

levels of consumption from the most expensive restaurants to working class bars where the poorer quality, smaller size product is found. Importers emphasize the need to establish stable competitive prices with regular year round supply to ensure increased Canadian market share.

Frozen Illex Squid

This is one of the most important species consumed in Spain. Imports accounted for 88,000 tonnes in 1987 and squid is by volume the largest Spanish fish import. Prior to 1980 Canada was a major supplier of illex squid to Spain.

Frozen Shrimp

Spain enjoys a large demand for all varieties of shrimp. In 1987 imports of shrimp and prawns were 39,000 tonnes. There are no recorded Canadian exports of shrimp although Canadian pandalus is believed to enter Spain through third countries. Shrimp imports are not under quota in Spain.

Canned Salmon

Canned salmon is a relatively new product in Spain. Canadian canned salmon appeared on the market for the first time in 1987 when exports amounted to \$140,000. Spain has a high consumption of canned fish products which should aid Canadian exports. The most important product is canned chum.

Lobster

Spain offers good potential for expansion of lobster exports, since Spaniards have a long tradition of shellfish consumption and both rock lobster and homarus are well known in Spain. However, high prices and limited availability of holding tanks have restricted market growth. Homarus gammarus from Europe and Cuban rock lobster are highly price competitive and a major competitor for homarus. Canadian live lobster exports to Spain were \$110,000 in 1987. Opportunities also exist for frozen lobster in brine. Crawfish were introduced into Spain only 3-4 years ago and are now a major menu item.

Monkfish Tails

Monkfish tails are very popular in Spain in both fresh and frozen form. The market prefers tails packed IQF individually wrapped and individually quick frozen. Tails must weigh 1-2 kg each. The demand for this product is said to be virtually limitless.