

Mission: 520 Tokyo

Market: 265 Japan

Key Sub-Sector: Fish, Shellfish and Other Products

Specific Product Opportunities

Current Imports (mt)

Salmon	140,100
Crab	54,691
Redfish	51,446
Herring	49,900
Capelin	39,925
Cod (Black)	29,354
Northern Shrimp	27,000
Herring roe	17,040
Lobster	14,312
Sea Urchin	4,844

Salmon:

Even though Japanese inventories of salmon increased to above normal levels in 1989, Canadian frozen salmon exports to Japan increased by 8,000 mt to 19,300 mt. Smoked salmon packaging is required to have on each package a label (or sticker) printed in Japanese which indicates the country of origin, name of product, weight of content, importers name and address, date of production (if not available, date of importation), method of storage (refrigerated/frozen), and if any additives are included, they must conform to Japanese regulations.

Crab:

The U.S.A. dominated the Japanese market for crab imports in 1989 with exports of 29,465 mt, while Canadian exports to Japan dropped to 5,178 mt. However, demand for Canadian Opilio crab is very strong with wholesale prices of 1800-2000 ¥/kg. Other major suppliers of crab to the Japanese market in 1989 include the People's Republic of China at 9,736 mt and the Soviet Union with 5,498 mt.

Redfish:

Japanese imports of redfish remained very strong for the second year in a row in 1989. Canadian exports to Japan remained steady at 3,089 mt with the other major suppliers including the U.S.A. at 15,247 mt, Portugal at 8,849 mt and Iceland with 8,117 mt. Wholesale prices have strengthened in the last year reflecting the reduced supply situation. Wholesale prices in March 1990 were 200-300 gm size 300-320 ¥/kg, 300-500 gm size 340-350 ¥/kg, and 500 gm & up size 480-500 ¥/kg.