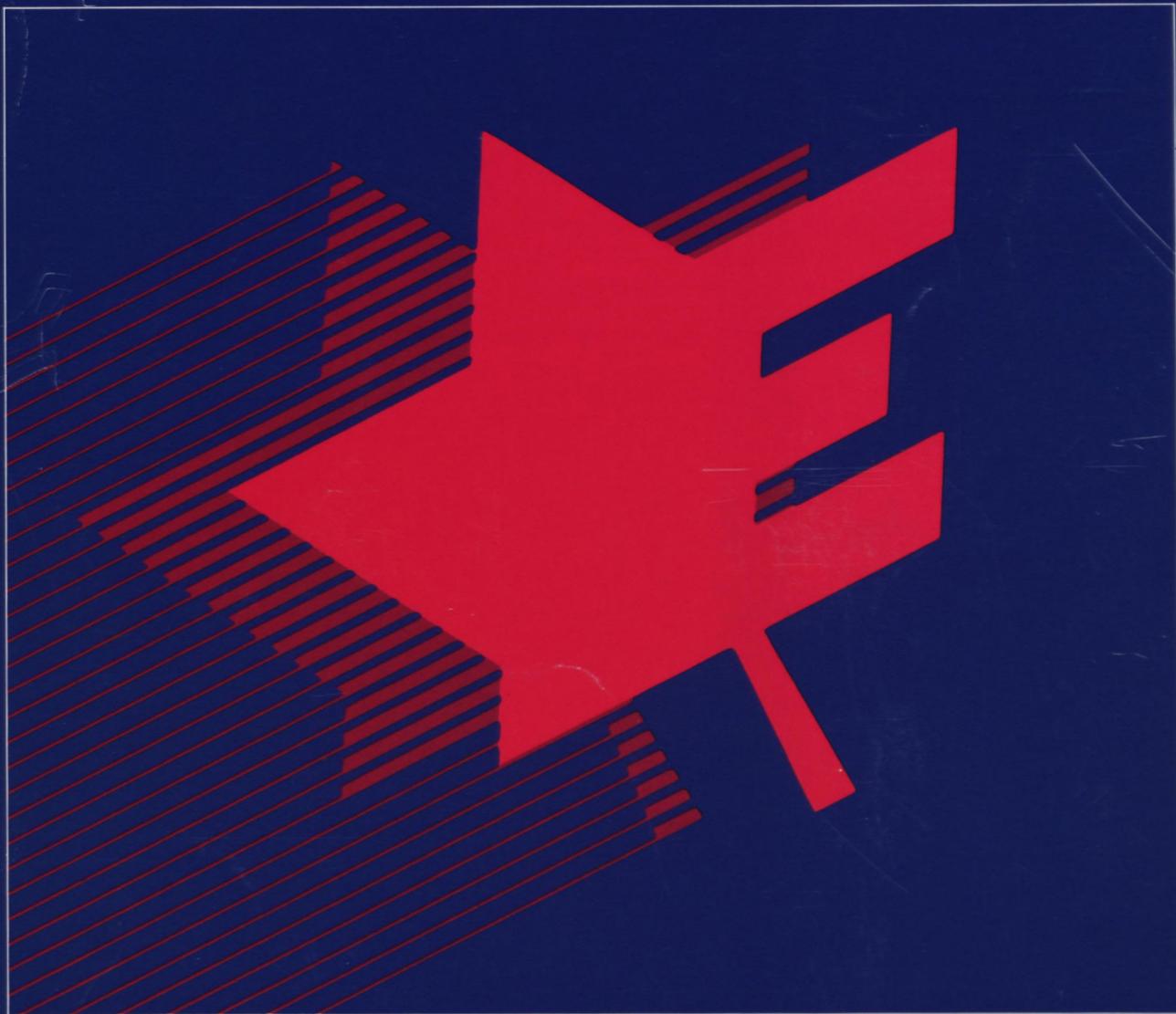
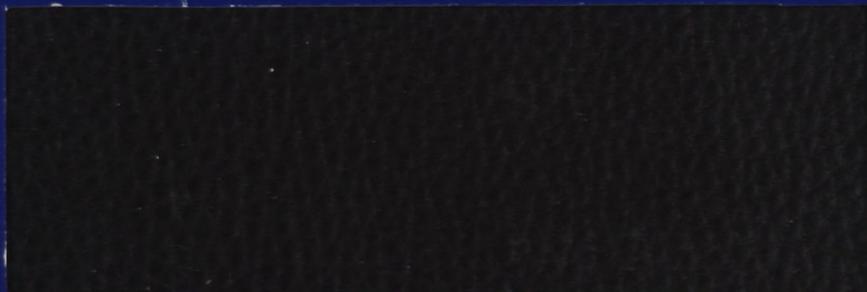


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REPUBLIC OF KOREA

GUIDELINES FOR CANADIAN FISH EXPORTERS
1989/90

Prepared by:
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Department of External
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May 1989

Dept. of External Affairs
Min. des Affaires extérieures

AUG 17 1990

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READERS WHO WOULD LIKE MORE INFORMATION ON THE EXPORT OPPORTUNITIES IN THE REPUBLIC OF KOREA SHOULD CONTACT TRADE COMMISSIONERS AT THE NEAREST INTERNATIONAL TRADE CENTRE OR AT THE EAST ASIA TRADE DEVELOPMENT DIVISION OR THE FISHERIES DIVISION OF EXTERNAL AFFAIRS IN OTTAWA.

IF YOU ARE "EXPORT READY" AND WISH TO TAKE ADVANTAGE OF THESE OPPORTUNITIES, YOU SHOULD LET THE CANADIAN EMBASSY IN SEOUL KNOW OF YOUR EXPORT CAPABILITIES, INDICATING YOUR WILLINGNESS TO RESPOND TO BUYER INQUIRIES.

FOR YOUR CONVENIENCE, CONTACT INFORMATION FOR THE INTERNATIONAL TRADE CENTRES IS APPENDED TO THIS REPORT.

INTRODUCTION

The Canadian Embassy in Seoul, Republic of Korea (South Korea) in its 1988/89 post plan, identified "Fish, Shellfish and Other Fish Products" as a priority sub-sector for market development activities by the post.

The post's 1988/89 plan is set out in Appendix 1 to this report. The report elaborates on the plan and provides supplemental information on the South Korean market for fish products.

This report is intended:

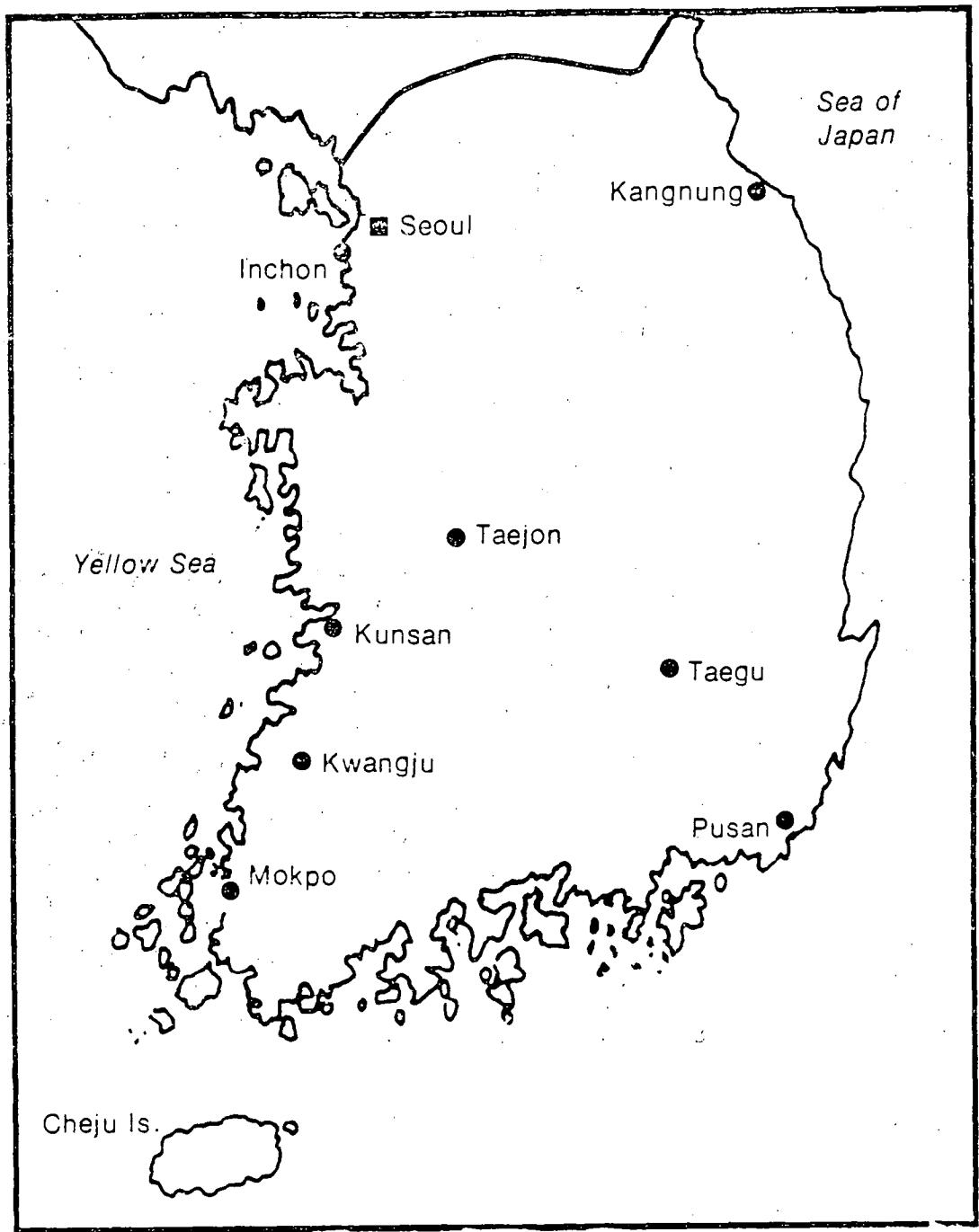
- to make Canadian fish exporters aware of the export market opportunities for fish in South Korea;
- to provide exporters with sufficient information to assess whether further exploration of the market opportunities is warranted;
- to facilitate contacts with South Korean fish buyers;
- to provide helpful information to Canadian fish exporters, and to make them aware of the services provided and activities undertaken in support of Canadian export development by trade officers at the Canadian Embassy in Seoul;
- to promote discussion of Canadian fish export interests, priorities, competitive challenges and marketing efforts in South Korea.

Care has been taken to assure the accuracy of the information in this report at the time of preparation. However prudent Canadian fish exporters are advised to check all relevant details with prospective buyers and to adhere to the specifications set by South Korean importers and authorities.

We want to hear about our efforts to develop the South Korean market for fish and fish products, both successful and unsuccessful. If we have missed important information, please let us know.

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■ Capital city

POST: Seoul

COUNTRY: Republic of Korea

REPUBLIC OF KOREA, THE MARKET IN BRIEF:

South Korea is a major fishing nation with fish catches of 3,102,542 t in 1986 (2,649,880 t - 1982-84 average) and fish exports of 585,698 t (1982-84 average). During 1982-84, South Korea imported on average 86,452 t of fish products or about 5 percent of its average total fisheries food supply of 1,774,467 t. South Korean fish consumption averaged about 44.4 kg per capita during this period which is among the highest in the world. Canada's share of this market has remained relatively low. Canadian fish exports to South Korea increased from \$676,888 in 1986 to \$1.1 million in 1987. (Newfoundland \$502,001; Nova Scotia - \$98,449; Ontario - \$96,593, British Columbia - \$426,484). Currently Canadian fish exports to South Korea consist of fish meal, shellfish, canned fish products, frozen salmon and frozen herring.

South Korea restricts the import of fish and fish products to preserve foreign exchange and protect its domestic fishing industry. A total 108 fish species (out of 317 species of fish or marine animals under the current harmonized system) were liberalized through a number of measures taken by the Korean Government up to the end of June 1988 and an additional 12 species were liberalized from July 1, 1988. According to the future import liberalization schedule, 26 additional species in 1989, 32 species in 1990 and 37 species in 1991 are also expected to be opened respectively for import for the next three years. (The liberalized species and species expected to be liberalized are listed in Appendix 1 and the 1989-1993 tariff reduction schedule on imported fish products are listed in Appendix 2). With the exception of the liberalized species, Korean importers are required to obtain special import licenses for importing restricted species. These licenses are usually very difficult to obtain. In addition, the Korea Tourist Hotel Supply Centre (KTHSC) is authorized to import any species for tourist hotel use (approximately U.S.\$ one million per year) but must obtain import recommendations from the Korean Ministry of Transportation.

FISHERIES CONTACT(S) AT POST:

Mr. David E. Wynne
Counsellor (Commercial and Consul)
Canadian Embassy
10th Floor
Kolon Building
45 Mugyo-Dong
Jung-Ku
Seoul 100-170

Telephone: (011-82-2) 753-2605
Telex: 27425
Fax: (02) 755-0686

EXTERNAL AFFAIRS HEADQUARTERS CONTACTS:

TAF (Fisheries Division)
R. Steinbock - 996-3558

PNC (East Asia Trade Development Division)
J. Schwartzburg - 996-7582

REPRESENTATIVE OFFICE IN CANADA:

Embassy of Korea
151 Slater Street
Ottawa, Ontario

Tel.: (613) 232-1715

COUNTRY DATA:

Population: 45,243,000 (1989 estimate)

Area: 98,477 km²

Pop. Density: 459.4 persons per square km.

Major cities: Seoul (9.6 million), Pusan (3.5 million)
Taegil (2 million), Inchon, Suwon, Mason,
Ulsan, Pohang

GNP: U.S. \$118 billion (1987, in 1987 dollars)
real growth rate 12.2% (1987); real growth
rate 10.1% (1983-87 average)

GNP per capita: U.S.\$3,728 (1988)

Economy: Free Market Economy based on private
ownership of the means of production and
distribution. However, the Government
owns part or all of approximately 30
companies which are organized and operated
as private companies with independent
management. Industry is strongly
supported by Government Policies and
Programs

Currency: Won (563 Won to Canadian \$ March 28, 1989
Noon)

Weights
and Measures: Metric

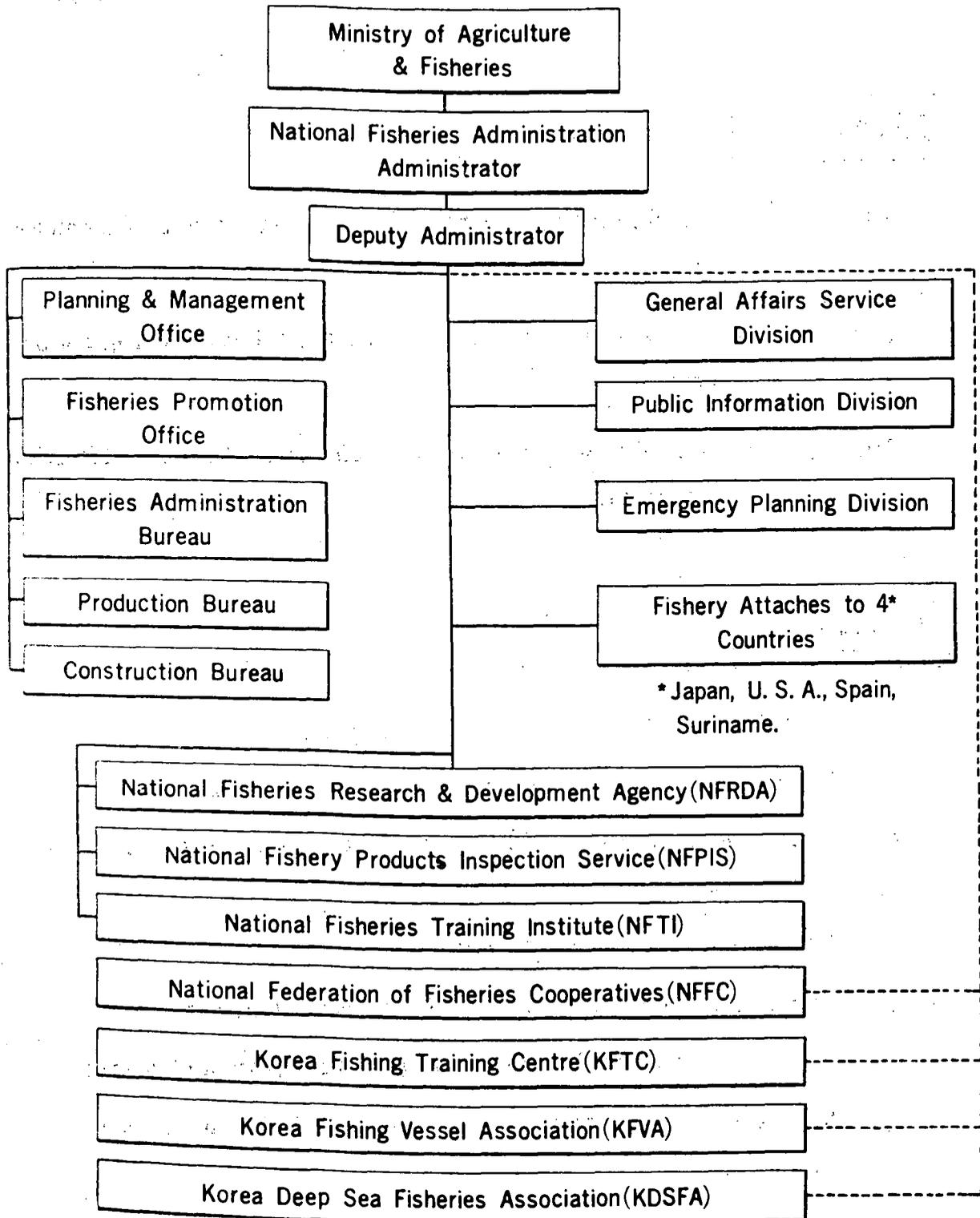
Language: Korean; English is generally used in international business.

Religion: Strong Confucian tradition; vigorous Christian minority (28% of the total population); Buddhism.

Constitutional System: Republic, power centralized in a strong executive. Constitution approved by voters on October 27, 1987 to take effect on February 25, 1988; requires direct presidential elections and protects human rights.

HIGHLIGHTS OF THE DOMESTIC FISHERY

I. Organization of National Fisheries Administration



Personnel

| Total | N. F. A. | N.F.R.D.A. | N. F. P. I. S. | N. F. T. I. |
|--------|----------|------------|----------------|-------------|
| 1, 539 | 503 | 778 | 208 | 50 |

History

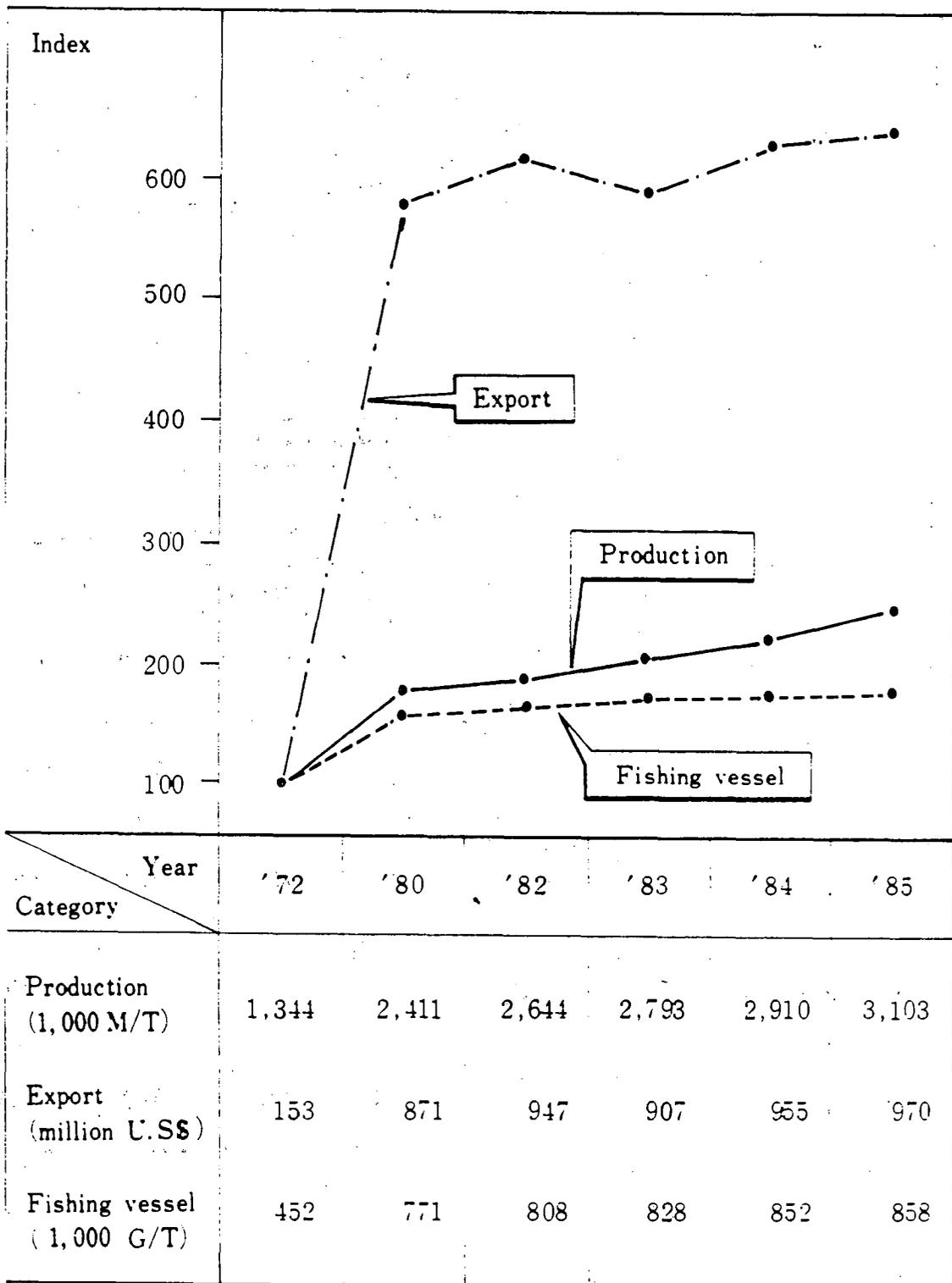
- 1948 : Fisheries Bureau was established in the Ministry of Commerce & Industry.
- 1961 : Fisheries Bureau was transferred to the Ministry of Agriculture & Forestry.
- 1966 : Fisheries Bureau was reorganized into National Fisheries Administration.

Function

- Establishment of fisheries policies and plans.
- Promotion of marine and inland fisheries and aquaculture
- Promotion of deep sea fisheries and international fisheries cooperation
- Improvement of marketing system
- Construction and maintenance of fisheries infrastructure
- Standardization and improvement of fishing gears and vessels
- Guidance and coordination of the works of the subordinate organizations

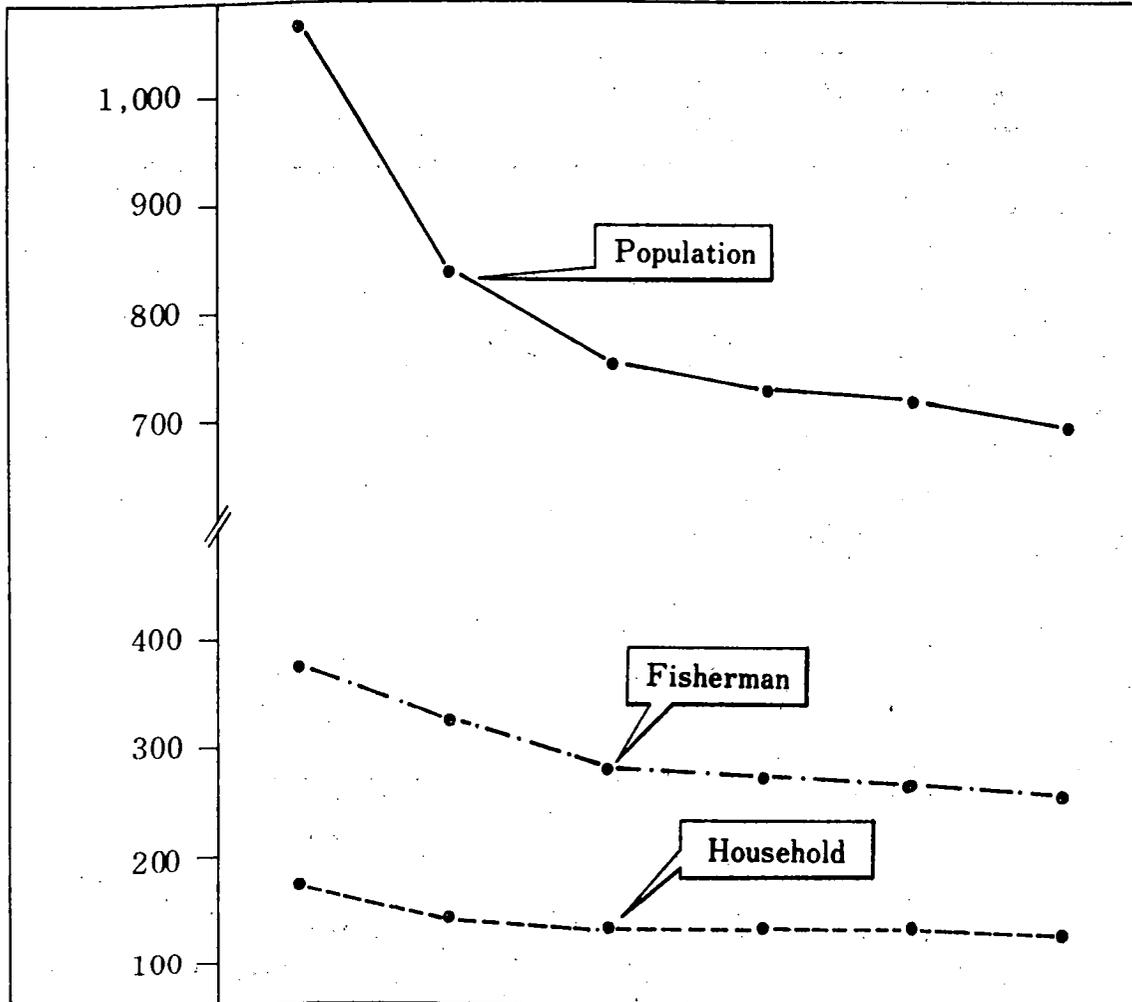
II. Status of Korean Fisheries

Growth Trends



Fishing Population

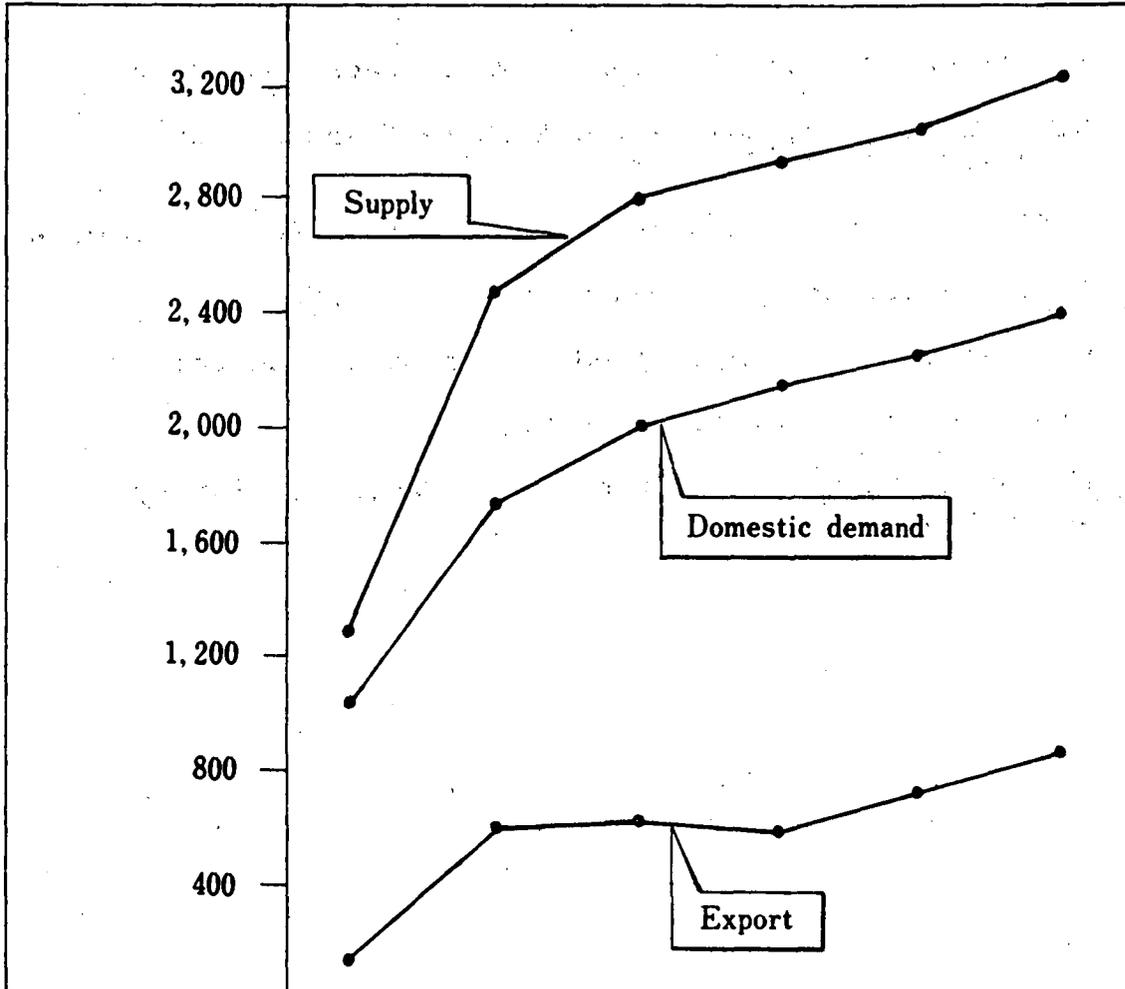
Unit : 1,000



| | '72 | '80 | '82 | '83 | '84 | '85 |
|-------------------|-------|-----|-----|-----|-----|-----|
| Population | 1,062 | 844 | 755 | 739 | 716 | 689 |
| Fishermen | 389 | 339 | 292 | 283 | 277 | 274 |
| Household | 182 | 157 | 146 | 147 | 147 | 145 |

Supply and Demand of Fishery Products

Unit: 1,000M/T



| | | '72 | '80 | '82 | '83 | '84 | '85 |
|--------------|----------|-------|-------|-------|-------|-------|-------|
| Total supply | | 1,344 | 2,451 | 2,724 | 2,859 | 2,994 | 3,194 |
| Demand | Domestic | 1,090 | 1,755 | 2,003 | 2,160 | 2,255 | 2,405 |
| | Export | 254 | 696 | 721 | 699 | 739 | 789 |
| Supply | Domestic | 1,344 | 2,411 | 2,644 | 2,793 | 2,910 | 3,103 |
| | Import | - | 40 | 80 | 66 | 84 | 91 |

III. Outline of 1986 Fisheries

Object of Policy

- . Building up of affluent fishing communities.

Major Policies

- . Expansion of fisheries resources propagation projects.
- . Stabilization of coastal, off-shore fisheries and establishment of fish order.
- . Diffusion and development of advanced fishery techniques.
- . Stable securing of deep-sea fishing grounds.
- . Utilization of fishery products as main foodstuffs.
- . Improvement of marketing system.
- . Expansion and modernization of fundamental fishery facilities.

Production

| Category | Unit: 1,000M/T | | | |
|---------------------|----------------|-------|-------|------------------|
| | 1983 | 1984 | 1985 | 1986 (Target) |
| Total | 2,793 | 2,910 | 3,103 | 3,000 |
| Coastal & off-shore | 1,487 | 1,524 | 1,495 | 1,528 |
| Aquaculture | 644 | 678 | 788 | 705 |
| Deep-sea | 615 | 658 | 767 | 710 |
| Inland | 47 | 50 | 53 | 57 |

Export

| Category | Unit: million U.S.\$ | | | |
|-----------------------|----------------------|------|------|------------------|
| | 1983 | 1984 | 1985 | 1986 (Target) |
| Total | 907 | 955 | 970 | 1,000 |
| Fishery products | 827 | 877 | 891 | 920 |
| . Coastal & off-shore | 512 | 523 | 563 | 578 |
| . Deep-sea | 315 | 354 | 328 | 342 |
| Fishing net | 80 | 78 | 79 | 80 |

Investment

| Category | Unit: mln Won (1US\$ = 880 won) | |
|---------------------|---------------------------------|-----|
| | Budget | % |
| Total | 109,388 | 100 |
| Coastal & off-shore | 95,667 | 87 |
| Deep-sea | 956 | 1 |
| Inland | 1,296 | 1 |
| General cost | 11,469 | 11 |

Statistics: (FAO - M.T. Live Weight)

| | <u>1982-84 Average</u> |
|---------------------------------|------------------------|
| Total landings | 2,386,087 |
| Non-food Uses | 112,374 |
| Total Imports | 86,452 |
| Total Exports | 586,698 |
| Domestic Food Supply | 1,774,467 |
| Population (1982-84) | 39.9 million |
| Domestic Supply per capita (kg) | 44.4 kg |

COMMENTS AND OBSERVATIONS ON MARKET:

General:

Fish, Shellfish and Other Products

| <u>IMPORT MARKET SIZE</u> | <u>CDN SHARE (Post's Estimate)</u> |
|---------------------------|------------------------------------|
| 1987: \$140.00 M. | \$5.0 M. (3.5%) |
| 1988: \$170.00 M. | \$6.0 M. (3.5%) |
| 1989: \$185.00 M. | \$7.0 M. (3.7%) |

CUMULATIVE 3-YEAR EXPORT POTENTIAL: (Post's Estimate)

\$15-30 M.

MAJOR COMPETITORS (by share, post's estimate):

USA-39%, Japan-10%, People's Republic of China-6%,
Argentina-3%, Norway-2%, Spain-1%.

Comments on Competitors:

CURRENT STATUS OF CDN EXPORTS, POST'S ASSESSMENT:

Canadian Market Share (3.5%) is small but expanding.

LEADING CDN EXPORTS, BY SPECIES/PRODUCTS

(Statistics Canada figures value in Cdn \$ thousands, volume in tonnes).

| SPECIES/PRODUCT | 1986 | | 1987 | |
|---------------------------------------|--------------|------------|----------------|------------|
| | \$000 | Vol | \$000 | Vol |
| Herring, frozen, whole or dressed | 72 | 73 | 65 | 60 |
| Salmon, chum, frozen, whole dressed | 57 | 36 | 22 | 20 |
| Salmon, spring, frozen, whole dressed | 206 | 26 | 92 | 9 |
| Salmon, frozen, whole or dressed NES | 119 | 75 | 0 | 0 |
| Sea Fish, frozen, whole dressed NES | 68 | 30 | 0 | 0 |
| Cod fillets, Atlantic, frozen | 18 | 6 | 0 | 0 |
| Ocean Perch Fillets, frozen | 35 | 26 | 0 | 0 |
| Fish, Smoked NES | 13 | 6 | 0 | 0 |
| Fish and Fish Products, Canned NES | 0 | 0 | 132 | 28 |
| Shellfish, fresh or frozen, NES | 0 | 0 | 72 | 18 |
| Shellfish and products, NES | 89 | 22 | 239 | 54 |
| Fish Meal NES | 0 | 0 | 502 | 775 |
| Fish Offal and Waste NES | 0 | 0 | 0 | 0 |
| TOTAL | \$677 | 308 | \$1,124 | 963 |

POST NOTES GOOD PROSPECTS FOR FOLLOWING PRODUCTS:

Frozen herring, frozen cod, frozen salmon, frozen redfish.

Post Comments on Above Products/Species:

Herring:

Korea imports approximately 10,000t of frozen herring including approximately 2,000t of food herring per year for re-export (extract roe and export) purposes and domestic consumption. While roe herring is imported by large fishery companies, food herring is imported by smaller trading companies and size should be 300-350 grams.

Cod:

Korea imports approximately 28,000t of dressed cod per year to make IQF fillets or blocks for re-export purposes and frozen whole round cod for domestic consumption. Both dressed and round cod are imported by large fishery companies and cod imports for domestic consumption is limited to approximately 10 percent of total imports and average size should be 2.5 kg.

Salmon:

Korea imports approximately 4,000t of either king or chum salmon per year to make canned products for re-export purposes and for tourist hotel use. For tourist hotel use, total demand is limited to approximately 100t of mainly king salmon and size should be 4-11 lbs. While large fishery companies import salmon for re-export purposes, the Korea Tourist Hotel Supply Center Inc. and small trading companies import frozen salmon for tourist hotel use.

Redfish:

Korea imports approximately 2,000t of frozen round redfish per year for domestic consumption and size should be 500 grams and up. Redfish is imported by small trading and large fishery companies.

OTHER PROSPECTS:

NEGATIVE PROSPECTS:

ACCESS CONDITIONS:

PRICE AND TERMS:

CREDIT:

Korean corporations rely primarily on banks to supply operating and capital expansion financing. Banks in Korea are divided into two broad groups: commercial banks, which offer short-term financing, and specialized banks, which offer long-term credits. The 44 foreign branch banks in Korea also extend medium-term loans in local and selected foreign currencies. All foreign loan transactions, whether guaranteed or not, require government authorization.

Term lending is usually not practiced by the Korean commercial banks. In general, Korean commercial banks grant short-term loans against promissory notes. It is not uncommon for these notes to be renewed on a continuing basis.

Most Korean commercial banks take security in the form

of mortgages on land and, less frequently, equipment. As a rule, the value of the land and buildings, as determined by the Korea Appraisal Board, must be equal to 125 percent of the loan amount.

TARIFFS: See Appendix 2.

TRANSPORT:

Marine:

Most imports enter Korea through Pusan, the country's major port, or through Inchon, which is the port of Seoul. Other major ports include Gunsan, Mukho, Masan, Pohang, and Mokpo.

Korea has a total cargo handling capacity of 95.5 million tons; the Pusan harbor has a cargo handling capacity of up to 25.5 million tons and Inchon, 11.7 million tons; both ports have undergone improvement and expansion. Both Pusan and Inchon are serviced by American, Japanese, and other foreign flag lines, including about 510 Korean flag carriers owned by 70 shipping companies. In 1984, the Korean Government initiated plans to combine many of the numerous Korean flag carriers and rationalize their services to the various markets. Each month, about 700 international vessels, primarily from Japan and the United States, land at Korea's ports. Containerized shipping has been increasing rapidly, with an annual growth rate of about 12 percent. Both Pusan and Inchon have well-equipped container terminals; these two ports handle nearly all of Korea's container commerce. (See Appendix 5).

Air:

Korea has three international airports that have facilities for handling jet aircraft: Kimpo Air port for Seoul and Inchon, the Pusan-Kimhae Airport, and the Cheju Island Airport. Kimpo Airport is served by fourteen international airlines that handle cargo: Korean Air Lines, Northwest Airlines, Japan Airlines, Cathay Pacific Airlines, Pan Am World Airways, Philippine Airlines, Inc., Singapore International Airlines, China Airlines, Thai International Airlines, Air France, Saudi Arabian Airlines, Kuwait Airways, Malaysian Air System and Flying Tiger Airlines.

Korea's airport facilities for passengers and cargo have also been greatly improved during the past several years and are due for further expansion and improvement. The Korean Government is further expanding the facilities at Kimpo

International Airport, increasing the capacity of this principal gateway by 1.5 times at a total cost of 197,500 million won (approx. \$295 million). The Government also has a plan to construct a new international airport at a total investment of \$648.8 million during the period 1985-1991.

Recent improvements in the nation's highway network and the extensive use of coastal shipping make it possible for cargo to be forwarded within Korea with little delay. The three largest Korean freight forwarders are Hanjin Transportation, Dong Bang Forwarding Co., and Korea Express Co.

Rail:

The total share of freight carried by rail has increased in recent years despite increased expressway and harbour construction. Due to subsidization the freight rate structure is extremely attractive. All major urban areas are connected by railroad. At the end of 1982, the total track length was 6,113 kilometers. The government-owned and operated Korea National Railway (KNR) maintains a commercial network of 3,121 kilometers.

During the Fifth Five-Year Plan, the double-tracking of certain lines continues and the major ports of Pusan and Inchon are connected to Seoul by double tracks.

Roads:

Road transportation is expanding rapidly. An extensive highway network for shipping materials and products is already in place, and all major cities are connected by hardsurfaced roads. The total road mileage is 53,936 kilometers of which 19,283 are paved.

There are 1,169 privately-owned trucking companies serving major cities and urban areas. Of the total, 25 handle route cargo and the remainder local cargo. Road freight rates vary depending upon the kilometric tonnage transported and are US\$167 for 411-460 tons for one way. Discounts of 20 percent are allowed for round trips.

DISTRIBUTION:

The distribution channels for food and food products is dependent primarily on a large number of small-sized wholesale and retail units. These distribution networks are traditional as well as costly and accounting for a large portion of sales costs.

GOVERNMENT REGULATIONS:

As food and food products are directly related to the public health and local farmers' income, the food industry is under government control.

The Korean Government has been, however, gradually reducing its strict regulation and intervention. Along with import liberalization since the early 1980s, protective measures for local companies are likely to be gradually lifted. As a result, imports of foreign foods into Korea and participation of foreign food companies are expected to increase resulting in a more competitive food market in Korea.

IMPORT REGULATIONS:

The following three areas are discussed to provide a general understanding of the rules and regulations of the Korean Government regarding the import of foods and food products:

- Governing Laws
- Standards and Safeguards
- Import Procedures and Requirements

1) GOVERNING LAWS

Two major acts govern the import of food and food products from abroad. They are Food Sanitation Act (FSA) and Foreign Trade Act (FTA).

Food Sanitation Act (FSA) and its working rules: Enacted to promote national health and nutrition primarily through the prevention from any potential danger caused from food.

Foreign Trade Act (FTA) and its working rules: Promulgated to specify rules and requirements regarding the export and import of all kinds of goods.

The major contents of the two acts are highlighted below:

FOOD SANITATION ACT & ITS
WORKING RULES

- GENERAL RULES
- DEFINITION AND SPECIFICATION
OF FOOD AND FOOD ADDITIVES

FOREIGN TRADE ACT & ITS WORKING
RULES

- GENERAL RULES
- FOREIGN TRADE BUSINESS

- CONTAINER, CASE AND PACKAGING
- IDENTIFICATION AND MARKING
- INSPECTION
- BUSINESS
- NUTRITION
- RELEVANT COMMITTEE AND ASSOCIATIONS
- ADMINISTRATIVE MEASURES AGAINST VIOLATION
- FOREIGN TRADE AGENT BUSINESS
- APPROVAL OF EXPORT AND IMPORT
- INFLUENCE ON DOMESTIC INDUSTRY OF IMPORTS
- MAINTENANCE OF SYSTEMATIC ORDER REGARDING EXPORT AND IMPORT
- RELEVANT COMMITTEE AND ASSOCIATIONS

2) STANDARDS AND SAFEGUARDS

The standards and safeguards concerning food and food products are, in general, elaborated in the Food Sanitation Act (FSA) and its working rules and the notifications by the Ministry of Health and Social Affairs (MOHSA):

Pursuant to the FSA and MOHSA's notifications, the Korean government prohibits the import and local distribution of those food and food products:

- which are decayed or contaminated
- which cause harmful effects to human health
- which are infected or are likely to be infected by viruses
- animal or animal products which are infected or are likely to be infected by diseases specified by the FSA
- additives or chemical compounds which are not notified by the MOHSA
- others notified by the MOHSA

The notifications of the MOHSA of the Korean government have further defined the specifications and standards of food and food products:

Currently the specifications and standards are made for 131 items of food and food products (e.g. noodle, sugar, jam, etc.), 366 colouring matters and preservatives, and there are 11 guidelines for packaging and containers.

E.G. Jam and Fruit Jellies

- Moisture (%) : 35.0 or less
- Total sugar (%) : 55.0 or more
- Starch and gelatin : None detectable
- Tar colouring matter: None detectable
- Other specifications for form, preservatives, etc.

Tolerances or Guidelines on Food/Fish Products

Mercury: 0.5 ppm.

For the details of the specifications and standards, please refer to the Notification No. 86-10 of the MOHSA (revised in 1986).

Food and food products, additives, preservatives and containers/tools/machines related to food packaging and processing which do not meet the specifications and standards notified by the MOHSA are prohibited from import.

Importers of food and food products of which specifications and standards are not notified by the MOHSA should obtain an approval for import from the relevant quarantine offices specified by the MOHSA.

- In this case, the importer or supplier of those products should provide the relevant quarantine office with self-made specifications and standards for their own quality control.

3) IMPORT PROCEDURES AND REQUIREMENTS

Two categories of food and food products exist in terms of import restriction:

- i) Non-restricted food and food products for import
- ii) Restricted food and food products for import

i) Non-restricted food and food products for import:

There is no particular restriction regarding the import of these products (e.g. frozen Pacific salmon, frozen herring, frozen cod - see Appendix 1). Any trading company or import agent who wishes to import these products from abroad can obtain automatic approval for import from the relevant organizations or government authorities.

ii) Restricted food and food products for import: (e.g. Lobster)

The food products classified in this category are, in principle, prohibited from import unless a special recommendation for import is granted.

In order to import these restricted food products such as beef, whey and cheese, importers are, in general, required to get a recommendation (virtually, it is an approval rather than a recommendation) from the competent government authorities.

Recommendation of the competent authority may or may not be given in consideration of the potential impact of such imports on the related local industry situation, specific food market and general economic environment.

In recent years, however, the Korean government has gradually opened its domestic market by loosening import regulations. This gradual liberalization is a result of Korea's trade surplus since 1986 and mounting pressure from western countries to further open its market.

Some restricted food products for import and their competent authorities for import approval are as below:

| <u>RESTRICTED FOOD PRODUCT</u> | <u>COMPETENT AUTHORITY</u> |
|---|---|
| - BEEF | LIVESTOCK PRODUCT MARKETING ORGANIZATION |
| - POLLOCK (FRESH & CHILLED) (FROZEN) | NATIONAL FISHERY ADMINISTRATION KOREA DEEP SEA FISHERY ASSOCIATION |
| - LOBSTER | NATIONAL FISHERY ADMINISTRATION |

Import procedures of food and food products are basically the same as the import procedures for other products

except for a strict inspection process before custom clearance:

Inspection procedures are, in general, as follows:

When imported food and food products arrive at the port of entry, the importer notifies the national quarantine office.

Four kinds of inspections exist for imported food and food products conducted by the national quarantine offices:

- inspection by documents
- inspection by colour, taste and smell test
- inspection by chemical test
- inspection by written indications

Imported food and food products and their relevant inspection methods are summarized as below:

IMPORTED FOOD PRODUCTS

RELEVANT INSPECTION METHOD

- FOOD IMPORTED FOR FOREIGNER'S USE, FOOD MATERIALS FOR RE-EXPORT AND FOOD FOR ACADEMIC & RESEARCH PURPOSE

- INSPECTION BY DOCUMENT

- FRUITS, FROZEN FOODS, AGRICULTURAL & FISHERY PRODUCTS

- INSPECTION BY COLOUR, TASTE & SMELL TEST

- FOODS WHICH ARE NOT CLASSIFIED INTO THE ABOVE TWO CATEGORIES

- INSPECTION BY CHEMICAL TEST

- FINISHED FOOD PRODUCTS WHICH WILL BE SOLD IN THE DOMESTIC MARKET WITHOUT ANY ADDITIONAL TREATMENT SUCH AS RE-PROCESSING OR RE-PACKING

- INSPECTION BY WRITTEN INDICATIONS (CHECK WHETHER THE INDICATIONS ARE WRITTEN AS REQUIRED)

The following items should be written on the imported food and food products in the Korean language.

1. Name of the product
2. Name of importer
3. Registration number of business license

4. Year, month and date of manufacture
5. Effective period
6. Weight or number of pieces
7. Name and contents of materials
8. Caution for storage
9. Supplier's policy on the sales return and exchange
10. Standard for usage and storage

Most food importers usually use sticker labels on which the above requirements are clearly printed.

OTHER: BUSINESS PRACTICES AND PUBLIC HOLIDAYS:

Business etiquette: Song-Hyon Jang, a highly regarded Korean international business consultant has described what he considers to be the most important aspects of business etiquette for foreign firms in his recent book, *The Key to Successful Business in Korea*. The following is a summary of Mr. Jang's recommendations:

1. Always have a formal introduction. Meeting the right people in a Korean company almost always depends on having the right introduction. Whenever possible, firms should obtain introductions rather than making contacts directly or "cold calling" a Korean businessman. Use of the proper intermediary is desirable in business meetings. If the person whom you wish to meet has respect for your intermediary, chances are he will have equal respect for you.
2. Always carry business cards. In Korea, every person has a distinctive place in an organizational hierarchy. A Korean businessman will not be comfortable until he knows what company the person he has just met is from and his/her position within that company. For this reason, the exchange of business cards plays a very important role in the introduction process.
3. Do not assume that everything you say in English is completely understood. The real level of comprehension of many English-speaking Korean businessmen may not be as good as their courtesy implies. Cultural barriers may also distort their understanding of your overall presentation. Take pains to emphasize and repeat your key points. Audio/visual aids are also useful, as are brochures (preferably in Korean) which can be left after the meeting for further review.

4. Do not push your position too hard. Korean businessmen are considered internationally to be tough negotiators. Be prepared to be patient, but firm, and as dignified as possible at the negotiating table. Negotiating style is particularly important. Argumentative and adversarial exchanges are distasteful to Koreans. They may appear to acquiesce on a point simply to permit discussion to continue in a more harmonious manner. This acquiescence may be mistakenly interpreted as meaning agreement has been reached when, in fact, it has only been done to clear the air. A team approach may often be used to handle negotiations. Allow sufficient time for your Korean counterparts to come to a decision. Their decisions are usually made collectively and often require more time than you may expect.
5. Build personal relationships. Legal documents are not as important as personal relationships in Korea. Koreans do not like detailed contracts. They prefer and often insist that contracts be left flexible enough so that adjustments can be made to fit changing circumstances. Therefore, it is very important to develop and foster good relations with your Korean counterpart based on mutual trust and benefit in addition to the business contract. To a Korean businessman, the importance of a contract is not so much what is stipulated, but rather who signed it and the fact that it exists.
6. Entertain and be entertained. Perhaps as much business is transacted in the informal setting of dinner as in the company conference room. Business representatives should never regard formal entertainment as a waste of time. Without question, your Korean counterpart will invite you for some informal entertainment; accept the offer and be sure to reciprocate. Do not be surprised at the degree a normally serious, conservative Korean executive may "unwind" in such an informal situation. You too should take this opportunity to enjoy the occasion as much as possible. To the Korean businessman, your social relationship is directly related to the conduct of business. The rapport established at these occasions will contribute greatly to the overall success of your firm in Korea.

Commercial Language: Although Korean is the language of the country, many Koreans speak and understand English. Many business firms are able to correspond in English.

Knowledge of Japanese is also fairly widespread. Catalogues, promotional literature, and instructions are acceptable in English.

Business Hours: Most offices, government and private, are open from 0900 to 1700 on weekdays, with 1 hour at noon for lunch, and from 0900 to 1300 on Saturday. Banks close at 1600 daily, but are also open until 1300 on Saturday. Service establishments, such as department stores, shops, restaurants, hospitals, and barber shops, may remain open as late as 2200 and on weekends and public holidays. The curfew, which had been in effect throughout the nation for the last several decades, was completely lifted on January 5, 1982.

Public Holidays: Public and business offices close on the following statutory holidays:

January 1-3, New Year Celebration;
March 1, Independence Movement Day;
March 10, Korean Labor Day;
April 5, Arbor Day;
April 8 (lunar), Buddha's Birthday;
May 5, Children's Day;
June 6, Memorial Day;
July 17, Constitution Day;
August 15, Liberation Day;
August 15 (lunar), Korean Thanksgiving Day;
October 1, Armed Forces Day;
October 3, National Founders' Day;
October 9, Hangeul (Korean Alphabet) Day;
December 25, Christmas Day.

On Labor Day, March 10, most business offices are closed. However, public offices remain open.

FACTORS FAVOURABLE FOR CANADIAN EXPORTS:

- Support provided by the PEMD program.
- Competitive export pricing for this market.

REASONS FOR LACK OF CANADIAN EXPORTS TO DATE:

- Import restrictions are a significant impediment in this sector
- Import duties are high
- Non-competitive pricing
- Unsuitable product
- Lack of joint venture fishing cooperation with Korean firms

LIMITATIONS OF SOURCING TOOLS CURRENTLY AVAILABLE:

- Sourcing assistance is available from Canadian federal and provincial governments and departments.
- Supply reports by External Affairs and Fisheries and Oceans provide data on Canadian supply capabilities.
- Product/service information from Canadian companies - good company literature permits Post Officers to work effectively for Canadian exporters. Literature should be left with firms when visiting Korea.
- WIN Export and BOSS computer directory of Canadian exporters, their products and company profile.
- Need to update information in WIN Export and BOSS on regular basis.
- Visit Reports - Headquarters and post officers provide reports of visits by companies interested in market, their capabilities and objectives - this information often may provide leads on supply sources.

POST EXPORT SUPPORT ACTIVITIES PLANNED OR IN PROGRESS:

1. Monitor and advise Ottawa of the Korean Government's policy changes regarding liberalization of fish and fish products.

Results expected: Identify market opportunities for new species

2. Participation in Korfood '89/Salmon and Lobster April 27- May 1, 1989, Results expected: Expand Canadian market share for frozen salmon and develop a new market for live lobsters.

Status:

TIPS ON APPROACHING THE MARKET:

- 1) Importers, agents, distributors: Local representation in the Korean market is crucial for successful market penetration. In marketing products in Korea, a number of alternatives are available. These include the establishment of a branch sales office, appointing one of the Korean, or Japanese trading firms in Korea as your representative, selecting a registered trading firm to act as your agent, or selecting a registered offer agent to represent your product in Korea. Distribution methods vary with the product and individual situation and must be tailored to fit particular conditions.

2) Personal contact: In selling to Korea, personal contact is important not only because of the value placed on personal relationships as a key component of the business relationship, but also because such discussions serve to bring the end-user in touch with new products and processes.

Suppliers should consider: (1) making visits to Korea to augment the efforts of the local representative; (2) holding demonstrations, seminars, and exhibitions of their products in Korea, utilizing such facilities as the Canadian Embassy in Seoul; (3) increasing the distribution of company brochures to potential buyers and industry associations; and (4) improving follow-up on initial sales leads.

3) Delivery: The ability to supply goods in a prompt and timely manner is of great importance to Korean firms.

SOURCES OF INFORMATION:

The Canadian Embassy in Seoul and the appropriate desks at External Affairs can provide assistance to interested exporters.

The Embassy of Korea in Ottawa, the Consulates of Korea in Montreal, Toronto and Vancouver, the Canada-Korea Business Council in Ottawa and the Korean Trade Centres in Toronto and Vancouver also may be useful sources of assistance. Other sources of assistance are the Korean Traders Association (KTA) to which all licensed traders belong, the Association of Foreign Trading Agents of Korea (AFTAK) to which all registered offer agents belong, the Korean Chamber of Commerce and Industry and Canadian branch banks in Seoul.

The Korea Marketing Association was established in Seoul in 1970 under the administration of the Ministry of Trade and Industry. It provides information on such related topics as market development planning, marketing of various products, and export marketing. The Center is also a repository for statistical data for use in market research and development. In addition, there are a number of privately owned research firms engaged in contract research work, including Korea Management Development Institute, Hankook Research Co., Korea Industrial Development Institute, International Management Institute of Korea University, and Industrial Management Research Center of Yonsei University. Several U.S. market research firms also maintain offices in Seoul.

12. KOREA WON YANG FISHERIES CO. LTD.
129, 5-Ka Namdaemun-Ro
Chung-Ku
Seoul
Phone: 779-1960-9
Telex: KORTUNA K27229
Cable: KOREATUNA
- Function: processor, exporter
Products: Alaska pollock,
lightmeat tuna,
fishmeal
13. KUKJE CORPORATION
FOODSTUFF DEPT.
C P O Box 747
Seoul
Phone: 771-61, 81
Telex: K22536, K23702
Cable: KUKJECO
- Function: exporter
Products: eel, filefish,
halfbeak, hilsa
shad, puffer fish,
salmon, whitemeat
tuna, clams,
scallops
14. LUCKY FISH CO. LTD.
C P O Box 4695
Seoul
Phone: 722-4328/9
Telex: LUKSU K26600
Cable: LUCKYFISH, Seoul
- Function: exporter, importer
Products: tuna, mussels
15. NAT FEDERATION OF
FISHERIES COOP
88, Kyungwun-Dong,
Chongro-Ku
Seoul 110
Phone: 720-6211-6220,
724-8538
Telex: FISHCO K24359
Cable: FISHFEDER, Seoul
- Function: processor,
exporter, importer
Products: eel, Alaska
pollock, blue crab,
oysters, roes,
other shellfish,
sea urchins
16. OYANG FISHERIES CO. LTD.
60 Doryum-Dong
Hybg Woo Bldg, 7th Floor,
Jungro-Ku
Seoul
Phone: (723) 6781-5
Telex: OYFISH K28522
Cable: OYANGFISH
- Function: exporter
Products: N/A
17. SAJO INDUSTRIAL CO. LTD.
157, 2-Ka Chungjeongoro
Seodaemun-Ku
Seoul
Phone: 363-4111 (eight
lines)
Telex: SAJOCO K28314
Cable: SAJOSANUP
- Function: exporter
Products: pollock, tuna

18. SAM SONG IND. CO. LTD. Function: exporter
Sam Song Building, Room...
No. 602 Products: N/A
89, 1-ka, Ulji-ro, Chung-ku
Seoul
Phone: 777-4121-7
Telex: SAMSONG K28223
Cable: TRIOPINES, Seoul
19. SAM SUNG CO. LTD. Function: importer
C P O Box 1144
Seoul Products: mackerel, salmon,
Phone: 7721-2797 (6) sardines, mussels,
Telex: K23302 STARS oysters,
Cable: STARS, Seoul cuttlefish, seaweed
20. SE U FISHERIES CO. LTD. Function: processor, exporter
C P O Box 1598
Seoul Products: N/A
Phone: 779-2341, 2342
Telex: SARATON K24557
Cable:
21. SEYANG FISHERIES CO. LTD. Function: exporter
Rm 902, Bolim Building 5-1
1-KA Myung-Dong Products: marlin, sailfish,
Choong-Ku swordfish, tuna
Seoul
Phone: 777-0191/3
Telex: SEFICO K 28370
Cable: KWONSFISH
22. YUSUNG MULSAN CO. LTD. Function: exporter
C P O Box 2703
Seoul Products: anchovy, chub
Phone: 752 6647 mackerel, sardines,
Telex: YSKANG K26573 saury, oysters,
Cable: YUSUNG MULSAN CO. cuttlefish

APPENDIX 1

IMPORT LIBERALIZATION OF FISH AND FISH PRODUCTS

Of the total 317 species of fish or marine animals under the current harmonized system (HS), the following 108 species had been liberalized prior to the announcement of the July 1, 1988 - June 30, 1989 trade plan:

| <u>HS No.</u> | <u>Product</u> |
|-------------------------|-------------------|
| Other Live Animal | |
| 0 | |
| 0106006010 | Lug worms |
| Live Fish | |
| 0301101000 | Gold carp |
| 2000 | Tropical fish |
| 9000 | Others |
| 0301910000 | Trout |
| 20000 | Eels |
| 91000 | Salmon . |
| 93000 | Grass carp |
| 94000 | Sea-bream |
| 95000 | Conger eel |
| 96000 | Sharp toothed eel |
| 97000 | Salad eel |
| 99000 | Puffers |
| Fish (fresh or chilled) | |
| 0302310000 | Albacore |
| 0302320000 | Yellowfin tuna |
| 0302330000 | Skipjack |
| 0302391000 | Big eye tuna |
| 9000 | Others |
| 0302899010 | Chub mackerel |
| 9020 | Puffers |
| 9090 | Hickovyshad |
| Fish (frozen) | |
| 0303100000 | Pacific salmon |
| 0303210000 | Trout |
| 0303229999 | Atlantic salmon |
| 0303290000 | Others |
| 0303500000 | Herrings |
| 0303600000 | Cod |
| 0303792000 | Sable fish |

| | |
|------|---|
| 9010 | Chub mackerel |
| 9030 | White sea smelt |
| 9040 | Thorny head |
| 9060 | Atka mackerel |
| 9070 | Rock fish (excluding Pacific ocean perch) |

Fish (dried, salted, smoked or in brine)

| | |
|------------|------------------------------------|
| 0305204020 | of yellow corvina |
| 4030 | of herrings |
| 0305410000 | Pacific & Atlantic salmon (smoked) |
| 0305420000 | Herrings (smoked) |
| 0305491000 | Shark fin (smoked) |
| 2000 | Anchovy (smoked) |
| 0305510000 | Cod (dried) |
| 0305595000 | Puffers (dried) |
| 8000 | Sharp toothed eel (dried) |
| 0306610000 | Herrings (salted) |
| 0305630000 | Anchovy (salted) |
| 0305691000 | Salmon (salted) |
| 2000 | Trout (salted) |
| 3000 | Hair tail (salted) |
| 4000 | Sardines (salted) |
| 6000 | Yellow corvina (salted) |

Crustaceans

| | |
|------------|--------------------------------------|
| 0306110000 | Rock lobsters and other sea crawfish |
| 0306142000 | King crabs |
| 0306220000 | Lobsters (dried only) |
| 0306231000 | Live shrimps & prawns |
| 0306233000 | Shrimps & prawns (in brine only) |
| 0306241000 | Live crabs |
| 243000 | Crabs (salted or in brine) |

Molluscs

| | |
|------------|--|
| 0307101010 | Oyster spat |
| 1090 | Other oysters |
| 3000 | Oyster (dried) |
| 4000 | Oyster (salted or in brine) |
| 0307299000 | Others (salted or in brine) |
| 0307310000 | Mussels (fresh or frozen) |
| 0307392000 | Mussels (dried) |
| 0307911110 | Hard clarn spat (live, fresh or chilled) |
| 1300 | Top shells (live, fresh or chilled) |
| 1600 | Cockles (live, fresh or chilled) |
| 1800 | Baby clams (live, fresh or chilled) |
| 1990 | Pop shell (live, fresh or chilled) |
| 9010 | Sea urchins (live) |

| | |
|------------|-------------------------------------|
| 9040 | Jelly fish (live, fresh or chilled) |
| 0307991190 | Top shells (frozen) |
| 1930 | Jelly fish (frozen) |
| 3190 | Top shells (salted or in brine) |
| 3910 | Sea urchins (salted or in brine) |
| 3920 | Sea cucumbers (salted or in brine) |
| 3930 | Jelly fish (salted or in brine) |
| 0507902020 | Whalebone and whale |
| 0509000000 | Natural sponges of animal origin |
| 0511911010 | Brine shrimp eggs |

Seaweeds

| | |
|------------|---------------------|
| 1212202010 | Dried seaweeds |
| 2020 | Salted seaweeds |
| 2090 | Other seaweeds |
| 3000 | Fusiforme |
| 4010 | Fresh green laver |
| 4090 | Other green laver |
| 6000 | Gelidium amansil |
| 7010 | Tenella |
| 7020 | Moulded tenax |
| 7030 | Furcata |
| 8010 | Typicus |
| 8020 | Irish-moss |
| 8030 | Kelp meal |
| 9010 | Cottonni & Spinosum |

Agar-Agar

| | |
|------------|--------------------------|
| 1302311000 | Agar-agar in stripe form |
| 9000 | Others |

Fats, oils and their fractions of fish or marine animals

| | |
|------------|--|
| 1504101000 | Shark's liver oils and fractions |
| 9000 | Others |
| 1504200000 | Fats, oils and fractions of fish other than liver oils |
| 1504301010 | Sperm oil and its fractions |
| 1090 | Others |
| 9000 | Others |
| 1516102000 | Whale oil and its fractions |
| 1521901000 | Spermaceti |

Extracts and juices of fish

| | |
|------------|---------------|
| 1603003000 | Fish extracts |
| 4000 | Fish juices |
| 9000 | Others |

Prepared or preserved fish

| | |
|------------|---------------------------------|
| 1604111000 | Salmon in airtight containers |
| 1604121000 | Herrings in airtight containers |
| 1604201000 | Fish pastes |
| 2000 | Fish marinade |
| 1604301000 | Caviar |
| 2000 | Caviar substitutes |

Crustaceans, molluscs prepared or preserved

| | |
|------------|---|
| 1605101010 | Crab meat in airtight containers |
| 9000 | Others |
| 1605201000 | Shrimps and prawns in airtight containers |
| 1605901010 | Oysters in airtight containers |
| 1020 | Mussels in airtight containers |
| 1030 | Baby clam in airtight containers |
| 1040 | Cockles in airtight containers |
| 1050 | Top shell in airtight containers |
| 1060 | Pop shell in airtight containers |
| 1070 | Bai top shell in airtight containers |
| 1080 | Squid in airtight containers |
| 1090 | Abalone in airtight containers |
| 2020 | Bai top shell (smoked) |

Soups and Broths

| | |
|------------|-----------------------|
| 2104102000 | Fish soups and broths |
|------------|-----------------------|

In addition to the above species or products, the government has liberalized the following 12 additional products effective July 1, 1988:

| <u>HS No.</u> | <u>Product</u> |
|---------------|--|
| 0106001090 | Other live animals for marine animal 300 |
| 0106006020 | Yard earth worms |
| 0302190000 | Other salmon (fresh or chilled) |
| 0302620000 | Haddock |
| 0302630000 | Coalfish |
| 0302701000 | Livers (fresh or chilled) |
| 0303801000 | Livers (frozen) |
| 1212209090 | Other seaweeds |
| 1604161000 | Anchovies in airtight containers |
| 1604191020 | Horse mackerel in airtight containers |
| 1604191090 | Others |
| 1605301000 | Lobsters in airtight containers |

In 1989 (Number of Products: 82)

Animal production (10)

| Heading No. | Description |
|--------------|--|
| 0204 50 1000 | Meat of goats (Fresh or chilled) |
| 0204 21 0000 | Other meat sheep (Carcaasses and halfcarcaasses, fresh or chilled) |
| 0206 00 1000 | Meat of horses, asses, mules and hinnies (Fresh or chilled) |
| 206 22 0000 | Livers of bovine animals (Frozen) |
| 41 0000 | Livers of swine (Frozen) |
| 0208 80 0000 | Other edible offal (Excluding bovine animals and swine) |
| 0207 10 0000 | Poultry not cut in pieces (Ducks, fresh or chilled) |
| 1802 80 1000 | Other meat (In airtight containers) |
| 90 8000 | Other meat preparations |
| 1803 00 2000 | Meat juices |

Agricultural production (45)

| | |
|--------------|--|
| 0804 10 0000 | Dates |
| 50 10000 | Guavas |
| 50 2000 | Mangoes |
| 50 300 | Mangosteens |
| 0807 20 0000 | Papaws (Papasas) |
| 0808 40 2000 | Stoes |
| 0810 10 0000 | Strawberries (Fresh) |
| 20 0000 | Raspberries, blackberries, mulberries and loganberries |
| 30 0000 | Currants and gooseberries (Black, white or red) |
| 0810 40 0000 | Cranberries, bilberries and other fruits of the genus vaccinium |
| 0812 20 0000 | Strawberries (Provisionally preserved) |
| 1207 60 0000 | Safflower seeds |
| 92 0000 | Shea nuts |
| 1212 30 0000 | Apricot, peach or plum stones and kernels |
| 1506 10 0000 | Ground-nut oil (Crude) |
| 90 0000 | Ground-nut oil (Refined) |
| 90 8000 | Ground-nut oil (Other) |
| 1512 11 2000 | Safflower oil (Crude) |
| 1810 20 | Safflower oil (Refined) |
| 19 9030 | Safflower oil (Other) |
| 1513 21 2000 | Babassu oil (Crude) |
| 29 1020 | Babassu oil (Refined) |
| 29 8000 | Babassu oil (Other) |
| 1515 60 0000 | Jajoba oil and its fractions |
| 2007 10 0000 | Homogenised preparations |
| 91 1000 | Jams, fruit jellies and marmalades of citrus |
| 98 1000 | Jams, fruit jellies and marmalades of other |
| 99 8000 | Puree and pastes of other |
| 2008 40 0000 | Pears (Otherwise prepared) |
| 11 1000 | Peanut butter |
| 80 0000 | Strawberries (In airtight containers) |
| 2009 80 1080 | Juice of fruit, other |
| 60 1000 | Mixtures of juices, fruit |
| 2008 81 0000 | Palm hearts |
| 2106 10 9000 | Other protein concentrates and textured protein substances (over 48 % protein content) |
| 2106 90 9010 | Coffee creamer |
| 5003 90 1000 | Pegine |
| 2301 10 2000 | Greaves |
| 2308 90 2000 | Residue of perilla seeds |
| 90 9000 | Other residues |
| 2309 90 1010 | Mixed feeds (Excluding milk replacer) |
| 2309 90 1090 | Other mixed feeds (Excluding milk replacer) |
| 0713 20 0000 | Chickpeas |
| 40 0000 | Lentilles |
| 50 0000 | Broad beans |

Forestry production (1)

0802 50 0000 Pistachios

Fishery production (28)

| | |
|--------------|--|
| 0302 12 0000 | Pacific, Atlantic and Danube salmon (Fresh or chilled) |
| 60 0000 | Cod (Fresh or chilled) |
| 0303 72 0000 | Haddock (Frozen) |
| 73 000 | Coalfish (Frozen) |
| 78 0000 | Hake (Frozen) |
| 0304 20 3000 | Fillets of cod (Frozen) |
| 0305 20 1000 | Fish livers (Dried, smoked, salted or in brine) |
| 20 2000 | Roes, dried |
| 30 2000 | Fish fillets (Salted or in brine) |
| 62 0000 | Cod (Salted) |
| 69 8000 | Saury (Salted or in brine) |
| 0306 21 0000 | Rock lobster and other sea crawfish (Fresh or chilled) |
| 22 0000 | Lobsters (Fresh or chilled) |
| 29 1000 | Other crustaceans (Fresh or chilled) |
| 29 2000 | Other crustaceans (Dried) |
| 29 3000 | Other crustaceans (Salted or in brine) |
| 0307 29 9000 | Scallops (Dried, salted or in brine) |
| 31 0000 | Mussels (Fresh or chilled) |
| 60 0000 | Snails |
| 1212 20 6010 | Sea tangle (Salted) |
| 1804 11 9000 | Salmon (Excluding in airtight containers) |
| 12 8000 | Herrings (Excluding in airtight containers) |
| 18 8000 | Anchovies (Excluding in airtight containers) |
| 1605 30 9000 | Lobster (Excluding in airtight containers) |
| 40 1000 | Other crustaceans (In airtight containers) |
| 40 8000 | Other crustaceans (Excluding in airtight containers) |

In 1990 (Number of Products: 76)

Animal production (14)

| | |
|--------------|---|
| 0106 91 9000 | Other fowls of the species Gallus domesticus, weighing more than 185g |
| 0204 50 2000 | Meat of goats (Frozen) |
| 0206 00 2000 | Meat of horses, asses, mules of hinnies (Frozen) |
| 0206 90 0000 | Other edible offal (Frozen) |
| 0207 39 1000 | Ducks cuts (Fresh or chilled) |
| 0207 43 1000 | Ducks cuts (Frozen) |
| 0208 90 9090 | Other meat and edible meat offal |
| 0210 90 1000 | Edible flours and meals of meat or meat offal |
| 0403 10 1000 | Fluid yogurt |
| 0403 90 3000 | Kephr |
| 1801 00 1000 | Sausages |
| 1802 20 1000 | Of liver of any animal (In airtight containers) |
| 20 9000 | Of liver of any animal (Other) |
| 1801 10 1080 | Preparations for infant use (Other) |

Agricultural production (26)

| | |
|--------------|---------------------------------------|
| 0810 90 9000 | Other fruit fresh (Kwai-fruit) |
| 0812 10 0000 | Cherries (provisionally preserved) |
| 0812 90 0000 | Other fruit provisionally preserved |
| 1206 00 0000 | Sunflower seeds whether or not broken |
| 1512 19 1010 | Sunflower seed oil (Refined) |
| 19 9010 | Sunflower seed oil (Other) |
| 1903 00 1000 | Tapioca (Substitutes) |
| 9000 | Other tapioca (substitutes) |
| 2006 00 2000 | Pineapples (Preparations by sugar) |
| 2006 00 4000 | Lotus roots (Preparations by sugar) |
| 2008 20 0000 | Pineapples (In airtight containers) |
| 60 0000 | Cherries (Otherwise prepared) |
| 2009 30 2000 | Lima juice |
| 2009 40 0000 | Pineapples juice |
| 50 0000 | Tomato juice |
| 60 1020 | Strawberry juice |
| 90 9000 | Mixtures of juices, other |
| 1214 10 0000 | Alfalfa |
| 2309 90 1000 | Mixed feeds (For fish) |

UNCLASSIFIED
NONCLASSIFIED

2308 30 3020 Feed additives (Chiefly on the basis of vitamins)
 3030 Feed additives (Chiefly on the basis of micro minerals)
 1002 00 0000 Rye
 1004 00 0000 Oats
 1001 10 0000 Durum wheat
 1001 90 1000 Meslin
 90 9000 Other wheat
 1102 10 0000 Rye flour
 20 0000 Maize flour

Forestry production (3)

0802 90 9000 Pecan and macadamia of other nuts
 1404 90 2010 Bark of paper mulberry

Fishery production (32)

0302 11 0000 Trout (Fresh or chilled)
 0303 41 0000 Albacore (Frozen)
 42 0000 Yellowfin tunas (Frozen)
 49 1000 Big eye tunas (Frozen)
 79 9050 Jom dory
 0304 10 2000 Fish surimi (Fresh or chilled)
 0305 69 9000 Alaska pollack (Salted or in brine)
 0306 12 0000 Lobsters (Frozen)
 19 0000 Other crustaceans (Frozen)
 24 2000 Crabs (Dried)
 03037 10 2000 Oysters (Frozen)
 39 1000 Mussels (Frozen)
 39 9000 Mussels (Salted or in brine)
 0307 91 1910 Marsh clams (Fresh or chilled)
 91 9010 Sea-urchins (Fresh or chilled)
 91 9090 Other aquatic invertebrates (Fresh or chilled)
 99 1990 Other aquatic invertebrates (Frozen)
 99 2910 Sea-urchins (Dried)
 99 2920 Sea-courmumbers (Dried)
 99 2930 Sea-squirts (Dried)
 99 3190 Other molluscs (Salted or in brine)
 99 3920 Sea-urchins (Salted or in brine)
 99 3990 Other aquatic invertebrates (Salted or in brine)
 1604 13 9000 Sardines (Preparations except in airtight containers)
 1605 10 1020 Crab meat (Smoked)
 10 9000 Crab (Preparations except in airtight containers)
 20 9010 Shrimps and prawns (Smoked)
 20 9090 Shrimps and prawns (Other preparations)
 90 1090 Other molluscs and aquatic (In airtight containers)
 90 2090 Other molluscs (Smoked)
 90 9090 Other molluscs and aquatic invertebrates (Other preparation)

In 1991 (Number of Products: 85)

Animal production (10)

0108 00 5000 Insects (bees)
 0204 10 0000 Carcasses and half-carcasses of lamb (Fresh or chilled)
 22 0000 Other cuts with bone in (Fresh or chilled)
 23 0000 Boneless (Fresh or chilled)
 0206 30 0000 Edible offal of bovine animals of swine (Fresh or chilled)
 49 0000 Edible offal of swine except livers (Frozen)
 0207 23 0000 Duck (Excluding cut in pieces, Frozen)
 0208 90 1000 Meat and edible meat offal of deer
 0604 00 1000 Guts of animals
 1602 31 9000 Prepared or preserved meat, meat offal or blood or turkey (Excluding airtight containers)

Agricultural production (31)

0803 00 0000 Bananas (Fresh or dried)

0807 10 0000 Pineapples (Fresh or dried)
 1205 00 0000 Melons (including watermelons)
 1205 00 0000 Rape or colza seeds
 1205 10 0000 Flours and meals or soya beans
 1507 10 0000 Soya-bean oil (Crude)
 90 1000 Soya-bean oil (Refined)
 90 9000 Soya-bean oil (Other)
 1512 11 1000 Sunflower-seed oil (Crude)
 1514 10 1000 Rape or colza oil (Crude)
 90 1010 Rape or colza oil (Refined)
 90 9000 Rape or colza oil (Other)
 1515 21 0000 Maize oil (Crude)
 29 0000 Maizer oil (Other)
 1515 90 9010 Rice bran oil and its fractions
 2008 70 0000 Peaches (In airtight containers)
 5002 00 2000 Douplon silk
 5006 00 1000 Silk yarn (for retail sale)
 1701 1 Raw sugar
 1104 30 0000 Germ of cereals
 1007 00 0000 Grain sorghum
 1008 20 0000 Millet
 0713 10 0000 Peas
 33 0000 Kidney beans
 39 0000 Other beans
 90 0000 Other dried leguminous vegetables
 2304 00 0000 Soya-bean residues

Forestry production (7)

0802 21 0000 Hazelnuts or filberts (In shell)
 0802 22 0000 Hazelnuts or filberts (Shelled)
 0802 31 0000 Walnuts (In shell)
 32 0000 Walnuts (Shelled)
 1404 90 3010 Leaves of quercus dentata
 1404 90 3020 Leaves of smilax china
 2008 00 1000 Marrons glacees (Complete processing)

Fishery production (37)

0208 90 9010 Marine animals meat and edible meat offal
 0301 93 0000 Carp (Live fish)
 99 9000 Other live fish
 0302 69 6000 Sharp toothed eel (Fresh or chilled)
 70 2000 Roas (Fresh or chilled)
 0303 77 0000 Sea bass (Frozen)
 79 9090 Whip tail or hold (Frozen)
 0304 10 1000 Fish filets (Fresh or chilled)
 10 9000 Other fish meat (Fresh or chilled)
 20 1000 Alaska pollack filets (Frozen)
 0306 10 0000 Fish meal fit for human consumption
 0306 59 1000 Shark fin (Dried)
 0306 14 1000 Crab meat (Frozen)
 24 1000 Crabs (Fresh or chilled)
 0307 21 0000 Scallops (Fresh or chilled)
 29 1000 Scallops (Frozen)
 59 9000 Octopus (Salted or in brine)
 91 1190 Hard clams (Fresh or chilled)
 91 1400 Pearl oyster (Fresh or chilled)
 91 1500 Ark shells (Fresh or chilled)
 91 1600 Cockles (Live)
 91 1700 Adductors of shell fish (Fresh or chilled)
 0307 99 1140 Adductors of shell fish (Frozen)
 99 1180 Ark shells (Frozen)
 99 1910 Sea cucumbers (Frozen)
 99 2120 Adductors of shell fish (Dried)
 99 2990 Other aquatic invertebrates (Dried)
 99 3110 Hen clams (Salted or in brine)
 99 3910 Sea-urchins (Salted or in brine)
 99 3930 Jelly fish (Salted or in brine)
 1212 20 5090 Sea tangle (Fresh or chilled)
 1604 14 9000 Other tunas (In airtight containers)
 15 9000 Mackerel (Excluding in airtight containers)
 1604 20 3000 Fish sausages
 1605 19 1090 Crab meat (Other preparations)
 90 2030 Cockles (Smoked)
 2108 90 4090 Other prepared edible seaweeds

UNCLASSIFIED

NONCLASSIFIED

APPENDIX 2

ROK 1989-1993 TARIFF REDUCTION SCHEDULE ON FISH PRODUCTS

According to the 1989 tariff reduction schedule, the rates of tariff for the next 5 years will be as follows (percent):

| | | 1989 | 1990 | 1991 | 1992 | 1993 |
|---------|------------------------|------|------|------|------|------|
| HS 0301 | Live fish | 20 | 15 | 10 | 10 | 10 |
| 0302 | Fish, fresh or chilled | 20 | 20 | 20 | 20 | 20 |
| 0303 | Fish, frozen | 10 | 10 | 10 | 10 | 10 |
| 0304 | Fish, fillets (fresh) | 20 | 20 | 20 | 20 | 20 |
| | Fish, fillets (frozen) | 10 | 10 | 10 | 10 | 10 |
| | Fish, fillets (other) | 10 | 10 | 10 | 10 | 10 |
| 0305 | Fish, dried/salted | 20 | 20 | 20 | 20 | 20 |
| 0306 | Crustaceans | 20 | 20 | 20 | 20 | 20 |
| 0307 | Molluscs | 20 | 20 | 20 | 20 | 20 |

REPORTING COUNTRY KOREA RP
S.I.T.C. REVISION 2 03 FISH, CRUSTACEANS, MOLLUCS, PREPARAT

YEAR

| PARTNER COUNTRY | 1983 | 1984 | 1985 | 1986 |
|-----------------|-----------|-----------|-----------|-----------|
| | VALUE IMP | VALUE IMP | VALUE IMP | VALUE IMP |
| ALWAYS PRINT | CANADA | CANADA | CANADA | CANADA |
| | 1,260 | 226 | 1,254 | 3,881 |
| | 2.51 | 0.36 | 1.53 | 3.56 |
| 1 | WORLD | WORLD | WORLD | WORLD |
| | 50,227 | 62,623 | 82,170 | 108,907 |
| | 100.00 | 100.00 | 100.00 | 100.00 |
| 2 | U S AMER | U S AMER | U S AMER | U S AMER |
| | 22,713 | 25,052 | 26,630 | 42,415 |
| | 45.22 | 40.00 | 32.41 | 38.95 |
| 3 | JAPAN | JAPAN | JAPAN | NOT SPEC |
| | 7,162 | 11,378 | 16,880 | 31,289 |
| | 14.26 | 18.17 | 20.54 | 28.73 |
| 4 | ARGNTINA | NOT SPEC | NOT SPEC | JAPAN |
| | 7,133 | 10,178 | 10,473 | 11,137 |
| | 14.20 | 16.25 | 12.75 | 10.23 |
| 5 | NOT SPEC | ARGNTINA | TAIWAN | TAIWAN |
| | 5,848 | 4,782 | 6,750 | 5,524 |
| | 11.64 | 7.64 | 8.21 | 5.07 |
| 6 | CHILE | NEW ZLND | NORWAY | CANADA |
| | 1,658 | 3,372 | 4,163 | 3,881 |
| | 3.30 | 5.38 | 5.07 | 3.56 |

1) VALUES 2) % WORLD
VALUES EXPRESSED IN \$000 U.S. (CURRENT)

APPENDIX 3:
ROK Imports of Fish and Fish
Products from Top 6 Major
Suppliers

REPORTING COUNTRY KOREA RP
S.I.T.C. REVISION 2 034 FISH,FRESH (LIVE OR DEAD),CHILLED

YEAR

| PARTNER COUNTRY | 1983 | 1984 | 1985 | 1986 |
|-----------------|-----------|-----------|-----------|-----------|
| | VALUE IMP | VALUE IMP | VALUE IMP | VALUE IMP |
| ALWAYS PRINT | CANADA | CANADA | CANADA | CANADA |
| | 1,252 | 89 | 1,062 | 3,861 |
| | 3.29 | 0.19 | 1.73 | 4.41 |
| 1 | WORLD | WORLD | WORLD | WORLD |
| | 38,039 | 47,695 | 61,394 | 87,643 |
| | 100.00 | 100.00 | 100.00 | 100.00 |
| 2 | U S AMER | U S AMER | U S AMER | NOT SPEC |
| | 19,658 | 21,030 | 24,280 | 31,089 |
| | 51.68 | 44.09 | 39.55 | 35.47 |
| 3 | JAPAN | JAPAN | JAPAN | U S AMER |
| | 6,664 | 11,130 | 16,062 | 29,836 |
| | 17.52 | 23.34 | 26.16 | 34.04 |
| 4 | NOT SPEC | NOT SPEC | NOT SPEC | JAPAN |
| | 5,423 | 7,673 | 8,990 | 10,064 |
| | 14.26 | 16.09 | 14.64 | 11.48 |
| 5 | CHILE | NEW ZLND | NORWAY | CANADA |
| | 1,658 | 2,710 | 4,163 | 3,861 |
| | 4.36 | 5.68 | 6.78 | 4.41 |
| 6 | CANADA | SINGAPOR | SPAIN | NORWAY |
| | 1,252 | 1,247 | 1,457 | 2,301 |
| | 3.29 | 2.61 | 2.37 | 2.63 |

1) VALUES 2) % WORLD
VALUES EXPRESSED IN \$000 U.S.(CURRENT)

REPORTING COUNTRY KOREA RP
S.I.T.C. REVISION 2 035 FISH, DRIED, SALTED OR IN BRINE ; S

YEAR

| PARTNER COUNTRY | 1983 | 1984 | 1985 | 1986 |
|-----------------|---------------------------|-----------------------|-------------------------|------------------------|
| | VALUE IMP | VALUE IMP | VALUE IMP | VALUE IMP |
| ALWAYS PRINT | CANADA | CANADA | CANADA | CANADA |
| 1 | WORLD 576 100.00 | WORLD 99 100.00 | WORLD 155 100.00 | WORLD 282 100.00 |
| 2 | U S AMER 389 67.53 | JAPAN 76 76.77 | JAPAN 113 72.90 | JAPAN 236 83.69 |
| 3 | HONG KNG 1.14 19.79 | GRMNY FR 7 7.07 | SPECCATS 18 11.61 | U S AMER 18 6.38 |
| 4 | JAPAN 52 9.03 | UNTD KGD 7 7.07 | HONG KNG 14 9.03 | HONG KNG 15 5.32 |
| 5 | GRMNY FR 20 3.47 | SPECCATS 6 6.06 | GRMNY FR 6 3.87 | MALAYSIA 8 2.84 |
| 6 | | U AR EMR 2 2.02 | U S AMER 4 2.58 | NOT SPEC 5 1.77 |

1) VALUES 2) % WORLD
VALUES EXPRESSED IN \$000 U.S. (CURRENT)

REPORTING COUNTRY KOREA RP
S.I.T.C. REVISION 2 036 CRUSTACEANS AND MOLLUSCS, FRESH, CH

YEAR

| PARTNER COUNTRY | 1983 | 1984 | 1985 | 1986 |
|-----------------|-----------|-----------|-----------|-----------|
| | VALUE IMP | VALUE IMP | VALUE IMP | VALUE IMP |
| ALWAYS PRINT | CANADA | CANADA | CANADA | CANADA |
| | | | 36 | |
| | | | 0.20 | |
| 1 | WDRLO | WDRLO | WDRLO | WORLD |
| | 10,330 | 12,111 | 17,582 | 20,467 |
| | 100.00 | 100.00 | 100.00 | 100.00 |
| 2 | ARGNTINA | ARGNTINA | TAIWAN | U S AMER |
| | 6,886 | 4,264 | 5,742 | 12,425 |
| | 66.66 | 35.21 | 32.66 | 60.71 |
| 3 | U S AMER | NOT SPEC | ARGNTINA | TAIWAN |
| | 1,623 | 2,469 | 3,423 | 5,090 |
| | 15.71 | 20.39 | 19.47 | 24.87 |
| 4 | JAPAN | SINGAPDR | SINGAPOR | ARGNTINA |
| | 417 | 1,943 | 2,393 | 1,039 |
| | 4.04 | 16.04 | 13.61 | 5.08 |
| 5 | NOT SPEC | U S AMER | NEW ZLND | JAPAN |
| | 368 | 1,772 | 1,927 | 734 |
| | 3.56 | 14.63 | 10.96 | 3.59 |
| 6 | NEW ZLND | NEW ZLND | NDT SPEC | NEW ZLND |
| | 337 | 663 | 1,441 | 435 |
| | 3.26 | 5.47 | 8.20 | 2.13 |

1) VALUES 2) % WORLD
VALUES EXPRESSED IN \$000 U.S.(CURRENT)

REPORTING COUNTRY, KOREA RP
S.I.T.C. REVISION 2 037 FISH, CRUSTACEANS AND MOLLUSCS, PRE

YEAR

| PARTNER COUNTRY | 1983 | 1984 | 1985 | 1986 |
|-----------------|-----------|-----------|-----------|-----------|
| | VALUE IMP | VALUE IMP | VALUE IMP | VALUE IMP |
| ALWAYS PRINT | CANADA | CANADA | CANADA | CANADA |
| | 7 | 137 | 156 | 20 |
| | 0.55 | 5.04 | 5.13 | 3.88 |
| 1 | WORLD | WORLD | WORLD | WORLD |
| | 1,283 | 2,717 | 3,039 | 515 |
| | 100.00 | 100.00 | 100.00 | 100.00 |
| 2 | U S AMER | U S AMER | U S AMER | U S AMER |
| | 1,042 | 2,248 | 1,468 | 137 |
| | 81.22 | 82.74 | 48.31 | 26.60 |
| 3 | SPECCATS | SPECCATS | SPECCATS | SPECCATS |
| | 104 | 180 | 906 | 132 |
| | 8.11 | 6.62 | 29.81 | 25.63 |
| 4 | NOT SPEC | CANADA | JAPAN | JAPAN |
| | 58 | 137 | 383 | 103 |
| | 4.52 | 5.04 | 12.60 | 20.00 |
| 5 | JAPAN | JAPAN | CANADA | NOT SPEC |
| | 29 | 84 | 156 | 85 |
| | 2.26 | 3.09 | 5.13 | 16.50 |
| 6 | SWITZRLD | NOT SPEC | AUSTRAL | GRMNY FR |
| | 16 | 36 | 47 | 23 |
| | 1.25 | 1.32 | 1.55 | 4.47 |

1) VALUES 2) % WORLD
VALUES EXPRESSED IN \$000 U.S. (CURRENT)

REPORTING COUNTRY KOREA RP
S.I.T.C. REVISION 2 0371 FISH, PREPARED OR PRESERVED, N.E.S.

| PARTNER COUNTRY | YEAR | | | |
|-----------------|-------------------------|-------------------------|-------------------------|-------------------------|
| | 1983 | 1984 | 1985 | 1986 |
| | VALUE IMP | VALUE IMP | VALUE IMP | VALUE IMP |
| ALWAYS PRINT | CANADA | CANADA | CANADA | CANADA |
| 1 | WORLD 180 100.00 | WORLD 135 100.00 | WORLD 615 100.00 | WORLD 230 100.00 |
| 2 | SPECCATS 71 39.44 | U S AMER 37 27.41 | JAPAN 382 62.11 | U S AMER 82 35.65 |
| 3 | U S AMER 50 27.78 | NOT SPEC 36 26.67 | SPECCATS 97 15.77 | NOT SPEC 74 32.17 |
| 4 | NOT SPEC 19 10.56 | SPECCATS 24 17.78 | U S AMER 64 10.41 | JAPAN 44 19.13 |
| 5 | SWITZRLD 16 8.89 | JAPAN 19 14.07 | NOT SPEC 41 6.67 | GRMNY FR 23 10.00 |
| 6 | JAPAN 13 7.22 | GRMNY FR 17 12.59 | GRMNY FR 32 5.20 | SPECCATS 4 1.74 |

1) VALUES 2) % WORLD
VALUES EXPRESSED IN \$000 U.S. (CURRENT)

REPORTING COUNTRY KOREA, R.P.
S.I.T.C. REVISION 2 0372 CRUSTACEANS AND MOLLUSCS, PREPARED

| PARTNER COUNTRY | YEAR | | | |
|-----------------|-----------|-----------|-----------|-----------|
| | 1983 | 1984 | 1985 | 1986 |
| | VALUE IMP | VALUE IMP | VALUE IMP | VALUE IMP |
| ALWAYS PRINT | CANADA | CANADA | CANADA | CANADA |
| | 7 | 137 | 156 | 20 |
| | 0.64 | 5.31 | 6.44 | 7.02 |
| 1 | WORLD | WORLD | WORLD | WORLD |
| | 1,102 | 2,581 | 2,424 | 285 |
| | 100.00 | 100.00 | 100.00 | 100.00 |
| 2 | U S AMER | U S AMER | U S AMER | SPECCATS |
| | 993 | 2,211 | 1,404 | 128 |
| | 90.11 | 85.66 | 57.92 | 44.91 |
| 3 | NOT SPEC | SPECCATS | SPECCATS | JAPAN |
| | 39 | 156 | 809 | 59 |
| | 3.54 | 6.04 | 33.37 | 20.70 |
| 4 | SPECCATS | CANADA | CANADA | U S AMER |
| | 33 | 137 | 156 | 54 |
| | 2.99 | 5.31 | 6.44 | 18.95 |
| 5 | JAPAN | JAPAN | AUSTRAL | CANADA |
| | 16 | 65 | 47 | 20 |
| | 1.45 | 2.52 | 1.94 | 7.02 |
| 6 | CANADA | TAIWAN | TAIWAN | TAIWAN |
| | 7 | 11 | 4 | 13 |
| | 0.64 | 0.43 | 0.17 | 4.56 |

1) VALUES 2) % WORLD
VALUES EXPRESSED IN \$000 U.S. (CURRENT)

| E-4 Country or area Pays ou zone País o área | Fish, crustaceans, molluscs, etc Poissons, crustacés, mollusques, etc Peces, crustáceos, moluscos, etc | Species Espèce Especie | Nominal catches by countries or areas and species Captures nominales par pays ou zones et espèces Capturas nominales por países o áreas y especies | | | | | | Asia |
|--|--|-------------------------------------|--|-------------|-------------|-------------|-------------|-------------|------|
| | | | 1981 mt | 1982 mt | 1983 mt | 1984 mt | 1985 mt | 1986 mt | Asia |
| | Aquatic invertebrates nei | <i>Invertebrata</i> | 57 376 | 43 521 | 76 453 | 81 161 | 62 673 | 92 172 | |
| | Total | | 10 740 116 | 10 826 542 | 11 254 722 | 12 021 004 | 11 408 883 | 11 966 819 | |
| Jordan | | | | | | | | | |
| | Freshwater fishes nei | <i>Osteichthyes</i> | 0 | 0 | 0 | 0 | 0 | 0 | |
| | Marine fishes nei | <i>Osteichthyes</i> | 35 | 19 | 17 | 20 F | 40 F | 65 | |
| | Total | | 35 | 19 | 17 | 20 F | 40 F | 65 | |
| Kampuchea Dm | | | | | | | | | |
| | Freshwater fishes nei | <i>Osteichthyes</i> | 62 600 F | 53 050 F | 58 550 F | 59 400 F | 61 900 F | 63 400 F | |
| | Marine fishes nei | <i>Osteichthyes</i> | 5 670 F | 5 200 F | 4 820 F | 5 200 F | 5 700 F | 6 100 F | |
| | Freshwater crustaceans nei | <i>Crustacea</i> | 100 F | 100 F | 100 F | 100 F | 100 F | 100 F | |
| | Marine crabs nei | <i>Reptantia</i> | 110 F | 100 F | 90 F | 100 F | 100 F | 150 F | |
| | Natantian decapods nei | <i>Natantia</i> | 220 F | 200 F | 190 F | 200 F | 200 F | 250 F | |
| | Japanese clam | <i>Corbicula japonica</i> | 0 | 0 | 0 | 0 | 0 | 0 | |
| | Marine molluscs nei | <i>Mollusca</i> | 0 | 0 | 0 | 0 | 0 | 0 | |
| | Total | | 68 700 | 58 650 | 63 750 | 65 000 F | 68 000 F | 70 000 F | |
| Korea D P Rp | | | | | | | | | |
| | Freshwater fishes nei | <i>Osteichthyes</i> | 80 000 F | 85 000 F | 90 000 F | 100 000 F | 110 000 F | 100 000 F | |
| | Marine fishes nei | <i>Osteichthyes</i> | 1 420 000 F | 1 465 000 F | 1 510 000 F | 1 550 000 F | 1 590 000 F | 1 600 000 F | |
| | Total | | 1 500 000 F | 1 550 000 F | 1 600 000 F | 1 650 000 F | 1 700 000 F | 1 700 000 F | |
| Korea Rep | | | | | | | | | |
| | Common carp | <i>Cyprinus carpio</i> | 2 651 | 2 753 | 3 215 | 3 291 | 5 055 | 5 177 | |
| | Cyprinids nei | <i>Cyprinidae</i> | 9 783 | 10 591 | 11 377 | 13 107 | 14 387 | 12 963 | |
| | Freshwater fishes nei | <i>Osteichthyes</i> | 12 242 | 16 846 | 17 474 | 15 057 | 15 062 | 19 969 | |
| | Japanese eel | <i>Anguilla japonica</i> | 946 | 977 | 1 003 | 943 | 1 324 | 1 049 | |
| | Rainbow trout | <i>Salmo gairdneri</i> | 19 | 50 | 132 | 173 | 420 | 773 | |
| | Salmonoids nei | <i>Salmoidei</i> | 4 914 | 1 242 | 2 232 | 2 704 | 2 464 | 2 892 | |
| | Chinese gizzard shad | <i>Clupanodon thrissa</i> | 12 348 | 10 171 | 14 119 | 7 304 | 11 716 | 16 150 | |
| | Elongate ilisha | <i>Ilisha elongata</i> | 1 912 | 5 067 | 1 754 | 3 098 | 1 291 | 4 722 | |
| | Flatfishes nei | <i>Pleuronectiformes</i> | 27 904 | 25 457 | 26 946 | 48 756 | 48 938 | 38 056 | |
| | Bastard halibut | <i>Paralichthys olivaceus</i> | 4 706 | 4 596 | 4 312 | 3 528 | 2 883 | 2 534 | |
| | Lefteye flounders | <i>Bothidae</i> | - | - | - | - | - | 158 | |
| | Witch flounder | <i>Glyptocephalus cynoglossus</i> | - | - | - | - | 71 | - | |
| | Amer. plaice (= Long rough dab) | <i>Hippoglossoides platessoides</i> | - | - | - | - | 1 040 | - | |
| | Yellowtail flounder | <i>Limanda ferruginea</i> | - | - | - | - | 1 795 | - | |
| | Yellow striped flounder | <i>Pseudopleuronectes herzensi</i> | 26 235 | 24 006 | 23 912 | 20 951 | 24 247 | 21 472 | |
| | Tonguefishes nei | <i>Cynoglossidae</i> | 8 878 | 8 266 | 7 040 | 7 821 | 8 734 | 7 670 | |
| | Atlantic cod | <i>Gadus morhua</i> | - | 71 | 32 | - | 3 | - | |
| | Pacific cod | <i>Gadus macrocephalus</i> | 14 814 | 12 551 | 11 357 | 12 382 | 10 298 | 13 421 | |
| | Alaska pollack | <i>Theragra chalcogramma</i> | 278 636 | 262 095 | 367 422 | 398 622 | 451 305 | 618 965 | |
| | Argentine hake | <i>Merluccius hubbsi</i> | - | - | - | - | - | 417 | |
| | Patagonian grenadier | <i>Macruronus magellanicus</i> | - | - | - | - | - | 5 | |
| | Blue grenadier | <i>Macruronus novaezealandiae</i> | 6 | 10 | - | 665 | 13 | 217 | |
| | Gadiformes nei | <i>Gadiformes</i> | 12 | 458 | 490 | 154 | 665 | 391 | |
| | Brushtooth lizardfish | <i>Saurida undosquamis</i> | 665 | 376 | 370 | 216 | 206 | 181 | |
| | Daggertooth pike-conger | <i>Muraenesox cinereus</i> | 6 714 | 9 179 | 8 046 | 8 405 | 5 396 | 5 040 | |
| | Whitespotted conger | <i>Astroconger myriaster</i> | 13 257 | 14 143 | 8 838 | 12 751 | 24 010 | 23 208 | |
| | Conger eels nei | <i>Congridae</i> | - | - | - | - | - | - | |
| | John dory | <i>Zeus faber</i> | - | - | - | - | 407 | 260 | |
| | Demersal percomorphs nei | <i>Perciformes</i> | - | - | - | - | - | 314 | |
| | Groupers nei | <i>Epinephelus spp</i> | - | - | - | 486 | 696 | 282 | |
| | Japanese seabass | <i>Lateolabrax japonicus</i> | 1 667 | 1 695 | 1 176 | 1 168 | 1 109 | 661 | |
| | Groupers, seabasses nei | <i>Serranidae</i> | 1 024 | 1 017 | 1 277 | 846 | 1 038 | 1 340 | |
| | Sillago-whitings | <i>Sillaginidae</i> | 2 487 | 279 | 998 | 289 | 160 | 709 | |
| | Yellow croaker | <i>Pseudosciaena manchurica</i> | 34 477 | 18 330 | 10 133 | 7 711 | 6 872 | 9 644 | |
| | Honnibe croaker | <i>Nibea mitsukurii</i> | 3 576 | 2 462 | 1 678 | 2 481 | 2 202 | 2 665 | |
| | Large yellow croaker | <i>Larimichthys crocea</i> | 9 263 | 30 290 | 19 294 | 21 793 | 20 576 | 17 614 | |
| | Croakers, drums nei | <i>Sciaenidae</i> | 38 559 | 31 783 | 39 013 | 33 561 | 34 896 | 43 259 | |
| | Angolan dentex | <i>Dentex angolensis</i> | - | - | - | - | 455 | - | |
| | Silver seabream | <i>Chrysophrys major</i> | 2 518 | 1 956 | 1 658 | 1 248 | 1 146 | 1 075 | |
| | Dentex, seabreams, etc nei | <i>Sparidae</i> | 16 918 | 14 280 | 15 616 | 21 661 | 19 267 | 16 800 | |
| | African sicklefish | <i>Drepane africana</i> | - | - | - | 5 | 57 | 186 | |
| | Japanese sandfish | <i>Arctoscopus japonicus</i> | 1 631 | 2 748 | 6 834 | 5 295 | 7 100 | 9 346 | |
| | Pink cusk-eel | <i>Genypterus blacodes</i> | - | - | - | - | - | 160 | |
| | Kingklip | <i>Genypterus capensis</i> | - | - | - | - | 11 | - | |
| | Korean sandeel | <i>Hypoptychus dybowskii</i> | 10 782 | 10 569 | 24 048 | 9 010 | 4 697 | 6 155 | |
| | Gobies nei | <i>Gobiidae</i> | 4 050 | 4 649 | 5 676 | 4 027 | 6 381 | 6 053 | |
| | Atlantic redfishes | <i>Sebastes spp</i> | - | 93 | - | - | - | - | |
| | Scorpionfishes etc., nei | <i>Scorpaenidae</i> | 5 403 | 5 254 | 6 682 | 5 575 | 5 927 | 6 469 | |
| | Bluefin gurnard | <i>Chelidonichthys kumu</i> | 486 | 141 | 216 | 105 | 40 | 62 | |
| | Atka mackerel | <i>Pleurogrammus azonus</i> | 30 065 | 24 166 | 18 733 | 18 803 | 25 059 | 11 888 | |
| | Indo-Pacific flathead | <i>Platycephalus indicus</i> | 2 226 | 3 044 | 3 491 | 4 299 | 4 245 | 4 357 | |
| | Threadtail filefish | <i>Stephanolepis cirrifer</i> | 187 625 | 182 356 | 172 732 | 181 008 | 256 529 | 327 516 | |
| | Purple puffer | <i>Fugu vermiculare porphyreum</i> | 1 899 | 7 460 | 2 052 | 3 110 | 3 338 | 3 349 | |
| | Anglerfishes nei | <i>Lophiidae</i> | 2 581 | 2 942 | 4 646 | 6 338 | 9 628 | 10 870 | |
| | Pacific saury | <i>Cololabis saira</i> | 10 844 | 7 449 | 4 597 | 1 923 | 4 393 | 8 924 | |

E-4 Fish, crustaceans, molluscs, etc
Poissons, crustacés, mollusques, etc
Peces, crustáceos, moluscos, etc

Nominal catches by countries or areas and species
Captures nominales par pays ou zones et espèces
Capturas nominales por países o áreas y especies

Asia
Asie
Asia

| Country or area Pays ou zone País o área | Species Espèce Especie | 1981 mt | 1982 mt | 1983 mt | 1984 mt | 1985 mt | 1986 mt |
|--|--------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Japanese halfbeak | <i>Hemirhamphus sajori</i> | 1 159 | 854 | 1 516 | 1 807 | 2 308 | 2 971 |
| Flathead grey mullet | <i>Mugil cephalus</i> | 2 727 | 4 787 | 7 886 | 6 192 | 9 025 | 7 728 |
| Japanese jack mackerel | <i>Trachurus japonicus</i> | 5 520 | 10 837 | 11 539 | 7 354 | 15 702 | 7 018 |
| Chilean jack mackerel | <i>Trachurus murphyi</i> | - | - | - | 62 | 641 | - |
| Cape horse mackerel | <i>Trachurus capensis</i> | - | - | - | - | 7 | - |
| Jack and horse mackerels nei | <i>Trachurus spp</i> | - | - | - | 781 | 1 624 | 3 274 |
| Jacks, crevalles, nei | <i>Caranx spp</i> | - | - | - | 52 | 22 | 160 |
| Amberjacks nei | <i>Seriola spp</i> | 1 204 | 3 829 | 3 095 | 3 333 | 6 038 | 8 705 |
| Silver pomfret | <i>Pampus argenteus</i> | 10 932 | 7 834 | 1 897 | 5 496 | 7 529 | 8 162 |
| Butterfishes, silver pomfrets | <i>Stromateidae</i> | 14 091 | 14 431 | 9 018 | 10 833 | 9 294 | 13 509 |
| Pacific herring | <i>Clupea pallasii</i> | 255 | 661 | 544 | 497 | 773 | 1 386 |
| Japanese sardinella | <i>Sardinella zunasi</i> | 4 244 | 5 625 | 10 606 | 10 829 | 8 994 | 14 033 |
| Japanese pilchard | <i>Sardinops melanostictus</i> | 63 068 | 81 985 | 139 763 | 177 896 | 107 776 | 160 725 |
| Japanese anchovy | <i>Engraulis japonicus</i> | 184 351 | 162 256 | 131 859 | 155 124 | 143 512 | 201 642 |
| Clupeoids nei | <i>Clupeoidei</i> | - | - | - | - | - | - |
| Pacific sierra | <i>Scomberomorus sierra</i> | - | - | - | - | - | - |
| West African Spanish mackerel | <i>Scomberomorus tritor</i> | - | - | - | - | - | 3 |
| Japanese Spanish mackerel | <i>Scomberomorus nipponius</i> | 13 960 | 10 677 | 16 224 | 21 603 | 10 265 | 20 678 |
| Seerfishes nei | <i>Scomberomorus spp</i> | - | - | - | 2 649 | 3 368 | 1 934 |
| Skipjack tuna | <i>Katsuwonus pelamis</i> | 13 084 | 15 084 | 17 722 | 14 984 | 14 397 | 25 587 |
| Northern bluefin tuna | <i>Thunnus thynnus</i> | - | - | 10 | 5 | 19 | - |
| Albacore | <i>Thunnus alalunga</i> | 20 270 | 16 914 | 8 803 | 8 339 | 17 661 | 19 550 |
| Southern bluefin tuna | <i>Thunnus maccoyii</i> | - | 6 | - | 1 | - | 1 |
| Yellowfin tuna | <i>Thunnus albacares</i> | 30 750 | 36 136 | 28 348 | 19 998 | 25 500 | 29 916 |
| Bigeye tuna | <i>Thunnus obesus</i> | 41 222 | 39 614 | 33 740 | 27 902 | 34 027 | 33 408 |
| Indo-Pacific sailfish | <i>Istiophorus platypterus</i> | 207 | 1 461 | 1 335 | 871 | 462 | 594 |
| Atlantic sailfish | <i>Istiophorus albicans</i> | 11 | 16 | 4 | 3 | 221 | 62 |
| Indo-Pacific blue marlin | <i>Makaira mazara</i> | 1 453 | 1 036 | 546 | 479 | 261 | 208 |
| Atlantic blue marlin | <i>Makaira nigricans</i> | 81 | 17 | - | 61 | 63 | 18 |
| Black marlin | <i>Makaira indica</i> | - | - | - | 117 | 39 | 75 |
| Striped marlin | <i>Tetrapturus audax</i> | 191 | 167 | 103 | 152 | 51 | 129 |
| Atlantic white marlin | <i>Tetrapturus albidus</i> | 13 | 24 | 17 | 9 | 1 | - |
| Marlins, sailfishes, spearfishes | <i>Istiophoridae</i> | 2 748 | 2 779 | 2 708 | 3 168 | 4 416 | 5 152 |
| Swordfish | <i>Xiphias gladius</i> | 994 | 1 069 | 748 | 528 | 427 | 125 |
| Tuna-like fishes nei | <i>Scombroidei</i> | 1 052 | 1 730 | 2 492 | 2 120 | 8 427 | 7 995 |
| Largehead hairtail | <i>Trichiurus lepturus</i> | 147 677 | 121 960 | 152 633 | 145 413 | 127 608 | 107 561 |
| Silver scabbardfish | <i>Lepidopus caudatus</i> | - | - | - | - | - | - |
| Hairtails, cutlassfishes, nei | <i>Trichiuridae</i> | - | - | - | 1 781 | 4 818 | 5 736 |
| Chub mackerel | <i>Scomber japonicus</i> | 108 082 | 99 447 | 122 883 | 101 714 | 68 479 | 103 887 |
| Dogfish sharks nei | <i>Squalidae</i> | - | - | - | - | - | - |
| Large sharks nei | <i>Squaliformes</i> | - | - | - | - | - | - |
| Skates | <i>Raja spp</i> | - | 110 | 65 | - | - | - |
| Skates and rays, nei | <i>Rajiformes</i> | 17 052 | 14 889 | 16 924 | 13 964 | 15 592 | 14 261 |
| Sharks, rays, skates, etc | <i>Elasmobranchii</i> | 4 469 | 5 462 | 5 350 | 6 821 | 7 471 | 6 651 |
| Finfishes nei | <i>Osteichthyes</i> | - | - | - | - | 41 | - |
| Marine fishes nei | <i>Osteichthyes</i> | 236 260 | 215 103 | 166 981 | 162 486 | 132 161 | 112 614 |
| Freshwater crustaceans nei | <i>Crustacea</i> | 463 | 632 | 807 | 388 | 489 | 605 |
| Gazami crab | <i>Portunus trituberculatus</i> | 22 181 | 19 393 | 17 854 | 25 643 | 23 961 | 30 897 |
| King crabs | <i>Paralithodes spp</i> | 125 | 73 | 183 | 6 | 14 | 5 |
| Marine crabs nei | <i>Reptantia</i> | 8 901 | 9 155 | 7 421 | 11 295 | 13 773 | 15 806 |
| Kuruma prawn | <i>Penaeus japonicus</i> | 830 | 828 | 1 336 | 1 254 | 1 888 | 915 |
| Fleshy prawn | <i>Penaeus chinensis</i> | 531 | 1 197 | 446 | 848 | 706 | 1 585 |
| Penaeus shrimps nei | <i>Penaeus spp</i> | 4 005 | 2 865 | 2 148 | 2 295 | 2 088 | 2 522 |
| Shiba shrimp | <i>Metapenaeus joyneri</i> | 1 819 | 1 221 | 1 386 | 2 293 | 2 729 | 3 911 |
| Pacific shrimps | <i>Pandalus spp, Pandalopsis spp</i> | - | - | - | - | - | - |
| Akiami paste shrimp | <i>Acetes japonicus</i> | 8 089 | 13 815 | 16 994 | 9 791 | 13 488 | 15 029 |
| Natantian decapods nei | <i>Natantia</i> | 8 678 | 13 295 | 14 114 | 15 181 | 19 412 | 20 899 |
| Antarctic krill | <i>Euphausia superba</i> | - | 1 429 | 1 959 | 2 657 | - | - |
| Marine crustaceans nei | <i>Crustacea</i> | - | - | - | 3 | 9 | 19 |
| Japanese clam | <i>Corbicula japonica</i> | 12 501 | 10 881 | 10 474 | 15 513 | 13 801 | 14 890 |
| Freshwater molluscs nei | <i>Mollusca</i> | 1 102 | 1 457 | 1 774 | 1 335 | 1 134 | 1 275 |
| Gastropods nei | <i>Gastropoda</i> | 4 516 | 5 524 | 6 119 | 7 755 | 6 988 | 7 367 |
| Abalones nei | <i>Haliotis spp</i> | 690 | 535 | 335 | 285 | 366 | 466 |
| Horned turban | <i>Turbo cornutus</i> | 4 908 | 7 654 | 5 866 | 5 293 | 6 183 | 4 142 |
| Pacific cupped oyster | <i>Crassostrea gigas</i> | 206 361 | 189 204 | 218 463 | 211 886 | 254 515 | 268 775 |
| Korean mussel | <i>Mytilus crassitesta</i> | 86 319 | 42 900 | 47 112 | 32 367 | 54 408 | 40 455 |
| Sea mussels nei | <i>Mytilidae</i> | 12 044 | 10 332 | 4 142 | 4 227 | 3 606 | 2 554 |
| Japanese scallop | <i>Pecten yessoensis</i> | 10 | 8 | 49 | 35 | 586 | 293 |
| Ark clams | <i>Arca spp</i> | 14 478 | 20 787 | 11 955 | 25 158 | 50 388 | 60 351 |
| Blood cockle | <i>Anadara granosa</i> | 5 060 | 8 353 | 5 399 | 10 435 | 12 388 | 12 072 |
| Cockles nei | <i>Cardiidae</i> | 7 524 | 8 947 | 1 434 | 3 746 | 4 296 | 5 393 |
| Hen clam | <i>Macra sachalinensis</i> | 8 865 | 16 797 | 12 453 | 9 385 | 12 091 | 8 933 |
| Japanese hard clam | <i>Meretrix lusoria</i> | 2 979 | 1 986 | 760 | 1 737 | 1 441 | 2 066 |
| Japanese (= Manila) clam | <i>Venerupis japonica</i> | 47 766 | 46 853 | 40 375 | 29 997 | 34 455 | 65 496 |
| Clams nei | <i>Bivalvia</i> | 18 325 | 23 320 | 25 262 | 23 076 | 32 235 | 39 709 |
| Cuttlefishes, bobtail squids | <i>Sepia spp, Sepioida spp</i> | 38 153 | 44 786 | 71 154 | 67 635 | 60 993 | 50 851 |
| Japanese flying squid | <i>Todarodes pacificus</i> | 62 403 | 66 202 | 38 816 | 45 797 | 59 947 | 37 214 |
| Octopuses | <i>Octopodidae</i> | 24 066 | 21 806 | 19 583 | 17 045 | 20 410 | 16 395 |
| Squids nei | <i>Loliginidae, Ommastrephidae</i> | 20 643 | 17 436 | 38 842 | 50 482 | 62 232 | 108 854 |
| Marine molluscs nei | <i>Mollusca</i> | 11 415 | 13 797 | 7 452 | 8 053 | 8 537 | 14 978 |
| Sea-squirrels nei | <i>Ascidiacea</i> | 2 485 | 1 185 | 1 760 | 2 156 | 12 520 | 16 154 |
| Echinoderms nei | <i>Echinodermata</i> | 5 212 | 5 566 | 5 413 | 4 934 | 6 222 | 7 785 |
| Japanese sea-cucumber | <i>Stichopus japonicus</i> | 3 589 | 3 744 | 3 966 | 3 438 | 3 103 | 3 437 |
| Marine worms nei | <i>Polychaeta</i> | 951 | 1 019 | 844 | 735 | 779 | 776 |
| Aquatic invertebrates nei | <i>Invertebrata</i> | 6 153 | 7 171 | 9 957 | 16 827 | 11 273 | 8 622 |
| Total | | 2 365 990 | 2 280 821 | 2 400 387 | 2 477 080 | 2 650 026 | 3 102 542 |

PORTS OF DISCHARGE

INCHON, KOREA

TORONTO
CANADIAN OFFICES / AGENTS:
ARVIDA SHIPPING LTD.
1 YONGE ST. SUITE 1714, TORONTO, ONT. M5E1P4
TEL: 416-365-3270 TLX: 065-24004 TLX ANS BACK: ARVIDA TOR

INCHON, KOREA

* MONTREAL SHIPPING INC.
360 RUE SAINT-JACQUES, MONTREAL, QUEBEC, H2Y1R2
TEL: 514-286-4646 TLX: 05-25346 TLX ANSWER BACK: MONTSHIP MTL
LINE NAME: TOKYO MARINE CO. LTD.
CANADIAN PORTS OF LOADING:
* KITIMAT
* VANCOUVER
CANADIAN OFFICES / AGENTS:
MONTREAL SHIPPING INC.
TERMINAL ELEVATOR RIDLEY ISLAND, PRINCE RUPERT, B.C. V8J4B7
TEL: 604-624-9668 TLX: 047-89104 TLX ANS BACK: MONTSHIP RUP
MONTREAL SHIPPING INC.
HARBOUR CENTRE 2810, 555 WEST HASTINGS ST., VANCOUVER B.C. V6B4M
TEL: 604-687-3113 TLX: 045-3390 TLX ANS BACK: MONTSHIP VCR
MONTREAL SHIPPING INC.
11 KING ST., TORONTO, ONT. M5H1A3
TEL: 416-366-4691 TLX: 065-24146 TLX ANS BACK: MONTSHIP TOR

SHOWA MARITIME CANADA LTD.
600-744 WEST HASTINGS STREET, VANCOUVER, B.C. V6C1A9
TEL: 604-685-0131 TLX: 0453402 TLX ANSWER BACK: SHOWA VCR
LINE NAME: SHOWA LINE
CANADIAN PORTS OF LOADING:
VANCOUVER
CANADIAN OFFICES / AGENTS:
SHOWA MARITIME CANADA LTD.
231 RUE ST. JACQUES, ROOM 850, MONTREAL, QUE. H2Y1M6
TEL: 514-845-2161 TLX: 055-6203B TLX ANS BACK: SHOWA MTL
SHOWA MARITIME CANADA LTD.
1 YONGE ST., SUITE 1602, TORONTO, ONT. M5J1J7
TEL: 416-363-5423 TLX ANS BACK: SHOWA TOR

STAR SHIPPING (CANADA) LTD.
1400 MARINE BLDG., 355 BURNARD STREET, VANCOUVER B.C. V6C2H4
TEL: 604-661-2000 TLX: 0451427 TLX ANSWER BACK: STARSHIP VCR
LINE NAME: STAR SHIPPING A/S
CANADIAN PORTS OF LOADING:
* CROFTON
* GOLD RIVER
* HARMAC
* KITIMAT
* PORT ALBERNI
* PORT MELLON
* POWELL RIVER
* SQUAMISH
* TAHISIS
VANCOUVER

WESTWOOD SHIPPING AGENCIES LTD.
555 WEST HASTINGS ST., SUITE 2640, VANCOUVER, B.C. V6B4N3
TEL: 604-669-8866 TLX: 04-508383 TLX ANSWER BACK: NONESAGNY VCR
LINE NAME: WESTWOOD SHIPPING LINES INC.
CANADIAN PORTS OF LOADING:
VANCOUVER
* WEST COAST PORTS-CAN

INDONESIA PORTS, INDONESIA

* STAR SHIPPING (CANADA) LTD.
1400 MARINE BLDG., 355 BURNARD STREET, VANCOUVER B.C. V6C2H4
TEL: 604-661-2000 TLX: 0451427 TLX ANSWER BACK: STARSHIP VCR
LINE NAME: STAR SHIPPING A/S
CANADIAN PORTS OF LOADING:
* CROFTON
* GOLD RIVER
* HARMAC
* KITIMAT
* PORT ALBERNI
* PORT MELLON
* POWELL RIVER
* SQUAMISH
* TAHISIS
VANCOUVER

INTERNATIONAL PORTS, WORLDWIDE

* BALFOUR GUTHRIE (CANADA) LTD/LTEE
740 NICOLA STREET, VANCOUVER B.C. V6G2C1
TEL: 604-685-0211 TLX: 04-54500 TLX ANSWER BACK: BALFORSHIP
LINE NAME: ARMILLA PROJECT CARRIERS
CANADIAN PORTS OF LOADING:
* EAST COAST PORTS-CAN
* HALIFAX
* MONTREAL
* TORONTO
* VANCOUVER
* WEST COAST PORTS-CAN
* CANBULK SHIPPING CORPORATION

4999 ST. CATHERINE ST. W., MONTREAL, QUEBEC, H3Z1T3
TEL: 514-489-7228 TLX: 55-66443 TLX ANSWER BACK: CANBULK MTL
CANADIAN PORTS OF LOADING:
* EAST COAST PORTS-CAN
* ST. LAWRENCE CANADA

* COMPASS MARINE SERVICES INC.
425-890 WEST PENDER ST., VANCOUVER, B.C. V6C1J9
TEL: 604-669-0100 TLX: 0451452 TLX ANSWER BACK: ENCOMPASS VCR
CANADIAN PORTS OF LOADING:
* WEST COAST PORTS-CAN

* D. FRAMPTON & CO. LTD.
53 ROCHE ST., ST. JOHN'S, Nfld., A1B1L6
TEL: 709-722-1602 TLX: TLX ANSWER BACK:
CANADIAN PORTS OF LOADING:
* EAST COAST PORTS-CAN
* ST. LAWRENCE CANADA

* OODWELL OF CANADA LTD.
409 GRANVILLE ST., ROOM 900, VANCOUVER, B.C. V6C2H2
TEL: 604-681-9242 TLX: 04-53361 TLX ANSWER BACK: OODHELLOPS
LINE NAME: SANKO STEAMSHIP CO. LTD.
CANADIAN PORTS OF LOADING:
* WEST COAST PORTS-CAN

* IRVING OIL LIMITED
34 SYDNEY ST., SAINT JOHN, N.B. E2L4K1
TEL: 506-533-2000 TLX: 014-47466 TLX ANSWER BACK: IRVING OIL SN
CANADIAN PORTS OF LOADING:
* EAST COAST PORTS-CAN
HALIFAX
SAINT JOHN (N.B.)

* KENT LINE LIMITED
300 UNION ST., SAINT JOHN, N.B. E2L4B4
TEL: 506-622-1666 TLX: 01447304 TLX ANSWER BACK: KENTFLEET
CANADIAN PORTS OF LOADING:
* EAST COAST PORTS-CAN
SAINT JOHN (N.B.)
CANADIAN OFFICES / AGENTS:
WESTWARD SHIPPING LTD.
276 RUE ST. JACQUES SUITE 920, MONTREAL, QUE. H2Y1N3
TEL: 514-845-0101 TLX: 055-61854 TLX ANS BACK: WESTWARD MTL

* PROJECT TRANSPORT & TRADING CO.
111 QUEEN ST. E., SUITE 420, TORONTO, ONT. M5C1S2
TEL: 416-363-8855 TLX: 06-216256 TLX ANSWER BACK: PITSHIP TOR
LINE NAME: SPLIETHOFF BEFRACHTUNGSKANTOOR
CANADIAN PORTS OF LOADING:
* EAST COAST PORTS-CAN

* PROJECT TRANSPORT & TRADING CO.
111 QUEEN ST. E., SUITE 420, TORONTO, ONT. M5C1S2
TEL: 416-363-8855 TLX: 06-216256 TLX ANSWER BACK: PITSHIP TOR
LINE NAME: CONTIMAR GMBH & CO. KG
CANADIAN PORTS OF LOADING:
* EAST COAST PORTS-CAN
* WEST COAST PORTS-CAN

* PROJECT TRANSPORT & TRADING CO.
111 QUEEN ST. E., SUITE 420, TORONTO, ONT. M5C1S2
TEL: 416-363-8855 TLX: 06-216256 TLX ANSWER BACK: PITSHIP TOR
LINE NAME: S.A.L. STEINKIRCHEN
CANADIAN PORTS OF LOADING:
* EAST COAST PORTS-CAN
* WEST COAST PORTS-CAN

* PROJECT TRANSPORT & TRADING CO.
111 QUEEN ST. E., SUITE 420, TORONTO, ONT. M5C1S2
TEL: 416-363-8855 TLX: 06-216256 TLX ANSWER BACK: PITSHIP TOR
LINE NAME: JUMBO SHIPPING COMPANY S.A.
CANADIAN PORTS OF LOADING:
* EAST COAST PORTS-CAN
* WEST COAST PORTS-CAN

* RELIANCE OFFSHORE CANADA INC.
1525 BIRMINGHAM ST., HALIFAX, N.S. B3J3J3
TEL: 902-429-5680 TLX: 019-21771 TLX ANSWER BACK:
CANADIAN PORTS OF LOADING:
* EAST COAST PORTS-CAN
* GREAT LAKE PORTS-CAN
* ST. LAWRENCE CANADA
* WEST COAST PORTS-CAN

* ULS INTERNATIONAL INC.
49 JACKES AVENUE, TORONTO, ONT. M4T1E2
TEL: 416-920-7610 TLX: 065-24157 TLX ANSWER BACK: ULS INT TOR
LINE NAME: ULS INTERNATIONAL INC.
CANADIAN PORTS OF LOADING:
* GREAT LAKE PORTS-CAN
* GREAT LAKE PORTS-USA
* ST. LAWRENCE CANADA
* ST. LAWRENCE USA
CANADIAN OFFICES / AGENTS:
TRANS LAKE CHARTERING
410 - 360 MAIN ST., WINNIPEG, MAN. R3C3Z3

Freight Forwarders: Exporters may wish to entrust their shipments to a freight forwarder rather than handling the arrangements for foreign delivery and related documentation themselves.

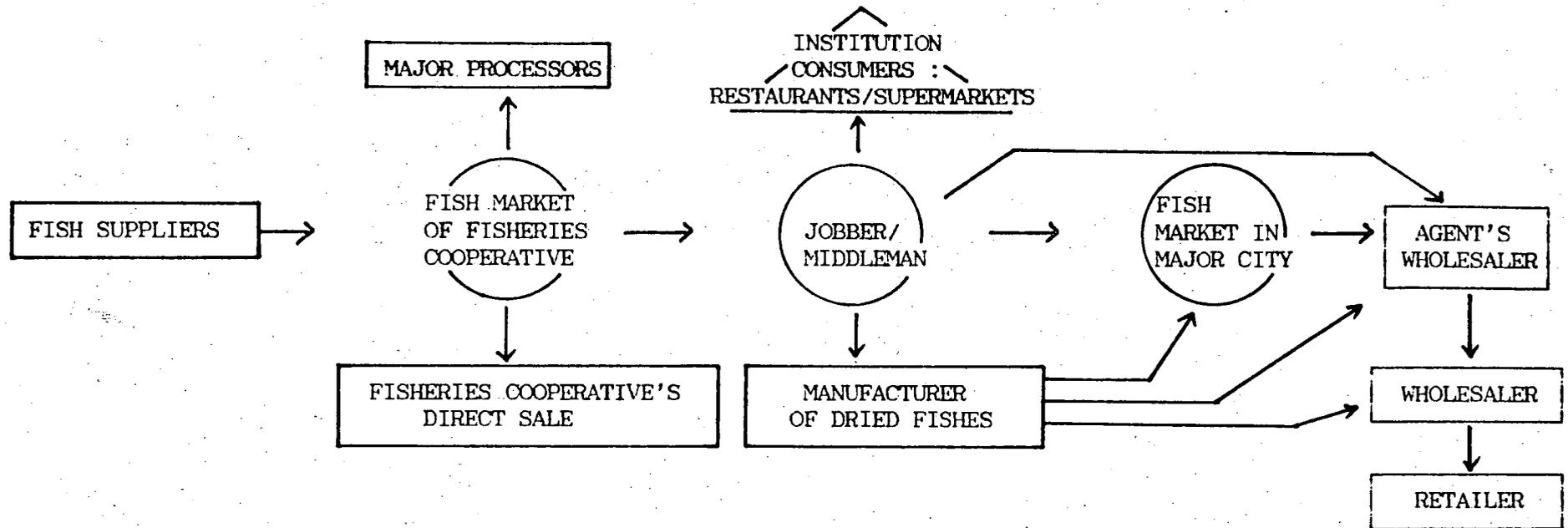
Freight forwarders provide expertise as to the most cost effective shipping arrangements and act as the shipper's coordinator, controlling and monitoring the shipment from collection to delivery. This includes the related documentation, storage, customs clearance, examination of goods, collection of payments and other handling services as specified in the freight handling contract.

Cost and quality of service are both important when choosing a freight forwarder. Industry Science and Technology Canada publishes a "Directory of Canadian Customs Brokers and Freight Forwarders" as part of its Business Opportunities Sourcing System (BOSS). Copies may be obtained from your local ISTC office. Online computer access to the BOSS system may be arranged by calling (613)954-5031.

V. MARKETING AND DISTRIBUTION CHANNEL

C. MAJOR DISTRIBUTION CHANNEL (CONT'D)

1. FISHES AND SEAFOODS



MAJOR PORTION OF THE IMPORTED FISHES ARE SUPPLIED DIRECTLY TO LOCAL SEAFOODS PROCESSORS (I.E. DAERIM FISHERY CO., LTD.; HANSUNG ENTERPRISE CO., LTD. ETC.). THEY PROCESS AND CAN IMPORT SEAFOODS TO EXPORT THEM TO OVERSEAS MARKETS. DOMESTIC CONSUMPTION OF IMPORTED FISHES IS ALMOST NIL EXCEPT SOME PORTIONS WHICH GO TO HOTEL AND FOREIGNER'S USE.

27/01/89

DEPARTMENT OF EXTERNAL AFFAIRS

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RPTC1

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

89/90 SECTOR/SUB-SECTOR HIGHLIGHTS

Mission: SEDUL

Market: KOREA

Sector : FISHERIES, SEA PRODUCTS & SERV.

Sub-Sector: FISH & SHELLFISH & OTHER PROD

| Market Data | 2 Years Ago | 1 Year Ago | Current Year (Estimated) | Next Year (Projected) |
|-----------------------------|-------------|------------|-----------------------------|--------------------------|
| Market Size | 140.00 \$M | 244.00 \$M | 300.00 \$M | 350.00 \$M |
| Canadian Exports | 5.00 \$M | 6.00 \$M | 3.00 \$M | 5.00 \$M |
| Canadian Share of Market | 3.50 % | 0.30 % | 1.00 % | 1.40 % |

Cumulative 3 year export potential for
CDN products in this sector/subsector: 5-15 \$M

| Major Competing Countries | Market Share |
|---------------------------|--------------|
| UNITED STATES OF AMERICA | 41.00 % |
| JAPAN | 8.00 % |
| NEW ZEALAND | 3.00 % |
| ARGENTINA | 1.00 % |
| NORWAY | 1.00 % |
| ICELAND | 1.00 % |

Current Status of Canadian
exports in this sector/subsector: Small but expanding

Products/services for which there are good market prospects:

1. FROZEN HERRING
2. FROZEN SALMON
3. FROZEN COD
4. LIVE LOBSTERS
5. OCEAN PERCH (RED FISH)

Factors contributing to current successful Canadian exports:

- PEMD support
- Competitive pricing

27/01/89

DEPARTMENT OF EXTERNAL AFFAIRS

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RPTC1

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

Mission: SEOUL

Market: KOREA

Factors for Canadian exports not reaching market potential:

- Import restrictions are a significant impediment in this sector
- Import duties are high
- Non-competitive pricing
- Unsuitable product
- ANNUAL TRADE PLAN
- LACK OF J.V. FISHING COOP'N W/KRN
- COS ON CANADIAN WATER.

In support of Canadian exports in this sector/sub-sector the mission is currently engaged in activities which include:

Activity: MONITOR/ADVISE OTT. OF CHANGES ON LIBERAL'N POLICY FISH PROD
Expected Results: IDENTIFY MARKET OPPORTUNITIES FOR NEW SPECIES.

For the next fiscal year, the mission will carry out the following approved fairs and missions:

Activity: PART'N OF KORFOOD 89/SALMON&LOBSTER SPLRS APR.27-MAY 1,1989.
Expected Results: EXPAND CANADIAN MARKET SHARE FOR FROZEN SALMON AND DEVELOP A NEW MARKET FOR LIVE LOBSTERS.

Trade Offices in Canada

International Trade Centres

The Departments of External Affairs and Industry, Science and Technology Canada have established **International Trade Centres** (ITCs) across Canada to assist first-time and experienced Canadian exporters. Contact the ITC nearest you.

Newfoundland

International Trade Centre
Industry, Science and Technology Canada
P.O. Box 8950
90 O'Leary Avenue
St. John's, Newfoundland
A1B 3R9
Tel: (709) 772-5511
Telex: 016-4749
Fax: (709) 772-2373

Prince Edward Island

International Trade Centre
Industry, Science and Technology Canada
P.O. Box 1115
Confederation Court Mall
134 Kent Street, Suite 400
Charlottetown, Prince Edward Island
C1A 7M8
Tel: (902) 566-7400
Telex: 014-44129
Fax: (902) 566-7450

Nova Scotia

International Trade Centre
Industry, Science and Technology Canada
P.O. Box 940
Station M
1496 Lower Water Street
Halifax, Nova Scotia
B3J 2V9
Tel: (902) 426-7540
Telex: 019-22525
Fax: (902) 426-2624

New Brunswick

International Trade Centre
Industry, Science and Technology Canada
P.O. Box 1210
Assumption Place
770 Main Street
Moncton, New Brunswick
E1C 8P9
Tel: (506) 857-6452
Telex: 014-2200
Fax: (506) 857-6429
Toll free (New Brunswick only): 1-800-332-3801

Quebec

International Trade Centre
Industry, Science and Technology Canada
P.O. Box 247
Stock Exchange Tower
800 Place Victoria, Suite 3800
Montreal, Quebec
H4Z 1E8
Tel: (514) 283-8185
Telex: 055-60768
Fax: (514) 283-3302

Ontario

International Trade Centre
Industry, Science and Technology Canada
Dominion Public Building
4th Floor
One Front Street West
Toronto, Ontario
M5J 1A4
Tel: (416) 973-5202
Telex: 065-24378
Fax: (416) 973-8161

Manitoba

International Trade Centre
Industry, Science and Technology Canada
P.O. Box 981
330 Portage Avenue, Suite 608
Winnipeg, Manitoba
R3C 2V2
Tel: (204) 983-6182
Telex: 07-57624
Fax: (204) 983-2187

Saskatchewan

International Trade Centre
Industry, Science and Technology Canada
6th Floor
105 - 21st Street East
Saskatoon, Saskatchewan
S7K 0B3
Tel: (306) 975-5315
Telex: 074-2742
Fax: (306) 975-5334

Alberta

International Trade Centre
Industry, Science and Technology Canada
The Cornerpoint Building, Suite 505
10179 - 105th Street
Edmonton, Alberta
T5J 3S3
Tel: (403) 495-2952
Telex: 037-2762
Fax: (403) 495-4507

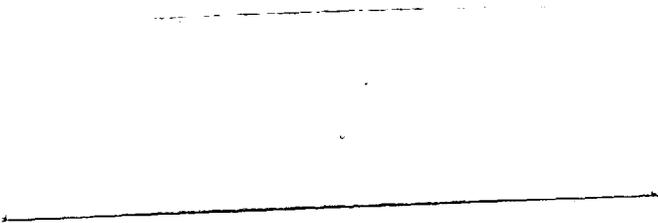
British Columbia

International Trade Centre
Industry, Science and Technology Canada
P.O. Box 11610
900 - 650 West Georgia Street
Vancouver, British Columbia
V6B 5H8
Tel: (604) 666-2255
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