

Value-added seafood topic of next SWAMC meet

Southwest Alaska Municipal Conference's pre-conference workshop, scheduled for Jan. 30 from 9:00 a.m. to 4:30 p.m., will focus on value-added seafood. The workshop, as well as the rest of SWAMC's Winter Meeting, will be held at the Hotel Captain Cook in Anchorage.

Andy Golia, economic development planner for the Bristol Bay Native Association, will be one of the speakers at the

workshop. He has been working on the idea of a value-added business incubator for Bristol Bay, and he recently participated in Gov. Tony Knowles' trade mission to Japan.

In a recent article in the *Bristol Bay Times*, Golia described his trip to Japan. The group, comprised of business representatives and state administration members, toured seafood wholesale markets

as well as supermarkets. Golia reports that Bristol Bay salmon sales have been very good, primarily because of low inventory levels going into the 1996 season and a decline in catches this past summer.

However, there's a growing amount of pen-reared salmon, from both Norway and Chile, being sold in Japan. In 1989, pen-reared salmon comprised only a small portion of Japanese imports. But in 1995,

that number grew to 25 percent. The Norwegians have increased their spending for salmon marketing in Japan to \$5 million per year. AMSI's marketing promotions have dropped to \$1 million in the last year.

Look for a more complete view on value-added seafood products at SWAMC's pre-conference workshop.

For more information, contact SWAMC at (907) 562-7380.