

roe), prices as well as the total quantity imported are generally agreed upon by negotiation between producers and importers before the beginning of the fishing season. For products such as frozen salmon, lobster and crab which enter wholesale markets or are consigned directly to buyers, prices are negotiated on an individual basis between producers and importers. Severe price fluctuations for salmon during the past few years have seen a trend towards provisional pricing as the norm.

TARIFFS: Japan provides few tariff barriers to the trade in fisheries products. Most raw materials enter at low rates or duty free. Duties are assessed ad valorem on CIF value. ( See Appendix 11 for a list of tariffs on fish products.)

NON-TARIFF BARRIERS: Japan is a member of the General Agreement on Tariffs and Trade and the Organization For Economic Cooperation and Development and has eliminated many of the quantitative restrictions on imports originating from member countries. Nevertheless, The government of Japan currently maintains global restrictions, administered under a complex system of quotas, on about 20 per cent of fish imports. Japan's import quotas on certain species of fish of interest to Canada (herring, mackerel, squid, cod and scallops) was notified to the MTM Standstill and Rollback Surveillance Body. As a result of a subsequent series of bilateral consultations, Japan agreed to ensure that, there would be no impediment to trade between willing Japanese buyers and willing Canadian sellers for herring, mackerel, and cod. Canada continues to monitor access for fish products to the Japanese market and has reserved all rights vis-a vis the eventual removal of the import quota system in Japan. Of particular interest to Canadian companies are the import quotas for herring. There are separate quotas for Pacific and Atlantic herring. The Pacific quota has been set at 50,000 tonnes for 1989 and imports, mainly roe-herring, have consistently been less than the quota. The Atlantic quota is set twice a year (April-September and October-March). The total quota for fiscal 1989 is 52,000 tonnes, a 2,000 tonne increase over 1988.

## TRANSPORT

Marine: Japan is a major seafaring nation which has come to depend upon ocean shipping as the link in its trade with other countries. Until 1981 Japan's merchant shipping fleet was the largest in the world. It now ranks in third place after Liberia and Greece. In recent years currency factors and the world shipping recession have made much of the Japanese shipping industry uneconomic. Rationalization is now underway. Regular services to Japan by refrigerated container are available from Vancouver and Saint John, New Brunswick. Charters also represent a common form of transport. Japanese ports have extensive freight handling facilities with roll on/ roll off services, links to the rail network and ample warehousing facilities. The main ports are