

NOTICE TO READERS

This report is being distributed to Canadian fish and seafood exporters as part of a continuing effort to make information and reports prepared by Canadian trade posts abroad available to the Canadian industry.

The report focusses on the economic performance of the commercial fisheries industry of New England. The total value of seafood products landed, imported and processed in New England in 1986 was \$6.8 billion at the consumer level. The industry generated over \$3.8 billion of direct and indirect income for industry participants and resulted in about 350,000 person-years of employment. Canada accounts for approximately 65 per cent of New England's seafood imports. Canadian products generate about half of the total economic value related to the fisheries industry in New England. The report predicts that in the future Canada's contribution will increase.

Exporters who are interested in serving the New England market are encouraged to contact the International Trade Centre (ITC) in their province as their first point of contact with the Trade Commissioner Service. In addition, you may wish to contact the Fisheries Division or the geographic trade development divisions of External Affairs and International Trade Canada in Ottawa, or the posts directly for further information. A list of ITCs and geographic trade development divisions is provided at the end of this report. The "Directory of the Canadian Trade Commissioner Service" may be consulted for a list of names and addresses of posts abroad.

We hope that this report will assist your export marketing efforts. We are interested in your comments on this report. If the information is helpful please let us know. If you have any suggestions for future reports, please contact the Fisheries Division of External Affairs and International Trade Canada at 125 Sussex Drive, Ottawa, Ontario, K1A 0G2, Telephone (613) 995-1712, Fax (613) 995-8384.

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