

**TABLE 1**  
**Major Imports**

| <b>Commodity</b> | <b>No. of Respondents<br/>(Total = 43)</b> |
|------------------|--------------------------------------------|
| Shrimp           | 22                                         |
| Lobster          | 15                                         |
| Swordfish        | 12                                         |
| Scallops         | 11                                         |
| Pollock          | 10                                         |

The U.S. importers of fish and fish products that were interviewed were generally satisfied with their current sources of supply. Table 2, below, indicates the major countries from which U.S. imports originate and the respondents' overall level of satisfaction with their suppliers. A full list is reproduced in Appendix 7.

**TABLE 2**

| <b>Country of Origin</b> | <b>No. of Respondents<br/>(Total = 43)</b> | <b>Level of Satisfaction<br/>(Maximum = 5.0)</b> |
|--------------------------|--------------------------------------------|--------------------------------------------------|
| Japan                    | 20                                         | 4.3                                              |
| Taiwan                   | 7                                          | 3.4                                              |
| Canada                   | 7                                          | 3.8                                              |
| China                    | 7                                          | 3.2                                              |
| Korea                    | 6                                          | 4.0                                              |

The reasons given for purchasing from these suppliers included:

- lack of availability in the U.S. (53.5% of respondents)
- inadequate supply in the U.S. (23.3% of respondents)
- lower prices (16.3% of respondents)
- parent company arrangement (9.3% of respondents).

While the majority of importers were currently satisfied with their suppliers of fish and fish products, there remained a high degree of interest in Canadian products. Of the 43 respondents, 35 expressed interest in hearing more about Canadian suppliers. Of the 30 companies who had previously used or were currently using Canadian sources of supply, only 4 expressed some