

The Netherlands is a small country with a relatively large number of importers and seafood traders, each of whom as a rule, prefers secretiveness with respect to international transactions. Regular local publicity on the nutritional value of fish has helped to make fish increasingly popular in the Netherlands, a comparatively modest consumer of fish, but on a per capita basis {14.5 kilograms}. Any price increases will have a negative effect on imports, but purchasing power domestically and in nearby countries is a significant determinant. However, lobster continues to be a relatively high-priced item on any local Dutch menu.

NORWAY

The Norwegian market for lobster products is small, but growing. Demand for lobster is largely from restaurants and the catering trade which buy live lobsters. There is limited demand for some frozen lobster in brine, and "popsicle packs" for the Norway consumer market. Norway is a significant exporter of fresh or chilled lobster products with 1992 exports totalling 20 MT valued at US\$525,000.

Norwegian Lobster Landings

{Value = NOK}

Year	Tonnes	Value
1990	33	3,885,000
1991	35	3,951,000
1992	27	3,245,000
1993	28	3,448,000

Source: Norwegian Directorate of Fisheries

Norwegian imports of fish products are minimal compared to the total domestic consumption of fish and seafood, because Norway supplies the majority of its own demand. However, there are some species and products for which international lobster suppliers may find a niche in the Norwegian market. As of October 1994, reported prices for Norwegian lobster were: live, size 400-1,200g, the wholesaler pays the fisherman NOK\$135 per kilogram. The wholesale price for Norwegian lobster has varied between NOK\$220 and NOK\$290 per kilogram, with retail prices at approximately double. Imported prices reported for Canadian frozen lobster were NOK\$15 for 175g, and lobster wholesale prices are NOK\$20 per kilogram. For the 300g size packages, imported prices are NOK\$27 and wholesale NOK\$37 per kilogram. Retail prices vary but are more than double the wholesale price. Import prices reported by the Norwegian trade sector for live, fresh lobster are Cdn\$5.15 per pound {chicks, quarters}, wholesale prices are NOK\$139, and retail prices are approximately NOK\$250 per kilogram.

Norwegian Lobster Imports

{Tonnes}

H.S.	Description	1991	1992	1993
0306.1200	Total frozen	190	283	147
	Imports from Canada	147	208	131
0306.2200	Total not frozen	76	71	47
	Imports from Canada	6	15	17
	Total lobster Imports	266	354	194
	Imports from Canada	153	223	148

Source: Norwegian Bureau of Statistics

Due to a shortage in domestic catches the following products show market potential for importing small amounts of live lobster. The main supplier of lobster to the Norwegian market is Scotland. Wholesale distribution of lobster is conducted to a few retail outlets in the Oslo area. Live lobster (in theory) must be boiled at the port of entry, but Norwegian authorities will accept cooking of the product after distribution. Live lobster products cannot be held in tanks in Norway, as stated by regulatory officials.