

International Fishmeal & Fish Oil Organisation

iffo

2004 Annual Conference

Buenos Aires, Argentina

7 – 11 November 2004

'PARTNERS IN THE VALUE CHAIN'



President's Invitation

On behalf of IFFO, I have pleasure in inviting you to the 2004 Annual Conference of the Fishmeal and Oil Industry.

This year's Conference will have a new look. It contains Plenary Session papers, Workshops, Committee sessions and Traders & Shippers meetings, focusing on the theme of PARTNERS IN THE VALUE CHAIN.

The Conference will take place in Buenos Aires, Argentina, the first time in this country.

As the first Producer Member of IFFO from Argentina, Coomarpes Ltda. has kindly hosted an excursion to Mar del Plata to see its facilities as well as the fishing port and its beautiful surroundings. We expect a large participation at the Conference, particularly from South American Producers. As usual, the Conference will provide an ideal opportunity for formal and informal meetings between friends and customers, and it will also be a good opportunity to reinvigorate our Organisation.

We look forward to seeing you in Buenos Aires.

Sólveig Samúelsdóttir
President

CONFERENCE PROGRAMME

DAY	MEETING/FUNCTION	TIME	P.C.*
Sunday,	Registration	14.00-19.00	E
7 Nov	Welcome Reception	19.00-22.00	E
Monday,	Registration	08.00-15.00	E
8 Nov	Spouses' Tour – Orientation City Tour	09.00-13.00	D
	Producers' Meeting I	09.00-13.00	A+
	Traders & Shippers I - Far East & Middle East	11.00-13.00	C
	Plenary Session I	14.00-17.30	C+
Tuesday,	Spouses' Tour – Excursion to Tigre	09.00-13.00	D
9 Nov	Producers' Meeting II	09.00-13.00	A+
	Traders & Shippers II – North, Central & South America	09.00-11.00	C
	Traders & Shippers III – Europe, Scandinavia & Russia	11.00-13.00	C
	Technical Committee	14.00-16.30	C+
	Workshop I- <i>The need for our industry to engage in meaningful dialogue with environmental organizations.</i>	17.00-18.00	C+
	Workshop II- <i>The future of Europe – open discussion forum.</i>	18.00-19.00	C+
Wednesday,	Workshop III- <i>Capturing value via partnerships in the food chain.</i>	09.00-10.00	C+
10 Nov	Workshop IV- <i>Handling bad publicity.</i>	10.00-11.00	C+
	Workshop V- <i>Contract problems in trading fish oil (with implications for both fish oil and fishmeal) – a case study approach.</i>	11.00-12.00	C+
	Workshop VI- <i>Practical issues of producer compliance with downstream quality needs.</i>	12.00-13.00	C+
	Networking time with some local atmosphere	15.00-18.00	E
Thursday,	Plenary Session II	09.00-12.30	C+
11 Nov	Networking time	15.00-18.00	E
	Cocktail Reception	19.30-20.30	E
	Gala Dinner	20.30-01.00	E
Friday,	Visit to Coomarpes Ltda. fishmeal plant (Mar del Plata)	09.00-21.30	E
12 Nov			

+ These meetings will have simultaneous English/Spanish interpretation.

* PARTICIPATION CATEGORY:

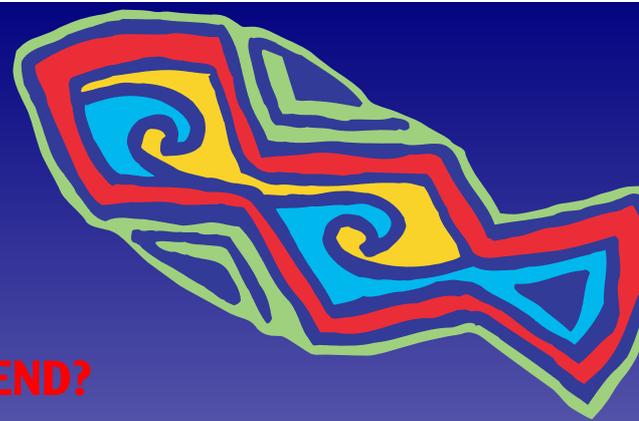
A Registered Members and invited guests of respective IFFO Committees only;

B Registered Members and Associate Members of IFFO only;

D Registered Spouses only;

C Registered Delegates only (excluding spouses);

E All Registered Participants including spouses



WHO SHOULD ATTEND?

The world's producers of fishmeal and fish oil (owners as well as sales and technical managers), together with their customers and industrial partners, attend the IFFO Annual Conference. In addition to producers, this means also international traders and shippers, feed producers and mixers, oil refiners, supplement suppliers and the health food industry, suppliers for fishmeal/oil production and distribution, fish farmers and livestock producers, banks, financial institutions and insurers, consultants, laboratories and analytical services among others. During the week a great deal of business is conducted and new business contacts are made. If you are in the feed or food business or in aquaculture, you should attend this unique annual meeting.

PROGRAMME FOR PLENARY SESSIONS

PLENARY SESSION I Monday 8 November

Forces for change – lessons for the fish/food chain by

Mr Séan Rickard, Senior Lecturer in Business Economics, Cranfield School of Management, UK.

Food safety, sustainability & other key issues in the salmon chain by

Mr Rodrigo Infante, General Manager, SalmonChile, Chilean Salmon Producers' Association, Chile.

The new political & economic direction for Europe by

Mr Struan Stevenson, Member of the European Parliament for Scotland, ex-Chair of EU Fisheries Committee.

The EU fishmeal ban and other potential trade barriers by **Mr Jonathan Shepherd** and **Dr Stuart Barlow**, Directors General of IFFO.

The Skeptical Environmentalist by **Mr Bjørn Lomborg**,

Associate Professor of Statistics, Department of Political Science, University of Aarhus, Denmark.

PLENARY SESSION II Thursday 11 November

Global economic outlook and market prognosis for fishmeal by

Mr Jean François Mittaine, Commercial Director of IFFO.

Market prognosis for fish oil by **Mr Christian Meinich**,

Director of Chr. Holtermann ANS., Norway.

Response from the Traders and Shippers.

Overview of Conference conclusions & Workshops by **Dr Stuart Barlow**, Director General of IFFO.

The seafood industry – keep the good news flowing!

by **Ms Kathleen Zelman**, Director of Nutrition, WebMD Health, USA.

Future priorities for IFFO and the way ahead by **Mr Jonathan Shepherd**, Director General of IFFO.

PROGRAMME FOR WORKSHOPS

WORKSHOPS I & II Tuesday 9 November

17.00-18.00 WORKSHOP I – The need for our industry to engage in meaningful dialogue with environmental organizations, led by **Mr Bjørn Lomborg**, Associate Professor of Statistics, Department of Political Science, University of Aarhus, Denmark.

18.00-19.00 WORKSHOP II – The future of Europe – open discussion forum, led by **Mr Struan Stevenson**, Member of the European Parliament for Scotland, ex-Chair of EU Fisheries Committee.

WORKSHOPS III, IV, V, & VI Wednesday 10 November

09.00-10.00 WORKSHOP III – Capturing value via partnerships in the food chain, led by **Mr Séan Rickard**, Senior Lecturer in Business Economics, Cranfield School of Management, UK.

10.00-11.00 WORKSHOP IV – Handling bad publicity, led by **Ms Kathleen Zelman**, Director of Nutrition, WebMD Health, USA.

11.00-12.00 WORKSHOP V – Contract problems in trading fish oil (with implications for both fish oil and fishmeal) – a case study approach, led by **Mr Stuart Logan**, Director General, FOSFA International, UK. Trade in feed and food ingredients is becoming more sophisticated with demands for traceability, limited contaminants, special quality parameters, e.g. DHA or pepsin digestibility. The workshop will explore how these demands can be met through contracts.

12.00 -13.00 WORKSHOP VI – Practical issues of producer compliance with downstream quality needs, led by **Dr Niels Alsted**, Executive Director, BioMar Group, Denmark. This workshop will explore practical examples of meeting customer requirements originating from end-consumer pressures; as such it will be relevant to fishmeal/oil suppliers as well as feed manufacturers and farmers struggling with new legal and/or customer requirements.



SÉAN RICKARD

“Forces for change – lessons for the fish/food chain”

Séan Rickard studied economics at the London School of Economics and Birkbeck College, London and has an MBA from the Cranfield School of Management. He joined the Economics Group within the Cranfield School of Management in March 1994. Prior to joining Cranfield he worked as a business economist and between 1987 and 1994 was Chief Economist with the National Farmers’ Union, Europe’s largest trade association. Séan is currently one of a small number of economists serving on the UK Government’s Panel of Academic Economists. In 1995 Séan was appointed by the Minister of Agriculture to his Think Tank on reform of European agricultural and rural policy

His Plenary Session paper and workshop will explore how horizontal and vertical collaborations can increase competitive advantage and financial returns for participating enterprises. Using a case study approach the workshop will consist of three elements: demonstrating how cooperation generally delivers a higher payoff than price competition; an illustration of the positive impact of trusting vertical relationships on exchange costs; and an explanation of how such relationships contribute to competitive advantage and increased profits. The workshop will also consider how individual enterprises might go about establishing collaborative business relationships with both rivals and supply chain customers. The presentation will be more practical than technical and workshop participants will be encouraged to raise questions and engage in discussion.



RODRIGO INFANTE

“Food safety, sustainability & other key issues in the salmon chain”

Rodrigo Infante qualified in Chile as an Agronomy Engineer with a postgraduate degree in Environmental Impact Assessment. After working initially in agronomy and animal husbandry, he entered the Chilean salmon farming industry via Hatfield International. In 1990 he joined the Chilean Salmon Association as Marketing Manager and in 1993 was appointed General Manager. In that role Rodrigo has seen the Chilean salmon industry grow to become a world leader.

Rodrigo’s Plenary Session paper focuses on salmon farming and highlights the technical and commercial factors that have helped make Chile such an important export-based player in this market. He discusses the wide-ranging quality demands now being imposed by the end customers and how the industry is responding. For example, SalmonChile is developing a new certification system called SIGES which includes good management practice on the environment, the quality and safety of the product itself, as well as respect for labour relations. SIGES is a certifiable label which will be independently audited, so helping to maintain Chile’s competitive advantage as a salmon producer via continuous innovation.



STRUAN STEVENSON

Member of the European Parliament for Scotland

“The new political and economic direction for Europe”

Struan Stevenson is a Conservative Member of the European Parliament representing Scotland. He is parliamentary spokesman for his party on fisheries and deputy spokesman on agriculture & rural affairs. He also serves on the Employment & Social Affairs Committee and is President of the Sustainable Development Intergroup in the European Parliament.

In his address Mr Stevenson will explain how the powers of the bureaucracy in Brussels have grown. The Commission is now responsible for 60 per cent of the laws

and regulations imposed in Europe and this is causing increasing resentment among EU citizens. He will explain that there is a growing mood of Euro-scepticism in the new, enlarged EU of 25 Member States, which looks set to overthrow the image of ‘old Europe’ pursued by France and Germany and enshrined in the proposed European Constitution.

He will argue that the EU urgently requires a change of direction with a ‘bonfire’ of European controls and red tape. The MEP will illustrate how the British economy flourishes from its lack of regulation, arguing that the European economy would do well to copy the UK, aiming for the principle of “a Europe of nation states, not a nation called Europe.”

Mr Stevenson will state however, that “there are some signs of green shoots emerging from the barren soil in Brussels.” The appointment of José Manuel Barroso as the new President of the European Commission, he will claim, is an inspired move. Mr Barroso is a Conservative, pro-American, liberal free-trader. He is firmly committed to the Lisbon agenda, which will transform Europe into the leading knowledge-based economy in the world. Mr Stevenson will provide an insider’s view of the new Commissioners and new key personalities in the enlarged EU institutions, with key observations on what this all means for Europe’s role in international fisheries.

The workshop will be an open forum on the future of Europe where the audience has the chance to ask questions about fisheries matters, feed legislation and other related issues.



BJØRN LOMBORG

“The Skeptical Environmentalist”

In 1998 Bjørn Lomborg published four lengthy articles about the state of our environment in the leading Danish newspaper, which resulted in a firestorm debate spanning over 400 articles in major metropolitan newspapers. The articles led to the publication of *The Skeptical Environmentalist* in 2001. Now, Lomborg is a frequent participant in the environmental discussion, with commentaries in publications ranging from the New York Times to the Economist. He has also appeared on TV worldwide and in April 2004 he was named one of the world’s 100 most influential people by Time Magazine. In February 2002, Lomborg was named director of Denmark’s national Environmental Assessment Institute. Bjørn Lomborg is an associate professor of statistics in the Department of Political Science at the University of Aarhus.

In *The Skeptical Environmentalist*, Bjørn Lomborg challenges widely held beliefs that the global environment is progressively getting worse. Using statistical information from internationally recognized research institutes, Lomborg systematically examines a range of major environmental issues and documents that the global environment has actually improved. He supports his argument with over 2,900 footnotes, allowing discerning readers to check his sources.

Lomborg criticizes the way many environmental organizations make selective and misleading use of scientific data to influence decisions about the allocation of limited resources. *The Skeptical Environmentalist* is a useful corrective to the more alarmist accounts favoured by green activists and the media.

In his workshop, Bjørn Lomborg will lead an interactive discussion about the need for our own industry to engage in meaningful dialogue with environmental organisations.



CHRISTIAN MEINICH

“Market prognosis for fish oil”

Christian Meinich is Norwegian and received his University education in the USA, including an MBA from UCLA. Christian has worked as a Credit Analyst/Bond Broker and in 1987, he joined Chr. Holtermann ANS. in Stabekk, Norway.

GUEST SPEAKERS

The fish oil market is one of the most unpredictable. Not only is there an unknown catch but also the yield of oil from the catch varies during the season and between seasons. Christian Meinich will review the developments in this market during the recent past and will hazard an assessment for the future.



KATHLEEN ZELMAN

“The seafood industry – keep the good news flowing!”

Kathleen is a nutrition and communications consultant in private practice in Atlanta, specializing in food, health and nutrition communications for consumer and health professional audiences. She is also the Director of Nutrition for WebMD Health. She is a frequent speaker to audiences on a wide variety of topics and has extensive media experience including twelve years as a national spokesperson for the American Dietetic Association.

Incorrect or misleading ‘evidence’ used against seafood needs to be stopped by positive reports that are reliable and based on strong scientific evidence. For example, the fish farming industry and its supply partners need to fight back with absolute accuracy and utilize the reach of the media to spread the message of health and nutrition.

At a time when the world is focused on obesity, members of the industry should herald their products as one of the healthiest foods available. Fish is a very healthy food that provides lean protein along with omega three fatty acids that have been linked with disease prevention.

The message to consumers should be based on the health benefits of seafood and the issue of contaminants should be put into perspective. There is a need to confront the issues concerning the industry and better understand how to use the media to help individuals enjoy the wonderful taste and health benefits of seafood.

In her workshop, Kathleen will be leading an interactive session with audience participants on the subject of handling bad publicity.

RECEPTION, GALA DINNER AND SOCIAL PROGRAMME

The Welcome Reception, Spouses’ Tours and Gala Dinner are included in the spouses’ registration fee.

WELCOME RECEPTION

Sunday, 7 November from 19.00, held at the Conference Hotel.

The Welcome Reception will take place on the 24th floor of the Conference Hotel, which offers breathtaking views of Buenos Aires, overlooking the Río de la Plata. Guests can enjoy cocktails and hot and cold canapés, hors d’oeuvres, dishes and desserts, with a musical accompaniment. The Welcome Reception will be an informal opportunity for the President of IFFO to briefly welcome delegates and for delegates to meet each other.

GALA DINNER

Hosted by ISB (Íslandsbanki) 

Thursday, 11 November, cocktails from 19.30, held at the Conference Hotel

The Gala Dinner is kindly **hosted by ISB (Íslandsbanki)** and will take place within the hotel. The evening will commence with pre-dinner cocktails and assorted canapés and a selection of hot hors d’oeuvres in the foyer area of one of the ballrooms of the hotel. Following this, there will be a banquet of fine cuisine, followed by an orchestra which will provide music for dancing and rounding off a memorable evening.

NETWORKING TIME

WITH SOME LOCAL ATMOSPHERE

Wednesday, 10 November, held at the Conference Hotel, from 15.00 to 18.00

During Wednesday afternoon delegates and spouses can enjoy a tango exhibition with time for tango lessons as well as wine tasting.

Delegates will also have the choice of registering in advance for alternative activities during this networking time, such as playing golf or attending horse races. Delegates may book these and other tours and activities directly through the Conference agents prior to arriving in Buenos Aires or at their hospitality desk at the Conference Hotel. Contact details will be provided with the registration acknowledgement.

Invitation to visit Coomarpes Ltda. Fishmeal Plant

Friday 12 November – departing from the Conference Hotel at 09.00 returning at 21.30

Invitation by Coomarpes Ltda. (Argentinean Producer Member of IFFO) to visit their fishmeal plant in Mar del Plata.

This visit will comprise the following Agenda:

09.00	Pick up by bus from the Conference Hotel.
13.30	Lunch at the premises of Coomarpes Ltda.
15.00	Visit of the plant for the delegates. and Tour of Mar del Plata for the spouses.
17.00	Departure for Buenos Aires.
21.30 (approx)	Arrival at the Conference Hotel.

Please note that if you would like to register for this visit you may do so notifying the IFFO headquarters. The deadline for registrations for this visit will be **Friday 1 October 2004.**

SPOUSES’ TOURS

1. Orientation City Tour – Monday 8 November, departing from the Conference Hotel at 09.00, returning at 13.00 Casual attire.

This tour allows you to get a first-hand look at the historic architectural and demographic aspects of this great urban centre in the city of Buenos Aires. On this tour you will visit “Plaza de Mayo”, the Pink House, the Buenos Aires Cathedral, the 9th of July Avenue, the Colon Theatre, the Obelisk, the National Congress, La Boca neighbourhood with the traditional “Caminito Street”, “San Martín Plaza”, Recoleta Cemetery and the Palermo Woods.

2. Excursion to Tigre – Tuesday 9 November, departing from the Conference Hotel at 09.00 returning at 13.00 Casual attire.

This tour will allow you to see the North area of Buenos Aires city and the attractive Delta area of the Paraná River. You will visit the northern residential area, Vicente López, Presidential Residence, Martínez, San Isidro, San Fernando and Tigre. You will then travel in a boat through the waterways of the Delta. You will return to Buenos Aires passing by San Isidro race track and the commercial centres of the north. Lying just 29km to the north-west of the capital, Tigre is a popular recreational centre. During the week, it is a blissful haven of tranquility and at weekends a buzzing throng of activity, as porteños rush to the delta for a breath of fresh air. The Delta is a 200 km. maze of waterways of which the main channel is the Río Paraná de las Palmas.

REGISTRATION AND ACCOMMODATION

CONFERENCE DOCUMENTATION

A registration pack will be available for all **pre-registered** delegates and spouses. A registration desk will be set up within the Conference Hotel on **Sunday, 7 November** and **Monday, 8 November 2004**. After these dates the registration will take place in the IFFO Conference Office.

NEED A PRIVATE MEETING?

The Conference is an opportunity for meeting with business clients and making new contacts.

The Secretariat of IFFO will try to assist in arranging meetings between members requesting this service. IFFO can organise with the Conference hotel a private conference room for up to eight people, provided a coffee break is arranged through the hotel catering service and paid directly to the Hotel (María Boned, at the Conference Office, can help you with the booking of the room and the organisation of the coffee break). An hourly charge of USD \$30, payable to IFFO Ltd, will be made on the conference room, to cover administration charges.

REGISTRATION FEES

Please refer to the participation category in the conference programme to check the business sessions/functions you will be permitted to attend.

Registration fees are payable only in US Dollars (\$).

*EARLY BIRD REGISTRATION

	Fees paid before 6 Oct	Fees paid after 6 Oct
Members and Associate Members	\$850*	\$1,000

Payable only by bona fide Members and Associate Members of IFFO or specially invited observers.

Non-Members	\$1,700*	\$2,000
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Payable by individuals who are representing companies which are not Members or Associate Members of IFFO.

Spouses	\$150*	\$200
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*Payable only by accompanying spouses sharing the same accommodation as a registered delegate. This fee is a social fee only and allows attendance at social functions and the spouses' tour. **It does not cover participation in conference sessions.***

* EARLY BIRD REGISTRATION by 6 October

The amounts shown apply to conference registration fees received at the IFFO office on or before **Wednesday, 6 October 2004**.

HOW TO REGISTER AND RESERVE HOTEL ACCOMMODATION

- Complete the enclosed registration form(s) as fully as possible.
One form per delegate (including spouse)
- Send the form(s) with the correct registration fee(s) to the address below:
María Boned – Conference Coordinator
Conference Secretariat
IFFO Limited
2 College Yard, Lower Dagnall Street
St Albans, Herts,
AL3 4PA U.K.

Fax No: +44 (0)1727 842 866
e-mail: secretariat@iffo.org.uk
- Registration fees are payable in US Dollars (\$) preferably by credit card (please see the registration form for details). Alternatively, fees can be paid by bankers cheque/money order or bank transfer - must be in US Dollars (\$). Delegates will not be considered as registered until the registration fee has been received at the IFFO office.

- If you require hotel accommodation please supply credit card details to secure the booking. If it is not possible to pay by credit card please forward a bankers cheque/money order (or copy of bank transfer) for the amount in US Dollars (\$) **of your full stay (plus V.A.T. tax 21%)** – please see details of IFFO's bank account below. Cheques and money orders should be issued free of bank charges. These should be made payable to IFFO Limited, payable on a bank in the UK and should arrive at this office on or before Wednesday, 6 October 2004.
- Note: Hotel reservations cannot be guaranteed after **Wednesday 6 of October**. A block booking of rooms has been made at the conference hotel for all delegates. However, please note that once these rooms have been allocated, alternative accommodation may need to be sought. **The closing date for Conference registrations (without hotel accommodation) is Friday, 29 October 2004.** (Please also refer to cancellations paragraph)

IFFO'S BANK ACCOUNT DETAILS

If you wish to make your payment by bank transfer, please note that the IFFO's US Dollar account details are as follows:

Bank:	HSBC Bank
Branch:	St Albans
Address:	31 Chequer Street, St Albans, Hertfordshire, AL1 3YN, United Kingdom.
Account Name:	IFFO Limited
Swift Code:	MIDLGB22
Sort Code:	40-05-15
US Dollars Account No.:	57045529
IBAN NUMBER:	GB57 MIDL40051557045529

HOTEL ACCOMMODATION

The 2004 Annual Conference will be held at a 5-star deluxe hotel. Conveniently located in the heart of the city's financial district, only 40 minutes away from Ministro Pistarini Buenos Aires International Airport (at Ezeiza), the hotel enjoys a privileged location, offering spectacular views of Buenos Aires and the Río de la Plata (River Plate). Good shopping areas such as Galerías Pacífico are at a short distance, together with places of interest and entertainment such as Puerto Madero.

Guests can enjoy in their room convenient services such as: colourTV with cable channels and pay-per-view system, on-screen account balance, Internet access by means of a wireless keyboard, 2 direct telephone lines, cell phones connected to the guestroom line, Internet connection service (high speed internet access by request and with a charge) and 24 hour room service, mini-bar, safe and hair-dryer.

In the Conference hotel, guests can also enjoy the largest spa in the city including two swimming pools (outdoor and indoor heated) and two tennis courts in addition to a complete gym, sauna and massage room. The hotel also features excellent restaurants, a business centre, and a shopping arcade.

The group rates for bedrooms in the conference hotel are as follows:

Standard Room (Single/Double/Twin) US \$154.00 per room per night
Executive Suite (Single/Double/Twin) US \$198.00 per suite per night

All bedroom rates are in US Dollars (\$) and **include** breakfast. Please note that these rates are subject to a 21% tax per room, per night.

An Early Departure Fee may be charged if an attendee checks out of the Hotel prior to the attendee's scheduled departure date, without having notified the hotel at check-in of the change in scheduled departure. Check-in time is 15.00. Check-out time is 12.00 noon. Rooms customarily become available for occupancy after 15.00. Special requests for early arrival or late departures cannot be guaranteed, however, the hotel will make every attempt to accommodate those guests who arrive prior to check-in time. In the event of early morning arrivals, we recommend that you book rooms as of previous day in order for them to be available upon arrival.

Details regarding the hotel will be mailed to participants once registration forms (including registration fee) have been received by IFFO. **However, please note that rooms are available on a first-registered basis and once these**

REGISTRATION AND ACCOMMODATION

rooms have been allocated, alternative accommodation may need to be sought. Every effort will be made to fulfil reservation requirements as requested.

CHANGES/CANCELLATIONS

All changes and cancellations should be directed in writing to the IFFO head office in the UK as soon as possible.

Please note that the Conference Hotel has the following policy regarding cancellations of accommodation (**chargeable to individual delegates**):
Cancellation with 59 to 30 days' notice: one-night's stay charge.
Cancellation with 29 to 15 days' notice: 50% of original reservation charge.
Cancellation with less than 15 days' notice, including no-shows: charged in full as per original reservation.

An Early Departure Fee may be charged by the hotel if an attendee checks out of the Hotel prior to the attendee's scheduled departure date, without having notified the hotel at check-in of the change in scheduled departure.

Fees for conference registrations cancelled before **Friday, 29 October 2004** will be refunded.

FLIGHT INFORMATION and AIRPORT TRANSFER

Buenos Aires International Airport is around 40 minutes away from the Conference Hotel.

Included as part of the registration fee we have arranged a one-way transfer for all delegates from the Buenos Aires international Airport, at Ezeiza, to the Conference Hotel. Please advise IFFO of your flight details at the earliest possible opportunity. **If we do not receive your flight details we will assume you do not wish IFFO to arrange this transfer for you.**

It is advisable not to use taxis from the airport. Please make use of the transfers arranged by IFFO's agents.

Delegates will be responsible for making their own arrangements for return transfer to the airport.

GENERAL INFORMATION ON BUENOS AIRES

LOCATION AND HISTORY

This complex, energetic, and seductive port city, which stretches south-to-north along the Rio de la Plata, has been the gateway to Argentina for centuries. Porteños, as the multinational people of Buenos Aires are known, possess an elaborate and rich cultural identity. They value their European heritage- Italian and German names outnumber Spanish, and the lifestyle and architecture are markedly more European than any other in South America. One of the world's finest opera houses, the Teatro Colón, flourishes here on the plains alongside the river. Porteños are intensely involved in the life and culture of their city, and they will gladly share the secrets of Buenos Aires if you lend an ear and relate your own stories in return.

Buenos Aires is composed of many small places, intimate details, and tiny events and interactions, each with a slightly different shade, shape, and character. Glass-sheathed skyscrapers cast their slender shadows on 19th century Victorian houses; tango bars hazed with the piquant tang of cigar smoke face dusty, treasure-filled antique shops across the way.

The national dance, the tango, is perhaps the best expression of that spirit – practised in dance halls, parks, open plazas, and ballrooms, it is a dance of intimate separation and common rhythm, combining both an elegant reserve and an exuberant passion

CLIMATE

Average temperatures for Buenos Aires in November range between 13-25°C. Average rainfall is mild.

CURRENCY

The currency for Argentina is the PESO. The value is 1 Peso to 1 U.S. Dollar – (subject to change). Major credit cards are accepted in most hotels, restaurants and shops.

LANGUAGE

The official language for the Conference is English. Provision has been made for simultaneous interpretation into Spanish and English of the Plenary Sessions, Committee Meetings and Workshops.

In Buenos Aires Spanish is the official language. English is spoken at hotels and restaurants. Some French and German are also spoken.

BUSINESS AND RESTAURANT HOURS

Monday through to Friday, the business hours are from 09.00 to 18.00, and the banking hours from 10.00 to 15.00. Restaurants normally open at 20.00, but Argentines rarely dine before 21.30.

DEPARTURE TAX

Domestic and International departure taxes are payable at the airport in local currency or in American Dollars. Current tax (subject to change) for domestic flights is US \$7.05 per person per flight and for **international flights is US \$18.00 per person per flight. This payment must be made in cash (Pesos or US Dollars) or via Mastercard** (American Express or Visa cards are not accepted)

TIME

GMT -3 hours

TAXIS

Taxis are abundant in Buenos Aires. All are metered, relatively inexpensive and easily hailed. **It is advisable not to use taxis from the airport.**

TIPPING

Tipping is quite customary in all restaurants, hotels and taxis. A 10% gratuity is usually sufficient.

ELECTRICITY

220 volts AC, 50 Hz. Plug fittings in older buildings are of the 2-pin round type, but some new buildings use the 3-pin flat type.

ISB (Íslandsbanki)



ISB is a leading financial group in Iceland, offering universal banking and insurance services to businesses, institutional investors and households. ISB is strategically focused on the international seafood industry. With its unique

combination of expertise in banking and fisheries, ISB offers financial services to seafood companies on a global scale.

The ISB Seafood Industry Team has been selected to handle international investment projects on behalf of numerous industry-leading clients, such as Fishery Products International Ltd., American Seafoods Group, Young's Bluecrest Ltd., Norway Seafoods Europe AS. In addition, ISB services strong pelagic companies as HB Grandi, Vinnslustodin, Isfelag Vestmannaeyja and more.

Our financial services include a wide range of credit facilities, mergers and acquisitions, hedging, derivatives, foreign exchange, and debt and risk management. ISB's insurance company, Sjova-Almennar, is the largest player in freight insurances from Iceland and provides our clients with comprehensive marine insurance. Finally, our clients enjoy the expertise of dedicated corporate financiers, industry analysts and dealers with years of experience within banking and the seafood industry.

With the global nature of today's seafood business, industry members need a partner to manage risk and meet their growth objectives.

For further information, visit <http://www2.isb.is/english/> or send an email to fish@isb.is

DSM Nutritional Products



DSM Nutritional Products, the successor to Roche's Vitamins and Fine Chemicals Division, is the world's leading supplier of vitamins, carotenoids, enzymes, and other fine chemicals to the global feed, food, pharmaceutical and personal care

industries. The company will maintain its strong tradition as a pioneer in the discovery of new products, new formulations and attractive applications for all industry segments.

DSM Nutritional Products not only is a major supplier of key ingredients such as CAROPHYLL® Pink to the global aquaculture feed industry, but also plays an active role in the development of the aquaculture market chain.

For further information please visit www.dsmnutritionalproducts.com

Novus International



Novus International Inc. meets your antioxidant, organic acid, organic trace mineral and digestibility assay needs. Santoquin® and QuinGuard™ feed preservatives (100% Technical

Ethoxyquin) are the standards for the maintenance of freshness in fishmeal, protein meals, fats and oils. NatuGuard™ antioxidant provides all-natural protection and PetGuard™ antioxidant offers a proprietary blend (BHA, BHT). Preserve ingredient quality and freshness with Activate™ nutritional feed acids, a liquid acid that goes beyond nutritional benefits. Mintrex™ organic trace minerals provide high bioavailability for better animal health. The IDEA™ Assay provides a rapid measure of digestibility.

For further information please visit www.novusint.com

Atlas-Stord



Atlas-Stord is specialized in fish meal technology, mastering plant and equipment design. Although the fish meal process is based on the same principle, the process requirements vary not only from one area to another, but also from

one plant to another. Freshness of the catch, type of fish requirements for meal and oil quality and environmental issues vary between plants and even at an individual fish meal plant. Atlas-Stord has a full delivery programme to meet such challenges.

Atlas-Stord fish meal plants operate all over the world. The delivery programme ranges from small land-based or ship-based units to the largest fish meal plants in the world. Processing capacities range from 10 up to 2,800 tonnes per 24 hours of raw fish.

For further information please visit www.atlas-stord.com

