

Mission: 471 Warsaw

Market: 123 East Germany

Key Subsector: 021 Fish & Shellfish and Other Products

Specific Product Opportunities: Current Imports (\$CDN)

Herring	\$.30 M
Different types of ocean fish	\$.40 M

General Comments:

Generally East Germany imports only salted herring. The buyer is the foreign trade organization, Fischimpex, which deals on behalf of wholesalers. The buyer sets very precise product specifications. Purchases are subject to the annual purchase commitment arranged with Fisheries and Oceans. The GDR's 1988 purchase commitment was for C\$2.4 million (FOB Canadian port) of Canadian processed fish products; however, contracts were signed for C\$3 million.