

heat smoked under prescribed conditions in plants approved by the Australian quarantine authorities (details may be obtained from your local office of the Department of Fisheries and Oceans).

[As an observation, Australia has established, on the island state of Tasmania, a viable Atlantic salmon industry which is presently suffering from an over-supply or limited-demand situation, whichever comes first. The producers are presently selling at between \$12-14 per kg (down from \$20.00 twelve months ago) for which the consumer is paying \$18-20 per kg.]

All fish entering Australia is subject to quarantine inspection for mercury content. For practical purposes, this inspection is confined to species of the shark family. The limit on mercury content is .5 PPM.

b. Duty

With the exception of canned tuna, skipjack and bonito (13 per cent of FOB value), all fish products enter Australia duty free.

c. Importers and Terms of Trade

All imported product is brought in by prime importers who sell to distributors and to major retail chain groups (a list of major prime importers is attached).

While letter of credit terms are acceptable, long-term suppliers normally provide, and are expected to provide, such terms as sight draft or 30 to 60-day bank draft.