

INBOUND MISSION

2019 TAIWAN SEAFOOD INBOUND TRADE MISSION TO WA, AK

Monday, Nov 4 - Friday, Nov 8, 2019

Registration: Tuesday, Sep 10 - Friday, Oct 25, 2019 | 10:00 AM

📍 WA, AK | Taiwan | East Asia

<https://www.wusata.org/e/AKR6KM7>

EVENT DETAILS

The Western United States Agricultural Trade Association (WUSATA®) and the Washington State Department of Agriculture, announce participation and registration in the following activity, brought to you by the USDA's Foreign Agricultural Service:

Taiwan Seafood Inbound Trade Mission to Washington & Alaska

Washington ~ November 4-6, 2019

Alaska ~ November 7-8, 2019

Taiwan has a growing population of young, sophisticated and affluent consumers that seek to purchase imported seafood products, in part for their status, but also because imported seafood is believed to be of higher quality and from a cleaner environment. Growing demand for seafood products is also driven by consumers' shift from meat to seafood as it is believed that seafood offers better nutritional value with higher protein, less fat, and greater health benefits. Although overall seafood imports have been relatively flat for the past several years, there was an increase in fish and shellfish seafood products in 2017-2018, and this trend will likely continue in to 2019-2020.

Are you considering the export opportunities for seafood products to Taiwan? U.S. food and agriculture are still in high demand by consumers, who place quality and safety as priorities when it comes to purchasing decision, and the United States is well known for satisfying such demands from consumers in Taiwan, thus the outlook for U.S. exports to Taiwan is very optimistically viewed, especially for non-comparison seafood products from U.S.

As of January 1, 2017, Taiwan seafood importers organized the Taiwan Import Seafood Association (TISA) to negotiate with Taiwan's Ministry of Finance to lower the seafood import tariffs. Tariffs on King crab and lobster imports have been reduced by one half and one third, respectively. As of December 1, 2017, tariffs on frozen Atlantic and Danube salmon; other frozen crabs and frozen shrimp; living, fresh or chilled reef shrimp and other lobsters; and other, living fresh chilled crabs and abalone were all reduced by one half or more. The reduced tariffs and growing demand of these products creates great opportunities for Western U.S. exporters going in to 2019. TISA staff has been invited to participate in this mission to visit with Western U.S. seafood producers in order to understand the process of U.S. seafood raw and wild-caught to export to Taiwan. TISA comprises over 70 important seafood importing/marketing companies in Taiwan.

Don't miss this opportunity to participate in the Inbound Trade Mission to meet with Taiwan seafood buyers. The activity will include one-on-one meetings with qualified seafood buyers such as importers, distributors, retailers, and wholesalers. Participants will be able to meet and showcase the products in person to the buyers, as well as gain knowledge and information from WUSATA in-market representative about growing seafood market in Taiwan.



PRODUCT DESCRIPTION

Suitable products include, but are not limited to: General Seafood and Shellfish products. Food Service & Ingredient Bulk Seafood Products and Retail Seafood Products. Salmon; Halibut; Pacific Rockfish; Arrowtooth Flounder, Pacific Cod; Hake; Sea Bass; pacific Whiting; Black Cod; Oysters; Geoduck; Alaska King Crab; Blue Crab; Dungeness Crab; Mussels; Spot Prawns; Clams; Dover Sole, English Sole, Grenadier, Ling Cod, Ocean Perch Pacific Cod (True Cod), Petrale Sole, Rex Sole, Sand Dab, Arctic Char, Atlantic Salmon, Catfish, King Salmon, Rainbow Trout, Steelhead, Sturgeon, Tilapia, Ahi Tuna (Bigeye, Bluefin, Yellowfin), Albacore Tuna (Tombo), Barracuda, Barramundi, Blue Nose, Corvina, Escolar, Crawfish and Other Bulk Seafood Products, Retailed Packaged Seafood Products, as well as Consumer Oriented Seafood Items.

INDUSTRY FOCUS

Seafood

Benefits of Participation:

- Meet one-on-one with seafood importers and distributors from Taiwan market
- Market Research, new seafood trade policy and tariff of seafood products from Taiwan
- Promote WA and AK seafood industry to Taiwan seafood import industry
- Custom one-on-one appointments with pre-qualified buyers
- Interpreters provided as needed
- Market briefings and seafood processing tours

Proposed Itinerary:

- Monday, Nov 4 - Seattle, WA
 - AM - One on one meetings
 - PM - One on one meetings or site visits
- Tuesday, Nov 5 - Seattle and Olympia, WA
 - AM - Site tours in Seattle
 - PM - Site tours in Olympia
- Wednesday, Nov 6 - Seattle, WA
 - AM - Seafood processing plant tour
- Thursday, Nov 7 - Juneau, AK
 - AM - Meeting with ASMI
 - PM - Seafood processing plant tour
- Friday, Nov 8 - Anchorage, AK
 - AM - One on one meetings
 - PM - Seafood processing plant tour

Registration Deadline: October 19, 2019

Event Surveys: You are required to complete two short surveys for participating in this event. Access your surveys by logging into your MyWUSATA account.

Initial Survey: Available November 7, 2019 and due November 21, 2019

Concluding Survey: Available May 7, 2020 and due May 21, 2020