

# **New England Seafood Exports: Commercial Perspectives**

**Richard Canastra – Co-founder  
Whaling City Seafood Display Auction**

# Origins of the Auction and BASE

- 1994: Whaling City Auction Established
- 1997: Creation of Buyers and Sellers Exchange (BASE)
- 2011: BASE Today

# Regulation Affects Markets

- Importance of Accountability in Federal Fisheries Management
- The Market Demands a Predictable Supply

# Markets: Domestic and Abroad

- Domestic Markets
  - Import Markets
- Exports and Opportunities