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NOAA Technical Memorandum NMFS

SEPTEMBER 1992



JAPAN'S MACKEREL MARKET

Sunee C. Sonu

NOAA-TM-NMFS-SWR-027

U.S. DEPARTMENT OF COMMERCE
National Oceanic and Atmospheric Administration
National Marine Fisheries Service
Southwest Region

Department of Commerce
National Marine Fisheries Service

MAR 8 1993
Southwest Fisheries Center
La Jolla, California

NOAA Technical Memorandum NMFS

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NOAA Technical Memorandum NMFS

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Southwest Region
National Marine Fisheries Service, NOAA
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NOAA-TM-NMFS-SWR-027

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EXECUTIVE SUMMARY

Japan is the world's largest importer as well as producer of mackerel (Scomber spp.). In 1991, Japan imported about 195 thousand metric tons of mackerel valued at 242 million dollars, an increase of 169-fold in volume and 286-fold in value from 1985. Much of this increase was due to poor domestic catches and consequent rise in price for mackerel species.

Japan's per household mackerel consumption decreased from 1,812 grams (4 pounds) in 1986 to 797 grams (1.76 pounds) in 1991. This decrease was mainly due to a sharp decline in supply, and increase in price. Annual supply (catch & imports) of mackerel decreased from 1,038 thousand metric tons in 1986 to 496 thousand metric tons in 1991, while price rose from ¥56.87/100g to ¥66.82/100g over the same period, an increase of 18 percent.

Although Japan is the world's largest harvester of mackerel, a decline in catch occurred in 10 of 13 years since 1978. The 1991 catch of 251 thousand metric tons was only 16 percent of the record high of 1,626 thousand metric tons, which occurred in 1979, and was the lowest catch in 36 years.

The United States was the fifth largest supplier of frozen mackerel to Japan in 1991. Up to 1990, supply of frozen mackerel from the United States had been minuscule. A strong yen relative to the dollar has made U.S. products more competitive in the Japanese import market.

As Japan and the United States are signatories to the General Agreement on Tariffs and Trade (GATT), lower tariffs apply to U.S. exports of mackerel products, 10 percent on fresh or frozen products, 15 percent on prepared or preserved products including products in airtight containers. These tariffs are based on CIF (cost, insurance, freight) prices. The tariff for frozen mackerel is higher than rates for most other frozen seafood products imported into Japan. Since the United States is a major exporter of frozen mackerel to Japan, a reduction of the tariff could be beneficial to U.S. exporters.

The future market for sales of U.S. mackerel to Japan depends to a large extent on Japanese mackerel catches in traditional fishing areas, especially the northwest Pacific Ocean. Because the mackerel stocks in the northwest Pacific appear to be declining, increased export of U.S. mackerel has significant potential.

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The future market for sales of U.S. mackerel to Japan depends to a large extent on Japanese mackerel catches in traditional fishing areas, especially the northwest Pacific Ocean. Because the mackerel stocks in the northwest Pacific appear to be declining, increased export of U.S. mackerel has significant potential.

Table 5. Japan's Mackerel Landings, 1978-1991

Year	Total (Metric Tons)	Northwest Pacific (Metric Tons)	(% of Total)
1978	1,625,866	1,625,753	100.00
1979	1,491,033	1,491,006	100.00
1980	1,301,121	1,300,994	99.99
1981	908,904	908,478	99.96
1982	717,840	717,512	99.96
1983	804,849	804,478	99.96
1984	813,514	813,261	99.97
1985	772,699	771,419	99.84
1986	944,809	944,340	99.95
1987	701,406	700,686	99.90
1988	648,559	646,196	99.64
1989	527,486	524,809	99.50
1990	273,006	NA	NA
1991	251,000	NA	NA

NA - Not available

Sources: Suisan Tsushin Sha June 2, 1992
 Japan Ministry of Agriculture, Forestry and Fisheries
 1982, 1990, 1992
 FAO 1983, 1989, 1991a

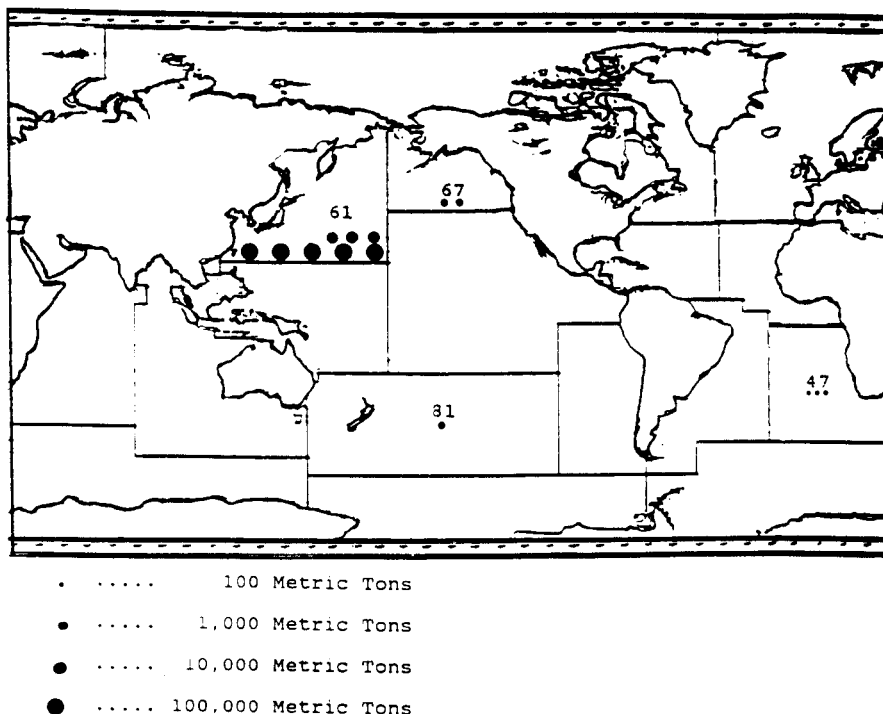


Figure 2. Distribution of Japan's Mackerel Catch by Major FAO Fishing Area, 1989

WORLD MACKEREL IMPORTS

Mackerel is an important commodity in the international seafood trade. Table 6 lists the major mackerel importing countries in 1989 and Table 7 provides the value of the imports. The 450 thousand metric tons traded in 1989 was worth nearly 345 million dollars. Japan led in total imports of mackerel, both in volume and value; nearly all its imports were in the form of frozen fish. Interestingly the imported volume made up only 21 percent of the world total, but the value was approximately 40 percent. In imports of frozen mackerel, Japan was followed closely by the Netherlands (19 percent in volume and 9 percent in value), and Nigeria (15 percent volume; 11 percent value). On the other hand, Ivory Coast was the chief importer of fresh mackerel, in value as well as volume. Papua New Guinea led in imports of prepared products (canned mackerel), accounting for 41 percent in volume, and 31 percent in value.

Table 6. Mackerel Imports by Major Countries, by Volume, 1989 (Metric Tons)

Country	Fresh	Frozen	Prepared	Total
Japan	161	61,524	---	61,685
Netherlands	3,266	55,136	---	58,402
Nigeria	---	44,577	---	44,577
Germany	3,929	32,545	2,997	39,471
France	9,434	20,133	1,322	30,889
Papua New Guinea	---	---	28,340	28,340
Ivory Coast	21,335	---	---	21,335
Italy	3,057	6,684	7,665	17,406
Others	42,039	77,852	29,974	149,865
Total, world	83,221	298,451	70,298	451,970

--- Less than one metric ton

Source: FAO 1991b

Table 7. Mackerel Imports by Major Countries, by Value, 1989
(U.S. \$1,000)

Country	Fresh	Frozen	Prepared	Total
Japan	725	69,488	---	70,213
Papua New Guinea	---	---	40,250	40,250
Italy	3,368	3,832	26,642	33,842
Germany	2,340	8,878	7,971	19,189
Nigeria	---	17,570	---	17,570
France	4,226	9,934	2,763	16,923
Netherlands	1,146	15,153	---	16,299
Ivory Coast	11,003	---	---	11,003
Others	16,994	46,794	55,526	119,314
Total, world	39,802	171,649	133,152	344,603

--- Less than one thousand dollars

Source: FAO 1991b

JAPAN'S IMPORTS

Japan's imports of mackerel have risen sharply in recent years (Table 8). In 1991 Japan imported 195 thousand metric tons of mackerel valued at about 242 million dollars. Analysis of the figures reveal that not only has the volume of imports increased, but the unit value of mackerel also increased substantially from 1985 to 1991. This increase in value, together with strengthening of the yen, as well as poor domestic catches, all had some bearing on the increase in imports of mackerel (Suisan Keizai Shinbun Sha February 19, 1992).

Whole frozen fish was the dominant product form of mackerel imported into Japan in 1990 and 1991 (Table 9). Prepared products accounted for only 0.6 percent in volume and 2 percent in value of imports, and fresh products were even less.

In 1985 only three nations supplied frozen mackerel to Japan, but the number increased dramatically to 15 in 1991 (Japan Marine Products Importers Association 1986-1992). Norway has consistently been the leading supplier of frozen mackerel to Japan (presumably Atlantic mackerel) and provided nearly 75 percent of total frozen imports in 1991 (Table 10). Other European nations exported lesser amounts of Atlantic mackerel to Japan. In 1991, the United States for the first time emerged as a significant exporter of mackerel to Japan. Sharply increased imports in 1991 came from all suppliers.

Table 8. Japan's Imports of Fresh, Frozen and Prepared Mackerel, 1985 - 1991

Year	Volume (Metric Tons)	Value (US \$1,000)
1985	1,155	848
1986	11,266	7,963
1987	24,209	23,065
1988	39,355	43,945
1989	60,841	70,538
1990	70,989	88,094
1991	195,207	242,339

Source: Japan Marine Products Importers Association 1986-1992

Table 9. Japan's Imports of Mackerel by Product Form, 1990-1991

Product Form	Volume (Metric Tons)		Value (US \$1,000)	
	1990	1991	1990	1991
Frozen	70,753	194,054	87,053	236,633
Prepared	235	1,142	1,035	5,672
Fresh	1	11	6	34
Total	70,989	195,207	88,094	242,339

Source: Japan Marine Products Importers Association 1991-1992

Table 10. Japan's Imports of Frozen Mackerel by Major Countries, by Volume, 1985 - 1991 (1,000 Metric Tons)

Country	1985	1986	1987	1988	1989	1990	1991
Norway	1.1	8.4	19.5	32.7	53.0	60.8	144.2
Ireland	---	0.3	0.6	0.6	0.7	---	9.8
Denmark	0	---	---	0.6	1.5	6.2	9.8
U.K.	0	---	0.3	1.2	0.6	1.2	8.6
U.S.A.	0	0	---	0	---	0	7.3
Netherlands	0	1.7	2.1	1.2	1.5	1.0	6.7
Canada	---	---	0.5	0.9	0.6	0.4	2.7
Germany	0	0	0	---	0	0.2	2.3
Korea, Rep.	0	0.5	0.6	1.4	2.4	0.1	1.2
Others	0.1	0.1	0.6	0.7	0.4	0.9	1.5
Total	1.2	11.0	24.2	39.3	60.7	70.8	194.1

--- Less than 100 metric tons

Source: Japan Marine Products Importers Association 1986-1992

Tariffs and Non-Tariff Barriers

Japan presently maintains import quotas on 12 categories of fishery commodities. Mackerel is administered under "The 98-Country Fish and Shellfish Quota." This quota, set twice a year in U.S. dollar value, applies to at least nine major fish and shellfish species and species groups: mackerel, jack mackerel, cod, whiting, sardine, yellowtail, pollock, saury, and scallops.

The quota for these fishes has increased yearly, with dramatic increases in 1988 and 1991 (Table 11). Key reasons for this trend are: (1) domestic landings of many of these species have remained severely depressed; (2) the Japanese fleet's direct access to foreign resources has been restricted; (3) mackerel, has continued to be one of the most important seafood items in the Japanese diet.

While the Japanese Ministry of International Trade and Industry (MITI) is the lead agency in administering the quota, it coordinates its actions closely with the Fisheries Agency of the Japanese Ministry of Agriculture, Forestry, and Fisheries. In addition to setting import quotas, the government also controls their allocations. "The 98-Country Fish and Shellfish Quota" is divided into several subsets, including shares for traders (established as well as new traders), joint venture organizations, fishermen, and processor groups.

There is a great deal of variation in the amount of quota held by individual importers. Major Japanese mackerel importers are listed in the Appendix. Quota allocations can be purchased for a fee, which varies depending on prevailing mackerel prices. The fee has recently fluctuated between 10-15 Yen/kg, which is about 4-6 cents per pound at an exchange rate of ¥124 = US\$1 (Hokkai Keizai Shinbun Sha August 28, 1992).

Three product forms of mackerel are included in import regulation. The product forms are fresh or chilled mackerel, frozen mackerel, and prepared or preserved mackerel (including fish in airtight containers). As Japan and the United States are signatories to the General Agreement on Tariffs and Trade (GATT), lower tariffs apply to U.S. exports of mackerel products; 10 percent on chilled, fresh, or frozen products, and 15 percent on prepared or preserved products. Tariff rates are calculated as a percentage of cost, insurance, and freight charges (CIF).

Table 11. Japan's Import Quotas for "the 98-Country Fish and Shellfish Quota," 1987 - 1991 (US \$1,000)

Fiscal Year	April-Sept.	Oct.-March	Total
1987	3,900	4,600	8,500
1988	8,350	11,950	20,300
1989	11,950	12,440	24,390
1990	12,440	13,100	25,540
1991	17,720	16,530	34,250

Source: Suisan Keizai Shinbun Sha October 1, 1991

SUPPLY

Japanese supply of mackerel for any given year is comprised of three components: cold-storage inventory on January 1, total annual catch, and imports. Table 12 lists the supply and demand for mackerel between 1986 and 1991. Total annual supplies decreased steadily from 1986 to 1990 because imports did not make up for decreased domestic catches. In 1991, however, sharply increased imports of mackerel helped avert a huge deficit in supply, as both catch and inventory were at all-time lows.

Table 12. Japan's Mackerel Supply and Demand, 1986 - 1991 (1,000 Metric Tons)

	1986	1987	1988	1989	1990	1991
Inventory, Jan. 1	82	126	96	106	87	50
Catch	945	701	649	527	273	251
Imports	11	24	39	61	71	195
Supply	1,038	851	784	694	431	496
Inventory, Dec. 31	126	96	106	87	50	120
Demand	912	755	678	607	381	376

Sources: U.S. Department of Commerce 1986-1991
 Japan Ministry of Agriculture, Forestry and Fisheries
 1982, 1990, 1992
 Suisan Tsushin Sha November 28, 30, 1991; April 3,
 June 2, 1992

CONSUMPTION

In Japan, consumption of mackerel ranked in 9th place in 1991 among all fresh and frozen seafood species groups (Shokuryo Shinbun Sha March 7, 1992). The amount of mackerel consumed per household has declined since 1986. However, a large decrease in mackerel consumption in 1991, to less than 50 percent of the amount in 1986, was probably due to a sharp increase in price from the previous year (Table 13). In 1991 the average Japanese family spent 532 yen for 797 grams (\$3.95 for 1.76 pounds) of fresh and frozen mackerel. The number of persons represented in a household varies annually, but is about 2.91-2.97 persons.

Mackerel is prepared in various ways for the table by the Japanese. The most popular dish is broiled, with or without partial drying. For this product, the Japanese prefer larger mackerel with high fat content. Fish over 600 grams (1.3 pounds), bring the highest prices. Mackerel are rarely used as sashimi (raw fish), but depending on the size and price, some are used in boiled, baked, canned, dried, or smoked form, or as dried fish meal, or even minced for use as aquaculture feed. One popular product is pickled mackerel (called "shime-saba"). For this product, fish with low fat content is better. Frozen mackerel is also used for bait, particularly in the longline fisheries for tunas and billfish.

Table 13. Japan's Annual Per Household Consumption of Mackerel, 1986-1991

Year	Expenditure (Yen)	Quantity (gram)	Price (Yen/100 gram)
1986	1,030	1,812	56.87
1987	921	1,631	56.47
1988	821	1,465	56.59
1989	967	1,707	56.67
1990	749	1,232	60.80
1991	532	797	66.83

Sources: Suisan Keizai Shinbun Sha March 1, 1990;
 March 4, 1991
 Minato Shinbun Sha March 31, 1992

PRICE TRENDS

Exvessel Prices

Annual average exvessel prices of fresh mackerel at 51 major landing ports are shown in Table 14, together with annual landing volumes. The exvessel prices at landing ports were dominated by the landing volume; the greater the landings, the lower the prices. As shown in Table 14, the highest price of fresh mackerel, ¥160/kg (\$0.54/lb), was realized in 1991 when landings were at a low of 214,576 metric tons.

Table 14. Annual Landings and Average Exvessel Prices of Fresh Mackerel at 51 Major Landing Ports in Japan, 1979-1991

Year	Landings (Metric Tons)	Exvessel Prices (Yen/kg)
1979	1,220,770	45
1980	1,078,585	55
1981	657,113	101
1982	552,739	118
1983	641,979	88
1984	733,164	77
1985	609,102	89
1986	816,083	60
1987	507,521	81
1988	519,271	67
1989	453,647	70
1990	220,194	118
1991	214,576	160

Sources: U.S. Department of Commerce 1980-1991
Japan Ministry of Agriculture, Forestry and Fisheries
1979-1991
Suisan Tsushin Sha February 3, June 3, 1992

Wholesale Prices

Table 15 shows annual average wholesale prices at six major central wholesale markets in Japan between 1983 and 1991, in comparison with the arrival volume. In 1991 the price for fresh mackerel was nearly double that of two years earlier. The price for frozen mackerel also increased substantially in 1991. Fluctuations in wholesale price for both fresh and frozen mackerel closely reflect the available supply.

APPENDIX

MAJOR JAPANESE MACKEREL IMPORTERS

COMPANY: CO-OPTRADE JAPAN LTD.
(Export & Import organ of Japanese Consumer's Co-Operative Union)
ADDRESS: 35-1, 1-chome Komagome, Toshima-ku, Tokyo 170
PHONE: 03-3942-6060
FAX: 03-3942-6040
TELEX: J23393 COOPTR

COMPANY: HOHSUI CORPORATION
ADDRESS: 9-13, 7-chome Tsukiji, Chuo-ku, Tokyo 104
PHONE: 03-5565-3945
FAX: 03-3542-6808
TELEX: 252-2258

COMPANY: HOKO FISHING CO., LTD.
ADDRESS: 2-4, 1-chome Tsukiji, Chuo-ku, Tokyo 104
PHONE: 03-3542-5644
FAX: 03-3545-2167
TELEX: 2522933

COMPANY: ITO-YOKADO CO., LTD.
ADDRESS: 1-4, 4-chome Shibakouen, Minato-ku, Tokyo 105
Food Merchandising Dept.
PHONE: 03-3459-2558
FAX: 03-3459-6892
TELEX: J23841

COMPANY: KAIOH SUISAN CO., LTD.
ADDRESS: 6-7, 2-chome Tsukiji, Chuo-ku, Tokyo 104
PHONE: 03-3543-6066
FAX: 03-3545-1689
TELEX: 2524626 KAIOH J

COMPANY: KANEKYO-SANYO REIZO CO., LTD.
ADDRESS: Kahidoki Shuhan Bldg., 10-10, 7-chome Tsukiji
Chuo-ku, Tokyo 104
PHONE: 03-3543-5318
FAX: 03-3545-6071
TELEX: J2523969 KANEKY J

COMPANY: KINSHO-MATAICHI CORPORATION
ADDRESS: 2 Shuwa Shinkawa Bldg., 24-1, 1-chome Shinkawa,
Chuo-ku, Tokyo 104
PHONE: 03-3297-7270
FAX: 03-3297-7398
TELEX: J 22356

COMPANY: OKURA & CO., LTD.
Foods & Provisions Dept.
ADDRESS: 5F Okura-bekhan Bldg., 4-1, 3-chome Ginza,
Chuo-ku, Tokyo 104
PHONE: 03-3566-6580
FAX: 03-3562-2779
TELEX: J 22306

COMPANY: MATSUOKA CO., LTD.
ADDRESS: 10-12, 1-chome Higashiyamatomachi, Shinonoseki,
Yamaguch 750
PHONE: 0832-67-5566
FAX: 0832--67-5286
TELEX: 6823-66 MATSU J

COMPANY: NEW NIPPO CORPORATION
ADDRESS: 1-1, 2-chome Uchisaiwaicho, Chiyoda-ku, Tokyo 100
PHONE: 03-3506-5376
FAX: 03-3591-3575
TELEX: 03-3591-3575

COMPANY: NIPPON SUISAN KAISHA, LTD.
ADDRESS: 6-2, 2-chome Ohtemachi, Chiyoda-ku, Tokyo 100
PHONE: 03-3244-7210
FAX: 03-3244-7269
TELEX: NISSUI J32221

COMPANY: NOMURA TRADING CO., LTD.
Tokyo Marine Products Dept.
ADDRESS: Shin-yaesuguchi Bldg., 2-1, 2-chome Yaesu,
Chuo-ku, Tokyo 104
PHONE: 03-3277-4766
FAX: 03-3274-3803
TELEX: J 63367 NOMURA AJ 63367

COMPANY: NOZAKI & CO., LTD.
Mrine Products Dept.
ADDRESS: 16-19, 7-chome Ginza, Chuo-ku, Tokyo 104
PHONE: 03-3542-9221
FAX: 03-3545-2006
TELEX: J 22375

COMPANY: SCHOONER TRADING CORPORATION
ADDRESS: Tomizen Bldg., 11-4, 2-chome Ginza, Tokyo 104
PHONE: 03-3545-6301
FAX: 03-3545-8670
TELEX: 252-4124 SCHTRD J

COMPANY: TAITO SEIKO CO., LTD.
ADDRESS: Imaasa Bldg., 1-21, 1-chome Higadhi-shinbashi,
Minato-ku, Tokyo 105
PHONE: 03-3572-3235
FAX: 03-3571-7881
TELEX: J 25306

COMPANY: TOHTO SUISAN CO., LTD.
ADDRESS: 2-1, 5-chome Tsukiji, Chuo-ku, Tokyo 104
PHONE: 03-3541-5264
FAX: 03-3541-6239
TELEX:

COMPANY: TAKEICHI & CO., LTD.
ADDRESS: 2F Fujimoto Bldg., 12-6, 3-chome Nihonbashi
Kayaba-cho, Chuo-ku, Tokyo 103
PHONE: 03-3669-9252
FAX: J 23348 TAKESUN
TELEX:

COMPANY: TOKYO COMMERCIAL CO., LTD.
ADDRESS: Playguide Bldg., 6-4, 2-chome Ginza, Cguo-ku,
Tokyo 104
PHONE: 03-3562-2541
FAX: 03-3564-6743
TELEX: 0252-2432

COMPANY: TOKYO SEAFOODS LTD.
ADDRESS: 5F Saiesta Bldg., 14-5, 2-chome Tsukiji, Chuo-ku,
Tokyo 104
PHONE: 03-5565-3511
FAX: 03-5565-3524
TELEX: J 29880 TKYSEA

APPENDIX

MAJOR JAPANESE MACKEREL IMPORTERS

COMPANY: CO-OPTRADE JAPAN LTD.
(Export & Import organ of Japanese Consumer's Co-Operative Union)
ADDRESS: 35-1, 1-chome Komagome, Toshima-ku, Tokyo 170
PHONE: 03-3942-6060
FAX: 03-3942-6040
TELEX: J23393 COOPTR

COMPANY: HOHSUI CORPORATION
ADDRESS: 9-13, 7-chome Tsukiji, Chuo-ku, Tokyo 104
PHONE: 03-5565-3945
FAX: 03-3542-6808
TELEX: 252-2258

COMPANY: HOKO FISHING CO., LTD.
ADDRESS: 2-4, 1-chome Tsukiji, Chuo-ku, Tokyo 104
PHONE: 03-3542-5644
FAX: 03-3545-2167
TELEX: 2522933

COMPANY: ITO-YOKADO CO., LTD.
ADDRESS: 1-4, 4-chome Shibakouen, Minato-ku, Tokyo 105
Food Merchandising Dept.
PHONE: 03-3459-2558
FAX: 03-3459-6892
TELEX: J23841

COMPANY: KAIOH SUISAN CO., LTD.
ADDRESS: 6-7, 2-chome Tsukiji, Chuo-ku, Tokyo 104
PHONE: 03-3543-6066
FAX: 03-3545-1689
TELEX: 2524626 KAIOH J

COMPANY: KANEKYO-SANYO REIZO CO., LTD.
ADDRESS: Kahidoki Shuhan Bldg., 10-10, 7-chome Tsukiji
Chuo-ku, Tokyo 104
PHONE: 03-3543-5318
FAX: 03-3545-6071
TELEX: J2523969 KANEKY J

COMPANY: KINSHO-MATAICHI CORPORATION
ADDRESS: 2 Shuwa Shinkawa Bldg., 24-1, 1-chome Shinkawa,
Chuo-ku, Tokyo 104
PHONE: 03-3297-7270
FAX: 03-3297-7398
TELEX: J 22356

COMPANY: OKURA & CO., LTD.
Foods & Provisions Dept.
ADDRESS: 5F Okura-bekhan Bldg., 4-1, 3-chome Ginza,
Chuo-ku, Tokyo 104
PHONE: 03-3566-6580
FAX: 03-3562-2779
TELEX: J 22306

COMPANY: MATSUOKA CO., LTD.
ADDRESS: 10-12, 1-chome Higashiyamatomachi, Shinonoseki,
Yamaguch 750
PHONE: 0832-67-5566
FAX: 0832--67-5286
TELEX: 6823-66 MATSU J

COMPANY: NEW NIPPO CORPORATION
ADDRESS: 1-1, 2-chome Uchisaiwaicho, Chiyoda-ku, Tokyo 100
PHONE: 03-3506-5376
FAX: 03-3591-3575
TELEX: 03-3591-3575

COMPANY: NIPPON SUISAN KAISHA, LTD.
ADDRESS: 6-2, 2-chome Ohtemachi, Chiyoda-ku, Tokyo 100
PHONE: 03-3244-7210
FAX: 03-3244-7269
TELEX: NISSUI J32221

COMPANY: NOMURA TRADING CO., LTD.
Tokyo Marine Products Dept.
ADDRESS: Shin-yaesuguchi Bldg., 2-1, 2-chome Yaesu,
Chuo-ku, Tokyo 104
PHONE: 03-3277-4766
FAX: 03-3274-3803
TELEX: J 63367 NOMURA AJ 63367

COMPANY: NOZAKI & CO., LTD.
Mrine Products Dept.
ADDRESS: 16-19, 7-chome Ginza, Chuo-ku, Tokyo 104
PHONE: 03-3542-9221
FAX: 03-3545-2006
TELEX: J 22375

COMPANY: SCHOONER TRADING CORPORATION
ADDRESS: Tomizen Bldg., 11-4, 2-chome Ginza, Tokyo 104
PHONE: 03-3545-6301
FAX: 03-3545-8670
TELEX: 252-4124 SCHTRD J

COMPANY: TAITO SEIKO CO., LTD.
ADDRESS: Imaasa Bldg., 1-21, 1-chome Higadhi-shinbashi,
Minato-ku, Tokyo 105
PHONE: 03-3572-3235
FAX: 03-3571-7881
TELEX: J 25306

COMPANY: TOHTO SUISAN CO., LTD.
ADDRESS: 2-1, 5-chome Tsukiji, Chuo-ku, Tokyo 104
PHONE: 03-3541-5264
FAX: 03-3541-6239
TELEX:

COMPANY: TAKEICHI & CO., LTD.
ADDRESS: 2F Fujimoto Bldg., 12-6, 3-chome Nihonbashi
Kayaba-cho, Chuo-ku, Tokyo 103
PHONE: 03-3669-9252
FAX: J 23348 TAKESUN
TELEX:

COMPANY: TOKYO COMMERCIAL CO., LTD.
ADDRESS: Playguide Bldg., 6-4, 2-chome Ginza, Cguo-ku,
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FAX: 03-3564-6743
TELEX: 0252-2432

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PHONE: 03-5565-3511
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TELEX: J 29880 TKYSEA