

Tails are washed in ice-slurry immediately after evisceration. The lobster product is then individually graded and cello-wrapped prior to layer packing and freezing, and no chemical additives are employed. All processing plants are government licenced and subject to inspection. New Zealand rock lobster is available live, whole cooked, and as fully processed frozen tail and body meat. New Zealand exported NZ\$120.1 million worth of lobster products in 1993, an increase from NZ\$101.1 million in 1992 {18.8 percent}. New Zealand imported NZ\$689,940 worth of lobster products in 1993, an increase from NZ\$228,948 in 1992 {201 percent}.

New Zealand Lobster Exports
{F.O.B.-NZ\$}

H.S.	1990	1991	1992	1993
0306.1100	27,702,540	34,076,680	24,349,998	16,771,068
0306.1200	2,070	—	—	—
0306.2100	55,761,109	67,309,455	76,694,135	103,330,622
0306.2200	172,500	35,200	32,935	8,722
1605.3000	128	2,153	5,297	625
Totals	83,658,347	101,423,488	101,128,865	120,111,037

Source: Statistics New Zealand

New Zealand Lobster Imports
{C.I.F.-NZ\$}

H.S.	1990	1991	1992	1993
0306.1100	7,522	395,769	126,039	143,578
0306.1200	387,046	195,485	24,857	111
0306.2100	45,001	10,928	—	54,440
0306.2200	143,597	11,360	—	—
1605.3000	131,940	47,522	954	6,824
Totals	715,106	661,064	151,850	204,953

Source: Statistics New Zealand

OMAN

The Oman economy is centrally managed by virtue of the dominant role played by oil revenue, which all accrues to the government. However, private enterprise is actively encouraged in agriculture, fisheries and manufacturing, as well as banking and other financial services. In 1993, Canadian exports to Oman soared to Cdn\$59 million from \$10.4 million in 1992. Sultan Qaboos has indicated his interest in strengthening links with Canada, and such efforts are in addition to established education and military cooperation initiatives between Canada and Oman. Canadian export opportunities exist in Oman in sectors such as security, agri-food, education and training. Oman is a cash market, and irrevocable letter of credit is the normal practice in making payments. Oman is a large exporter of fish and seafood {US\$35 million in 1992}, but imports have increased as of late and totalled US\$3.2 million in 1992. Most imports are comprised of fish, fresh, chilled or frozen, but quantities of fish, dried, salted or smoked, and crustaceans and molluscs were also imported.

QATAR

Crude oil accounted for approximately 35 percent of gross domestic product in Qatar during 1992, and has historically accounted for over 90 percent of Qatar export earnings. Reliance on food imports is high, with such purchases consisting of about 15 percent of total imports. In 1992, Canadian exports reached Cdn\$8,900,000, but declined to \$5,300,000 in 1993. Qatar also offers significant potential for Canadian suppliers of consumer goods, geomatics, and agri-food products. Qatar is a limited importer of fish and seafood {US\$2.1 million in 1992}, with canned fish comprising a majority of imports. Qatar is a cash market, and irrevocable letter of credit is the normal practice in making payments. At present, the Export Development Corporation {EDC} is eager to provide project financing to the Qatari government.