

Primary wholesaling and processing operations in the United States handled New England shellfish products with an estimated initial value of \$446 million. The mark-up occurring as a result of these activities averaged 100 percent. This mark-up was relatively low primarily because of the major role scallops and whole lobsters play in the shellfish industry. Both scallops and whole lobsters are high value products which require minimal processing and handling prior to sale at the wholesale level.

The wholesale value of shipments of New England products from processing plants and wholesale markets totaled an estimated \$894 million. Of this total, only \$4.5 million was exported and shellfish products with an estimated value of \$208 million entered the U.S. market.

#### ECONOMIC IMPACT OF PRIMARY WHOLESALING AND PROCESSING OF SHELLFISH IN NEW ENGLAND

|                            | <u>Direct</u> | <u>Direct &amp;<br/>Indirect</u> | <u>Direct &amp;<br/>Induced</u> |
|----------------------------|---------------|----------------------------------|---------------------------------|
| Output (\$ million):       | \$440         | \$790                            | \$1,434                         |
| Income (\$ million):       | \$191         | \$299                            | \$479                           |
| Employment (person years): | 10,640        | 15,081                           | 24,922                          |

The mark-up from distribution activities did not vary significantly by product type and averaged an estimated 12 percent for New England shellfish products. The value of shellfish products delivered to retail outlets and commercial buyers of industrial fishery products was valued at \$1,247 million. Of this value, \$123 million represented the mark-up by distributors and brokers.

#### ECONOMICS OF SECONDARY WHOLESALING AND DISTRIBUTION OF SHELLFISH IN NEW ENGLAND

|                            | <u>Direct</u> | <u>Direct &amp;<br/>Indirect</u> | <u>Direct &amp;<br/>Induced</u> |
|----------------------------|---------------|----------------------------------|---------------------------------|
| Sales/Output (\$ million): | \$132         | \$236                            | \$415                           |
| Income (\$ million):       | \$50          | \$83                             | \$133                           |
| Employment (person years): | 2,399         | 3,778                            | 6,511                           |