

# QUESTIONS FOR SPECIES (SHELLFISH) COMMITTEES



Wild, Natural & Sustainable®

## Key Questions:

1. What concerns or marketing needs, specific to your species, would you like ASMI Operational Committees to discuss and/or address? Are there areas of need with which ASMI can assist?
  - For Technical Committee:
    - Develop guidelines for live shipments of crab, such as temperatures and packaging.
    - Follow up on listeria study.
  - Collateral and digital assets to support education on golden king crab name change, emphasizing:
    - RFM certification.
    - Fishery stability.
  - That we continue the “ugly crab” campaign for number two bairdi tanner crab for another year, focusing on the foodservice sector and niche markets. Emphasize the sustainability aspects with measureable results in report format at next year’s All Hands meeting.
2. What have been the impacts (so far) of the U.S/China trade dispute and subsequent tariffs on your species groups? Have there been shifts (product form, processing location, new markets) that ASMI should be aware of? Are there opportunities you would like to see explored by Operational Committees/Programs?
  - Live shipments of golden king crab into China halted because of tariffs.
  - Trade to China has to be redeveloped, which changes existing historical relationships and alters prices due to extra legs in the transportation process.
3. Do you have any overall industry concerns that should be brought to the Committee Chairs meeting for them to discuss and carry forward to the ASMI Board of Directors?
  - Amount of consolidation in retail sector of buyers, reducing sales opportunities.
  - Level of state support for ASMI.
  - *Continuing to get out Alaska’s message of sustainability in relation to the decline of crab stocks to balance challenges from volatile shellfish stocks and marketability of individual species*
    - *ASMI should keep industry informed as opportunities come up to respond and address shortages*
  - Volatility of shellfish stocks will be an ongoing challenge in marketing Alaska shellfish.
4. What trends or opportunities can you identify that ASMI Programs can capitalize on?

# QUESTIONS FOR SPECIES (SHELLFISH) COMMITTEES



*Wild, Natural & Sustainable®*

---

- Golden king crab stability.
- Preparing for big opilio #s that Alaska can expect in the near future.
- Differentiating Bairdi.