

Trends in Pink and Chum Salmon Markets:  
What the Data Show

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By

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## My goal for this presentation

- To show available data for market trends for Alaska pink and chum salmon
- Other speakers can say more about:
  - Whether the data appear representative of actual market trends
  - What's driving market trends

## Data Sources

- ADF&G Salmon Harvests and Ex-Vessel Prices Data
- FAO World Salmon Supply Data
- ADF&G Commercial Operator Annual Reports (COAR) Data
- Alaska Department of Revenue Alaska Salmon Price Reports Data
- United States Export Data
- Exchange Rate Data

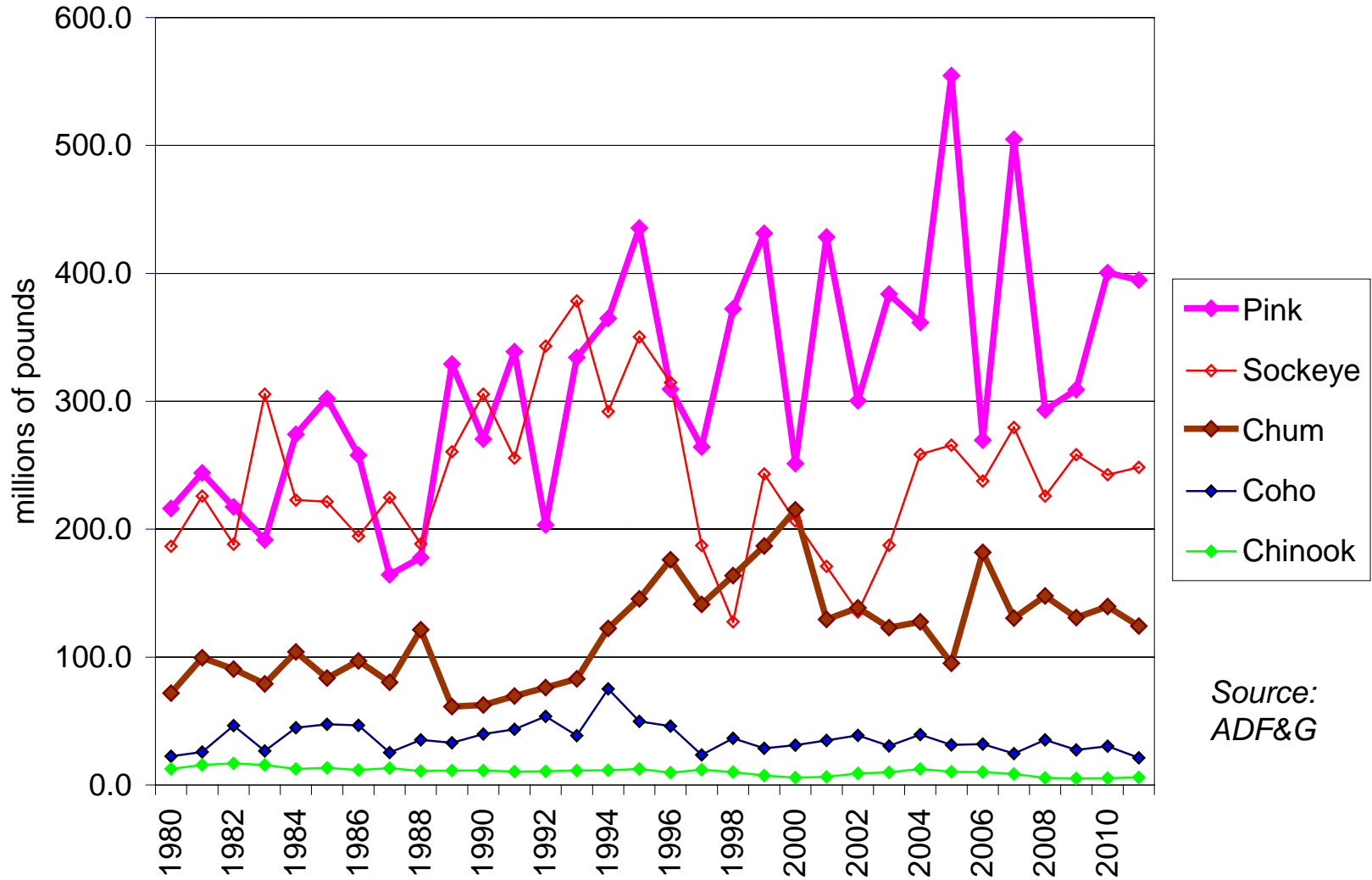
Alaska Department of Fish and Game  
Alaska Salmon Harvests and  
Ex-Vessel Prices Data

# Harvest trends for Alaska pink and chum salmon

\* High harvest levels

\* Wide annual variation, particularly for pinks

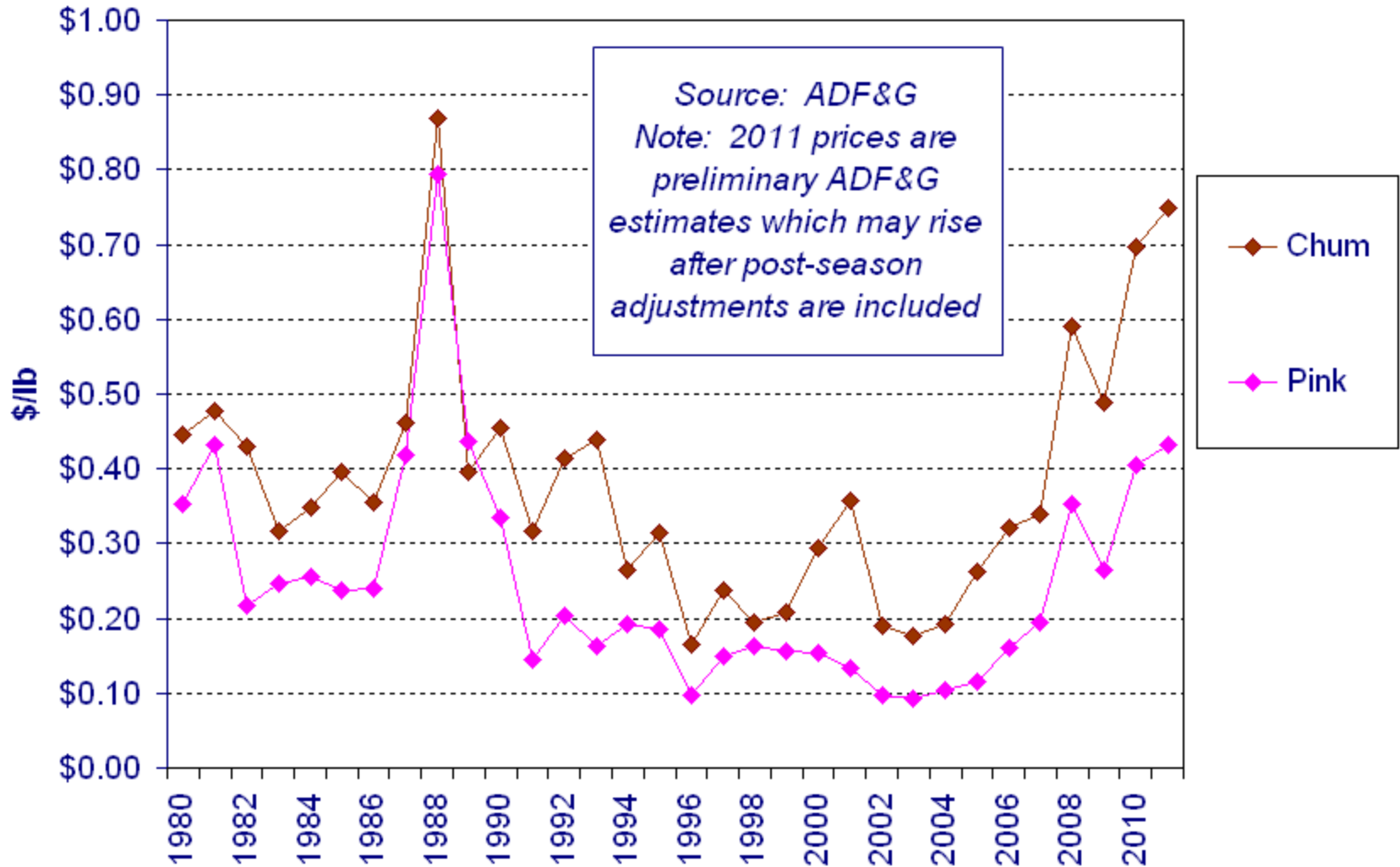
## Alaska Salmon Harvest Volume, by Species



Source:  
ADF&G

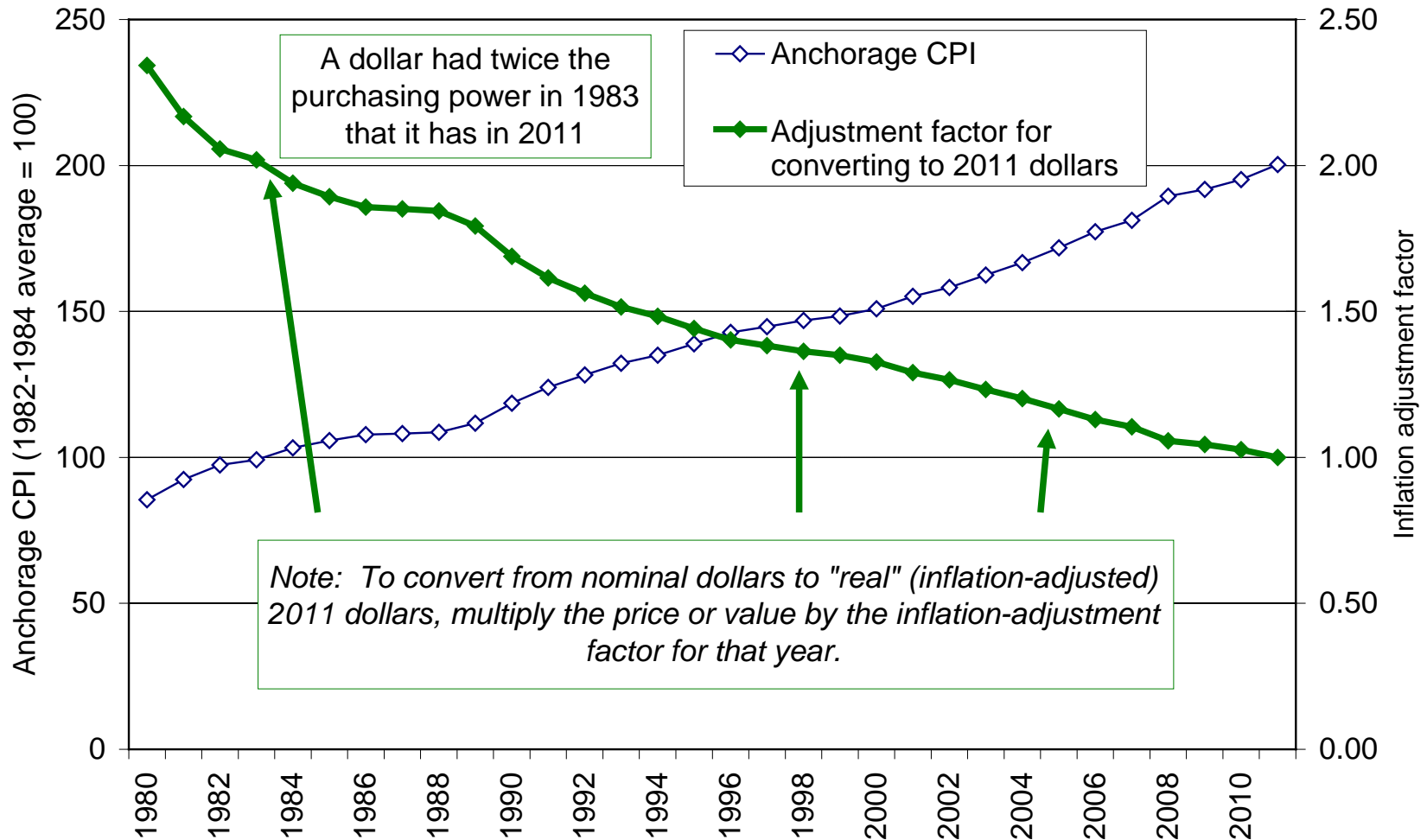
Ex-vessel prices fell drastically in 1990s but have rebounded strongly since 2002.

**Alaska Salmon Statewide Average Ex-Vessel Prices, by Species**  
(nominal prices: not adjusted for inflation)



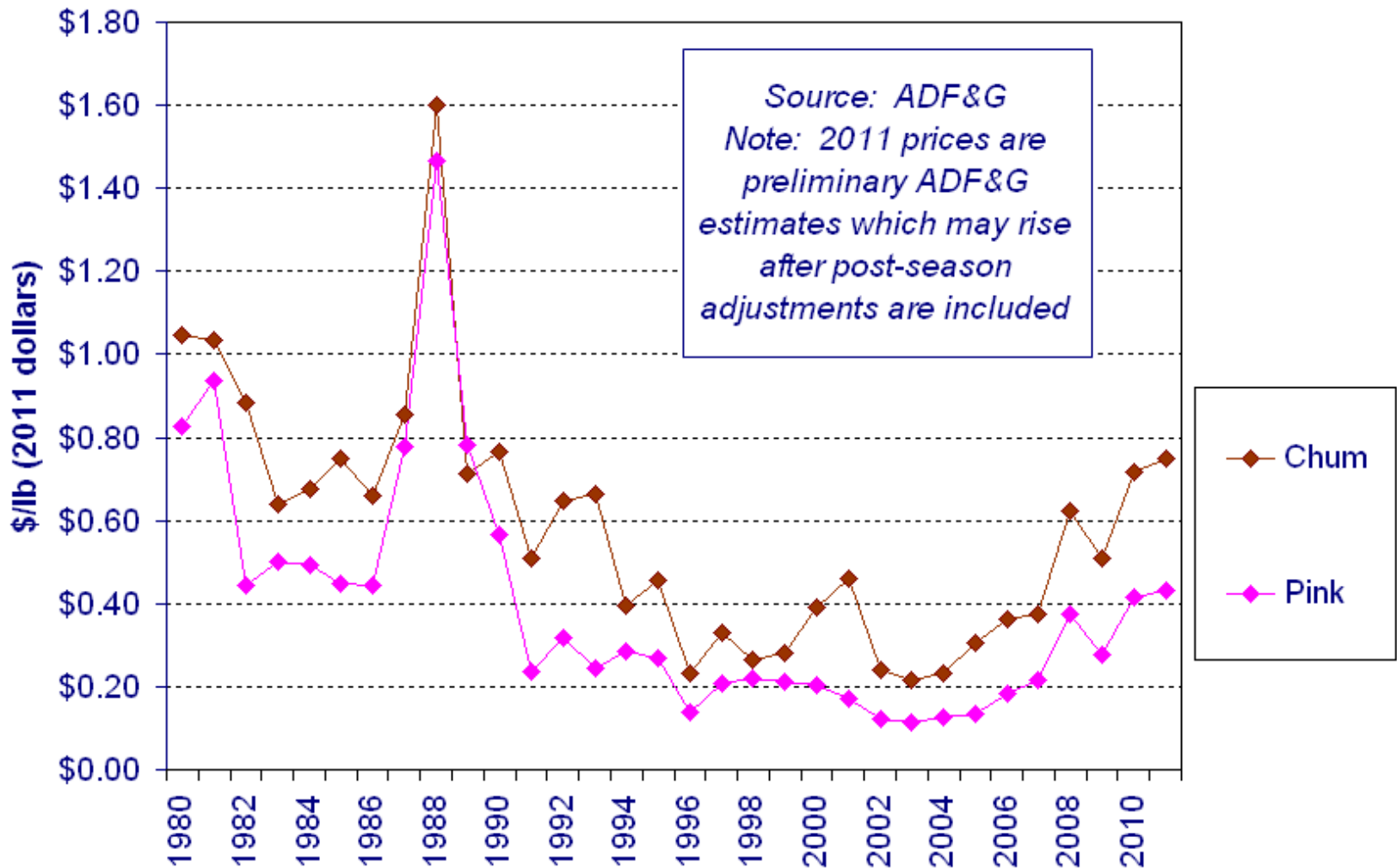
In comparing long-term price trends it's important to remember that there has been significant inflation since the 1980s.

### Anchorage CPI and Inflation Adjustment Factor



After adjusting for inflation, the rebound in ex-vessel prices since 2002 is still big but doesn't appear quite as dramatic.

**Alaska Salmon Real Statewide Average Ex-Vessel Prices, by Species**  
(adjusted for inflation, expressed in 2011 dollars)

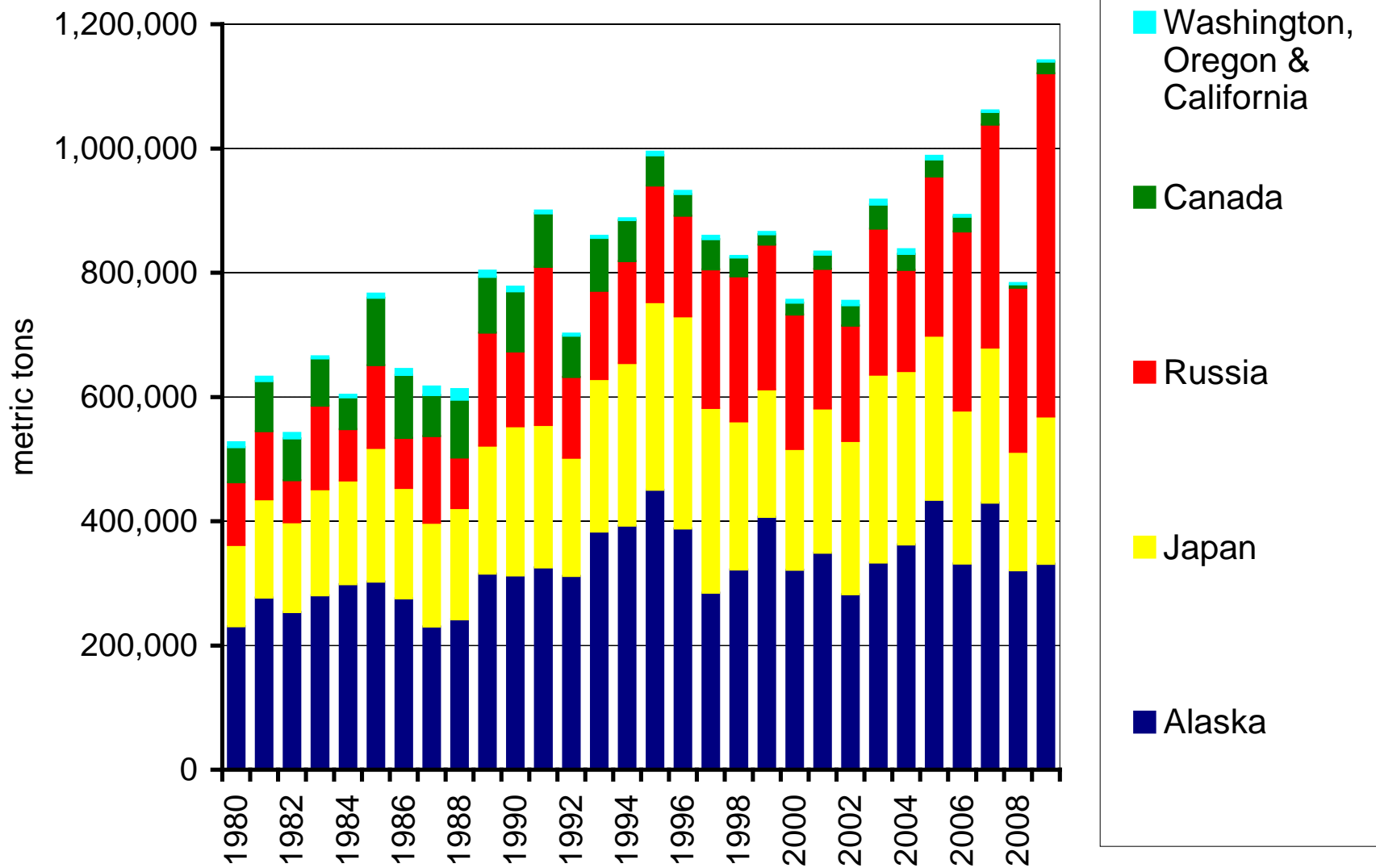




# FAO World Salmon Supply Data

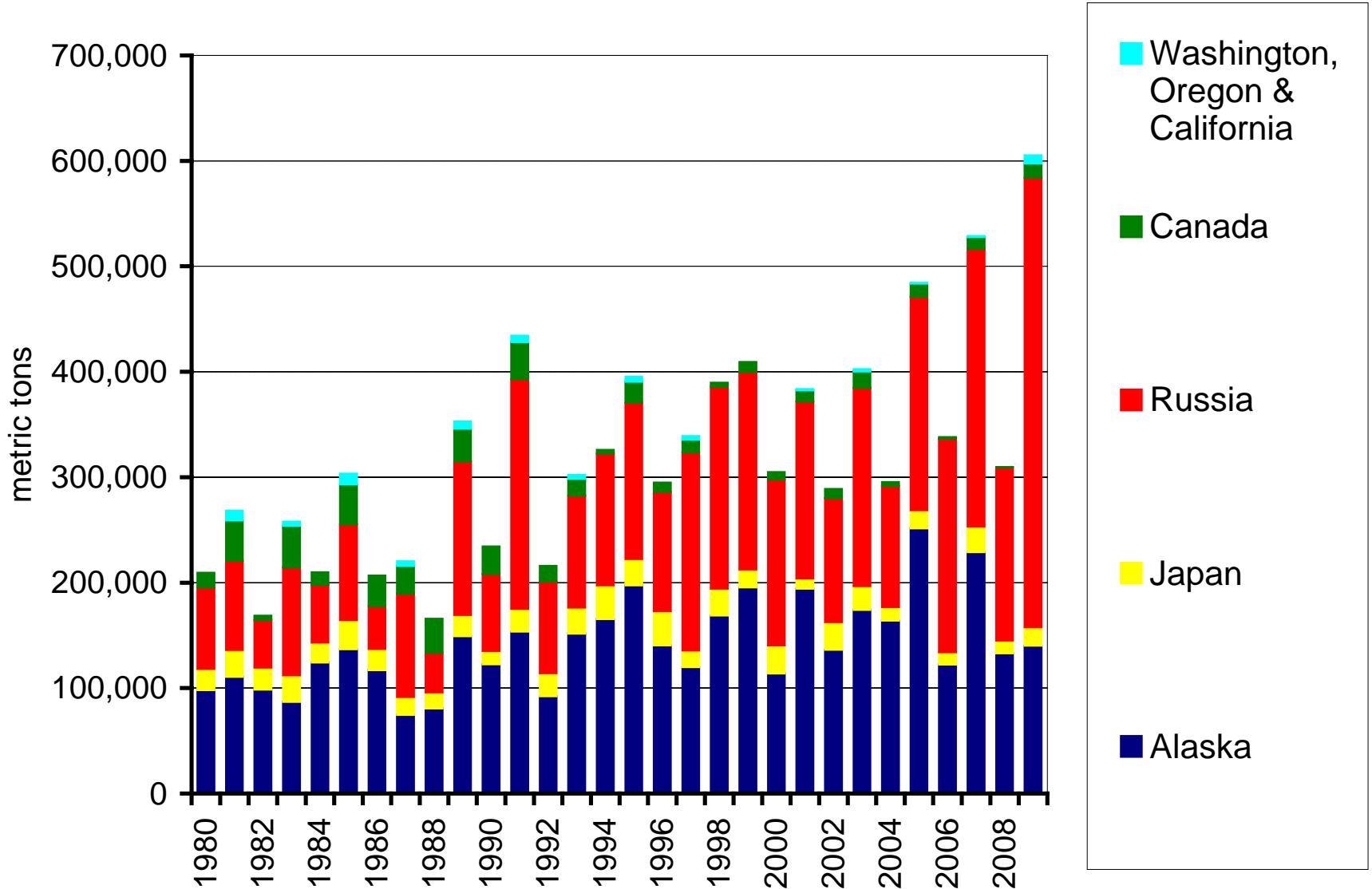
Alaska is the world's largest producer of wild salmon for all species combined.  
But Russia is the world's largest producer of pinks and Japan is the world's largest producer of chums.

### World Wild Salmon Supply, by Country



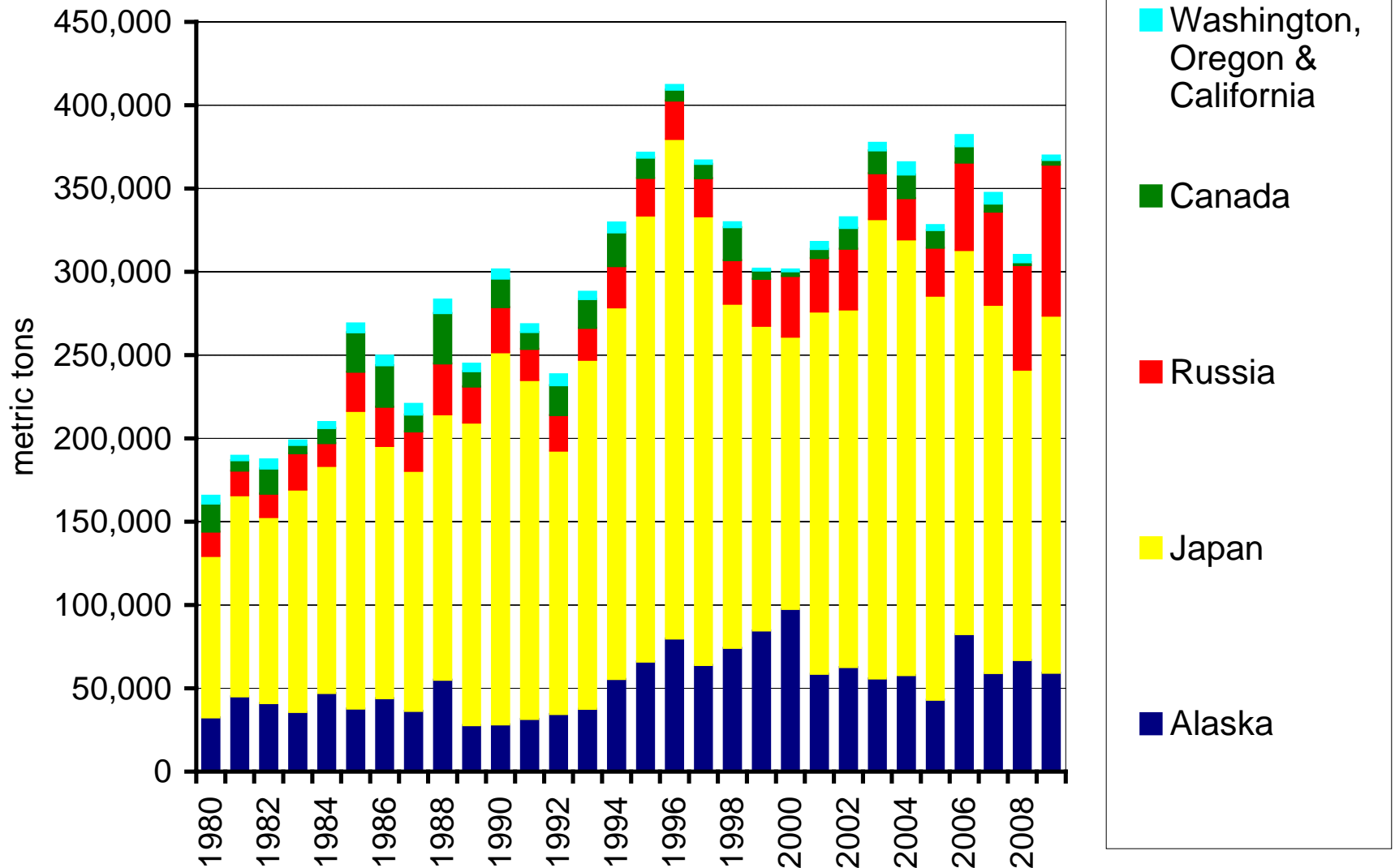
Russian pink salmon harvests are typically greater than Alaska harvests and exhibit dramatic even-odd year variability.

### World Pink Salmon Supply, by Country



Japanese chum salmon harvests—almost entirely hatchery salmon—are about three times as great as Alaska harvests.

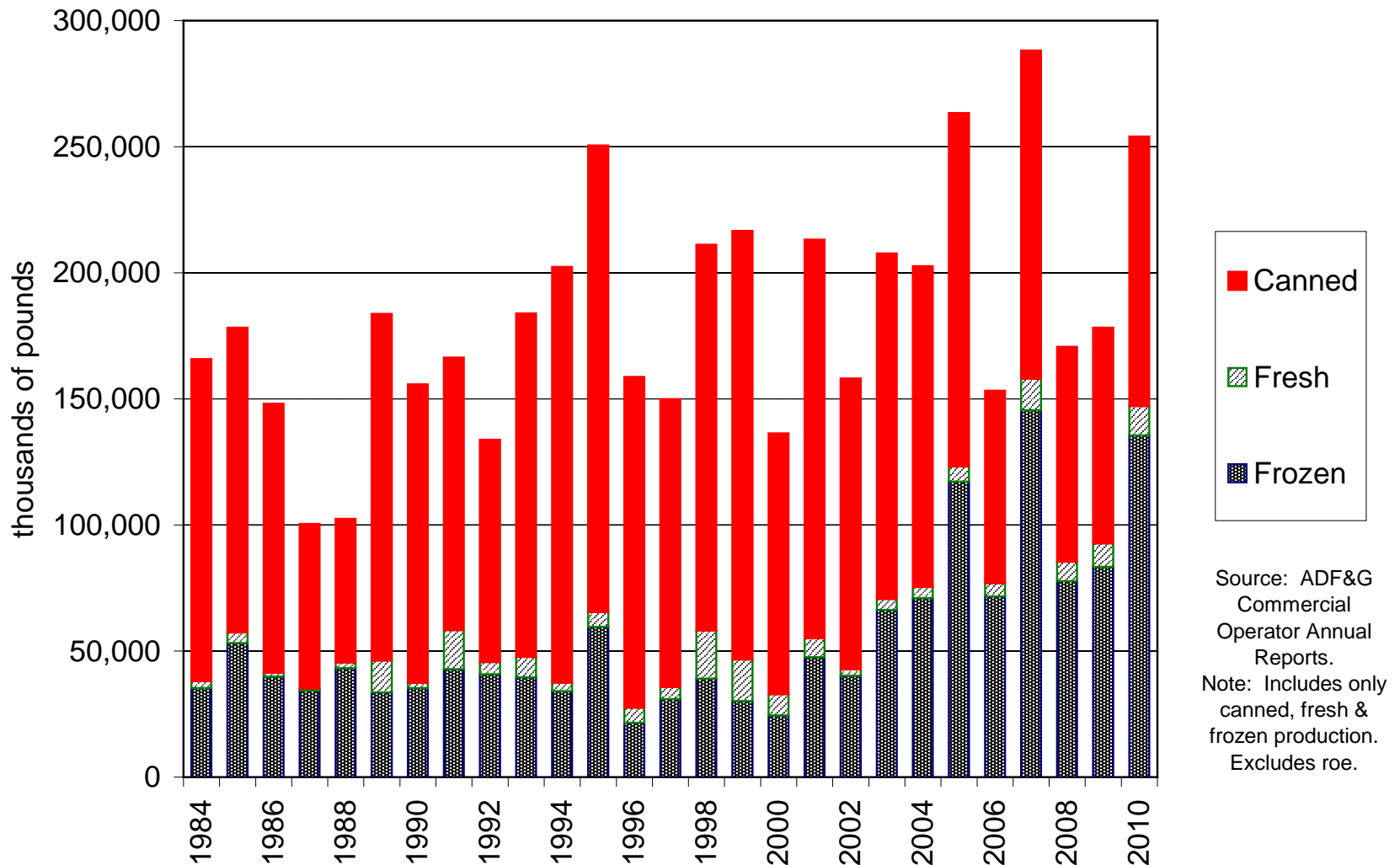
**World Chum Salmon Supply, by Country**



**Alaska Department of Fish and Game  
Commercial Operator Annual Reports  
Production and Wholesale Price Data**

Historically most Alaska pink salmon was canned. Since 2002, however, frozen pink salmon production has been increasing rapidly.

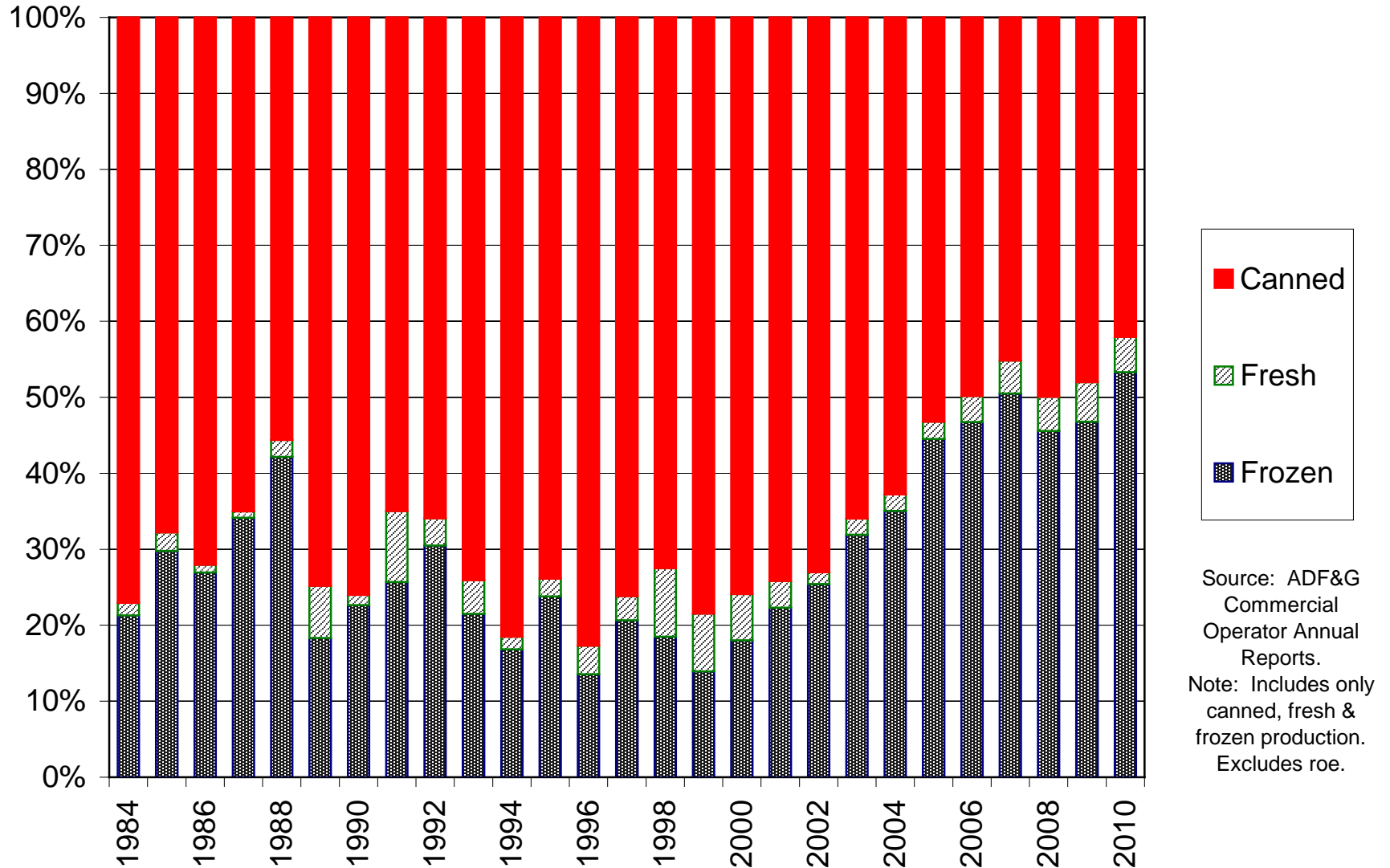
Alaska Salmon Production: Pink



Source: ADF&G Commercial Operator Annual Reports.  
Note: Includes only canned, fresh & frozen production. Excludes roe.

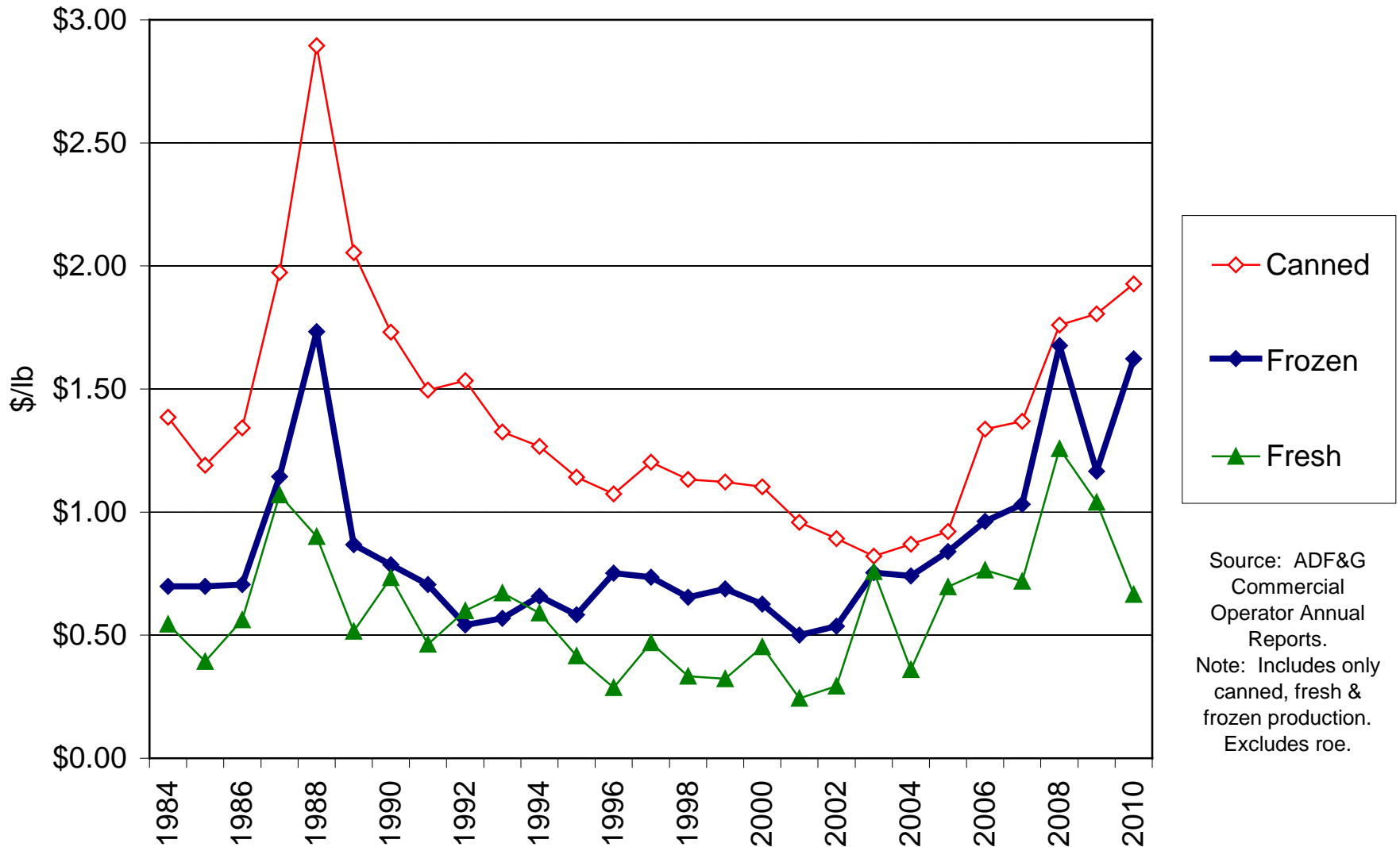
The frozen share of pink salmon production has increased dramatically since 2002.

Share of Alaska Salmon Production: Pink



After falling dramatically during the 1990s wholesale prices for all pink salmon prices increased dramatically after 2002.

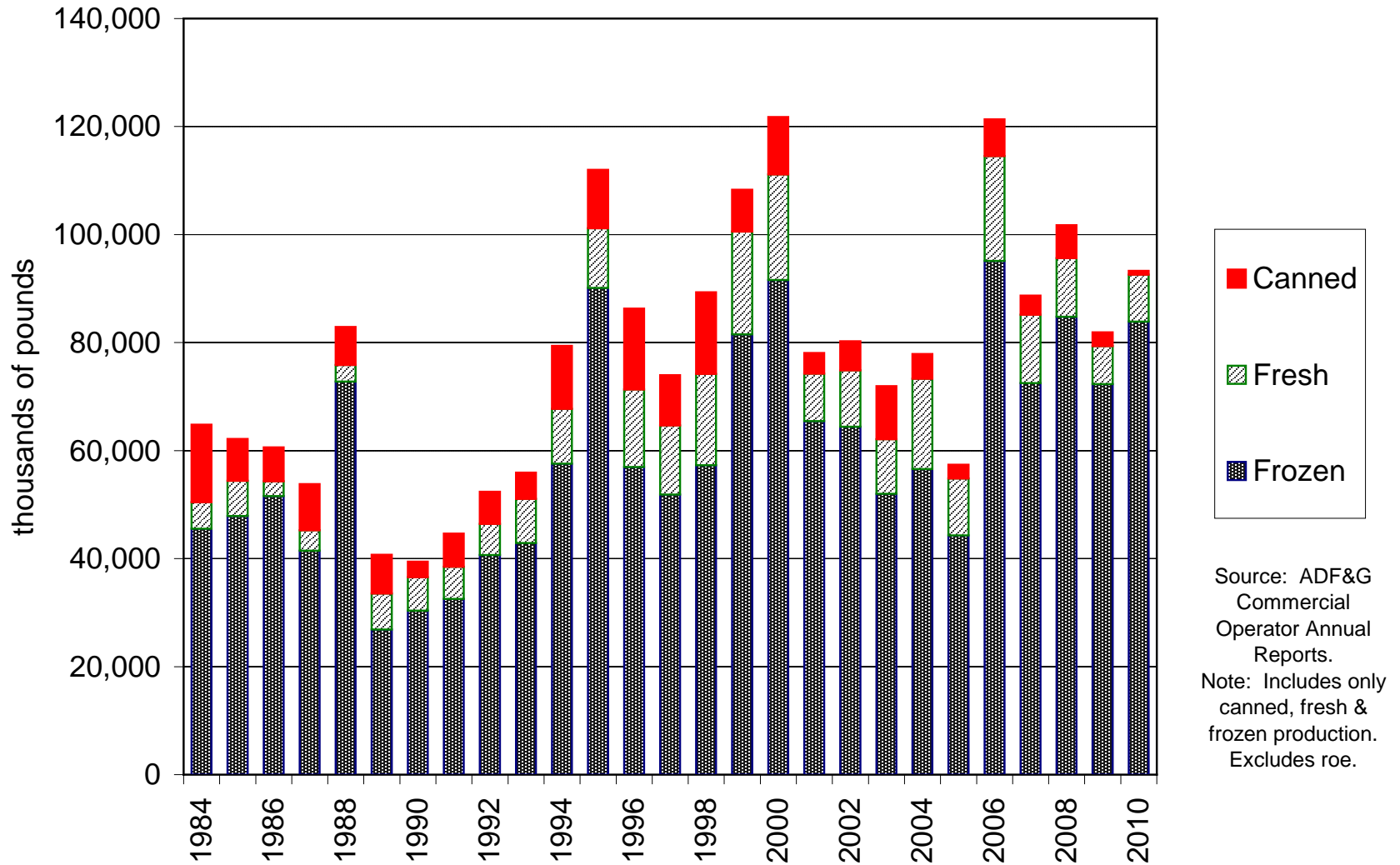
Average Alaska Salmon Wholesale Prices: Pink  
(not adjusted for inflation)





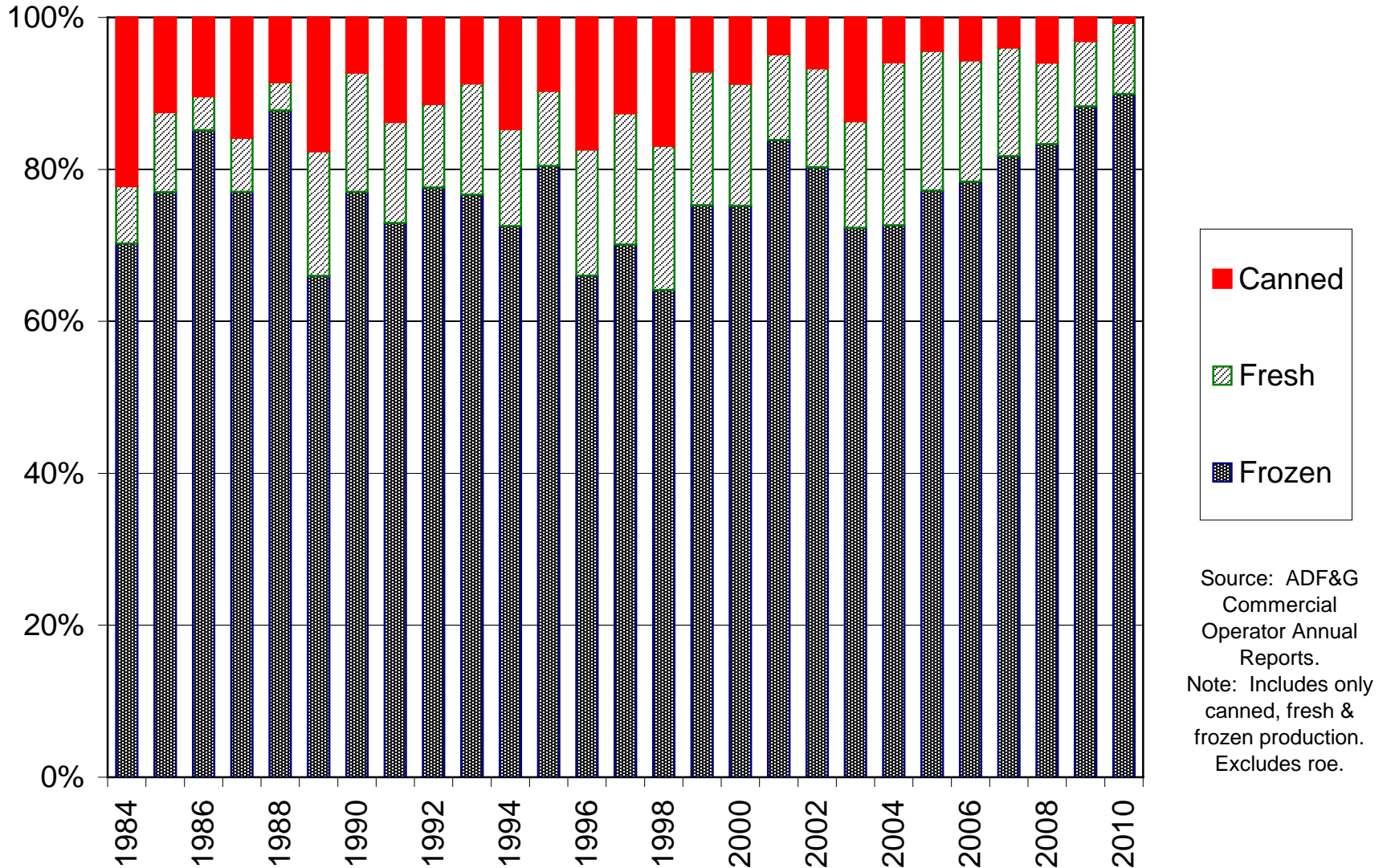
# Most Alaska chum salmon is frozen.

## Alaska Salmon Production: Chum



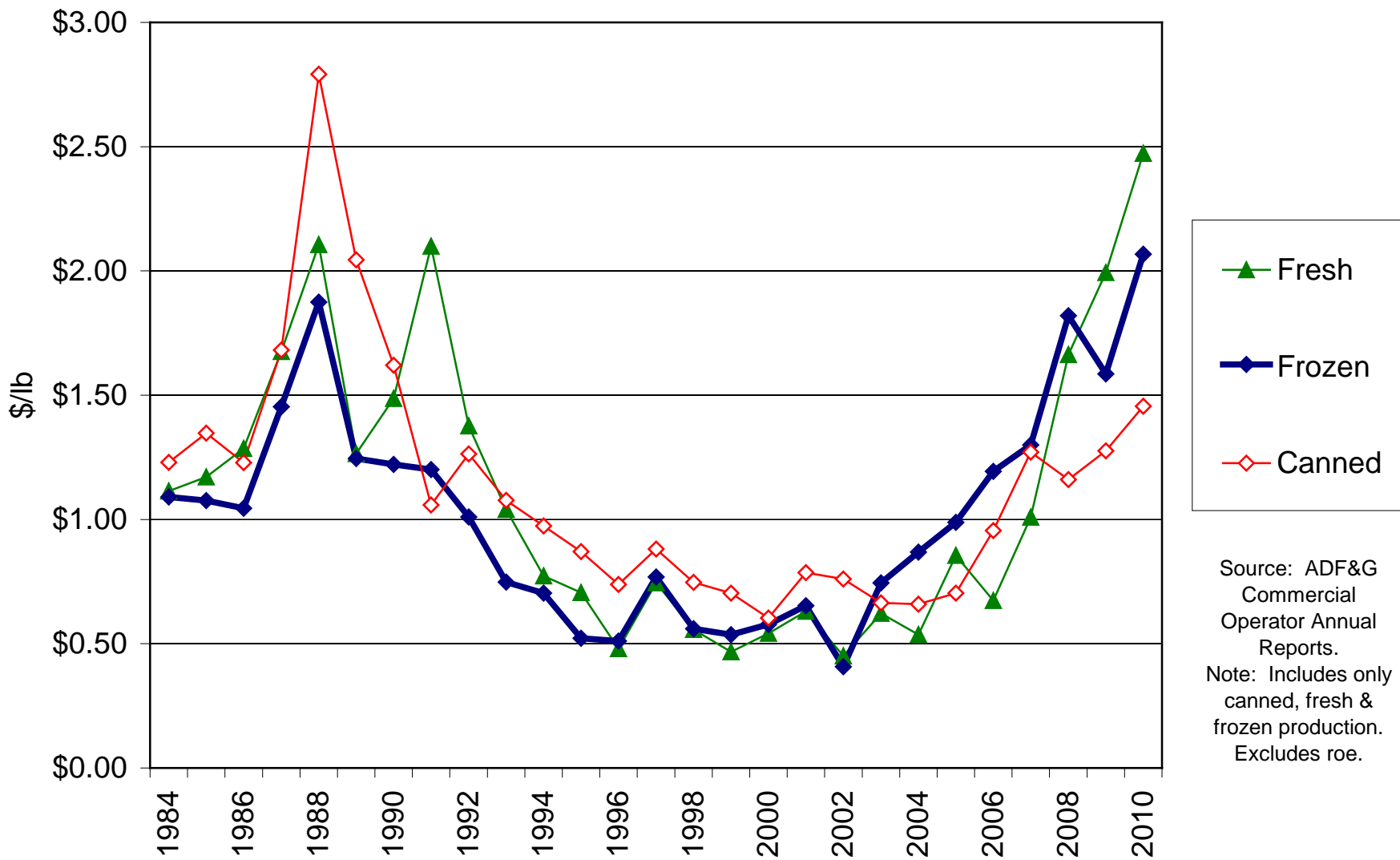
The frozen share of Alaska chum salmon production has been increasing.

Share of Alaska Salmon Production: Chum



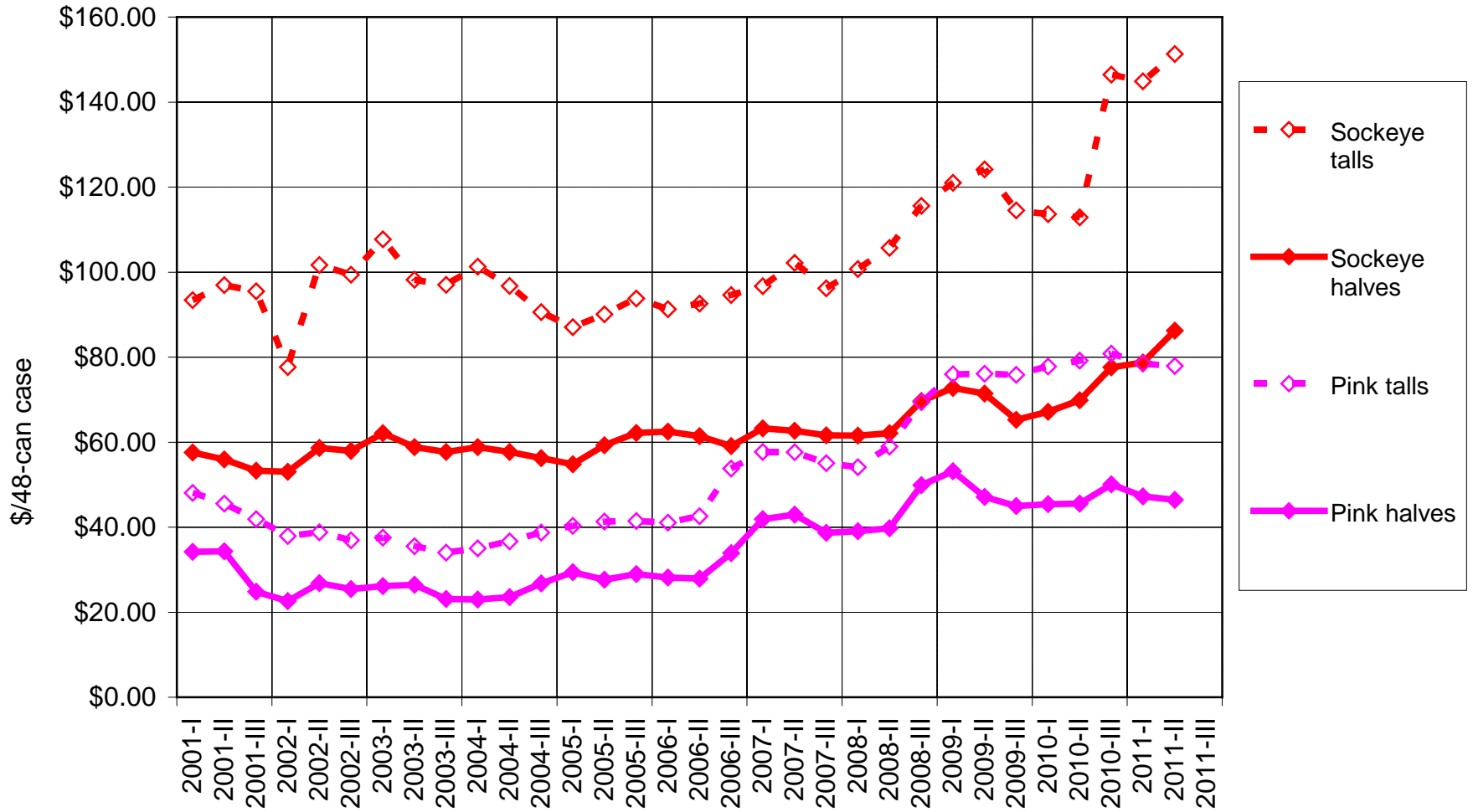
After falling dramatically during the 1990s wholesale prices for all chum salmon products increased dramatically after 2002.

Average Alaska Salmon Wholesale Prices: Chum  
(not adjusted for inflation)



Alaska Department of Revenue  
Alaska Salmon Price Reports Data

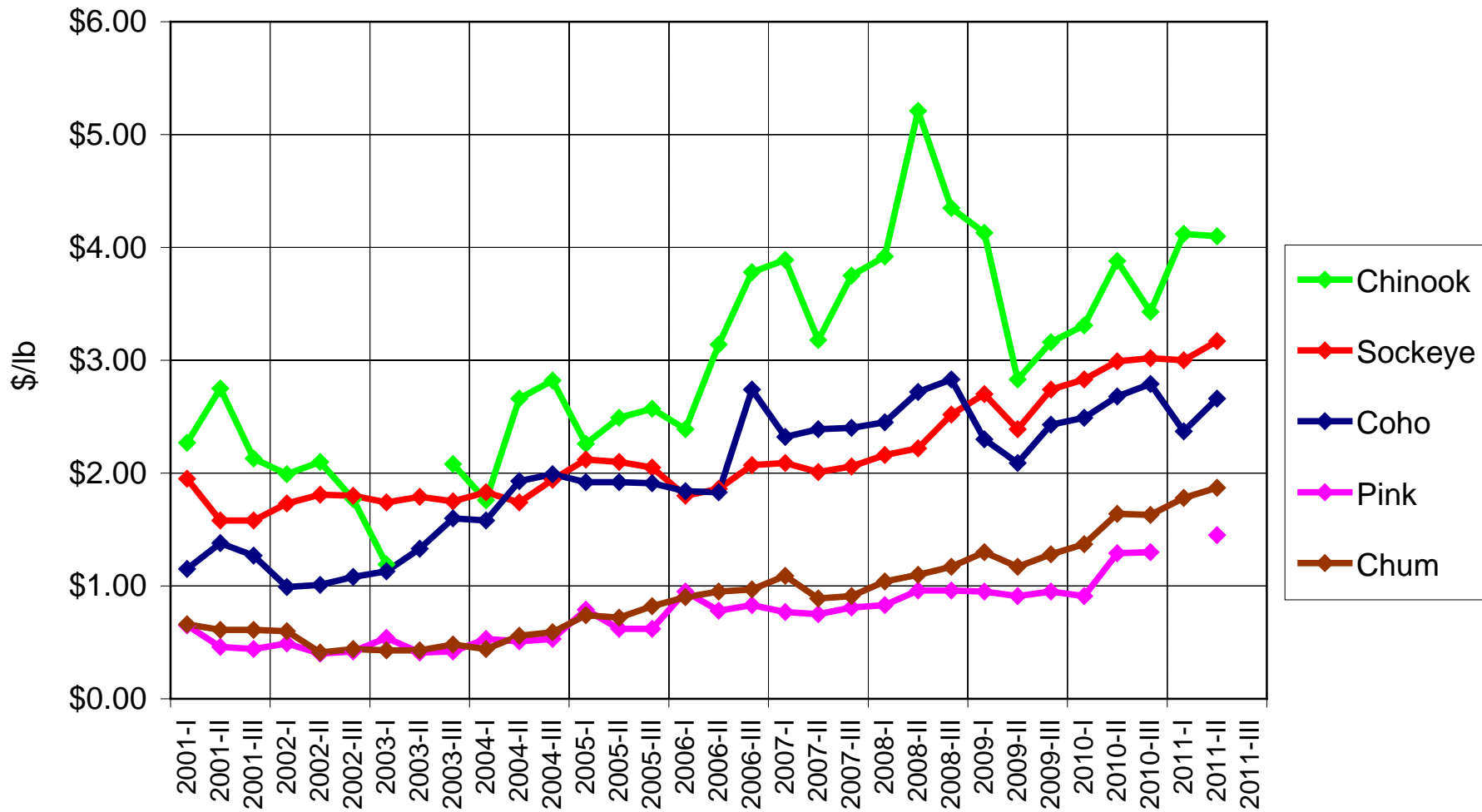
### Average First Wholesale Prices Received by Alaska Salmon Processors: Canned Sockeye and Pink (\$/48-can case)



I = Jan-Apr; II = May-Aug; III = Sep-Dec

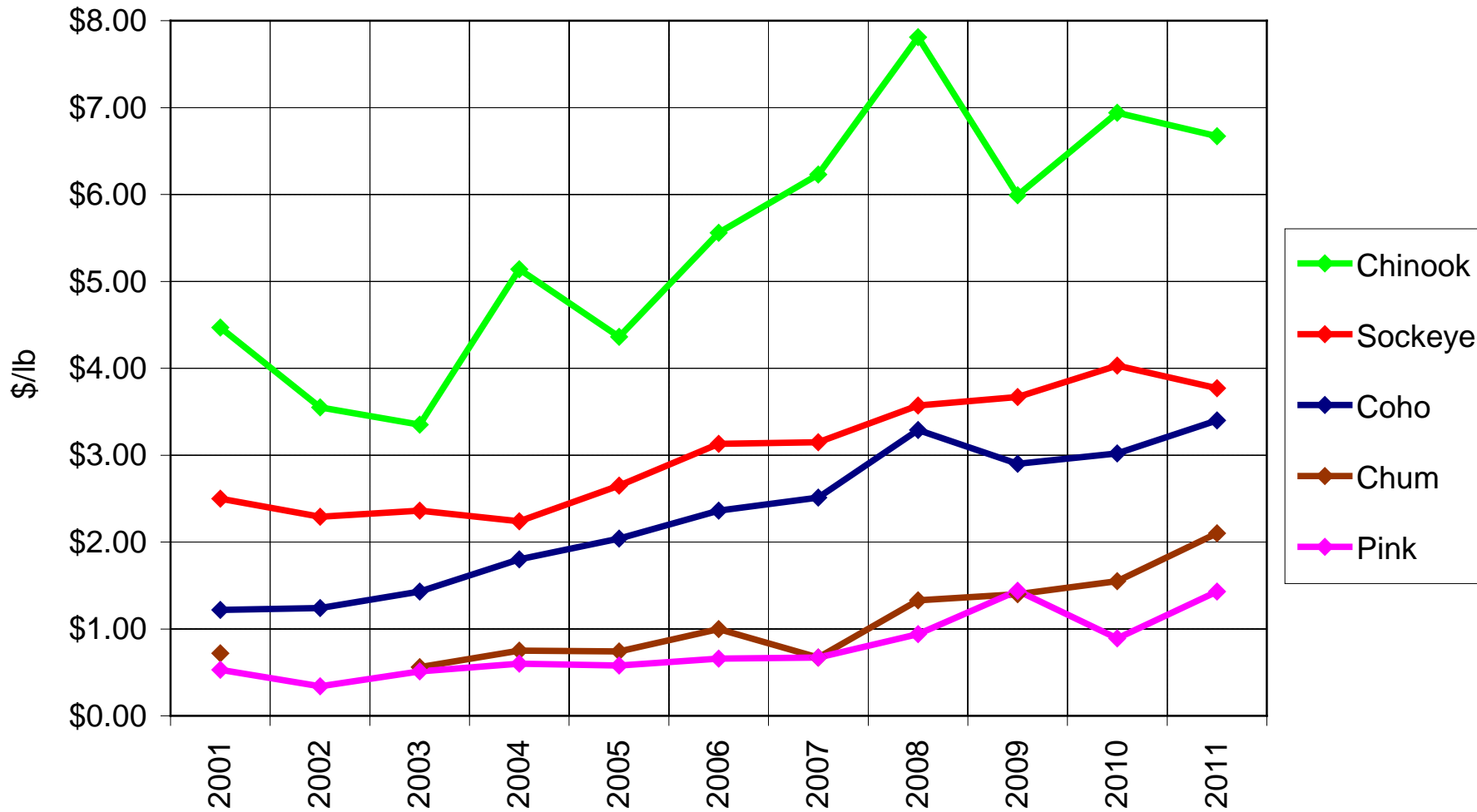
Source: Alaska Department of Revenue, Alaska Salmon Price Reports

## Average First Wholesale Prices Received by Alaska Salmon Processors: Frozen H&G



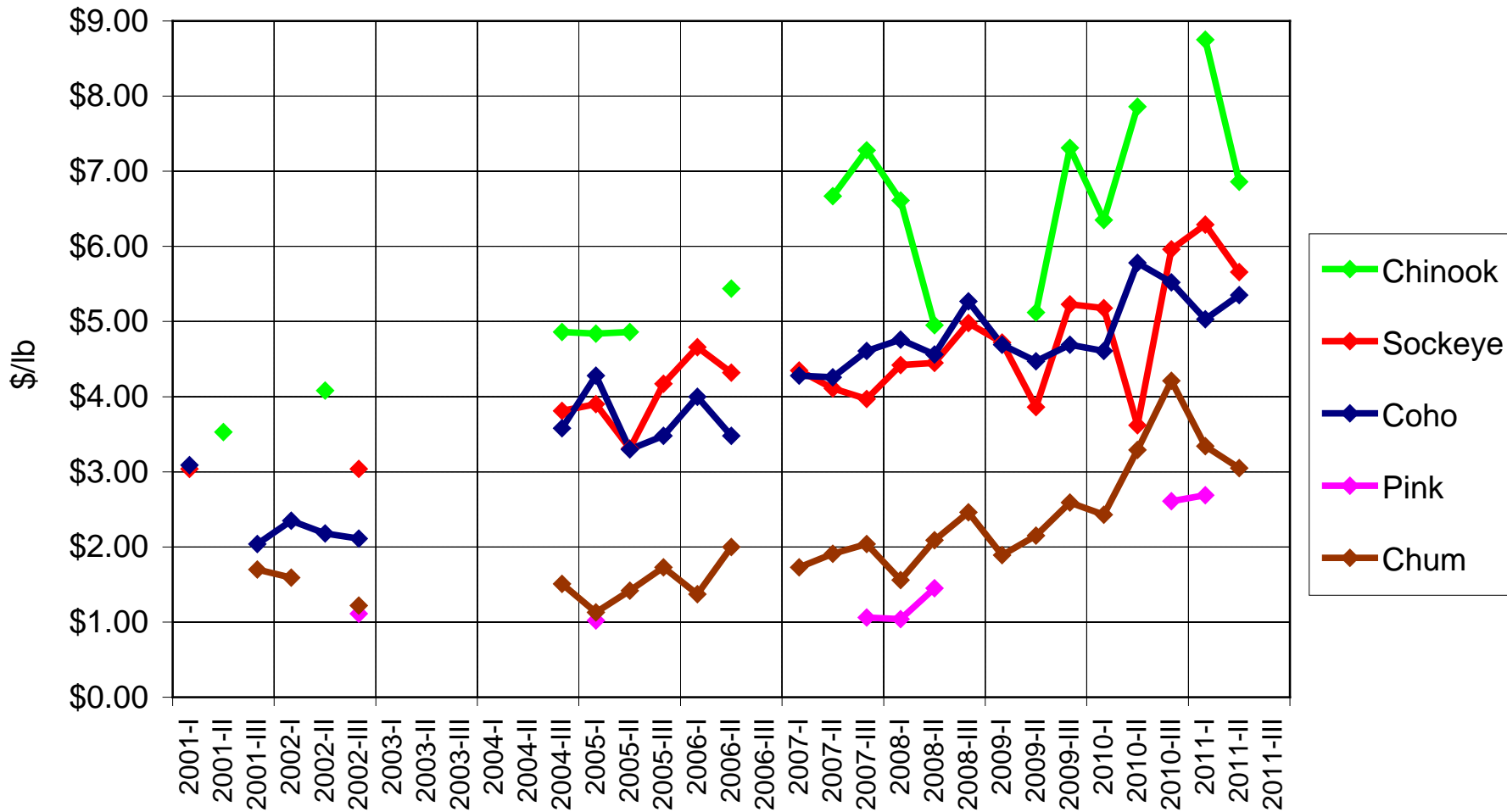
I = Jan-Apr; II = May-Aug; III = Sep-Dec; Source: Alaska Department of Revenue, Alaska Salmon Price Report

### Average First Wholesale Prices Received by Alaska Salmon Processors, May-August: Fresh H&G



Source: Alaska Department of Revenue, Alaska Salmon Price Reports

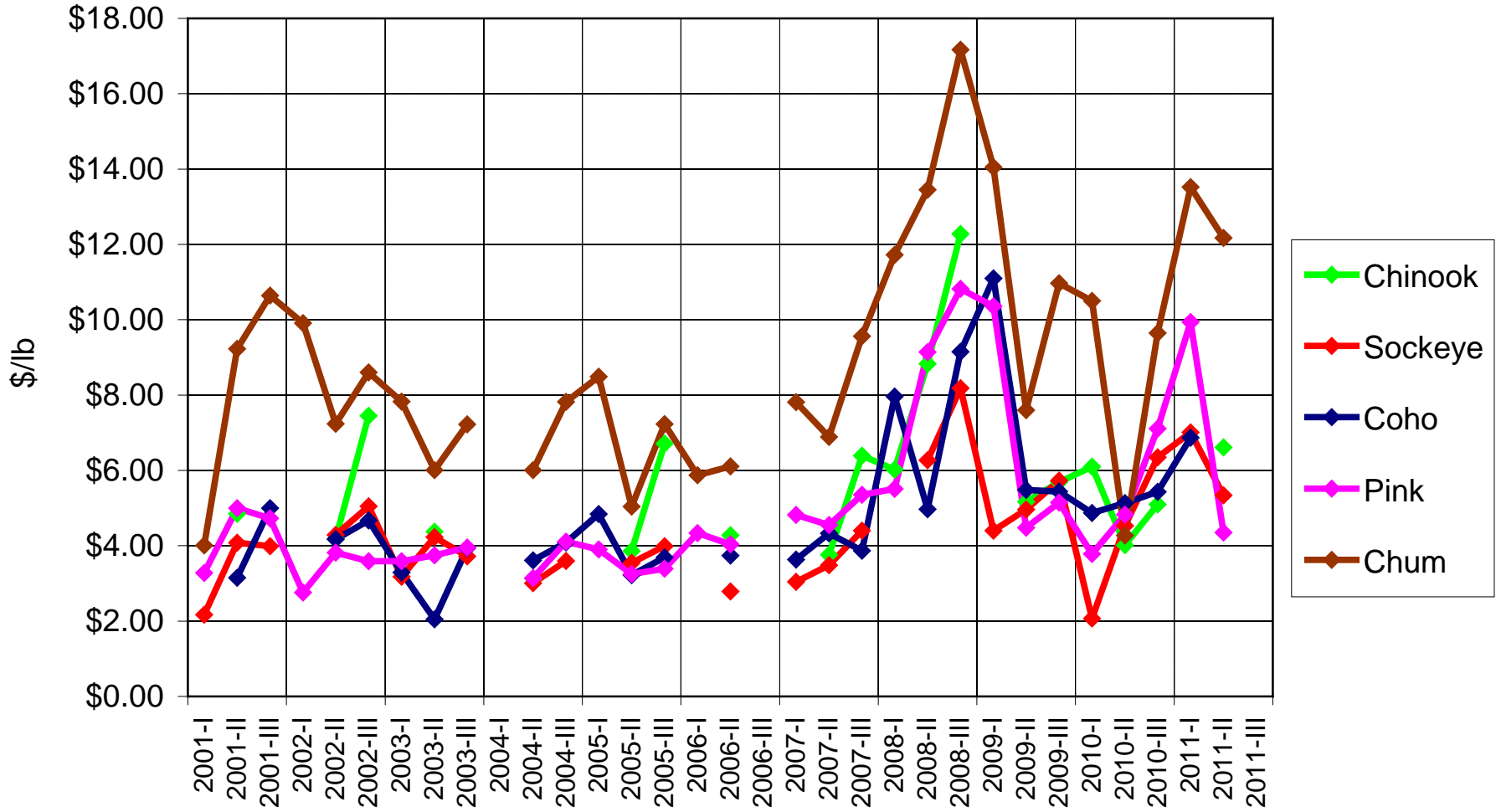
## Average First Wholesale Prices Received by Alaska Salmon Processors: Frozen Fillets



I = Jan-Apr; II = May-Aug; III = Sep-Dec; Source: Alaska Department of Revenue, Alaska Salmon Price Report



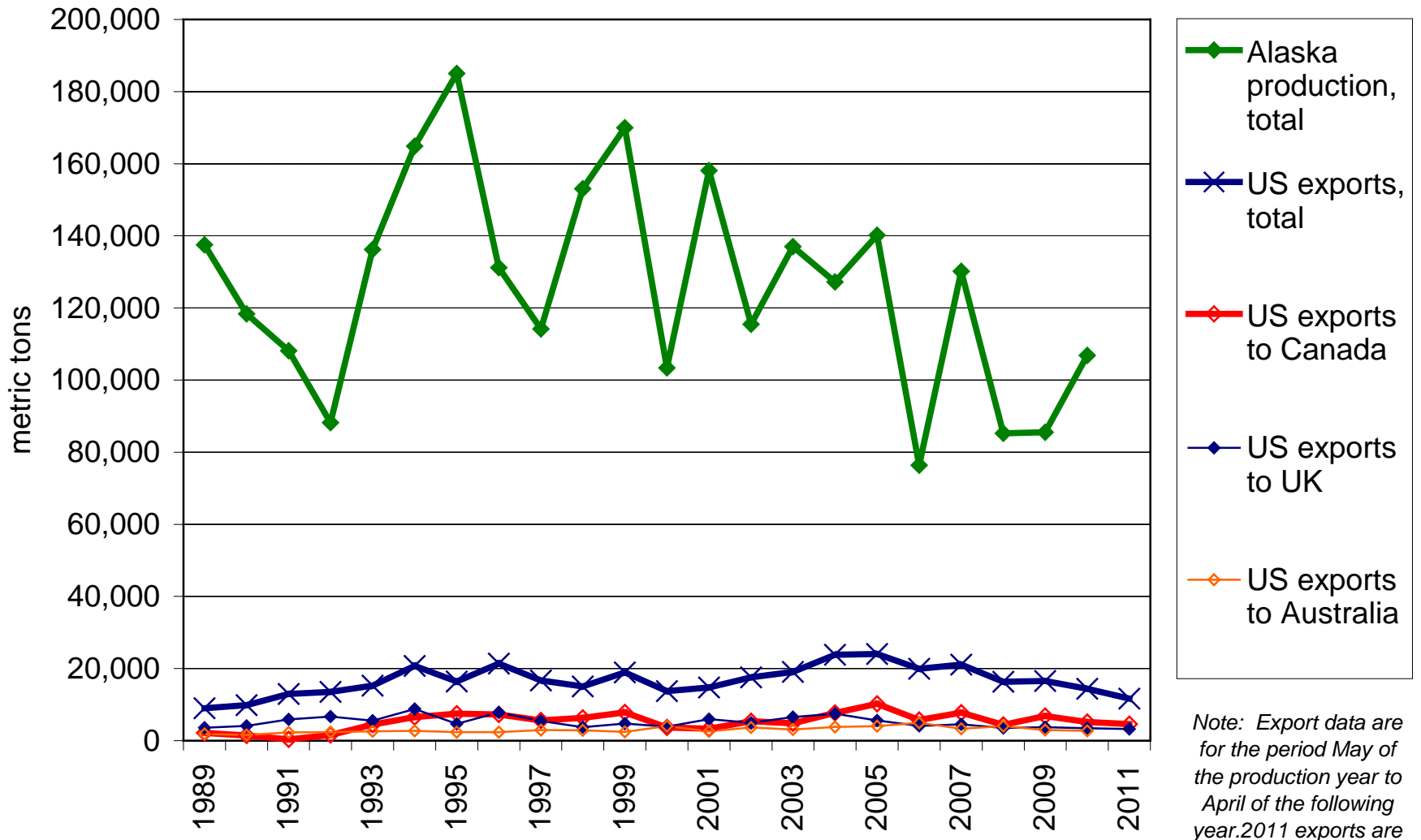
## Average First Wholesale Prices Received by Alaska Salmon Processors: Roe



I = Jan-Apr; II = May-Aug; III = Sep-Dec; Source: Alaska Department of Revenue, Alaska Salmon Price Report

# United States Export Data

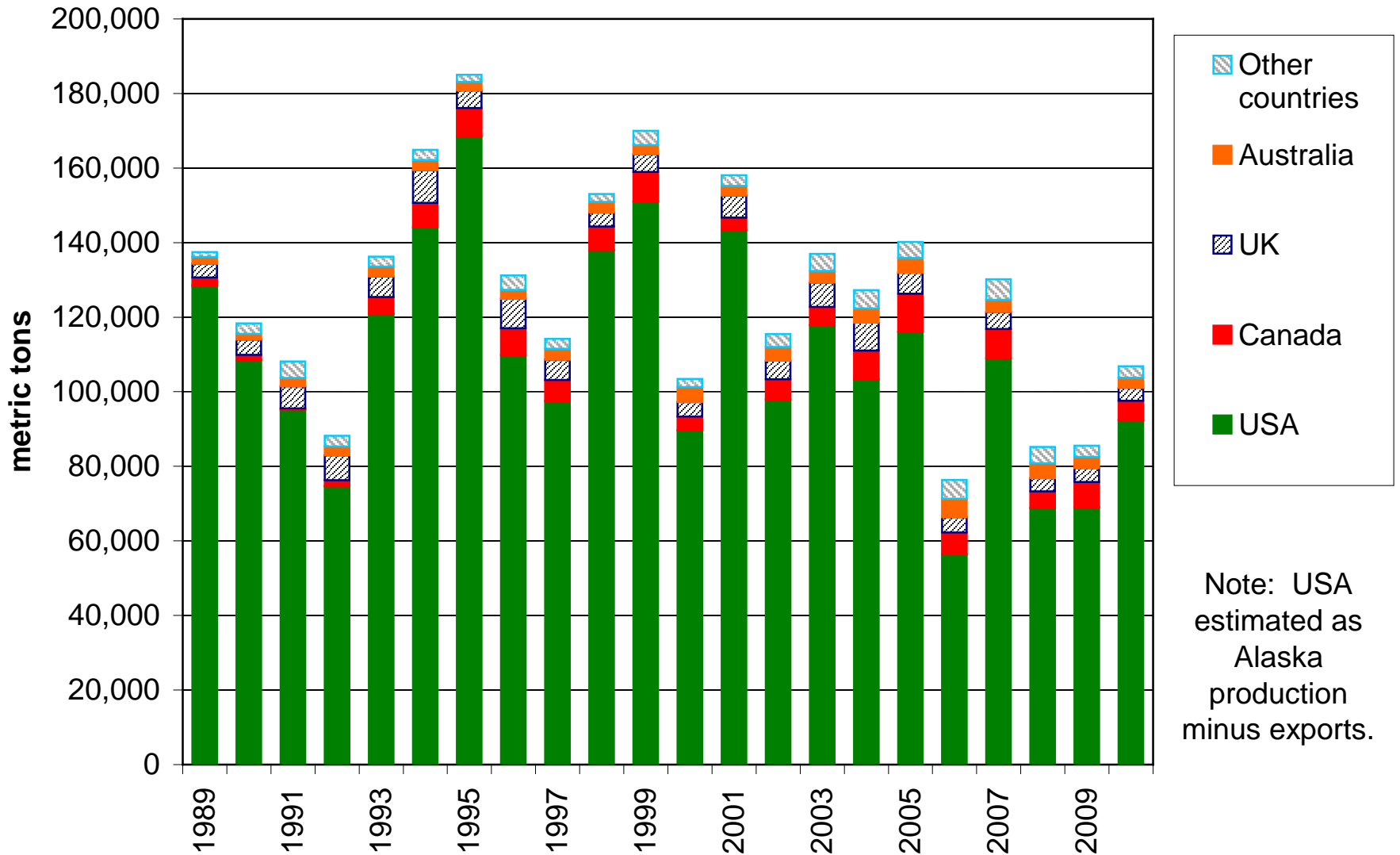
## Alaska Canned Pink Salmon Production & U.S. Canned Pink Salmon Exports



Sources: ADFG COAR database; NMFS trade data

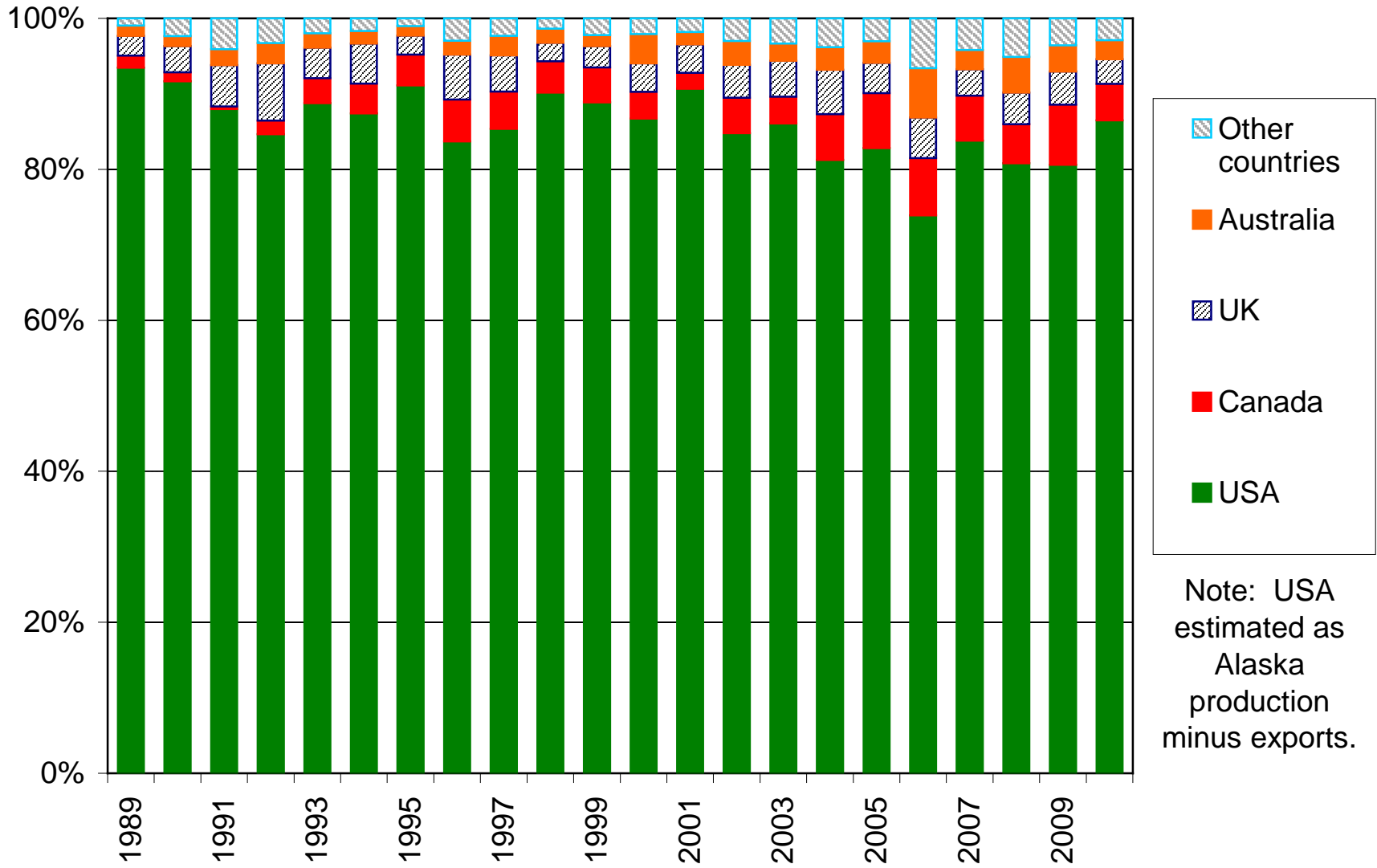
*Note: Export data are for the period May of the production year to April of the following year. 2011 exports are May-Dec only.*

## Estimated End-Markets for Alaska Canned Pink Salmon



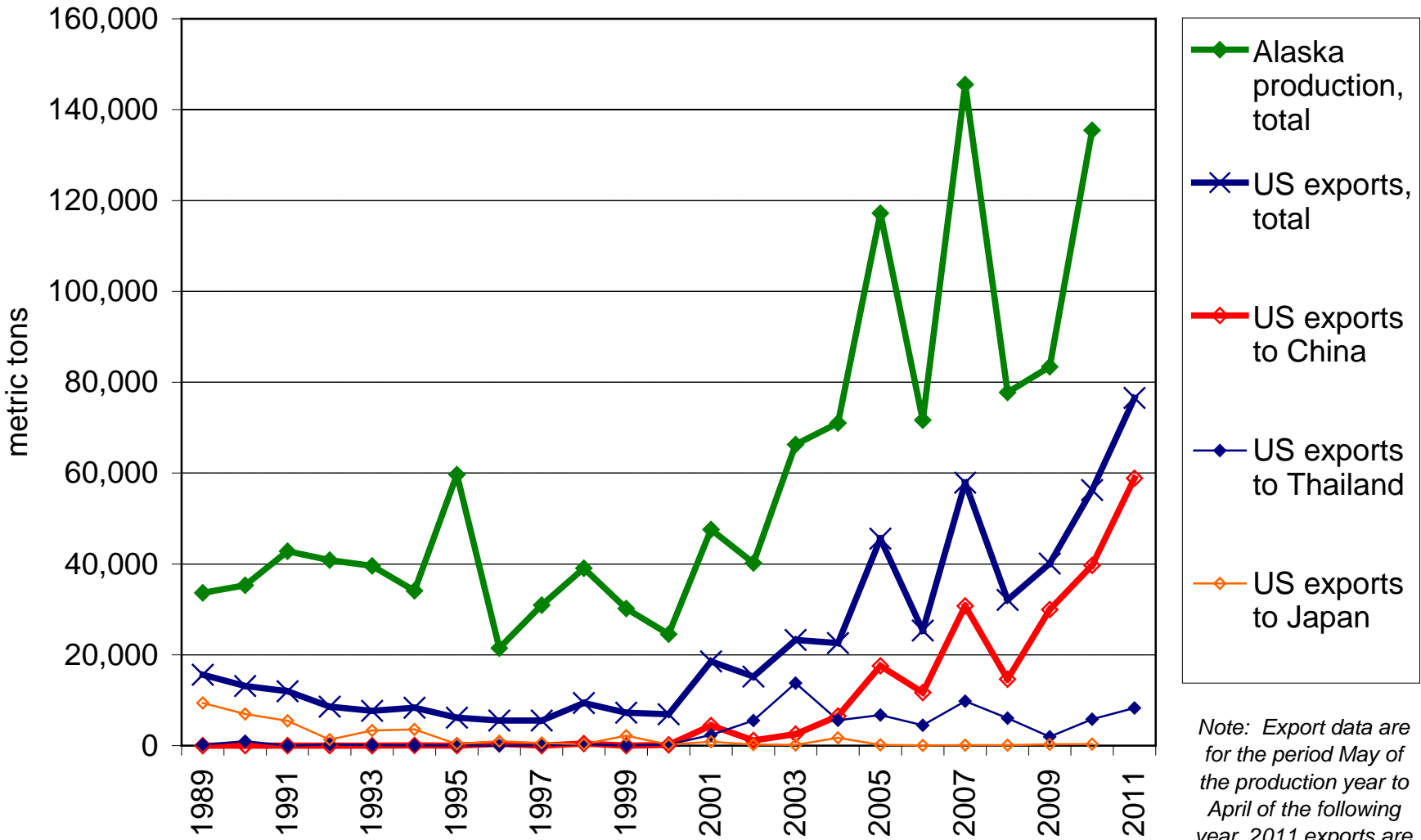
Note: USA estimated as Alaska production minus exports.

Estimated End-Markets for Alaska Canned Pink Salmon (%)



Note: USA estimated as Alaska production minus exports.

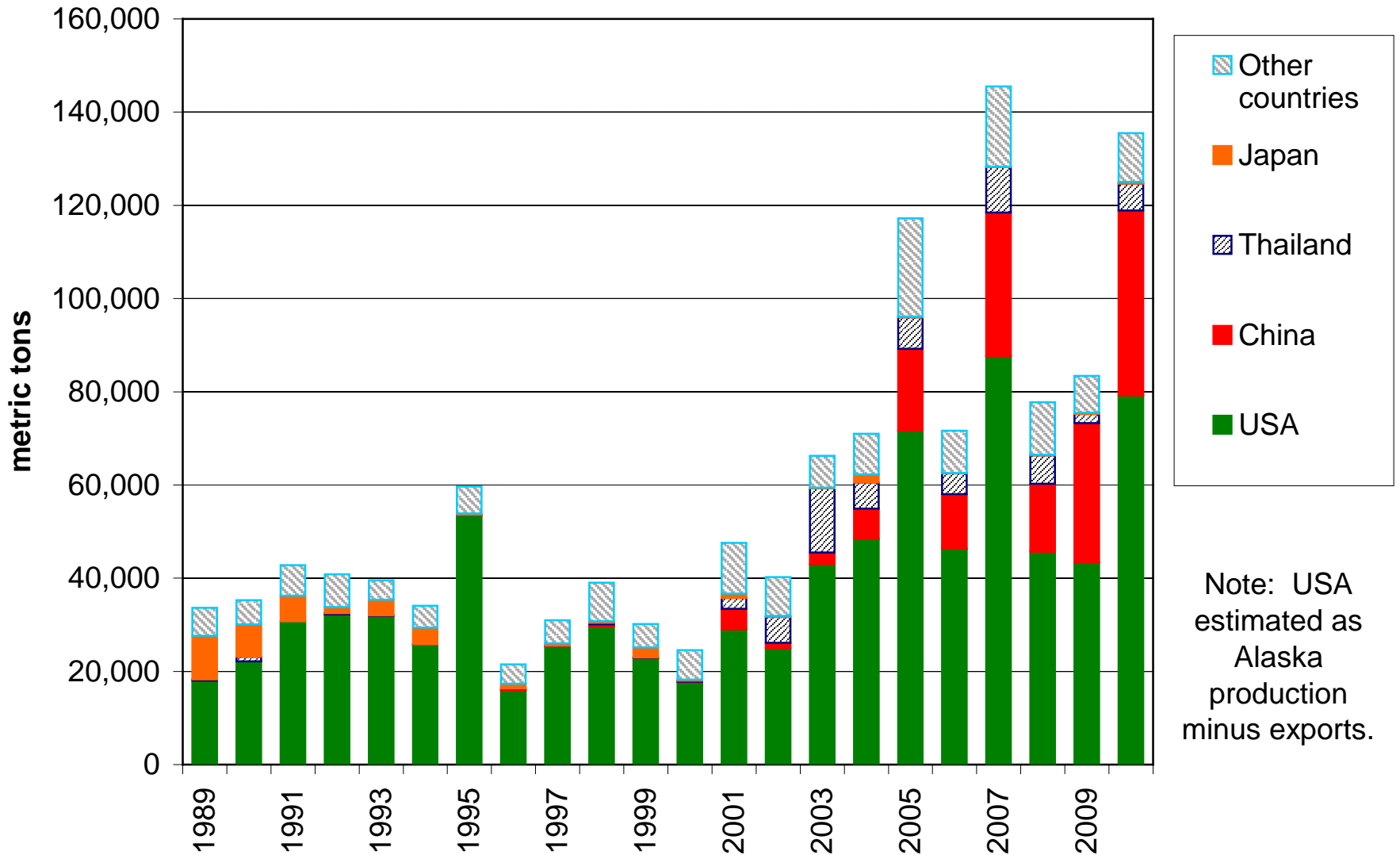
# Alaska Frozen Pink Salmon Production & U.S. Frozen Pink Salmon Exports



Sources: ADFG COAR database; NMFS trade data

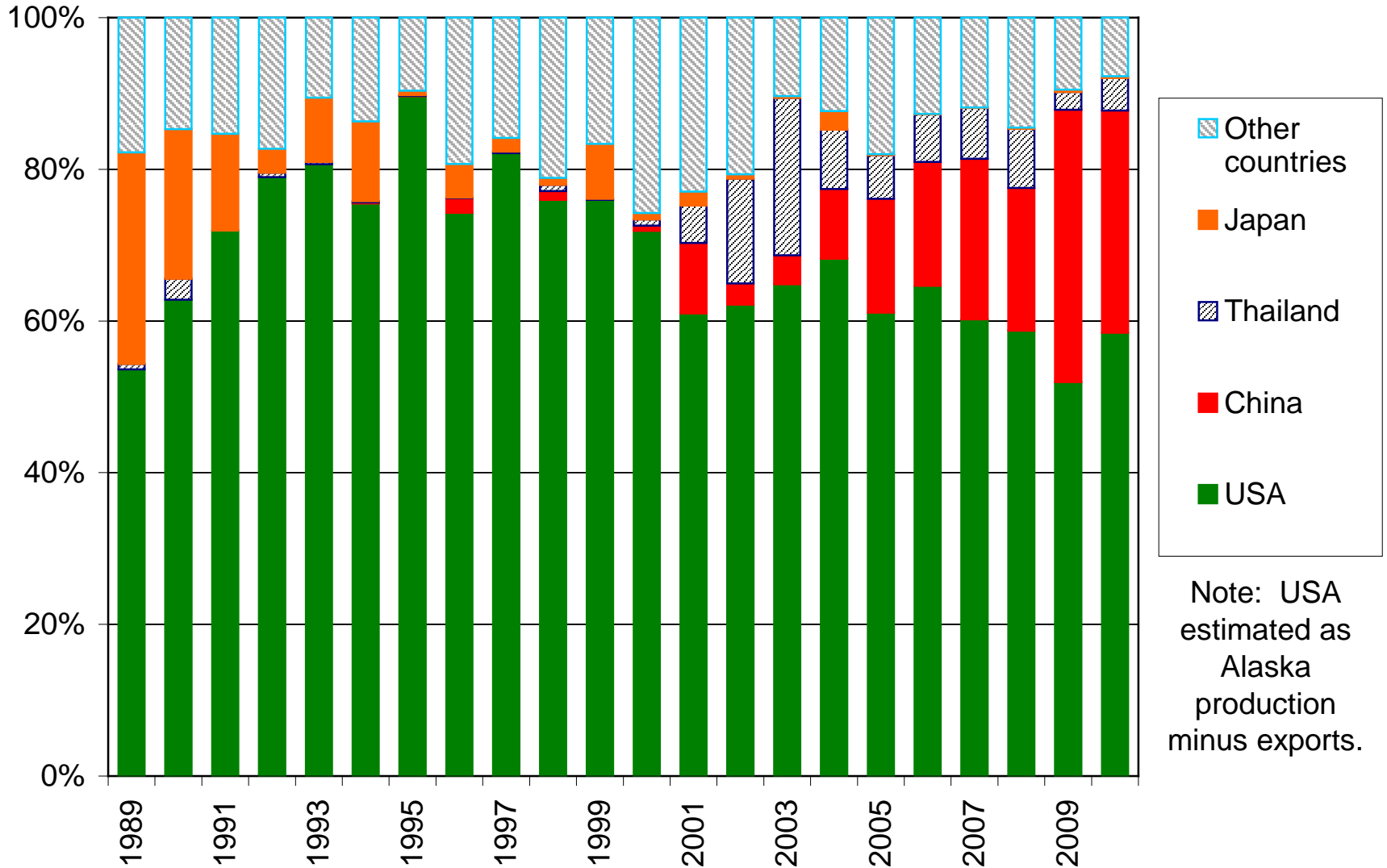
*Note: Export data are for the period May of the production year to April of the following year. 2011 exports are May-Dec only.*

## Estimated End-Markets for Alaska Frozen Pink Salmon



Note: USA estimated as Alaska production minus exports.

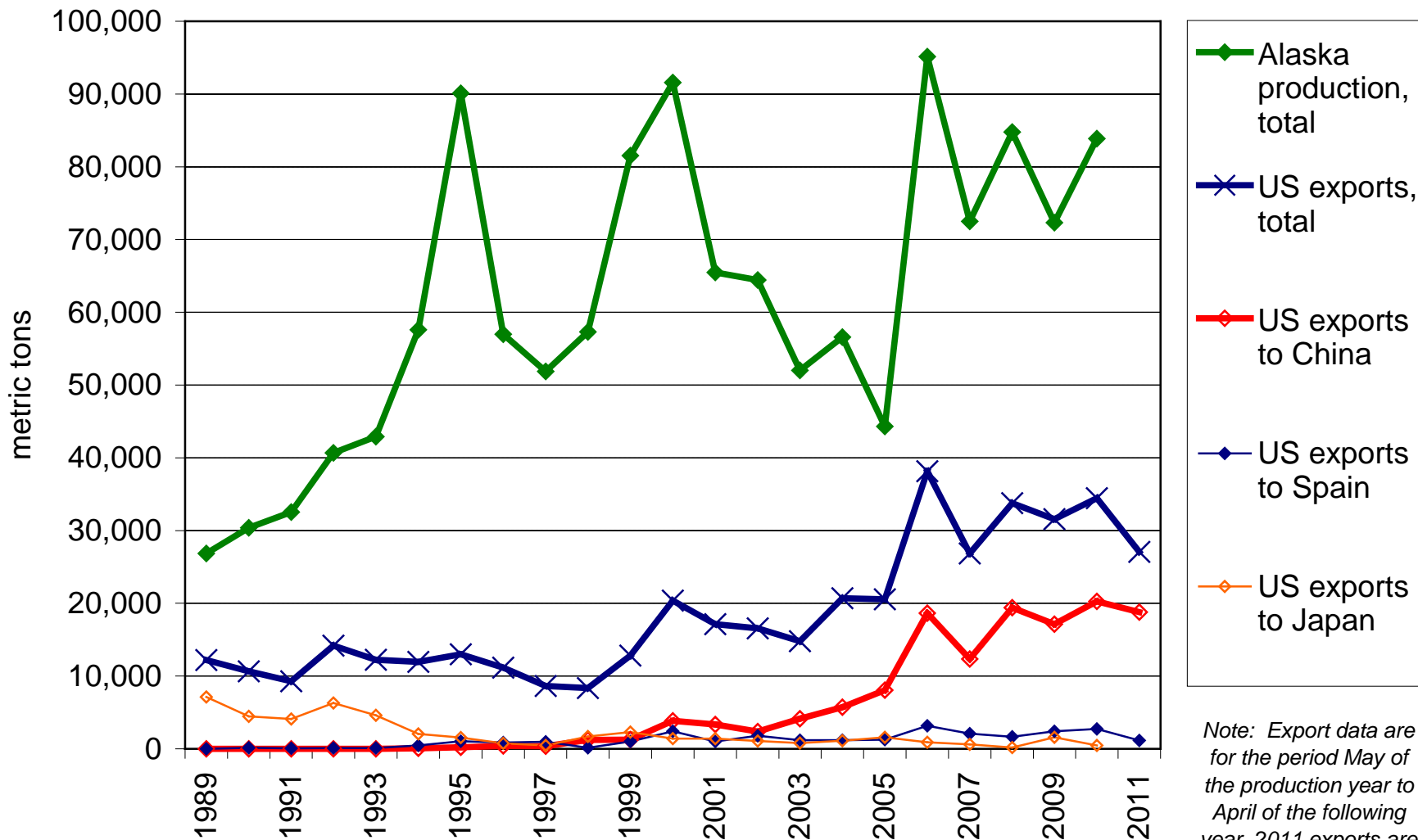
Estimated End-Markets for Alaska Frozen Pink Salmon (%)



Note: USA estimated as Alaska production minus exports.



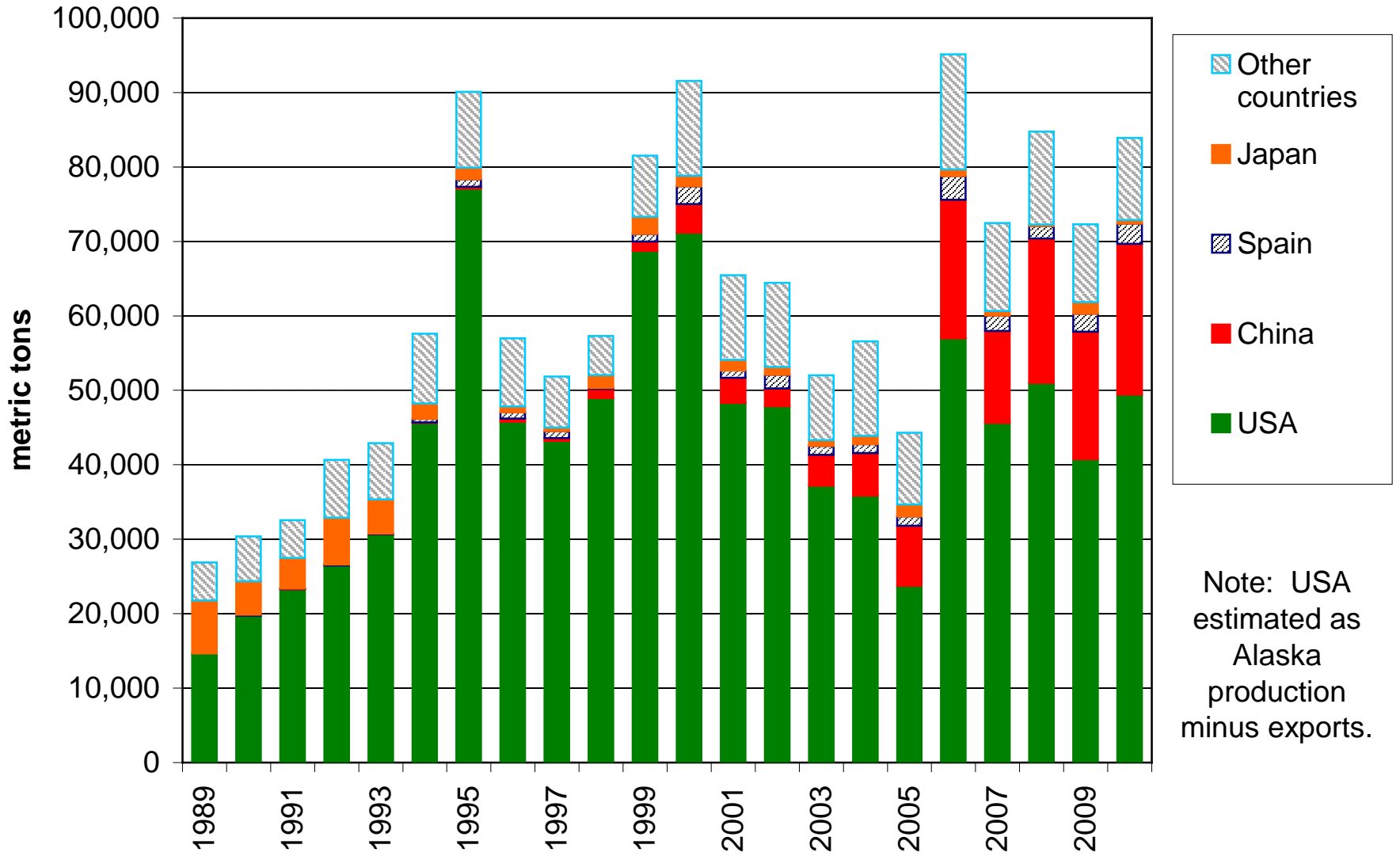
## Alaska Frozen Chum Salmon Production & U.S. Frozen Chum Salmon Exports



Sources: ADFG COAR database; NMFS trade data

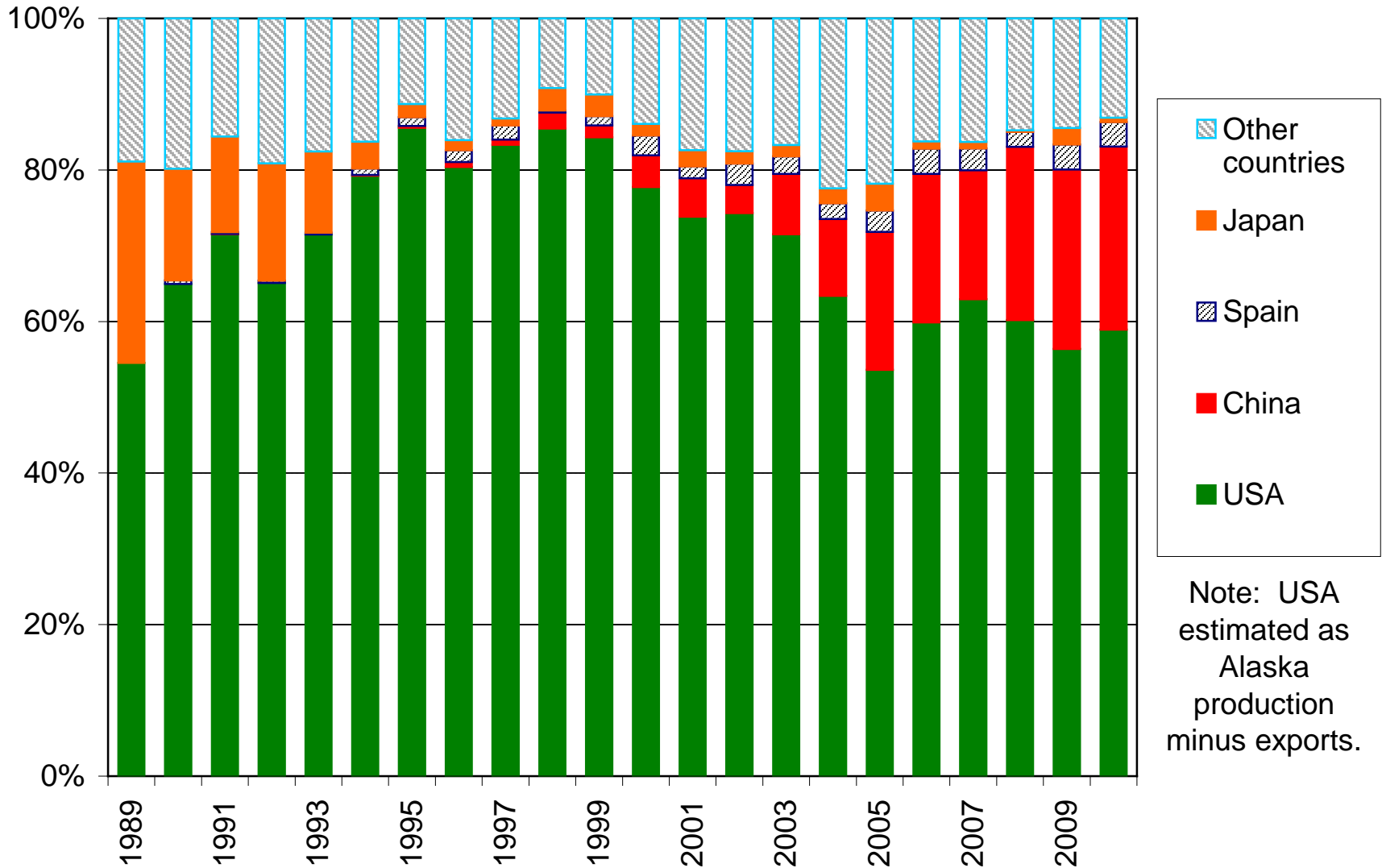
*Note: Export data are for the period May of the production year to April of the following year. 2011 exports are May-Dec only.*

# Estimated End-Markets for Alaska Frozen Chum Salmon



Note: USA estimated as Alaska production minus exports.

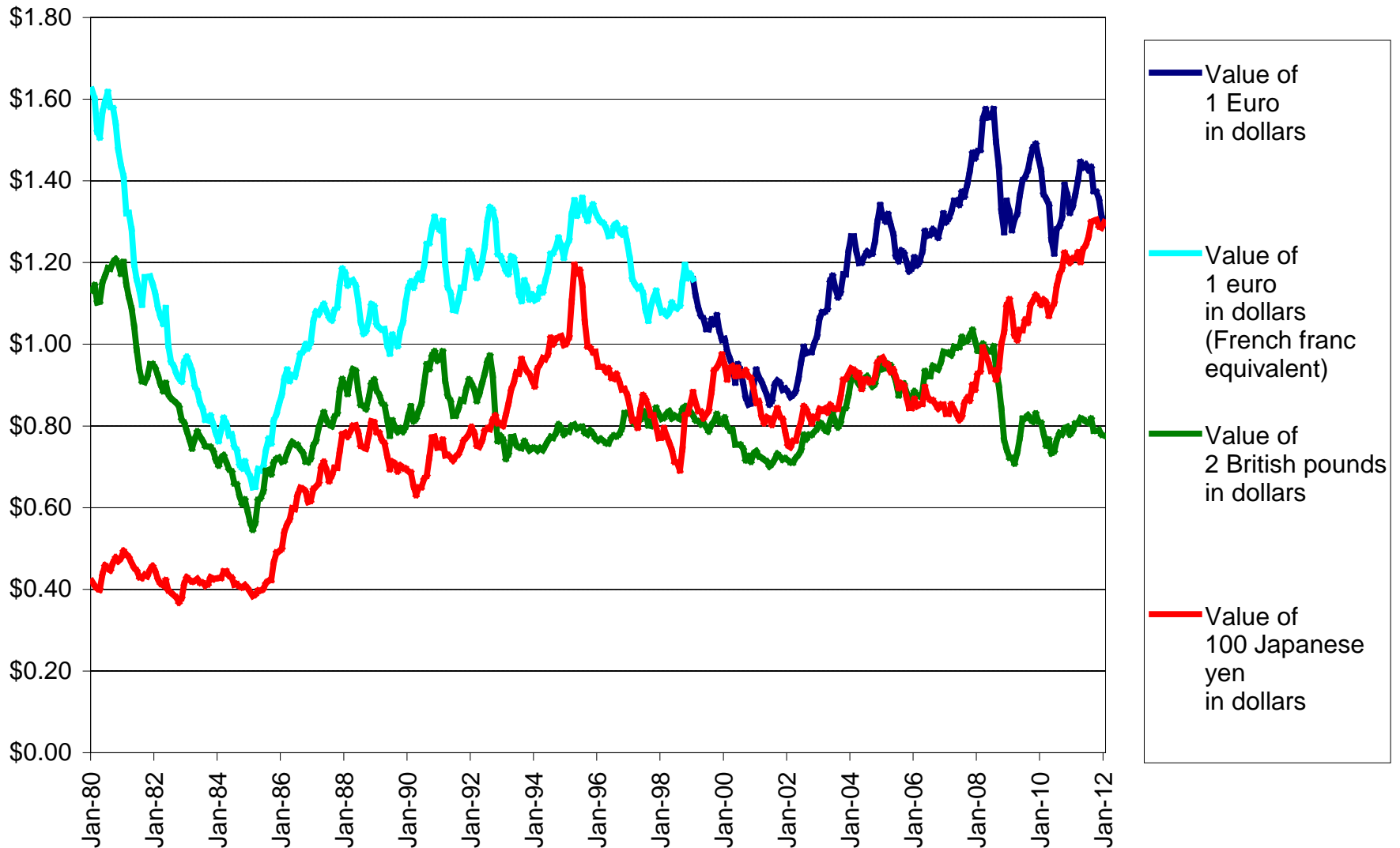
### Estimated End-Markets for Alaska Frozen Chum Salmon (%)



Note: USA estimated as Alaska production minus exports.

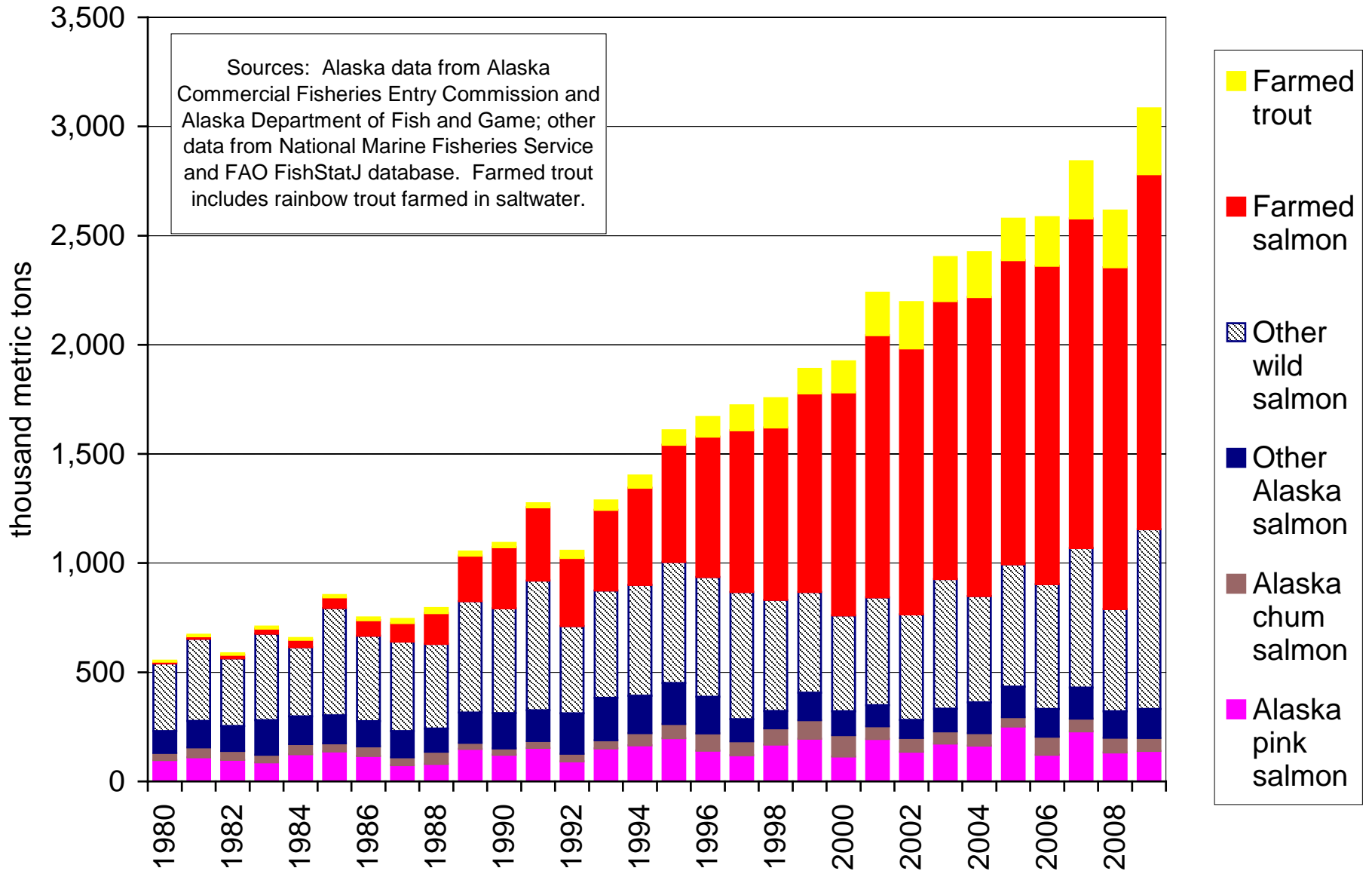
# Exchange Rate Data

## Value of Currencies of Selected Major End-Markets for Alaska Salmon

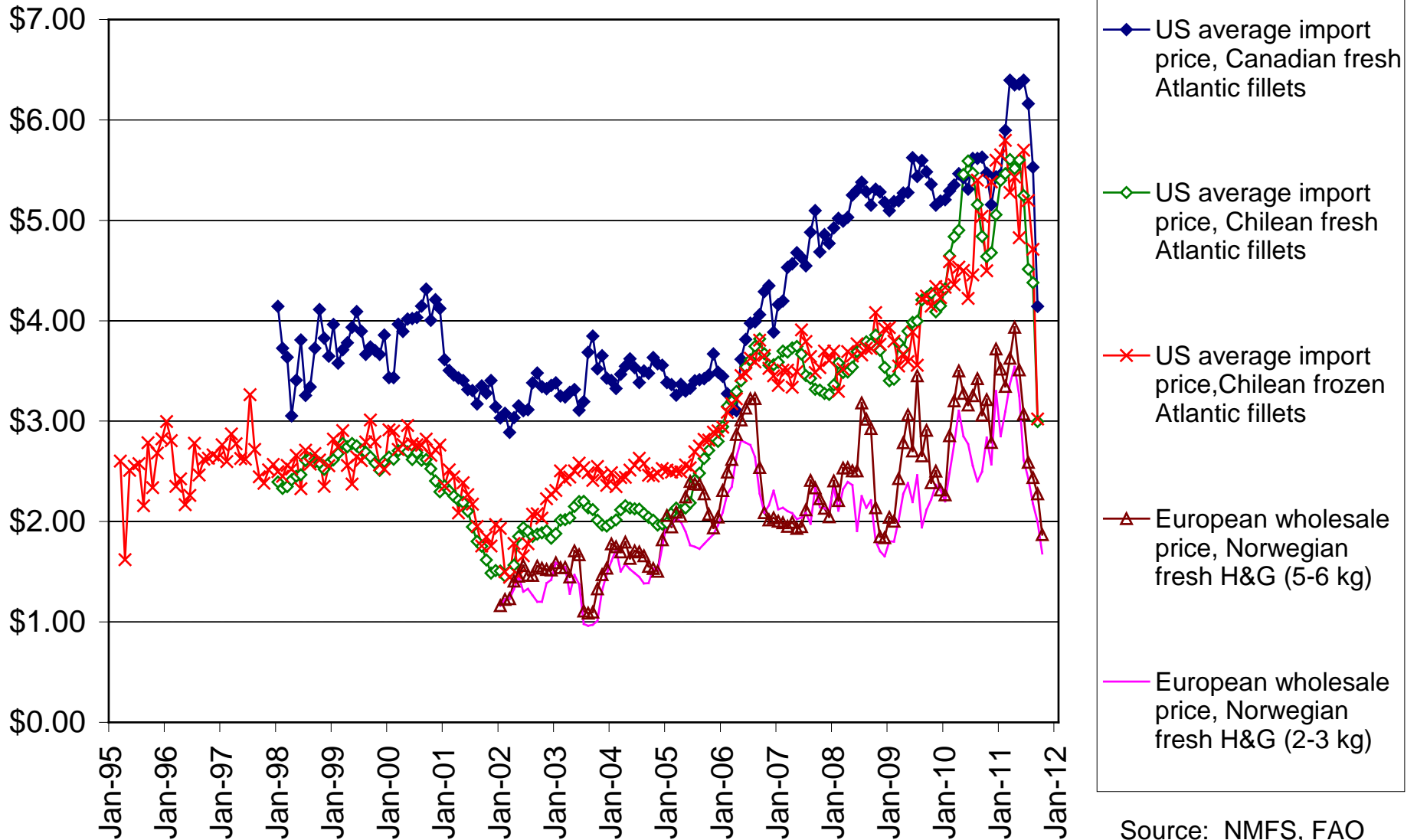


# Farmed Salmon Price Trends

## World Salmon Supply: Wild and Farmed



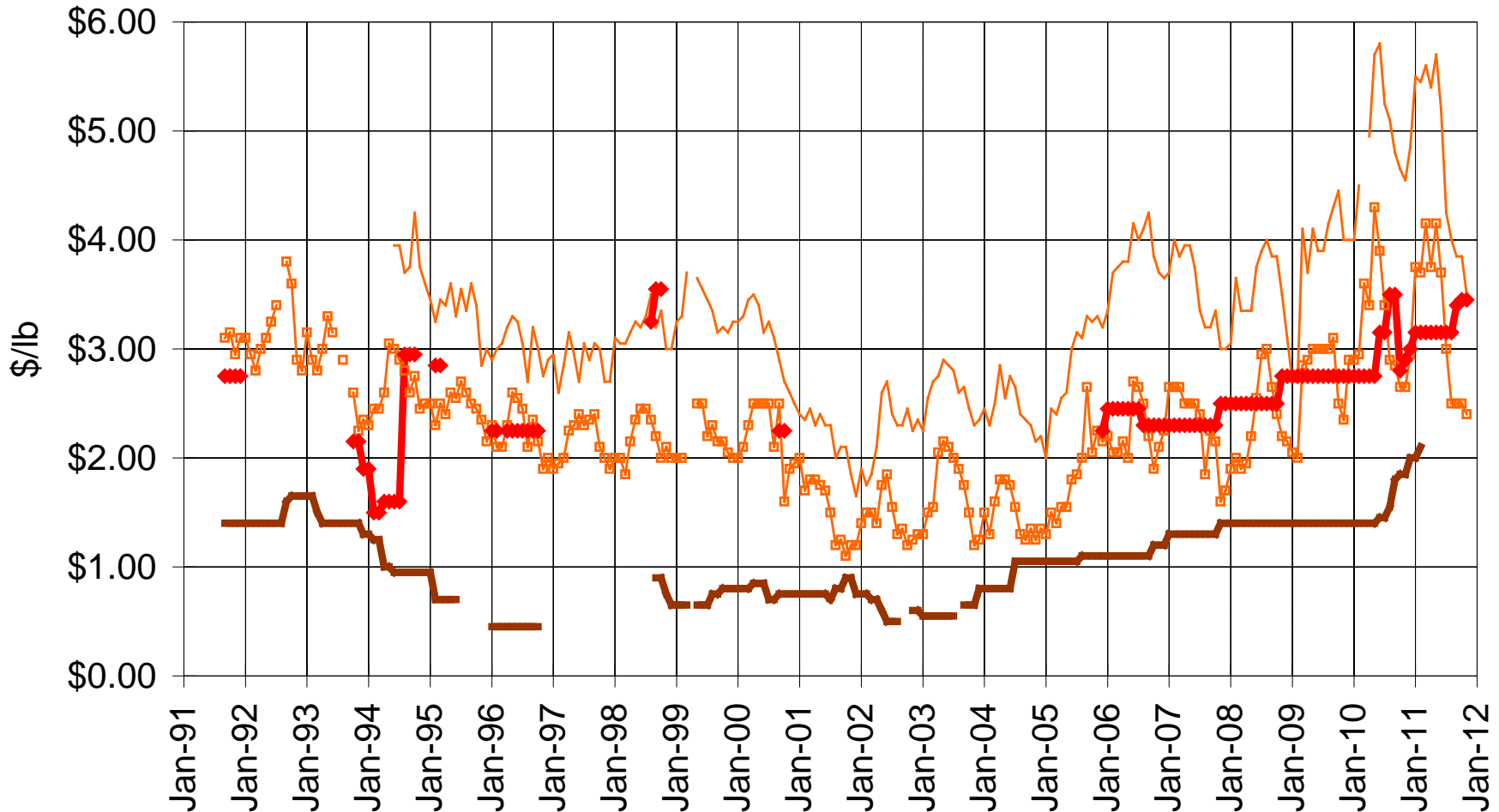
Average Wholesale Prices of Farmed Atlantic Salmon,  
Selected Products and Markets (\$/lb)



Source: NMFS, FAO



## U.S. Wholesale Prices for Selected Wild and Farmed Salmon Products reported in Urner Barry's *Seafood Price Current*



Source: Urner Barry Publications, Inc., Seafood Price Current.