

## Fish Products

### IMPORTANCE OF THE SECTOR

In 1990, the 56,5 million people of France consumed 1,327,000 tonnes of fish products. Data from 1987 indicated per capita consumption of 15 kilograms of fresh fish, shellfish and crustaceans, 3,5 kilograms of frozen fish and crustaceans, and 3,3 kilograms of processed fish and crustaceans. In comparison, the annual consumption of fish products in North America is only about 7 kilograms per capita. In 1990, total French fish production was 805,400 tonnes (including algae, mussels and oysters). The farming of mussels, oysters and trout is well developed.

### FOREIGN TRADE

Domestic production is not sufficient to cover the needs of the French market. Imports and exports are constantly increasing. The volume of imports is growing by about 6% each year.

There is strong demand for white fish, particularly cod, and for flat fish and shellfish. Demand is also increasing for products that are rare or unavailable in France, a trend which adds to the trade deficit.

With 15,4 billion francs (\$3,4 billion) in imports as compared with exports of only 5,2 billion francs (\$1,2 billion), the deficit in foreign trade of fish products in 1990 was 10,2 billion francs (\$2,3 billion).

France is Canada's second most important customer in Europe after Portugal, but from the French perspective, Canada ranks only eighth after the United Kingdom, Norway, Denmark, the Netherlands, Senegal, the USA, and Germany. Canada supplied 3% of France's imports of fish products in 1990.

Canada is in a less favourable position than these countries vis-à-vis import tariffs and transportation costs. Trade within the EEC is tariff-free and tariffs are often reduced for the nations of Africa and for Norway, Greenland, the Faroe Islands and Iceland.

### MARKET TRENDS

Canadian exports to France can be divided into three groupings: