

SWITZERLAND

In 1987, total fish imports amounted to 56,910 metric tonnes valued at approximately \$738 million Cdn. Imports from Canada were 2,576 metric tonnes valued at approximately \$46 million Cdn (Canada's market share is 6.3 per cent in terms of value). The best prospects for Canada exist for frozen/fresh perch fillets, pacific salmon (frozen), shrimp (frozen and canned), lobster fresh and frozen in brine. The total local catch in 1987 was 1,720 metric tonnes valued at approximately \$10 million Cdn. The total local catch in 1988 was 1,916 metric tonnes valued at \$10 million Cdn. (The value is equal to the revenue of fishermen). Whitefish and perch account for approximately 40 per cent each in terms of value. Total Swiss consumption of seafood in 1987 was 53,133 metric tonnes, making per capita consumption equal to 7.9 kilos. Total consumption in 1988 was 51,506 metric tonnes, making per capita consumption equal to 7.7 kilos. Swiss production accounting for 8 percent of the total.

Swiss importers are quite prepared to enter into exclusive agency agreements. They also accept direct sales with the understanding that the Canadian exporter is reliable and can guarantee a continuous supply allowing the Swiss importer to satisfy the requirements of his clientele. There are no barriers with respect to the importation of fresh and frozen fish. Most species are imported duty free by licenced Swiss importers. A VAT tax of is applicable. However, as of January 1989 a "public health certificate for the importation of fish preparations, crustaceans, molluscs, sea urchins and products thereof" (certificat de salubrite) is required.

MAJOR SWISS SEAFOOD IMPORTERS

CASIC

Purchasing Organization for Comestibles
Muenschensteinstr. 83,
CH-4002 Basel, Switzerland
Contact: Mrs. Claudine Grollimune
Tel:(61) 50 27 26
Telex: 962 252 CASI CH
Fax:(61) 50 26 12
Products: perch fillets fresh/frozen, frozen
salmon, cocktail shrimp, king crab meat

CONNESA S.A.

Laufenstrasse 12,
CH-4053 Basel, Switzerland
Contact: Mr. Juerg Scherrer
Tel:(61) 50 68 68
Telex: 963 040 CONS CH
Fax:(61) 50 14 53
Products: live lobster, white perch fillets

COOP SCHWEIZ

Thiersteinallee 14,
CH-4056 Basel, Switzerland
Contact: Mr. Hans Sutte
Tel:(61) 20 61 11
Telex: 962 133 COOP CH
Fax:(61) 20 62 42
Products: salmon

COREMA FROZEN SEAFOODS S.A.

Rue Blavignac 5-10,
CH-1227 Geneva/Garouge, Switzerland
Contact: Mr. Edmond E. Montan
Tel:(22) 43 00 27
Telex: 427 067 COR CH
Fax:(22) 42 83 02
Products: shrimp, greenland turbot, ocean perch,
cod fillets, snow crab, lobster, walleye fillets,
sauger fillets, northern pike and fillets