

fresh molluscs and shrimp, a variety of seafood salads, smoked salmon, fresh farmed salmon, a large section devoted to salt cod in a variety forms including consumer packs in controlled atmosphere packaging. One also notes the relatively small space devoted to both breaded and battered products and prepared dinners compared to other western European countries. The potential for these products is believed to be largely untapped.

Wholesale

- At the wholesale level distribution is controlled by two main markets - Madrid and Barcelona. Smaller markets are also found in the major fishing ports. Mercamadrid, the largest market is second only to Tokyo in size handling 150,000 tonnes of fish products each year. 150 wholesalers operate at the market selling directly to hotels, restaurants, retail fish shops and other smaller wholesalers in the market. Mercamadrid attracts 10,000 buyers each day.

Trade Practices

- Spain currently imposes quotas and relatively restrictive tariffs on certain fish species. However, these should be modified or eliminated by 1992 to comply with the EC import regime. A list of selected species under quota is attached.
- For imports under quota a Fish Products Import Certificate is required. This requires the importer to post a bond equivalent to 5% of the value of the import shipment. The bond is valid for 90 days and is forfeited if the prospective import is not carried out. Certificates are usually granted only to reputable importers.
- Spain also imposes minimum size regulations with respect to live molluscs and also requires a deuration certificate. At the present time Canadian molluscs must enter deuration stations in Spain prior to sale.

Products of Interest from Canada

- Our embassy in Madrid identifies the following products as having potential in Spain - wet salted cod, frozen flounder, fresh and frozen round cod and fillets, live clams, live lobster, live gooseneck