

Canadian live lobster exports to Spain commenced only in 1987 when \$110,000 was recorded. While sales of frozen whole lobster are less promising at the moment these should improve as consumers become better acquainted with the live product. It should be noted that Canadian live lobster was first introduced to Spain in the early 1970's but no major follow-up work was done. One company indicated that it hopes to sign agreements with a number of supermarkets to install holding tanks with a view to importing the less expensive *Homarus americanus* from Canada. This will help the mass commercialization of the product. It was noted that crawfish were introduced into Spain only 3-4 years ago and are now a major menu item.

Monkfish

Spanish buyers expressed strong interest in monkfish tails with the demand said to be virtually limitless. It was noted that there was no directed fishery in Canada for monkfish and that landings were a by product of the scallop fishery.

Salmon

Spain has the potential to become a major market for salmon. This has been due entirely to the introduction of farmed Atlantic Salmon from Norway. Until quite recently, salmon was virtually unknown in Spain. Spain is now the sixth most important market for Norwegian farmed salmon with sales doubling every two years. The product is ubiquitous in the major wholesale markets and the Norwegian Salmon Promotion and Marketing Board plans to open an office in Madrid in 1989. Imports of salmon and trout in 1987 were \$4.2 million.

Canadian exports of frozen and canned salmon while modest, show positive trends. Canned Canadian salmon appeared in the Spanish market for the first time in 1986 and frozen salmon in 1987. Total exports of canned and frozen salmon amounted to \$303,000 in 1987. However, current shortages of Canadian salmon might limit future ability to supply the market.