

The salmon market, as with other food markets in Hong Kong, is extremely competitive. With respect to quality, Canadian salmon has the following drawbacks, especially in fresh/chilled form.

1. Colour is too pale compared to Norwegian and Scottish salmon.
2. Spots on the skin, which give the appearance that the salmon was once frozen, then thawed and sold to Hong Kong as fresh.
3. Meat is too soft, the Chinese prefer it firmer.
4. Not enough fat content, the Chinese prefer it more oily in appearance.
5. Poor and inconsistent size standards in shipments.

1990 SMOKED SALMON EXPORTS TO HONG KONG

	Quantity	Value (\$Cdn)
United Kingdom	79,455	1,492,679
Norway	51,005	822,192
Canada	42,617	620,779
United States of America	6,613	91,875
Japan	3,428	64,668
France	3,276	173,382
Denmark	1,820	25,908
Switzerland	384	39,244
Sweden	330	6,340
Belgium/Luxembourg	329	6,982
Netherlands	236	5,009
Germany	172	3,268
New Zealand	144	6,044
TOTAL IMPORTS	189,807	3,358,374

TARIFFS

Hong Kong is a free port, and as such, there are no import tariffs which affect salmon product imports.