

Live clams require depuration to remove waste products or toxins prior to placing on the Spanish market. Currently clams depurated in Canada must undergo further depuration in designated centres in Spain in order to fulfill Spanish health requirements. After depuration a label or "etiqueta" is issued showing the date the product went into depuration and length of time in depuration. Each bag of live clams sold in Spain must contain a depuration ticket. The need for depuration of Canadian clams in Spain is costly and limits the competitive position of the product. It is proposed to approach the Spanish health authorities with a view to obtaining acceptance by Spain of Canadian depuration procedures and certification.

Gooseneck Barnacles

This is a relatively new product, harvested in British Columbia where a virtually untapped resource exists. Only 32 tonnes were landed in 1987. Spain is the most important market for barnacles and the Canadian product although introduced to Spain only in 1987, is regarded as the best quality available. Currently Morocco is the main supplier and demand is estimated at about 40,000 kg per month. Spain requires a good mix of size ranges and certain importers are prepared to grade the product in Spain. Barnacles are found at all levels of consumption from the most expensive restaurants to working class bars where the poorer quality, smaller size product is found. Importers emphasize the need to establish stable competitive prices with regular year round supply to ensure increased Canadian market share. The mission encountered very strong interest in this product in all regions of Spain.

Lobster

Spain offers good potential for expansion of lobster exports, since Spaniards have a long tradition of shellfish consumption and both rock lobster and homarus are well known in Spain. Rock lobster is taken by Spanish fisherman in the Mediterranean, while homarus is imported live from Norway and the U.K.. However, high prices and limited availability of holding tanks have restricted market growth. Spanish buyers show a clear preference for Homarus gammarus from Europe and for Cuban rock lobster which is considered highly price competitive and a major competitor for homarus.