

Secondary wholesaling and distribution activities consisted of getting the various fishery products from the processing plant or regional market to the final point of sale. This is a relatively modest step and consists of secondary wholesaling and delivery operations. The mark-up from distribution activities did not vary significantly by product type and averaged approximately 12 percent for New England finfish products. The value of finfish products delivered to retail outlets and commercial buyers of industrial fishery products was \$2,260 million. Of this value, \$247 million represented the mark-up by distributors and brokers. The following is an estimate of the economic impact associated with the distribution of the New England finfish harvest.

ECONOMICS OF SECONDARY WHOLESALING AND
PROCESSING OF FINFISH IN NEW ENGLAND

	<u>Direct</u>	<u>Direct & Indirect</u>	<u>Direct & Induced</u>
Output (\$ million):	\$246	\$385	\$756
Income (\$ million):	\$132	\$172	\$276
Employment (person years):	6,382	8,139	13,808

On average, it was estimated that 34 percent of the value of New England finfish was shipped to foodservices and 66 percent to retail food markets and specialty fish markets. The foodservice industry purchased \$722 million worth of New England finfish with retail markets purchasing \$1,484 million. This distribution pattern varies significantly by species group however.

Retailing operations marked-up their purchased finfish products by an estimated \$1,692 million. Of the total retail mark-up, \$1,347 million occurred within the foodservices industry and \$345 million accrued to retail markets.

Total expenditures for New England finfish products in the United States were estimated to total \$3,948 million. In addition, industrial products with a wholesale value of \$3.6 million were delivered to commercial users. Industrial products were valued at the point where they are delivered to commercial users of the products, not at the retail level. When the dockside value of exports, \$17 million, is included, sales of New England finfish products totaled \$3,968 million.