

- Consolidation of food distributors/one-stop shopping
- Stricter quality standards/more professional marketing of food

**QUESTIONS:**

R. Bulmer to N. Cachero - What will be the result of strengthening US prices vs. the decline in per capita consumption of groundfish?

Reply by Cachero - Supply is still short of demand and that will keep the prices strong.

R. Bulmer to M. Gundarsson - With the changes in the East Bloc, what will be the effects of fleet relocations etc., will they become major competitors in N. Europe and N. America?

Reply by Gundarsson - Europe does expect the entry of the Eastern European nations into the fresh-fish markets soon. They are re-organizing and re-equipping their fleet and processing plants (paying by trading fish) and their expected appearance will mean more competition for supply and a disruption in the markets, but in the long term, their wages will increase making the cost of their supply similar to existing produces.

Reply by Petersen of the West German delegation - They have studied the situation and they do not see a decline in prices because the Eastern Europeans do not have fishing ground of their own - they will have to pay for fishing rights in hard currency. Also their low wages rates will increase as a result of the removal of subsidised prices. West Germany hopes for better processing from the Eastern producers but not a decline in prices - these countries will be good markets in the near future for more sophisticated products.

A Diap of the Senegalese delegation - What is the role of fish in trade relations in the future?

Reply by Bulmer - US vs. European and Japanese vs. US interests. Fish is tied to the agricultural subsidy issues, and the MTN 1990 Uruguay Round decisions would have a direct impact on fish issues. The Japan-US negotiations could result in increased protectionism and barriers if they fail.

Question to N. Cachero - Cod prices in the US are too high in relation to shrimp, is this a concern for producers?

Reply by Gundarsson - Consumption patterns change when prices exceed certain levels and it will be necessary to hold the balance between prices and consumption.