The use of discards in bulk outlets not for human consumption
– call for tenders

1. About Seaﬁsh

The Sea Fish Industry Authority (Seaﬁsh) is a non-departmental public body established by Act of Parliament in 1981. Sponsored by the four UK Government ﬁsheries departments, we are funded by levy received on all seafood landed or imported into the UK (excluding salmon and canned product). Our work covers all sectors of the seafood value chain.

Our mission statement is: “supporting the seafood industry for a sustainable, proﬁtable future.”

2. Background

In our current work programme, we are working with DeFra on the ‘Fishing for the Markets’ initiative. This initiative is looking at new ways of getting more of the unfamiliar and less-popular ﬁsh caught by English ﬁshing vessels to market. The project focuses on the ﬁsh caught by English ﬁshing vessels that is discarded because the demand for these species is weak or absent. Further information on this initiative is available from -
http://www.seaﬁsh.org/media/492490/seaﬁshsummary_fishingforthemarkets_201105.pdf
http://www.fishingforthemarkets.com/

For discards with no or limited use in direct human consumption, it is necessary to assess other utilisation options.

3. Scope of the work

Seaﬁsh is commissioning a project to assess the uses for discards that are not destined for human consumption. For example, ﬁshmeal, pet feed, ensiling, hydrolysates etc. Other outlets, such as composting and anaerobic digestion, should also be considered.

The project aims to;

- Identify commercially available bulk uses or outlets for discards that may be landed.
- Assess the feasibility of accessing these bulk outlets.
- Make recommendations on the options that industry can take forward/adopt, including cost implications.

The scope of the work relates to discards from the English ﬂeet. However, outlets and facilities for utilising discards may be situated across the UK.
4. Suggested requirements

This section provides a summary of the key requirements for the work. Detailed discussions will be held with the successful applicant after the project has been awarded.

Background information

- Identification of existing UK outlets and utilisation opportunities for discards. Clarify locations of outlets that are available.
- Clarify legal framework i.e. Animal By-product Regulations etc.
- Identification of any variations such as whether there are local, regional or national opportunities.
- Information on discards from the English fleet e.g. quantities, types and location of landings of discard species, cost of landing discards (using existing data).

Existing infrastructure

For each of the outlets identified, assess;

- Potential capacity
- Infrastructure in place
- Logistics required
- Costs incurred / revenues generated.
- Raw material requirements (quality specifications, fish species and formats currently used and required, any limitations in what they can process)
- Compliance with legal requirements.

Feasibility

Assess the suitability of each outlet identified in terms of locality to the catching sector, capacity to receive discards, limitations and uncertainties, associated revenues and costs for the catching sector, requirements for additional investment (e.g. storage facilities, sorting / grading, traceability, processing) etc. Consideration should be given to any local, regional and national variations.

Reporting

The final report should present detailed findings and provide clarification on whether using discards in the identified uses/outlets is a viable option and which uses would be most suitable. The report should make clear recommendations on the available options for bulk uses, what developments are required to take these forward and any implications including costs.
5. Awarding Criteria and other information

Content
Bids will be evaluated for approach and proposed content and coverage. Please clarify how you will identify and access information, how you will undertake the work, who else you would involve in the work, and how the project will be delivered. Your tender should provide a timeline for the project.

Reputation/experience/references
We are looking for applicants who are suitably qualified to undertake this project. You should have expertise in undertaking work of this nature, with a track record in research and delivering projects to a high standard. Please provide an overview / summary of your expertise in this area.

Responsibilities of the contractor
The contractor will be responsible for completing the project and producing a report within the deadline, covering all the key requirements.

Contract management
The contract will be managed by Seafish. Upon appointment, the successful applicant will be required to sign a contract including a confidentiality agreement.

Publication
The report will be reviewed for acceptance by Seafish. Upon acceptance it will be published as a Seafish Report (Seafish copyright) with dissemination to be undertaken by Seafish. The contractor will be referenced in the publication as author.

6. Budget
The project is funded by Defra and project managed by Seafish. The budget for this project will not be disclosed to applicants. Any travel costs must be in line with Defra’s Travel and Subsistence policy, a copy of which will be provided on request.

7. Timescales
The deadline for submitting tenders is 5pm on 15th February 2012. They should be e-mailed to the contact listed below. Tenders received after the deadline will not be accepted. The majority of the work should be completed by 31st March 2012. The deadline for completion of the project is 13th April 2012.

All enquiries and responses to:
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