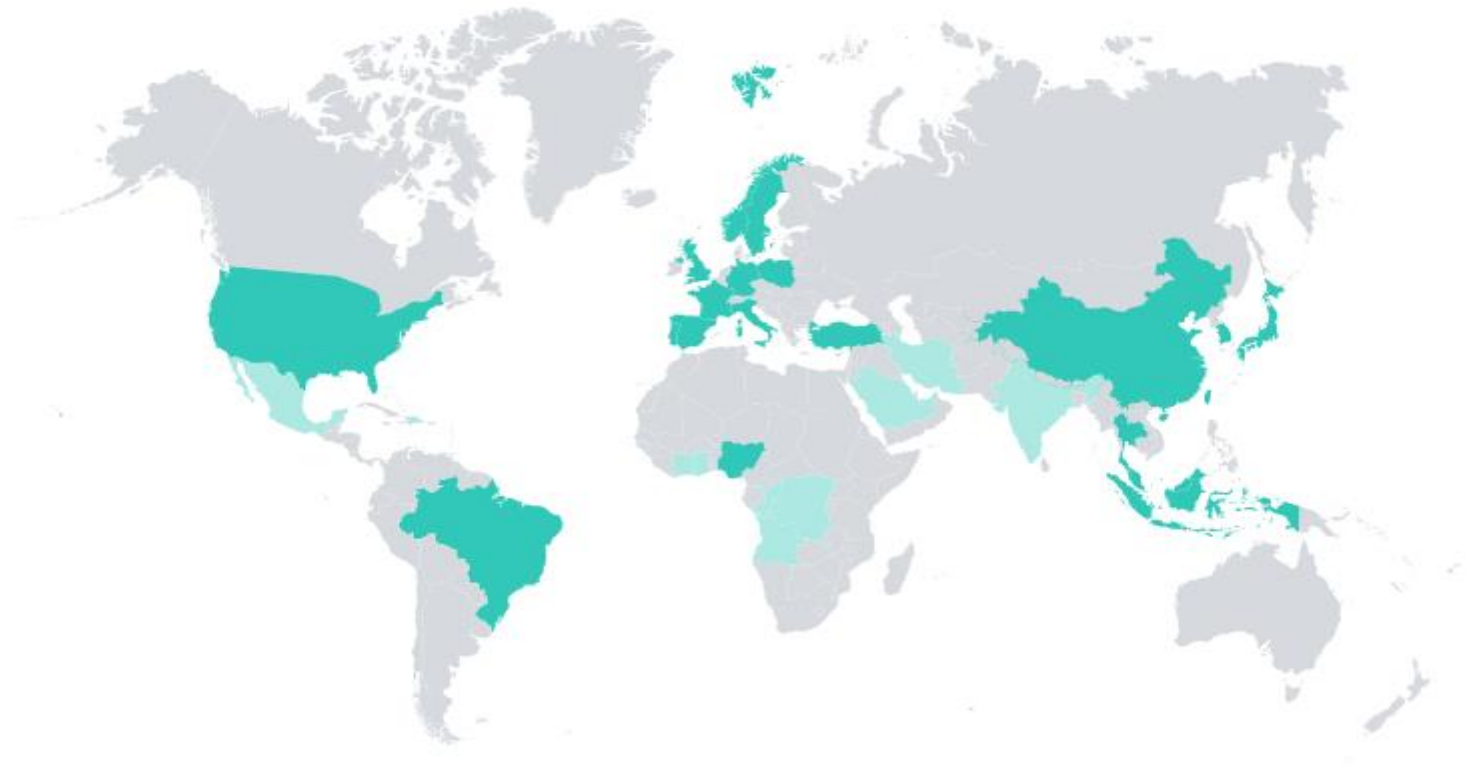


Når sjømaten stoppes på grensa

Markedsadgang – 50 shades of uforutsigbarhet

Det internasjonale handelsregimet er under press, og eksporten av norsk sjømat opplever stadig mer uforutsigbare forhold



NORGES
SJØMATRÅD

Markedsadgang for torskefisk i Trumps Amerika

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TRUMP'S AMERICA

THE TRUTH ABOUT
OUR NATION'S
GREAT COMEBACK



"Newt Gingrich yet again shows that he truly understands my father, his historic victory, and his incredible presidency. A must read!" —ERIC TRUMP

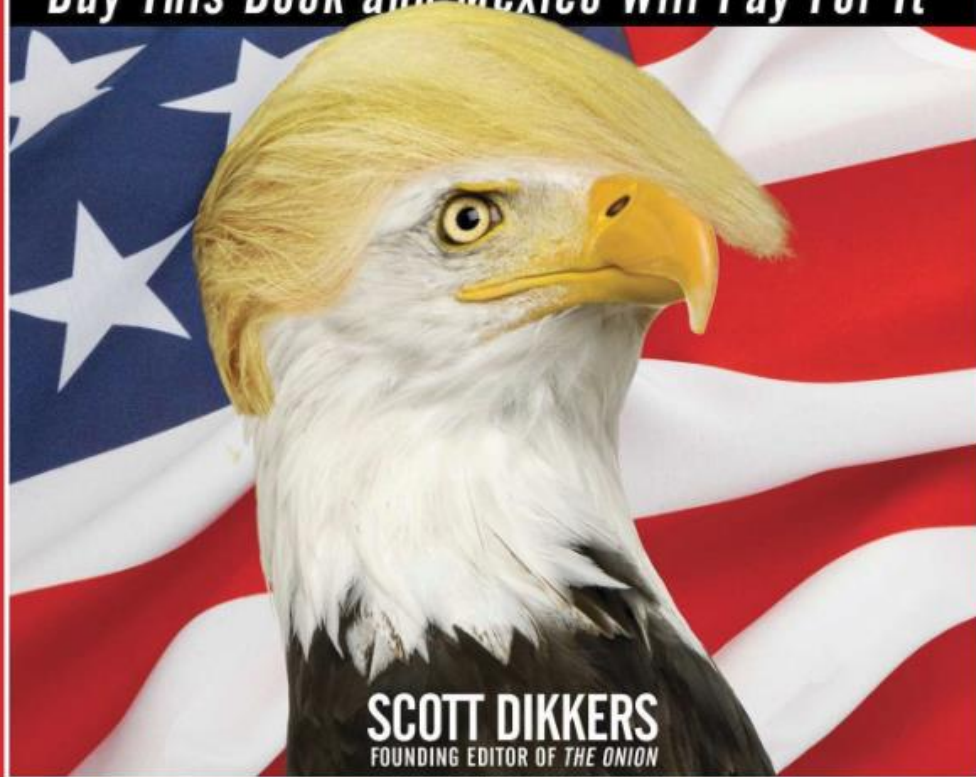
NEWT GINGRICH

#1 NEW YORK TIMES BESTSELLING AUTHOR

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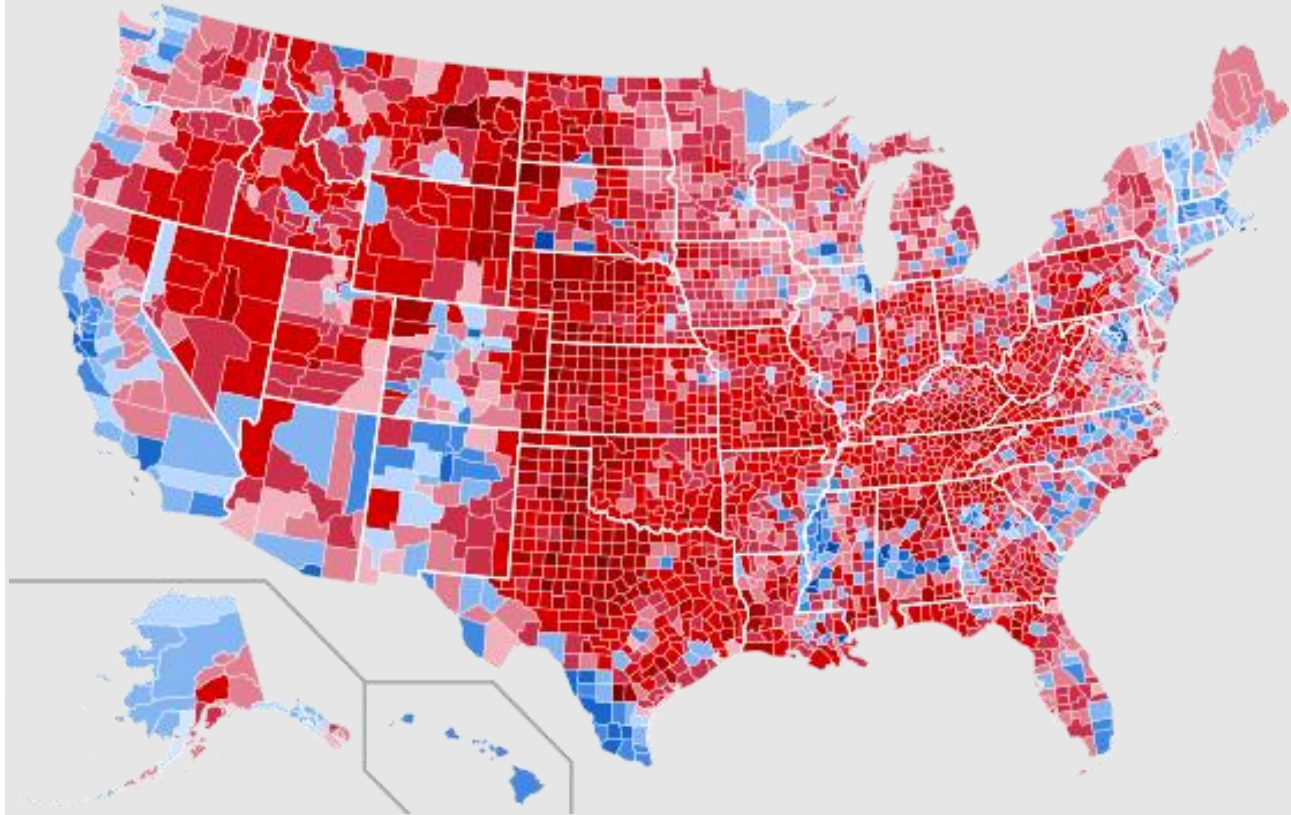
SCOTT DIKKERS
FOUNDING EDITOR OF *THE UNION*

Presidentvalget 2016

–

Det politiske terrenget

- ◆ Donald Trump
- ◆ Hillary Clinton

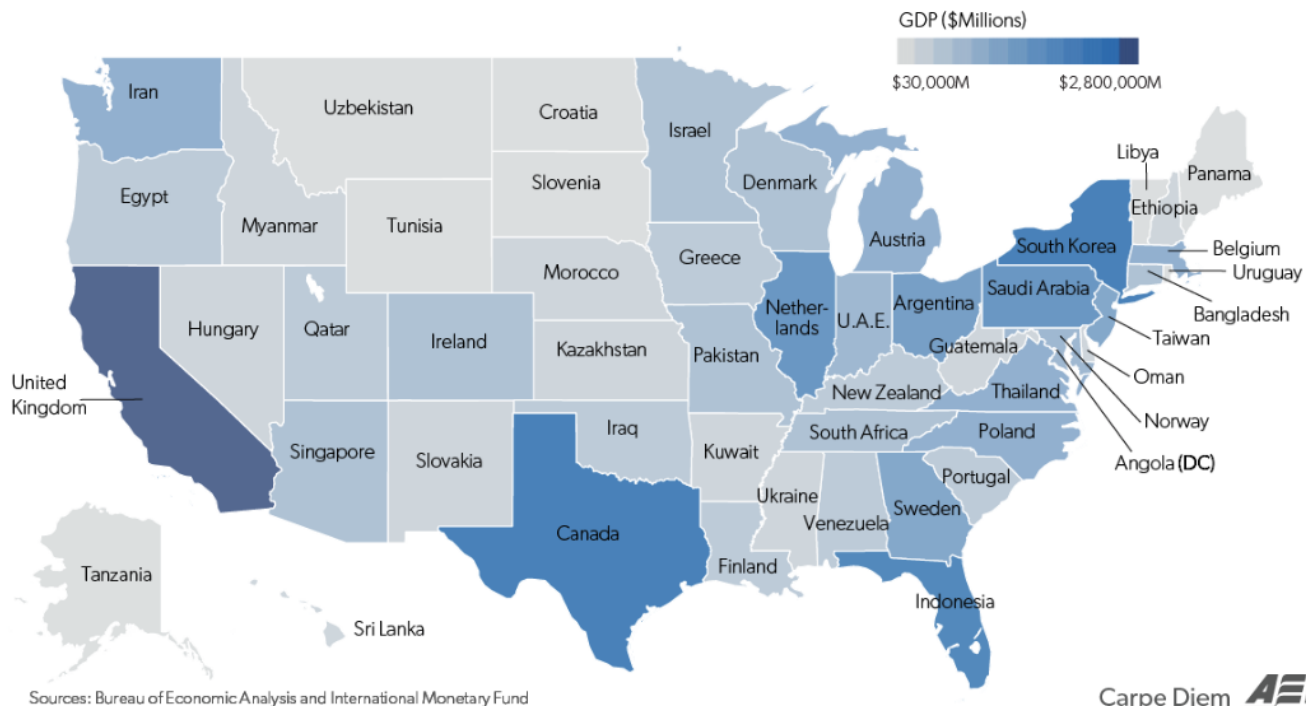




“I have one particular axe to grind, and that is more than 80% of our seafood consumed in the U.S. is imported, and that seems a little bit silly to me given the coastlines we have and given everything else. So one of my objectives is to try to change that trade deficit into a trade surplus. It should be a thing that we’re very good at, it is a thing we’re very good at, and so we’re going to try to fix that.”

- Wilbur Ross, Secretary of Commerce, May 2018

Dersom hver delstat var et land....



- 
- ◆ Bioterrorism Act
 - ◆ Food Safety Modernization Act
 - ◆ Marine Mammal Protection Act
 - ◆ Seafood Import Monitoring Program

Seafood Import Monitoring Program - SIMP



U.S. SEAFOOD IMPORT MONITORING PROGRAM

The Seafood Import Monitoring Program establishes for imports of certain seafood products, the reporting and recordkeeping requirements needed to prevent illegal, unreported and unregulated (IUU)-caught and/or misrepresented seafood from entering U.S. commerce, providing additional protections for our national economy, global food security and the sustainability of our shared ocean resources. This is a [risk-based traceability program](#)—requiring the importer of record to provide and report key data—from the point of harvest to the point of entry into U.S. commerce—on a list of imported fish and fish products identified as particularly vulnerable to IUU fishing and/or seafood fraud. **January 1, 2018** is the mandatory compliance date for this rule. *Shrimp and abalone compliance will be mandatory by December 31, 2018.

Priority Seafood Species

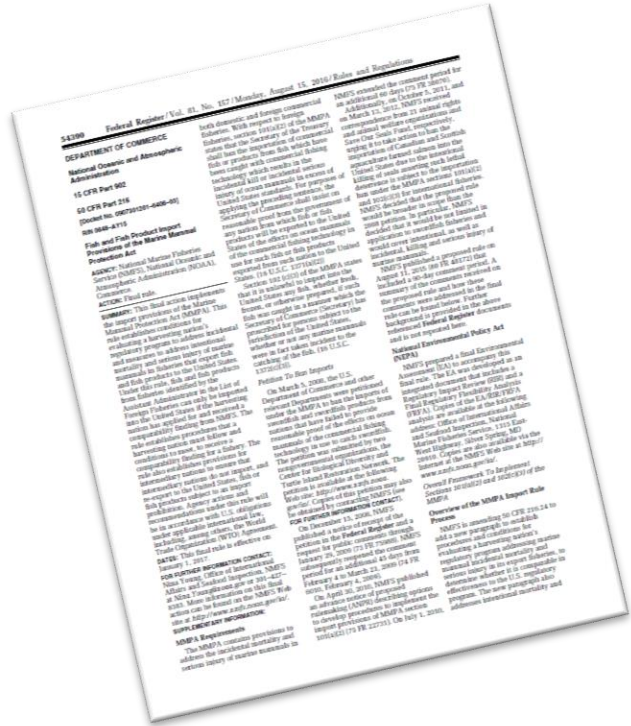
- Abalone
- Atlantic Cod
- Blue Crab (Atlantic)
- Dolphinfish (Mahi Mahi)
- Grouper
- King Crab (red)
- Pacific Cod
- Red Snapper
- Sea Cucumber
- Sharks
- *Shrimp
- Swordfish
- Tunas (Albacore, Bigeye, Skipjack, Yellowfin, and Bluefin)

Kan gi en utfordring for eksport av torsk fra kystflåten.

Marine Mammal Protection Act - MMPA



Redusere bifangst av sjøpattedyr i kommersielt fiskeri (garn- og trålfiske) og oppdrett.





◆ Hva kjennetegner Trump sine handelstiltak

◆ —

◆ og kan vi bli rammet?

«Jeg hadde aldri i mitt liv trodd at jeg skulle erfare at en amerikansk president fra det republikanske partiet skulle bli den største risikofaktoren for min bedrift»

- leder i en amerikansk sjømatbedrift september 2018

Forkaste gamle avtaler

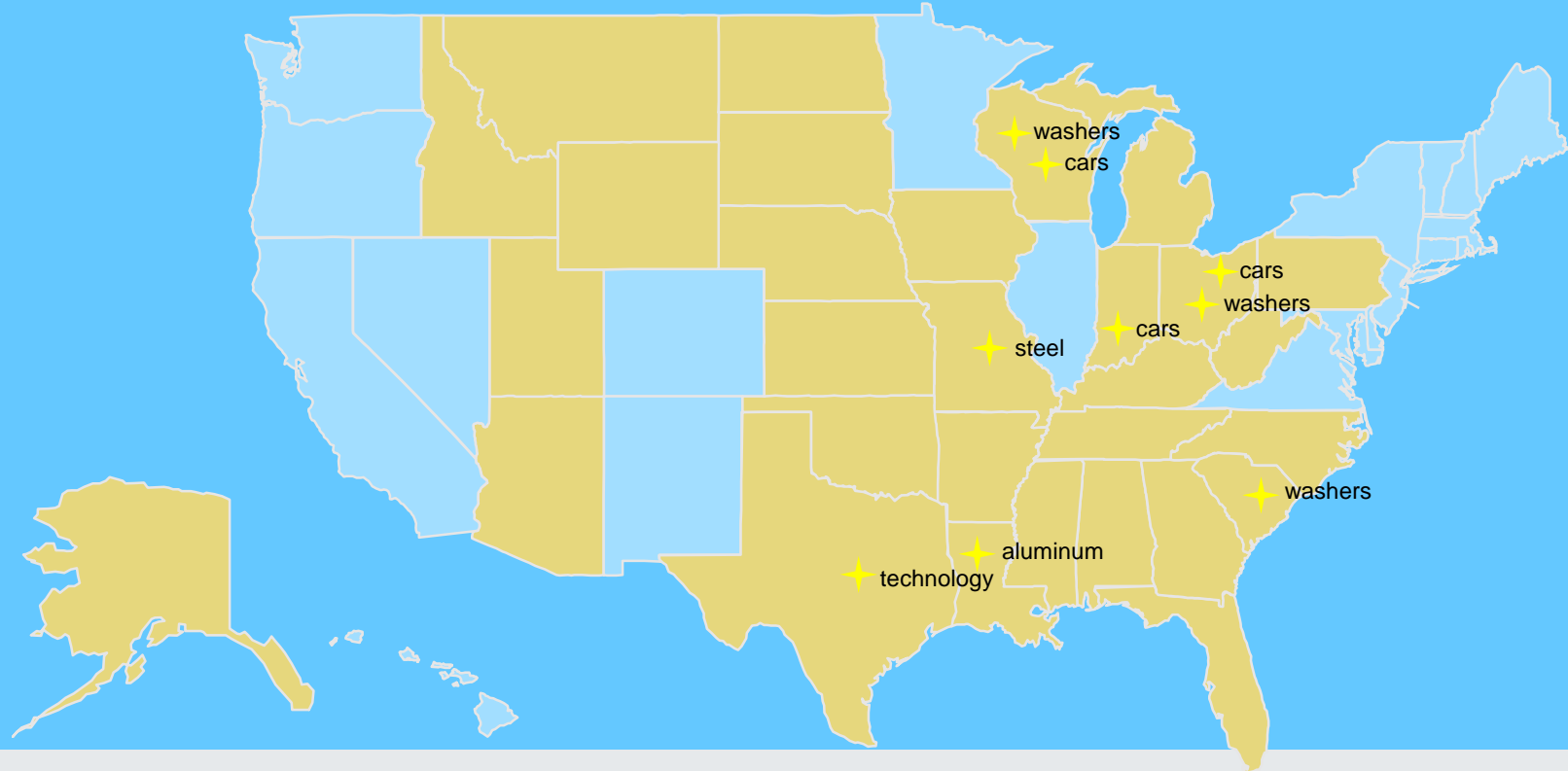
Trump liker å angripe dårlige avtaler – «Bad deals»

“I would do TPP if we made a much better deal than we had. We had a horrible deal. The deal was a horrible deal. NAFTA's a horrible deal, we're renegotiating it. I may terminate NAFTA, I may not – we'll see what happens.”

– Donald Trump, January 2018



Antatt skade på basen til Trump



Produktet var tidligere en «gullstandard»

Amerikansk industrielt lederskap i forfall

"Our steel workers are going back to work in record numbers, you notice? We are once again pouring new American steel. Thanks to our tariffs, idle factories across the country are steaming back to life."

– Donald Trump, July 2018



Offentlige uttalelser som rammer landet

President Trump kritiserer landet offentlig

“PM Justin Trudeau of Canada acted so meek and mild during our @G7 meetings only to give a news conference after I left saying that, “US Tariffs were kind of insulting” and he “will not be pushed around.” Very dishonest & weak. Our Tariffs are in response to his of 270% on dairy!”

– Donald Trump, June 2018



Store handelsunderskudd

President Trump lar seg irritere av negativ handelsbalanse

“We have a MASSIVE trade deficit with Germany, plus they pay FAR LESS than they should on NATO & military. Very bad for U.S. This will change”

– Donald Trump, May 2017



Mønstret i Trumps handelstiltak

Handelstiltak	Forkaste gamle avtaler	Antatt skade på basen til Trump	Amerikansk produkt var tidligere en "gullstandard"	Offentlige uttelselser som rammer landet	Amerikansk handelsunderskudd	Proteksjonisme ansett som nyttig for amerikansk industri
Vaskemaskiner (Sør Korea)		X	X		X	X
Stål/aluminium (EU/Kina)	X	X	X	X	X	X
Teknologi (Kina)			X	X	X	
Biler (EU)	X	X	X	X	X	
NAFTA (Canada/Mexico)	X	X		X	X	
TPP (Canada/Mexico)	X	X		X	X	

Kinesiske produkter rammet av Trumps toll

17.september

- 0304.72.50 Fillets, frozen, of haddock, other than above
- 0304.73.10 Frozen coalfish fillets, skinned, in blocks weighing over 4.5 kg, to be minced, ground or cut into pieces of uniform weight and dimension
- 0304.73.50 Other coalfish fillets
- 0304.74.10 Frozen hake fillets, skinned, in blocks weighing over 4.5 kg, to be minced, ground or cut into pieces of uniform weight and dimension
- 0304.74.50 Fillets, frozen, of hake
- 0304.79.10 Frozen Bregmacerotidae et al fish fillets, nesoi, skinned, in blocks weighing over 4.5 kg, to be minced, ground or cut into pieces
- 0304.79.50 Frozen fillets of other fresh-water fish, flat fish, etc., nesoi, other than above

TARIFF LIST - SEPTEMBER 17, 2018

Part 1

Note: All products that are classified in the 8-digit subheadings of the Harmonized Tariff Schedule of the United States (HTS) that are listed in Part 1 of this Annex are covered by the action. Products that are listed in Part 2 of this Annex are partially covered by the action. The product descriptions that are contained in this Annex are provided for informational purposes only, and are not intended to delimit in any way the scope of the proposed action. Any questions regarding the scope of particular HTS subheadings should be referred to U.S. Customs and Border Protection. In the product descriptions, the abbreviation "nesoi" means "not elsewhere specified or included".

HTS Subheading	Product Description
0203.29.20	Frozen retail cuts of meat of swine, nesoi
0203.29.40	Frozen meat of swine, other than retail cuts, nesoi
0206.10.00	Edible offal of bovine animals, fresh or chilled
0206.30.00	Meat and edible meat offal of rabbits or hares, fresh, chilled or frozen
0206.30.20	Meat and edible offal of deer, fresh, chilled or frozen
0206.30.25	Frog legs, fresh, chilled or frozen
0210.19.00	Meat of swine other than hams, shoulders, bellies (streaky) and cuts thereof, salted, in brine, dried or smoked
0301.11.00	Live ornamental freshwater fish
0301.19.00	Live ornamental fish, other than freshwater
0301.51.00	Live trout
0301.52.00	Live eels
0301.59.02	Live carp
0301.94.01	Other live fish, Atlantic & Pacific Bluefin Tuna
0301.95.00	Other live fish, Southern Bluefin Tuna
0301.99.03	Live Tench (Tinca Tinca), sheafish (Silurus Glanis), bighead carp (Aristichthys Nobilis) and other fish, nesoi
0302.11.00	Trout, fresh or chilled, excluding fillets, other meat portions, livers and roes
0302.13.00	Pacific salmon, fresh or chilled, excluding fillets, other meat portions, livers and roes
0302.14.00	Atlantic and Danube salmon, fresh or chilled, excluding fillets, other meat portions, livers and roes
0302.15.00	Salmonidae other than trout or Pacific, Atlantic & Danube salmon, fresh or chilled, excluding fillets, other meat portions, livers and roes
0302.21.00	Haddock and Greenland turbot, fresh or chilled, excluding fillets, other meat portions, livers and roes
0302.23.00	Plaice, fresh or chilled, excluding fillets, other meat portions, livers and roes
0302.23.00	Sole, fresh or chilled, excluding fillets, other meat portions, livers and roes
0302.24.00	Turbot, fresh or chilled, excluding fillets, other meat portions, livers and roes
0302.29.01	Flat fish, nesoi, fresh or chilled, excluding fillets, other meat portions, livers and roes
0302.31.00	Albacore or longfinned tunas, fresh or chilled, excluding fillets, other meat portions, livers and roes
0302.32.00	Yellowfin tuna, fresh or chilled, excluding fillets, other meat portions, livers and roes

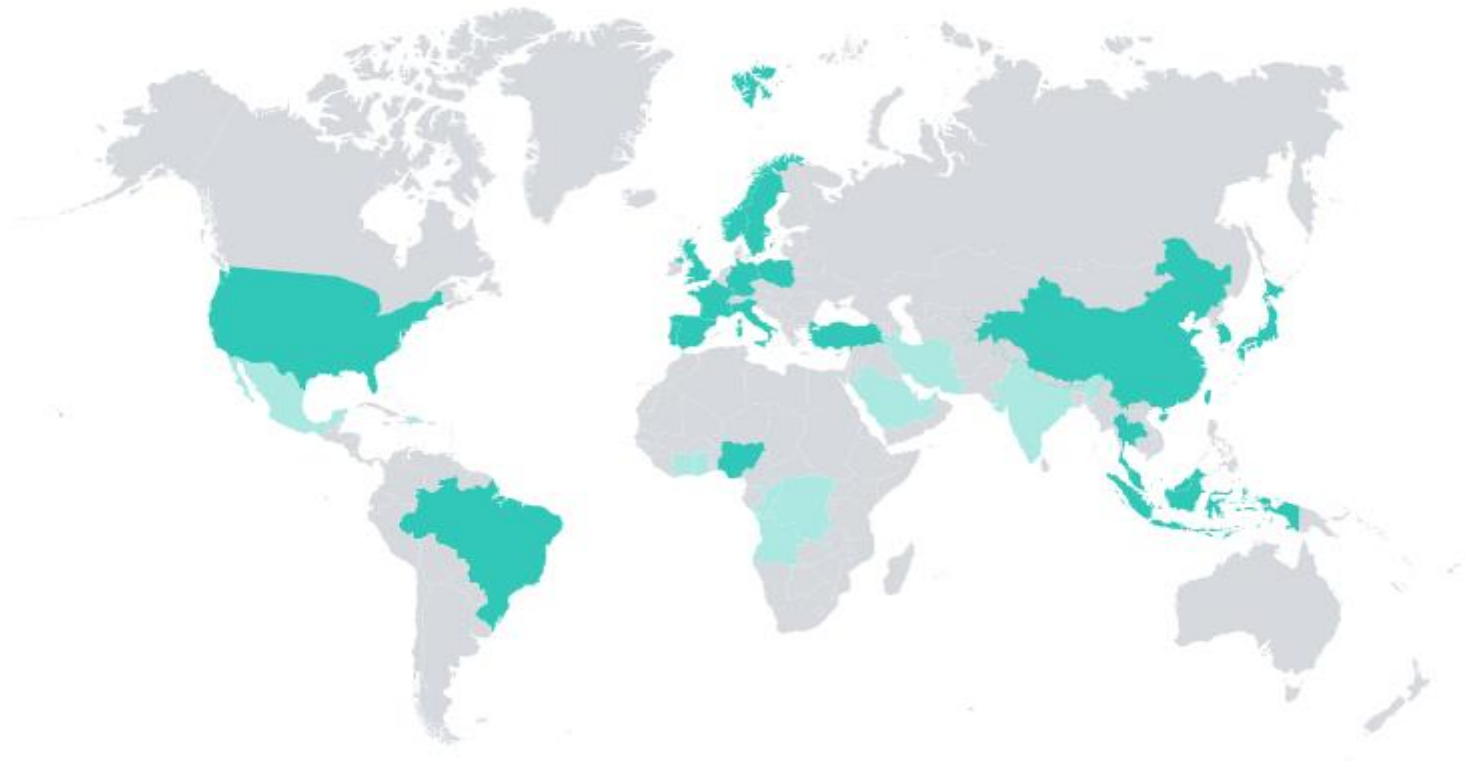
Kinesiske produkter som rammes med 10% toll

HS code	Product imported to the US from China	2015		2016		2017		2018	
		Quatity MT	Value 1000 USD	Quatity MT	Value 1000 USD	Quatity MT	Value 1000 USD	Quatity MT	Value 1000 USD
0304.71.1000	Cod, frozen fillet block > 4,5 kg	4 199	14 828	2 498	9 569	2 725	11 249	1 261	6 705
0304.71.5000	Cod, frozen not fillet block > 4,5 kg	38 394	240 158	41 325	253 943	43 586	288 675	21 667	156 379
0304.72.1000	Haddock, frozen fillet block > 4,5 kg	1 471	6 548	1 451	6 270	1 636	7 672	628	3 220
0304.72.5000	Haddock, frozen not fillet block > 4,5 kg	7 487	54 222	10 785	55 456	10 924	61 237	6 238	39 295
0304.73.5000	Saithe, frozen not fillet block > 4,5 kg	814	1 760	1 136	2 624	949	2 168	437	1 000
0304.74.1000	Hake, frozen fillet block > 4,5 kg	28	82	3	10				
0304.74.5000	Hake frozen not fillet block > 4,5 kg	652	1 760	738	1 896	1 330	3 726	545	1 645
0304.75.1000	Alaska pollock, frozen fillet block > 4,5 kg	18 500	51 102	9 532	24 135	7 219	17 205	2 941	6 991
0304.75.5000	Alaska pollock, frozen not fillet block > 4,5 kg	19 950	61 149	13 648	38 077	11 357	30 927	6 005	15 366
0304.79.1010	Pollack, frozen fillet block > 4,5 kg	84	211	5 600	14 907	5 057	12 044	2 103	4 864
0304.79.5000	Other Gadiformes, frozen fillet, not fillet block > 4,5 kg	2 943	10 114	9 595	31 569	10 336	31 630	6 831	21 857



Fra årsskiftet øker Trump
tariffen til 25 %.

Da vil forbrukerne merke
tiltaket og vi vil se den
virkelige effekten.



Brexit

...Eller hvor lenge blir containeren vår stående i Dover?

Sannsynligheten for soft Brexit?

Konsekvenser av hard Brexit?

Uforutsigbar mellomperiode





PEM-konvensjonen og Nasjonal leverandørerklæring

Mannskapskrav for å eksportere fisken preferensielt til EU

- 75% av mannskapet må være fra eksport- eller importlandet
- 100% av offiserene må være fra eksport- eller importlandet

Alaska Pollock

- ◆ Er det en torskefisk?
- ◆ Kan det bli torsk?
- ◆ Amerikansk forslag om omklassifisering
- ◆ Sannsynlig at det skjer, spørsmålet er når det skjer



NORGES
SJØMATRÅD

Takk for oppmerksomheten

sgs@seafood.no