

Mission: 406 Lisbon

Market: 448 Portugal

Key Subsector: 021 Fish and Shellfish and Other Products

The Portuguese fisheries market is expected to be in the order of \$387 million in 1989 with Canada supplying about thirteen percent of the market. The market is largely for salted cod, notably in the wet salt state. Portugal imports annually about 50,000-60,000 tonnes of wet salt cod for drying domestically and 7,000-10,000 tonnes of dry salted cod. Portugal also imports frozen product (dressed, head-off) but quantities are small ranging from 500-1,000 tonnes a year. Atlantic Canada, Iceland, Norway, Denmark (Faroes/Greenland) and to a lesser extent Spain have been traditional suppliers to the Portuguese market.

Specific Product Opportunities: Current Imports (\$CDN)

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|----------------|-----------|
| Cod Wet Salted | \$278.3 M |
| Cod Dry Salted | \$70.0 M |
| Cod Frozen | \$5.6 M |
| Hake | \$42.1 M |
| Monkfish | \$0.9 M |
| Squid | \$1.1 M |

Post Comments:

Interest by Portuguese buyers in Canadian salted product is mainly for choice, black nape, heavy salted 1,100-1,750 gram fish with a moisture content of 40-44 percent and for choice wet salted 750-1,100 gram fish, with a moisture content of 52-55 percent. For dressed, head-off frozen cod 500/1,500 gram is the usual size range.

As a member of the European Community (EC), Portugal adopts the EC tariff classification scheme. Under this scheme, wet salted cod from Canada enters Portugal on a payment of 13 per cent ad valorem duty. However the EC allocates on a year-to-year basis tariff quotas for imported fisheries products to member states. For 1989, two tariff quotas for salted cod have been allocated, one (GATT quota) permitting up to 25,000 tonnes at a duty-free rate, and the other (EC autonomous quota) permitting up to 49,000 tonnes, at a reduced duty rate of 6 percent ad valorem. The Portuguese share of the 25,000 tonnes GATT quota was about 19,000 tonnes. The autonomous quota is due to come into effect on April 1 and will be valid until the end of the year. It should be noted that a major change was introduced for 1989 compared with previous years, i.e. the member countries will not receive pre-fixed shares of the autonomous quota. In effect, this quota will be administered by the EC Commission, through member-state