Monthly Wholesale Lobster Prices
In Mercabarna, Spain {Ptas/kg}

Month	*1992*	*1993*
January	2,080	2,056
April	2,364	2,318
May	2,815	2,691
July/August	1,707	1,798
September	1,697	1,953
October	n/a	1,909
December	1,683	1,750

Source: MERCABARNA

Spain is a relatively stable and conservative market for imported seafood, and has established demand for a large variety of species and product forms. Spanish consumers are well served in all urban areas by numerous small retail fish stores as well as the traditional local markets, and a comprehensive network of modern supermarket chains. Fresh fish may be purchased at all of these establishments.

Fisheries landings by species are not published in Spain, but the domestic lobster harvest is small, and only meets a fraction of total Spanish demand. Traditional preference in Spain has been: domestic lobster {limited *Homarus*, mainly spiny} from the Galicia region in northwest Spain; followed by spiny lobster imported from the United Kingdom, Eire and France; and, third in order of preference, spiny lobster from Morocco. North American lobster has a growing recognition and acceptance in Spain. Lobster imports from Portugal (Azores) are largely rock lobster, considered inferior in quality. Cuban lobster products are at the bottom of the list, but sells due to the low price and constant availability.

1993 Spanish Lobster Imports

H.S.	*Product Form*	*MT*
0306.1100	Rock/Spiny, frozen	219
0306.1200	*Homarus spp.*, frozen	59
0306.2100	Rock/Spiny, fresh	261
0306.2200	*Homarus spp.*, fresh	1,016
1605.3000	Prepared, preserved, canned	4
	Total 1993 Spanish Imports	1,559

Source: Spanish Customs Statistics

Supply deficiencies are forcing domestic Spanish processors to accept a greater supply of frozen seafood products. As a result, previously low demand for frozen seafood is disappearing as more frozen products gain acceptance with Spanish consumers. An increased reliance on frozen seafood is creating new opportunities for many international frozen seafood products. In addition, the ease of preparation for prepared and microwaveable seafood is prompting many Spanish consumers to increase the use of value-added fisheries products. International lobster suppliers have made little effort to market frozen claws in Spain for which there is good potential. At present, the prospects for marketing cooked, chilled or frozen canned products are remote. There is little or no public sensitivity to the sale of live lobsters in the local market.

SWEDEN

Swedish per capita consumption of seafood is high at 30 kilograms per annum. Local annual harvest of lobster totalled 15 tonnes in 1993 {live weight}, by no means satisfying domestic demand. Norway and Scotland were the main foreign suppliers, until Canadian and U.S. frozen lobster, cooked in brine captured very large market shares. In addition, the Sweden market is now complemented by Canadian and U.S. live lobster imports.