

UNIVERSITY OF ALASKA

MEMORANDUM

TO: Donald Rosenberg  
FROM: Frank Orth J.K.O.  
SUBJECT: Report on Trip to Japan  
DATE: November 4, 1977

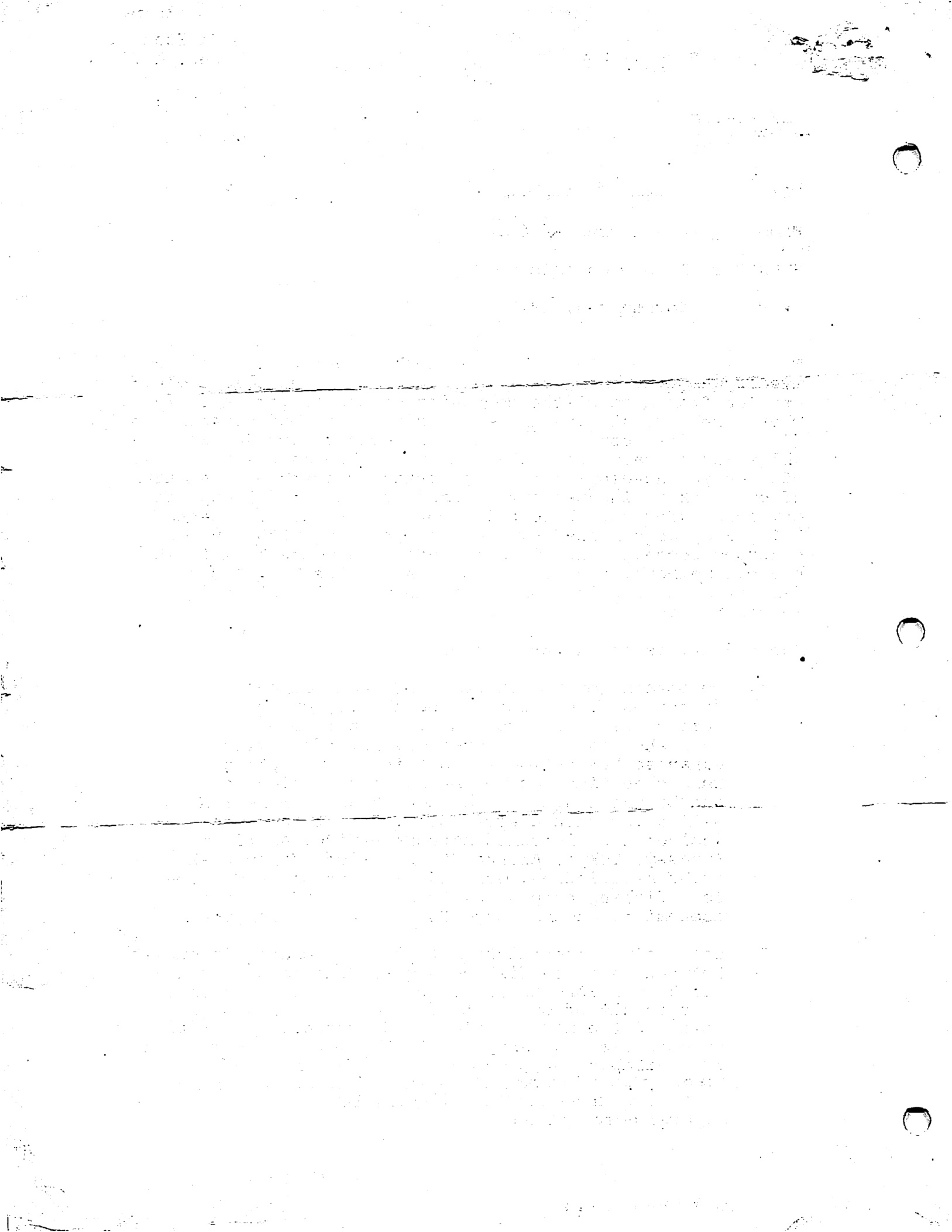
The trip to Japan taken by Abby Gorham, Clint Atkinson and myself was very successful. We encountered excellent cooperation from most of the companies contacted for interviews. There are several apparent reasons for the good cooperation: (1) Clint Atkinson did an excellent preparatory job in establishing contacts with the companies through their Seattle offices and developing the appropriate concept of the nature of our work as independent unbiased research; (2) Japanese companies view the chances for more favorable treatment by N.P.F.M.C. as enhanced by their cooperation with council-endorsed research and by having decisions made by informed council members; and (3) The support of the U.S. Embassy demonstrated priority for the requested information in the United States.

The objectives of our trip were:

1. To obtain general information about Japan's fisheries to enhance the capability of the Alaska Sea Grant Program to conduct research in fisheries that in some way interface with Japanese harvesting, processing or marketing. This objective was met by our own edification and by the contacts and acquaintances made that will allow future access to information. These include the Fisheries Attache Office, American Embassy, Tokyo, Alaska State Office, Japan Fisheries Association, Hokkaido Federation of Fisheries, fishing companies, trading companies, and economists at the Tokyo University of Fisheries.
2. To obtain current information on ownership interties between Japanese fishing and trading companies and Alaska fish-processing companies. I believe that as a result of our systematic questioning, we have obtained the most complete and most current profile of Japanese ownership in Alaska fish processing that is available. While ownership relationships are not stable through time, it should be helpful for the Council to have what we believe is an accurate point-in-time description.

cc: Tak Miyahara 11-22-77

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November 4, 1977

Page two

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3. One of the primary objectives was to obtain a profile of Japanese market channels for tanner crab for 1976. While some companies held back exact production-distribution figures, I do feel that we will be able to give an acceptably accurate description of the marketing process for tanner crab in Japan.
4. The second primary objective was to complete data collection for the tanner crab market demand study. With the exception of inventory data, of which only bits and pieces were obtained, this objective has been satisfied.

Overall, therefore, I can report that our trip was a success. If we can be equally successful in obtaining the cooperation of domestic processors, we will be able to provide the Council with a good description of tanner crab marketing channels, foreign and domestic.

FLO:mk

cc:  Jim Branson  
David Duane