

Mission: 608 New York

Market: 577 United States of America

Key Sub-Sector: Fish, Shellfish and Other Products

Specific Product Opportunities

Cod
Crabmeat
Flatfish
Saltfish
Scallops

Cod:

1990 has not been a banner year for the seafood industry, and this includes cod which has been a perennial favourite. Cod has been high priced and demand was strong when supplies were lower than usual. In some cases, substitution of other species such as pollock and hake has taken place. As always, cod continues to be among the most popular fin fish favoured by consumers, although market growth is not expected for this species. There are more Pacific species entering the market and they are more favourable in comparison to the Atlantic species due to availability and price. Alaskan cod is in the market and is readily sold, while Canadian quantities appear to be limited.

Crabmeat:

There has been very little production of crabmeat, with most of the product appearing in the form of clusters. As a consequence, supplies of extracted Canadian snow crabmeat were in very short supply. The usual pack is 6/5 or 10/5 blocks. The current price of this product is about US\$6.50-6.75 per lb. Korean crabmeat was previously US\$3.00-3.50 per lb, but is now approaching the Canadian price. The consumption of surimi, which has been on the increase, has made serious inroads at the expense of crabmeat. However, there will always be a demand for the genuine article, and Canadian crabmeat should have more future activity in this marketplace.

Flatfish (Flounder/Sole):

The past season has been depressing for flatfish. Prices were extremely high and supplies tight. Most sole and flounder fillets are so small, many in the industry are becoming concerned about the future of this resource. At one point, some fresh fillets were as high as US\$7.50lb. F.O.B. New Bedford, for the most part prices fluctuated between US\$3.50-4.50 per lb.