

USDA Foreign Agricultural Service

# GAIN Report

Global Agricultural Information Network

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## Latvia

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### **Fish and seafood market in Latvia.**

**Report Categories:**

Fishery Products

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**Report Highlights:**

For 2014 the total fish catch in Latvia was 120,000 MT, which included the Baltic Sea and long-distance fisheries. Half of the Latvian fish processing industry processes fish harvested in the Baltic Sea and Gulf of Riga and the remaining part processes fish originating from the high sea catch and imports.

Latvia has 100 fish processing plants producing for the domestic and export markets. In 2014 average annual fish consumption in Latvia amounted to 10.8 kilograms, almost 50 percent of the average per capita fish consumption in the EU. Latvia imports mainly raw fish which is used by the local industry for further processing.

## General Information:

### Production

#### Fishing sector

In 2014 the total fish catch was 120,000 MT which included the Baltic Sea and long-distance ocean fisheries. The fish catch in 2014 was 3 percent higher than in 2013. The total amount of catch in the long-distance fisheries amounted to 59,500 MT, a 7 percent increase compared to 2013. The main deep sea activity areas were on the South Eastern Atlantic and North Eastern Atlantic fishing grounds.

#### Fish catch by fishing ground (000 MT)

	2010	2011	2012	2013	2014
<b>Baltic Sea and Gulf of Riga</b>	74	64	58	61	60
<b>Atlantic</b>	90	92	32	55	59
<b>Inland</b>	1	1	1	1	1

Source: Statistical Office

Pelagic species (herring and sprats) are the mainstay of the Latvian harvests accounting for almost 90 percent of the total fish catch in Baltic Sea and the Gulf of Riga. Fishing activities vary from year to year because they depend on fish feeding conditions, water temperature and level of water pollution.

The annual Baltic Sea fishing quota is negotiated on an annual basis by the EU's agriculture and fisheries ministers. The International Council for the Exploration of the Sea (ICES) is a global organization that develops science and advice to support the sustainable use of the oceans. The ICES recommends to the Council size of quotas for the next year. In October 2015 the Council of Ministers agreed on a 20 percent reduction of the 2016 quotas for cod compared to 2015, resulting in a total allowable catch (TAC) of maximum 41,143 MT for the Eastern stock and 12,720 MT for the Western stock of the Baltic Sea. Member countries agreed on additional measures for the western stock because it is below sustainable biological limits. The 2016 quotas for sprat were lowered by 5 percent compared to 2015, to a TAC of maximum 202,320 MT. In 2014 catch quotas allocated for herring and sprat were 96 percent utilized. The available salmon catch quota was only 18 percent utilized because of prohibition on the use of drift nets and domination of Norwegian salmon on the market.

In 2014 the total catch in both the Baltic Sea and the Gulf of Riga amounted to 60,000 MT, a decrease of 2 percent compared to 2013. The main species caught were European sprat, Baltic herring and cod.

#### Fish catch (000 MT)

	2010	2011	2012	2013	2014
<b>Total Fish catch</b>	164	155	90	116	120

<b>Baltic sprat</b>	46	33	31	33	31
<b>Baltic herring</b>	21	23	20	21	23
<b>Cod</b>	5	5	4	3	2
<b>Other fish</b>	92	94	35	60	64

Source: Statistical Office

In 2014 the Latvian fishing fleet consisted of more than 700 fishing vessels. Out of this number, 628 were the vessels used for coastal fishing, 68 for Baltic Sea offshore fishing and 7 for high seas fishing. The majority of fishing vessels used for coastal fishing are less than 5 meters long, operating without engines. The fishing fleet operating beyond coastal waters decreased the last few years due to a scrapping program by the EU. The program reduces the capacity of fishing in response to the depleted fish stocks. Catches in the Baltic Sea offshore fisheries constitute of 50 percent of total Latvian fishing fleet catch. The main species harvested by the offshore fishermen are cod, herring and sprat. Latvia has 7 high seas fishing vessels operating in the Central Atlantic region, Mauritania and Morocco waters. In 2014 Latvian vessels were also fishing in the North (NAFO) and North-East (NEAFC) Atlantic within the NEAFC's quotas for shrimp, redfish and mackerel. In 2014 the high seas catches amounted to 49 percent of the total Latvian fish catch. Main species caught were mackerel, horse mackerel, sardinella and redfish. Fishing in inland waters has significantly decreased within the last few years mainly due to the prohibition of fishing with nets and traps in numerous lakes and rivers. In addition, demand for fresh water fish from the processing industry is low. The main species harvested are bream, pike and river lamprey.

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## **Processing**

The fish processing industry is well-developed. It is one of the largest food production sectors in Latvia. In 2014 the industry employed approximately 5,850 people. The processing facilities are located mainly along Latvia's coastline. Latvian fish processing companies produce both for the domestic and the export market. The main types of fishery products made in Latvia are frozen fish, salted and smoked fish, unsterilized preserves, ready to serve products, and sterilized canned fish. Canned fish producers mainly use raw materials from the Baltic Sea. In addition the fish processors also use marine fish such as Atlantic herring, mackerel, sardine and sardinella. Freshwater fish species (pike, catfish, common carp and others) are used in small quantities.

In 2014 the overall output of the Latvian fish processing industry amounted to 93,910 MT, worth U.S. \$164 million. There are 100 processing plants including large scale canneries eligible for export to the European Union and several family run companies, permitted to sell products only to regional markets -

these are e.g. small processing plants next to fisheries.

### Output and value of Fish Processing Industry (000MT, U.S.\$)

	2012		2013		2014	
	Volume	Value	Volume	Value	Volume	Value
Prepared or preserved sardines	50 597	101 906	52 551	107 643	48 342	96 553
Prepared or preserved mackerel	2 948	5 154	3 904	11 565	4 586	13 670
Frozen salt water fish	22 647	10 019	22 686	11 586	17 372	8 682
Smoked Pacific, Atlantic and Danube salmon	0	0	134	1 018	1 394	11 293
Smoked herrings	23	74	115	445	205	780
Smoked fish excluding herrings	1 945	8 242	2 360	13 637	963	3 663
Prepared or preserved salmon	566	3 180	981	3 765	984	3 007
Prepared or preserved herring	3 294	8 017	2 997	7 523	3 681	7 864
Dried fish	1 970	3 252	1 994	3 768	1 650	3 667
Other preserved or prepared fish	6 690	14 623	4 337	9 059	3 819	7 851
Flours, meals and pellets of fish	7 250	5 924	0	0	6 757	6 480
Inedible fish products	5 063	431	4 619	634	4 157	536
Total	102 993	160 822	96 678	170 642	93 910	164 048

Source: Statistical Office of Latvia, 2014

One of the largest fish processing plants, “Kaija”, is located in Riga. Although the plant is situated within the old buildings of a factory which went bankrupt in 1991, it is now equipped with new technologies to process fish and now is one of the biggest fish canneries in Latvia. The plant specializes in production of canned sprats and mackerel. Daily production is 120,000 cans of sprats and 50,000 cans of mackerel. The Kaija plant also processes salmon imported from the United States. However, since the introduction of the Russian import ban, production slowed down because of reduced export demand. Imports from the U.S. are limited to salmon, mackerel and tuna. The Kaija plant also processes tuna imported from Denmark. The owners of the Kaija plant are of the opinion that U.S. suppliers should better prepare the fish before shipping by taking heads off, filleting or skinning.

Currently they have difficulties in finding a reliable supplier of raw fish from the U.S. The company is very flexible and also offers private label production for suppliers of raw fish. Kaija produces 50 percent under their own label and the rest under the UK label “Prince” and Dutch “Sorensen”. The representatives of the company attend the Brussels Seafood Show every year and in 2016 they are planning to attend the Fancy Food show in NYC.

### Aquaculture sector

Although aquaculture is developing fast in Latvia it is still a new branch of production. Most farms are located in the interior of the country. There is no aquaculture activity in marine waters. In mid-2014 there was 160 aquaculture farms registered in Latvia. Five of them were state owned and the rest were private entities. The main species produced are carp, trout, goldfish, pike, catfish and sturgeon. It is estimated that in 2014 production of fish by the aquaculture sector amounted to 600 MT, of which carp accounted for more than 80 percent. Aquaculture factories (mainly state owned farms) also supply fry, fingerlings and smolts for release in natural waters in order to compensate for damage to fish resources caused by the development of hydropower plants on rivers, pollution of water and the degradation of natural habitats.

## Consumption

In 2014 the average annual fish consumption in Latvia was 10.8 kg/per capita, 50 percent of the average per capita fish consumption in the EU.

### Annual Consumption of Fish in Latvia (kilograms/capita)

	2010	2011	2012	2013	2014
Fish (fresh, chilled and frozen) (kg)	6.0	6.0	6.6	6.3	5.7
Crustaceans and other seafood (kg)	0.1	0.1	0.2	0.1	0.2
Fish (dried or smoked) (kg)	1.0	1.0	1.3	1.4	1.0
Herring and other salted fish (kg)	1.6	1.3	1.1	1.1	1.0
Canned fish (kg)	2.9	2.8	2.8	3.0	2.9
TOTAL	11.6	11.3	12.0	11.9	10.8

Source: Statistical Office

In 2014 fish consumption decreased in comparison to 2013 mainly due to lower consumption of fresh fish. Pollock, herring, and mackerel are the most popular saltwater species, while carp, trout and panga are the most popular freshwater species. Pollock, salmon, cod, and trout are gaining popularity in the market, indicating a structural change in consumption. Consumption of Pollock is growing due to relatively low prices compared to other fish and because of improved quality stemming from increased imports from the United States. Fish is traditionally an important part daily diet in Latvia. There is a growing awareness among Latvian consumers regarding fish and seafood consumption. They are choosing fish products with more care and attention, are getting information about products, and are benefiting from campaigns promoting consumption and the health benefits of fish and seafood. Latvian consumers are receptive to market promotions. According to the report on consumption trends in Baltic States ([http://www.manasfinanses.lv/wp-content/uploads/2014/04/Report\\_Household-main-expenses-Study-2014.pdf](http://www.manasfinanses.lv/wp-content/uploads/2014/04/Report_Household-main-expenses-Study-2014.pdf)), of the three, Latvians take advantage of promotions most among the Baltic countries. The share of promotional products bought is 41 percent in Latvia, 38 percent in Lithuania and 33 percent in Estonia.

Consumers in all three Baltic countries are sensitive to promotions. Depending on the best promotions offered, 16 percent of Estonian shoppers, 16 percent of Lithuanian shoppers and 12 percent of Latvian shoppers will change stores. Conversely, 27 Estonian, 28 Lithuanian and 39 percent of Latvian shoppers seldom change stores due to promotions, but actively seek out promotions when shopping. Meanwhile 12 Estonian, 14 Lithuanian and 16 percent of Latvian shoppers constantly change trademarks and choose ones with promotions.

## Distribution

Seafood is sold in stores ranging from specialized stores, supermarkets, hypermarkets, and small independent grocers. Many hypermarkets also feature extensive displays for fresh seafood products including live fish (in tanks) for purchase. Small independent grocers typically lack fresh options but

instead offer processed, brand labeled options or frozen filets frequently with no brand association.

## Trade

Latvia is a net exporter of fish and seafood products. The positive trade balance for fishery and seafood products in 2014 was Euro 33,921 million (U.S. \$36 million).

### Imports

Latvia imports mainly raw fish which is used by the local industry for further processing. In 2014 Latvia imported 74,088 MT of fish and seafood for a value of U.S. \$187 million. Sweden, Lithuania and Norway were the major suppliers of fish to Latvia in 2014. Latvia imported from these three countries almost 50 percent of total imports of fish and seafood products. In the first eight months of 2015 the volume of imports decreased by almost 20 due to reduced imports of salmon.

### Value of Imports of Fish and Seafood Products to Latvia

Partner Country	Thousands United States Dollars			% Share			% Change 2014/2013
	2012	2013	2014	2012	2013	2014	
World	188 627	225 512	187 165	100.00	100.00	100.00	- 17.00
Sweden	51 598	59 168	35 294	27.35	26.24	18.86	- 40.35
Lithuania	25 736	32 015	31 451	13.64	14.20	16.80	- 1.76
Norway	16 333	17 910	20 955	8.66	7.94	11.20	17.00
Estonia	17 662	22 469	17 742	9.36	9.96	9.48	- 21.04
Denmark	11 260	15 891	13 894	5.97	7.05	7.42	- 12.57
Poland	28 381	20 988	13 304	15.05	9.31	7.11	- 36.61
United Kingdom	3 465	6 293	9 287	1.84	2.79	4.96	47.57
Spain	5 284	5 780	6 527	2.80	2.56	3.49	12.94
Portugal	3	3 209	5 156	0.00	1.42	2.75	60.69
Morocco	3 135	5 019	4 302	1.66	2.23	2.30	- 14.30
China	3 265	4 303	3 980	1.73	1.91	2.13	- 7.49
Germany	2 457	9 160	3 767	1.30	4.06	2.01	- 58.87
United States	1 159	863	1 247	0.61	0.38	0.67	44.53

Source: Global Trade Atlas

It is expected that the Russian import ban will result in further reduction of salmon imports towards the end of 2015 and in 2016. Import of mackerel and herrings increased in 2014 and 2015 due to the growing demand for export of products. In 2014 imports of Alaska Pollock were 5 percent up compared to 2013 due to higher demand for the domestic market and positive perception by consumers versus Pollock imported from China. In 2014 decreased domestic catch and growing demand for cod stimulated imports.

### Volume of Imports of Fish and Seafood Products to Latvia

Commodity	Unit	Description	Quantity	% Change
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			2012	2013	2014	2014/2013
Fish & Seafood Products	T		62 525	74 075	74 088	0
030289	T	Fish, Fresh Or Chilled, Nesoi	4 069	9 729	10 622	9
030353	T	Sardines, Sardinella, Brisling Or Sprats, Frozen	8 295	10 269	7 895	-23
030214	T	Atlantic Salmon And Danube Salmon Fresh Or Chilled	5 590	9 999	7 536	-25
030243	T	Sardines Sardinella Brislings/Sprats Fresh/Chilled	4 587	3 737	6 159	65
030354	T	Mackerel, Frozen	2 553	3 008	4 837	61
030351	T	Herrings, Frozen, Except Fillets, Livers And Roes	3 945	3 250	3 730	15
030510	T	Flours, Meals & Pellets Of Fish, For Human Consumpt	268	2 251	3 507	56
030389	T	Fish, Frozen, Nesoi	1 573	1 739	2 770	59
160420	T	Fish, Prepared Or Preserved, Nesoi	2 556	2 248	2 367	5
030363	T	Cod, Frozen	703	1 474	2 333	58
030499	T	Fish Meat, Frozen, Except Steaks And Fillets Nesoi	2 497	2 033	2 224	9
160412	T	Herrings Prep Or Pres, Whole Or In Pieces	1 768	1 706	1 833	7
030366	T	Hake, Frozen	1 278	1 492	1 736	16
030313	T	Atlantic Salmon And Danube Salmon, Frozen	373	938	1 406	50
160419	T	Fish, Prepared Or Preserved, Whole Or Pieces Nesoi	420	890	965	8
030616	T	Cold-Water Shrimps And Prawns, Frozen	186	446	892	100
030211	T	Trout (Salmo Trutta, Etc) Fresh, Chilled, Nesoi	1 975	1 441	861	-40
030462	T	Catfish Fillets, Frozen	880	863	783	-9
160414	T	Tunas/Skipjack/Bonito Prep/Pres Not Minced	574	679	679	0
030579	T	Fish Fin Edible Offal Smoke Dried Salt Brine Nesoi	644	808	629	-22
030241	T	Herrings, Fresh Or Chilled	487	582	592	2
030474	T	Hake Fillets, Frozen	460	732	508	-31
030475	T	Alaska Pollock Fillets, Frozen	362	453	476	5
160413	T	Sardines/Sardinella/Brisling Prep/Pres, Not Minced	740	495	458	-7
030486	T	Herring Fillets, Frozen	0	35	450	1 182
030489	T	Fish Fillets, Frozen, Nesoi	164	360	428	19

Source: Global Trade Atlas

In 2014 the value of imports of fish and seafood products from the United States amounted to U.S. \$1,247,000, 45 percent higher than in 2013. In the first eight months of 2015 imports from the U.S. dropped by 77 percent because of decreased imports of caviar substitutes from fish eggs.

### Imports of Fish and Seafood Products from the United States

Latvia Import Statistics From United States					
Commodity: Fish & Seafood Products, Group 9 (2012)					
Year To Date: January - December					
Commodity	Description	Thousands United States Dollars			% Change 2014/2013
		2012	2013	2014	
Fish & Seafood Products (HS code)		1 159	863	1 247	44.53
030390	Fish Livers And Roes, Frozen	786	758	827	9.12
160432	Caviar Substitutes Prepared From Fish Eggs	315	103	413	301.26

030627	Shrimps And Prawns, Except Cold-Water, Not Frozen	0	0	6	n/a
160412	Herrings Prep Or Pres, Whole Or In Pieces	1	0	0	n/a
160413	Sardines/Sardinella/Brisling Prep/Pres, Not Minced	41	0	0	n/a
160419	Fish, Prepared Or Preserved, Whole Or Pieces Nesoi	4	0	0	n/a
160420	Fish, Prepared Or Preserved, Nesoi	10	0	0	n/a
160431	Caviar	0	0	0	-100
030353	Sardines, Sardinella, Brisling Or Sprats, Frozen	2	1	0	-100

Source: Global Trade Atlas

## Exports

In 2014 Latvia exports of fish and seafood products totaled U.S. \$221 million, a 20 percent decrease in comparison to the previous year. Major destinations for Latvian exports of fish were Estonia, Russia, Lithuania and Denmark. In the first eight months of 2015 exports were down 9 percent mainly because of the 40 percent reduction of exports to Russia. Historically Russia and CIS countries play a significant market role for fishery products exports from Latvia. The situation in Russia and Ukraine has put pressure especially on exports of canned fish which are usually marketed in those two countries. As a result, EU countries have become the main destination for these products. In 2014 Latvia exported 40 percent of its fish products to the EU. The main destinations in the EU were Estonia, Lithuania and Denmark. The Russian import ban indirectly affected Latvian exports to Estonia because their import demand was also driven by reduced shipments to Russia.

## Value of Exports of Fish and Seafood Products from Latvia

Partner Country	Thousands United States Dollars			% Share			% Change 2014/2013
	2012	2013	2014	2012	2013	2014	
World	239 629	275 091	221 086	100.00	100.00	100.00	- 19.63
Estonia	82 378	91 771	37 632	34.38	33.36	17.02	- 58.99
Russia	41 806	43 441	36 245	17.45	15.79	16.39	- 16.57
Lithuania	30 832	33 466	33 093	12.87	12.17	14.97	- 1.12
Denmark	12 157	26 492	25 987	5.07	9.63	11.75	- 1.91
Slovakia	498	1 291	11 630	0.21	0.47	5.26	801.15
Sweden	4 363	10 240	10 138	1.82	3.72	4.59	- 1.00
Ukraine	7 163	9 649	7 604	2.99	3.51	3.44	- 21.19
Belarus	8 410	8 084	7 292	3.51	2.94	3.30	- 9.80
Germany	4 502	6 023	6 455	1.88	2.19	2.92	7.18
Czech Republic	3 373	6 791	5 777	1.41	2.47	2.61	- 14.94
Azerbaijan	1 447	2 500	5 758	0.60	0.91	2.60	130.28
Poland	5 771	4 681	4 833	2.41	1.70	2.19	3.25
Kazakhstan	3 947	3 119	2 699	1.65	1.13	1.22	- 13.47
Moldova	2 926	2 611	2 661	1.22	0.95	1.20	1.92
United States	2 321	2 696	2 485	0.97	0.98	1.12	- 7.84
Georgia	1 998	2 469	2 428	0.83	0.90	1.10	- 1.66

Source: Global Trade Atlas

In June 2015 the first eleven Latvian fish processing companies were granted permission to export product to China. Based on guarantees provided by the Food and Veterinary Service, in July 2015 the Chinese Certification and Accreditation Administration added nineteen more Latvian fish processing canneries to the list of Latvian fish canneries permitted to export their products to China. Now thirty Latvian fish processing enterprises can export their products to China.

### Volume of Exports of Fish and Seafood Products from Latvia (MT)

Commodity	Unit	Description	Quantity			% Change
			2012	2013	2014	2014/2013
Fish & Seafood Products	T		114 387	122 741	107 801	-12.17
160413	T	Sardines/Sardinella/Brisling Prep/Pres, Not Minced	50 280	51 393	48 548	-5.54
030353	T	Sardines, Sardinella, Brisling Or Sprats, Frozen	16 376	17 772	14 628	-17.69
030351	T	Herrings, Frozen, Except Fillets, Livers And Roes	7 141	7 303	7 824	7.13
160415	T	Mackerel, Prepared Or Preserved, Not Minced	3 433	4 181	5 129	22.67
160420	T	Fish, Prepared Or Preserved, Nesoi	4 074	3 946	3 475	-11.93
030214	T	Atlantic Salmon And Danube Salmon Fresh Or Chilled	7 900	6 822	2 762	-59.51
160412	T	Herrings Prep Or Pres, Whole Or In Pieces	2 752	2 486	2 541	2.18
030510	T	Flours, Meals & Pellets Of Fish, For Human Consumpt	1 766	6 210	2 226	-64.16
030471	T	Cod Fillets, Frozen	616	845	1 675	98.3
030243	T	Sardines Sardinella Brislings/Sprats Fresh/Chilled	2 206	1 670	1 584	-5.16
030541	T	Pacific, Atlantic And Danube Salmon, Smoked	1 520	1 760	1 428	-18.84
160419	T	Fish, Prepared Or Preserved, Whole Or Pieces Nesoi	1 312	1 406	1 320	-6.1
030313	T	Atlantic Salmon And Danube Salmon, Frozen	1 029	3 973	1 262	-68.25
030441	T	Pacific, Atlantic, Danube Salmon Fillet Fresh/Chll	42	510	1 219	139.11
030389	T	Fish, Frozen, Nesoi	596	437	1 200	174.41
030579	T	Fish Fin Edible Offal Smoke Dried Salt Brine Nesoi	38	204	1 102	439.14
030354	T	Mackerel, Frozen	1 036	395	888	124.77
030251	T	Cod, Fresh Or Chilled	2 689	1 011	881	-12.86
030369	T	Fish Bregmacerotidae Eulichthyidae Etc Frzn Nesoi	19	164	752	357.3
030229	T	Flatfish Nesoi Except Fillet, Liver Roe Fresh/Chld	117	111	561	407.05
030499	T	Fish Meat, Frozen, Except Steaks And Fillets Nesoi	638	699	517	-26.02
030366	T	Hake, Frozen	426	385	471	22.33
030241	T	Herrings, Fresh Or Chilled	403	682	451	-33.8
160414	T	Tunas/Skipjack/Bonito Prep/Pres Not Minced	195	318	370	16.25
160529	T	Shrimp/Prawns Prep/Preserved In Airtight Container	325	317	338	6.89

Source: Global Trade Atlas

In 2014 Latvian exports of fish and seafood products to the United States amounted to almost U.S. \$2.5 million, an 8 percent decline in comparison to 2013. The decrease of exports to the United States stemmed from reduced sales of herrings and sardines. In the first eight months of 2015 exports to the

U.S. increased by 19 percent because higher sales of canned sardines.

### Value of Exports of Fish and Seafood Products to the United States

Commodity	Description	Thousands United States Dollars			% Change 2014/2013
		2012	2013	2014	
Fish & Seafood Products		2 321	2 696	2 485	-7.84
160413	Sardines/Sardinella/Brisling Prep/Pres, Not Minced	1 615	1 839	1 665	-9.48
160412	Herrings Prep Or Pres, Whole Or In Pieces	273	316	304	-3.9
160419	Fish, Prepared Or Preserved, Whole Or Pieces Nesoi	123	167	159	-5.1
160420	Fish, Prepared Or Preserved, Nesoi	94	171	134	-21.41
160415	Mackerel, Prepared Or Preserved, Not Minced	120	122	110	-9.78
160414	Tunas/Skipjack/Bonito Prep/Pres Not Minced	0	14	41	193.54
030561	Herrings, Salted, Or In Brine, Not Dry Or Smoked	0	0	24	n/a
160431	Caviar	25	24	23	-5.46
030541	Pacific, Atlantic And Danube Salmon, Smoked	1	2	10	492.98
030290	Fish Livers And Roes, Fresh Or Chilled	0	8	7	-7.74
030369	Fish Bregmacerotidae Euclichthyidae Etc Frzn Nesoi	0	0	5	n/a
030760	Snails Nesoi Live/Frsh/Chld/Frz/Drd/Saltd/In Brine	0	0	2	371.66
160432	Caviar Substitutes Prepared From Fish Eggs	0	7	0	-100
030539	Fish Fillets Dried Salt In Brine, Not Smoked Nesoi	16	3	0	-100
030563	Anchovies, Salted Or In Brine, Not Dry Or Smoke	13	2	0	-100
030542	Herrings, Including Fillets, Smoked	0	1	0	-100
030549	Fish Including Fillets, Smoked, Nesoi	5	4	0	-100
030559	Fish, Dried, Whether Salted But Not Smoked Nesoi	37	15	0	-100

Source of Data: Eurostat

### Current Tariff for Seafood Products

Tariffs for seafood products exported to the EU range from zero to 22 percent depending on species, level of processing, and the time of year. Detailed information on seafood tariffs can be found in the official [EU Journal](#) in pages 47-69 and 134-139.

<http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2012:304:0001:0915:EN:PDF>

### Market Access

A health certificate issued by a government-approved veterinarian from the exporting country must accompany all fish shipments to Latvia. Products packed for retail sale also must bear a label in the Latvian language with the date of production clearly stated. Exporters should also check with Latvian importers regarding standards.

For guidelines regarding seafood exports to Latvia and the EU in general, information is available from the National Oceanic and Atmospheric Association, [NOAA](http://www.seafood.nmfs.noaa.gov/Howtoexportseafood2013.pdf).  
<http://www.seafood.nmfs.noaa.gov/Howtoexportseafood2013.pdf>

### **Market Entry Strategy**

Trade missions coordinated through industry/export organizations as well as participation in trade shows such as the annual European Seafood Exposition in Brussels are important in gaining knowledge about the market structure, consumer preferences and building contacts with importers.

U.S. exporters of seafood products may also obtain a list of current importers by contacting the Office of Agricultural Affairs of the U.S. Embassy in Warsaw.

### **Trade Shows and Contact**

European Seafood Exposition, Brussels, Belgium  
April 26-28, 2016  
<http://www.seafoodexpo.com>

For more information concerning market entry and a current importer list contact:

Office of Agricultural Affairs, Warsaw, Poland  
Embassy of the United States of America  
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**End of Report.**

