

Australia imported in 1987-1988 hake fillets to a value of \$54 million and other fillets \$43 million. Among these were considerable quantities of product of the shark family including dogfish. While initial efforts to gain a share of the hake market were frustrated by cheap supplies from South America, the market has learned its lesson and is now looking for good product which need not necessarily meet the qualifications expected of *Merluccius capensis*. We place trust in the resilience and tenacity of the Canadian industry. It has been said of the Australian market for fish that it must be white, boneless and tasteless. Recent years have seen considerable sophistication in the trade and the market but much business will continue to be done in the white, boneless and tasteless category so long as it remains acceptable to the fish and chip and fast food trades.

The Canadian posts in Australia maintain updated lists of Australian fish importers/distributors. They are available on request. We prefer to do so as the trade is subject to changes brought about by take-overs, amalgamation, movements in location of facilities and, occasionally, liquidation.