

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

**Approved By:**

Russ Nicely, Agricultural Attaché

**Prepared By:**

Piotr Rucinski, Agricultural Specialist

**Report Highlights:**

For 2015 the total Latvian fish catch was 32 percent lower than in 2014 and amounted to 83,000 MT. In 2015 a higher catch in the Baltic Sea did not offset reduced catch in long-distance fisheries. Half of the Latvian fish processing industry processes fish harvested in the Baltic Sea and Gulf of Riga and the remaining half processes fish originating from the long-distance ocean catch and imports. Latvia has 100 fish processing plants producing for the domestic and export markets. In 2015 average annual fish consumption in Latvia amounted to 11.3 kilograms. Latvia imports mainly raw fish which is used by the local industry for further processing.

**General Information:**

## Production

### Fishing sector

In 2015 the total fish catch was 83,000 MT which included the Baltic Sea, long-distance ocean fisheries and inland catch. The fish catch in 2015 was 32 percent lower than in 2014 because of reduced catch in long-distance ocean fisheries. The total amount of catch for the long-distance fisheries amounted to 20,000 MT, a 66 percent decrease compared to 2014. The main deep sea activity areas were the Central Atlantic region (CECAF) in Mauritanian (EEZ) waters. A relatively small portion of the catch is made from fishing activities in the North Atlantic in the NAFO and NEAFC convention areas, where Latvia has fishing quotas for shrimp, redfish and mackerel.

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

	2010	2011	2012	2013	2014	2015
<b>Baltic Sea and Gulf of Riga</b>	74	64	58	61	60	62
<b>Atlantic</b>	90	92	32	55	59	20
<b>Inland</b>	1	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 uses science to develop advice to support sustainable use of the oceans. ICES recommends to the Council the 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. The 2016 quotas for sprat were lowered by 5 percent compared to 2015, to a TAC of maximum 202,320 MT.

In 2015 the total catch in both the Baltic Sea and the Gulf of Riga amounted to 62,000 MT, an increase of 3 percent compared to 2014. The main species caught were Baltic sprat, Baltic herring and cod.

#### Fish catch (000 MT)

	2010	2011	2012	2013	2014	2015
Total fish catch	164	165	90	117	120	82
Baltic sprat	46	33	31	33	31	30
Baltic herring	21	23	20	21	23	25
Cod	5	5	4	3	2	3
Other fish	92	94	35	60	64	20
Crustaceans and molluscs	1	0	1	1	0	4

Source: Statistical Office

In 2015 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 seven for long-distance ocean fishing. The majority of fishing vessels used for coastal fishing are less than five meters long. The fishing fleet operating beyond coastal waters decreased over the past few years due to a scrapping program by the EU. The program reduces the fishing capacity in response to the depleted fish stocks.

Catches in the Baltic Sea offshore fisheries constitute 50 percent of the total Latvian fishing fleet catch. The main species harvested by the offshore fishermen are cod, herring and sprat. Latvia has seven high seas fishing vessels operating in the Central Atlantic region, Mauritania and Morocco waters. In 2015 the high seas catches in the North and Northeast Atlantic amounted to 20,000 MT and were 66 percent lower than in 2014. 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.

## Processing

The fish processing industry is well-developed. It is one of the largest food production sectors in Latvia. In 2015 the industry employed approximately 5,800 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 2015 the overall output of the Latvian fish processing industry amounted to 80,082 MT, worth U.S. \$153 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. \$)

	2013		2014		2015	
	Volume	Value	Volume	Value	Volume	Value
Frozen whole salt water fish	22,687	14,537	17,493	11,327	19,023	10,814
Dried fish and salted but not dried fish	1,995	4,729	1,651	4,606	1,013	3,435
Smoked Pacific, Atlantic and Danube salmon	134	1,276	1,395	14,171	1,632	16,825
Smoked herrings	115	559	205	980	333	1,337
Smoked fish (excluding herrings, Pacific, Atlantic and Danube salmon)	2,360	17,111	963	4,606	947	4,565
Prepared or preserved salmon	982	4,724	985	3,774	915	3,427
Prepared or preserved herrings	2,998	9,440	3,946	10,193	3,829	9,970
Prepared or preserved sardines, sardinella, brisling and sprats	52,552	135,062	49,779	121,509	28,260	62,822
Prepared or preserved mackerel	3,904	14,511	4,511	16,837	5,166	18,417
Other prepared or preserved fish	420	1,429	553	1,568	415	1,413

Prepared or preserved fish (excluding whole or in pieces)	3,918	9,939	3,593	9,038	1,646	3,694
Flours, meals and pellets of fish unfit for human consumption	0	0	12,430	15,342	13,784	16,115
Inedible fish products	4,620	599	4,157	674	3,119	461
Total	96,684	213,916	101,661	214,624	80,082	153,295

Source: Statistical Office of Latvia, 2015

One of the largest fish processing plants, “Kaija”, is located in Riga. 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 and tuna imported from Denmark. 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”.

### 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. There are 160 aquaculture farms registered in Latvia. The main species produced are carp, trout, goldfish, pike, catfish and sturgeon. It is estimated that in 2015 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 2015 the average annual fish consumption in Latvia was 11.3 kg/per capita, 50 percent of the average per capita fish consumption in the EU.

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

	2010	2011	2012	2013	2014	2015
Fish (fresh, chilled and frozen)	6.0	6.0	6.6	6.3	5.7	6.1
Crustaceans and other seafood	0.1	0.1	0.2	0.1	0.2	0.2
Fish (dried or smoked)	1.0	1.0	1.3	1.4	1.0	1.2
Herring and other salted fish	1.6	1.3	1.1	1.1	1.0	1.1
Canned fish	2.9	2.8	2.8	3.0	2.9	2.7
Total	11.6	11.3	12	11.9	10.8	11.3

Source: Statistical Office

In 2015 fish consumption increased in comparison to 2014 mainly due to higher 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 of 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.

## 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 2015 was U.S. \$22 million.

## Imports

Latvia imports mainly raw fish which is used by the local industry for further processing. In 2015 Latvia imported 65,687 MT of fish and seafood for a value of U.S. \$151 million. Lithuania, Sweden and Estonia were the major suppliers of fish to Latvia in 2015. Latvia imported from these three countries almost 50 percent of total imports of fish and seafood products. In the first ten months of 2016 the volume of imports increased by seven percent due to higher imports of frozen fish from Poland.

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

Partner Country	Thousands of United States Dollars			% Share			% Change 2015/2014
	2013	2014	2015	2013	2014	2015	
World	225,512	187,793	150,931	100.00	100.00	100.00	- 19.63
Lithuania	32,015	31,580	28,142	14.20	16.82	18.65	- 10.89
Sweden	59,168	35,294	28,064	26.24	18.79	18.59	- 20.48
Estonia	22,469	18,213	15,368	9.96	9.70	10.18	- 15.62
Norway	17,910	20,955	15,313	7.94	11.16	10.15	- 26.93
Denmark	15,891	13,894	15,179	7.05	7.40	10.06	9.25
United Kingdom	6,293	9,287	5,909	2.79	4.95	3.91	- 36.38
Poland	20,988	13,313	5,714	9.31	7.09	3.79	- 57.08
Spain	5,780	6,528	5,387	2.56	3.48	3.57	- 17.48
Portugal	3,209	5,156	3,882	1.42	2.75	2.57	- 24.70
Iceland	2,649	3,334	3,414	1.17	1.78	2.26	2.40
Germany	9,161	3,787	3,239	4.06	2.02	2.15	- 14.46
China	4,303	3,980	2,226	1.91	2.12	1.47	- 44.07

France	1,966	2,254	2,168	0.87	1.20	1.44	- 3.80
Netherlands	1,872	1,975	2,154	0.83	1.05	1.43	9.05
Belgium	2,605	2,220	2,019	1.15	1.18	1.34	- 9.07
Ireland	590	837	1,963	0.26	0.45	1.30	134.62
Finland	3,959	1,665	1,646	1.76	0.89	1.09	- 1.14
Vietnam	1,718	1,631	1,366	0.76	0.87	0.90	- 16.25
Morocco	5,019	4,302	1,009	2.23	2.29	0.67	- 76.54
Canada	527	266	913	0.23	0.14	0.61	242.90
Thailand	513	696	897	0.23	0.37	0.59	28.91
Greece	720	765	710	0.32	0.41	0.47	- 7.19
Argentina	488	396	626	0.22	0.21	0.41	58.19
Italy	742	889	597	0.33	0.47	0.40	- 32.87
United States	863	1,247	574	0.38	0.66	0.38	- 54.01

Source: Global Trade Atlas

In 2015 imports of salmon and mackerel recovered after a drop in 2014 due to the growing demand for export of products. After a 34 percent decrease in 2015, imports of Alaska Pollock are expected to recover in 2016. In the first ten months of 2016 Alaska Pollock imports were 64 percent higher than in the same period of 2015. The higher imports stem from higher demand in the domestic market and positive perception by consumers versus the Pollock imported from China. It is expected that in 2016 a decreased domestic catch and growing demand will stimulate cod imports. In the first ten months of 2016 imports of frozen and fresh cod increased by 725 and 75 percent, respectively.

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

Commodity	Description	Quantity (MT)			% Change 2015/2014
		2013	2014	2015	
Fish & Seafood Products		74,075	74,221	65,687	-11.5
030289	Fish, Fresh or Chilled	9,729	10,623	14,235	34
030214	Atlantic Salmon and Danube Salmon Fresh or Chilled	9,999	7,536	8,491	12.68
030354	Mackerel, Frozen	3,008	4,837	5,602	15.8
030243	Sardines Sardinella Brislings/Sprats Fresh/Chilled	3,737	6,159	3,701	-39.91
030351	Herrings, Frozen, Except Fillets, Livers and Roes	3,250	3,816	3,389	-11.18
030353	Sardines, Sardinella, Brisling or Sprats, Frozen	10,269	7,860	2,856	-63.66
030510	Flours, Meals & Pellets of Fish, for Human Consumption	2,251	3,507	2,469	-29.59
160420	Fish, Prepared or Preserved	2,248	2,370	2,362	-0.35
030499	Fish Meat, Frozen, Except Steaks and Fillets	2,033	2,225	2,335	4.95
030366	Hake, Frozen	1,492	1,739	1,957	12.55
030389	Fish, Frozen	1,739	3,022	1,865	-38.29
160412	Herrings Prep or Pres, Whole or in Pieces	1,706	1,834	1,732	-5.56
030211	Trout (Salmo Trutta, etc.) Fresh, Chilled,	1,441	862	1,295	50.36
030441	Pacific, Atlantic, Danube Salmon Fillet Fresh/Chilled	695	331	1,287	289.18
030616	Cold-Water Shrimps and Prawns, Frozen	446	899	962	6.96

030474	Hake Fillets, Frozen	732	508	702	38.11
030486	Herring Fillets, Frozen	35	450	646	43.51
030313	Atlantic Salmon and Danube Salmon, Frozen	938	1,406	622	-55.74
030579	Fish Fin Edible Offal Smoke Dried Salted Brine	808	629	621	-1.25
160414	Tunas/Skipjack/Bonito Prep/Presn not Minced	679	679	609	-10.31
030462	Catfish Fillets, Frozen	863	783	562	-28.24
160419	Fish, Prepared or Preserved, Whole or Pieces	890	965	531	-44.95
160413	Sardines/Sardinella/Brisling Prep/Pres, not Minced	495	458	511	11.45
030489	Fish Fillets, Frozen	360	433	394	-8.87

Source: Global Trade Atlas

In 2015 the value of imports of fish and seafood products from the United States amounted to U.S. \$573,562, a 54 percent reduction in comparison to 2014. In the first ten months of 2016 value of imports from the U.S. increased by 127 percent because of growing shipments of caviar substitutes from fish eggs and higher imports of frozen fish livers and roes.

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

Commodity	Description	United States Dollars			% Change 2015/2014
		2013	2014	2015	
Fish & Seafood Products		862,885	1,247,178	573,562	-54.01
160432	Caviar Substitutes Prepared from Fish Eggs	103,039	413,461	330,259	-20.12
030390	Fish Livers and Roes, Frozen	758,119	827,248	230,427	-72.15
030627	Shrimps and Prawns, Except Cold-Water, not Frozen	0	6,469	12,792	97.74
160420	Fish, Prepared or Preserved	0	0	84	n/a
160431	Caviar	464	0	0	n/a
030353	Sardines, Sardinella, Brisling or Sprats, Frozen	1,263	0	0	n/a

Source: Global Trade Atlas

### Exports

In 2015 Latvia exports of fish and seafood products totaled U.S. \$173 million, a 22 percent decrease in comparison to the previous year. Major destinations for Latvian exports of fish were Estonia, Lithuania and Denmark. In the first ten months of 2016 exports were down 12 percent mainly because of the 19 percent reduction of exports to Lithuania. After introduction of Russian export ban in August 2014 EU countries became the main destination for export of fish products from Latvia. In 2015 Latvia exported 53 percent of its fish products to the EU, compared to 40 percent in 2014. 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 of United States Dollars			% Share			% Change 2015/2014
	2013	2014	2015	2013	2014	2015	
World	275,091	221,358	172,641	100.00	100.00	100.00	- 22.01
Estonia	91,771	37,870	31,541	33.36	17.11	18.27	- 16.71
Lithuania	33,466	33,122	27,873	12.17	14.96	16.15	- 15.85
Denmark	26,492	25,987	23,036	9.63	11.74	13.34	- 11.36
Russia	43,441	36,244	10,395	15.79	16.37	6.02	- 71.32
Sweden	10,240	10,138	9,524	3.72	4.58	5.52	- 6.05
Belarus	8,084	7,292	8,977	2.94	3.29	5.20	23.10
Poland	4,681	4,833	7,482	1.70	2.18	4.33	54.80
Germany	6,023	6,457	6,741	2.19	2.92	3.90	4.40
Czech Republic	6,791	5,777	5,457	2.47	2.61	3.16	- 5.53
Ukraine	9,649	7,603	5,157	3.51	3.43	2.99	- 32.17
France	1,400	120	3,386	0.51	0.05	1.96	2718.23
Azerbaijan	2,500	5,758	3,110	0.91	2.60	1.80	- 45.98
United Kingdom	1,080	1,766	2,798	0.39	0.80	1.62	58.43
Spain	991	1,013	2,704	0.36	0.46	1.57	166.89
Moldova	2,611	2,661	2,671	0.95	1.20	1.55	0.36
United States	2,696	2,485	2,564	0.98	1.12	1.49	3.19
Israel	2,021	1,719	1,967	0.73	0.78	1.14	14.42
Georgia	2,469	2,428	1,961	0.90	1.10	1.14	- 19.23
Netherlands	369	704	1,692	0.13	0.32	0.98	140.39
Turkmenistan	2,302	1,726	1,578	0.84	0.78	0.91	- 8.53
Romania	1,507	1,779	1,317	0.55	0.80	0.76	- 25.95

Source: Global Trade Atlas

In 2015 thirty Latvian fish processing companies were granted permission to export fish and fish products to China. However, in the first ten months of 2016 Latvia exported only 119 MT of fish and fish products to China.

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

Commodity	Description	Quantity (MT)			% Change 2015/2014
		2013	2014	2015	
Fish & Seafood Products		122,741	107,878	96,993	-10.09
160413	Sardines/Sardinella/Brisling Prep/Pres, not Minced	51,393	48,598	27,110	-44.22
030353	Sardines, Sardinella, Brisling or Sprats, Frozen	17,772	14,628	17,697	20.98
030351	Herrings, Frozen, except Fillets, Livers and Roes	7,303	7,824	12,579	60.79
160415	Mackerel, Prepared or Preserved, not Minced	4,181	5,133	5,255	2.37
030243	Sardines Sardinella Brislings/Sprats Fresh/Chilled	1,670	1,584	4,314	172.26
030214	Atlantic Salmon and Danube Salmon Fresh or Chilled	6,822	2,762	3,937	42.54
030510	Flours, Meals & Pellets of Fish, for Human Consumption	6,210	2,226	3,323	49.29
030389	Fish, Frozen	437	1,200	2,749	129.11
160420	Fish, Prepared or Preserved	3,946	3,484	2,680	-23.07



160412	Herrings Prep or Pres, Whole or in Pieces	2,486	2,541	2,151	-15.34
030541	Pacific, Atlantic and Danube Salmon, Smoked	1,760	1,429	1,600	12.01
030251	Cod, Fresh or Chilled	1,011	881	1,316	49.47
030354	Mackerel, Frozen	395	888	1,070	20.47
160419	Fish, Prepared or Preserved, Whole or Pieces	1,406	1,322	1,017	-23.02
030313	Atlantic Salmon and Danube Salmon, Frozen	3,973	1,262	779	-38.23
030441	Pacific, Atlantic, Danube Salmon Fillet Fresh/Chll	510	1,219	752	-38.29
030229	Flatfish except Fillet, Liver Roe Fresh/Chld	111	561	639	13.82
030211	Trout (Salmo Trutta, etc) Fresh, Chilled	916	313	614	96.27
030289	Fish, Fresh or Chilled	322	67	593	790.15
030366	Hake, Frozen	385	471	552	17.17
030579	Fish Fin Edible Offal Smoke Dried Salt Brine	204	1,102	525	-52.35
030339	Flat Fish except Fillets, Livers, Roes, Frozen	258	127	434	243.14
160414	Tunas/Skipjack/Bonito Prep/Pres not Minced	318	370	428	15.72
160529	Shrimp/Prawns Prep/Preserved in Airtight Container	317	338	363	7.47
030241	Herrings, Fresh or Chilled	682	452	350	-22.61
030486	Herring Fillets, Frozen	3	151	317	109.77

Source: Global Trade Atlas

In 2015 value of Latvian exports of fish and seafood products to the United States amounted to U.S. \$2.6 million, a three percent increase in comparison to 2014. The increase of exports to the United States stemmed from higher sales of sardines. In the first ten months of 2016 exports to the U.S. decreased by 11 percent because of lower sales of mackerel and herrings.

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

Commodity	Description	Thousands of United States Dollars			% Change 2015/2014
		2013	2014	2015	
Fish & Seafood Products		2,696	2,485	2,564	3
160413	Sardines/Sardinella/Brisling Prep/Pres, not Minced	1,839	1,665	1,845	11
160420	Fish, Prepared or Preserved	171	134	229	71
160412	Herrings Prep or Pres, Whole or in Pieces	316	304	203	-33
160419	Fish, Prepared or Preserved, Whole or Pieces	167	159	116	-27
160415	Mackerel, Prepared or Preserved, not Minced	122	110	94	-14
030541	Pacific, Atlantic and Danube Salmon, Smoked	2	10	28	184
160411	Salmon, Prepared or Preserved, Whole or Pieces	0	0	21	n/a
160414	Tunas/Skipjack/Bonito Prep/Pres not Minced	14	41	12	-71
160431	Caviar	24	23	12	-50
030760	Snails Live/Frsh/Chld/Frz/Drd/Saltd/in Brine	0	2	2	-4
030290	Fish Livers and Roes, Fresh or Chilled	8	7	1	-92
030543	Trout, Smoked, Including Fillets	0	0	0	n/a

030213	Pacific Salmon, Fresh or Chilled	0	0	0	n/a
030549	Fish Including Fillets, Smoked	4	0	0	n/a
030559	Fish, Dried, Whether Salted but not Smoked	15	0	0	n/a
030561	Herrings, Salted, or in Brine, not Dry or Smoked	0	24	0	-100
030563	Anchovies, Salted or in Brine, not Dry or Smoked	2	0	0	n/a
030369	Fish Bregmacerotidae Euclichthyidae etc. Frozen	0	5	0	-100
030539	Fish Fillets Dried Salt in Brine, not Smoked	3	0	0	n/a
030542	Herrings, Including Fillets, Smoked	1	0	0	n/a
160432	Caviar Substitutes Prepared from Fish Eggs	7	0	0	n/a

Source: *Global Trade Atlas*

### 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, <http://www.noaa.gov/> or [http://www.seafood.nmfs.noaa.gov/export/export\\_certification/export\\_certification.html](http://www.seafood.nmfs.noaa.gov/export/export_certification/export_certification.html)

### 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 25-27, 2017

<http://www.seafoodexpo.com/global/>

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

Mr. Piotr Rucinski

E-mail: [Piotr.rucinski@fas.usda.gov](mailto:Piotr.rucinski@fas.usda.gov)

or Mrs. Jolanta Figurska,

E-mail: [Jolanta.Figurska@fas.usda.gov](mailto:Jolanta.Figurska@fas.usda.gov)

or [Agwarsaw@fas.usda.gov](mailto:Agwarsaw@fas.usda.gov)

Tel: (48-22) 504 2349

**End of Report.**