

EUROPEAN PRICE REPORT

**Issue 01/2013
January 2013**

*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.*

INDEX FOR PRICES

Groundfish	10
Flatfish	11
Tuna	11
Small Pelagics	12
Cephalopods	12
Crustaceans	13
Bivalves	15
Salmon	15
Trout	16
Freshwater fish	16
Non Traditional Species	17
Seabass-Seabream-Meagre	17

LATEST TRENDS

Seafood prices in Europe typically rise during the Christmas holiday season as demand for various traditional products increases. This year, however, the responses of market prices were mixed, with some prices staying steady or falling, probably due to the lingering influence of the financial crisis on household wealth. In some sectors prices did increase as expected, mainly in the markets with relatively tight supplies. Thus, these price rises can be attributed to supply constraints rather than strong seasonal demand, with the exception of strong shellfish demand in France, which was as expected for the festive season. Meanwhile, tuna prices remained depressed on expectations from European canneries that post-seasonal prices would fall even further.

Increased Focus on Food Losses and Waste

A recent report from the "Institution of Mechanical Engineers" in the UK claims that as much as 50% of all food purchased in Europe and the US is thrown away. It is believed that a similar proportion of food is lost in developing countries also, but more at production level rather than at consumer level. Fish and fisheries products are no exception as highly perishable products that easily get spoiled when not handled and stored properly. In addition, processing of one kg of fish will typically only leave 0.5 kg of fish for consumption. However, the remaining 0.5 kg could in many cases partially be processed into valuable products for human consumption. Increased focus on food loss and waste could on one side have a positive impact on food security, and on the other side food waste reduction could also potentially improve the revenues of the food industry.



New EU Common Fisheries Policy Based on Sustainability

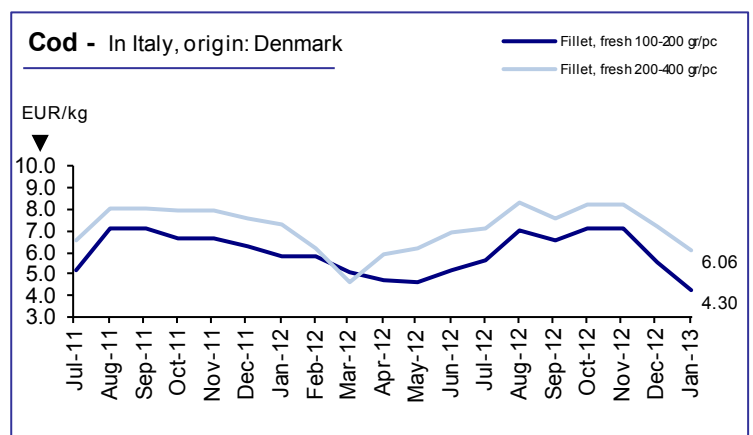
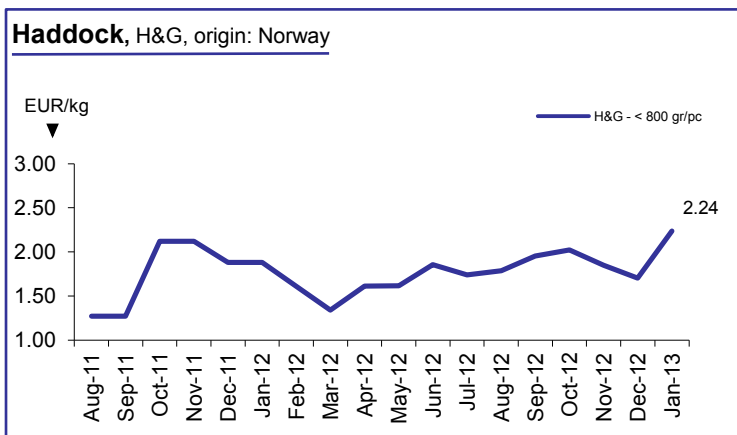
The Fisheries Committee of the European Parliament voted on 18 December 2012 to support the key elements of the Commission's proposal for a new Common Fisheries Policy (CFP). The new CFP is to take effect in 2014. An agreement was reached to ensure that fish stocks will be rebuilt, by 2020 at the latest, and then maintained at levels that are capable of producing the maximum sustainable yield (MSY). In addition, the catch proportion of discards, which currently account for almost a quarter of total EU catches, will be gradually reduced through clear obligations and deadlines. To achieve sustainability in fisheries, multi-annual fish stock management plans are now established as a priority, to be based on more reliable and accurate scientific data. Amendments that call for more regionalized decision-making were also adopted. These decisions are expected to contribute to the CFP long-term goals of more fish in EU seas, better catches and more jobs in the fisheries sector, thus benefiting fishermen, the fishery industry in general and EU citizens as a whole. The draft resolution on the CFP was approved with 13 votes in favour, 10 against and 2 abstentions, and should be put to a plenary vote in February.

GROUND FISH

On 19 December, in Brussels, the EU Fisheries Council reached a political agreement and adopted an amendment to the regulation establishing a long-term plan for cod stocks and the fisheries exploiting those stocks. This will allow the Council additional flexibility in setting the total allowable catches (TACs), to reflect the scientific advice on a case by case basis and to freeze effort allocations under certain conditions. The agreement was arrived at unanimously.

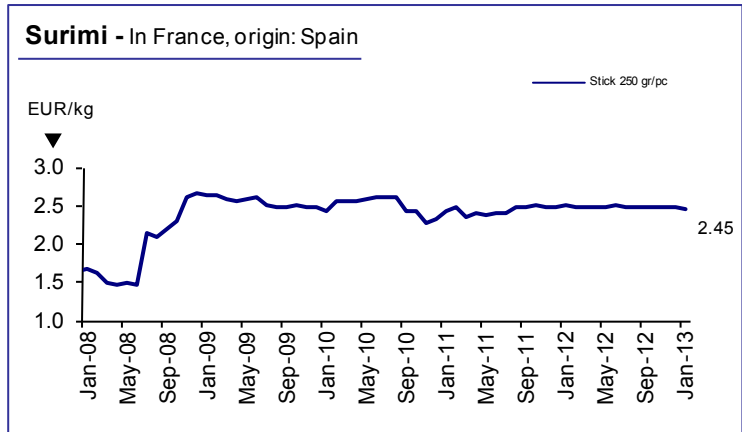
The value of exports of Norwegian groundfish products from aquaculture in 2012 totalled NOK 196.2 million, sharply down by NOK 135.7 million from 2011. Much of this reduction is attributable to a steep fall of NOK 111.5 million in the value of exports of Norwegian Cod from aquaculture, which dropped to a total of NOK 122.3 million.

There were rumours in December of cod available at 30% under the July prices, a consequence of the record-high quota of 1 million tonnes of cod in the Barents Sea for 2013, but it seems that despite the big increase in supply, cod at these extremely low prices could not be found on the market. Both frozen-at-sea cod fillet and saithe fillet prices have dropped, however.

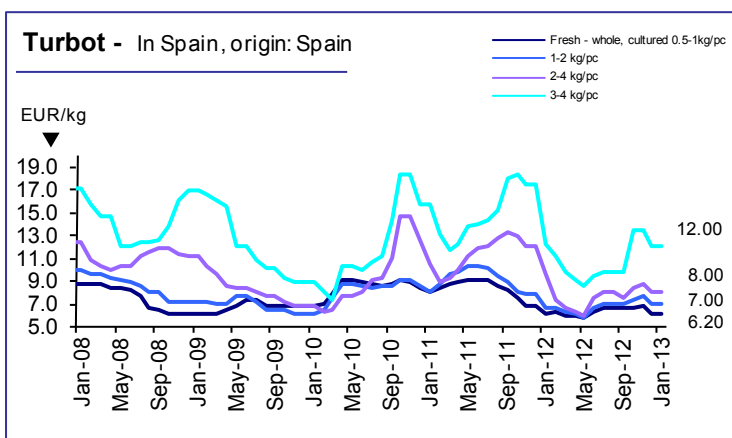


Last season's hoki stocks are now close to being finished and prices for the new season are expected soon. The situation is similar for hake and new prices – which should arrive at the end of the month – are expected to increase.

Meanwhile, the market for surimi is reported to be weak.



FLATFISH



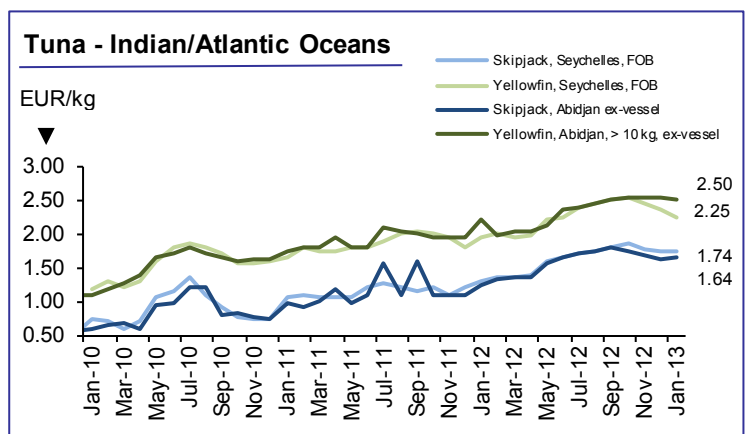
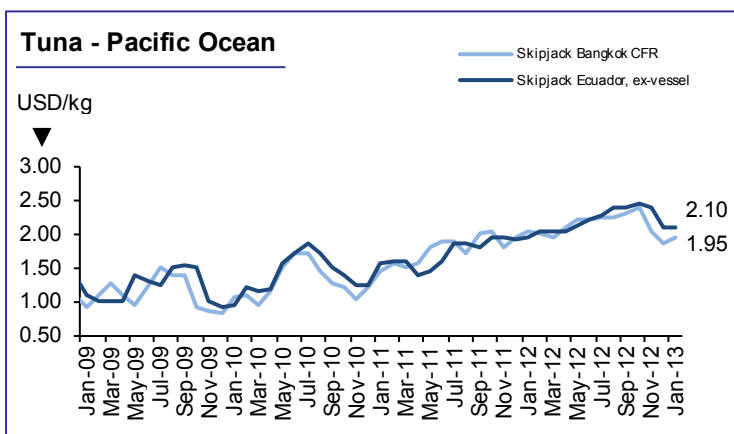
In Spain, weak demand due to the present economic situation meant a disappointing Christmas campaign for turbot. After being subject to downward pressure throughout the festive period, resulting prices were much lower than previous years. In January prices are expected to remain at a low level for fish of all sizes, a result of the poor demand and reduced sales usually seen at this time of year.

Sole prices are decreasing as a consequence of the good quantities available.

TUNA

Recent fishing for purse seine tuna vessels in the **Western and Central Pacific** has been poor in most cases. As a result of the low supply, skipjack prices have rebounded and increased to USD 1 950 per tonne CFR Bangkok.

IATTC's closure period continues to keep deliveries down in the **Eastern Pacific**. 60% of the larger size purse seiners will remain in port until the end of the closure period on 18 January (however, the IATTC data indicate that 2012 capture figures should be similar to those of 2011). Furthermore, many canneries have been closed



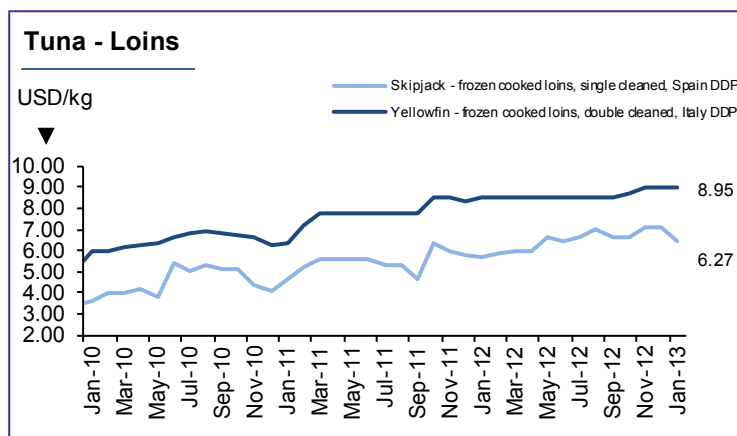
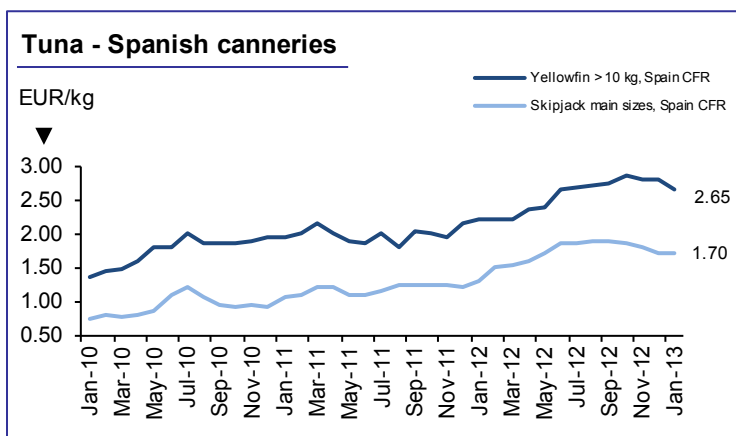
due to the holiday period, restricting opportunity for deals between processors and vessels. Skipjack prices remain stable at USD 2 050 to USD 2 150 ex vessel Ecuador.

The **Indian Ocean** is experiencing a poor to moderate fishing season with >10kg yellowfin as the dominant catch species. Yellowfin prices have dropped further to EUR 2 250 ex vessel Seychelles. For skipjack, despite continuing high demand and limited supply, prices remain stable at EUR 1 740 FOB Seychelles.

Positive fishing of yellowfin continues for a second month in a row in the **Atlantic Ocean**. Vessels have been catching large quantities of yellowfin and bigeye; yellowfin prices in Abidjan have dipped to EUR 2 500 ex vessel. In contrast, skipjack has increased slightly to EUR 1 640 ex vessel Abidjan.

Canneries in **Europe** maintained their resistance to new purchases during the holiday season due to expectation that prices will descend even further. This decline is already evident in the case of yellowfin, which has seen an additional drop in prices to EUR 2 650 CFR Spain and Italy. Skipjack is holding steady at last month's EUR 1 700 CFR Spain.

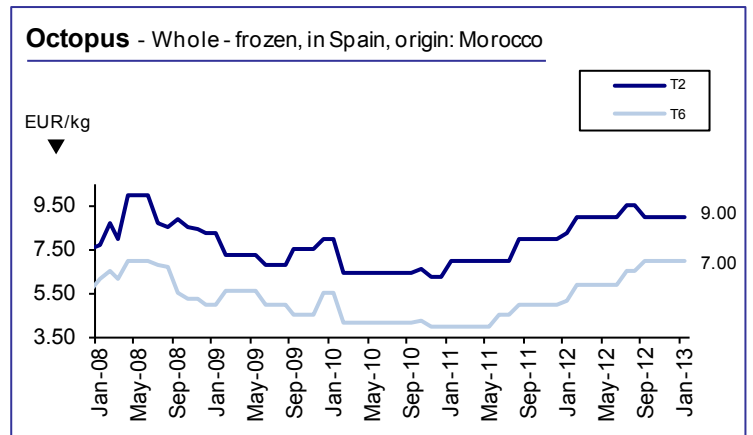
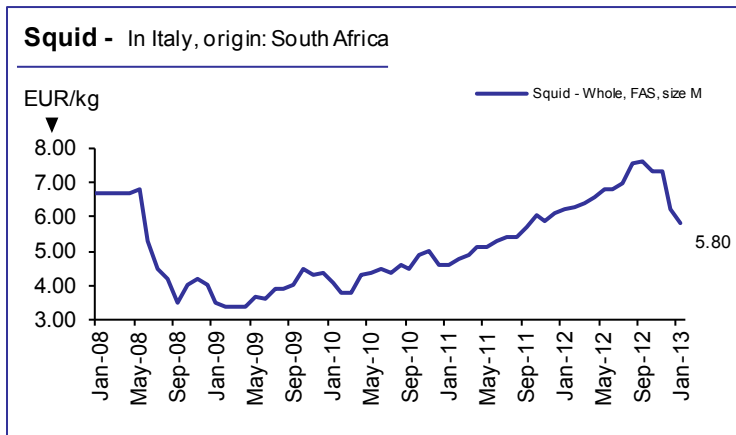
The European Union has increased its cooked loin quota to 22 000 tonnes at 0% duty in 2013, from 15 000 tonnes at 6% duty in 2012. This increase in tonnage is putting upward pressure on the demand for processing plants that transform the tuna round into loins, especially plants in China, Philippines and Thailand.



SMALL PELAGICS

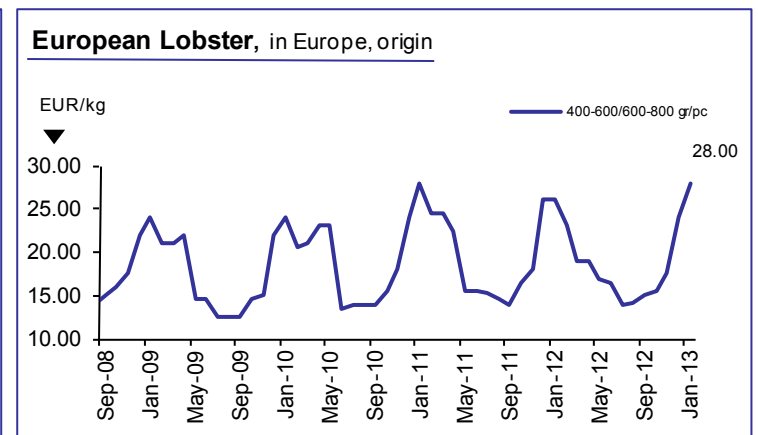
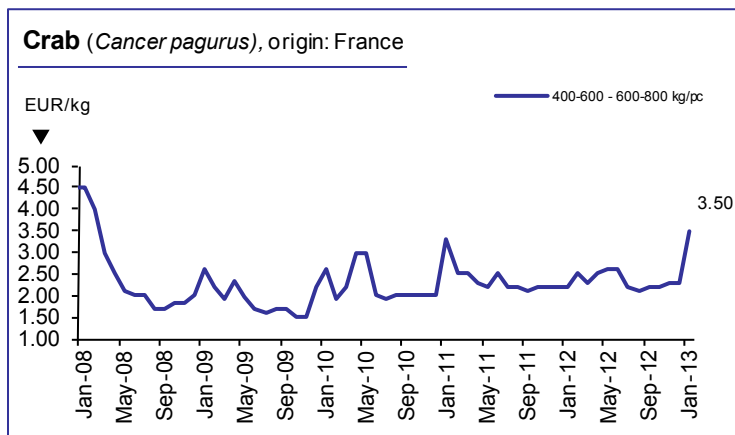
The Norwegian Export Council puts the total value of Norwegian small pelagic exports in 2012 at NOK 7.5 billion, down by NOK 1.1 billion from the previous year. This is despite 2012 being the second best year ever for exports of Norwegian herring, mackerel, capelin and other pelagic species. Exports of Norwegian herring were down by 4% and mackerel exports by 18%. The downturn in the value of exports is primarily the result of lower quotas for herring and lower prices for mackerel. In contrast to mackerel, herring has never before been sold at such high prices as it was in 2012. The average price for frozen whole herring in 2012 was NOK 7.91 per kg, an increase of 15% compared with 2011. Russia was the biggest market for pelagic fish in 2012, followed by Germany, Japan, Ukraine and China.

CEPHALOPODS



In South Africa, the squid season started with good catches, but from Christmas onwards landings have been moderate. Stronger holders are waiting for better prices. Next month the longer-term price level should become clearer; if catches remain poor, prices will rise. However, the market is fundamentally weak and cannot take volume.

CRUSTACEANS

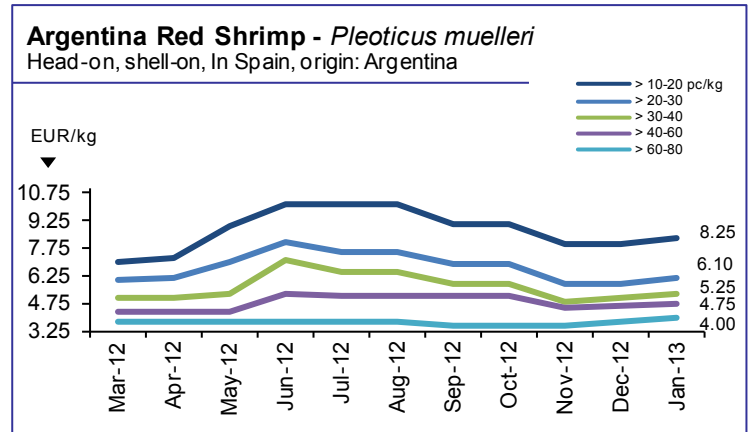
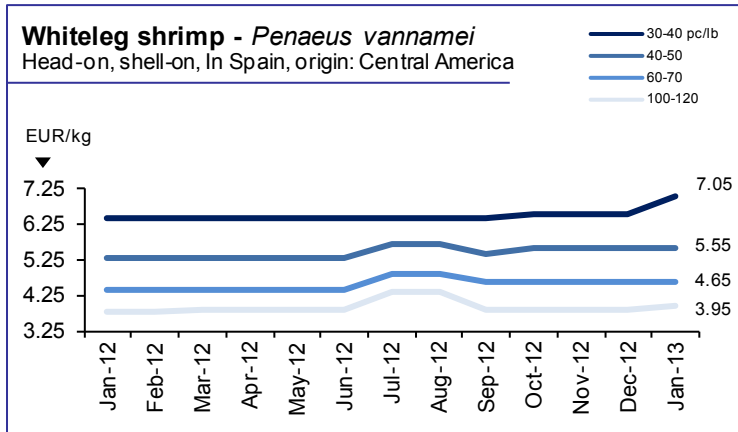


In France, prices for both crab and European lobster increased significantly during the second part of December, in line with demand for festive products and the traditional seafood platter.

Shrimp

Normally in December, vannamei prices on the European market tend to fall once sales for the Christmas period have all been concluded and purchases are no longer intended for the festive season. This year, however, this decrease was not observed. Stocks are low and offers are scarce, particularly for large-sized vannamei. The global shrimp production has been lower than in 2012. In Asia, volumes have been reduced compared with 2011, mainly because of disease problems, while in Ecuador the growth in ponds has been slow. Many importers who were expecting to buy discounted vannamei ahead in December, in preparation for the first months of the year, are having difficulties finding both volumes and good prices.

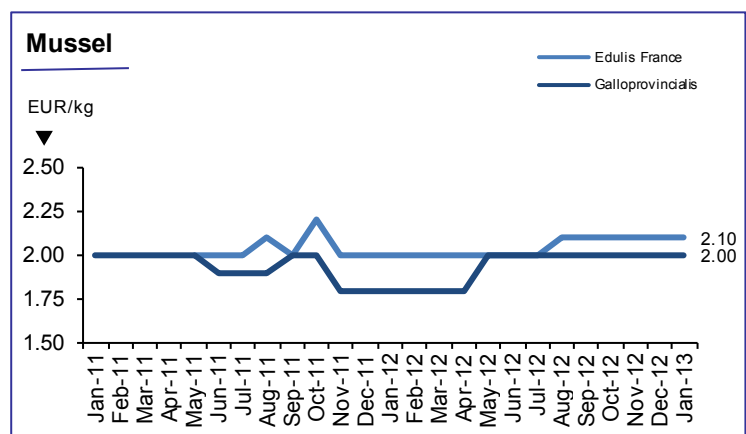
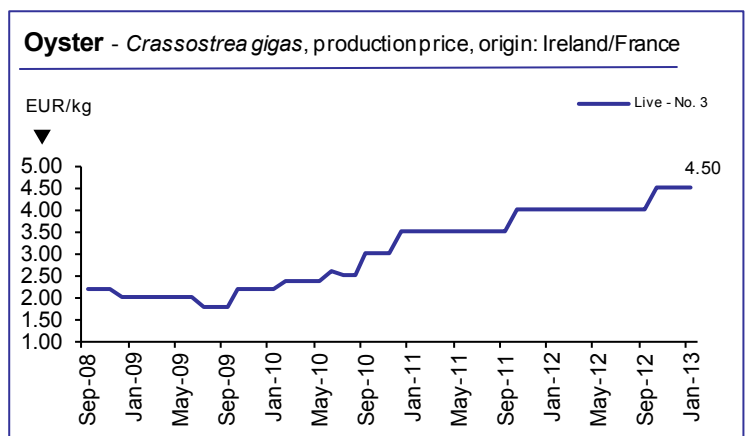
On the Spanish market, Argentine red shrimp stocks at destination are low after Christmas promotions, a situation that is causing prices to rise. Increases are moderate, however, as the market is being supplied with frozen-on-land shrimp which are cheaper compared with frozen-on-board shrimp. Markets remain cautious with minimum purchases – for restocking only – while suppliers are trying to sell all the remaining stocks. Although the Argentine red shrimp fishing season ended in early November, there are still some remaining stocks of frozen-on-board product which are also preventing prices from increasing sharply.



BIVALVES

In France, the long-awaited Christmas price peak for shellfish came towards the second half of December when demand and prices rose significantly. All major French retail groups offered a variety of traditional seafood platters composed – both in-store and industrially – of the main festive shellfish ingredients such as oyster, whelk, clam, periwinkle, crab, lobster, shrimp, etc. The wider availability of more pre-cooked shellfish and crustaceans has no doubt helped sustain demand in a difficult economic context by enabling consumers to enjoy seafood platters without the chore of cooking the ingredients.

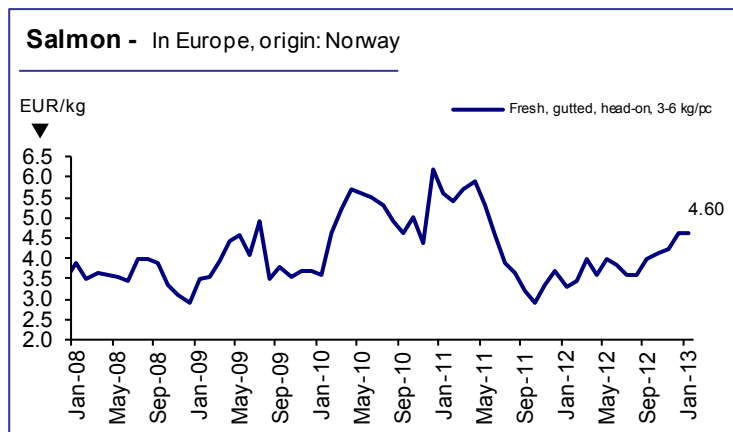
Mussel offers in the retail sector were more abundant during the festive season due to the seasonal increase in demand. Oyster prices remained strong as a consequence of decreasing supply but, as was foreseen, prices did not rise further this end of year due to potential consumer resistance to any severe price increases.



The scallop war between French and British boats was reignited at the beginning of this month after a British trawler was suspected of illegally dredging scallops in French waters and was impounded in France. According to AFP, the French authorities ordered the captain to dump all 17 tonnes of scallops on board, a catch worth hundreds of thousands of EUR on the retail market.

SALMON

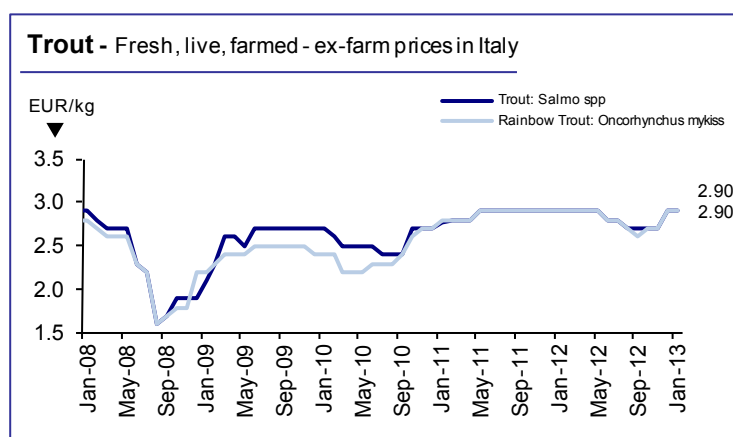
The Atlantic salmon market is slightly weaker in January as demand eases back to normal after the record shipments of December. As reported by the Norwegian Seafood Council, exports of Norwegian Salmon and Norwegian Fjord Trout in 2012 totalled 1.1 million tonnes. This is 174 000 tonnes or 18% more than in the previous year and marks a new record volume. The total value of Norwegian Salmon



exports in 2012 was NOK 29.6 billion, up 1.5% from 2011. The biggest increases in export volumes in 2012 were to markets in Eastern Europe, including Russia – up by 29 000 tonnes – and Poland, with an increase of 28 000 tonnes. France and the Ukraine also showed strong growth during the year. The volume of exports of Norwegian salmon products to the EU in 2012 totalled 654 000 tonnes, an increase of 17% compared with the previous year. France is Norway’s biggest salmon export market, and in 2012 the volume of exports to France grew by 12%. Despite the strong growth in the volume of exports from Norway and other producers of Atlantic salmon in 2012, salmon prices have remained relatively stable in 2012 compared with the previous year. The average export price for fresh whole Norwegian Salmon in 2012 was NOK 27.65 per kg. This is NOK 4.30 lower than in 2011. In 2012 the lowest price was reached in January and October, when the average price touched NOK 25.73 per kg. By December the price had risen to NOK 30.30 per kg, which marked the highest average monthly price in the whole of 2012.

TROUT

Exports of Norwegian Fjord Trout increased in value in 2012 by 20% to a total of NOK 1.7 billion. The increase is the result of strong growth in export volume, which totalled 56 000 tonnes. This is 43% up on the previous year. With the volume of exports to Russia up by no less than 60%, Russia now accounts for 55% of total Norwegian Fjord Trout exports. Other major markets for Norwegian Fjord Trout were Japan and



Belarus. The average price of the most important product, fresh whole Norwegian Fjord Trout, was down in 2012 by NOK 5.26 per kg to NOK 29.67 per kg.

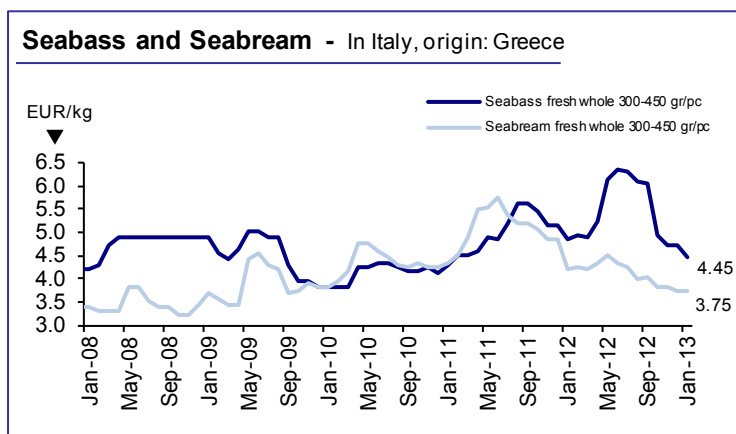
NON-TRADITIONAL SPECIES

Nile perch fishing has been poor at the beginning of January, in contrast to the previous seven months when fishing was very good.

Fresh Nile perch fillet prices are expected to increase on the European market due to the low level of captures at the beginning of this month coupled with the recurring January problem of lack of air space. Nile perch is transported on passenger airlines with capacity for cargo and in January every year a number of planes are cancelled. In previous months, after the collapse of the Asian market for frozen Nile perch, fresh prices had decreased as producers were finding it more profitable to move their product directly to the fresh market rather than freezing it.

The price trend for frozen Nile perch continues in the opposite direction, however, with prices as low as EUR 3.65/kg DDP Europe. Seven months ago the price was around EUR 4.95/kg. Prices for the cheapest size 300-500 gr/pc frozen product are expected to remain low for some time, while the price of big fillets > 1000 kg/pc has been stable and very high. However, it is the smaller size that has represented about 90% of Nile perch catches over the past few months. A substantial amount of product has gone into the frozen market – much more than this market can absorb – and as there are still a lot of frozen stocks around with an expiry date 24 months after production date, prices are not expected to increase until these stocks have been used up.

SEABASS/SEABREAM/MEAGRE

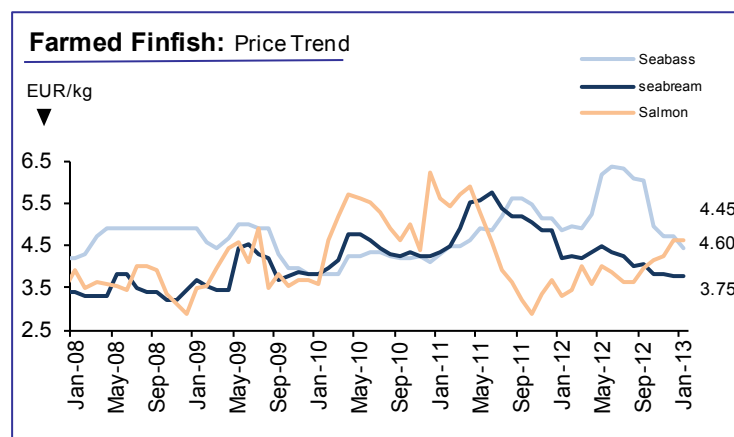


Demand for seabass and seabream decreased during the last quarter of 2012. Beginning of January prices for seabream remained steady at December levels as market demand stabilized, while seabass prices decreased slightly. However, seabass prices are also expected to flatten out and firm closer to summer as many farmers have run out of market-sized fish. Demand remains uncertain in Southern Europe with no clear sign

of improvement in market and consumer sentiment. In Eastern Europe, after the higher demand for bass and bream in November, prices went up at the beginning of December due to low orders.

Meagre (*Argyrosomus regius*) is a carnivorous fish that lives in pelagic coastal areas. Habitats include the Atlantic Ocean (from France to Senegal) and the Mediterranean Sea. However, captures of wild meagre are low, with only 5 676 tonnes in 2010. With a relatively large head and an elongated body, its average length is 50cm to 1m but it can reach up to 2m in length and 50 kg in weight. The history of meagre in

aquaculture is quite recent. The first trials with wild broodstock were conducted in the south of France in 1996, where some of the Sciaenidae family were thought to have good aquaculture potential. The first commercial production – 30 tonnes – was recorded in 1997 and since then production has steadily expanded to reach 14 634 tonnes in 2010. Ongrowing techniques are similar to those used for seabass and seabream. The main producing country of farmed meagre is Egypt with 12 246 tonnes in 2010, followed by Spain (1 853 tonnes) and France (400 tonnes). Egypt only started meagre farming in 2008, when it produced over 2 000 tonnes, but in two years had increased its production sixfold. Meagre remains a niche species with limited production directed to selected market segments (mainly in Italy, Spain and Portugal) but it has the potential to become a mass market species. Meagre has a high growth rate and can reach 2.5 kg in 24 months. Its meat quality is considered very good, due to its very high content of polyunsaturated fatty acids, low lipid content, high protein levels and tasty flesh. Meagre is sold mainly fresh, whole or filleted. Few fish are sold at a size below 1 kg and the preferred size is 2-4 kg/pc. Only small volumes are processed to be frozen or smoked. Prices are difficult to define due to the lack of a consistent presence on the European market. However, whenever there is availability, it is fully absorbed by the market. Meagre is less costly to produce and thus less expensive than seabass, as it grows faster and to bigger sizes. Fishstat figures indicate that in 2010 the average production unit value was around USD 3.26/kg and some correspondents recently quoted import prices on the European market between EUR 6.50 and 8.50/kg for 2-4 kg/pc sizes.



Fish Species Trade Name	Product Form	Grading	Price per kg			Reference & Area	Origin
			As stated	EUR	USD		
GROUND FISH							January 2013
Cod/Cabillaud, Morue/ Bacalao <i>Gadus morhua</i>	Fresh gutted		1.33	1.77	-	Poland FOB	Baltic Sea
	Fillets, skinless, boneless, blockfrozen	16.5 lb	4.60	6.14		Germany DAP	Barents Sea
	H&G	1-2 kg/pc	1.90	2.54		Spain FOB	
	Minced frozen (for baby food)		2.35	3.14	=	France DDP	Norway
	Block		4.80	6.40	=		
	Fresh - fillet	100-200 gr/pc 200-400	4.30	5.74	-	Italy CPT	Denmark
	Fresh - Whole	1-2 kg/pc 2-4	5.10	6.80	-		
	Fillet - light salted, IQF, 20% glaze		2.25	3.00	-	Spain CFR	China
Hake/Merlu/Merluza <i>Merluccius capensis</i>	Minced block		1.58	2.11	=	Namibia FOB for Spanish market	Namibia
	Fillet - skinless	140-160 gr/pc 160-180	5.20	6.94	+	France DDP	South Africa
	Fillet, regular, skinned, PBO	16.5 lb	2.74	3.65		Germany CFR	USA
	Fillet, PBO		2.59	3.45	=	France CFR	
Minced block	1.39		1.85	=	Spain CIF		
Hoki - Grenadier/ Grenadier/Merluza <i>Macruronus magellanicus</i> <i>Macruronus</i> <i>Novaezelandiae</i>	Block		2.15	2.87	=		Chile
	Block - PBO		3.80	5.07	=		Argentina
	Pieces block		2.36	3.15	=		New Zealand
	Fillet block		2.59	3.45	=		
Alaska pollack/Lieu de l'Alaska/Colin de Alaska <i>Theragra chalcogramma</i>	Fillet block, skinless, boneless	16.5 lb	2.47	3.30		Germany DAP	USA
			2.32	3.10			Russia
			2.17	2.90			China
	Fillet - skinless, PBI		2.36	3.15		USA	
	Block - single frozen		2.80	3.74		France DDP	
	Fillet IQF	2-4 oz	2.25	3.00	*		China
Surimi (Alaska pollack)	Stick - Paprika	250 gr/pc	2.45	3.27	-	CFR	Spain
Saithe/Lieu noir/ Carbonero (Pollock, Coley) <i>Pollachius virens</i>	Frozen - block, fillet, skinless, boneless	16.5 lb	3.40	4.54		Europe DAP	Norway
Monkfish/Baudroie/ Rape <i>Lophius spp.</i>	Tail, IQF, skin-on 20% glaze	100-200 gr/pc 500-1000	2.62	3.50		European main ports CFR	China
	Fresh - Tail	0.3-0.5 kg/pc 0.5-1 1-2 > 2	12.57	16.77	+		Italy FCA
	Fresh - whole	0.6-0.7 kg/pc 0.5-1 kg/pc 1-2	6.44	8.59	+		
	Tails, skin-off, IWP	100-250 gr/pc 250-500 500-1000 > 1000	6.00	8.01	-	Spain DDP	
			8.25	11.01	+		
			9.25	12.34	-	CPT	France
			9.75	13.01	-		
Haddock/Eglefin/Eglofino <i>Melanogrammus</i> <i>aeglefinus</i>	Fillet, skinless, boneless blockfrozen	16.5 lb	4.60	6.14		Germany DDP	Barents Sea
	H&G	< 0.8 kg/pc	NOK 16.50	2.24	2.98	+	Norway FCA

Fish Species Trade Name	Product Form	Grading	Price per kg		Reference & Area	Origin	
			As stated	EUR USD			
FLATFISH						January 2013	
Turbot/Rodaballo <i>Psetta maxima</i>	Fresh - whole cultured	0.5-1 kg/pc	6.20	8.27 =	Spain CIF	Spain	
		1-2	7.00	9.34 =			
		2-3	8.00	10.67 =			
		3-4	12.00	16.01 =			
	Fresh - whole wild	0.5-1 kg/pc	7.80	10.41		Italy FCA	Netherlands
		1-2	11.10	14.81			
		2-3	14.70	19.61			
		3-4	19.70	26.28			
		4-6	23.70	31.62			
	Fresh - whole	0.5-1 kg/pc	5.70	7.61 -			Spain
		1.5-2	6.00	8.01 -			
		1-1.5	6.00	8.01 -			
Fresh - whole	2-2.5	6.78	9.05 -	Netherlands			
	0.5-1 kg/pc	7.18	9.58 +				
	0.7-1	8.43	11.25 +				
	1-2	11.05	14.74 +				
Sole/Sole/ Lenguado <i>Solea vulgaris</i>	Fresh - whole	< 170 gr/pc	8.60	11.47	Spain CIF	Spain	
		160-220	10.90	14.54			
		210-300	13.10	17.48			
		300-400	17.20	22.95			
		400-600	20.20	26.95			
		600-800	20.70	27.62			
	Fresh - whole	No. 3	14.43	19.25 +	Italy CIF	Croatia	
		No. 4	12.09	16.13 +			
		No. 5	8.75	11.67 -			
		No. 1	9.60	12.81 -			
	Fresh - gutted	No. 3	9.85	13.14 +	CPT	Belgium	
		No. 4	8.06	10.75 +			
		No. 5	6.63	8.85 +			
		No. 2	19.50	26.02 +		FCA CPT	Netherlands
		No. 3	12.49	16.66 +			
	No. 4	9.63	12.85 +				
Fresh - gutted	No. 5	6.84	9.13 -	CIF			
	European plaice/ Plie d'Europe/ Solla europea <i>Pleuronectes platessa</i>	150-300 gr/pc	3.90	5.20	Spain CIF	Spain	
		300-400	4.00	5.34			
		400-600	4.00	5.34			
> 500		4.30	5.74				
European Flounder/ Flet d'Europe/ Platija europea <i>Platichthys flesus</i>	Fresh - whole		1.45	1.93 =	Italy FCA	Denmark	
			1.90	2.54 =		Netherlands	
TUNAS/BILLFISHES						January 2013	
Tuna/Thon/Atún <i>Thunnus spp.</i>	Skipjack - whole	main size	1.46	1.95 +	Bangkok CFR	Western/Central Pacific Ocean	
	Skipjack - whole		1.57	2.10 =	Ecuador ex-vessel	Eastern tropical Pacific Ocean	
	Skipjack - whole		1.74	2.32 =	Seychelles	Indian Ocean	
	Yellowfin - whole		2.25	3.00 -	FOB		
	Skipjack - whole		1.64	2.19 +	Abidjan	Atlantic Ocean	
	Yellowfin - whole		2.50	3.34 -	ex-vessel		

Fish Species Trade Name	Product Form	Grading	Price per kg		Reference & Area	Origin
			As stated	EUR USD		
TUNAS/BILLFISHES (cont.)						January 2013
Tuna/Thon/Atún <i>Thunnus spp.</i>	Skipjack - whole	main size	1.70	2.27 =	Spanish Canneries CFR	Various Origin
	Yellowfin - whole	> 10 kg	2.65	3.54 -		
	Skipjack - cooked & cleaned loins - vacuum packed	single cleaned	4.85	6.47 -	Spain DDP	Kenya
	Yellowfin - cooked & cleaned loins - vacuum packed	double cleaned	6.71	8.95 =	Italy DDP	Solomon Is./ Kenya
	Skipjack - whole	1.8-3.5 kg/pc	1.73	2.31 +	Spain DDP	Ghana
	Yellowfin - whole	> 10 kg	2.45	3.27 -		Panama
	Yellowfin - whole	3-10 kg/pc	2.20	2.94 -	DAT	Atlantic Ocean
		> 10 kg	2.70	3.60 -		
	Bigeye - whole	> 10 kg	2.35	3.14 -	DDP	Eastern Pacific Ocean
	Skipjack - whole	> 1.8 kg/pc	1.70	2.27 -		
	Yellowfin - loins		6.50	8.67 -		
	Skipjack - loins		5.50	7.34 -		
	Bigeye - loins		5.80	7.74 =		
	Albacore - whole		2.90	3.87		Western Pacific
	Bigeye - loins, 100% cleaned	2-4 kg/pc	5.95	7.94 =	FCA	Spain
Skipjack - pre-cooked loins		4.57	6.10 =	Ecuador FOB (for European mkt)	Ecuador	
Yellowfin - pre-cooked loins	single cleaning	5.10	6.80 =			
		double cleaning	5.32	7.10 =		
Swordfish/Espadon/ Pez espada <i>Xiphias gladius</i>	Seafrozen	20-30 kg/pc	4.80	6.40 *	Spain FOT	Spain
		30-50-70	4.80	6.40 *		
		70-100				
SMALL PELAGICS						January 2013
Mackerel/Maquereau/ Caballa <i>Scomber scombrus</i>	Whole	300-500 gr/pc	1.20	1.60 -	Spain FCA	Spain
	Fresh - whole		2.15	2.87 *	Italy FCA	France
			1.84	2.45 +		Spain
	Whole	200-400 gr/pc 300-500	1.05	1.40 =	Netherlands FOB for Eastern Europe	Faeroe Islands
		1.15	1.53 =			
Herring/Hareng/Arenque <i>Clupeidae</i>	Fresh - fillet		2.88	3.84	Italy CPT	Denmark
	Fresh - whole	70-100 gr/pc	0.45	0.60 +	Poland FOB	Baltic
0.29			0.39 +			
Sprat/Sprat/Espadín <i>Sprattus sprattus</i>	Fresh - whole		2.00	2.67 +	Italy CPT	Italy
			1.14	1.52 +		Croatia
			1.42	1.89		Spain
CEPHALOPODS						January 2013
Squid/Encornet/Calamar <i>Loligo spp.</i>	Frozen - whole	S (< 18 cm)	5.50	7.34 -	Italy CIF	South Africa
		M (18-25)	5.80	7.74 -		
		L (25-30)	6.00	8.01 -		
		XL (>30)	6.00	8.01 -		
Todarodes spp.	cleaned tubes	< 5	1.61	2.15 *	Germany CFR	China
	IQF, 30% glazing	< 10	1.50	2.00 *		
Octopus/Poulpe/Pulpo <i>Octopus vulgaris</i>	Whole	T1	9.50	12.68 =	Spain CFR	Morocco
		T2	9.00	12.01 =		
		T3	8.50	11.34 =		
		T4	8.00	10.67 =		
		T5	7.50	10.01 =		
		T6	7.00	9.34 =		
		T7	6.50	8.67 =		
		T8	6.00	8.01 =		
		T9	5.50	7.34 =		

Fish Species Trade Name	Product Form	Grading	Price per kg		Reference & Area	Origin
			As stated	EUR USD		
CEPHALOPODS (cont.)						January 2013
Octopus/Poulpe/Pulpo <i>Octopus vulgaris</i>	Sushi topping -slice 100% net weight	7 gr/pc 9	11.99 11.99	16.00 16.00	Europe CFR	Indonesia
	Flower type 90% net weight	1-2 kg/pc > 2 kg	3.82 4.20	5.10 5.60		
	Whole	T1 - T3 T4 - T7	5.62	7.50 =	Ghana FOB (European mkt)	Ghana/Senegal
			5.25	7.00 =		
Cuttlefish/Seiche/ Sepia <i>Sepia spp.</i>	Whole	100-200 gr/pc	3.75	5.00 =	Germany CIF	India
	Whole cleaned 20% glazing	< 1 pc/kg	4.80	6.40		
		1-2	4.80	6.40		
		2-4	4.80	6.40		
	Whole cleaned, IQF 20% glazing	2-4 pc/kg	3.90	5.20	Europe CFR	
		5-7	3.90	5.20		
		8-12	3.60	4.80		
	Whole - cleaned	20-40 pc/kg 40-60 > 60	2.55	3.40	Germany CIF	India
			2.17	2.90		
			3.15	4.20		
Whole - cleaned, IQF	50-100 pc/kg	3.15	4.20	Germany CFR	India	
Whole, cleaned, 25% glaze	< 1 1-2	3.37 3.37	4.50 * 4.50 *			
CRUSTACEANS						January 2013
Whiteleg shrimp/ Crevette pattes blanches/Camarón patiblanco <i>Penaeus vannamei</i>	PD, chemical treatment 100% net weight treated with non-phosphate	31-40 pc/lb	7.35	9.80	Europe CFR	Indonesia
		41-50	6.67	8.90		
		51-60	6.37	8.50		
		61-70	5.77	7.70		
		71-90	5.58	7.45		
	Head-on, shell-on	30-40 pc/kg 40-50 50-60 60-70 70-80 80-100 100-120	7.05	9.41 +	Spain CFR	Central America
			5.55	7.40 =		
			4.95	6.60 =		
			4.65	6.20 =		
			4.15	5.54 =		
			4.05	5.40 +		
	Raw PD, IQF 20% glaze	26-30 31-40 41-50 51-60	5.85	7.80 *	Germany CFR	Viet Nam
			5.02	6.70 *		
			4.87	6.50 *		
			4.72	6.30 *		
Head-on, shell-on	80-100 100-120	No quotations		Colombia for European main	Colombia	
		Head-on, shell-on	30-40 pc/kg 40-50 50-60 60-70 70-80			6.15
5.32	7.10					
4.46	5.95					
4.16	5.55					
3.82	5.10					
Argentine red shrimp/ Salicoque rouge/ d'Argentine/Camarón langostín argentino <i>Pleoticus muelleri</i>	Whole, head-on, shell-on	> 10-20 pc/kg	8.25	11.01 +	Spain EXW	Argentina
		> 20-30	6.10	8.14 +		
		> 30-40	5.25	7.00 +		
		> 40-60	4.75	6.34 +		
		> 60-80	4.00	5.34 +		

Fish Species Trade Name	Product Form	Grading	Price per kg		Reference & Area	Origin
			As stated	EUR USD		
CRUSTACEANS (CONT.)						January 2013
Black tiger/Crevette tigrée/Camarón tigre <i>Penaeus monodon</i>	semi-IQF, head-on 25% glaze	6-8	7.49	10.00	Europe CFR	Bangladesh
		8-12	6.90	9.20		
		13-15	5.88	7.85		
		16-20	4.50	6.00		
		21-30	4.27	5.70		
		31-40	3.82	5.10		
		41-50	3.52	4.70		
	Headless, easy-peel, 30% glaze - IQF	8-12	6.71	8.95		
		13-15	6.07	8.10		
		16-20	5.47	7.30		
		21-25	5.17	6.90		
	Headless, IQF, 20% glaze	13-15	8.24	11.00		
		16-20	6.45	8.60		
		21-25	6.00	8.00		
		26-30	5.66	7.55		
		31-40	5.40	7.20		
		41-50	4.83	6.45		
	Tails - shell-on, easy peel 20% glaze	6-8		na	Spain CFR	
		8-12	8.90	11.87		
		13-15	7.40	9.87		
		16-20	6.90	9.21		
Head-on, shell-on, semi-IQF	13-15	7.50	10.01			
	16-20	6.30	8.41			
	21-25	5.10	6.80			
PD, IQF 90% net weight	8-12 pc/kg	13.00	17.35	Germany CFR	Bangladesh	
	16-20	7.98	10.65			
	21-25	7.68	10.25			
	26-30	7.49	10.00			
Razor mud shrimp/ Solenocera melantho	PUD, IQF, 70% net weight	10-30 pc/kg	4.68	6.25		China
		30-50	3.93	5.25		
		50-70	3.41	4.55		
		70-100	3.00	4.00		
		100-200	2.40	3.20		
Giant river prawn/ Bouquet géante/ Langostino de río <i>Macrobrachium rosenbergii</i>	Freshwater - head-on, shell-on, easy peel, IQF, 20% glaze,	< 5 pc/lb	11.92	15.90 *		
		6-8	9.89	13.20 *		
		8-12	8.39	11.20 *		
Norway lobster/ Langoustine/Cigala <i>Nephrops norvegicus</i>	Whole 4X1.5 kg	1-4 pc/kg	18.50	24.68	Spain DDP	Iceland
		5-7	16.30	21.75		
		8-10	15.00	20.01		
		11-15	11.50	15.34		
		16-20	9.50	12.68		
		21-25	8.50	11.34		
		26-30	6.50	8.67		
European lobster/ Homard européen/ Bogavante <i>Homarus gammarus</i>	Live - bulk	400-600 gr/pc	28.00	37.36 +	France delivered to French vivier companies	Ireland
		600-800	28.00	37.36 +		

Fish Species Trade Name	Product Form	Grading	Price per kg			Reference & Area	Origin	
			As stated	EUR	USD			
CRUSTACEANS (CONT.)							January 2013	
American lobster/ Homard américain/ Bogavante americano <i>Homarus americanus</i>	Frozen whole cooked popsicle	275-300 gr/pc	CAN	18.50	14.09	18.79	Europe CIF	Canada
		350-400	CAN	17.75	13.52	18.03		
		> 450	CAN	19.25	14.66	19.56		
Edible crab/Tourteau/ Buey de mar <i>Cancer pagurus</i>	Live	300 gr/pc	CAN	17.00	12.94	17.27 =	France DDP	Ireland
		400-600 gr/pc 600-800			3.50	4.67 +	Delivered live to French vivier companies	
					3.50	4.67 +		
BIVALVES							January 2013	
Oyster/Huître/Ostra <i>Crassostrea gigas</i>	Live	No. 3		4.50	6.00 =	France prod. price	Ireland/France	
Mussel/Moule/Mejillón <i>Mytilus edulis</i>	Live - Bottom mussel			2.10	2.80 =	wholesale	France	
				1.90	2.54 =		Netherlands	
	Live	35-45 pc/kg		6.47	8.63	Spain CFR		
		45-52		5.57	7.43			
		52-60		5.49	7.32			
bouchot	60-70		4.04	5.39				
	> 75		2.38	3.18				
<i>Mytilus galloprovincialis</i>	Live - Rope	60-80 pc/kg		2.00	2.67 =	France wholesale	Spain	
<i>Mytilus chilensis</i>	IQF mussel meat	100-200 pc/kg	No quotations			Europe CFR	Chile	
		200-300						
		300-500						
Scallop/Coquille Saint-Jacques/Vieira <i>Zygochlamys patagonica</i>	IQF - shell-off	120-150 gr/pc		11.50	15.34 -	DDP	Argentina	
Razor shell/Couteau/ Navajas - <i>Solenidae</i>	IQF	12 cm		3.43	4.58	Spain CIF	Netherlands	
SALMON							January 2013	
Atlantic salmon/ Saumon de l'Atlantique/ Salmón del Atlántico <i>Salmo salar</i>	Scrape meat (for baby food)			4.86	6.48	France DDP	Poland	
	Fresh - gutted, head-on Superior quality	1-2 kg/pc		na				Scotland
		2-3		4.50	6.00 =			
		3-4		5.15	6.87 =			
		4-5		5.30	7.07 =			
		5-6		5.50	7.34 =			
		> 6		5.50	7.34 =			
	Fresh - gutted, head-on Superior quality	1-2 kg/pc		na				Norway
		2-3		4.30	5.74 =			
		3-4		4.60	6.14 =			
		4-5		4.60	6.14 =			
		5-6		4.60	6.14 =			
		> 6		4.60	6.14 =			
	Fresh - head-on, gutted	1-2 kg/pc		4.40	5.87 +		Romania/Bulgaria DDP for Eastern Europe	
		4-5		4.80	6.40 +			
6-7			4.80	6.40 +				
Fresh - head-on, gutted	2-3 kg/pc		3.60	4.80	Italy CIF			
	3-4		4.07	5.43				
	4-5		4.07	5.43				
	5-6		4.05	5.40				
	6-7		4.02	5.36				

Fish Species Trade Name	Product Form	Grading	Price per kg			Reference & Area	Origin
			As stated	EUR	USD		
TROUT							January 2013
Trout/Truite/Trucha <i>Salmo</i> spp.	Whole fresh on ice	0.25-0.4 kg/pc	HUF 1332	4.50	6.00 =	Hungary ex-farm	Hungary
	Fillet - farmed	200-400 gr/pc		7.10	9.47 =	Italy ex-farm	Italy
	Live - farmed	500-700 gr/pc		2.90	3.87 =		
Rainbow trout/ Truite arc-en-ciel/ Trucha arco iris <i>Oncorhynchus mykiss</i>	Live - farmed	250-400 gr/pc		2.90	3.87 =		
	Gutted			4.10	5.47 =		
	Block frozen - gutted 0% glaze	250-300 gr/pc 300-350gr/pc 350-400		2.80	3.74 = 2.80 3.74 2.80 3.74	Spain FCA	Spain
FRESHWATER FISH							January 2013
Panga <i>Pangasius</i> spp.	Fillet - thawed			3.11	4.15 - 3.09 4.12 -	Italy FCA CPT	Viet Nam
	Fillet, 20% glaze	120-170 gr/pc 170-220		1.48	1.97 * 1.48 1.97 *	CIF	
	Fillet, IQF, 20% glaze	120-170 gr/pc 170-220		1.68	2.24 1.68 2.24		
	Fillet, IQF, white - 20% glaze	120-170-220		1.61	2.10 -	Spain CFR	
	Fillet, interleaved, white - 10% glaze, skinless, boneless, belly- off, treated	gr/pc		1.80	2.35 =		
	Fillet - thawed			3.59	4.79		
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 771	2.61	3.48 =	Hungary EX-FARM	Hungary
	Fresh gutted, skinned, head-off	0.4-2 kg/pc	HUF 1121	3.79	5.05 =		
	Fresh on ice - fillets, skinless		HUF 1402	4.74	6.32 =		
	Fresh on ice - slices		HUF 1191	4.02	5.37 =		
Carp/Carpe/Carpa <i>Cyprinus</i> spp.	Live	1.2-5 kg/pc	HUF 630	2.13	2.84 +		
	Fresh, whole, gutted, head-on	0.8-4.5 kg/pc	HUF 806	2.72	3.63 +		
	Fresh, whole, gutted, head-off	0.7-4.5 kg/pc	HUF 1051	3.55	4.74 +		
	Fresh on ice - slices		HUF 1191	4.02	5.37 =		
	Fresh on ice - fillets		HUF 1332	4.50	6.00 +		
Bighead carp/Carpe à grosse tête/Carpa capezona <i>Aristichthys nobilis</i>	Fresh gutted, head-off	0.8-3.5 kg/pc	HUF 602	2.03	2.71 =		
	Fresh on ice - slices		HUF 701	2.37	3.16 =		
	Fresh on ice - fillets		HUF 771	2.61	3.48 =		
Grass carp/ Carpe herbivore/ Carpa china <i>Ctenopharyngodon idellus</i>	Fresh - whole, gutted, scaled head-off	0.8-2.5 kg/pc	HUF 1002	3.39	4.52 =		
	Fresh on ice - slices		HUF 1051	3.55	4.74 =		
Crucian Carp/ Carassin/Carpín <i>Carassius carassius</i>	Fresh - whole, gutted, scaled head-on - wild	0.2-0.6 kg/pc	No quotations				
	Fresh on ice - fillets						
Wels/Silure glane/Siluro <i>Silurus glanis</i>	Fresh - gutted, head-on	1-4.5 kg/pc	HUF 1402	4.74	6.32 =		
Tilapia <i>Oreochromis</i> spp.	Gutted, scale-off 20% glaze -wild catch	300-500 gr/pc 500-700	No quotations			Germany CFR	India
Nile perch/Perche du Nil/Perca del Nilo <i>Lates niloticus</i>	Fresh fillet	200-400 gr/pc		4.24	5.66 - 4.15 5.54 -	Italy DDP	Tanzania
		400-700 gr/pc		4.07	5.43 -		Tanzania
				4.02	5.36 -		Uganda
				4.28	5.71 *		Kenya
		200-500 gr/pc		4.10	5.47	Spain CFR	Uganda
	Frozen fillet	500-1000 gr/pc		3.65	4.87 *	DDP	Uganda/Tanz.

Fish Species Trade Name	Product Form	Grading	Price per kg		Reference & Area	Origin
			As stated	EUR USD		
NON-TRADITIONAL SPECIES						January 2013
Sturgeon/Esturgeon/ Esturione <i>Acipenseridae</i> <i>A.baeri</i>	Frozen - Whole	1.5-2 kg/pc	6.00	8.01 =	France CIF	France
	Gutted	5-7 kg/pc	6.00	8.01 =		
	Fillets	200-300 gr/pc	11.00	14.68 =		
		800-1000	11.00	14.68 =		
Caviar (Aquitaine) metal boxes		1 500	2 001 +			
Blue shark/Peau bleue/ Tiburón azul <i>Prionace glauca</i>	H&G, skin-on	7-12 kg/pc	1.10	1.47 =	Spain FCA	Spain
Red Porgy/Pagre/Pargo <i>Pagrus pagrus</i>	Fresh - whole	300-400 gr/pc	3.06	4.08 *	Italy FCA	Argentina
		400-600	3.04	4.06 -		
		600-800	3.74	4.99 *		
		800-1000	4.23	5.64 *		
Sand Steebras/Marbré/ Herrera <i>Lithognathus mormyrus</i>	Fresh - whole Mediterranean		9.30	12.41 +	CPT	Morocco
			5.50	7.34 +	FOB	Croatia
White seabream/ Sar commun/Sargo <i>Diplodus sargus</i>	Fresh - whole	300-500 gr/pc	7.53	10.05 +	CPT	Spain
Tub gurnard/Grondin perlon/Begel <i>Chelidonichthys lucerna</i>	Fresh - whole	1-2 kg/pc	14.50	19.35 -	FCA	Morocco
		500-1000	14.00	18.68 -		France
		200-400 gr/pc 300-500	1.23	1.64 - 1.80 2.40 -		
Red mullet/ Rouget de vase/ Salmonete de fango <i>Mullus barbatus</i>	Fresh - whole	I	2.88	3.84 +		Croatia
		II	2.23	2.98 +		
Surmullet/ Rouget de roche/ Salmonete de roca <i>Mullus surmuletus</i>	Fresh - whole	200-300 gr/pc	6.95	9.27 +	CPT	Morocco
			9.30	12.41 +	FCA	
			10.65	14.21 -	CPT	
Picked dogfish/ Aiguillat commun/ Mielga <i>Squalus acanthias</i>	Fresh - whole	Large	7.37	9.83 +		USA
		Medium	6.72	8.97 -		
SEABASS/SEABREAM/MEAGRE						January 2013
Seabass/Bar, Loup/Lubina <i>Dicentrarchus labrax</i>	Fresh - whole farmed	200-300 gr/pc	3.20	4.27 -	Greece FOB	Greece
		300-450	4.25	5.67 -		
		400-600	4.85	6.47 -		
		600-800	6.90	9.21 -		
		800-1000	8.40	11.21 =		
		> 1000	9.00	12.01 =		
		200-300 gr/pc	3.40	4.54 -	Italy CIF	
		300-450	4.45	5.94 -		
		450-600	5.05	6.74 -		
		600-800	7.10	9.47 -		
		800-1000	8.60	11.47 =		
		> 1000	9.20	12.27 =		
		200-300 gr/pc	3.45	4.60 -	France CIF	
300-450	4.50	6.00 -				
450-600	5.10	6.80 -				
600-800	7.15	9.54 -				
800-1000	8.65	11.54 =				

Fish Species Trade Name	Product Form	Grading	Price per kg		Reference & Area	Origin
			As stated	EUR USD		
SEABASS/SEABREAM/MEAGRE (CONT.)						January 2013
Seabass/Bar, Loup/Lubina <i>Dicentrarchus labrax</i>	Fresh - whole farmed	200-300 gr/pc	3.44	4.59 -	Spain CIF	Greece
		300-450	4.49	5.99 -		
		450-600	5.09	6.79 -		
		600-800	7.14	9.53 -		
		800-1000	8.64	11.53 =		
		> 1000	9.24	12.33 =		
		200-300 gr/pc	3.47	4.63 -	Germany CIF	
		300-450	4.52	6.03 -		
		450-600	5.12	6.83 -		
		600-800	7.17	9.57 -		
		800-1000	8.67	11.57 =		
		> 1000	9.27	12.37 =		
		200-300 gr/pc	3.45	4.60 -	Portugal CIF	
		300-450	4.50	6.00 -		
		450-600	5.10	6.80 -		
600-800	7.15	9.54 -				
800-1000	8.65	11.54 =				
> 1000	9.25	12.34 =				
200-300 gr/pc	3.63	4.84 -	UK CIF			
300-450	4.68	6.24 -				
450-600	5.28	7.04 -				
600-800	7.33	9.78 -				
800-1000	8.83	11.78 =				
> 1000	9.45	12.61 =				
200-300 gr/pc	3.10	4.14 +	Greece EXW for Eastern Europe			
300-400	4.00	5.34 +				
400-600	4.90	6.54 +				
600-800	7.80	10.41 +				
800-1000	10.50	14.01 +				
> 1000	11.60	15.48 +				
Fresh - whole - wild Mediterranean	1000-2000	13.50	18.01 =	Italy CPT	Egypt	
	> 2000	14.00	18.68 =			
Fresh - whole - wild - Atlantic	500-1000 gr/pc	7.31	9.75 +		France	
Gilthead seabream/ Dorade royale/Dorada <i>Sparus aurata</i>	Fresh - whole farmed	200-300 gr/pc	3.20	4.27 =	Greece FOB	Greece
		300-450	3.55	4.74 =		
		450-600	3.75	5.00 =		
		600-800	5.20	6.94 =		
		800-1000	7.75	10.34 =		
		> 1000	8.45	11.27 =		
		200-300 gr/pc	3.40	4.54 =	Italy CIF	
		300-450	3.75	5.00 =		
		450-600	3.95	5.27 =		
		600-800	5.40	7.20 =		
800-1000	7.95	10.61 =				
> 1000	8.65	11.54 =				

Fish Species Trade Name	Product Form	Grading	Price per kg		Reference & Area	Origin
			As stated	EUR USD		
SEABASS/SEABREAM/MEAGRE (CONT.)						January 2013
Gilthead seabream/ Dorade royale/Dorada <i>Sparus aurata</i>	Fresh - whole farmed	200-300 gr/pc	3.45	4.60 =	France CIF	Greece
		300-450	3.80	5.07 =		
		450-600	4.00	5.34 =		
		600-800	4.10	5.47 =		
		800-1000	8.00	10.67 =		
		> 1000	8.70	11.61 =		
		200-300 gr/pc	3.44	4.59 =		
		300-450	3.79	5.06 =		
		450-600	3.99	5.32 =		
		600-800	5.44	7.26 =		
		800-1000	7.99	10.66 =		
		> 1000	8.69	11.59 =		
		200-300 gr/pc	3.47	4.63 =	Germany CIF	
		300-450	3.82	5.10 =		
		450-600	4.02	5.36 =		
		600-800	5.47	7.30 =		
		800-1000	8.02	10.70 =		
		> 1000	8.72	11.63 =		
		200-300 gr/pc	3.45	4.60 =	Portugal CIF	
		300-450	3.80	5.07 =		
		450-600	4.00	5.34 =		
600-800	5.45	7.27 =				
800-1000	8.00	10.67 =				
> 1000	8.70	11.61 =				
200-300 gr/pc	3.63	4.84 =	UK CIF			
300-450	3.98	5.31 =				
450-600	4.18	5.58 =				
600-800	5.63	7.51 =				
800-1000	8.18	10.91 =				
> 1000	8.88	11.85 =				
200-300	3.30	4.40 =	Greece EXW for Eastern Europe			
300-400	3.50	4.67 +				
400-600	3.60	4.80 +				
600-800	4.60	6.14 +				
800-1000	8.70	11.61 +				
> 1000	10.00	13.34 =				
Fresh - whole - wild	800-1000 gr/pc	14.38	19.19 +	Italy FCA	Morocco	
Atlantic	1000-2000	14.76	19.69 +			
	> 2000	14.81	19.76 +			
Mediterranean	300-400 gr/pc	9.94	13.26 +		Spain	
	600-800	13.24	17.67 *			
	800-1000	16.05	21.41 *			
	1000-2000	16.95	22.62 *			
	> 2000	16.95	22.62 *			
Meagre/Maigre commun/Corvina <i>Argyrosomus regius</i>	Whole - farmed	> 2 kg/pc	No quotations		CIF	Greece
		1-2 kg/pc	8.30	11.07	CPT	Egypt
		2-4	8.50	11.34		

The **European Fish Price Report** is a monthly GLOBEFISH publication, prepared by Karine Boisset, Felix Dent, Victoria Chomo and Jogeir Toppe

It can be ordered from the **FISH INFONetwork**:

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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	0.98	1.31
Hungary	HUF	221.83	295.96
Norway	NOK	5.53	7.38
USA	USD	-	1.33
EU	EUR	0.75	
Denmark	DKK	5.59	7.46

Exchange Rates: 12/01/13

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Freshwater
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