company name: **Anusorn Mahachai Surimi Co., Ltd.**
Contact address: 59/7 Moo 8, Tasai, Muang Samutsakorn, Samutsakhon 74000
Contact person: Mr. Aphichai Techanitisawad (Managing Director)
 aphichai@anusorn.co.th
Business: Surimi
Year of established: August 14, 2003 (Start operated at August 11, 2004)
Telephone: +66(34)414161-4
Fax: +66(34)414165
Email: marketing@anusorn.co.th
Web site: <http://www.anusorn.co.th>
Market: Korea, Japan, EU, Singapore, Malaysia, Domestic
Note: Brand name: AMS

Company name: **Apitoon Enterprise Industry Co., Ltd**
Contact address: 5/1 Moo 5, Tasai, Muang Samutsakhon, Samutsakorn 74000
Contact person: Mr. Phiboon Chuenchusakul (Managing Director)
Business: Frozen minced fish meat (surimi), other frozen marine products
Year of established: 1975/Surimi 1983
Telephone: +66(2)2850051, +66(34)421112
Fax: +66(2)2850359, 2850369
Email: apitoon@apitoon.com
Web site: <http://www.apitoon.com/index.html>
Market: Japan, Singapore, USA, Italy, Spain, France
Note: Brand name: Apitoon Surimi

Company name: **K.L. Cold storage Co., Ltd.**
Contact address: 78 Moo 4, Tasai, Muang Samutsakorn, Samutsakorn, 74000
Contact person: Ms. Rawiwan Pratanporn (Managing Director)
 Mr. Katha Sakornsinn (Factory manager)
Business: Surimi [Cold storage, frozen seafood, surimi, breaded products, fillet products]
Year of established: 1988, Surimi started in June, 2005
Telephone: +66(34)822371-3, 413311-19
Fax: +66(34)822374, 413320
Email: katha@mail.klcold.co.th
Web site: -
Market: Japan

Company name: **Lucky Food (Thai) Co., Ltd.**
Contact address: 63/2 Moo 6, Thonburi-paktho Rd., Bangkrachao, Muang Samutsakorn, Samutsakorn, 74000
Contact person: Mr. Noppadol Srisaowakul (Managing Director)
 Mr. Wirat Tumkram (Assistant of production general manager)
Business: Surimi
Year of established: 1983
Telephone: +66(34)839483-5, 839863-5
Fax: +66(34)839482
Email: luckyppl@ji-net.com
Web site: <http://www.luckyfoods.thailand.com>

Market: Japan, Hong Kong, Taiwan, Singapore, Domestic
Note: Brand name: Lucky

Company name: **Lucky Surimi Products Co., Ltd.**
Contact address: 73/3 Moo 8, Rama II Rd., Bangkrachao, Muang Samutsakhon, Samutsakorn, 74000
Contact person: Mr. Piti Kittithirapornchai (Managing Director)
Mr. Kittipong Vivitvorakit (Plant manager)

kittipong@luckysurimi.com
Business: Surimi and Surimi base product
Year of established: April 1, 1999
Telephone: +66(2)4760674-82, +66(34)845288
Fax: +66(2)4760658, +66(34)845236
Email: lsp@luckysurimi.com
Web site: <http://www.luckysurimi.com>
Market: Japan, Taiwan, France, Singapore, USA, China, Canada, Korea, Domestic
Note: Brand name: Lucky Surimi Products, LSP (for Surimi-base product)

Company name: **Pacific Marine Food Product Co., Ltd.**
Contact address: 75/12 Moo 5, Soi Wat Sopanaram, Ekachai Rd., Kokkham, Muang Samutsakhon, Samutsakorn 74000

Contact person: Mr. Pornsak Thaworntaweewong (Managing Director)
Business: Surimi [Frozen Fish, Dried Fish and Fishmeal]
Year of established: 1990
Telephone: +66(34)833696, 833704
Fax: +66(34)423620, 426743
Email: pacific-pam@hotmail.com, surimithailand@asia.com
Web site: -
Market: Japan, Taiwan, Malaysia, Singapore and Domestic China
Note: Brand name: PAN or PAM

Company name: **Sea Royal Marine Food Product Co, Ltd.**
Contact address: 80 Moo 1, Thamkunakorn Rd., Bangyaprake, Maung Samutsakorn, Samutsakorn, 74000
Contact person: Mr. Sanguan Phurkwattanakul (Managing Director)
Mr. Suphachai Promsema (Factory Manager)

Business: Surimi and Surimi base product
Year of established: February 5, 1987
Telephone: +66(34)423961-4
Fax: +66(34)422829, 841220
Email: sea_royal@yahoo.com
Web site: <http://www.thaifrozensseafoods.com>, <http://www.srm.thailand.com>
Market: Japan, Singapore, Taiwan, Domestic
Note: Brand name: Napachai Surimi (NCS), SR

Company name: **Starfish Co., Ltd.**
Contact address: 79/8 Moo 1, Bangtorud, Muang Samutsakhon, Samutsakhon, 74000
Contact person: Mr. Kwanchai Samutpanich (Managing Director)
Mr. Witit Muangsiri (Asst. Marketing Manager)

witit@starfoods.co.th
Business: Surimi and Surimi base product
Year of established: 1996
Telephone: +66(34)839935-40, 839740
Fax: +66(34)839739
Email: marketing@starfish.co.th, marketing@starfoods.co.th
Web site: -
Market: Japan, Singapore, Korea, Taiwan, EU, Domestic
Note: Brand name: Starfish

Company name: **China Siam Seafoods Co., Ltd.**
Contact address: 69 Moo 5, Highway 41 Rd., Khaothan, Thachang, Suratthani 84150
Contact person: Mr. Somkiat Kiatsrichart (Owner)
Ms. Suwanna Kiatsrichart (Managing Director)
Mr. Rungwit Kiatsrichart (Marketing Manager)

Business: Surimi
Year of established: 1996
Telephone: +66(77)260601-4

Fax: +66(77)260605
Email: css@chinasiam.com, css_foods@yahoo.com
Web site: -
Market: Taiwan, China, Japan, Korea
Note: Brand name: CSS

Company name: **Siamchai International Food Co., Ltd. [SIFCO]**
Contact address: 73/3 Moo 2, Petkasem Rd., Bangrin, Muang Ranong, Ranong 85000
Contact person: Mr. Tanarat Tanacheevit
 Mrs. Salim Tanacheevit (Managing Director)
 Miss Urai Sathachit (Vice Managing Director)
Business: Soft cuttlefish, squid, surimi, BT. Shrimp, frozen fish, octopus, cuttlefish, value-added seafood, soft shell crab
Year of established: 1987
Telephone: +66(77)833861, 833862, 833863, 833864, 811889, 821412
Fax: +66(77)824989, 821413, 821414
Email: sifco@sifcogroup.com, sifco@samart.co.th, quotation@sifcogroup.com
Web site: http://www.sifcogroup.com
Market: Japan, China, Singapore, Taiwan, USA, Canada, Hong Kong, and etc.
Note: Brand name: SIFCO Surimi, Andaman Queen

Company name: **Kantang Seafood Co., Ltd.**
Contact address: 32/50 Kuenta Rd., Kantang, Kantang, Trang 92110
Contact person: Mr. Kriangsak Setavorphan (Managing Director)
 Mr.Piman Dongdunk (Factory Manager)
Business: Surimi and Surimi base product
Year of established: August 25, 1989
Telephone: +66(75)251450, 252008, 251655
Fax: +66(75)251789, 251358, 251703
Email: ktgroup@cscoms.com
Web site: -
Market: Japan, Korea, Malaysia, Singapore, Domestic
Note: Brand name: KSF

Company name: **Trang Sure Co., Ltd.**
Contact address: 88/8 Moo 4, Kuang Pai San Rd., Nathamneua, Muang Trang, Trang, 92190
Contact person: Mr. Praves Sirisuttinunt (Managing Director)
 Ms. Sriprae Chuaydoo (QC Manager)
Business: Surimi [Frozen minced fish meat (surimi), frozen seafood, frozen fish fillet]
Year of established: 1992
Telephone: +66(2)8633288, +66(75)276011-6
Fax: +66(2)863-1390, +66(75)276020
Email: export@trangsure.com, trgsure@cscoms.com, tsubkk@cscoms.com
Web site: http://www.trangsure.com
Market: Japan, Korea, Taiwan, Singapore, USA, Europe, Malaysia
Note: Brand name: Trang Sure

Company name: **Thaveelarp Fisheries Ltd. Part**
Contact address: 61 Kittikhun Rd., Kantang, Trang 92110
Contact person: Mr. Kajornsak Julavittayanukool
Business: Surimi
Year of established: 1990
Telephone: +66(1)6894505
Fax: +66(2)2233260
Email: -
Web site: -
Market: -

Company name: **Hai Tai Seafood Co., Ltd.**
Contact address: 64/2 Moo 5, Chana-Pattani Rd., Banna, Chana, Songkhla, 90130
Contact person: Ms. Kanchaporn Saeliaw (Production general manager)
Business: Surimi
Year of established: 1994
Telephone: +66(74)378391-7
Fax: +66(74)378398-9

Email: ht-mm@sanook.com
Web site: -
Market: Korea (Head office of this company is in Korea)
Note: Brand name: Hai Tai

Company name: **Man A Frozen Food Co., Ltd.**
Contact address: 3/2 Moo7, Kao Roubchang, Maung Songkhla, Songkhla, 90000
Contact person: Mr. Mana Sripitak (Managing Director)
Mr. Sutthipong Charnthanyakam
sutthipong@manafish.com
Business: Surimi and Surimi base product
Year of established: 1990 (September 7, 1990)
Telephone: +66(74)336102-6
Fax: +66(74)336107
Email: manabkk@asiaaccess.net.th, manafish@manafish.com, mana_fish@hotmail.com
Web site: <http://www.manafish.com/th/news.aspx>
Market: Japan, Singapore, Hong Kong and domestic
Note: Brand name: Man A, Pure Fish

Company name: **Pacific Fish Processing Co., Ltd.**
Contact address: 27/4 Moo7, Kaoseng-Jana Rd., Kao Roubchang, Muang Songkhla, Songkhla, 90000
Contact person: Mr. Amnouychock Yodkaev (Surimi Factory Manager)
chock@pfp-pacific.com
Business: Surimi and Surimi base product
Year of established: 1984
Telephone: +66(2) 2854070-5, +66(74)323207-9, 336011-3, 435283-92
Fax: +66(74)323210, 321021, 336018-9, 435-291
Email: export@pfp-pacific.com, sale@pfp-pacific.com
Web site: <http://www.pfp-pacific.com>
Market: Japan, Taiwan, Malaysia, Singapore, Hong Kong, China, Australia, France, Canada, USA, and domestic
Note: Brand name: PFP (for Surimi-base product)

Company name: **Buyong General Co., Ltd.**
Contact address: 75/12 Moo 8, Ban Khoak Ma, Nong Chik-Jana Rd., Banna, Jana, Songkhla 90130
Contact person: -
Business: Surimi
Year of established: 2005
Telephone: +66(74)342261
Fax: -
Email: -
Web site: -
Market: -

Company name: **Chaicharoen Marine (2002) Co., Ltd.**
Contact address: 364 Moo 8, Na Kleau Rd., Bana, Muang Pattani, Pattani 94000
Contact person: Mrs. Supawadee Choksakulnimitr (Managing Director)
Business: Surimi
Year of established: 2003
Telephone: +66(73)333444, 311142-3
Fax: +66(73)348216, 311121
Email: cmr@loxinfo.co.th
Web site: <http://www.cmr2002.com>
Market: Japan, Singapore, Malaysia
Note: Brand name: CMR, Chaicharoen Surimi

Vietnam

Company name: **Viet Truong Co., Ltd.**
Contact address: Vinh Niem Industrial Park, 1e Chan District, Hai Phong City, Vietnam
Contact person: Mr. Ngo Viet Truong (Director)
Business: Surimi [Seafood Processing including Surimi and import-export, Main product is frozen fish and squid.]
Year of established: 2001 (Surimi May 2006)

Telephone: +84-31-742563
Fax: +84-31-742960
Email: viettruongco.ltd@hn.vnn.vn
Web site: -
Market: Korea, Japan [Kanafuku Company], (Singapore)

Company name: **Danifoods D&N Foods Processing Co., Ltd.**
Contact address: 62 Yet Kieu Street, Tho Quang, Son Tra District, Danang City, Vietnam
Contact person: Mr. Noboru Sakaguchi (Director)
 Mr. Nguyen Van Thuong (Manager of Trading Dept.)
 ngvanthuong@vnn.vn
Business: Surimi and Surimi base product
Year of established: 1996
Telephone: +84-511-848170, 848171, 848178
Fax: +84-511-848230
Email: dnf@dng.vnn.vn
Web site: -
Market: Japan, Thailand, China, New Zealand
Note: This is Japanese company "Daiichi Chinmi". Have 5 factories, 2 in Japan 1 in China, 1 in Thailand, and 1 in Vietnam.

Company name: **Tien Dat Seafood Processing Co., Ltd.**
Contact address: Lang Cat Hamlet, Tan Hai Commune, Tan Thanh District, Ba Ria-Vung Tau Province, Viet Nam
Contact person: Mr. Nguyen Thanh Dat (Planning Manager)
Business: Surimi [Seafood processing, Main business: Manufacturing and processing sea product for export and domestic market. Farm product processing and export. Main product: Specializing product processing and export Surimi]
Year of established: 7 June 1997, Surimi 1998
Telephone: +84-64-844603, 844651, 844652
Fax: +84-64-844653
Email: seafood@hcm.vnn.vn, tiendat@vasep.com.vn, tiendatseafood@vnn.vn
Web site: <http://www.vasep.com.vn/tiendat/>
Market: Japan, Korea, Australia, Singapore, Malaysia, Russia

Company name: **Baria-Vungtau Seafood Processing and Import-Export Joint Stock Company Baseafood [Factory No. II]**
Contact address: 460 Truong Cong Dinh Street, Vungtau City, Baria-Vungtau Province, Vietnam
Contact person: Mr. Pham Kim Dien (Vice Director)
Business: Surimi [Seafood processing]
Year of established: 1982, Surimi 1991
Telephone: +84-64-580085, 580702, 837313
Fax: +84-64-837312
Email: baseafoodvn@vnn.vn, bsf@hcm.vnn.vn, bsff20@hcm.vnn.vn
Web site: <http://www.baseafood.net>
Market: EU, Japan, Korea [main], Singapore, Taiwan, Thailand, China, Mexico
Note: There are 5 factory; No.1 and 4 in Baria Town, No.2 in Vungtau city, No.3 in Phuoc Hai Village, Dat Do District, No.5 in Long Hai Town, Long Dien District. Factory No.2 and 3 produce Surimi.

Company name: **Coimex [Condao Seaproducts and Import Export Company]**
Contact address: 40 Le Hong Phong Street, Ward 4, Vung Tau City, Vietnam
Contact person: Mr. Nguyen The Hung (Vice Director)
Business: Surimi and Surimi base product, Fish sauce factory.
Year of established: 17 September 1992, Surimi in 1995
Telephone: +84-64-839914, 839362, 837794
Fax: +84-64-839360
Email: coimexco-cty@hcm.vnn.vn, thehung@coimexvn.com, coimexdpt@hcm.vnn.vn
Web site: <http://www.coimexvn.com>
Market: Korea, Russia & SNG, Japan, USA, Singapore, Taiwan, EU, Australia, Hong Kong
Note: First started as State-owned Company, but at present Joint Stock Company now [Gov.51% Private 49%]

Company name: **Viet Nam Changhua Aquatic Foodstuff Co., Ltd.**
Contact address: Office: 04 Trung Trac Street, Ward 1, Vung Tau City, Vietnam
 Factory: 1738 30/4 Street, Ward 12, Vung Tau City, Vietnam
Contact person: Mr. Zhang Xue Jun (General Director)

