

## Thalassorama

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### Salmon Market Dynamics

Although the United States' largest finfish fishery is salmon, with the advent of aquaculture, the U.S. has become one of the world's largest importers of fresh salmon. Figure 1 illustrates some interesting changes which are occurring in this dynamic market. Most of the fresh salmon imports are farmed: (1) Atlantic salmon from Norway; (2) coho and Atlantic salmon from Chile; (3) primarily farmed Atlantic from the United Kingdom, Faroe Islands, and others; and (4) wild-caught sockeye, pink, and chum, and farmed and wild-caught chinook and coho, as well as farmed Atlantic from Canada.

In the early 1980's and up until 1989, Norway was clearly the dominant supplier. By 1989, farmed salmon production from Canada and elsewhere had increased substantially. In addition, Canada rescinded regulations restricting the export of unprocessed salmon, which allowed significant quantities of sockeye and pink to enter from Canada, especially in August.

The decline in prices which occurred in 1989 resulted in a countervailing duty and antidumping case brought before the U.S. International Trade Commission by the coalition for Fair Atlantic Salmon Trade on February 28, 1990. Also in February of 1990, the EC began antidumping investigations based on complaints from Irish and Scottish salmon growers.

The preliminary ruling by the USITC which favored the U.S. industry contributed to relatively rapid reduction in Norwegian exports to the U.S. When the final ruling resulted in a 2.27 percent countervailing duty and an antidumping duty ranging from 31.81 percent to 18.39 percent, depending on the exporter, the Norwegians were largely driven from the market, and Canada and Chile became the major suppliers.

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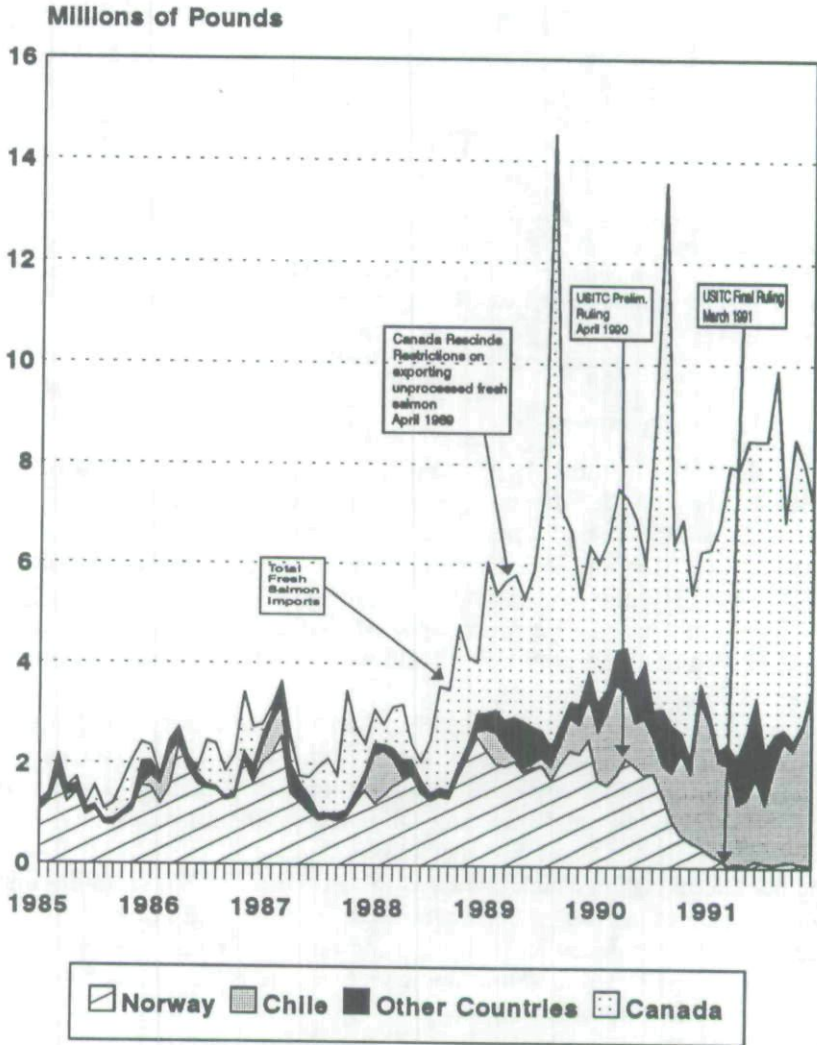


Fig. 1. Monthly U.S. Imports of Fresh and Chilled Salmon January 1985–December 1991.  
 Source: USDC, NOAA, NMFS, Fisheries Statistics Div., various files.

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