

### 1) *LOBSTER*

French consumption of lobster and crayfish is particularly strong during the traditional New Year's celebrations. This is a growing market where Canadian participation could increase and where proposed product diversification would be welcomed.

Market for live lobster in 1991, in tonnes:

French Catch:	300
Imports	3,910
Total Market:	4,210
Canadian share (36%)	1,530

Market for whole, frozen lobster in 1991, in tonnes:

Imports (no French production):	2,540
Canadian share (98%)	2,487

Import tariffs on live and whole, frozen lobster are 8%.

### 2) *SALMON*

French consumption of salmon in all forms is increasing steadily. Canadian salmon has traditionally entered the market as smoked salmon. The French market for smoked salmon is on the order of 12,000 tonnes, of which some 2,316 tonnes are imported. The balance is smoked in France and corresponds to about 15,000 tonnes of imported unsmoked salmon. Canadian salmon has gradually been replaced by fresh Norwegian salmon. As a result, Canadian supplies of smoked salmon currently supply only an estimated 10% to 20% of the French smoked salmon market.

Market for Salmon Products in 1991, in tonnes:

French Production	2,000
Imports of Fresh Salmon	45,579
Canadian share	0
Imports of Frozen Salmon	32,339
Canadian share (9.5%)	2,399
Imports Smoked Salmon	2,316
Canadian share (0.3%)	0,5
Imports of Processed Salmon	2,436
Canadian share (2.2%)	90
Total	84,670

Import tariffs for frozen salmon are 2%.

### 3) *OTHER PRODUCTS*

The most important other products are: frozen crab meat, frozen shrimp, frozen scallops, frozen freshwater fish, frozen cod, and other frozen saltwater fish.