

TURKEY

Turkey has a population of over 60 million with annual growth of approximately 2.4 percent. Fisheries production is 450,000-500,000 MT per annum, 80 percent is harvested from the Black Sea. Fisheries production has declined since the mid 1980's at a rate of 3 percent. Annual per capita fish consumption is 5kg. Demand for lobster is small, at 150-200 MT per annum. Lobster is a luxury item in Turkey and sells at high prices in specialty shops & restaurants. Prices make lobster affordable to a small portion of the population.

Fresh and frozen lobster products are imported into Turkey, 90 percent of consumption occurs in Turkish restaurants and major hotels. In 1991, imports of lobster were 2.5 MT, and local production was 150 MT. Turkish agents and wholesale traders control the limited lobster distribution. Restaurants and hotels purchase from commissioned agents and Turkish wholesale traders. Importers prefer to sell through agents and traders. Some of the large hotels {Hilton, Sheraton} import direct for their restaurants. International lobster exporters might consider the largest food exhibition in Turkey, the International Food and Beverage and Service Equipment Fair. It is not expected there will be significant growth in Turkish demand for lobster in the near future, as lobster products will continue to be consumed by only a very small segment of the population.

UNITED ARAB EMIRATES

The United Arab Emirates is at least 80 percent covered by sand desert, with a large part of the remainder accounted for by salt marsh. Local food production satisfies between a quarter and a half of the UAE's total food consumption. Launched in 1985, the Jebel Ali Free Zone {JAFZ} in Dubai is designed to attract multinationals to set up factories and warehouses for goods that can be exported to Asia, Africa and other Middle East countries. In 1993, Canadian exports to the UAE totalled Cdn\$81 million. Canadian exports to the UAE have increased dramatically in recent years across a full spectrum of sectoral capabilities.

Abu Dhabi represents the major market because of its dominant share of energy reserves and revenues. Dubai has established itself as the key entrepot of the region stretching from East Africa to the northern Gulf, Iran and the Indian subcontinent. Dubai's role as a regional hub city and its expanding trade community, exhibition facilities and support services make it an ideal place to do business.

Canadian exporters are finding business opportunities in Dubai, and the outlook for Canadian exports to the UAE continues to be favourable. Excellent opportunities exist in such diverse sectors as prepared and raw foodstuffs, garments and software. The United Arab Emirates is a cash market, and irrevocable letter of credit is the normal practice in making payments. The United Arab Emirates as a whole are significant importers and exporters of fish and seafood products, and there is a meaningful processing capacity within a few of the Emirates. Total imports for 1992 were US\$15.4 million largely comprised of canned fish {US\$5.7 million}, and fish, fresh, chilled or frozen {US\$5.3 million}.