SEA CUCUMBER MARKETS IN THE WORLD
Hong Kong, Guangzhou and New York

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Fieldwork among sea cucumber industry:
Conserving biodiversity for cultural diversity
Reconstruction of eco-cultural history of sea cucumber industry in maritime Asia
How to conserve cultural diversity in the age of Environmentalism.
Objectives

(1) Exploring diverse BDM Foodways in Asia.
   ▲ ci-shen (刺参) and guang-shen (光参)
(2) Exploring market preferences in HK, Guangzhou and NY.
Chinese classify BDM into two types: 
- *cishen* (spiky one) and *guangshen* (non-spiky, shining one).
- Only a few species are considered as *cishen* and they are “traditionally” favored in the Northern China (in Beijing Style).
- Most of the species are *guangshen* and they are appreciated in the Southern China (in Canton Style).
One of the northern varieties of *S. japonicus*, the most spiky specimens, from Soya, Hokkaido.

Price of the dried products is more than USD1,000/kg at in HK.
Isostichopus fuscus

Prices of dried form vary from USD110 to 150 per kg at retail shops (2008/09).
cishen served in Dalian. One (small) cishen in one plate.
One of the most expensive *guangshen* (光参), *H. fuscogilva* (猪婆参), @Mangsee Island, Balabac, the Philippines, 1998.

USD110 from 130 per in NY in 2006.
H. fuscogilva with shrimp roe sauce
Major differences observed between cishen and guangshen

<table>
<thead>
<tr>
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<th>Cishen (spiky)</th>
<th>Guangshen (non-spiky)</th>
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<tbody>
<tr>
<td>Commercial value</td>
<td>High</td>
<td>-</td>
</tr>
<tr>
<td>Size</td>
<td>Small</td>
<td>Large</td>
</tr>
<tr>
<td>Production sites</td>
<td>Temperate waters</td>
<td>Tropical waters</td>
</tr>
<tr>
<td>Main style of consumption</td>
<td>Beijing Style</td>
<td>Cantonese style</td>
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<tr>
<td>Mode of consumption</td>
<td>Whole</td>
<td>Sliced</td>
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ci-shen of tropical species

Thelenota ananas
Difficult to reconstitute beautifully.
Bitter taste?

Stichopus chloronotus
Substitute for S. japonicus
S. japonicus (above) and S. chloronotus (below)
Trade routs of BDM
HK is the center of world BDM trade.
文咸西街（Bonham Strand West St.） and 永樂街（Wing Lok St.） are the main area of wholesalers of dried marine products gather.
德輔道西 (海味街)
Des Voeux Rd West (Dried Seafood St)

高陞街 (藥材街)
Ko Shing St (Herbal Medicine St)

文咸西街 (參茸燕窩街)
Bonham Strand W (Ginseng & Bird's Nest St)

Western Market
Retail shops at Des Voeux Road West (德輔道西)
*H. fuscogilva* is difficult to re-constitute at home because of its size. Calcareous skin should be burned and removed before soaked into water.
HK and Guangzhou: about 180km, Close relationship historically as well as Economically.
一德路 (Yi De Lu)
Yidelu St., Guanzhou (Canton), is the distribution center of dried marine products in mainland China.
A wholesaler at Yidelu, Guanzhou, 2007.
Shop at Shan Hai Town, Guangzhou, specializing in tropical species.
I. fuscus from south America

Japanese cishen
Chinatown in NY
Isostichopus fuscus

USD142 per KG
@NY (Aug., 2006)
Soaked *I. fuscus*
Summary

- BDM foodways are diverse. Two different BDM forms should be recognized: *cishen* (spiky) and *guangshen* (shiny).
- HK and Guangzhou historically belongs to the *guanshen* favoring area but Japanese *cishen*, *S. japonicus* is exceptionally consumed among the rich.
- New York market favors *I. fuscus*. Species produced in coastal area along the American Continent can be observed at the retail shops.
- Current price hike partially owes to high *cishen* demands in Liaodong Area, which leads price increase of *guangshen*, too.
- Market-oriented strategy is needed in fishery and aquaculture management of BDM.
Chinatown in Seoul
S. hermanni and S. horrens are exclusively favored in Korea.