
ARGENTINA

SUPPLY & CONSUMPTION

There is no domestic supply of lobster in Argentina, therefore all local demand is supplied through imports. Argentines are traditionally marginal consumers of fishery products and lobster consumption is extremely low. The main users of lobster products are up-scale restaurants and specialized high quality fishery retail outlets. Lobster is imported both live and frozen, mainly from Chile, Ecuador, Brazil and the United States, however, quantities are minimal and imports are not on a regular basis. It is estimated that less than one tonne of lobster is imported per month, with 300 pounds of this consumed in Buenos Aires and surrounding suburbs. Consumption has been relatively stable over the years except for the high inflation periods (1989/90) when imports were almost stopped. Retail prices are very high and range from 100,000 Argentine pesos per kilo (US\$100) even higher in restaurants.

LATIN/SOUTH AMERICA

DISTRIBUTION SYSTEMS

Both frozen and live lobsters are imported by 2-3 specialized importers of fishery products, who distribute the product directly to retail outlets and consumers. The importers decide the origin of the product based on price rather than quality. There is no general awareness of quality standards for lobster, and people who consume lobster consider it a status symbol rather than a specialty food item.

PHYTOSANITARY REGULATIONS

Lobster can be imported under a normal health certificate which is standard for fishery products entering Argentina.

TARIFFS/NTES

Because lobster is not a traditional product in Argentina, it is subject to a 10% import duty in Buenos Aires, plus a 10% export duty on the product.

PROMOTIONAL ACTIVITIES

Low consumption and import potential to Argentina suggest promotional activities.

IMPORTERS/USERS

Frozen Fish S.A.
California 1364
1289 Buenos Aires
Contact: Gustavo R. Medini
Tel: (54) 128-8304
Fax: (54) 121-8148

Argentine International
Lobster Importers
Buenos Aires 1991
Contact: Nestor Fuentes
Tel: (54) 1795-2300

For Further Information Contact:
Canadian Embassy
Officer: G.L.E.
Calle de Correo 300
1000 Buenos Aires, Argentina
Tel: (011-54-1) 805-3032
Fax: (011-54-1) 605-1209

