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I am sure that many of you attending this conference are quite familiar with the seafood products exported from Newfoundland and Labrador. Therefore, I shall not be too long or go into too much detail at this time. It will be an overview that I give - an overview intended to set the scene from which I'm sure the guest speakers will be able to move on and give direction and advice for the future.

For all of us here from this province, as well as for our guests, perhaps it is a worthwhile exercise to remind ourselves of:

- (a) just what our export volumes are
- (b) which exports bring the most in value
and
- (c) what countries absorb the most of our exports.

To aid in doing this, I shall be using some graphs which have been prepared for me by Sonja Lane, the Statistician with our Board. Sonja will also be assisting me by using the overhead projector for this presentation.

We had intended to use figures from three years of exports for comparison; hence, we had started with 1986. However, with data for 1988 not complete enough, we will be dealing with just two years for now - 1986 and 1987. Figures, of course, are approximate. When dealing with volumes, the figures, for the sake of consistency, are in pounds throughout; and values are shown in Canadian dollars.