

5. NEEDS AND OPPORTUNITIES

Prior to addressing the current opportunities for aquaculture services in India, it may be instructive to note the 1990 findings of a study on the potential for Canadian services in S.E. Asian countries. Some of the recurring needs mentioned were:

- site evaluation methodologies
- training programmes
- environmental, quality, and water control for shrimp and finfish farms
- artificial feed
- diagnostic kits
- therapeutics

These requirements are relevant to India in 1996. With the immediate need being service support to the shrimp industry, joint venture proposals linked to an integrated management approach to disease control are expected to attract interest. The same marketing thrust toward scientific control of operations could be applied toward more intensive operations in the inland water sector, hence, offering preventative methods of disease control in order to avoid the crisis that has hit the crustacean sector.

Also, there is potential in the area of equipment supply, since Indian manufacturers have by and large failed to participate actively in the expansion of shrimp culture farms. Although there are Indian sources of paddle wheel aerators, salinity, pH and DO meters, test kits for soil and water, and even sand filter systems, operators prefer the greater reliability and performance of these units purchased from offshore suppliers. There is, therefore, a strong potential for competitively-priced direct supply of equipment in the short term, and a medium term opportunity for lucrative joint venture initiatives to technically upgrade the domestic equipment quality.

In the medium to long term, there is an opportunity to participate in developing the production technology for medium to high-value added species not yet exploited in Indian salt water or fresh water culture. Here again, an integrated system contribution to joint ventures with Indian companies might be used to produce some of the following species for export markets:

Marine

Seabass
Groupers
Mulletts
Indian salmon
Mussels
Crab, clams
Lobster
Seaweeds

Freshwater

Prawns
Trout
Tilapia
Catfish
Mussels