

These three associations were interviewed to obtain the following information:

- Market trends for fish and fish products (including trade).
- The effect of the devaluation of the dollar on trade in the fish industry.
- Major industry trade fairs.
- Major industry publications.
- The potential effect of Free Trade on Canada-U.S. trade in fish and fish products.
- Their opinion on the strengths and weaknesses of the Canadian fish industry.

Interview Results

The associations were unable to provide much information on market trends beyond the U.S. Department of Commerce's industry outlook publication, which estimated market growth at 3% for the next three years. The industry does expect to export more fish and fish products, especially to Japan and the focus will be on more upscale and diversified products.

The devaluation of the U.S. dollar has had a significant impact on trade in fish and fish products as U.S. exports have become more attractive and producers are increasingly relying on export markets. This has resulted in exports outpacing imports. However, the industry associations also report that increased exports have resulted in insufficient domestic supply. Consumers have turned to importers to satisfy their demand, resulting in an increased share of imports in the domestic market and the creation of trade tensions between the U.S. and other seafood exporters. There are numerous trade hearings and GATT rulings dealing with the industry. According to the U.S. associations, a Free Trade Agreement would not ease tensions as they believe the Agreement does not address subsidies provided by the Canadian government.

The associations believe that free trade between Canada and the U.S. is not expected to have a significant impact on most segments of the fish industry in either the U.S. or Canada. Increased exports are limited by available fish stocks. However, in terms of processed or preserved fish and fish products the removal of present duties on canned products is expected to result in increased