

For gourmet occasions, live lobster is used, boiled and halved and never as part of a recipe, and while local and Scottish command far higher prices, Canadian trade officials sense a growing demand for Canadian live.

The probable annual market in 1994-95 for live lobster from Canada is around 50 tons and the requirement for frozen in brine is far larger. The choice of air route for live is all important in reducing mortality rate - as there are no direct flights into Copenhagen from Canada, it has to go through another European gateway. Amsterdam is good, because the Dutch have experience in import of live fish. Danish importers favour KLM and Swissair over Lufthansa, and have been importing out of Boston which they claim has better holding facilities and routes. Thus some of the Canadian lobster coming in loses its identity en route, just as Canadian statistics based on port of destination and not country of final destination badly distort the facts.

Live lobsters are kept in tanks for up to one week upon entering Denmark. Live lobster enters under 0306.22.1. at 8% while frozen in brine enters under 0306.12.1 at 16%. In practice we are told that in fact all the lobster enters under the lower tariff and an additional 8% would badly disrupt the market. Canadian exporters should be aware of the turbulence in the Danish fisheries sector and only ship to new importers against secured payments. Timing is improving for promotional activities.

OTHER SPECIES

There are import opportunities for other species, as Denmark has a highly efficient 24 hour trucking system throughout Europe for its own fresh catch.