

- Trade estimates that the inventory of salted roe carried over from 1990 to 1991 was between 2000 and 2500 tons. This is a considerable increase from the 1989 inventory level of 800 MT.
- The auction for salted herring roe products at the Osaka wholesale market started in October with the prices for Canadian large size at ¥5700-6700 per kg and ¥5200-5400 for Bristol Bay roe products.
- The prices of Canadian large size went down to ¥4000-6000 and that of Bristol Bay to ¥3500-4000 toward the end of 1990.
- One of the prevailing opinions among trade people regarding the market decline is that the size of the market for gift boxes of salted herring roe was not large enough to absorb the quantity supplied from North America, as the percentage of large-sized roe was much higher in 1990 than in past years.
- Another opinion is that as it became clear that salted herring roe products would be supplied in abundance in 1990, retailers adopted a wait-and-see policy in sourcing the products on the wholesale market. This policy was accelerated by the high interest rate policy adopted by the Japanese government, which has discouraged the traditional practice of carrying large inventories of products.

Market Situation and Outlook

- The screening for 1990 salted herring roe exports from BC was concluded much more expeditiously than in 1989. Despite positive trade forecasts, the market for salted herring roe products in 1990 saw a drastic decline toward the end of the year.