

POST NOTES GOOD PROSPECTS FOR FOLLOWING PRODUCTS: Live/frozen lobster; shrimp; smoked salmon; frozen salmon; salmon roe; canned salmon; cod.

OTHER PROSPECTS: Freshwater fish, herring, mackerel, dogfish, snow crab, surf clams, oysters, monkfish tails, fresh halibut, pike perch, surimi products, salmon paté.

NEGATIVE PROSPECTS: Salted Fish.

ACCESS CONDITIONS:

PRICE AND TERMS: Quotes are preferred in CIF.

CREDIT: (including EDC status): N/A.

TARIFFS: See EEC TARIFFS and Tariff Rate Quotas (as of January 1989) in Appendix 2.

TRANSPORT: West Germany's transportation network is very sophisticated and goods can be taken in numerous different ways such as: via Frankfurt Airport; through the seaports of Hamburg, Bremen and Bremerhaven, which all offer freeport facilities; by river, especially the Rhine (via Rotterdam) and the Danube; across Germany on the Autobahnen and the Federal Railway.

Marine: The waterways of West Germany are heavily used for bulk goods and carry almost a quarter of all German freight. The Rhine river carries over 60% of all German waterborne traffic and it may soon be linked to Germany's other main water conduit, the Danube. The Europa project, scheduled for completion in 1989 or 1990, will bridge the gap between these two great rivers, linking the North Sea to the Black Sea.

There are regular cargo shipments to Europe from Halifax and Montreal and refrigerated container service is available for fish and seafood exports.

Air: Frankfurt's international airport, the world's largest cargo airport outside the USA, is a center of traffic in Europe. Most airlines operate services to Germany.

Land: Railroads have track totalling 31,800 km. Carrying 36% by weight of all German freight, the state-owned rail network retains the edge over road-haulage for long distance freight. A vast quantity of track was destroyed in the war, encouraging extensive modernization, and 41% of the network is now electrified. Recent investment has focussed on high speed and frequent freight service throughout the country, while other freight innovations include extensive container facilities and "piggyback" traffic.