

In order to identify opportunities for more specific products or product groups, U.S. import data compiled by the U.S. Department of Commerce were analyzed. The resulting products or product groups are identified in Appendix 4, which also indicates the value of 1986 imports from Canada, Europe and Japan. From this list, seven product groups and specific products were identified as potential opportunities, and were subject to more rigorous analysis including serving as the focus of interviews conducted for this report. These product groups are:

- Salmon, fresh, chilled or frozen, whole or beheaded, etc., not scaled or otherwise processed (Schedule A 340048).
- Swordfish, fresh, chilled or frozen, whole or beheaded, etc., not scaled or otherwise processed (Schedule A 340052).
- Cusk, hake, haddock, pollock, fresh, chilled or frozen, otherwise processed, filleted, etc. (Schedule A 340072).
- Flatfish, except halibut, fresh, chilled or frozen, otherwise processed filleted or minced (Schedule A 340084).
- Scallops, fresh, chilled, frozen, prepared or preserved (Schedule A 360065).
- Fish (excluding bonito, yellowtail, herring, salmon, tuna, sardines) prepared or preserved in any manner, not in oil, in airtight containers (Schedule A 371029).
- Fish, prepared or preserved, excluding those packed in airtight containers, pastes, sauces, balls, cakes, puddings, breaded or battercoated, roe and antipasto (Schedule A 371085).

Chart 1, below, provides an illustration of the combined imports of these seven groups, by customs value for the period 1982 to 1986. Chart 1 demonstrates that exporting countries other than Japan, Europe and Canada have increased their share of total U.S. imports. While both the volume and dollar value of imports have experienced strong growth during this period, growth in volume has exceeded that of dollar value, indicating a trend toward cheaper imports on average.