

Canned salmon consumption and consequently imports have grown steadily over recent years, reaching a high of 925 mt in 1987, but falling back to 646 mt in 1988. Canada is the major supplier (396 mt in 1988), followed by France and the USA. Import duties for salmon products are as follows: 2 percent for fresh/frozen; 13 percent for smoked; and 5.5 percent for canned. VAT rates are as follows: 2 percent for fresh/frozen and smoked; and 9 percent for canned. A standard Canadian Fisheries Service certificate of health is required for the frozen product and standard certificates of origin and mercury certificates (mercury content must be below 0.7 ppm) are required for all products. A radioactivity certificate is required for products from the Pacific coast.

In general, it is preferable that no special additives be employed (other than salt etc.) and if so, that they must be approved by the importers. Labelling regulations are strict on imported products and labels must clearly list the following: the name of the product; the name or trademark of the producing firm; the headquarters location (city) of the firm; the location (city, town) of the packing plant (codes are permitted if previously communicated to the Italian authorities); list of ingredients in descending order according to weight or volume; net weight at origin (expressed in grams or kilograms); date of packaging (code permitted). According to recent changes in labelling regulations the Italian language is now required, and the label must show the expiry date for consumption. Consumer pack labels must also include instructions for preserving product, such as shelf life at various refrigeration temperatures. In the case of frozen products, Italian law draws a distinction between ordinary frozen products (prodotti congelati) and "quick-frozen" products (prodotti surgelati). As Canadian firms are not yet authorized to export "quick-frozen" products to Italy, it is necessary to avoid the use of this term, or equivalent terms, such as "deep-frozen" on either packaging or documents at the risk of refusal of entry at the border. Canned products must show net drained weight. As mentioned above regarding additives, exporters are urged to check labelling requirements carefully with their buyers beforehand. Italian firms usually prefer CIF quotations, and it is ordinarily the practice to commence operations on a letter of credit basis, possibly adopting other arrangements as the circumstances require in the case of eventual regular shipping contracts.

Eels:

Italian fisheries statistics indicate an annual catch of 1,600-1,800 mt of European eels (*Anguilla anguilla*) from island waters and the Mediterranean. In addition to this, some 3,000 mt per year are produced in aquaculture operations. Imports have been rather steady in recent years at around 2,500-2,800 mt