

Frozen Salmon:

There is demand for silver-bright chum 90 percent and headless, imported in 20 or 40 foot containers for the retail and hotel trade. In 1989, total imports of salmon dropped by 30 percent with Canadian exports dropping by 48 percent. Norwegian farmed salmon, which is imported fresh, has lost some of its reputation over the past few years due to the fact that too many antibiotics are used to fight various diseases found in the species. Dyrberg, a well known importer of Canadian coho salmon, could increase their imports by 20 percent. Their clientele favours the taste of Canadian wild salmon and appreciate the relatively low fat content.

Prospects for smoked salmon are declining due to the affinity of the Swiss to doing their own smoking. In 1989, imports of smoked salmon declined by 12 percent, with imports from Canada dropping by 75 percent. The Swiss prefer to use their own private smoke houses to produce their own recipes to match individual customer preferences. Swiss importers also expressed concern about bluish spots on the fish meat which does not affect quality or taste but affects the appearance of the meat. The spots apparently result from careless fishing with nets rather than with hooks, a method which does not produce this form of damage.

Shrimp:

Demand is for IQF in boxes of 4x2.5 kg, with packages of 70-90, 90-110, 110-175 and 150-200 units per lb or in retail packs of 400 gm.

Live Lobster:

There is demand for first quality lobsters with hard shell in all sizes for hotels and restaurants, also for soft shells of lower quality for the retail trade. All claws must be fixed with elastic bands because imports of pegged lobsters are prohibited. Haari Ag, Zollikerberg near Zurich controls 70 percent of the Swiss market for fresh lobster. Live lobsters are shipped by air in insulated cages and then put in containers with sea water which is prepared with salt according to the proper formula. Lobsters are kept in these containers for 2-7 days and then distributed to the clientele upon request. Some possibilities also exist for frozen lobster in brine.

Canned Salmon, Lobster, Shrimp, Crab:

Product should be free of heavy metals and accompanied by certification. Labels include the name, weight and drained weight, and a list of the ingredients and additives in either German, French or Italian (preferably all three).