

Pot Fishing Agency



Innovation That You Can Sea

**Stefan Tijssen — Pot Fishing Agency, Den
Oever**

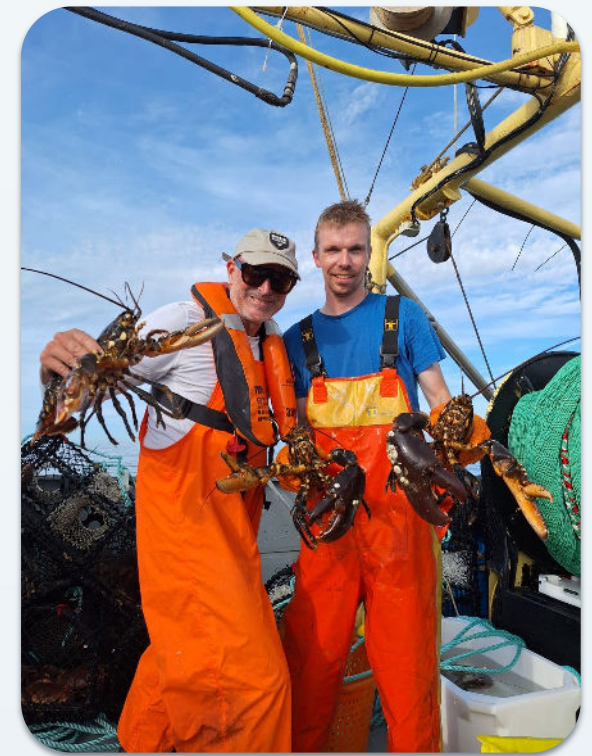
**SAGB 56th Annual Conference -
Crustacean Welfare Session**

The Crown Estate, London 14 July 2026



About Pot Fishing Agency

- Based in Den Oever, Netherlands; specialists in passive fisheries and animal welfare across the supply chain
- 5+ years of fisheries innovation
- Core capabilities: machine building, ROV technology, vessel services and funded research



Our Team



Experienced professionals with a clear vision for sustainable development

Kim Guilbault

Managing Director

A former fisheries biologist with over ten years in early-stage innovation, Kim holds an M.S. in Ecology and an MBA. She pairs scientific depth with business acumen, building partnerships that lead to sustainable, future-proof industry solutions.

Stefan Tijssen

Director / Owner

With many years in passive fisheries and deep hands-on knowledge, Stefan founded the company around quality, craftsmanship, and innovation. His grasp of both on-the-water and onshore operations turns practical ideas into concrete opportunities and growth.

Pieter Baaij

Marine Operations & Research Coordinator

Pieter plans and coordinates all vessel operations and offshore research, preparing sailing schedules and readying every vessel and crew. His day-to-day marine logistics and hands-on experience at sea keep each survey and field campaign running safely and on plan.

Stronger Together — Their combined experience, network, and shared passion ensure the company continues to grow with respect for nature, tradition, and the future.

Potential Impact



- 55–70 million brown crabs are landed across Europe every year
- Claw nicking, used to prevent aggression, causes injury, stress and infection risk
- An estimated 20–40% of crabs die before reaching market
- Poor welfare decreases survival, quality and value across the whole supply chain



Clawbinder Pro

A Humane Alternative to Nicking



- A controlled foil-based method binds each claw shut — no cutting, nicking or elastic bands
- Developed by Stefan Tijssen at Pot Fishing Agency and field-tested in commercial operations
- Zero injury — claws stay fully intact
- Reduced handling stress and higher survival in storage and transit
- Undamaged product commands premium market value



The Feasibility Trial: Proof of Concept



Build a prototype machine.



Investigate if this machine is a viable alternative to crab nicking for a range of UK crab vessels and processors.

- ~15 meter vivier vessel
- 10-15 meter vessel
- Under 10 meter single-handed vessel
- 2x Processors



Use the feedback from the prototype to inform the Clawbinder team's design development.

The prototype machine



M&S



Shellfish
Association of Great Britain

1. Buttons to trigger
foil dispensing

2. Foil cutter &
dispenser



3. Hot air tunnel

Options
for plastic
foil





In action...



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What We Learned from the Trial



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- Ease of installation & use
- Anticipated improvements to welfare and quality
- Commercial viability
- Durability of the machine and wraps
- Ease of processing/removal
- Suitable points in the supply chain for the machine
- Health and safety considerations
- Improvements



Next-generation Clawbinder



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For Q3/Q4 2026 field trials, subject to FASS funding — with our trial partners plus Linda Wood (Community Catch):

Incorporate feedback from Feasibility Trails to optimise for reliability, throughput and ease of use at sea:

- Reduced power-demand system
- Foot-pedal operated binding for rapid, one-person operation
- Combined dispensing and heating opening for workflow efficiency
- Lower component positioning for easier onboard handling and ergonomics
- Taller, thinner footprint suited to vessel integration



What's Next: Validation & Vision



Validation under way

- Welfare study, July 2026 in Bridlington, with Sterling, the University of Hull and Wageningen Livestock Research

Longer Term Vision

- Testing of longevity in exposed weather and foil-wrap durability through the supply chain
- AI-assisted sorting to grade crabs and release undersized or egg-bearing females unharmed
- Circular, biodegradable sleeves made from crab-shell chitosan and seaweed
- Clawbinder becomes flagship product of a broader Animal Welfare and Quality Line



Animal Welfare & Quality Ecosystem

From catch to consumer — technologies that make a difference



CATCH

Catch the right animal

AI CrabEye

Species, sex & size
recognition

Light-Assisted Fishing

Reduce bycatch in
fisheries

Artificial Bait Systems

Cut reliance on wild bait

PROTECT

Keep animals healthy & stress-free

ClawBinder Pro

Prevent claw damage &
injury

PREPARE

Create a continuous, consistent flow

SmartFeeder / CrabFlow

Present animals to
processing

AI ClawSize Module

Automated grading &
sorting

DeSleeper

Rapid sleeve removal pre-
process

PROCESS

Humane, efficient processing

Crab and Lobster Stunner

Humane stunning

Circular by design · Chitosan & Seaweed Sleeves — next-generation, biodegradable restraint materials. Better for animals. Better for the environment.

Strategic Product Roadmap

Building an advanced animal welfare & quality platform for crustaceans



Technology	Product role	Welfare impact	Quality impact	Development stage
AI CrabEye	Selective measuring, sizing & sorting	High	High	Concept / Development
Light-Assisted Fishing	Reduce bycatch in fisheries	High	Medium	Research / Pilot
Artificial Bait Systems	Reduce bycatch & bait dependency	High	Medium	Research / Pilot
ClawBinder Pro	Prevent claw damage & injury	High	High	Field Tested, 2.0 in Development
SmartFeeder / CrabFlow	Regulate continuous, consistent flow	High	High	Concept
AI ClawSize Module	Grading, sorting & quality classification	Medium	High	Concept
DeSleever	Efficient removal of claw sleeve	Low / Neutral	High	Research / Pilot
Crab and Lobster Stunner	Humane stunning before processing	High	High	Prototype (IP to be acquired)
Chitosan & Seaweed Sleeves	Circular biodegradable restraint materials	High	High	Concept

Our purpose: to lead the global transition to humane, sustainable and profitable crustacean fisheries — Better Welfare, Better Quality, Better Future

Innovation That You Can Sea.

Progress that matters.

From humane crustacean handling to methods to reduce bycatch, Pot Fishing Agency builds practical tools that improve animal welfare and industry efficiency.

Thank you — I welcome your questions in the crustacean welfare panel.

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