

RUSSIA

The Russian Market for fish and seafood products is quite different from what it was in the Soviet centralised system. The number of outlets has increased, as well as the variety of outlets. At one end, the market demand exceeds supply and the potential for medium and low priced fish/seafood products intended for general consumption is almost unlimited. At the other end, there is a smaller but growing market for higher end products sold to western style restaurants, hotels and shops selling almost exclusively imported products. The main species imported are; herring (mostly salted in barrels), sardines in oil, canned herring in sauce, sardines in tomato sauce, fillets of cod and tuna, canned tuna, live and frozen lobster, scallops, shrimp and molluscs mostly find their way to hotels, restaurants and western style grocery stores. While looking at the market potential, exporters should keep in mind that logistics and distribution can be difficult, funds are often lacking and the business environment is evolving. It is expected that the average tariff rate will be increased, probably doubled.

Firm "Produkty"
("Prodintorg")
32/34 Smolenskaya/Sennaya
Moscow 121200, Russia
Tel:(095) 244-3482
Fax:(095) 244-2629
Contact: Vyacheslav V. Kungurtsev
Product: seafood

Rosprodimport Corporation
2-7/10 Marx-Engels Street
Moscow 121019,
Russia
Tel:(095) 203-2437
Fax:(095) 291-6130
Contact: Kirill A. Avdeev
Product: seafood

Firm "Moreprodukty"
(Joint Stock Company Sovrybflot)
9 Rozhdestvensky Blvd.
Moscow 103045, Russia
Tel:(095) 208-4057/925-4983/925-
5456
Fax:(095) 230-2730
Product: seafood

Scorpio Company Ltd.
Entr. 7, 17 Marshala Grechko
Prospect
Moscow 121357, Russia
Tel:(095) 449-8894, 445-4949/3920
Fax:(095) 449-8922
Product: seafood

Products International
10 B. Gnezdnikovsky Per.
Moscow 103009,
Russia
Tel:(095) 229-8290
Fax:(095) 229-8332
Product: seafood

CANADIAN EMBASSY
Starokonyushenny Pereulok 23
Moscow 12100
Russian Federation
Tel:(011-7-095) 241-5070
Fax:(011-7-095) 241-9034
Contact: Miss Irina Litvinova