



AT-SEA PROCESSORS ASSOCIATION

Partners for Healthy Fisheries

Alaska Seafood & U.S. Trade Policy: In Search of a New Approach

Alaska Senate Special Committee on World Trade &

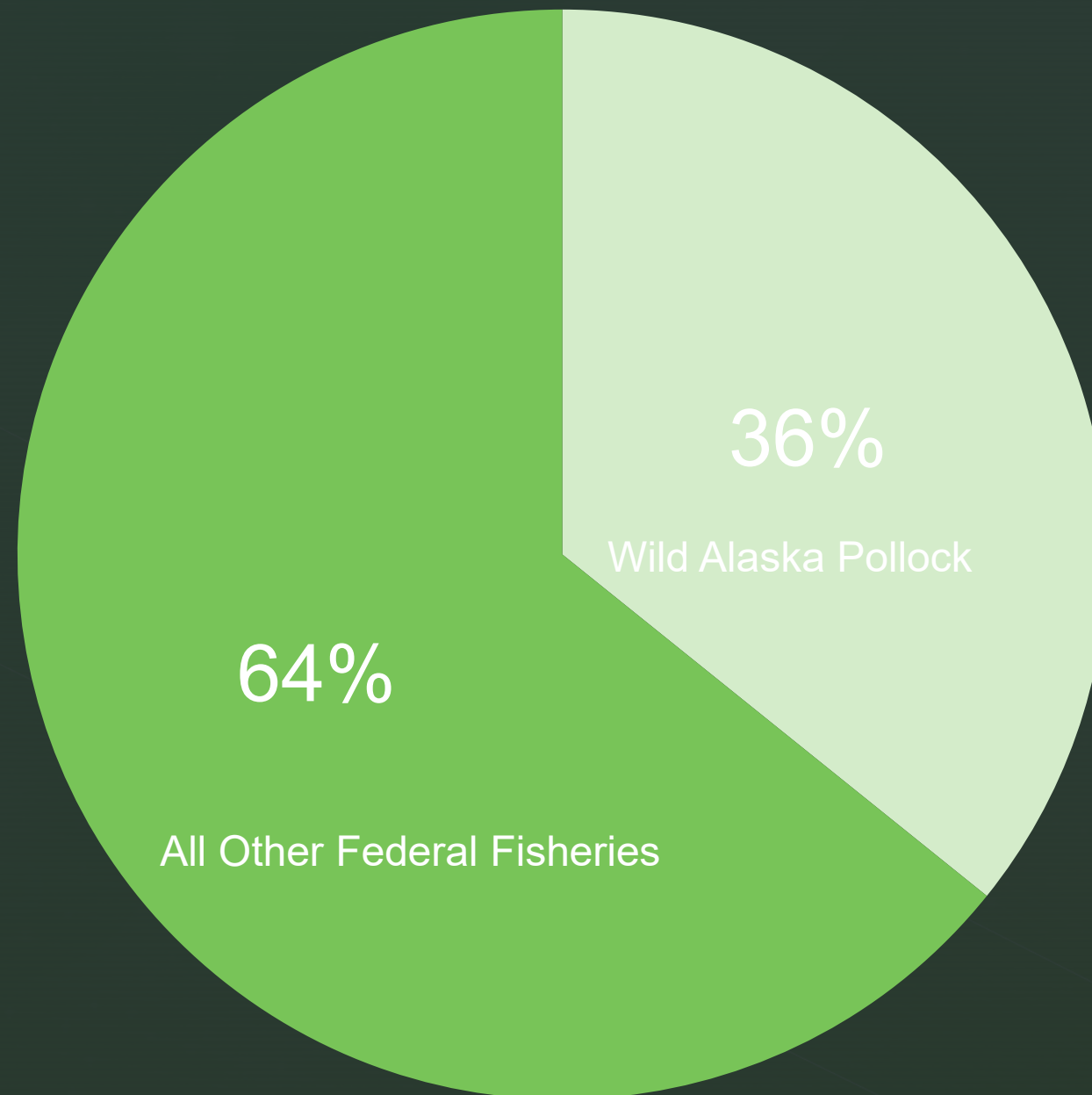
Alaska Senate Resources Committee

April 21st, 2021.



Wild Alaska Pollock





Wild Alaska Pollock as a % of Total U.S. Federal Fisheries (2018)



“Certified Sustainable”



GAPP Partnership Examples

- **Denny's**—2 Menu Items (US)
- **7-Eleven Fish Sandwich** (US)
- **Wild Alaska Pollock Protein Noodle** (US)
- **Wild Alaska Pollock Burger** (US/Canada)
- **Wild Alaska Pollock Meal Kits** (US)
- **Wild Alaska Pollock Martha Stewart**—2 SKUs (US)
- **Alaska Wild Wings** (US/Canada)
- **Wild Alaska Pollock Upper Crust for Foodservice**—3 SKUs (US)
- **Perfect Pollock Portions** (US)
- **Power Packed Protein Burger** (US)
- **Whole Foods 365 Surimi**—2 SKUs (US)
- **Neptune Wild Alaska Pollock Jerky**—2 SKUs (US)
- **Chipshop Quarter Pounder** (UK)
- **Potato Topper Wild Alaska Pollock** (Germany)
- **Wild Alaska Pollock Fish & Sauce** (Germany)
- **Krissa Italia Surimi Meal**—2 SKUs (Spain)
- **La Gula Del Norte Surimi Ready to Eat**—4 SKUs (Spain)
- **Venture Limited Ingredient diet for dogs** (US)

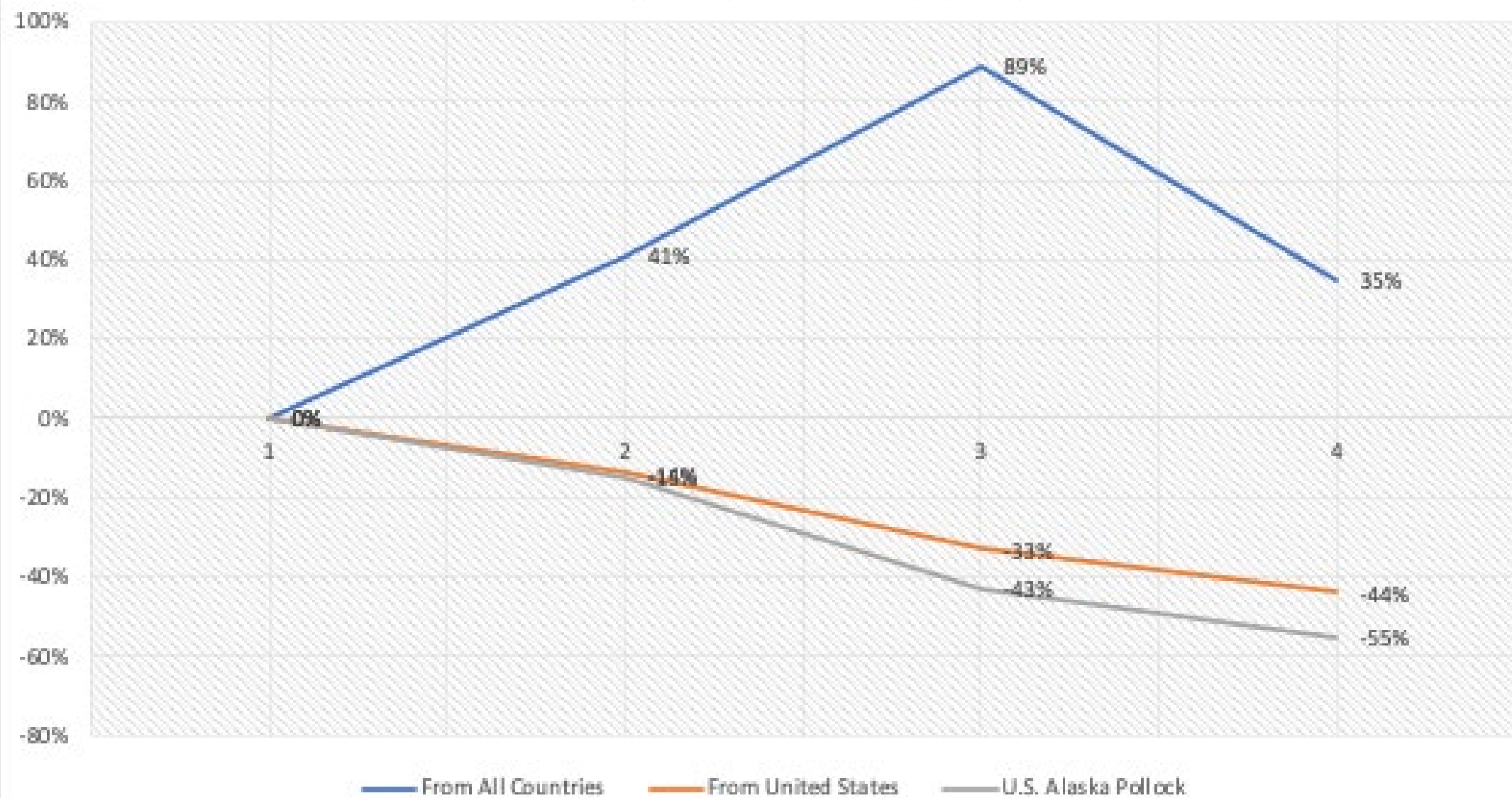




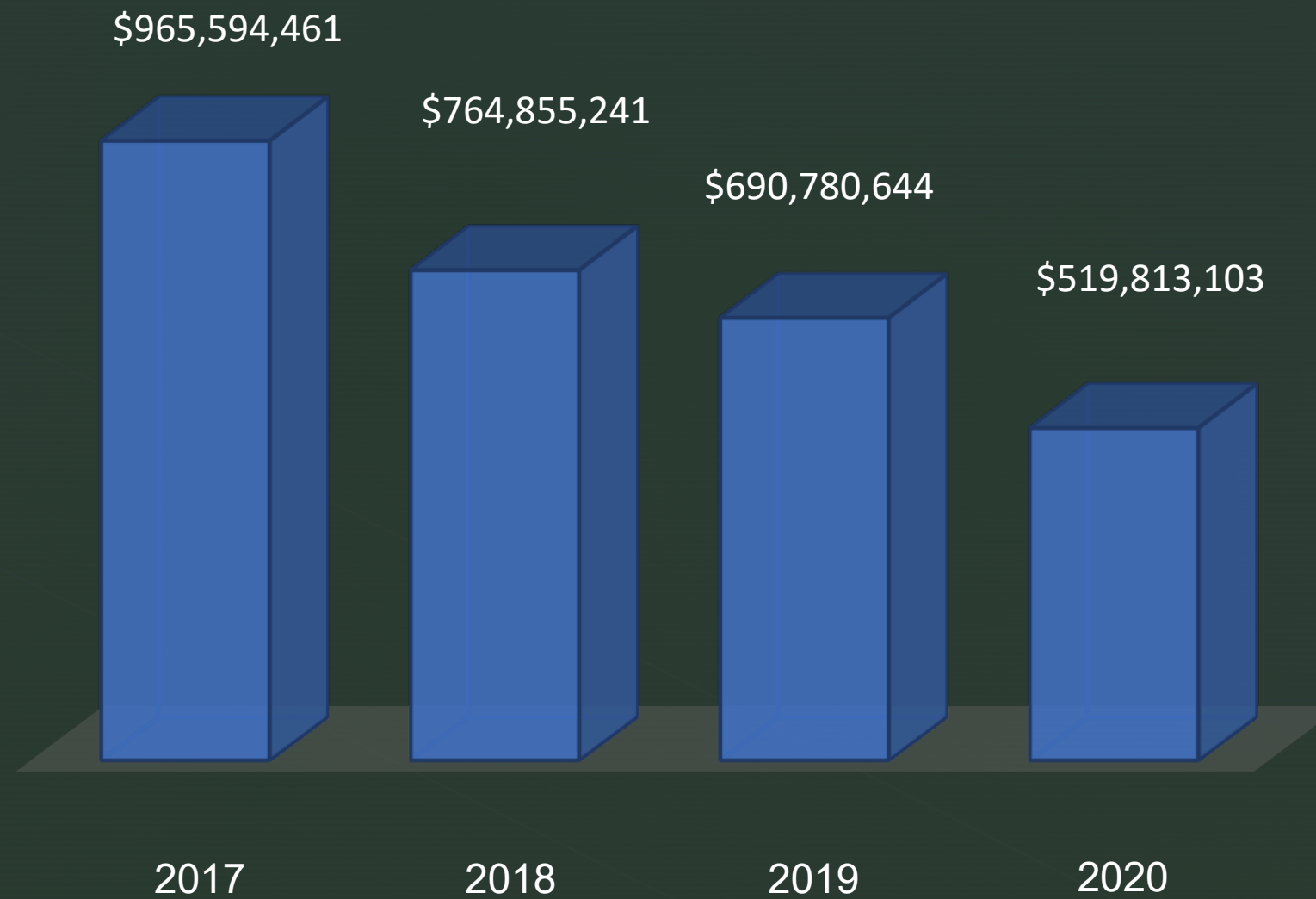
CHINA

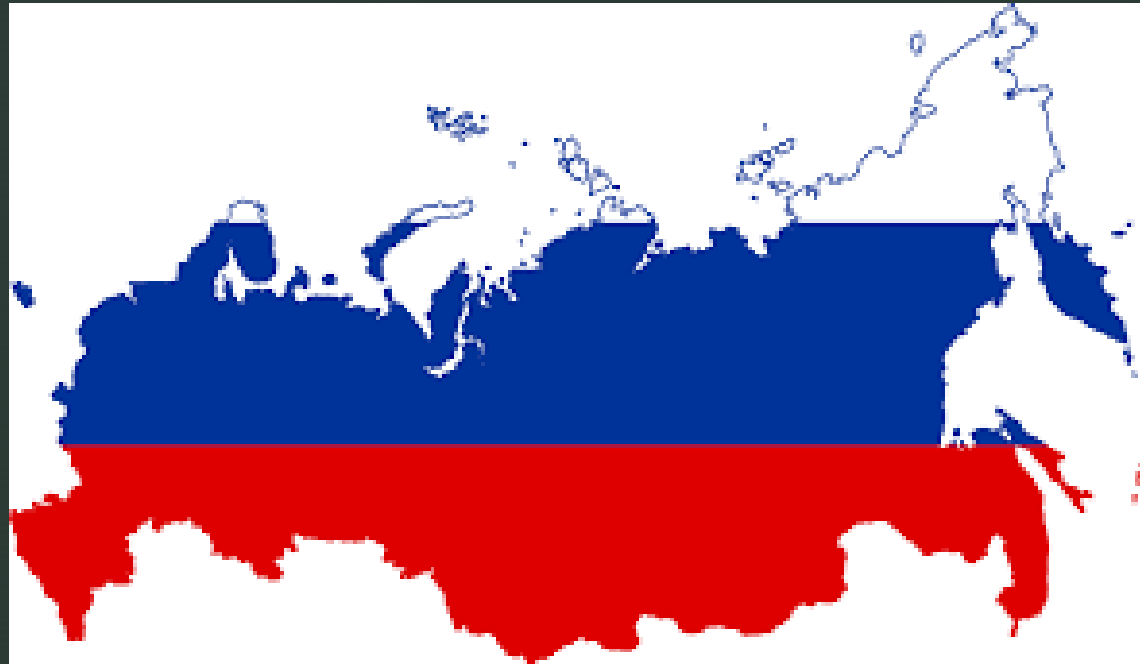
- 30 Percent Retaliatory Tariffs on U.S. seafood remain.
- Phase One seafood purchase commitments are unmet.
- Our market share has collapsed in our critical growth market.

China Seafood Imports, 2017-2020, change in value



ALASKA SEAFOOD EXPORTS TO CHINA

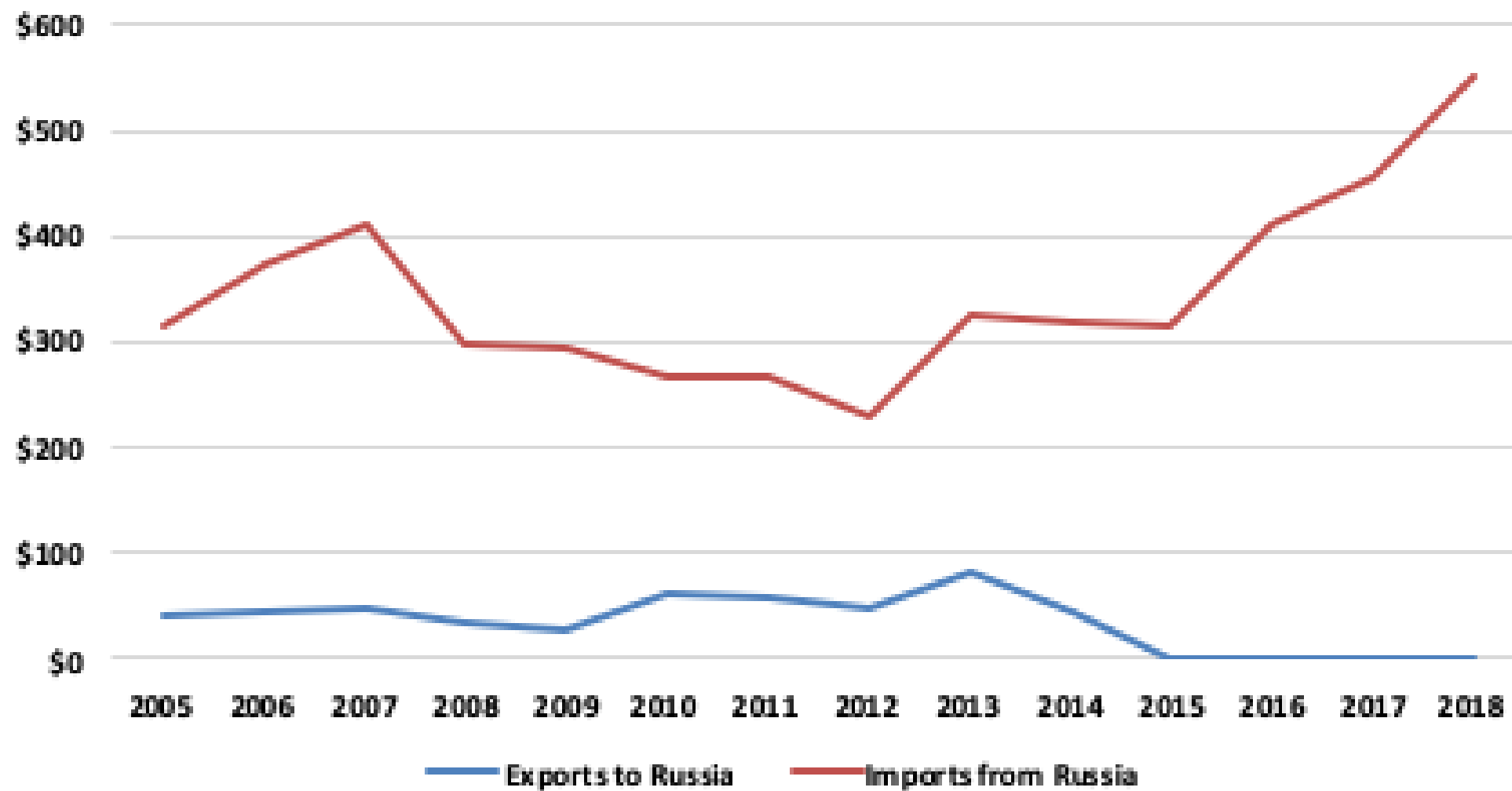


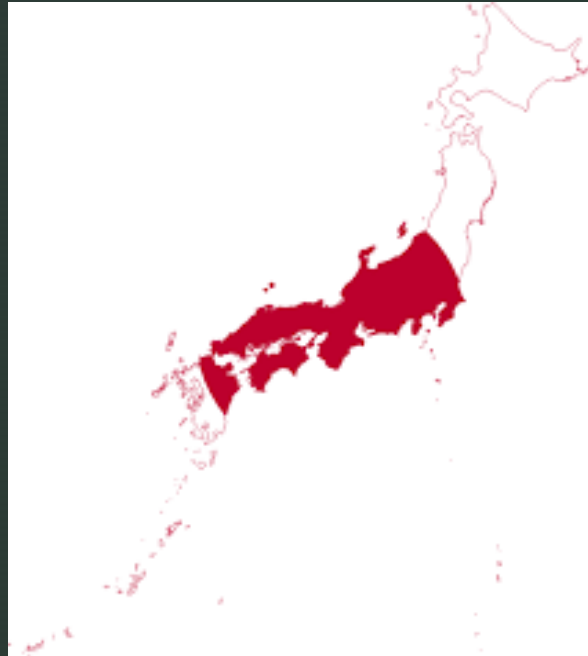


RUSSIA

- Market almost entirely closed to U.S. seafood since 2014.
- Leading global competitor for Alaska seafood.
- Leverages permissive U.S. policies to displace Alaska seafood here at home.

U.S. - Russia Seafood Trade, \$Millions





JAPAN

- Tariffs of up to 10.5 percent on U.S. seafood products.
- The 2019 “Phase One” Agreement conspicuously omitted seafood.
- Competitors are increasingly gaining duty-free access.



EUROPE

- Significant tariffs on U.S. seafood products.
- Constant threat of seafood being caught in the Trans-Atlantic cross-fire.
- Complicated ATQ system creates market distortions.



Seafood Trade Under President Trump



NEWS

President Signs New Executive Order Promoting American Seafood Competitiveness and Economic Growth

May 07, 2020

The President signed a new Executive Order promoting American seafood competitiveness and economic growth to propel the United States forward. It calls for the expansion of sustainable U.S. seafood production.



Seafood Trade Under President Biden



New USTR Katherine Tai



Questions?

Advice??