

these marketing tools to promote their products. The trade fair cited most frequently was the Boston Seafood Show. Other trade fairs mentioned included the Sea Fare Show in Long Beach, California, Sea Fare in Orlando, Florida, and the convention of the National Fishery Institute in Washington. Industry publications commonly read were the Seafood Leader, the Seafood Business Report, and the Frozen Food Age.

The majority of respondents (86.0%) reported no barriers to sourcing from Canada, however, 6 respondents did report problems. The problems reported included higher tariffs on vacuum sealed items entering the U.S. from Canada and the presence of anti-dumping duties.

While the tariff problem can be reduced and eventually eliminated with the Free Trade Agreement, anti-dumping protections will remain in force through the tribunal established to settle disputes under the Agreement.

A list of the U.S. importers of fish and fish products interviewed that indicated a general interest in hearing from Canadian suppliers is found in Appendix 1. Other U.S. buyers identified in a separate market study who are interested in buying directly from Canadian sources is compiled in Volume 2 of this Report.

## **SURVEY OF U.S. INDUSTRY ASSOCIATIONS**

U.S. associations were contacted in order to supplement information provided by individual importers and to provide an industry perspective on trade in fish and fish products. The industry associations contacted and their mandates are as follows:

- American Seafood Distributors Association, Washington D.C., represents interests of members to regulatory bodies, and conducts research, promotion and marketing.
- International Institute of Fisheries Economics and Trade, Corvallis, Oregon, promotes cooperative research in both the public and private sectors.
- North Atlantic Seafood Association, Cleveland, Ohio, promotes the consumption of North Atlantic Seafood products.