

Molluscs: Frozen Scallops:

These are high priced items and favourites in the Hong Kong market. The main users are restaurants, hotels, catering and retail households. Annual consumption has been estimated at approximately 3000 mt. Presently, 50 percent of the supplies come from Australia by air on a daily basis and the balance from New Zealand, Japan and China, with no current imports from Canada. Attempts have been made to introduce the Canadian product to this market but without any success. The reason appears to be that there is sand in the meat (actually a particle of shell sticking to the meat) which makes the product unacceptable in this market. However, if Canadian suppliers can overcome this problem and can supply the item sand free, counts per lb 20-30, 30-40, packing 5lb block or IQF, and with a favourable price, good opportunities exist.

Squid:

Dried squid is one of the favourite products of the Hong Kong market. Annual consumption is approximately 4100 mt, with the main suppliers being Taiwan, Vietnam, Singapore and Thailand. The product is used by all market segments including Chinese restaurants, food manufacturers and consumers. Canadian squid was established and well-known to this market, but owing to poor catches in the last 7-8 years, supplies are no longer available from Canada. However, if supplies become available, the possibility exists for regaining market share equal to 1000 mt per year. Demand for frozen squid is quite significant in Hong Kong. Consumption is approximately 15,000 mt per year, of which 5000 mt comes from local waters, and the balance is imported from New Zealand, China, Singapore and Uruguay. The main buyers are the Chinese restaurants and retail outlets. Canada has a small share of the frozen squid market, however, if supplies continue to be available in the future, this product can be further developed.

Fish Skins:

Potential exists if quality and prices are comparable to other exotic skins.

FOR FURTHER INFORMATION:

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