Export Markets for Alaska Salmon:
Production, Value Trends and Export Destinations of Alaska Salmon

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• Alaska Harvest & Production
• Disposition of Product Forms
• Top Five Products by Value
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• Major Markets by Value
Alaska Salmon Harvest Composition

Source: ADF&G
Alaska Salmon Production
Volume, 1992-1996

Canned: 34%
Roe: 3%
Frozen: 58%
Fresh: 5%

Source: ADF&G Commercial Operators Annual Report
Alaska Salmon Production
Volume, 1997-2001

- Canned: 42%
- Roe: 4%
- Frozen: 46%
- Fresh: 8%

Source: ADF&G Commercial Operators Annual Report
Disposition of Product Forms 1997-2001

Source: ADF&G COAR, NMFS, SMIS estimates
Export Value, Major Categories
1997-2001

- Frozen: 49%
- Canned: 30%
- Fresh: 7%
- Roe: 14%

Source: NMFS
Top Products, Wholesale Value
1997-2001

Percent Wholesale Value

- Frozen Sockeye 26%
- Canned Pink 22%
- Canned Sockeye 16%
- Roe, (all species) 13%
- Frozen Pink and Chum 9%

Total, Top Five Products 86%
Frozen Sockeye

2001 Disposition

- 84% Export
- 16% Domestic
Canned Pink

2001 Disposition

- 28% Export
- 72% Domestic
Canned Sockeye

2001 Disposition

- 88% Export
- 12% Domestic
Roe, All Species

2001 Disposition

• 98% Export
• 2% Domestic
Frozen Pink & Chum

2001 Disposition

• 76% Export
• 24% Domestic
Conclusions

Key Export Markets
The Role of Sockeye
Market trends
Major Export Markets by Value
1992-1996 (Average $819m)

- Japan: 68%
- EU: 19%
- Canada: 11%
- Other: 2%

Source: NMFS
Sockeye Harvest, Export Value

- Export Value, millions $
- Sockeye Harvest, pounds

Source: ADF&G, NMFS
Major Export Markets by Value:
1997-2001 (average $517 m)

- Japan: 49%
- EU: 25%
- Canada: 21%
- Other: 5%

Source: NMFS
Conclusions: Alaska Salmon Export Markets

- Changes result from sockeye harvest reduction & product-form shift
- Japan remains the single largest export market despite major declines
- Value of exports to Europe steady
- Value of exports to Canada growing
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