

Crabmeat:

Snow crabmeat production is off and prices have escalated to a very high level. At the same time, crabmeat has suffered from surimi competition. Good surimi can be bought for under \$2.00 U.S. per pound which is a fraction of the snow crabmeat price. The future for crabmeat is less certain than it used to be as a result of surimi which can be offered on a year-round basis and at a fairly consistent price.

Scallops:

Scallops have always been a popular Canadian export to our area and indications point to their continued acceptance in the marketplace here. Wholesale prices have remained under \$5.00 U.S. a pound up to now and the outlook for continued sales remains good.

Saltfish:

Canadian producers of saltfish have apparently suffered from declining sales because of the usually high prices charged. Perhaps some of this decline in the market was due to the retailers here. Countervailing duty problems did not help. In any event pricing is a problem and the remedy is hard to find. Unfortunately, most retail buyers of saltfish are from lower income groups which cannot afford high prices.

General:

All the species identified are popular and demand is increasing each year. In fact, most species found in Canada can expect to find a market here if the quality and price are acceptable to buyers. With the exception of salmon and herring which are smoked and marinated respectively, there is very little further processing which is carried on in our marketing area. The species mentioned above and all seafood products from domestic and imported sources are sold through wholesalers/distributors to restaurants and retailers in fresh or frozen form.