



Seafood

The Australia-United States Free Trade Agreement (AUSFTA) came into force on 1 January 2005. The AUSFTA is a landmark agreement that gives Australian businesses expanded access to the world's largest importer and investor. Significant export opportunities have been created through the reduction of tariffs, the increase of specific quotas, the easing of market restrictions and the streamlining of investment processes.

AUSFTA and the Seafood Industry

Under the AUSFTA, over 50 separate US tariffs on Australian seafood products have been abolished, including a 35 per cent duty for canned tuna, a 15 per cent duty on canned sardines, and a 7.5 per cent duty for crabmeat.

US Seafood Market Summary

Seafood exports to the United States are currently worth A\$140 million per annum, with the Australian industry enjoying a good reputation as a high-quality supplier. In 2003 the top seafood species consumed in the US were shrimp, canned tuna, salmon, pollock, catfish, cod, crab, tilapia, clams and scallops. With the current consumer trend in favour of healthy protein-rich diets, growth is forecast to continue. Successful Australian seafood exporters generally sell a clearly differentiated product. A long-term commitment of time and resources is a key part of this process, along with the identification of a good importer. The supply chain in the US is well established with importers and distributors frequently seeking quality product on an ongoing basis. When working with an importer or distributor Australian seafood exporters often need to play a strong advocacy and marketing role to promote their product's profile against competing lines.

Rules of Origin

Under the AUSFTA only goods originating or substantially transformed in Australia or the US are eligible for the agreed preferential rate, with detailed rules of origin specified to determine whether a good qualifies (for further information see below)

Austrade in the United States

Throughout 2005 Austrade will substantially expand its US presence to help Australian companies capitalise on opportunities arising from the AUSFTA.

- Austrade's US food team with representation across the USA is working with Australian seafood exporters and local customers to capture breaking opportunities.
- Trade Events with a seafood focus targeted by Austrade include:
 - o International West Coast Seafood Show
 - o International Boston Seafood Show
 - o Australia Week Food and Wine Trade Show in Los Angeles
- Partner in National Food Industry Strategy Seafood Market Entry Program
- Visits by Austrade US food team members to Australia throughout 2005

Key contacts and further information

- For advice on exporting to the US market contact Austrade on 132 878 – www.austrade.gov.au
- For seafood specific queries contact peter.brennan@austrade.gov.au
- For quarantine issues visit the [AQIS](http://www.aqis.gov.au) website
- For guidance on the AUSFTA content please contact the [Department of Foreign Affairs and Trade](http://www.dfat.gov.au) on 02 62613089 or email US_FTA@dfat.gov.au
- For Australian tariff and rules of origin information contact [Australian Customs Service](http://www.austrade.gov.au) on 1300 363 263
- US tariff schedules also available from [US international Trade Commission](http://www.usitc.gov)
- Binding rulings for US tariff levels are available only from [US Customs Border Protection](http://www.usitc.gov)
- Australian Exporters must comply with US Bioterrorism Act please visit the [US Food and Drug Administration](http://www.fda.gov)
- [Register today](#) to be keep informed of Austrade AUSFTA initiatives