

JAPAN

Japan is the world's largest market for fisheries products, having imported more than 3 million tonnes or US\$14.5 billion in 1993. Canada is the seventh largest supplier of fisheries products to Japan with exports totalling Cdn\$796 million (January-November 1993), and the largest exporter of such products as herring roes, lobster and capelin. Absorbing one third of total world trade of fisheries products, Japanese annual per capita consumption of fish is approximately 70 kilograms. Japan's domestic supply of fisheries products continues to decline leading to increased imports of such products. In addition to traditional species such as herring roes and salmon, there is great prospect for Canadian crab, shrimp, lobster (live, frozen), surf clams, ocean perch, sea urchin, tuna and turbot in this market.

While emphasis by Japanese importers is still placed on the import of fish for processing in Japan, they have also started purchasing fish with added value from supplier countries. For example, they are importing fillets rather than round or head-off and guts-out fish. In future negotiations with Japanese importers, it is recommended that Canadian exporters seek opportunity or ventures in which further processing of fish takes place in Canada for export to Japan.

Aburai Kabo Co., Ltd.
3-12-13 Shinhamma,
Shiogama City,
Miyagi Prefecture 985
Japan

Tel: 022-364-3733

Fax: 022-364-3755

Product: Cod, Pollack, Rock Sole,
Redfish, Salmon, King Crab, Surimi

Active Foods K.K.
Kanayararu Bldg. 9FL.
4-8-4 Kumochi-cho,
Chuo-ku, Kobe 651
Japan

Tel: 078-231-2700

Fax: 078-231-1022

Product: Shrimp, Crab

AGS Commerce Ltd.
Taikoen Bldg.
1-3-8 Shibakoen,
Minato-ku,
Tokyo 105
Japan

Tel: 03-3434-6661

Fax: 03-3434-3508

Product: Live Lobster

Aichi Bussan Co., Ltd.
81 Ikenoomote,
Awara Shinkawa-cho,
Nishikasugai-gun, Aichi Prefecture
Japan

Tel: 052-409-2061

Fax: 052-409-4318

Product: Fresh and Frozen Seafoods

Aito Trading Co., Ltd.
89-1 Chonagi Kaibu-cho,
Chiryu-shi, Aichi Prefecture
Japan

Tel: 0566-81-3632

Fax: 0566-81-3634

Product: Fresh and Frozen Seafoods

Alpha Seafoods Co., Ltd.
3-1-1 Tsukiji,
Chuo-ku, Tokyo 104
Japan

Tel: 03-3542-5522

Fax: 03-3542-5737

Product: Herring Roe, Salmon Roe,
Other Fish Roe

Arai Trading Co., Ltd.
Nagatani Bldg.
3-40-9 Shonan,
Suginami-ku, Tokyo 167
Japan

Product: Freshwater Fish,
Freshwater Fish Caviar

Ataka Produce Co., Ltd.
Y-Bldg.
3-13-2 Shibaura,
Minato-ku,
Tokyo 108
Japan

Tel: 03-3798-0641

Fax: 03-3798-0845

Product: Salmon, Black Cod,
Redfish, Salmon Roe, Herring Roe,
Sea Urchin, Shrimp, Tuna, Snow
Crab, King Crab, Squid

Bokusui Corporation
Overseas Dept.
1-1-16 Kanda Izumicho,
Chiyoda-ku, Tokyo 100
Japan

Tel: 03-5821-1958

Fax: 03-5821-2392

Product: Tuna, Swordfish, Shrimp,
Squid, Cod, Herring, Salmon

Bon Gurume Co., Ltd.
5-17 Akasaka Kaigan,
Kokurakita-ku, Kitakyushu-shi,
Fukuoka 802
Japan

Tel: 093-541-1101

Fax: 093-541-0011

Product: Whelk, Salmon Roe,
Shellfish

Canada Packers (Japan) Inc.
Landic Nihonbashi Bldg.
2-16-13 Nihonbashi,
Chuo-ku, Tokyo 103
Japan

Tel: 03-3281-2011

Fax: 03-3281-8419

Product: Smelt, Salmon, Snow Crab

C.I. Seafoods, Ltd.
4-7-3 Tsukiji,
Chuo-ku, Tokyo 104
Japan

Tel: 03-3542-2383

Fax: 03-3542-2539

Product: Shrimp, Lobster, Northern
Shrimp