

The War of the Worlds

Sharing the Seafood Market



A Presentation to the Conference on Marine Aquaculture

November 18, 2003

*By Jeanne McKnight
McKnight & Company, Inc./Seattle*

Where's the Beef?
Or....

Who's the Enemy?

Fish Wars

Famous Trade Battles

A Brief History

- Norwegian salmon v. Alaska salmon circa 1980s
- FAST v. Norwegian salmon 1993 = tariffs
- 1990s: Enter Chile
- 1993: Norway out; Chile expands into the market

History....continued

- 1997: FAST strikes again, Chile this time
- 1998: Tariffs, but...
- 2003: U.S. government removes the remaining tariffs

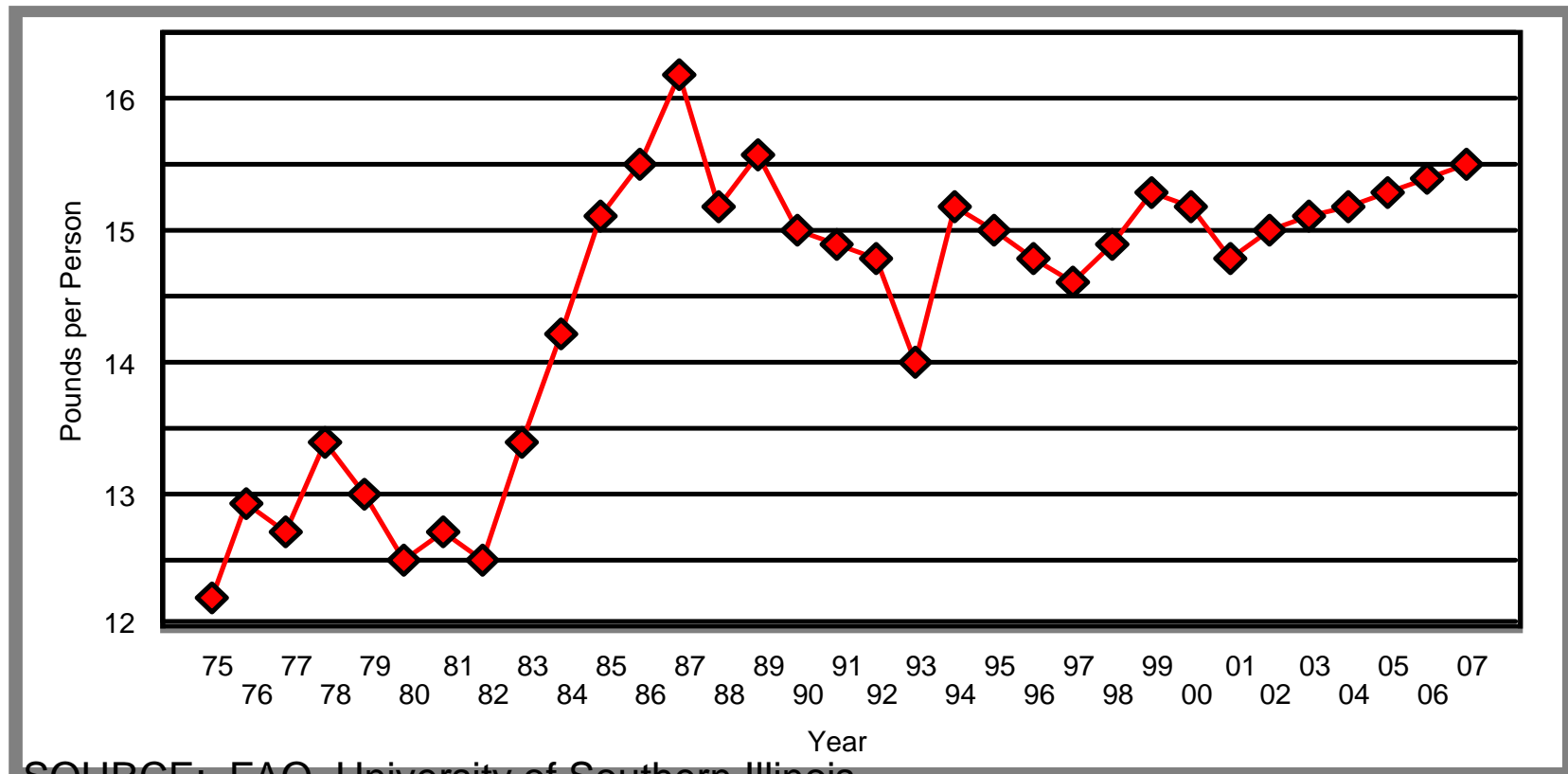
Meanwhile....

- Trade cases filed against crawfish, crab, catfish (basa) and soon, shrimp
- But has this helped market share of domestic industries?

The trade likes free trade.

And dislikes warfare and
infighting.

U.S. Per Capita Consumption



SOURCE: FAO, University of Southern Illinois

Attacks by environmental groups...

May cause some in the commercial sector to cheer, but these attacks leave both farmed and wild sectors vulnerable.



The American Seafood Distributors Association (ASDA) is an Organization of U.S. Seafood Importers, Distributors, Wholesalers, Retailers, and Food Trade Associations that are Dedicated to Free and Fair Trade in Seafood. ASDA Opposes Tariffs, Quotas, and other Trade Restrictions that Interrupt the Supply or Interfere with the Affordability of **All** Seafood Products

