

(NB) and Cdn \$2.90 for Nova Scotia roe (per pound FOB).

- Japanese domestic selling prices proposed by importers to processors based on those import prices were reported to be Yen 820-850 per kg for northern roe and Yen 900-950 for southern roe.
- However, most processors did not source the newly-imported roe in 1992 and postponed the purchase to 1993 because they already had on hand inventory sufficient for processing in 1992 and an abundant supply has enabled them to adopt a policy of buying whenever they need roe.
- As a result, domestic selling prices from importers to processors mentioned above were said to have been lowered by Yen 100, or more in some cases.
- While it is said that seasoned herring roe products market has matured, many processors have been developing new products to increase the popularity of seasoned herring roe as daily home consumption items.
- The total market situation for seasoned herring roe products in 1992 is not yet clear. Some major processors in Hokkaido advised that their sales in 1992 were almost the same as in 1991, but some other processors noted that their sales went down by 10-20%.
- The economic slowdown has reduced Japanese companies' spending on entertainment and overtime which has led to an increased number of workers who dine at home. In this regard, seasoned herring roe products are said to have attracted consumers' attention as a good snack to accompany a drink.
- It is reported that the production of Irish roe was between 1,700 and 1,800 mt in 1992 and the production was not good. When Atlantic Canadian roe is sold from importers to processors at the Yen 800 per kg level, it is difficult for Irish roe to be sold at Yen 1,100 per kg, which importers had intended, as Japanese processors prefer Canadian roe to Irish roe when there is such a large price difference between the two.
- Of the total imports from Canada of 6,000 mt, approximately 4,000 mt was reported to have been carried over to 1993.
- It should be noted that more than 700 mt of Pacific salted herring roe was processed into seasoned herring roe. Depending on the import price of Pacific herring roe, a greater quantity of Pacific roe will be processed into seasoned herring roe products as these products are easy to eat and are well accepted among the younger generation.