

Mission: 601 Boston
Market: 577 United States of America
Key Sub-Sector: Fish, Shellfish and Other Products

Specific Product Opportunities

Lobster
Atlantic Cod
Redfish
Shrimp

General Comments:

The shortage in supply of some species, (July 1990) groundfish, has had two main effects: 1) inventories lately are particularly low; and 2) some prices have increased. However, the general economy of the country has slowed. But, U.S. exports are increasing; demand is on the rise in Europe; and the relatively low value of the U.S. dollar is helping U.S. exports, while at the same time creating a shortage of supply through declining stocks.

Lobster:

Demand for lobster has been strong recently. Low prices, combined with an abundant product, helps explain the increase in consumer interest in the product. Prices rose slightly, but should stabilize for the fall (1990) season.

Atlantic Cod:

Cod supplies dropped recently in the U.S.. But, the shortage of frozen fillets is not as severe as the shortage of frozen blocks. Prices for blocks are increasing (from \$1.60-\$2.00 U.S.) and inventories are very low.

Redfish:

Only limited redfish demand exists in this market. Supply is still high and thus prices are low.

Shrimp:

Prices are lower for shrimp, the demand is strong but over-supply of shrimp explains the lower prices. The market is looking for quantity, not quality.

FOR FURTHER INFORMATION:

Canadian Consulate General
3 Copley Place, Suite 400,
Boston, Massachusetts 02116
Tel:(617) 262-3760
Telex: 94-0625
Fax:(617) 262-3415
Mr. Jack McManus
Commercial Officer