Louisiana
SEAFOOD EXCHANGE

An Open Letter from Robert Walker; Owner/General Manager of Louisiana Seafood Exchange, Inc.

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As an owner of the largest multi-varietal seafood processor/wholesaler/distributor in the Gulf coast area, I believe there is a strong need for another source of indigenous seafood like the Asian carp aka Silverfin™, for not only here in Louisiana but the nation as well. Our company, like many others in this industry, is constantly searching for quality seafood products that are in demand, have great flavor profiles, economical, abundant, and safe. My experience with Chef Philippe Parola and his Silverfin fish product allows me to state this fish meets those requirements. And with a customer base of over 500 restaurants, supermarkets, and institutional foodservice outlets here on the Gulf coast, allows the comfort of knowing there are more options for them.

Our local industry's access to our own abundant natural resources of seafood has been drastically reduced and limited by over regulation. This trend has played out all over the country in the last two decades causing shortages here on domestically produced seafood and an over reliance on massive importation of foreign seafood. Aside from the instability associated with importing products from foreign countries, we face the possibility of hidden health risks that may also be associated with imported seafood products.

The abundance of Asian carp here in the U.S. is ripe for creating a high quality, fairly inexpensive, end product that can be marketed nationwide to consumers through the foodservice, and institutional business sectors. There is a definitive need for these types of fish products.

I can see a very useful purpose for expanding the creation and availability of the carp products. I also believe that my company would be very active in helping to cultivate the demand of this product and will commit to marketing these products.

It is also my opinion that the time for embracing a fishery and a production method for those fish is long overdue. This fishery and production thereof will be supported by our leaders and is embraced by the national and local media; instrumental in successfully unveiling and profiting from such an endeavor. It is now time to move to the production and marketing side of this fish story.

Thanks,

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