



# GLOBEFISH

## EUROPEAN PRICE REPORT

**Issue 03/2012**  
**March 2012**

*The **European Fish Price Report**, based on information supplied by industry correspondents, aims to provide guidance on broad price trends. Price information is indicative and should be used only for forecasting medium- and long-term trends. FAO is not responsible for any errors or omissions.*

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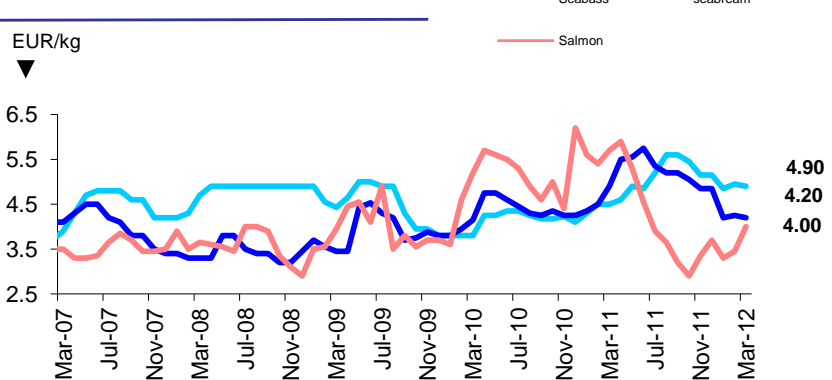
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### LATEST TRENDS

During the well attended North Atlantic Seafood Forum held in Oslo from 6 to 8 March, dedicated sessions focused on prominent commodities such as Atlantic salmon, small pelagics and whitefish. While the supply situation for Atlantic salmon is positive with growing volumes coming to market during 2012, the prospects for groundfish are also relatively good with 3% higher volumes expected for the year. However, this growth is less than that registered in 2011 and catches remain well below historic levels. The 2012 quota for cod in the north-east Arctic is up almost 10% to 750 000 tonnes testifying to the healthy state of the resource. Haddock quotas are also up on the whole, but saithe quotas are down.

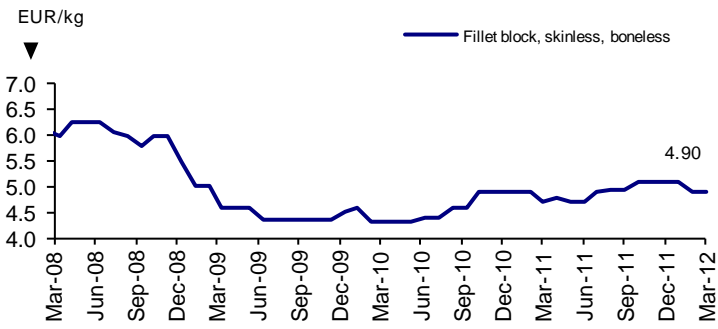
In several interventions during NASF, industry leaders expressed concern over the lack of agreement between Norway and the EU on one hand, and Iceland and Faroe Islands on the other, regarding the new quotas for mackerel in the North Sea. As a result, the stock could become severely overfished with negative long-term consequences for everyone involved.

**Farmed Finfish: Price Trend**



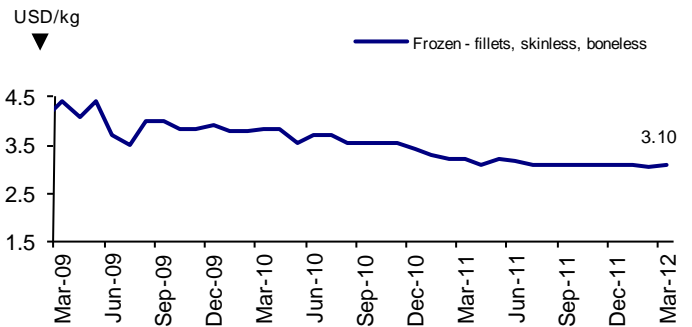
## GROUND FISH

**Cod** - In Germany, origin: Poland/Norway

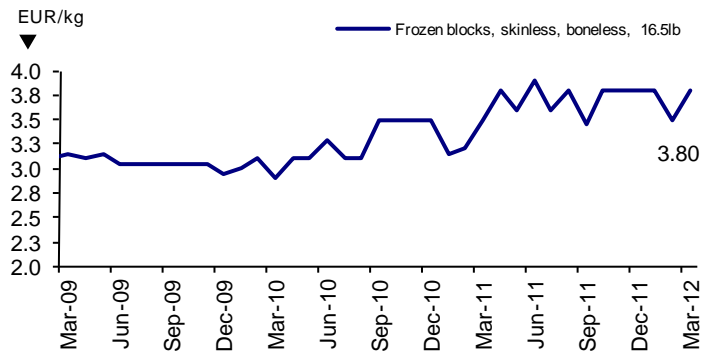


**Alaska pollack**

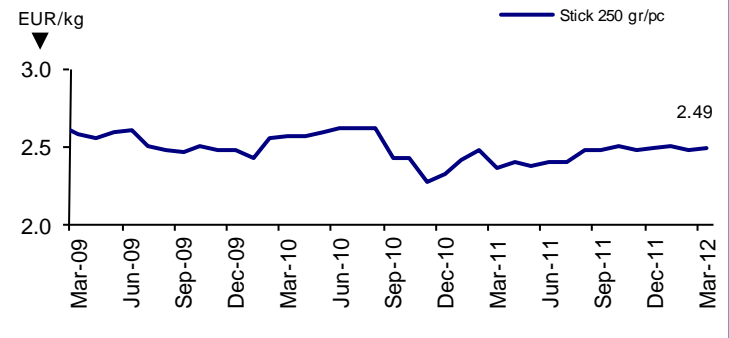
In Europe, origin: Russian Federation/USA



**Saithe** - In Germany, origin: Norway



**Surimi** - In France, origin: Spain

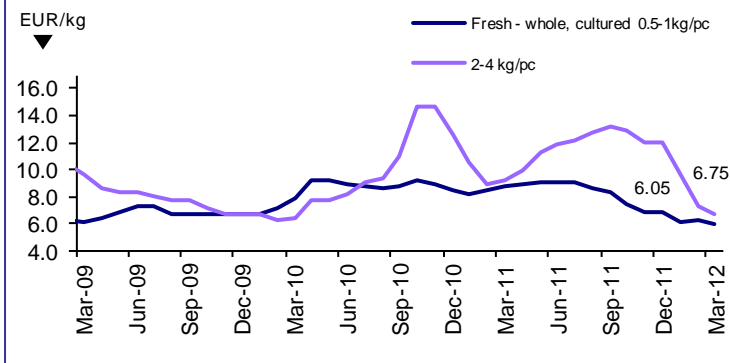


Prices of hoki (*Macruronus novaezelandiae*) have risen recently but the market is still waiting for the new season's prices for hake (*Merluccius productus*).

Forecasts for 2012 predict a 3% increase in global supply of major groundfish species, with the EU being the biggest market for groundfish. Several quota increases have already been announced for the Barents Sea and also by the EU.

## FLATFISH

**Turbot (farmed)** - In Spain, origin: Spain



Turbot demand in February was low causing prices to drop for all sizes including those that had shown some recovery at the beginning of the month. This trend is likely to continue because of the lack of demand and because farms have plenty of fish.

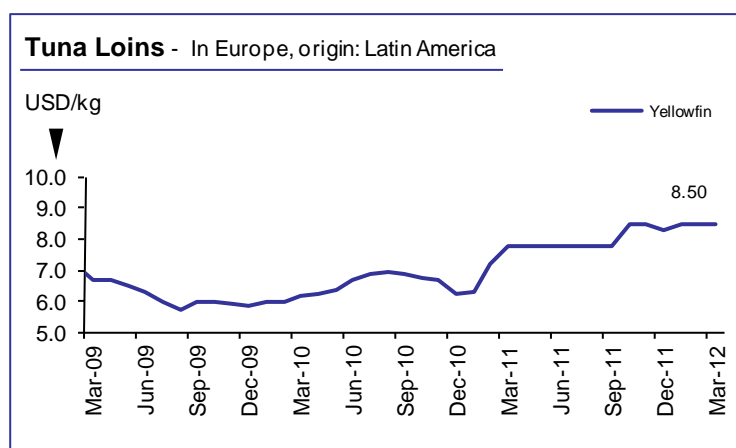
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## TUNA

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Bangkok prices dropped slightly in February as a result of reduced demand by local canneries and some increase of raw material inventories. January's price of USD 2 000 per tonne of main size skipjack stabilised at USD 1 950 per tonne CFR Bangkok. With March raw material deliveries to Bangkok projected to be sharply lower than normal because of slower catch rates, especially in the Western and Central Pacific, prices are expected to be firm. Yellowfin 10 kg/up prices remain stable at USD 2 250 per tonne CFR Bangkok.

Prices for yellowfin 10 kg/up in Manta, Ecuador also remain unchanged as local canneries continue to pay USD 2 650 per tonne for direct delivery from fishing boats. The price of skipjack was also steady at USD 2 050 per tonne. Prices remain on the high side although fishing is relatively good compared with the same period last year, with captures of skipjack up by 21% and bigeye up by 28%, while yellowfin catches dropped by 10%. Negotiations of orders from Europe have been difficult because of these high prices. With the price in Manta being roughly USD 100 per tonne higher than Bangkok, several carriers of tuna from the Western Pacific were concluded with Latin buyers, essentially diverting fish from Bangkok and preventing Thai packers from reducing prices in Bangkok.



In West Africa, particularly in Abidjan, where the price of tuna continues to be lower than the other major tuna markets, skipjack sold for EUR 1 350 per tonne ex fishing vessel. The price of yellowfin 10 kg/up in Abidjan improved over the course of the month from EUR 1 975 per tonne to the current EUR 2 030 per tonne ex vessel. In the Seychelles yellowfin prices in Mahe are stable at EUR 1 950 per tonne ex vessel, and skipjack is selling for EUR 1 350 per tonne.

In the EU, especially in the Spanish market, slight increases in the prices of skipjack and yellowfin have been seen.

At the end of February, the volume of cooked tuna loins imported by the EU against the 6% duty quota of 15 000 tonnes was about 11 000 tonnes. Buyers are continuing to import dutiable loins with the expectation of entering the EU within this quota.

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## SMALL PELAGICS

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At the beginning of the mackerel fishing season in Spain, bigger sizes of mackerel (350-500 gr and 400-600 gr) were caught compared with previous years and prices remained high; however prices have since fallen slightly. There is little HG product available because of a lack of small sizes.

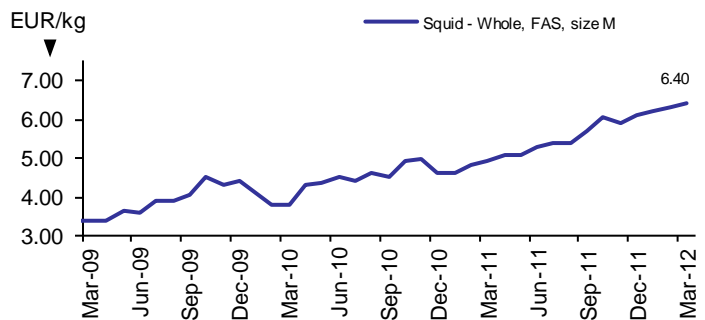
## CEPHALOPODS

In Indonesia, octopus catches are poor at present. While the raw material price is increasing, the market price is falling, especially in Europe. Packers with high inventories are making an effort to sell their stocks at lower prices.

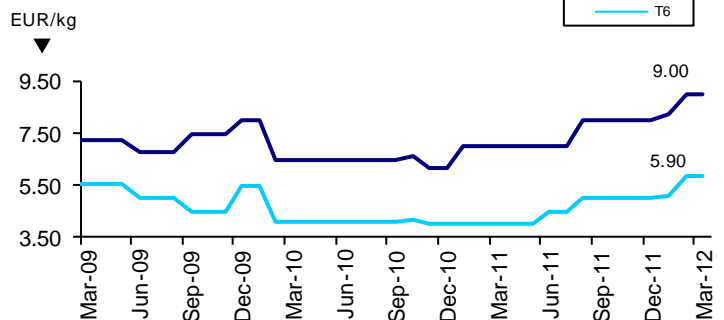
Catches of cephalopods in South Africa remain poor and the local currency, the rand, remains strong relative to the Euro, reducing exporter's profit margins. The proposed amendments to the Manning and Safety requirements in the Merchant Shipping Act, particularly those applicable to commercial fishing vessels, the number of staff required and their necessary qualifications, are creating considerable concern in the industry.

In Western India, processors are facing difficulties because of a lack of raw material for processing, as squid and cuttlefish are in very short supply.

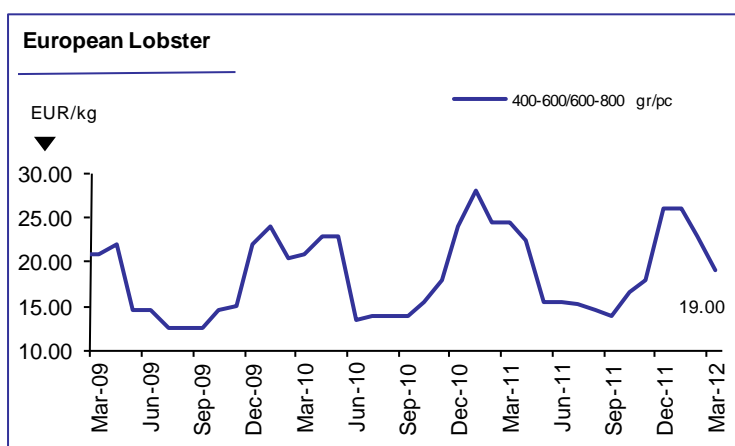
**Squid** - In Italy, origin: South Africa



**Octopus** - in Spain, origin: Morocco - Whole - frozen



## CRUSTACEANS



Crab and lobster landings in France have decreased and the market remains relatively quiet.

The new lobster season in Canada starts in seven weeks. Processors hope prices will follow those of last year. An on-going campaign in Germany by the Albert Schweitzer Foundation is trying to end retail lobster sales by claiming that lobsters are treated cruelly by the industry.

### Shrimp

Stocks of Argentinean red shrimp in Spain are decreasing at present, while landings are moderate. As Easter approaches the internal demand in Spain for this product will

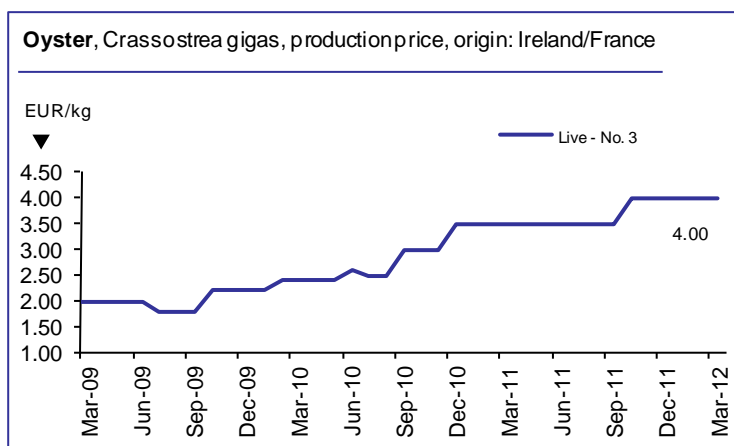
grow. Purchase volumes are low as companies need to keep their stocks at a minimum, but this leads to an increase in the frequency of purchases. The demand for big sized shrimp (10/20 and 20/30), which are the most popular sizes, especially from Italy and also France, is growing.

Consumption of vannamei shrimp decreased in Spain because of the economic situation. With many companies competing in this market, prices remain stable and cost increases in the raw material are unlikely to be reflected in the selling price. Prices may drop from April onwards with new raw material coming into Europe from Central America.

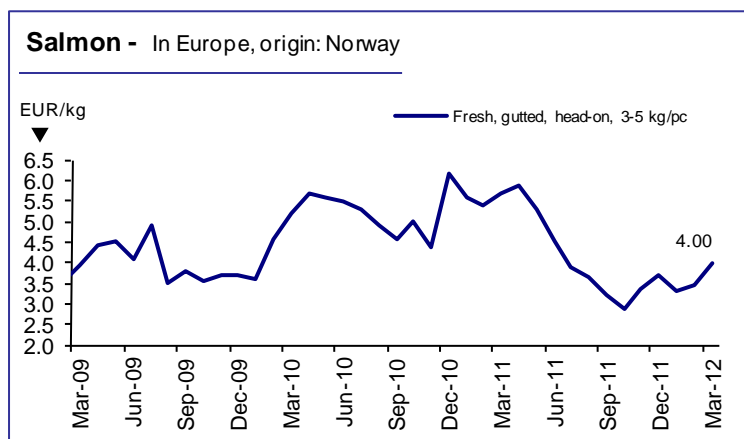
## BIVALVES

As usual at this time of the year, shellfish consumption and production in France is decreasing, as the main production season comes to an end. Mainly Dutch and some Irish mussels are present in the market but supply is reported to be limited.

Oyster prices remain strong because of a decrease in supply.



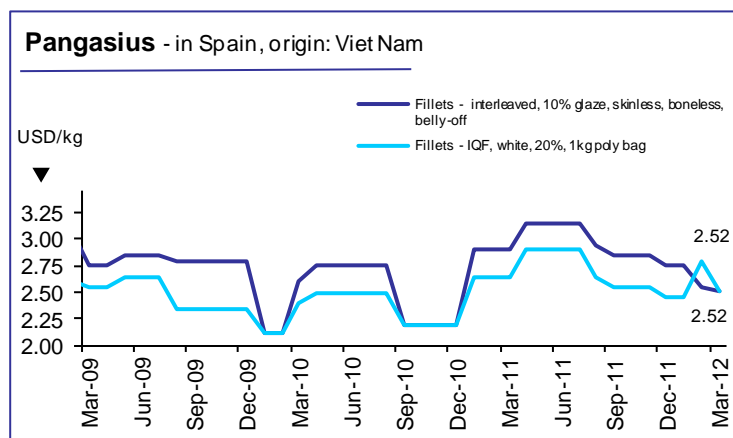
## SALMON



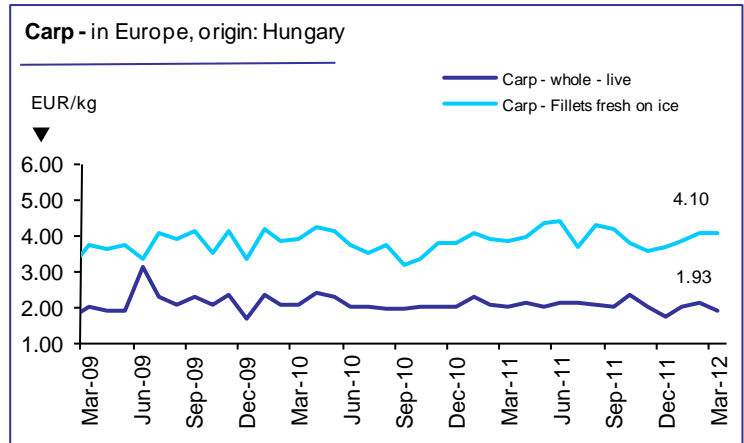
A positive undertone in the salmon market has seen prices rise somewhat over the last few weeks. In fact, the medium-term trend is clearly one of firming prices after the low levels reached last autumn. For 2012 as a whole, supply of Atlantic salmon is estimated to increase by around 14%, thanks to increased output in both Chile and Norway.

## FRESHWATER FISH

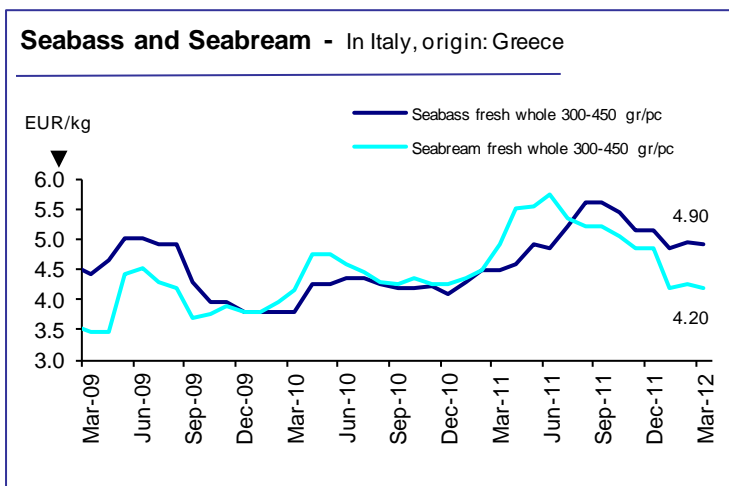
Although a shortage of pangasius in the first weeks of 2012 was not noticeable, exporters claim they will face difficulties in supplying raw fish this year. The lack of capital prevents them from investing in and developing fish farms.



Carp sales in Hungary have increased to some extent and prices remain stable.



## SEABASS/SEABREAM



The bass and bream market has stabilised as supply is adequate for current demand. Prices are expected to firm over the next few months before the new supply reaches market size in early summer.

Although the main markets for these species are in Southern Europe, the level of demand has not fallen although margins and prices remain under pressure.

Fish Species Trade Name	Product Form	Grading	Price per kg			Reference & Area	Origin	
			As stated	EUR	USD			
<b>GROUND FISH</b>							<b>March 2012</b>	
<b>Cod/Cabillaud, Morue/ Bacalao</b> <i>Gadus morhua</i>	Fresh gutted		1.40	1.83 -		Poland FOB	Baltic Sea	
	Fillets, skinless, boneless, blockfrozen	16.5 lb	4.90	6.43 =		Germany DAP	Barents Sea	
	Fillet - light salted, IQF, 20% glaze		2.78	3.65		Spain CFR	China	
	Fresh - fillet	100-200 gr/pc		5.12	6.72 -		Italy CPT	Denmark
		200-400		4.67	6.13 -		FCA	
		100-200 gr/pc		4.35	5.71 -			
		200-400		5.08	6.66 -			
	Fresh - Whole	1-2 kg/pc		4.35	5.71 -			FCA
		2-4		5.08	6.66 -			
Fresh - gutted, headless cultured	2-3 kg/pc		4.15	5.44 -		FCA	Norway	
	Salted fillet	400-700 gr/pc	9.90	12.98		FOB	Italy	
<b>Hake/Merlu/Merluza</b> <i>Merluccius capensis</i>	Skin-on fillets, plate land-frozen	2-4 oz/pc	2.95	3.87		DDP	Namibia	
		4-6	3.10	4.07				
		6-8	3.20	4.20				
		8-12	3.35	4.39				
	Minced block		1.40	1.84 *		Namibia FOB for Spanish		
<i>Merluccius productus</i>	Fillet, regular, skinned, PBO	16.5 lb	2.40	3.15 =		Germany CFR	USA	
	Fillet, PBO		2.13	2.80 *		Spain CIF		
<i>Merluccius hubbsi</i>	Minced block		1.52	2.00 *		FCA	Spain	
	Fillet - skinless, interleaved	80-150 gr/pc	3.20	4.20 *			CIF	Chile
<b>Hoki - Grenadier/ Grenadier/Merluza</b> <i>Macruronus magellanicus</i> <i>Macruronus</i> <i>Novaezelandiae</i>	Block		1.55	2.03 =		CIF	New Zealand	
	Block premium		1.70	2.23 =				
	Pieces block		2.36	3.10 +				
	Fillet block		2.74	3.60 *				
<b>Alaska pollack/Lieu de l'Alaska/Colin de Alaska</b> <i>Theragra chalcogramma</i>	Fillet block, skinless, boneless	16.5 lb	2.40	3.15 =		Germany DAP	USA	
			2.36	3.10 +			Russia	
			2.29	3.00 =			China	
	Fillet, skinless, PBI, blockfrozen		2.33	3.05 =		USA		
	Fillet block, skinless, PBO	4-6 e 6-8 oz/pc	1.54	2.02 -		CFR	Spain	
	Full fillet		2.13	2.80		France CFR	China	
<b>Surimi (Alaska pollack)</b>	Stick - Paprika	250 gr/pc	2.49	3.27 +			Spain	
<b>Saithe/Lieu noir/ Carbonero (Pollock, Coley)</b> <i>Pollachius virens</i>	Frozen - block, fillet, skinless, boneless	16.5 lb	3.80	4.98 +		Europe DAP	Norway	
<b>Monkfish/Baudroie/ Rape</b> <i>Lophius spp.</i> <i>Lophius piscatorius</i>	Tails, skin-off, IWP	500-1000 gr/pc > 1000	9.50	12.46		Spain DDP	Namibia	
			11.00	14.43				
	IQF, skinless, PBO	40-80 gr/pc	4.00	5.25 +		Europe DDP	China	
	Fresh - Tail	0.3-0.5 kg/pc	0.5-1	8.98	11.78 *		Italy FCA	UK
			1-2	9.89	12.97 *			
			1-2	9.96	13.06 -			
			> 2	10.74	14.09 -			
	Fresh - whole	0.6-0.7	4.73	6.20 -		FCA	Croatia	
7.98			10.47 -		FOB			
4.56			5.98 -		CPT	France		
1-2	5.47	7.17 -						
<b>Haddock/Eglefin/Eglofino</b> <i>Melanogrammus</i> <i>aeglefinus</i>	Fillet, skinless, boneless blockfrozen	16.5 lb	4.65	6.10 +		Germany DDP	Barents Sea	
	H&G	0.8 kg/pc	DKK 10.00	1.34 1.76 -		Norway FCA	Denmark	

Fish Species Trade Name	Product Form	Grading	Price per kg		Reference & Area	Origin	
			As stated	EUR USD			
<b>FLATFISH</b>						<b>March 2012</b>	
<b>Turbot/Rodaballo</b> <i>Psetta maxima</i>	Fresh - whole cultured	0.5-1 kg/pc	6.05	7.94 -	Spain CIF	Spain	
		1-2	6.30	8.26 -			
		2-3	6.75	8.85 -			
		3-4	9.90	12.98 -			
	Fresh - whole	0.8-1 kg/pc	1.5-2	5.18	6.79 -	Italy FCA	Netherlands
			1-1.5	5.84	7.66 +		
			2-2.5	5.74	7.53 +		
			0.5-1 kg/pc	6.15	8.07 -		
		0.7-1	8.99	11.79 +			
			10.29	13.50 -			
1-2	12.55	16.46 *					
	14.50	19.02 *					
<b>Sole/Sole/ Lenguado</b> <i>Solea vulgaris</i>	Fresh - whole	No. 1	11.62	15.24 *	CPT CIF	Croatia	
		No. 3	11.50	15.08 -			
		No. 4	12.62	16.55 +			
		No. 5	11.09	14.55 +			
	Fresh - Guttled	No. 2	9.79	12.84 +	FCA	France	
		No. 3	19.18	25.16 -			
		No. 4	15.10	19.81 -			
		No. 5	11.05	14.49 -			
	Fresh - fillet		8.36	10.96	CIF	Netherlands	
			8.83	11.58			
<i>Synaptura spp.</i>			8.71	11.42 +	CPT	Senegal	
<b>European Flounder/ Flet d'Europe/ Platija europea</b> <i>Platichthys flesus</i>	Fresh whole	very small	0.40	0.53	Poland DAP	Baltic	
	Fesh - whole		1.41	1.85 +	Italy FCA	Denmark	
			1.81	2.37 -		Netherlands	
<b>TUNAS/BILLFISHES</b>						<b>March 2012</b>	
<b>Tuna/Thon/Atún</b> <i>Thunnus spp.</i>	Yellowfin - cooked & cleaned loins - vacuum packed	double cleaned	6.48	8.50 =	Italy DDP	Solomon Is. Kenya	
	Yellowfin - whole round frozen > 20 kg		2.20	2.89 -	Spain CFR	Philippines	
	Skipjack - cooked & cleaned loins - vacuum packed	single cleaned	4.50	5.90 =	DDP	China Thailand	
	Yellowfin - loins < 3% glazing 4-6 kg/pc	100% clean	4.80	6.30 *	FCA	Spain	
	Yellowfin - whole	3-10 kg/pc	1.65	2.16 +	CIF	Atlantic Ocean	
	Skipjack - whole	> 1.8 kg/pc	1.50	1.97 -	EXW	Eastern Pacific	
	Bigeye - whole	> 10 kg/pc	1.90	2.49 -			
	Bigeye - frozen loins		4.80	6.30			
	Yellowfin - frozen loins		5.50	7.21 +			
	Skipjack - frozen loins		4.60	6.03 +	EXW	Pacific Ocean	
	Yellowfin - whole	> 10 kg/pc	2.30	3.02			
	Albacore - whole		2.85	3.74 =	DDP	Indian Ocean	
	Albacore - loins		5.35	7.02			
	Yellowfin - whole	> 10 kg/pc	2.25	2.95 *	CIF	Ecuador	
	Skipjack - whole	> 1.8 kg/pc	1.50	1.97			
	Skipjack - pre-cooked loins		4.73	6.20 +			
	Yellowfin - pre-cooked loins	single cleaning double cleaning	5.26	6.90 +	Ecuador FOB (for European mkt)		
			5.64	7.40 +			
<b>Swordfish/Espadon/ Pez espada</b> <i>Xiphias gladius</i>	Seafrozen	20-30 kg/pc	5.20	6.82	Spain FOB	Spain	
		30-50-70	5.20	6.82			
		70-100	5.20	6.82			



Fish Species Trade Name	Product Form	Grading	Price per kg		Reference & Area	Origin
			As stated	EUR USD		
<b>SMALL PELAGICS</b>						<b>March 2012</b>
<b>Mackerel/Maquereau/ Caballa</b> <i>Scomber scombrus</i>	Whole	300-500 gr/pc	<b>1.50</b>	1.97 +	Spain FCA	Spain
		200-400	<b>1.45</b>	1.90 +		
	200-300 pc/kg	<b>1.50</b>	1.97 *	CIF		
	Fresh - whole		<b>2.92</b>	3.83 +	Italy FCA	
			<b>2.43</b>	3.19 -	CPT	
<b>Herring/Hareng/Arenque</b> <i>Clupeidae</i>	Fillet		<b>2.75</b>	3.61 *	CIF	Denmark
	Fresh - whole	70-100 gr/pc	0.45	<b>0.59 +</b>	Poland FOB	Baltic
<b>Sprat/Sprat/Espadin</b> <i>Sprattus sprattus</i>			0.30	<b>0.40 +</b>		
<b>Sardine/Sardine/ Sardina</b> <i>Sardina pilchardus</i>	Fresh - whole		<b>1.35</b>	1.77 -	Italy FCA	Spain
		Mediterranean sea	<b>1.45</b>	1.90 -	CPT	
	Fresh - whole		<b>1.27</b>	1.67 +	CPT	Croatia
	Fresh - headless, gutted		<b>5.40</b>	7.08 =	FOB	Italy
<b>Round sardinella/ Allache/Alacha</b> <i>Sardinella aurita</i>	Whole	3-6 pc/kg	<b>0.50</b>	0.66 *	Spain CIF	Spain
<b>CEPHALOPODS</b>						<b>March 2012</b>
<b>Squid/Encornet/Calamar</b> <i>Loligo spp.</i>	Frozen - whole	S (< 18 cm)	<b>6.30</b>	8.26 +	Italy CIF	South Africa
		M (18-25)	<b>6.40</b>	8.39 +		
		L (25-30)	<b>6.55</b>	8.59 =		
		XL (>30)	<b>6.55</b>	8.59 =		
<i>Loligo vulgaris</i>	Whole - cleaned, IQF 20% glaze	< 10	3.66	<b>4.80</b>	Germany CFR	India
		10-20	3.51	<b>4.60</b>		
		20-40	3.05	<b>4.00</b>		
	Block - 10% glaze	300-500	<b>7.00</b>	9.18	Spain CFR	France
		500-1000	<b>8.55</b>	11.21 +		
		> 1000	<b>8.55</b>	11.21 +		
<b>Octopus/Poulpe/Pulpo</b> <i>Octopus vulgaris</i>	Frozen - whole	T1	<b>9.90</b>	12.98 =	wholesale	Morocco
		T2	<b>9.00</b>	11.80 =		
		T3	<b>7.90</b>	10.36 =		
		T4	<b>7.40</b>	9.71 =		
		T5	<b>6.90</b>	9.05 =		
		T6	<b>5.90</b>	7.74 =		
		T7	<b>5.70</b>	7.48 =		
		T8	<b>5.10</b>	6.69 =		
		T9	<b>4.80</b>	6.30 =		
	Flower type - IQF 90% net weight	1-2 kg/pc	4.96	<b>6.50 -</b>	Italy CFR	Indonesia
		> 2	5.34	<b>7.00 -</b>		
		whole	1-2 kg/pc	<b>9.10</b>	11.94 *	Spain CFR
<b>Cuttlefish/Seiche/ Sepia</b> <i>Sepia spp.</i>	IQF, 80% net weight	< 1 pc/kg	5.15	<b>6.75 *</b>	Germany CFR	India
		1-2	5.15	<b>6.75 *</b>		
		2-4	5.15	<b>6.75 *</b>		
		5-7	5.11	<b>6.70 *</b>		
		5-7	5.11	<b>6.70 *</b>		
	Whole cleaned, 20% glaze	< 1	5.15	<b>6.75 +</b>		
		1-2	5.15	<b>6.75 +</b>		
		2-4	5.15	<b>6.75 +</b>		
		5-7	5.11	<b>6.70 *</b>		
	Whole	4-6 pc/kg	5.03	<b>6.60 *</b>	Spain CIF	
6-10		4.73	<b>6.20 *</b>			
<i>Sepia pharaonis</i>	Whole cleaned, 10% glaze IQF	5-7	5.18	<b>6.80</b>	Germany CFR	India
		8-12	4.50	<b>5.90</b>		

Fish Species Trade Name	Product Form	Grading	Price per kg		Reference & Area	Origin
			As stated	EUR USD		
<b>CRUSTACEANS</b>						<b>March 2012</b>
<b>Whiteleg shrimp/ Crevette pattes blanches/Camarón patiblanco</b> <i>Penaeus vannamei</i>	IQF, treated	31-40 pc/lb	7.24	<b>9.50</b> -	Germany CFR	Indonesia
		41-50	6.79	<b>8.90</b> -		
		51-60	6.25	<b>8.20</b> -		
		61-70	5.95	<b>7.80</b> -		
		71-90	5.49	<b>7.20</b> -		
		91-120	5.26	<b>6.90</b>		
	Peeled tail-on, IQF, 20% glaze	31-40 pc/lb	<b>6.25</b>	8.20 =	Spain CFR	India/Viet Nam
	Peeled deveined, IQF, 25%	26-30 pc/lb	<b>7.55</b>	9.90 =		
		31-40	<b>6.65</b>	8.72 =		
		41-50	<b>6.25</b>	8.20 =		
	Peeled tail-on cooked, IQF,	31-40 pc/lb	<b>7.25</b>	9.51 =	Colombia for European main ports	Central America
Whole	30-40 pc/lb	<b>6.40</b>	8.39 =			
	40-50	<b>5.30</b>	6.95 =			
	50-60	<b>4.73</b>	6.20 -			
	60-70	<b>4.38</b>	5.74 =			
	70-80	<b>4.23</b>	5.55 +			
	80-100	<b>4.15</b>	5.44 +			
100-120	<b>3.85</b>	5.05 +				
Head-on, shell-on	60-70 pc/kg	3.66	<b>4.80</b> *	Europe	India	
	70-80	3.58	<b>4.70</b> *			
	80-100	3.43	<b>4.50</b> +			
	100-120	3.24	<b>4.25</b> +			
	120-150	2.97	<b>3.90</b>			
Raw, PUD, IQF, net weight	30-40 pc/lb	7.70	<b>10.10</b>	Europe	India	
Raw, PUD, IQF, 10% glaze		6.71	<b>8.80</b>			
<b>Argentine red shrimp/ Salicoque rouge/ d'Argentine/Camarón langostín argentino</b> <i>Pleoticus Muelleri</i>	Whole, head-on, shell-on	> 10-20	<b>7.00</b>	9.18 *	Spain EX-WORK	Argentina
		> 20-30	<b>6.00</b>	7.87 *		
		> 30-40	<b>5.00</b>	6.56 *		
		> 40-60	<b>4.25</b>	5.57 *		
		> 60-80	<b>3.75</b>	4.92 *		
<b>Black tiger/Crevette tigrée/Camarón tigre</b> <i>Penaeus monodon</i>	semi-IQF, head-on 20% glaze	8-12	8.73	<b>11.45</b> -	Europe CFR	Bangladesh
		13-15	8.04	<b>10.55</b> +		
		16-20	6.52	<b>8.55</b> -		
		21-30	5.07	<b>6.65</b> +		
		31-40	4.31	<b>5.65</b> +		
	Headless, easy-peel, 20% glaze - IQF	6-8	10.94	<b>14.35</b> -	Spain CFR	Bangladesh
		8-12	8.33	<b>10.92</b> -		
	Whole - semi-IQF 20% glaze	6-8	<b>13.65</b>	17.90 =	Spain CFR	Bangladesh
		8-12	<b>10.10</b>	13.25 =		
		13-15	<b>9.00</b>	11.80 =		
		16-20	<b>7.50</b>	9.84 =		
		21-30	<b>5.85</b>	7.67 =		
	25% glaze	31-40	<b>4.95</b>	6.49 =	Spain CFR	Bangladesh
		6-8	<b>13.25</b>	17.38 =		
8-12		<b>9.75</b>	12.79 =			
13-15		<b>8.70</b>	11.41 =			
16-20		<b>7.15</b>	9.38 =			
21-30	<b>5.55</b>	7.28 =				

Fish Species Trade Name	Product Form	Grading	Price per kg		Reference & Area	Origin
			As stated	EUR USD		
<b>CRUSTACEANS (cont.)</b>						<b>March 2012</b>
<b>Black tiger/Crevette tigrée/Camarón tigre</b> <i>Penaeus monodon</i> (cont.)	Headless, skin-on, IQF 20% glaze	8-12	10.65	13.97 =	Spain CFR	Bangladesh
		13-15	10.95	14.36 =		
		16-20	8.50	11.15 =		
		21-30	7.90	10.36 =		
		31-40	6.70	8.79 =		
	Headless, skin-on 20% glaze	13-15	12.60	16.53 =	Germany CFR	Viet Nam
		16-20	10.85	14.23 =		
		21-25	9.55	12.53 =		
		26-30	8.15	10.69 =		
		31-40	7.05	9.25 =		
	Headless, shell-on, IQF, 80% net weight	16-20 pc/lb	8.16	10.70 +		
		21-25	7.85	10.30 +		
		26-30	7.40	9.70 +		
		31-40	6.21	8.15 +		
	IQF - 80% net weight, PD Tail-off	16-20 pc/lb	8.88	11.65 -		
21-25		8.54	11.20 +			
26-30		8.12	10.65 +			
31-40		6.67	8.75 +			
41-50		5.99	7.85 *			
IQF, 20% glaze Headless, shell-on	16-20 pc/lb	8.88	11.65 *			
	21-25	8.54	11.20 *			
	26-30	8.12	10.65 *			
	31-40	6.67	8.75 *			
	41-50	5.99	7.85 *			
<b>Norway lobster/ Langoustine/Cigala</b> <i>Nephrops norvegicus</i>	Whole 4X1.5 kg	1-4 pc/kg 36-45	out of season		Spain DDP	Iceland
	Whole 4X1.35 kg	11-12 pc/kg 16-20 21-25 26-35 36-45	15.15	19.87 *	CFR	
<b>European lobster/ Homard européen/ Bogavante</b> <i>Homarus gammarus</i>	Live - bulk	400-600 gr/pc 600-800	19.00	24.92 -	France delivered to French vivier companies	Ireland
			19.00	24.92 -		
<b>American lobster/ Homard américain/ Bogavante americano</b> <i>Homarus americanus</i>	Frozen whole cooked popsicle	300-400 gr/pc > 450	New season will start in May		Europe CIF	Canada
<b>Edible crab/Tourteau/ Buey de mar</b> <i>Cancer pagurus</i>	Live	400-600 gr/pc 600-800	2.30	3.02 -	France delivered live to French vivier companies	Ireland
			2.30	3.02 -		
<b>BIVALVES</b>						<b>March 2012</b>
<b>Oyster/Huître/Ostra</b> <i>Crassostrea gigas</i>	Live	No. 3	4.00	5.25 =	France prod. price	Ireland/France
<b>Mussel/Moule/Mejillón</b> <i>Mytilus edulis</i> <i>Mytilus galloprovincialis</i>	Live - Bottom mussel		2.00	2.62 =	wholesale	France
			1.80	2.36 =		Netherlands
	Live - Rope	60-80 pc/kg	1.80	2.36 =		Spain
<b>Scallop/Coquille Saint- Jacques/Vieira</b> <i>Zygochlamys patagonica</i>	IQF - shell-off	120-150 gr/pc	13.00	17.05 =	Europe DDP	Argentina
<b>Razor shell/Couteau/ Navajas - Solenidae</b>	IQF	12 cm	3.40	4.46 -	Spain CIF	Netherlands

Fish Species Trade Name	Product Form	Grading	Price per kg			Reference & Area	Origin
			As stated	EUR	USD		
<b>SALMON</b>							<b>March 2012</b>
Atlantic salmon/ Saumon de l'Atlantique/ Salmón del Atlántico <i>Salmo salar</i>	Fresh - gutted, head-on Superior quality	1-2 kg/pc		<b>4.00</b>	5.25 +	France CIF	Scotland
		2-3		<b>4.30</b>	5.64 +		
		3-4		<b>4.75</b>	6.23 +		
		4-5		<b>4.50</b>	5.90 +		
		5-6		<b>4.50</b>	5.90 +		
	> 6		<b>4.90</b>	6.43 *			
Fresh - gutted, head-on Superior quality	1-2 kg/pc		<b>3.60</b>	4.72 +	DDP	Norway	
	2-3		<b>3.90</b>	5.12 +			
	3-4		<b>4.00</b>	5.25 +			
	4-5		<b>4.00</b>	5.25 +			
	5-6		<b>4.10</b>	5.38 +			
> 6		<b>4.20</b>	5.51 +				
Block frozen	Color > 13		<b>4.10</b>	5.38 *	France DDP	Chile	
Cooked and smoked, frozen in cube			<b>7.95</b>	10.43 *		Norway	
			<b>7.40</b>	9.71 *			
Pinksalmon Saumon rose/ Salmón rosado <i>Oncorhynchus gorbuscha</i>	H&G, tail-on	800-1200 kg/pc	No quotations			Germany CFR	USA
<b>TROUT</b>							<b>March 2012</b>
Trout/Truite/Trucha <i>Salmo spp.</i>	Whole fresh on ice	0.5-0.8 kg/pc	HUF <b>1156</b>	3.98	5.22 -	Hungary EX-FARM	Hungary
	Fillet - farmed	200-400 gr/pc		<b>6.80</b>	8.92	Italy EX-FARM	Italy
	Live - farmed	500-700 gr/pc		<b>2.90</b>	3.80		
Rainbow trout/ Truite arc-en-ciel/ Trucha arco iris <i>Oncorhynchus mykiss</i>	Live - farmed	250-400 gr/pc		<b>2.90</b>	3.80	Spain FCA	Peru
	Gutted			<b>3.70</b>	4.85		
	Whole - gutted head and tail	250-300 gr/pc		<b>2.90</b>	3.80 -		
<b>FRESHWATER FISH</b>							<b>March 2012</b>
Northern pike/Brochet du Nord/Lucio <i>Esox Lucio</i>	Fresh - whole, gutted, head-on	0.7-2.5 kg/pc	No quotations			Hungary EX-FARM	Hungary
Barramundi/ Perche barramundi/ Perca gigante <i>Lates calcarifer</i>	Fresh - Whole - gutted, head-on	0.5-0.7 kg/pc	HUF <b>1823</b>	6.27	8.23 *		
Nile perch/Perche du Nil/Perca del Nilo <i>Lates niloticus</i>	Fillet - IWP	200-500 gr/pc 400-600 500-1000	No quotations				Uganda/Kenya
Panga <i>Pangasius spp.</i>	Fillet, IQF - 20% glaze well trimmed, white meat, STPP treated	120-170 gr/pc		1.92	<b>2.52</b> -	Spain CFR	Viet Nam
		170-220		1.92	<b>2.52</b> *		
	Fillet - white, fully-trimmed interleaved, 100% net weight	120-170 gr/pc		1.92	<b>2.52</b> -	Germany CFR	
		170-220		1.92	<b>2.52</b> -		
Fillet - thawed			<b>3.16</b>	4.14	Italy CPT		
			<b>3.19</b>	4.18 +	FCA		
			<b>3.18</b>	4.17 +	CIF		
			<b>3.00</b>	3.93 +	FOB		

Fish Species Trade Name	Product Form	Grading	Price per kg			Reference & Area	Origin		
			As stated	EUR	USD				
<b>FRESHWATER FISH (cont.)</b>						<b>March 2012</b>			
Nile tilapia/Tilapia du Nil/Tilapia del Nilo <i>Oreochromis niloticus</i>	Fillets, IQF, 20% glaze, skinless	3-5 oz/pc 5-7	<b>No quotations</b>			European main ports CFR	China		
North African catfish/ Poisson-chat nord-africain/Pez-gato <i>Clarias gariepinus</i>	Fresh - whole gutted, head on	0.6-2.5 kg/pc	HUF	733	2.52	3.31	-	Hungary EX-FARM	Hungary
	Fresh - skinless, gutted headless	0.4-2Kg/pc	HUF	1121	3.86	5.06	=		
	Fresh on ice - slices		HUF	1262	4.34	5.70	=		
	Fresh on ice - fillets, skinless		HUF	1402	4.82	6.33			
Carp/Carpe/Carpa <i>Cyprinus</i> spp.	Live	1.2-5 kg/pc	HUF	560	1.93	2.53	-		
	Fresh, whole, gutted, head-on	0.8-4.5 kg/pc	HUF	771	2.65	3.48	+		
	Fresh, whole, gutted, head-off	0.7-4.5 kg/pc	HUF	981	3.38	4.43	=		
	Fresh on ice - slices		HUF	1051	3.62	4.74	=		
	Fresh on ice - fillets		HUF	1191	4.10	5.37	=		
Bighead carp/Carpe à grosse tête/Carpa capezona <i>Aristichthys nobilis</i>	Fresh gutted, head-off	0.8-4.5 kg/pc	HUF	490	1.69	2.21	=		
	Fresh on ice - slices		HUF	701	2.41	3.16	=		
	Fresh on ice - fillets		HUF	771	2.65	3.48			
Grass carp/ Carpe herbivore/ Carpa china <i>Ctenopharyngodon idellus</i>	Fresh - whole, gutted, scaled head-off	0.7-2 kg/pc	HUF	841	2.89	3.80	=		
Crucian Carp/ Carassin/Carpín <i>Carassius carassius</i>	Fresh - whole, gutted, scaled head-on	0.2-0.6 kg/pc	<b>No quotations</b>						
Wels/Silure glane/Siluro <i>Silurus glanis</i>	Fresh whole live	0.8-4 kg/pc	HUF	1560	5.37	7.04	+		
<b>NON-TRADITIONAL SPECIES</b>						<b>March 2012</b>			
Sturgeon/Esturgeon/ Esturione <i>Acipenseridae</i>  <i>A.baeri</i>	Frozen - Whole	1.5-2 kg/pc		6.00	7.87	=	France CIF	France	
	Gutted	5-7 kg/pc		6.00	7.87	=			
	Fillets	200-300 gr/pc		12.00	15.74	=			
		800-1000		12.00	15.74	=			
	Caviar (Aquitaine) metal boxes			1 300	1 705	=			
Blue shark/Peau bleue/ Tiburón azul <i>Prionace glauca</i>	H&G, skin-on	> 7-12 kg		1.02	1.34	+	Spain FCA	Spain	
Red Porgy/Pagre/Pargo <i>Pagrus pagrus</i>	Fresh - whole	800-1000 gr/pc 1000-2000		15.00	19.67	*	Italy CPT	Portugal	
Sand Steebras/Marbré Herrera <i>Lithognathus mormyrus</i>	Fresh - whole Mediterranean	300-500 gr/pc		6.33	8.30	-	FCA	Spain	
		300-500 gr/pc		6.00	7.87				
		500-700		10.24	13.43	+			
White seabream/ Sar commun/Sargo <i>Diplodus sargus</i>	Fresh - whole	700-1000		9.20	12.07				
		1-2 kg/pc		14.50	19.02	+			
Tub gurnard/ Grondin perlon/ Begel <i>Chelidonichthys lucerna</i>	Fresh - whole	200-300	<b>Not available</b>				CPT	Morocco	
		300-500	<b>Not available</b>					Netherlands	
			<b>Not available</b>						

Fish Species Trade Name	Product Form	Grading	Price per kg		Reference & Area	Origin
			As stated	EUR USD		
<b>NON-TRADITIONAL SPECIES (cont.)</b>						<b>March 2012</b>
Red mullet/ Rouget de vase/ Salmonete de fango <i>Mullus barbatus</i>	Fresh - whole	I	3.63	4.76 +	Italy CPT	Croatia
		II	2.82	3.70 -		
		III	2.20	2.89 *		
Surmullet/ Rouget de roche/ Salmonete de roca <i>Mullus surmuletus</i>	Fresh - whole	100-200 gr/pc	7.35	9.64 *	CPT	France
		100-200 gr/pc	5.05	6.62 +		Croatia
		200-300	7.20	9.44 +		
		300-500	7.35	9.64		
Red snapper/ Vivaneau/Pargo <i>Lutjanus spp.</i>	Whole - round, IQF 100% net weight	500-1000	3.62	4.75	Germany CFR	India
		1000-2000	3.62	4.75		
		> 2000	3.62	4.75		
<b>SEABASS/SEABREAM/MEAGRE</b>						<b>March 2012</b>
Seabass/Bar, Loup/Lubina <i>Dicentrarchus labrax</i>	Fresh - whole farmed	200-300 gr/pc	3.80	4.98 =	Greece FOB	Greece
		300-450	4.70	6.16 -		
		400-600	4.95	6.49 =		
		600-800	5.90	7.74 =		
		800-1000	7.25	9.51 =		
		> 1000	8.20	10.76 =		
		200-300 gr/pc	4.00	5.25 =	Italy CIF	
		300-450	4.90	6.43 -		
		450-600	5.15	6.75 =		
		600-800	6.10	8.00 =		
		800-1000	7.45	9.77 =		
		> 1000	8.40	11.02 =		
		200-300 gr/pc	4.05	5.31 =	France CIF	
		300-450	4.95	6.49 -		
		450-600	5.20	6.82 =		
		600-800	6.15	8.07 =		
		800-1000	7.50	9.84 =		
		> 1000	8.45	11.08 =		
		200-300 gr/pc	4.04	5.30 =	Spain CIF	
		300-450	4.94	6.48 -		
		450-600	5.19	6.81 =		
		600-800	6.14	8.05 =		
		800-1000	7.49	9.82 =		
		> 1000	8.44	11.07 =		
		200-300 gr/pc	4.07	5.34 =	Germany CIF	
		300-450	4.97	6.52 -		
		450-600	5.22	6.85 =		
		600-800	6.17	8.09 =		
800-1000	7.52	9.86 =				
> 1000	8.47	11.11 =				
200-300 gr/pc	4.05	5.31 =	Portugal CIF			
300-450	4.95	6.49 -				
450-600	5.20	6.82 =				
600-800	6.15	8.07 =				
800-1000	7.50	9.84 =				
> 1000	8.45	11.08 =				

Fish Species Trade Name	Product Form	Grading	Price per kg		Reference & Area	Origin	
			As stated	EUR USD			
<b>SEABASS/SEABREAM/MEAGRE (cont.)</b>						<b>March 2012</b>	
<b>Seabass/Bar, Loup/Lubina</b> <i>Dicentrarchus labrax</i>	Fresh - whole farmed	200-300 gr/pc	<b>4.18</b>	5.48 =	UK CIF	Greece	
		300-450	<b>5.08</b>	6.66 -			
		450-600	<b>5.18</b>	6.79 =			
		600-800	<b>5.98</b>	7.84 =			
		800-1000	<b>7.68</b>	10.07 =			
		> 1000	<b>8.63</b>	11.32 =			
		300-400 gr/pc 400-600 600-800	No quotations		Spain FOB	Spain	
		Fresh - whole - wild Mediterranean	1000-2000	<b>12.00</b> 15.74 +	Italy CPT	Egypt	
			> 2000	<b>12.50</b> 16.39 =	FCA	France Netherlands	
		Fresh - whole - wild Atlantic	500-1000 gr/pc	<b>6.11</b> 8.01 -			
				<b>6.10</b> 8.00 -			
<b>Gilthead seabream/ Dorade royale/Dorada</b> <i>Sparus aurata</i>	Fresh - whole farmed	200-300 gr/pc	<b>3.70</b>	4.85 -	Greece FOB	Greece	
		300-450	<b>4.00</b>	5.25 -			
		450-600	<b>4.10</b>	5.38 -			
		600-800	<b>5.25</b>	6.89 -			
		800-1000	<b>7.85</b>	10.30 -			
		> 1000	<b>8.45</b>	11.08 -			
				200-300 gr/pc 300-450 450-600 600-800 800-1000 > 1000	<b>3.90</b> 5.12 -		Italy CIF
					<b>4.20</b> 5.51 -		
					<b>4.30</b> 5.64 -		
					<b>5.45</b> 7.15 -		
					<b>8.05</b> 10.56 -		
					<b>8.65</b> 11.35 -		
				200-300 gr/pc 300-450 450-600 600-800 800-1000 > 1000	<b>3.95</b> 5.18 -		France CIF
					<b>4.25</b> 5.57 -		
					<b>4.35</b> 5.71 -		
					<b>5.50</b> 7.21 -		
					<b>8.10</b> 10.62 -		
					<b>8.70</b> 11.41 -		
				200-300 gr/pc 300-450 450-600 600-800 800-1000 > 1000	<b>3.94</b> 5.17 -		Spain CIF
					<b>4.24</b> 5.56 -		
					<b>4.34</b> 5.69 -		
			<b>5.49</b> 7.20 -				
			<b>8.09</b> 10.61 -				
			<b>8.69</b> 11.40 -				
		200-300 gr/pc 300-450 450-600 600-800 800-1000 > 1000	<b>3.97</b> 5.21 -	Germany CIF			
			<b>4.27</b> 5.60 -				
			<b>4.37</b> 5.73 -				
			<b>5.52</b> 7.24 -				
			<b>8.12</b> 10.65 -				
			<b>8.72</b> 11.44 -				

Fish Species Trade Name	Product Form	Grading	Price per kg		Reference & Area	Origin
			As stated	EUR USD		
<b>SEABASS/SEABREAM/MEAGRE (cont.)</b>						<b>March 2012</b>
<b>Gilthead seabream/ Dorade royale/Dorada</b> <i>Sparus aurata</i>	Fresh - whole farmed	200-300 gr/pc	<b>3.95</b>	5.18 -	Portugal CIF	Greece
		300-450	<b>4.25</b>	5.57 -		
		450-600	<b>4.35</b>	5.71 -		
		600-800	<b>5.50</b>	7.21 -		
		800-1000	<b>8.10</b>	10.62 -		
		> 1000	<b>8.70</b>	11.41 -		
	200-300 gr/pc 300-450 450-600 600-800 800-1000 > 1000	200-300 gr/pc	<b>4.13</b>	5.42 -	UK CIF	
		300-450	<b>4.43</b>	5.81 -		
		450-600	<b>4.53</b>	5.94 -		
		600-800	<b>5.68</b>	7.45 -		
800-1000		<b>8.28</b>	10.86 -			
> 1000		<b>8.88</b>	11.65 -			
200-300 gr/pc 300-400	No quotations		Spain FOB	Spain		
Fresh - whole - wild <b>Atlantic</b>  <b>Mediterranean</b>	800-1000 gr/pc	<b>10.16</b>	13.33	Italy CPT	Morocco	
	1000-2000	<b>16.75</b>	21.97 +			
	> 2000	<b>19.00</b>	24.92 +			
	300-400 gr/pc	<b>9.35</b>	12.26	CPT	Spain	
	1000-2000	<b>16.45</b>	21.58 +			
> 2000	<b>17.20</b>	22.56 -				
<b>Meagre/Maigre Commun Corvina</b> <i>Argyrosomus regius</i>	Whole - farmed	2-3 kg/pc	<b>7.30</b>	9.57 +	Italy CIF	Greece
		1-2 kg/pc	No quotations		CPT	Egypt
		2-4				



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#### PRICE REFERENCE (INCOTERMS 2010)

exw	ex works
fca	free carrier
fas	free alongside ship
fob	free on board
cfr	cost and freight
cif	cost, insurance and freight
cpt	carriage paid to
cip	carriage and insurance paid to
ddp	delivered duty paid
dat (new)	delivered at terminal
dap (new)	delivered at place
(daf, des, deq and ddu have been cancelled)	

#### PRODUCT FORM

IQF	individually quick frozen
IWP	individually wrapped pack
PBI	pinbone in
PBO	pinbone off
C&P	cooked and peeled
H&G	headed and gutted
FAS	frozen at sea
PD	peeled and deveined
PUD	peeled, undeveined

#### SYMBOLS

+	Price increased in original currency since last report
-	Price decreased in original currency since last report
=	Updated but unchanged price
*	New insertion
	Not updated since last issue

#### CURRENCY RATES

		USD	EUR
Canada	CAD	0.99	1.30
Hungary	HUF	221.59	290.64
Norway	NOK	5.75	7.55
Switzerland	CHF	0.92	1.21
UK	GBP	0.63	0.83
USA	USD	-	1.31
EU	EUR	0.76	-
Japan	JPY	83.72	109.81
South Africa	ZAR	7.60	9.97
Denmark	DKK	5.67	7.44

Source: Federal Reserve Bank of New York 16/03/12

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Shrimp
Tuna
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Freshwater
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