

CAI
EA978
91V23

DOCS

EIAICA

EMPRESA DE INGENIERIA ASOCIADOS IZAGUIRRE, C.A.

Dept. of External Affairs
Min. des Affaires extérieures

MAY 29 1996
MAY 29 1996

RETURN TO DEPARTMENTAL LIBRARY
RETOURNER A LA BIBLIOTHEQUE DU MINISTRE

V E N E Z U E L A

GUIDELINES FOR CANADIAN

FISH PRODUCTS EXPORTERS

1991

CARACAS, APRIL 15, 1991

43-276-310

TABLE OF CONTENTS

	Page
1. INTRODUCTION	02
2. A VISION OF THE VENEZUELAN MARKET	02
3. SOME INTERESTING INFORMATION ABOUT VENEZUELA	04
4. VENEZUELA AND THE LATIN AMERICAN SYSTEM	05
5. INFRASTRUCTURE AND OTHER VENEZUELAN FACILITIES	05
6. THE VENEZUELAN MARKET OF SEAFOOD PRODUCTS	05
7. LEGAL REQUIREMENTS RELATED TO EXPORTS TO VENEZUELA	06
8. POSSIBILITIES FOR CANADIAN EXPORTS TO VENEZUELA	06
9. BRIEF ANALYSIS OF IMPORTS PER COMMERCIAL SPECIES	06
10. ANNEXES:	
ANNEX 1: CUSTOMS DUTIES AND LEGAL REGULATIONS TO IMPORT FISH, SHELLFISH AND OTHER SPECIES.	08
ANNEX 2: ADDRESSES AND INFORMATION OF INTEREST ABOUT IMPORTERS AND FOREIGN TRADE PRIVATE ENTITIES.	13
ANNEX 3: ADDRESSES AND INFORMATION OF INTERES ABOUT PUBLIC ENTITIES RELATED TO FOREIGN TRADE	20
ANNEX 4: LATIN, FRENCH, ENGLISH AND SPANISH VOCABU- LARY FOR CRUSTACEAN, SHELLFISH AND OTHER MARINE SPECIES	21
11. CHARTS	25

1. INTRODUCTION

The Embassy of Canada has conveniently examined the clear possibilities of introducing seafood products into the Venezuelan market, therefore it has decided to carry out an analysis to provide Canadian exporters a better understanding of this sector's situation in order to become an important supplier of high demand products in view of tradition and quality, as well as of marginal products necessary in the Venezuelan market. Several years ago, Venezuela was a significant worldwide importer of fish products. However strategic restrictive measures were implemented in order to encourage internal production. These measures severely affected the country's imports of fish products. The admission of Venezuela in the GATT and the implementation of new daring international trade policies allow this country to open once again its frontiers to the international fish market. With the GATT adherence, Venezuela has eliminated imports restrictions and diminished the imports duty. This means that, in a short term, the country will be engaged in an important role in international trade, not only as exporter of fish products but also as an importer of items lacking in the Venezuelan fishing sector.

It is expected that the figures and concepts detailed in the following report are profitable for its users thus fulfilling the object of the service entrusted to us.

2. A VISION OF THE VENEZUELAN MARKET

Venezuela has a widely diversified agricultural and food industry, and its production deficits are traditionally covered by food and raw materials imports. Regarding the fishing industry, the total national production reached 287,460 MT in 1988 and 341,922 MT in 1989. During the same periods, exports reached 9,041 MT and 41,222 MT respectively, (see Charts 19 and 20) and imports amounted to 107 MT in 1988 and 245 MT in 1989 (see Charts 01, 07, 08, 09 and 10). This situation offers many opportunities for participation and expansion, since there are areas with untouched fishing resources.

During several years the country's trade and economic policies restrained imports of many sea products, in order to protect the local industry. Therefore, the imports information correspond to a particular situation and a restricted market. After the second half of 1990, Venezuela, as a consequence of its entrance in GATT, opens imports of marine species, steadily increasing their volume. The following charts show the changes undertaken in sea products imports in the last years (Source: MAC-DGSPA 1990):

YEAR	IMPORTS	
	KGS. ANNUAL	% INCREASE
1987	11,189	---
1988	106,846	9.55
1989	244,868	129.18
1990 (6 Months)	398,004	62.54

Regarding the different imports among the most significant commercial species, Charts No. 05, 06, 07, 08, 09, 10, 11 and 12 show the results obtained:

PRODUCT	YEAR				6 MONTHS			
	1.987	%	1.988	%	1.989	%	1.990	%
OTHER	350	3	773	1	2,219	1	80,017	20
CANNED FISH	0		2,661	2	4,070	2	11,809	3
SHRIMP	0		0		173,961	71	0	
CRAB	0		0		37,020	15	20,412	5
SOLE	0		0		5,938	2	0	
SQUID	0		0		0		225,323	56
ANCHOVY	4,075	37	0		0		0	
HERRING	943	8	0		3,035	1	0	
CODFISH	4,542	40	99,987	94	12,620	5	19,801	5
SALMON	1,279	12	3,425	3	6,005	3	40,642	11
TOTAL	11,189	100	106,846	100	244,868	100	398,004	100

The above charts show that, during the indicated periods, salmon and codfish represent a significant share of the country's total fishing imports during 1987 and 1988, as well as crab and squid during 1989 and 1990. These commercial species are important exports items for Canada according to the information provided by its embassy in Venezuela.

However, in spite of the above-mentioned facts, Canada has not been a supplier of fishing products for Venezuela. As indicated in charts 13, 14, 15, 16, 17, and 18, in 1989, Venezuelá's fishing products imports principally came from U.S.A., Norway, Germany, France, Italy, Ecuador, the United Kingdom, Spain and Peru.

The reasons behind the fact that Canada has not participated in Venezuelá's fishing imports are not well known. Perhaps there has been a lack of promotion of Canadian fish products, nevertheless, the opportunities are given now to promote such products, since higher demand products (codfish, salmon, crab and squid) are now being offered by Canada in the world market. It is worth mentioning that during the development of this report, we had several interviews with the most well-known importers, and they expressed their wish to receive more detailed information regarding the different products to be imported, costs, freights, etc., as well as their interest to negotiate with Canada.

3. SOME INTERESTING INFORMATION ABOUT VENEZUELA

BASIC DATA:

Population: 18.105.265 of inhabitants (1.990)

Area: 916.700 Km²

Population Density: 20/Km²

Main Cities: Metrop. Area (Caracas) (2,8 million)
Maracaibo (1,3 million)
Valencia (1,0 million)
Barquisimeto (0,8 million)
Maracay (0,8 million)

Economy: Free market economy.
There is a significant amount of State-owned companies, except in the agricultural and food sectors. However, there is a tendency of privatizing the different sectors.

Currency: Bolivar (Bs.); C\$ approximately amounts to 47,18 Bolivars (15/04/91)

Weights and Measures: Metric System

Language: Spanish

Electricity: 110/220 volt, 60 Hertz

Telephone System: Venezuela is part of the world telephone system. The country code is 058. Each city has an area code, i.e. Caracas area code is 02. Anyone can make a direct phone call from Canada to Caracas dialing: 058-2-951-6166 (The Canadian Embassy phone number in Caracas)

Government: Venezuela is ruled by a democratic system including several political parties. The head of the State is the President and there are three powers: Executive, Legislative and Judicial.

4. VENEZUELA AND THE LATIN AMERICAN SYSTEM.

Venezuela is member of the Sistema Económico Latinoamericano, - Latin American Economy System - (SELA), and is also part of the Andean Sub-Regional Pact, two organizations that are in the process of creating an integrated Latin American market. Therefore, some economic activities are ruled by both systems. Venezuela is also new member of an international trade organization known as the GATT, which regulates the world current exports and imports policies.

Venezuelan imports legal requirements for seafood products are detailed in Chapter 7.

5. INFRASTRUCTURE AND OTHER FACILITIES IN VENEZUELA

Venezuela's trading, roads, communications and marketing infrastructure are appropriate for any activity oriented towards imports and/or exports of products. The country has two special duty free areas, which are located in Nueva Esparta State (Margarita Island) and in the Paraguana Peninsula, in Falcon State. All fish exports in these areas are duty free but have to comply with the heald legal requirements listed in Chapter 7. If these products are reexported to the mainland non-duty free zone, they are subject to custom duties and legal regulations listed in Annex 1. Therefore, it might be a good marketing strategy for a Canadian export to establish a base in a duty free zone and let the Venezuelan importers deal with the custom duties.

6. THE VENEZUELAN MARKET OF SEA PRODUCTS

As indicated above, the Venezuelan market was submitted to extremely severe imports policies for fish products, always in order to protect the local industry and to encourage the local market through subsidies and other protectionist measures. However, after the second half of 1990, these policies were abolished and the country joins the open market practice in relation to imports of this kind of products, implementing a new commercial strategy and adapting its trade patterns to the regulations established by GATT. This is the reason why the statistical behavior of imports, regarding volume and products, is irregular and it would not be reliable to use such data to make any kind of forecasts to predict the behavior of imports in the near future. It is worth noting that only during the second half of 1990 there were more imports than during the last three years together, and there are not serious elements to think that this increasing curve may be altered. To serve this analysis, Chart 01 "Imports 1987-1990" illustrates the above-mentioned statement.

The figures of imports during 1987, 1988, 1989 and 1990 show that the Venezuelan market is going through an expansion phase, therefore, it is convenient for exporting countries and companies to implement a market policy in accordance with this pattern.

7. LEGAL REQUIREMENTS RELATED TO EXPORTS TO VENEZUELA

In general terms, the conditions required by the Venezuelan authorities, as a whole, are not different from those of other countries in order to import fish products. There are certain requirements that must be fulfilled in order to import or export in Venezuela. These requirements are detailed in Annex 1: Custom Duties and Legal Regulations to Import Fish, Shellfish and Other Species, regarding the Legal Regime (General and Andean) which can be interpreted as follows:

Note No. 3: Requires health permission from the Health Department in Venezuela.

Note No. 5: Requires health certificate from the country of origin.

Note No. 6: Requires health permission from the Agricultural Department in Venezuela.

8. POSSIBILITIES FOR CANADIAN EXPORTS TO VENEZUELA

We consider that today's conditions are excellent to tighten the commercial relations between Canadian exporters and Venezuelan importers, since the Venezuelan market is under expansion if we take into account that for 1990 fishing products imports in Venezuela could reach more than 1,000 MT, and, in 1991, this amount could considerably increase. This is the perfect situation for Canadian exports of seafood products to increase substantially, adding, moreover, the advantage of the Venezuelan market proximity.

On the other hand, the critical situation of Peru regarding its fishing exports is not a secret, therefore there is a wider market for those countries offering such products.

9. BRIEF ANALYSIS OF IMPORTS PER COMMERCIAL SPECIES

Within the general framework of Venezuelan imports of fish products, we think that it is important to make a brief analysis of the situation reflected for each of the most significant import items for the period 1987 - 1990.

In general, imports for each species substantially increased in 1990. Salmon and crab presented the same figures and even higher than 1989. That year Codfish imports were impressive because special import permits were granted by the government as a result of a shortage of fish caused by a conflict in the tuna industry.

An analysis of imports per year shows that in 1987 and 1988, fish products were dominated by codfish and salmon. 1989 imports show that genetic shrimp material and feed were imported as a consequence of the beginning of the artificial shrimp culture in Venezuela. If the genetic items are eliminated of the total imports, figures show that the most important seafood imports were crab, codfish and salmon during that same year.

In 1990, imports increased considerably for reasons explained previously. The leading import product is squid, widely consumed in the country, which is caught by trawler fishing ships especially along the coast line where squid is mainly found in Venezuela. Since trawler fishing is illegal near Venezuelan coastline, local squid supply was greatly affected as this particular fishing industry sector was strongly penalized that year. This situation allowed the imports of squid mainly from U.S.A. which offered very competitive price to the consumers if compared to local price which had gone far to high.

Moreover, codfish, salmon as well as crab were import items quite important in Venezuela during 1990, and the amounts imported surpassed those of 1989.

ANNEX 1: CUSTOMS DUTIES AND LEGAL REGULATIONS TO IMPORT FISH, SHELLFISH AND OTHER SPECIES.

SUMMARY TAKEN FROM THE ORGANIC CUSTOMS LAW, RELATED TO FISHING PRODUCTS IMPORTS

LEGAL BASE: EXTRAORDINARY PUBLIC GAZETTE OF THE REPUBLIC OF VENEZUELA No. 4.195, DATED JULY 31, 1990. JOINT RESOLUTIONS FROM THE MINISTRIES OF AGRICULTURE (No. 238), FINANCE (No. 0279) AND DEVELOPMENT (No. 2261)

CHAPTER 3: FISH, CRUSTACEAN, SHELLFISH AND OTHER AQUATIC INVERTEBRATES.

<i>CODE</i>	<i>DESCRIPTION</i>	<i>AD-VAL RATE</i>	<i>LEGAL REGIME</i>	
			<i>GRAL.</i>	<i>ANDEAN</i>
03.01	ALIVE FISH			
0301.10.00	ORNAMENTAL FISH	10	5	5
0301.90	OTHER ALIVE FISH			
0301.90.10	FOR REPRODUCTION AND INDUSTRIAL BREEDING	10	5	5
0301.90.90	OTHER	10	5	5
03.02	FRESH OR COOLED FISH EXCEPT FILLETS AND OTHER FISH MEAT OF ITEM 03.04			
0302.00.00.10	SALMON	20	3,5	3,5
0302.00.00.90	OTHER	20	3,5	3,5
03.03	FROZEN FISH EXCEPT FILLETS AND OTHER FISH MEAT OF ITEM 03.04			
0303.00.00.10	CODFISH	20	3,5	3,5
0303.00.00.20	SALMON	20	3,5	3,5
0303.00.00.90	OTHER	20	3,5	3,5
03.04	FILLETS AND OTHER FISH MEAT (EVEN MINCED) FRESH, COOLED OR FROZEN			
0304.10.00	FRESH OR COOLED			
0304.00.00.10	OF CODFISH	20	3,5	3,5
0304.00.00.20	OF SALMON	20	3,5	3,5
0304.00.00.90	OTHER	20	3,5	3,5
0304.20.00	FROZEN FILLETS			
0304.20.00.10	OF CODFISH	20	3,5	3,5
0304.20.00.20	OF SALMON	20	3,5	3,5
0304.20.00.90	OTHER	20	3,5	3,5
0304.90.00				
0304.90.00.10	OF CODFISH	20	3,5	3,5
0304.90.00.20	OF SALMON	20	3,5	3,5
0304.90.00.90	OTHER	20	3,5	3,5

03.05 DRIED, SALTY OR BRINED FISH; SMOKED
 FISH, EVEN COOKED BEFORE OR DURING
 SMOKING; FISH FLOUR FOR HUMAN
 CONSUMPTION

CODE	DESCRIPTION	AD-VAL RATE	LEGAL GRAL.	REGIME ANDEAN
0305.10.00	FISH FLOUR FOR HUMAN CONSUMPTION	10	3,5	3,5
0305.20.00	DRIED, SMOKED, SALTY OR BRINED LIVER FISH EGGS AND MILT	10	3,5	3,5
0305.30.00	NON SMOKED DRIED, SALTY, OR BRINED FISH FILLETS			
0305.30.00.10	OF CODFISH	30	3,5	3,5
0305.30.00.20	OF HAKE	30	3,5	3,5
0305.30.00.30	OF SALMON	30	3,5	3,5
0305.30.00.40	OF SARDINE	30	2,5	3,5
0305.30.00.90	OTHER	30	3,5	3,5
0305.40.00	SMOKED FISH, ICLUDING FILLETS			
0305.40.00.10	SALMONS	30	3,5	3,5
0305.40.00.20	HERRINGS (CLUPEA HARENGUS Y CLUPEA PA- LLASII)	30	3,5	3,5
0305.40.00.30	CODFISH	30	3,5	3,5
0305.40.00.40	SARDINES	30	3,5	3,5
0305.40.00.50	HAKE	30	3,5	3,5
0305.40.00.90	OTHER	30	3,5	3,5
0305.51.00	DRIED FISH, EVEN SALTY, NON-SMOKED CODFISH (GADUS MORHUA, GADUS OGAC Y GADUS MACROCEPHALUS)	30	3,5	3,5
0305.59.00	OTHER	30	3,5	3,5
0305.59.00.10	HAKE	30	3,5	3,5
0305.59.00.20	SALMON	30	3,5	3,5
0305.59.00.30	SARDINES	30	3,5	3,5
0305.59.00.90	OTHER	30	3,5	3,5
0305.61.00	NON-DRIED, NON-SMOKED FISH AND BRINED FISH HERRINGS (CLUPEA HARENGUS Y CLUPEA PA- LLASII)	30	3,5	3,5
0305.62.00	CODFISH (GADUS MORHUA, GADUS OGAC Y GADUS MACROCEPHALUS)	30	3,5	3,5
0305.63.00	ANCHOVIES (ENGRAULIS SPP.)			
0305.69.00	OTHER:			
0305.69.00.10	HAKE	30	3,5	3,5
0305.69.00.20	SALMON	30	3,5	3,5
0305.69.00.30	SARDINES	30	3,5	3,5
0305.69.00.90	OTHER	30	3,5	3,5

03.06 CRUSTACEAN: EVEN SKINED, ALIVE, FRESH OR COOLED, FROZEN DRIED, SALTY OR BRINED; NON-SKINED WATER OR VAPOR COOKED, COOLED, FROZEN DRIED, SALTY OR BRINED CRUSTACEAN

<i>CODE</i>	<i>DESCRIPTION</i>	<i>AD-VAL RATE</i>	<i>LEGAL REGIME</i>	
			<i>GRAL.</i>	<i>ANDEAN</i>
	FROZEN:			
0306.11.00	LOBSTERS (PALINURUS SPP., PANULIRUS SPP. Y JASUS SPP.)	20	3,5	3,5
0306.12.00	LOBSTERS (AMERICAN LOBSTERS) (HOMARUS SPP.)	20	3,5	3,5
0306.13.00	SHRIMP, LOBSTERS, PRAWNS			
0306.13.10	CRAWFISH	20	3,5	3,5
0306.13.90	OTHER	20	3,5	3,5
0306.14.00	SEA CRABS	20	3,5	3,5
0306.19.00	OTHER	20	3,5	3,5
	NON-FROZEN:			
0306.21.00	LOBSTERS (PALINURUS SPP., PANULIRUS SPP. Y JASUS SPP.)	20	3,5	3,5
0306.22.00	LOBSTERS (AMERICAN LOBSTERS) (HOMARUS SPP.)	20	3,5	3,5
0306.23.00	SHRIMP, LOBSTERS AND PRAWNS	20	3,5	
0306.24.00	SEA CRABS	20	3,5	3,5
0306.29.00	OTHER:			
0306.29.10	CRUSTACEAN FLOUR FOR HUMAN CONSUMPTION	10	3,5	3,5
0306.29.20	FOR REPRODUCTION AND INDUSTRIAL BREEDING	10	5,6	5,6
0306.29.90	OTHER	20	3,5	3,5
03.07	MOLLUSKS: EVEN SEPARATED FROM THE VALVES, ALIVE, FRESH, COOLED, FROZEN, DRIED, SALTY OR BRINED; AQUATIC INVERTEBRATES EXCEPT ALIVE, FRESH, COOLED, FROZEN, DRIED SALTY OR BRIEND CRUSTACEAN AND MOLLUSKS.			
	MOLLUSKS:			
0307.00.00.11	FOR REPRODUCTION AND INDUSTRIAL BREEDING	10	5,6	5,6
0307.00.00.12	FISH FLOUR FOR HUMAN CONSUMPTION	20	3,5	3,5
0307.00.00.19	OTHER	30	3,5	3,5
	OTHER:			
0307.00.00.91	GLOBEFISH	10	3,5	3,5
0307.00.00.92	OTHER ALIVE AQUATIC INVERTEBRATES			
		10	3,5	3,5
0307.00.00.99	OTHER			

CAPITULO 15: ANIMAL OR VEGETABLE FAT AND OIL; BY-PRODUCTS; ELABORATED NUTRITIVE FAT; VEGETABLE OR ANIMAL WAX

CODE	DESCRIPTION	AD-VAL RATE	LEGAL REGIME GRAL. ANDEAN	
15.04	FISH OR MARINE MAMMALS FATS AND OILS, AND THEIR FRACTIONS, EVEN REFINED, BUT NON-CHEMNICALLY MODIFIED			
1504.10	FISH LIVER OILS AND THIER FRACTIONS			
1504.10.10	CODFISH LIVER OIL, GROSS	1		
1504.10.20	CODFISH LIVER OIL, REFINED	1		
1504.10.30	OTHER FISH LIVER OILS, GROSS	1		
1504.10.40	OTHER FISH LIVER OILS, REFINED	1		
1504.20	TIER FATS AND OILS AND FRACTIONS EXCEPT LIVER OILS			
1504.20.10	GROSS	1		
1504.20.20	REFINED	1		
1504.30	MARINE MAMMALS FATS AND OILS AND THEIR FRACTIONS:			
1504.30.10	GROSS	1		
1504.30.20	REFINED	1		

CAPITULO 16: PREPARATIONS OF FISH MEAT, CRUSTACEAN, MOLLUSKS, AND OTHER AQUATIC INVERTEBRATES

CODE	DESCRIPTION	AD-VAL RATE	LEGAL REGIME GRAL. ANDEAN	
16.03	EXTRACTS AND JUICES OF FISH MEAT, CRUSTACEAN, MOLLUSKS AND OTHER AQUATIC INVERTEBRATES			
1603.00.10	OF MEAT	30	3,5,6	3,5,6
1603.00.90	OTHER	30	3,5,6	3,5,6
16.04	PREPARATIONS AND PRESERVED FISH; CAVIAR AND ITS SUBSTITUTES PREPARED WITH FISH EGGS			
1604.11.00	SALMONS	30	3,5	3,5
1604.12.00	HERRINGS	30	3,5	3,5
1604.13	SARDINES,			
1604.13.10	SARDINES	30	3,5	3,5
1604.13.90	OTHER	30	3,5	3,5

<i>CODE</i>	<i>DESCRIPTION</i>	<i>AD-VAL RATE</i>	<i>LEGAL REGIME GRAL. ANDEAN</i>	
1604.14.00	TUNA FISH, STRIPED AND BONITO (SARDA SPP)	30	3,5	3,5
1604.15.00	MACKEREL AND STARLING	30	3,5	3,5
1604.16.00	ANCHOVIES	30	3,5	3,5
1604.19.00	OTHER	30	3,5	3,5
1604.20.00	OTHER FISH PREPARATIONS AND PRESERVED FISH	30	3,5	3,5
1604.30.00	CAVIAR AND ITS SUBSTITUTES	30	3,5	3,5
16.05	PREPARED OR PRESERVED CRUSTACEAN, MOLLUSKS AND OTHER AQUATIC INVERTEBRA- TES			
1605.10.00	SEA CRABS	30	3,5	3,5
1605.20.00	SRIMP AND PRAWNS	30	3,5	3,5
1605.30.00	LOBSTERS (AMERICAN LOBSTERS; (HOMARUS SPP.)	30	3,5	3,5
1605.40.00	OTHER: CRUSTACEAN	30	3,5	3,5
1605.90	OTHER:			
1605.90.10	CLAMS, AND RAZOR CLAMS	30	3,5	3,5
1605.90.90	OTHER	30	3,5	3,5

**ANNEX 2: ADDRESSES AND INFORMATION OF INTEREST ABOUT IMPORTERS
AND FOREIGN TRADE PRIVATE ENTITIES.**

ACUARIOS DE VENEZUELA

(GRANJA PEZ Y AGRO)

Urb. La Florida, Av. Avila, Edf. El Dragón

Local Fauna Sport,

Caracas, D.F.

Teléfonos: (02) 747110

Telefax: (02) 740771

Representante: Sr. Alexis Martín
Sr. Mauricio Bravo

ALIMENTOS EL FARO C. A.

Urb. Guaicaipuro

3ra transversal Norte No. 1.

Caracas, D.F.

Teléfono: (02) 5715833

Telefax: (02) 5714239

Telex No.: 95316 FARO VC

Apartado de Correos No. 14462 CCS 1011-A

Representantes: Sr. Raimundo Amilibia Plaza
Sr. Tomás A. Ching S.

ALIMENTOS MARGARITA C. A.

Urb. Los Ruices

Calle Los Laboratorios, Edf. Torre Beta

Piso 1, Ofc. 103

Caracas, D.F.

Teléfono: (02) 2381711

Telefax: (02) 2380277

Telex No.: 25113 PISCE VC

Apartado de Correos No. 3673 CCS 1010-A

Representantes: Sr. Eduardo Oropeza C.

ALIMENTOS PURINA DE OCCIDENTE C. A.

Carretera Perijá, Km. 4

Maracaibo, Edo. Zulia

Apartado de Correos 1085, Maracaibo

Teléfonos: (061) 345319

Telefax: (061) 346497

Telex No.: 64106

Representante: Sr. Juan J. Balzola

ALIMENTOS SUPER "S" C. A.

Zona Industrial Sur, No. 2

Valencia, Edo. Carabobo

Representante: Sr. Ernest D. Yones

ALIVEN S. A.

Urb. Altamira, Av. San Juan Bosco,

Edf. Centro Altamira, Piso 12

Caracas, D.F.

Teléfonos: (02) 314066 - 314207 - 333832

Telefax: (02) 315906 - 314066

Telex: 23428 PRIMA VC

Apartado de Correos No. 60306 CCS 1060

Representante: Sr. Jesús E. Chacón

AQUACAM C. A.

Av. Francisco de Miranda, Urb. Los Palos Grandes,
Edf. Parque Cristal, Torre Oeste, Piso 12, Ofc. 12-01
Chacao, Edo. Miranda
Apartado de Correos: 61058 CARACAS
Teléfonos: (02) 2382811-2383868 Ext. 335
Telefax: (02) 2833655
Representantes: Sr. Jorge Cugat

AQUAMARINA DE LA COSTA, C. A.

Urb. Altamira
Av. Francisco de Miranda, Torre Delta, P.H.
Caracas, D.F.
Apartado de Correos No. 1062, CARACAS
Teléfonos: (02) 2632922
Telefax: (02) 333086
Representante: Sr. Federico Rivero

CASA BLANCA C. A.

Av. Diaz Moreno con calle Nava Espinosa
No. 107-5
Valencia, Edo. Carabobo
Teléfonos: (041) 86984 - 52352
Representante: Sra. Hilda Vega de Gutierrez

C. A. DISTRIBUIDORA DE ALIMENTOS

Urb. Los Chorros
Av. El Rosario
Caracas, D.F.
Teléfonos: (02) 341397-343865-2381631
Telex: 25569 CADA VE
Apartado de Correos: 61205
Representante: Lic. Fernando Ibarra M.

CENTRAL MADEIRENSE C. A.

Urb. Fila de Mariches
Carretera Petare Santa Lucia, Km. 5
Fila de Mariches, Edo. Miranda
Teléfonos: (02) 2912701-2912511-2912921
Telefax: (02) 2912513
Telex: 25479 VC
Apartado de Correos: 70615 Los Ruices Caracas 1.070
Representante: Sr. José De Abreu

CISAPI PORLAMAR C. A.

Av. Juan Bautista Arismendi, Centro Comercial Los Chaguaramos
Junto a la Iglesia de Los Cocos.
Porlamar, Edo. Nueva Esparta
Teléfono: (095) 22687
Telefax.: (095) 22687
Representante: Sr. Nelson Ruiz

CONSERVAS ALIMENTICIAS LA GAVIOTA S. A.

Urb. Guaicaipuro
Calle Santa Rosa No. 5,
Entre Av. Andrés Bello y Av. Libertador
Caracas, D.F.
Teléfonos: (02) 5733332 al 65
Telefax.: (02) 5724953
Apartado de Correos No. 3275 CCS 1070 A
Representante: Sr. Francisco Martinez

CONSERVAS LA ESMERALDA C. A.

Av. Libertador cruce con Av. Las Acacias
Edif. Las Vegas, P.H.
Caracas, D.F.
Teléfonos: (02) 781312-781367
Apartado de Correos No.
Representante: Sr. Orlando tulio Faroh Cano

CORFRUSA C. A.

Porlamar, Edo. Nueva Esparta
Representante: Sr. Rafael Alcántara

CORPORACION PESQUERA DE SUCRE, C. A. (COPE SUCRE)

Av. Urdaneta
Calle Animas a Plaza España,
Centro Financiero Latino
Piso 18, Ofic. 3,
Caracas, D.F.
Teléfonos: (02) 5632506 al 39
Telefax.: (02) 5630331
Telex No.:
Apartado de Correos No.
Representante: Sr. Arturo Trujillo

CRIADERO DE PECES VENEZOLANOS C. A.

Urb. El Marqués, Unicentro el Marqués,
Local 241
Caracas, D.F.
Teléfonos: (02) 216046-219609
Representante: Sr. Manuel Quiróz.

DISTRIBUIDORA CITANIA C. A.

Dolores a Quinta Crespo, No. 10
Caracas, D.F.
Teléfonos: (02) 420759
Telefax: (02) 415690
Representante: Sr. Dinis Ramayo

DISTRIBUIDORA VENEZOLANA DE ANIMALES

Unicentro El Marguez, local 241
El Marquez
Caracas D.F.
Teléfonos: (02) 216046-219609.
Representante: Sr. Manuel Quiróz

EVEBA C. A.

AGROINDUSTRIAL PROEBA C. A.

Sector La Florencia
Carretera Petare-Guarenas
KM. 4, Qta. La Florencia
Petare, Dtto Sucre, Edo. Miranda
Teléfono: (02) 2912082-2912075-2912680-2912386
Telefax: (02) 2912948
Telex No.: 29581 EVEBA VC
Representante: Sr. Oswaldo Acosta.

FAUNA ROOSEVELT C. A.

Urb. Los Rosales,
Av. Roosevelt, No. 12-39,
Caracas, D.F.
Teléfono: (02) 618256
Representante: Sr. Luis E. González G.

FIAVESA

Maracaibo, Edo. Zulia
FRIGORIFICO KARKAMAR C. A.
Sector Castellito
Calle Las Bonitas, Galpones los Morocho
Frente a la Fiat
Puerto Ordaz, Edo. Bolívar
Teléfonos: (086) 229504
Representante: Sr. Antonio Ramos Gaspar

FRIGORIFICO ORDAZ S. A.

(FRIOSA)

Zona Industrial Unare II
Calle Ipire, Complejo Industrial "García Hnos."
Puerto Ordaz, Edo. Bolívar
Teléfonos: (086) 511222-512222 (Master)
Telefax: (086) 511475
Telex No.: 86384 FIOSA VC
Apartado de Correos: 681 Puerto Ordaz 8015
Representante: Sr. Pedro Armas
Sr. Sebastián García Armas.

FRUIT EXPORT C. A.

ALIMENTOS MACANAO C. A.

Calle La Marina, Sector Barbasco, Boca de Río.
Porlamar, Edo. Nueva Esparta
Teléfonos: (095) 93431
Representante: Sr. Luis M. Arnaez

INTERNACIONAL DE DESARROLLO, S. A.

Urb. Chuao
Av. Ernesto Blohm, Torre Diamen
Piso 9, Ofic. 96
Caracas D.F.
Teléfonos: (02) 924233
Telefax.: (02) 920076
Telex.: 27743
Apartado de Correos No. 68855 Caracas
Representante: Sr. José Leopoldo Burg

LA BODEGA DE BLAS C. A.

Av. Santiago Mariño y c/c. Tubores y J.M. Patiño
Porlamar, Edo. Nueva Esparta
Teléfono: (095) 618268, 612556
Telefax.: (095) 613579
Telex.: 95290 URGI
Representante: Sr. Urbano Albani

MERCADOS CRIOLLOS C. A.

(MERCERICA)

Carretera Urbana-Sector Jiménez
Valera, Edo. Trujillo
Teléfonos: (072) 71204
Representante: Sr. Emilio Paris.

NIDO DE VENEZUELA

Urb. Boleita Sur, Calle El Río
Centro Industrial Boleita.
Piso 1.
Teléfonos: (02) 357431
Telefax: (02) 347488
Representante: Sr. Juan Jose Tamargo

PESCA RICA C. A.

Urb. Los Palos Grandes
7ma. Tránsversal entre 4ta y 5ta Av.
Qta. 28-A, Frente al Colegio San Fco de Asis,
Caracas, D.F.
Teléfonos: (02) 2832408
Representante: Sr. Fidel Requejo

HOGAR CASHER SW VENEZUELA C. A.

RABINATO DE VENEZUELA.

(REY DAVID)

Urb. San Bernardino
Av. F. J. Ustariz
Sinagoga de San Bernardino
Caracas, D.F.
Teléfonos: (02) 529264 - 511869

REFRIVIVERES, S. R. L.

Quinta Crespo, Calle El Loro,
Edif. Doña Luza, 2do. Piso Ofic. 3
Caracas, D.F.
Teléfonos: (02) 4831606-4831608
Telefax: (02) 4833238
Representante: Sr. Gustavo Arnaiz

REPRESENTACIONES GUEVARRA

(COMERCIAL GUEVARA)

Av. Urdaneta, Esq. de Candilito
Edif. Dulcan, Piso 6, Ofic. F
Caracas, D.F.
Teléfonos: (02) 5743572
Representante: Sr. Alberto Guevara Lugo.

RICOA AGROMARINA, C. A.

Urb. Industrial, Av. Eugenio Mendoza
Edf. Protinal
Valencia, Edo. Carabobo
Apartado de Correos No. 83 Valencia, Edo Carabobo
Teléfonos: (041) 345011 - 342097 - 342239
Telefax: (041) 335243
Telex No.: 45129 PROTV VC
Representante: Sr. Jesús Zambrano

SELEX DE VENEZUELA C. A.

Av. Circunvalación, Centro Comercial Rene
Local B, Conejeros
Porlamar, Edo. Nueva Esparta
Teléfono: (095) 615522, 615654, 615765, 615321
(02) 7818920, 7815198
Telefax.: (095) 610545
Telex.: 95512 SELEX VC
Representante: Sra. Elisa Incandela

TRUCHICULTURA EL PARAISO

Mucunután, Edo. Mérida
Teléfonos: (074) 83139-638976
Representante: Sr. Jose I. León

TRUCHICULTURA SANTO DOMINGO

Santo Domingo, Edo. Mérida
Teléfonos: (074) 49701
Representante: Sr. Adino Paiva
Sr. Hugo Rivas

VELA Y ANCLA, PRODUCTOS DEL MAR C. A.

Urb. Industrial El Paraiso,
Av. Principal, Parcelas 1 y 3.
Sta Teresa del Tuy, Edo. Miranda
Teléfono: (039) 311193, 311584
Telefax.: (039) 311584
Representante: Sr. Denis Ramalho
Sr. Manuel Goncalves B.

OTROS:

ASOCIACION VENEZOLANA DE EXPORTADORES - AVEX

Urb. Prados del Este
Centro Comercial Concreta

Caracas, D.F.

Teléfonos: (02) 9799224, 9797242
Telefax: (02)

CAMARA VENEZOLANA DE LA INDUSTRIA DEL ALIMENTO - CAVIDEA

Urb. Los Ruices
Av. Principal, Centro Empresarial Los Ruices
Piso 5, Oficina 510
Caracas, D.F.
Teléfonos: (02) 2390918
Telefax: (02)
Telex.: 21488

ANNEX 3: ADDRESSES AND INFORMATION OF INTERES ABOUT PUBLIC ENTITIES RELATED TO FOREIGN TRADE

INSTITUTO DE COMERCIO EXTERIOR

Urb. La Florida
Av. Libertador, Centro Comercial Los Cedros
MPH
Caracas, D.F.
Teléfonos: (02) 5310009
Telefax: (02) 215411
Telex.: 723885

MINISTERIO DE FOMENTO

Dirección de Comercio Exterior
Urb. El Silencio
Torre Sur, Centro Simón Bolívar
Piso 4, Ofc. 404
Caracas, D.F.
Teléfonos: (02) 4831260, 4833831
Telefax: (02) 422034
Telex.: 24235

SUPERINTENDENCIA DE INVERSIONES EXTRANJERAS

Esquina Bolsa a Mercaderes
Edif. La Perla
Pisos 3 al P.H.
Caracas, D.F.
Teléfonos: (02) 4836666
Telefax: (02) 414368
Telex.: 26133

MINISTERIO DE AGRICULTURA Y CRIA

Urb. El Conde
Parque Central, Torre Este
Piso 1 al 14
Caracas, D.F.
Teléfonos: (02) 5090382, 5090383, 5090384
Telefax: (02) 5743587
Telex.: 21483

MINISTERIO DE SANIDAD Y ASISTENCIA SOCIAL

Urb. El Silencio
Torre Sur, Centro Simón Bolívar
Piso 8
Caracas, D.F.
Teléfonos: (02) 411019, 410677
Telefax: (02) 4832532
Telex.: 4833912

ANNEX 4: LATIN, FRENCH, ENGLISH AND SPANISH VOCABULARY FOR
CRUSTACEAN, SHELLFISH AND OTHER MARINE SPECIES

CRUSTACEOS-CRUSTACES:

LATIN	FRANCAIS	ESPAÑOL	INGLES
Homarus Americanus	Homard Américain	Langosta Amer.	American Lobster
Homarus Gammarus	Homard Européen	Langosta Eur.	European Lobster
Palinurus Spp	Langouste	Langosta	Crawfish, Spiny Lobster
Panulirus spp	Langouste	Langosta	Crawfish, Spiny Lobster
Jasus spp	Langouste	Langosta	Crawfish, Rock Lobster
Paralithodes Camch	Crabe, Crabe royal de I Alaska		King Crab, Alaska Crab
Chionoecetes spp	Crabe, Crabe des neiges		Snow Crab, ev. Queen Crab
Callinectes sapidus	Crabe bleu		Blue Crab
Cancer irroratus	Crabe		Rock Crab
Cancer Pagurus	Tourteau, crabe tourteau		Crab, Edible Crab
Cancer borealis	Crabe		Jonah Crab
Pandalus borealis	Crevette nordique ou pandalus		Deepwater Prawn or Pink Shrimp or Coldwater shrimp
Palaemon serratus	Crevette		Common Prawn
Penaeus spp	Crevette		Prawn
Pandalus Platyceros	Crevette		Spot Shrimp
Crangon spp	Crevette, Crevette grise		Shrimp
Astacus et Cambarus	Ecrevisse		Crayfish
Nephrops norvegicus	Langoustine (scampi)		Norway Lobster
MOLUSCOS-MOLLUSQUES:			
Pecten Varius	Coquille st jaques, pecten		Scallop
Pecten Maximus	Coquille st jaques		Scallop, coquille st. Jacques
Pecten Magellanicus	" " "		Sea Scallop, Giant, Smooth
ou plactopecten magellanicus			
Chlamys opeccularus	Vanneau		Queen Scallop
Chlamys varius	Pétoncle		Variiegated Scallop
PRODUCTOS DE AGUA DULCE-POISSONS D'EAU DOUCE			
Esox Lucius	Brochet, grand brochet		Pike, Northern Pike
Stizostedion Canadense	Sandre canadien, doré noir		Sauger, Yellow Walleye
Stizostedion Vitreum	doré jaune, sandre		Walleye, Pickerel
Perca flavescens	Perche canadienne, perchaude		Yellow Perch
Catostomus comersoni	Meunier noir, cyprin sucet		Mullet
Salvelinus alpinus	Omble chevalier, omble		Arctic Char
Coregonus clupeaformis	Corégone		Lake Whitefish

NOMBRE EN FRANCAIS	NOMBRE EN ESPANOL	NOMBRE CIENTIFICO
ESTURGEONS, SPATULES ACIPENSERIDES ESTURGEONS	ESTURIONES	ACIPENSERIDAS ACIPENSER
E. d Europe occidentale E. du Danube E. étoilé E. à museau court E. jaune d'Amérique E. noir d'Amérique E. sibérien		A. Sturio A. gueldenstaedti A. stellatus A. brevirostris A. fulvescens A. oxyrinchus A. baeri
Esturgeons E. beluga		Huso H. huso
ANGUILLES (GROUPE 22) Anguillidés Anguiles	ANGUILAS	Anguillidae Anguilla
A. d'Europe A. d'Amérique A. d Japon A. de Nouvelle-Zélande		A. Anguilla A. rostrata A. japonica A. diffebachii
SAUMONS, TRUITAS, EPERIANS (GROUPE 23)		
SALMONIDES Corégones C. Cisco C. Blanc C. de lac C. Lavaret Saumon Atlantique Truite d Europe Truite arc-en-ciel Saumons du pacifique S rose S keta S rouge S argente S japonais S royal	SALMONES SALMON ATLANTICO SALMON DEL PACIFICO	SALMONIDAE Coregonus C. Artedii C. Albula C. Clupeaformis C. lavaretus S salar S trutta S gardner Oncorhynchus O gorbuscha O keta O perka O ksutch O masu O tshawytscha
OMBLÉS	TRUCHAS	SALVELINUS
O chevalier Saumon de Fontaine O d'Amérique		S alpinus S Fontinalis S namaycush
Argentinidés		Argentinidae

NOMBRE EN FRANCAIS

NOMBRE EN ESPAÑOL

NOMBRE CIENTIFICO

Argentines
Grande Argentine
Petite Argentine

Argentina
A. silus
A. sphyraena

Osméridés
Eperlans
E. d Europe
E. d Amérique

Osmeridae
Osmerus
O. eperlanus
O. mordax

Capelans
C. Atlantique

CAPELIN

Maulletus
M. villosus

ALOSSES, CHANIDES, (GROUPE 24)

Clupeidés

CLUPEIDOS

Clupeidae

Aloses
A. Vraie
A. feinte
A. de la mer noire
A. du pont-Euxin
A. savoureuse

ARENQUES

Alosa
A. alosa
A. fallax
A. caspia
A. pontica
A. sapidissima

Aloses
A. deté
A. gaspareau
A. matte

Pomolobus
P. aestivalis
P. pseudoharengus
P. mediocris

Clupéonelles
C. de la Caspienne
C. de la mer noire

Clupeonella
C. cultiventris
C. cultiventris

POISSONS DIADROMES DIVERS (groupe 25)

Petromyzonidés
L. marine
L. de riviere
Lamprois
L. artique
Plies

LAMPREAS

Petromyzonidae
P. Marinus
L. fluviatilis
Lethenteron
L. japonicum

P. Commune
Soles Australes
Antimores
Merlus
Gades
Murénes
Baudroies
Marignans
Rascasses
Grondins
Bars

LENGUADOS
LENGUADOS
EGLEFINOS
MERLUSAS
MERLUSAS
MORENAS
LOFIDOS
Holocentridos (Candiles)
Escorpenidas (Sapos)
Triglidos (Gallinas)
Meros

P. Platessa
Soleidae Austroglossus
Macrouridae Antimora
Merlucciidae Merluccius
Gadidae Gadus
Muraenidae Muraena
Lophius
Holocentrus
Scorpaena
Triglia
Dicentrarchus

NOMBRE EN FRANCS

NOMBRE EN ESPAÑOL

NOMBRE CIENTIFICO

Mérous
Vivaneaux
Croupias
Cagnas
Capitaines
Maigres
Ombrines
Labres
Blennies
Gobies
Balistes
Demi-becs
Caranques

Meros
Pargos
Lobatidos
Coro-Coro
Capitán
Curbinas
Petotas
Labridos
Blenidos
Gobidos
Balistidos
Balaos
Carangidos (Lamparasas,
Cara de Caballo)

Epinephelus
Lutjanus
Lobotes
Conodon
Lethrinus
Argirosomus
Umbrina
Labrus
Blennius
Gobius
Balistes
Hemiramphus
Caranx

Pompaneaux
P. sole
Bécunes
Mulets
Atherines
Harengs
Anchois
Auxides
Bonite à Ventre Rayé
Thons Rouge
Thazard Barre
Bonites
Makaires
Espadon
Poissons Sabres
Maquereaux
Requins Taupes
Requins Pelerin
Requins Tigres
Squales
Ange de Mer
Raies
Aigles de Mer

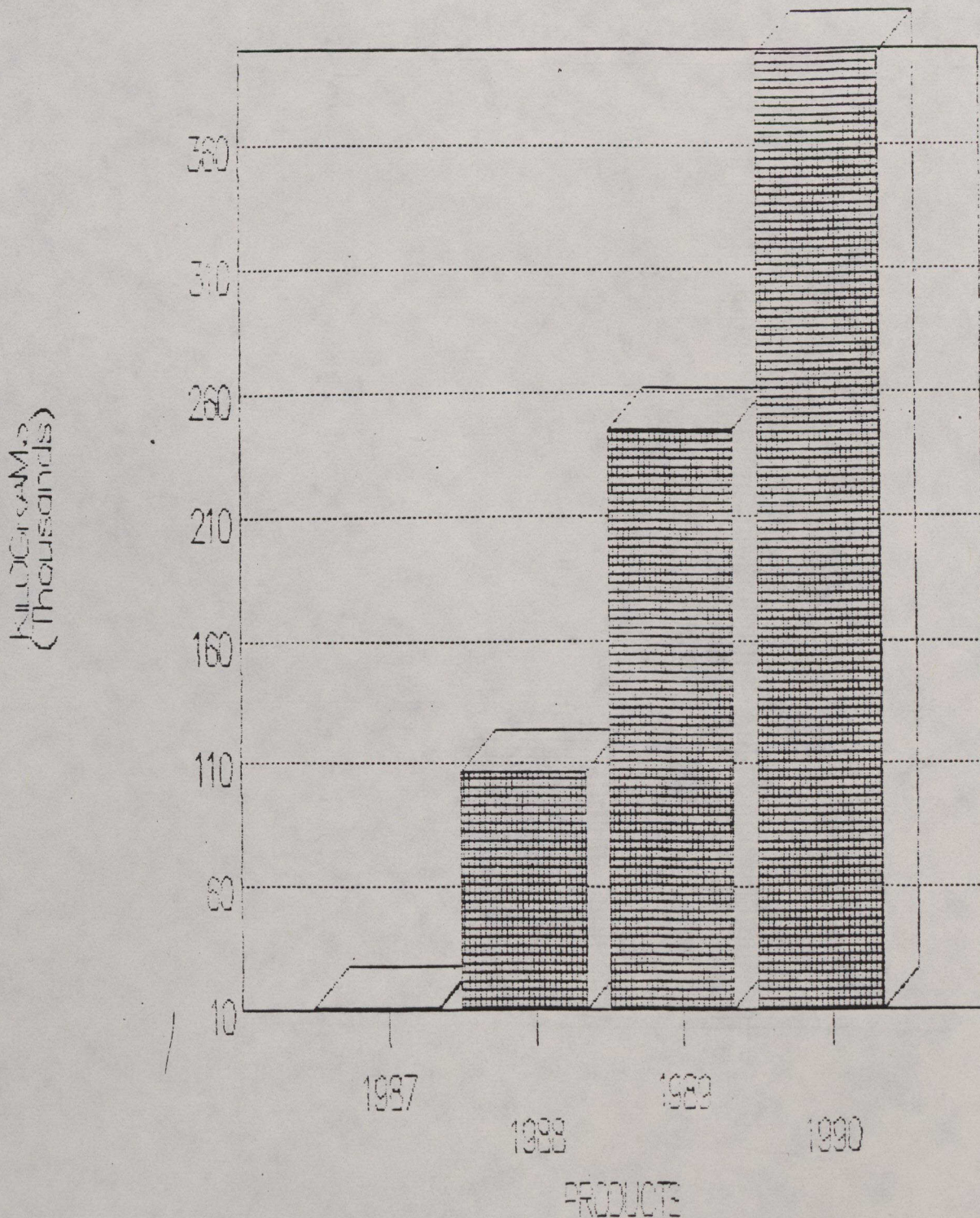
Pampano
Picuas, Barracudas
Lisas, Lebranches
Aterinidos
Arenques y Sardinias
Anchoas
Cabaña
Bonitos
Atunes
Caballa
Bonitos
Agujas
Pez Espada
Tajali
Carite
Tiburones
Tiburones
Tiburones, Cazonas
Tiburón
Tiburones
Rayas
Rayas

Trachynotus
T. Carolinus
Sphyraena
Mugil
Atherina
Clupea Harengus
Engraulis
Auxis
Euthynnus Pelamis
Thunnus Thynnus
Scomberomorus Cavalla
Sarda Sarda
Makaira
Xphidae
Trihiuridae
Scomber
Lamidae
Cetorhinidae
Squalorhynchus Galeus
Squalidae
Squalinidae
Squididae
Myliobatidae



TOTAL IMPORTS YEARS 1987-90

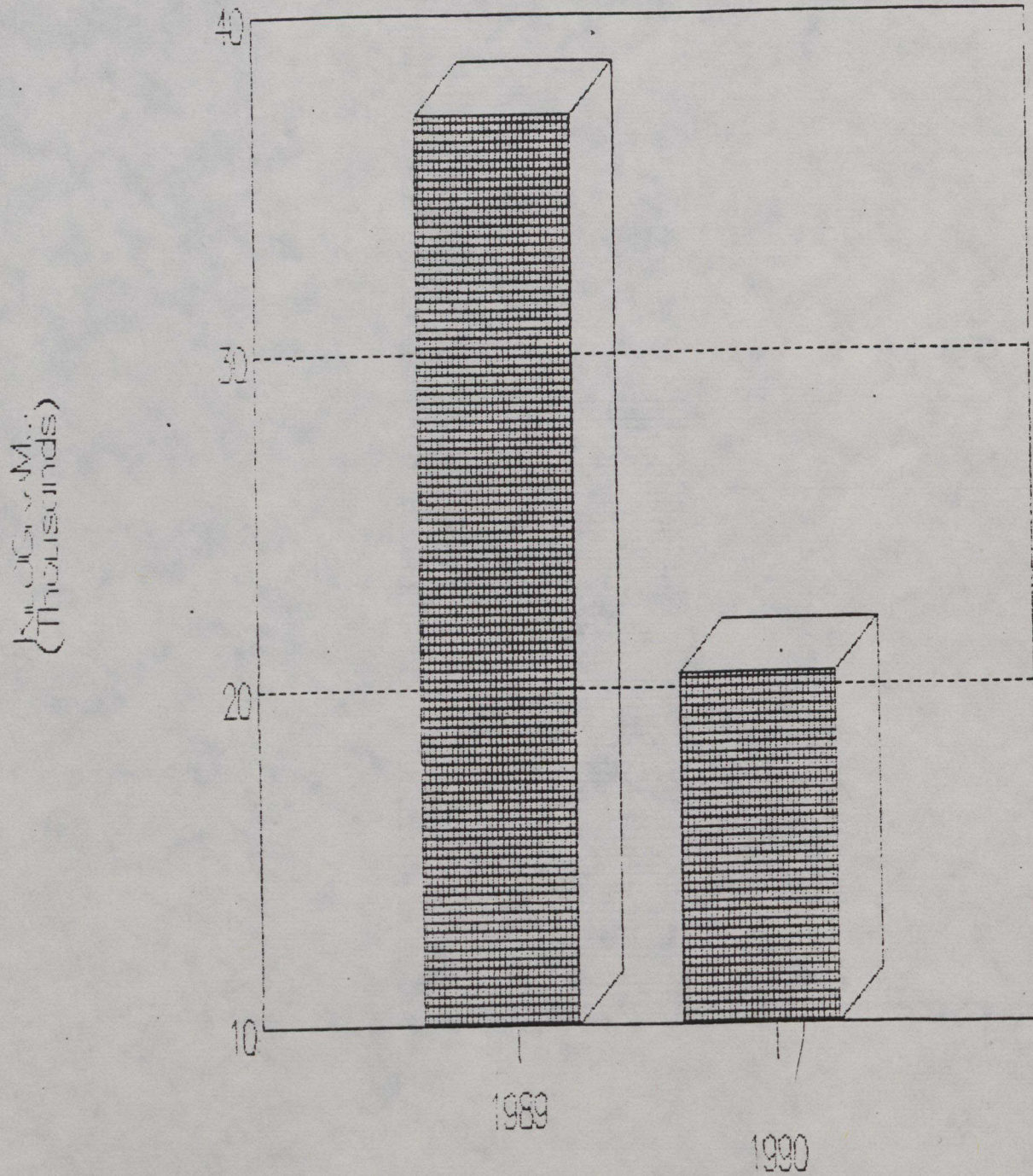
(TONS)



Source:
Ministry of Agricu

CRAB IMPORTS YEARS 1987-1990

(THOUSAND OF KILOGRAMS)

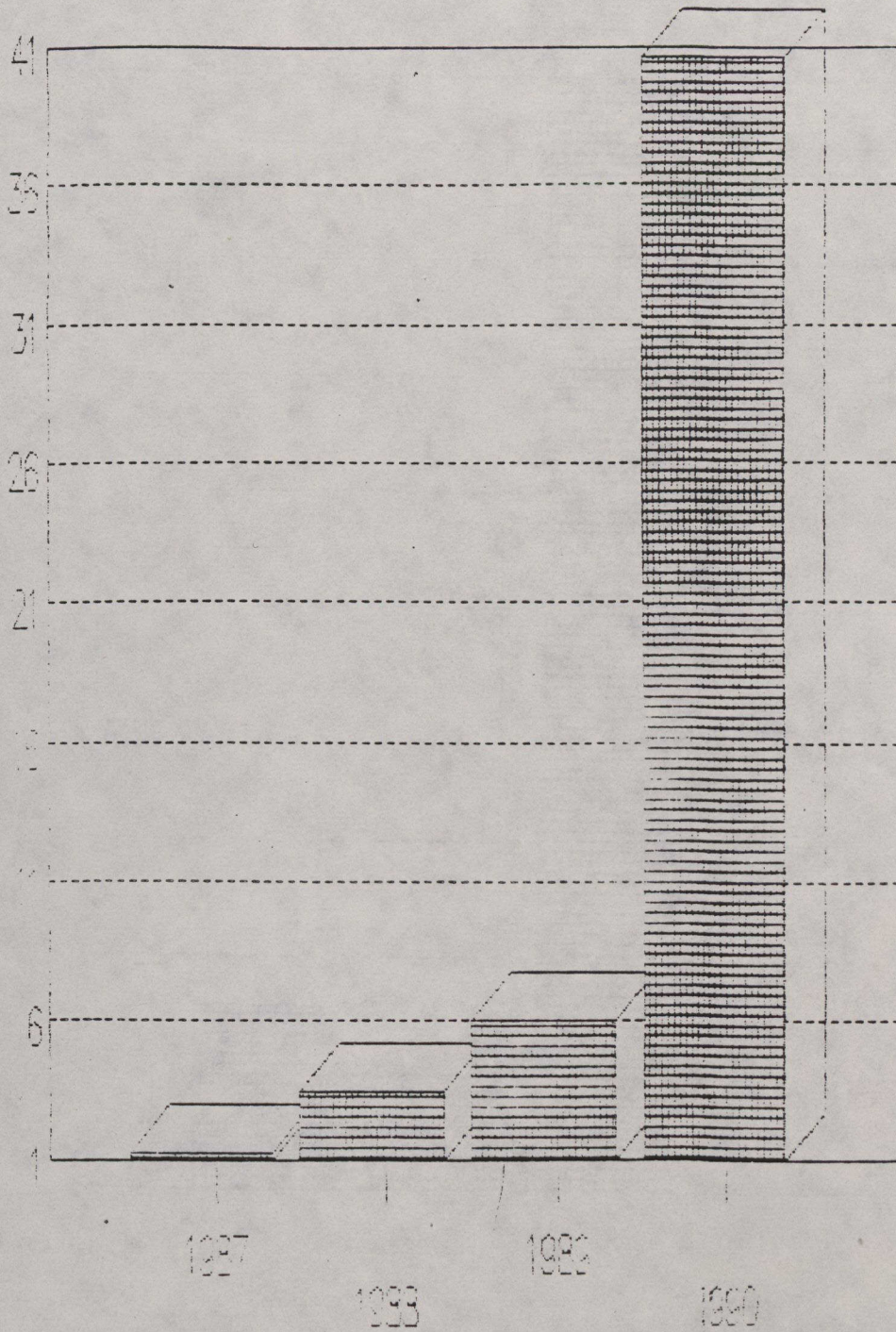


YEARS—Source: 1990 Statistical Yearbook

SALMON IMPORTS YEARS 1987-1990

CHART 03

(THOUSAND OF KILOGRAMS)

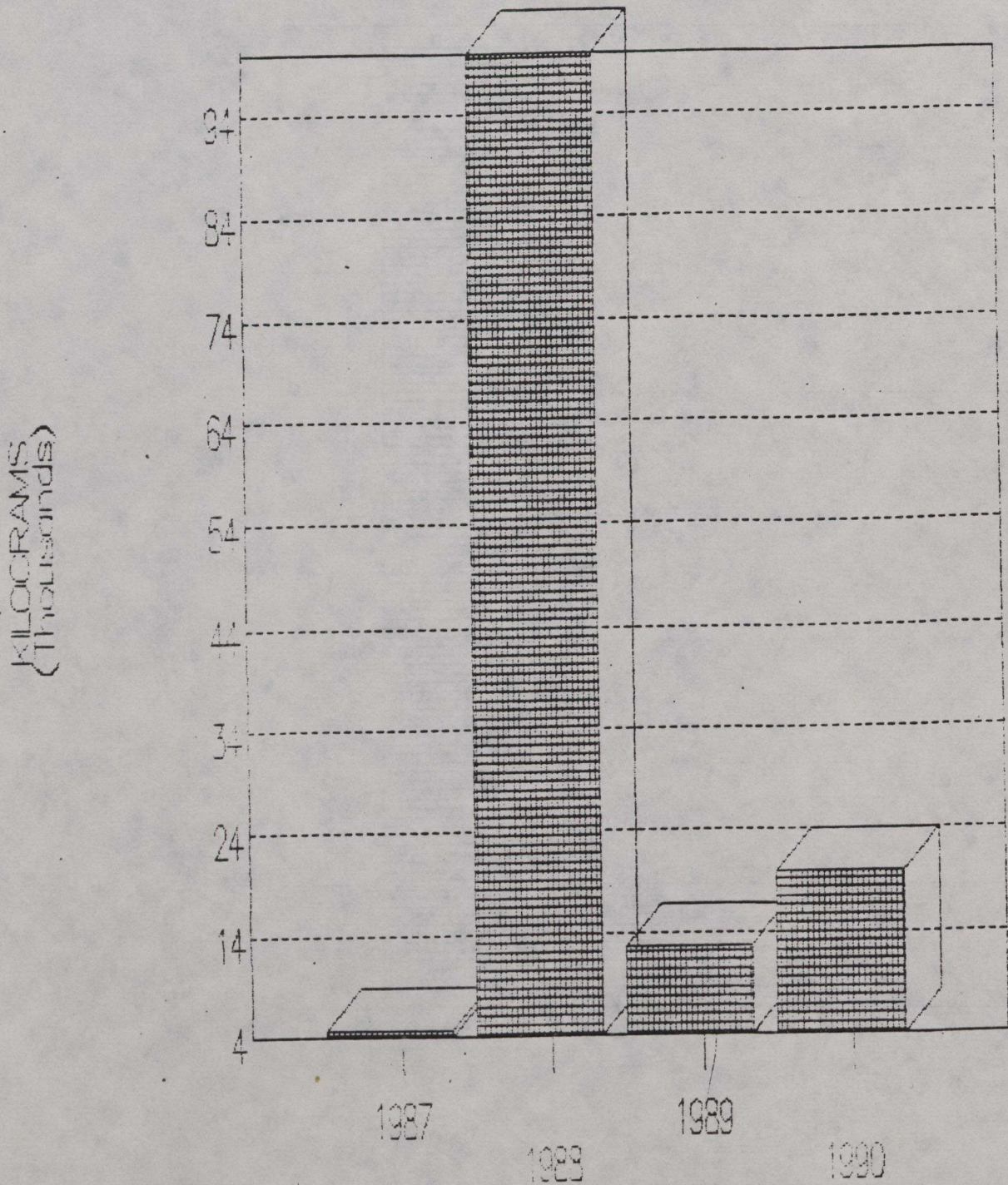


Full Circle Agency
(11 years of service)

YEARS—Source 1990 Statistical Yearbook

COD FISH IMPORTS 1987-1990

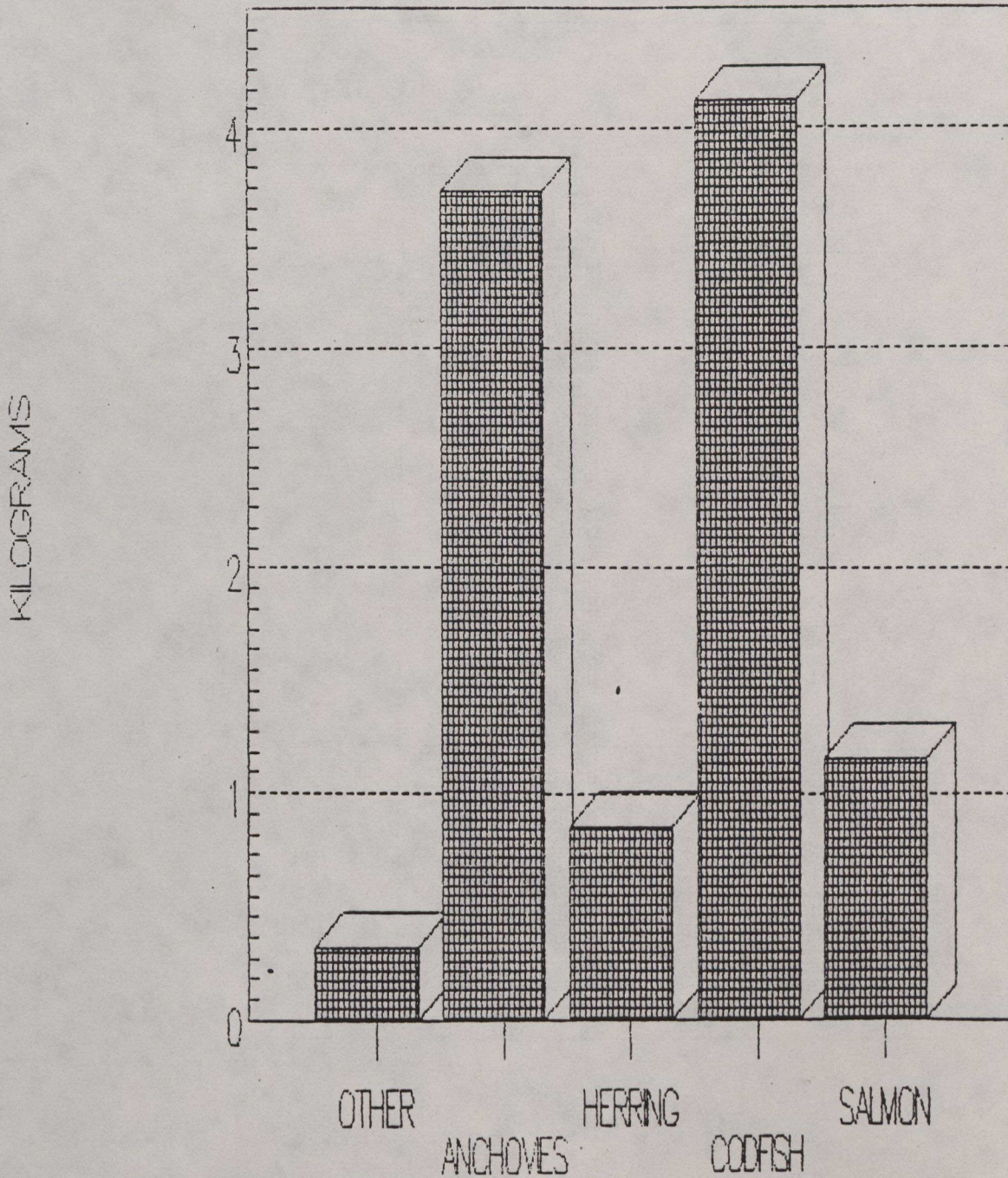
(THOUSAND KILOGRAMS)



YEARS—Source: Statistical Yearbook 1990

IMPORTS - YEAR 1987

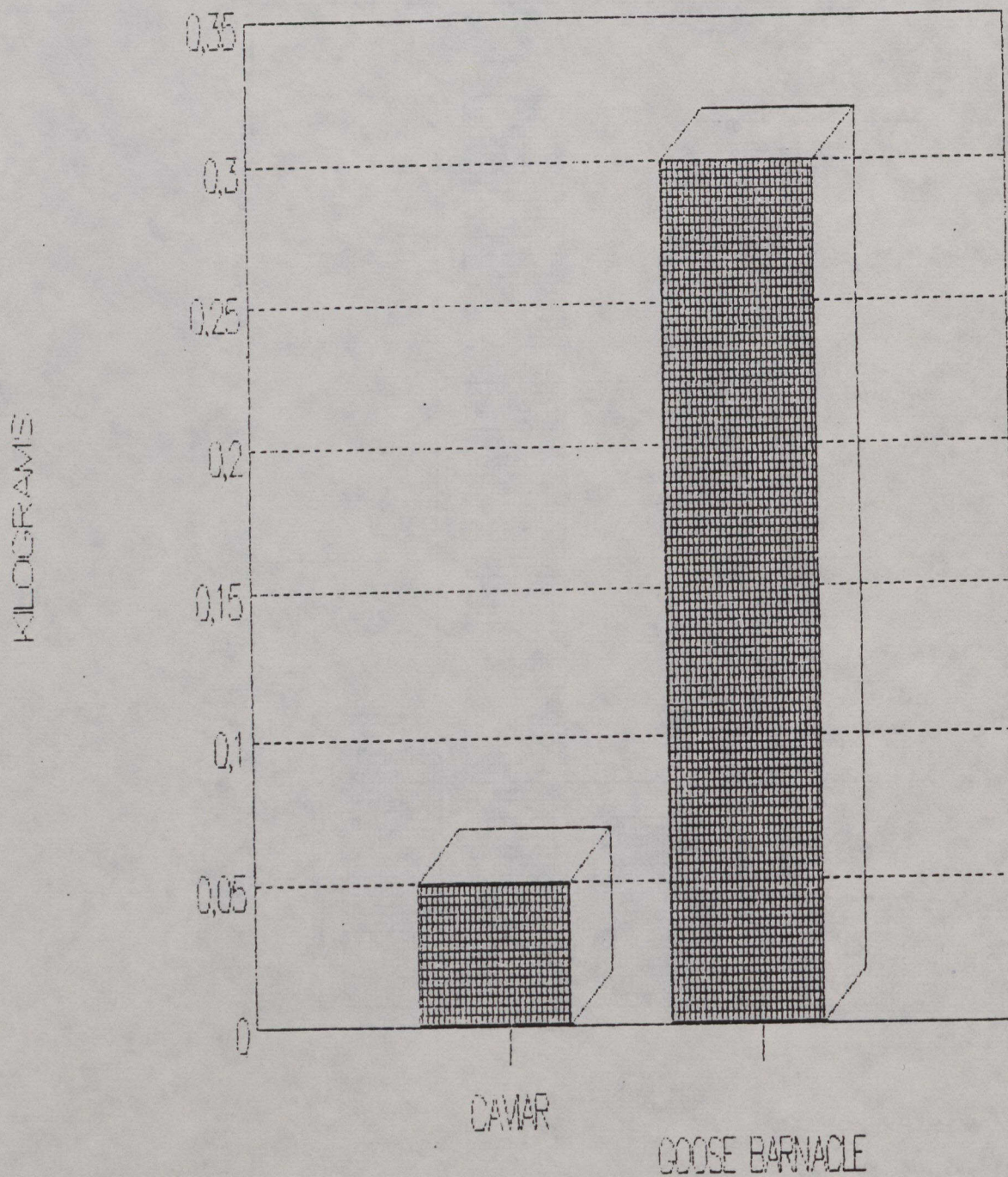
(THOUSAND OF KILOGRAMS)



PRODUCTS (Source: M.A.C. 1990)

IMPORTS - YEAR 1987

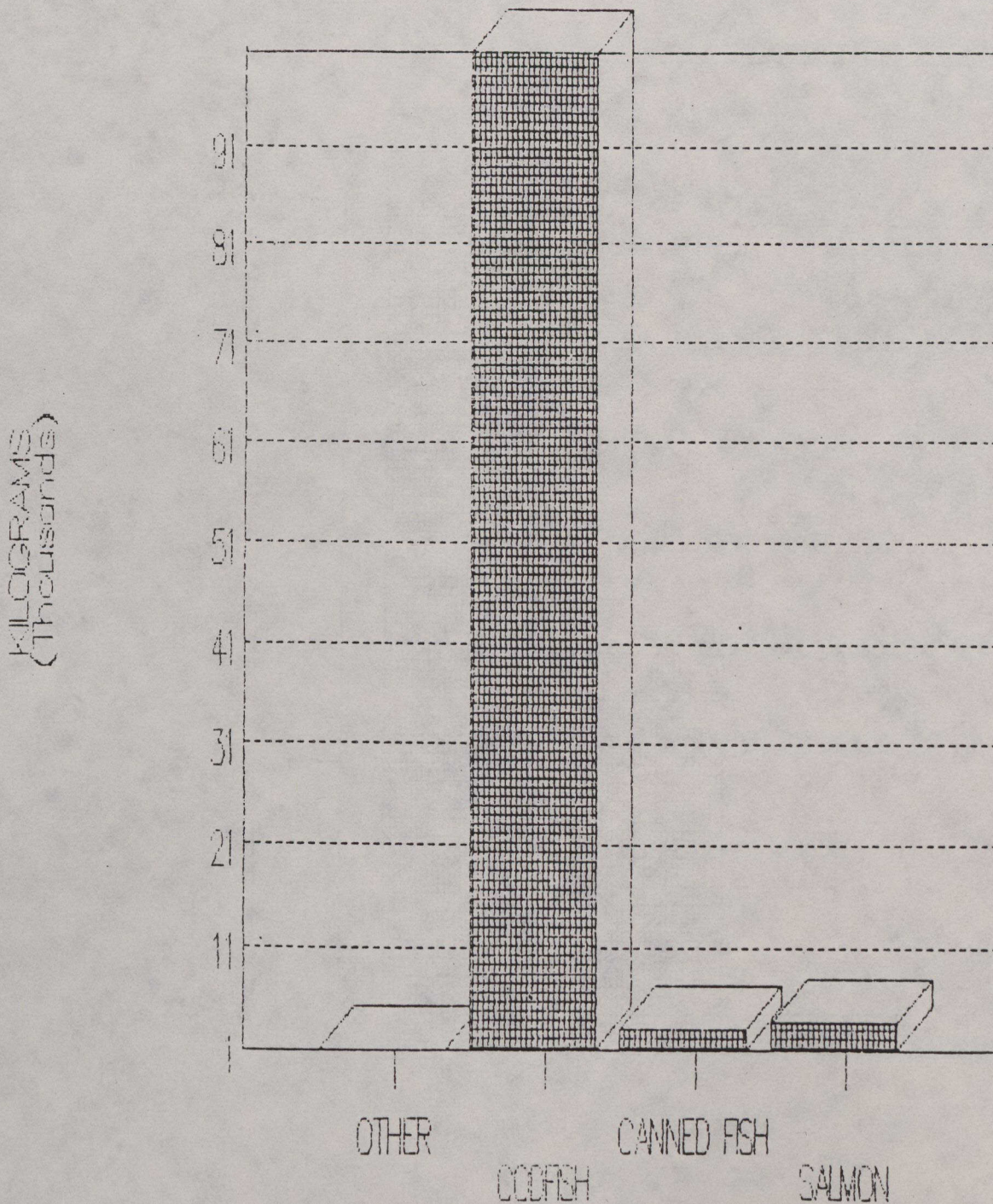
OTHER (THOUSANDS OF KILOGRAMS)



PRODUCTS (Source: MAC, 1990)

IMPORTS - YEAR 1988

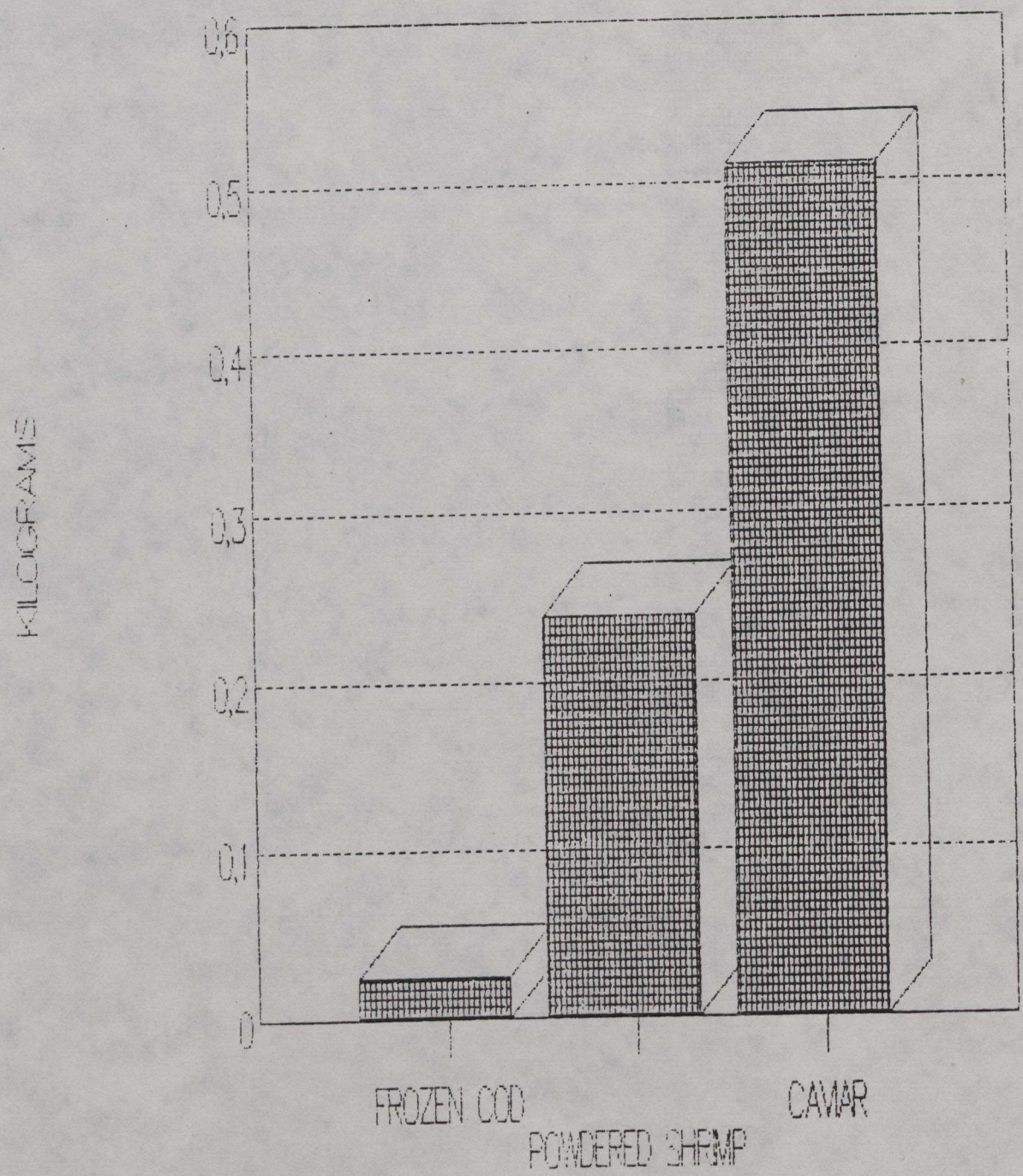
(THOUSAND OF KILOGRAMS)



PRODUCTS (Source: M.A.C. 1990)

IMPORTS - YEAR 1988

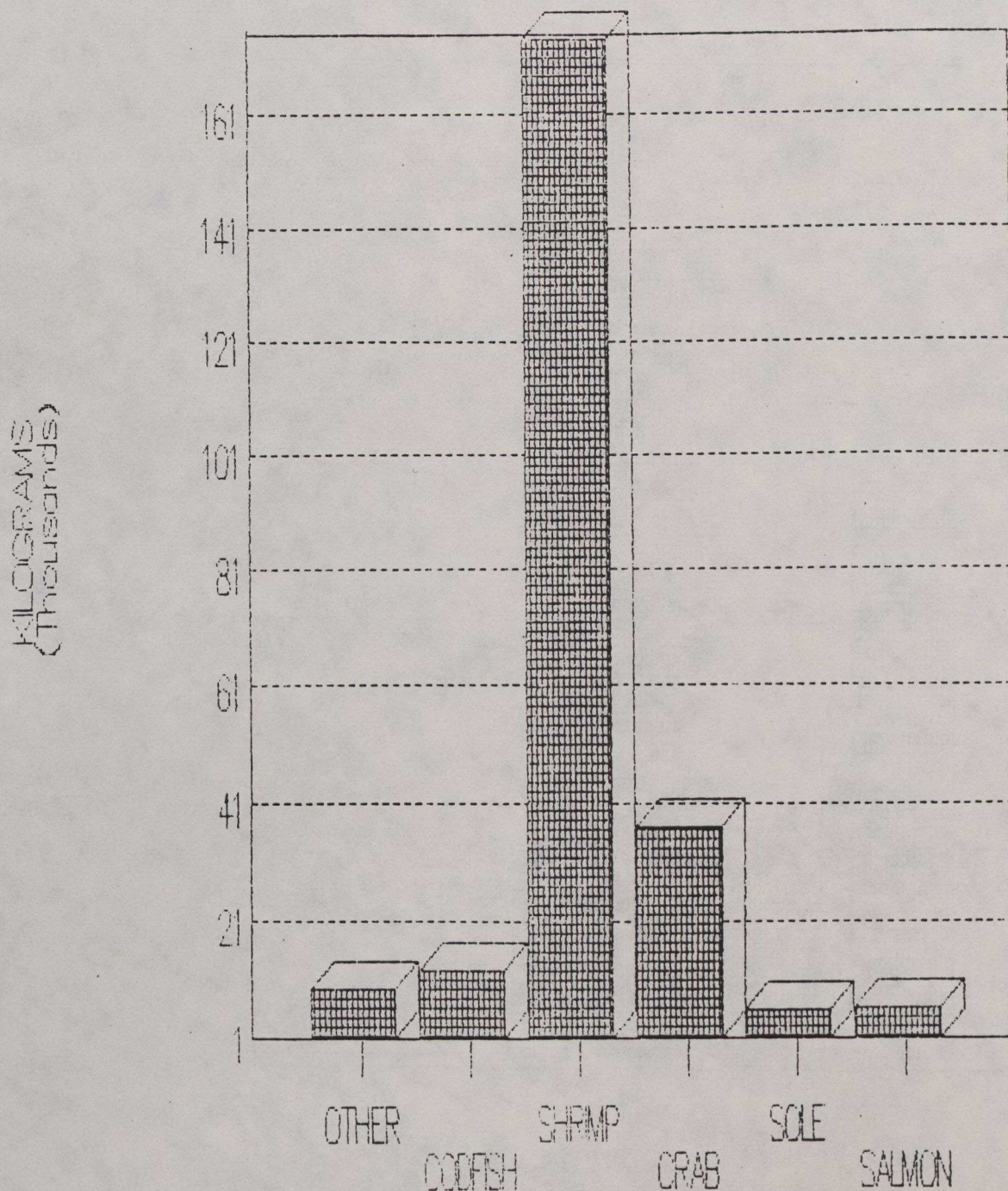
OTHER (THOUSANDS OF KILOGRAMS)



PRODUCTS (Source: M.A.C. 1990)

IMPORTS YEAR 1989

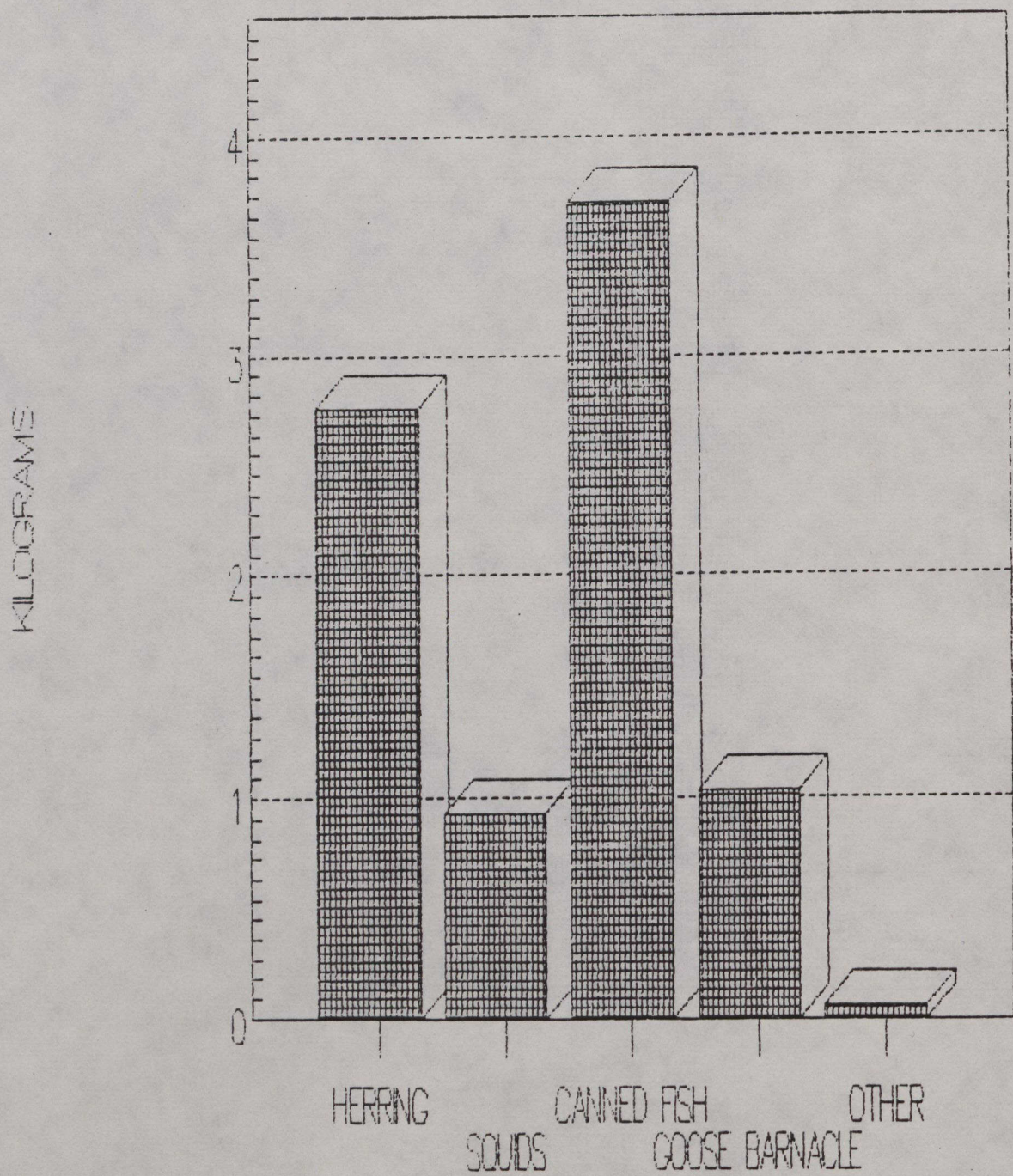
(THOUSANDS OF KILOGRAMS)



PRODUCTS (Source: M.A.C. 1990)

IMPORTS - YEAR 1989

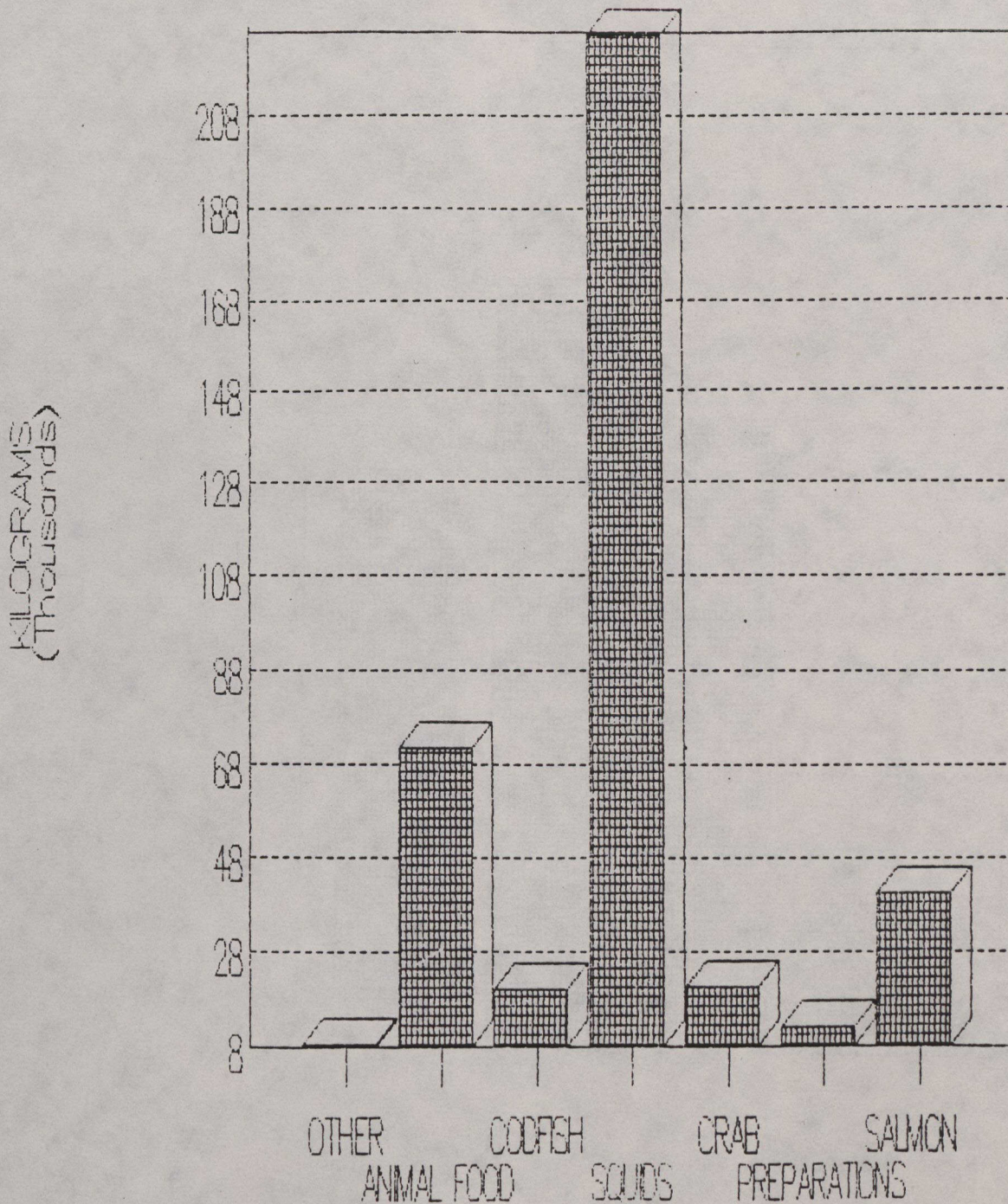
OTHER (THOUSANDS OF KILOGRAMS)



PRODUCTS (Source: M.A.C. 1990)

IMPORTS - YEAR 1990

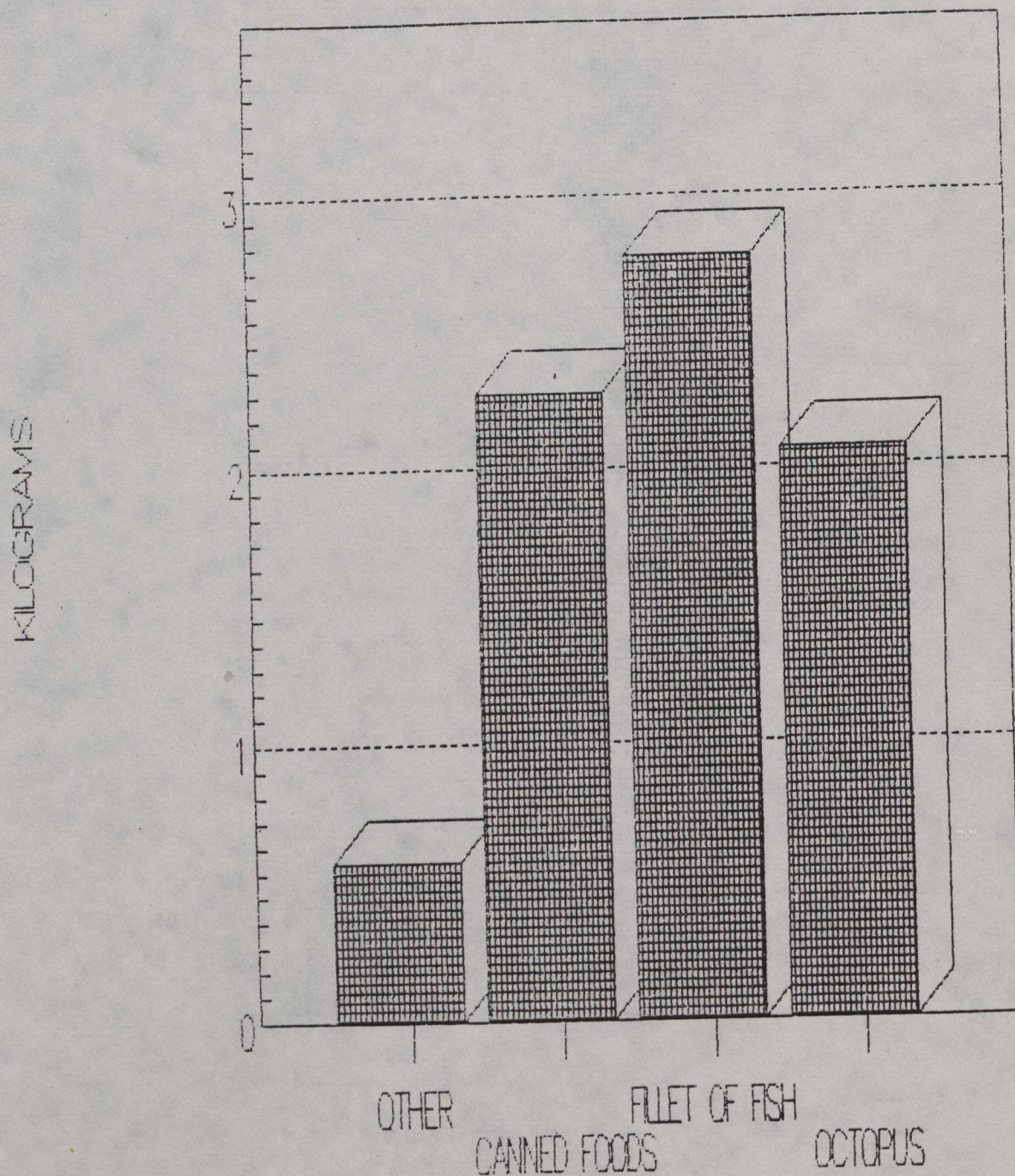
(THOUSANDS OF KILOGRAMS)



PRODUCTS (Source: M.A.C. 1990)

IMPORTS - YEAR 1990

OTHER (THOUSANDS OF KILOGRAMS)

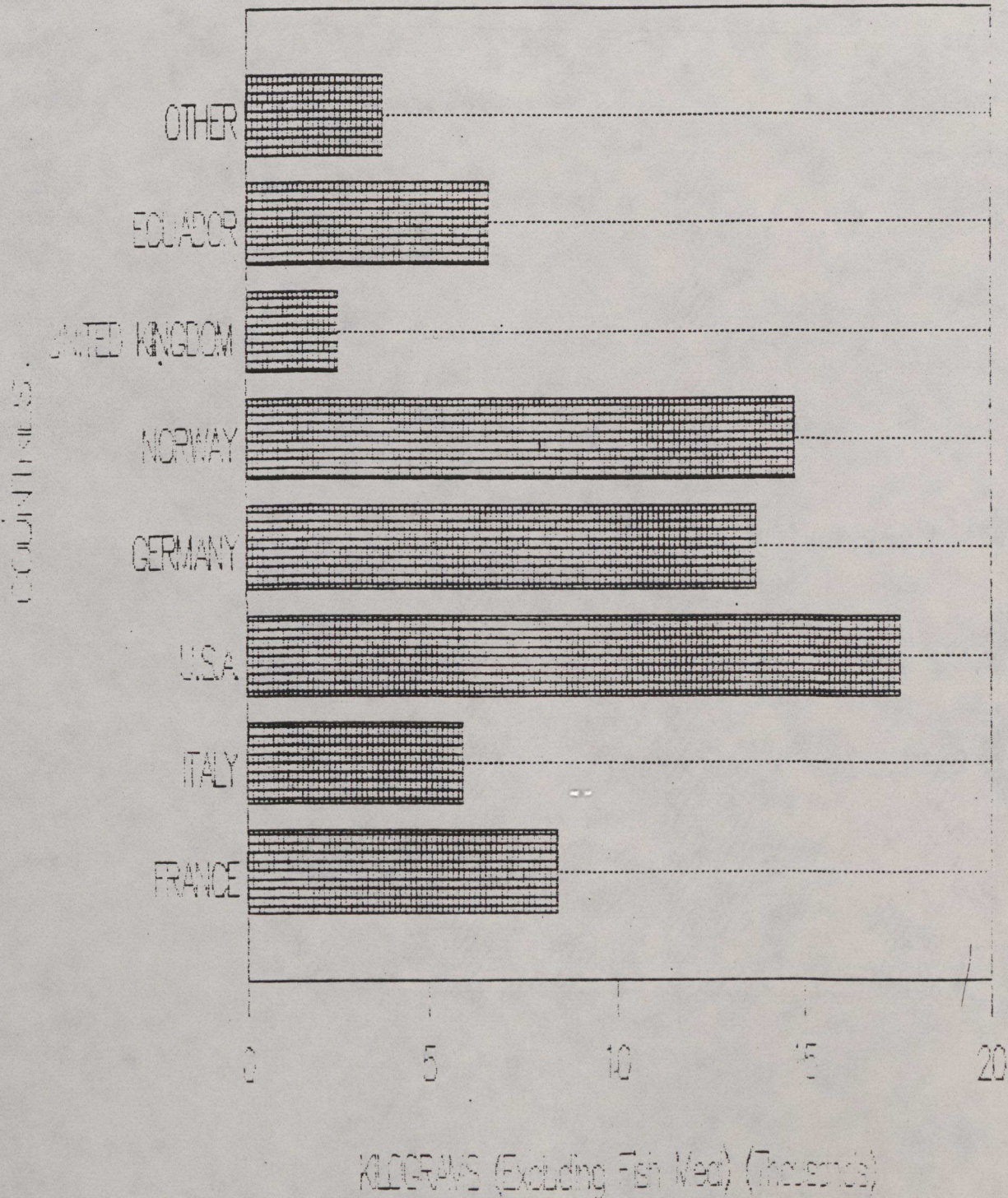


PRODUCTS (Source: M.A.C. 1990)

IMPORTS PER COUNTRY - 1989

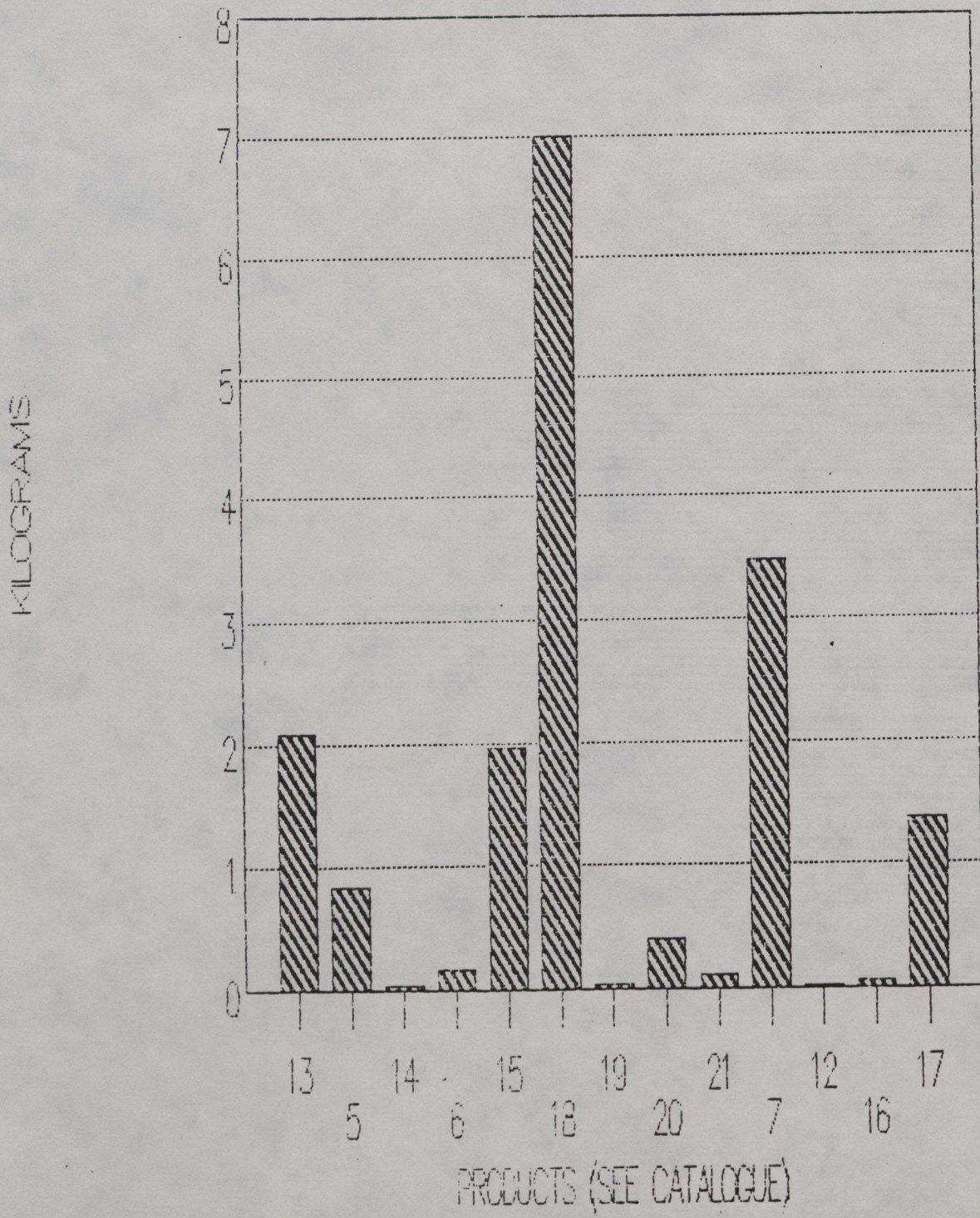
THOUSAND OF KILOGRAMS

Source: 1989 O.C.E.I. Statistical Yearbook



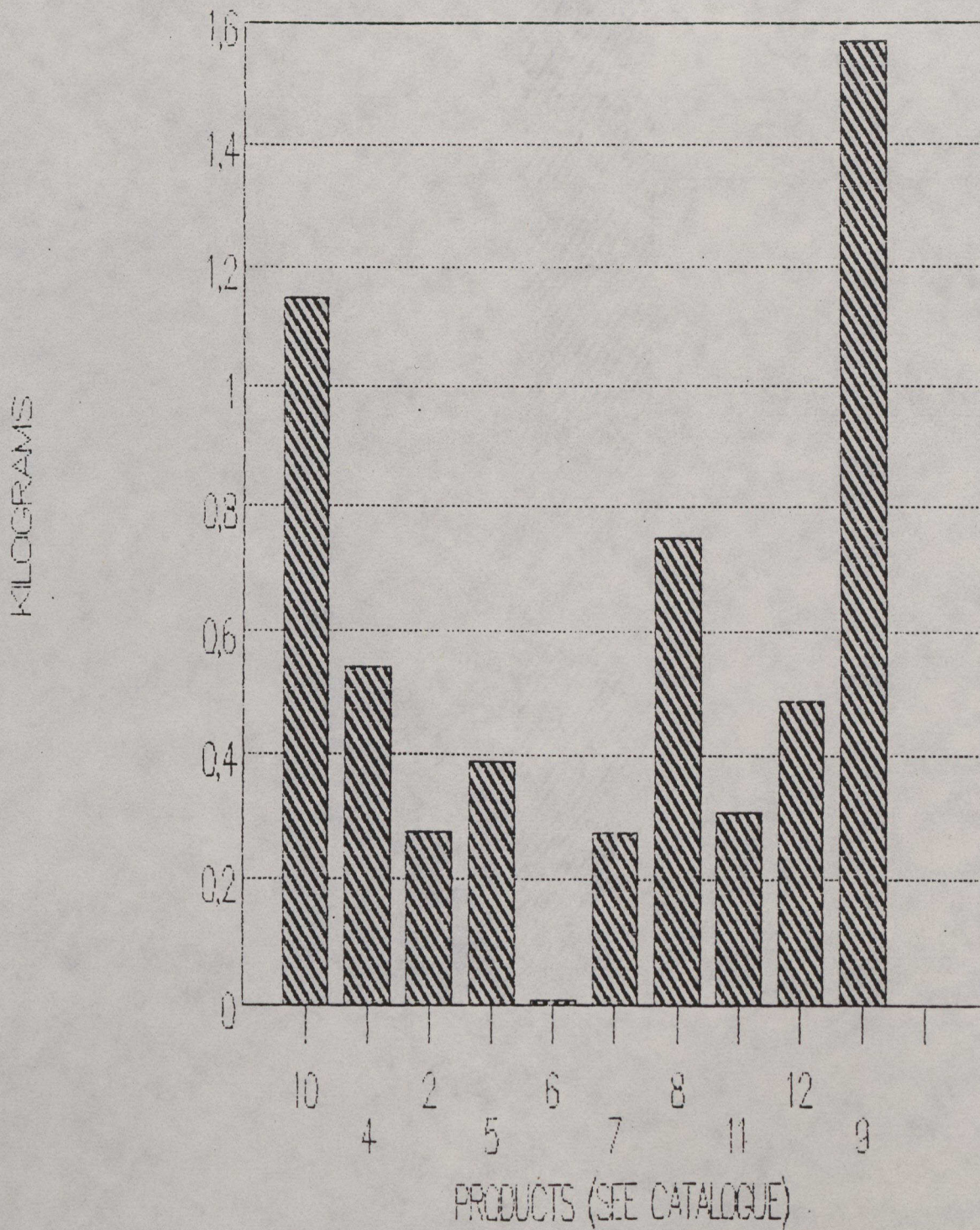
U.S.A. IMPORTS - 1989

THOUSANDS OF KILOGRAMS



ITALY IMPORTS - 1989

THOUSAND OF KGRS

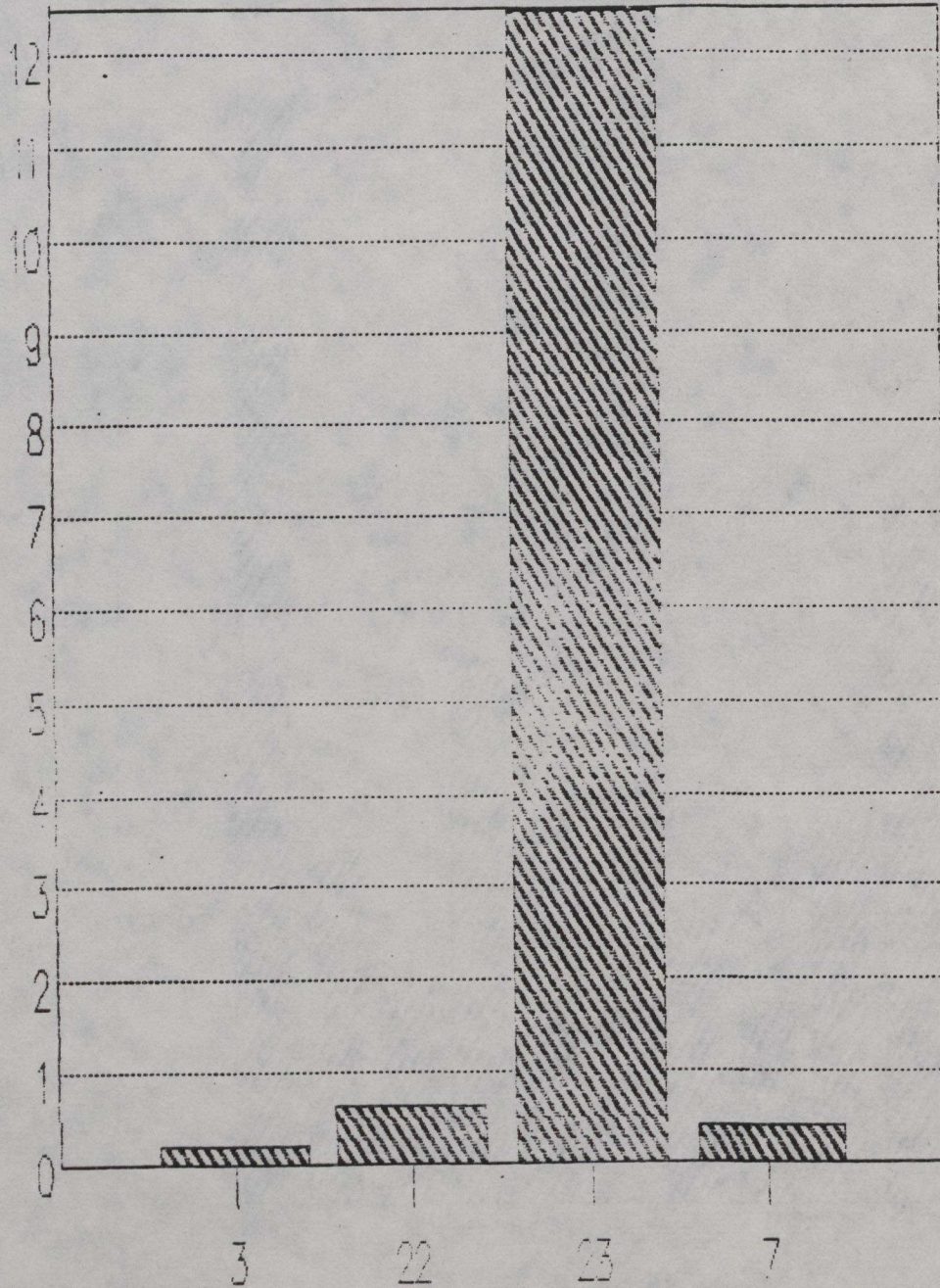


GERMANY IMPORTS - 1989

THOUSAND OF KILOGRAMS

Source: 1989 O.C.E.I. Statistical Yearbook

1000 Kilograms

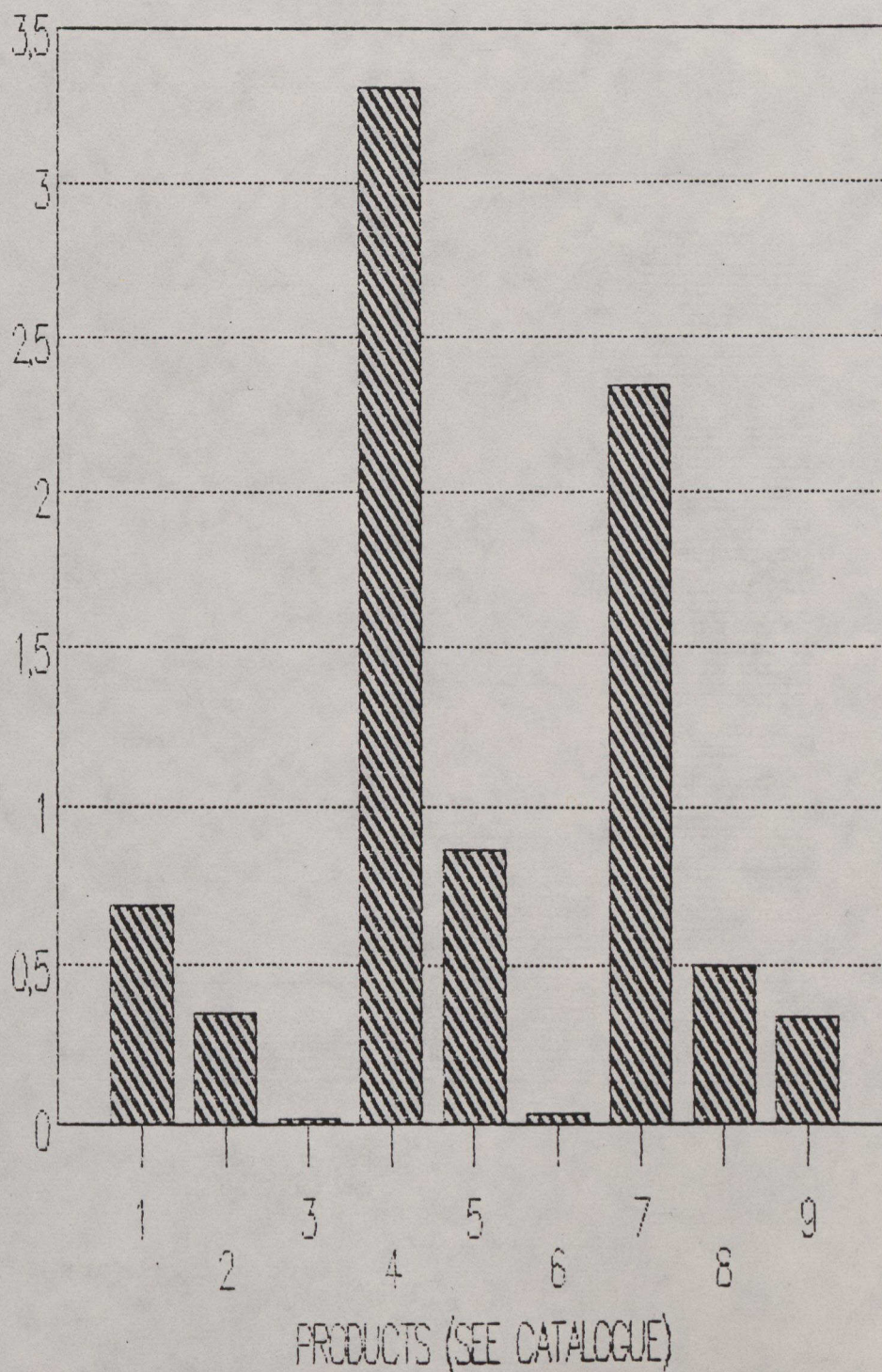


PRODUCTS (SEE CATALOGUE)

FRANCE IMPORTS - 1.989

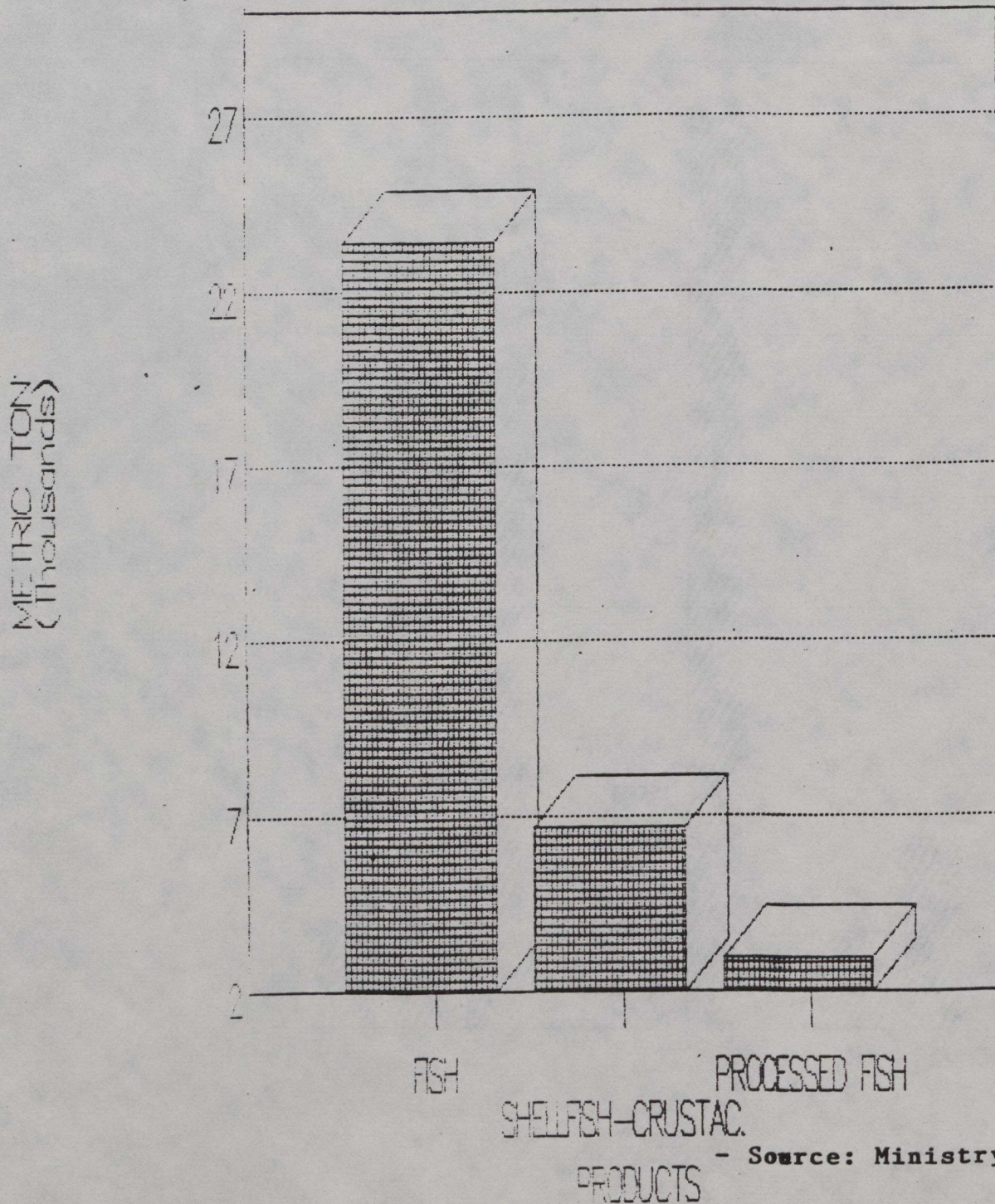
THOUSANDS OF KGRS

KILOGRAMS



EXPORTS - YEAR 1989

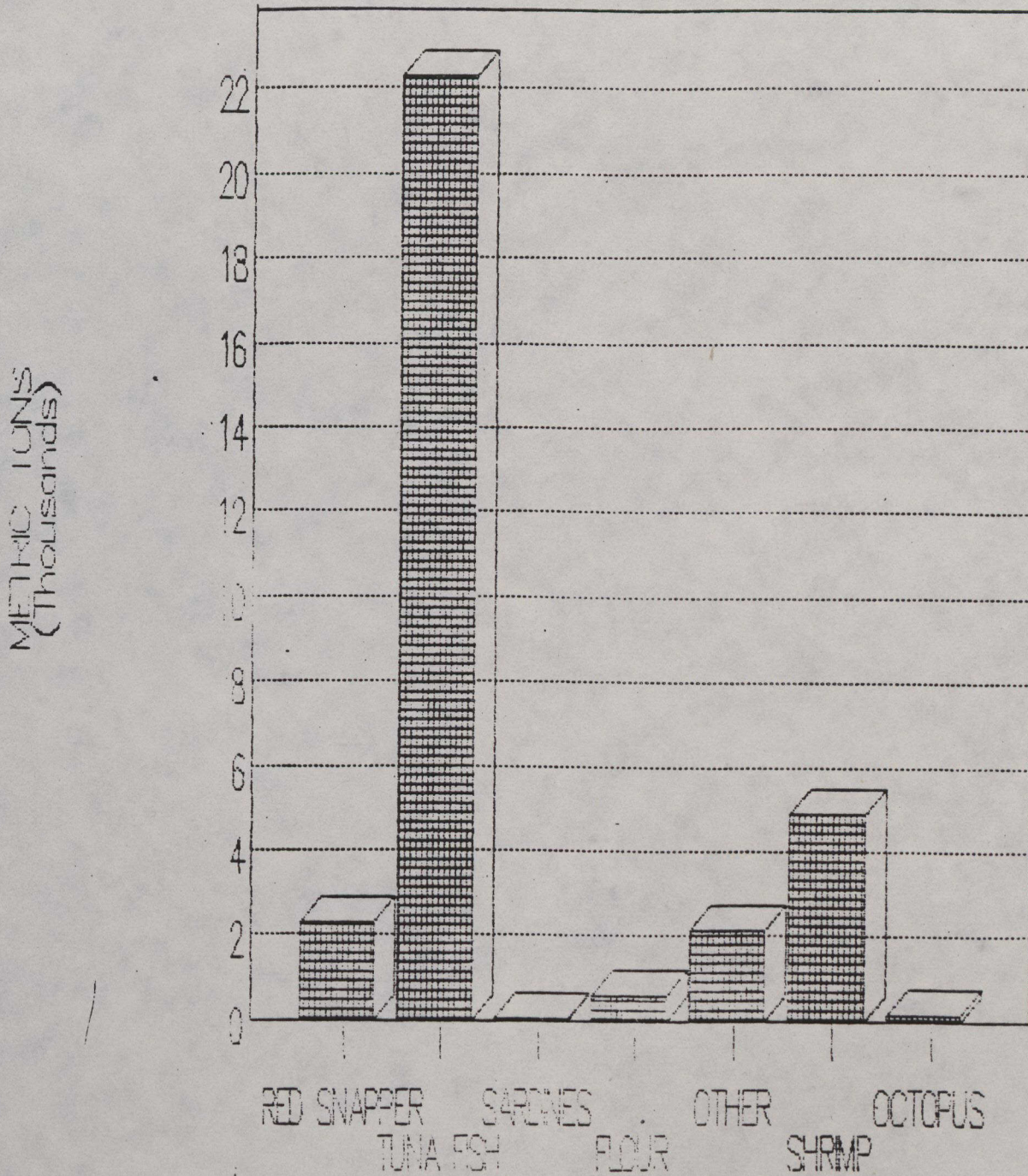
(THOUSAND OF M.T.)



- Source: Ministry of Agricult. 1990

EXPORTS - YEAR 1989

PER PRODUCT (THOUSAND OF M.T.)



CATALOGUE OF PRODUCTS IMPORTED

PRODUCTS	CATALOGUE
CRUSTACEAE, MOLLUSCA	1
ANCHOVIES	2
CAVIAR AND SUSTITUTES	3
SARDINES	4
CANNED AND PREPARED TUNA FISH	5
FISH AND MARINE MAMMALS OILS	6
SMOKED SALMON	7
SMOKED CODFISH	8
NON-SMOKED BRINE CODFISH	9
HERRING PASTE	10
SMOKED SARDINES	11
OTHER SMOKED FISH	12
HERRING PREPARATIONS	13
SALMON PREPARATIONS	14
COOKED, OXIDIZED FISH, ETC	15
ORNAMENTAL FISH	16
OTHER LIVING FISH FOR MULTIPLICATION	17
FISH OILS OTHER THAN REFINED FISH LIVER OIL	18
FISH OILS OTHER THAN GROSS FISH LIVER OIL	19
OTHER NON-FROZEN CRUSTACEAN	20
NON-SMOKED SALTED DRIED SARDINE FILLETS	21
GROSS CODFISH LIVER OIL	22
REFINED CODFISH LIVER OIL	23
NON-SMOKED SALTED DRIED CODFISH FILLETS	24
VARIJUS FRESH OR REFRIGERATED FISH	25

LIBRARY E A/BIBLIOTHEQUE A E



3 5036 20082969 8