

Salmon:

Canada exports mainly frozen and canned salmon to France, as experiments with fresh salmon being flown in have had inconclusive results. Traditionally, Canadian salmon has been used for processing into smoked salmon, but Canada has been slowly displaced in the market by Norway. The most desirable type of salmon for smoking purposes is troll coho, shipped cleaned and with the head removed, in cartons of 50, 100 or 200 lb. Sizes are (in lbs): 2/4, 3/5, 4/6, 6/9, 9/12 and 12/up. For other end uses, French importers look for steaks, or sometimes fillets, of Pacific or Atlantic salmon. Canned salmon exported to France generally comes in 180gm cans and the market is one of price.

Cod:

There exists a market for frozen fillets, fillets may be marketed either IQF or in 5 lb or 16 lb blocks, boneless or bone-in. Buyers are wholesalers, processors, packagers, or even supermarkets if the fillets are IQF and packaged in 1 kg bags. Buyers of salt cod are wholesalers and processors. A sizable market segment is the production of a type of fish soup known as "brandade de morue". Other buyers import salt cod with a view to supplying the Spanish and Portuguese communities in France, or with a view to trading (re-export).

Shrimp:

Markets exist for peeled, cooked and IQF; weight categories in lb: 90/125, 100/150, 125/175, 175/225, 200/300, 250/350, 300/400, 400/up, in 5 lb packages, packed in cartons of 5 packages. Also, whole, cooked (frozen) and whole, uncooked (frozen); weight categories in pounds: 70/90, 60/120, 120/160, 5 kg or 11 lb packages. French consumers tend to prefer large shrimp, the percentage of black heads is important as well. Shrimp are purchased in containerload lots, and the buyers are wholesalers or processors who repackage the product in smaller formats. Firms wishing to sell peeled cooked shrimp are required to obtain approval from the French health authorities.

Frozen Scallops:

Product presentation for frozen scallops in the shell: 5 lb blocks, IQF, 1 lb or 5 lb packages, cartons containing 6 or 10 packages. American weight categories (U10, 10-20, U12, 12-20, U20, 20-30, 30-40, 40-50 per lb), or European weight categories. French consumers prefer IQF large "Pecten maximus" scallops complete with coral. Scallops are purchased by the 20 foot containerload. Scallops are required to conform to maximum water content regulations. Scallops may also be shipped live in the shell (in which case transport costs are high) or fresh shucked.