

Quotations, unless otherwise stipulated, should be in Canadian dollars C&F Australian port, basis (20ft) container shipment.

d. Packing and Labelling

Fillets are required shatter-pack interleaved in either five or 10 kilogram boxes. In general, importers will provide details of their particular packaging requirements.

Canned product, because it is for direct retail sale, must conform to specified requirements. Normal canned salmon sizes are 105, 210, 220, and 450 grams; sardines vary through 42, 100, up to 125 grams.

Without exception, the importer will specify packing and size requirements in detail. The same applies to labelling, and where necessary artwork also will be provided.

Attached is a list of regulatory bodies that may be contacted for specific details of health, packing and labelling requirements.

CONCLUSION

Australia is a sophisticated and price-conscious market for fish products and therefore presentation, consistent quality, and continuity of supply are of paramount importance. It can be expected that Australian importers will not even acknowledge an offer that is by international standards not reasonable. The market, however, is a reliable one and one that generally pays as specified.