

percent for fresh and smoked salmon products. The generally accepted credit terms are for 30 days, however, terms depend on the specific contacts i.e. old-established or new contacts. Austrian consumers prefer Scandinavian salmon because of its even colour, consistent fat content, and the consistent supply.

Fresh salmon arrives in the market usually in the form of fillets between 1.0 and 1.4 kilograms, or in steaks of approximately 0.2 kilograms. Smoked salmon products in airtight plastic containers are usually between 500 grams and 1.8 kilograms. If Canada can supply consistent colour and fat content during the entire year (not just using Austria as a "spot" market in an over-supply situation), in addition to overcoming the cost of transportation and duties, there appears to be no reason Canadian salmon exporters can not increase export sales to the Austrian market.

Since July 1, 1990 EFTA suppliers (Norway, Sweden) have enjoyed duty-free entry for salmon products into Austria which represents an additional competitive disadvantage for Canadian suppliers. The difference amounts to approximately Austrian shilling 15.00, or roughly \$1.50 Cdn per 100 kilograms, based on the 25 percent ad valorem duty.

The Austrian importer is responsible for compliance with all standard regulations affecting imported salmon and salmon products. Allowable tolerance for mercury is no more than 0.50 ppm. Certification requirements are for a Certificate of Inspection, Origin and Hygiene (FP1404). A Certificate of Inspection, Content (FP1408) must also be obtained stating the fish product meets the required tolerances.

LOBSTER

Austria's total imports of crustaceans of all kinds in 1991 were 2200 metric tons valued at Cdn\$21,100,000, C.I.F. Austrian border. The Canadian share of imports was 46 metric tonnes valued at Cdn\$708,000 (calculated at current exchange rate). Lobster imports for 1991 are broken down as follows: H.S.0306.11 (2800 kilos); 0306.12 (18,400 kilos); 0306.21 (900 kilos); 0306.22.9 (50,700 kilos); and 1605.3 (4100 kilos). The major suppliers were the EC and EFTA countries, as well as Canada. Deliveries are spread throughout the year, although the demand increases during the Christmas season, and is very low in July and August when most Austrians are on annual vacation. There are more top restaurants offering lobster on their menus, however, at very high prices to the final consumer. Most of the marketed lobsters are used by the larger hotels and specialty fish restaurants.

Importers and wholesalers distribute lobster direct to retail traders, hotels, restaurants etc. The Austrian customs tariff provides for an ad valorem duty of 20% for all H.S. lobster imports from Canada. In addition to customs, an import turnover tax (V.A.T.) of 10% is levied on the duty paid price.

In June 1992, a group of 10 top Vienna chefs visited Nova Scotia and Prince Edward Island (on invitation of a Vienna fish importing company and various Canadian sponsors). This event was well received by the participants and obtained a good echo in various tourism and appropriate trade papers. In addition, Air Canada arranged in the past, Canadian lobster/salmon weeks in the Vienna Hilton. The Post could certainly use any other prominent Vienna hotel for a similar event, especially where one of the above chefs is engaged.