



Peru Offers Numerous Aquaculture Opportunities to Canadian Businesses and Educational Institutions

The Aquaculture Communications Group (ACG), in collaboration with Great Global Minds (GGM), is organizing a business and market development mission & tour for Canadian aquaculture supply and service companies to Chile and Peru in October 2004.

To provide perspective on what Peru has to offer Canadian firms wanting to explore this new market for their products or services, we posed several questions to Milthon B. Lujan Monja, someone very knowledgeable about the aquaculture industry in Peru.

Here is what Milton had to say:

What does Canada have to offer to Peru's aquaculture industry?

As we already know, Canada is a greatly developed country in the field of aquaculture. Based on Peru's strengths and weaknesses in aquaculture, I think Canada can offer the following:

- **Education:** In Canada, many universities and colleges train undergraduate and graduate professionals in aquaculture and do so with the participation of research centres that develop new technologies and aquaculture techniques that can then be transferred to the private sector. In Peru's case, there are also universities who train undergraduate and graduate professionals. Unfortunately, these programs are highly theoretical, mainly because the vast majority of higher education institutions do not have access to field training centres or laboratories. In this specific sector of activity, it is important that greater exchanges between institutions in both countries be made a priority, either through cooperation or exchange programs for faculty and students.
- **Legal, administrative and policy-making:** Peru's aquaculture development is currently promoted through an aquaculture promotion law. However, whatever efforts made to better the industry through this law is often impeded by red tape and the lack of appropriate training for civil servants whose responsibility it is to implement those laws. The lack of developmental policies specifically designed for regional sets of conditions is also a hurdle. My view is that Canada could probably play a significant role through collaboration at the civil service training and management level in this field.
- **Technology:** Peru is going through some positive growth in aquaculture right now, thanks mainly to the growing interest in scallop aquaculture and the recovery of the shrimp industry, as well as the continuous trout, tilapia and Amazonian tropical species operations. This growth creates an increase in the demand for infrastructure, aquaculture systems, food transformation and processing systems, transport and other technologies. An increased Canadian presence would be beneficial to making these available for Peruvian aquaculturists.



- **Business development:** In Peru, there are more and more business people interested in venturing into the aquaculture industry. However, the investments required for these types of projects require high levels of capital, and in this sense the options are either financing or joint-ventures with interested foreign investors. The development of markets for Peru's products of fisheries and aquaculture are also very important as a key to sustaining this industry.

What future collaborations in research and biotechnology would you like to see happen between Canada and Peru?

- Peru is recognized world-wide for its vast genetic biodiversity, and in this context, collaboration with research and biotechnology centres can greatly advantage both Canadian and Peruvian researchers. The product of this research would allow better understanding of the biodiversity's sustainability along the coast, in the mountains and in the jungle, allowing the evaluation of the best conditions for which species in what field of aquaculture.
- Furthermore, it is becoming increasingly necessary to evaluate ideal zones for the development of aquaculture in accordance with its environmental conditions, logistics, human resources, etc., with the end goal of drafting an aquaculture development directory where investors can rapidly determine where they can invest and under what conditions.

What would be the benefits to the industry if the governments of Canada and Peru were to meet and discuss bilateral issues during this Canadian mission?

In my opinion, the benefits would be far and wide, stressing the following main points:

- Access to modern aquaculture technologies;
- Opportunities to acquire equipment for aquaculture, processing, transport and commercialization of Peruvian products;
- Identifying new business opportunities and new markets for Peru's aquaculture products;
- Opportunity to work with Canadian investors interested in Peru's aquaculture.

What is the level of interest to collaborate with Canadian universities and colleges to develop better aquaculture training programs?

- It seems important to me that cooperation agreements be signed between Canadian and Peruvian educational institutions. Peruvian universities have a strong interest in signing such agreements with foreign counterparts, as it affords their faculty and students the opportunity to perfect their knowledge base and opens doors for joint research projects, as well as provide access to newer technologies, infrastructure for exchange programs, etc.

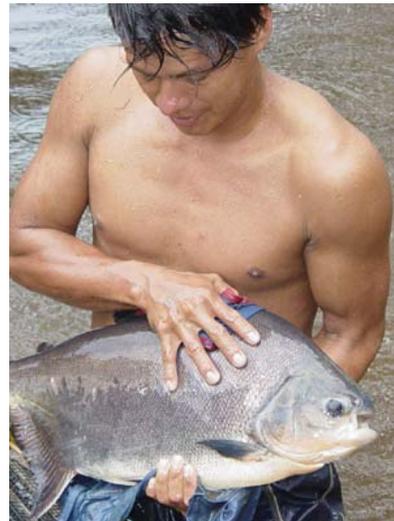


Are better partnerships with countries like Canada vital to the future of the aquaculture industry in Peru?

- Yes, because it is important that we associate ourselves with other countries that are leaders in aquaculture as an opportunity to learn and develop in order to spread the knowledge and increase the know-how across Peru.
- Peru is a country which possesses many hydrological and marine biology resources, all of which are an asset to aquaculture. Nonetheless, we still need to strengthen our research and training capabilities, as well as define policies for the development of aquaculture and promotion of private-sector investments and initiatives.

Milthon B. Lujan Monja, B.Sc.

Milthon is an aquaculture biologist currently working as Project Manager for the Universidad Nacional de Santa, a public university in Chimbote (coastal region of Central Peru) which offers a degree in Aquaculture Biology. Milthon is also a founding member of the Asociación Acuicultura y Desarrollo (AQUADES), an association of aquaculturists devoted to the development of aquaculture in Peru.



Canadian Aquaculture Business & Market Development Mission to Chile & Peru, October 10 to 17, 2004

The proposed program with associated costs and registration form is available for [download](#).

If you would like to be added to our list of participants for this business prospecting mission, please contact Dave Conley at dave@aquacomgroup.com or call 613-294-3078.