Foreign Agricultural Service
GAIN Report
Global Agriculture Information Network

Voluntary Report - public distribution
Date: 11/18/1999
GAIN Report #PO9039

Portugal

Seafood

High Prices Spur Demand for U.S. Cod

1999

Prepared by:
Office of Agriculture Affairs
U.S. Embassy
Drafted by:
Leonor Ramos

Report Highlights:
Rising import prices in Northern European markets have crushed local 1999 cod processing margins, forcing the local cod industry to multiply efforts to find alternative suppliers. Unaffected by the same factors that have driven up Atlantic cod prices, Alaska cod is viewed as a natural alternative to be explored by local cod processors. In spite of changing consumption habits, the Portuguese salted dry cod retail market is still the World's largest, valued at 222 million USD. 1 USD = 192 Pte.

Includes PSD changes: No
Includes Trade Matrix: No
Unscheduled Report
Lisbon[PO1], PO

TABLE OF CONTENTS

Executive Summary 2
Production 3
General 3
The Cod Salting & Drying Process 3
Frozen Cod & Salted Cod versus Salted Dry Cod 4
Quality of U. S. Cod 4

The Cod Market 4
Consumption of Salted Dry Cod 4
Retailing of Salted Dry Cod 5
Cod Grades at Retail 5

Trade 6
General 6
Factors Affecting the U.S. 6
Cod Imports 6

Policy 10
The EU Import Regime for Cod 10
The Trade Agreement with Norway 11
Factors Affecting the U.S. 12

Marketing 12
Factors Currently Favoring the U.S. 12

Key Contacts 14

Executive Summary

Salted dry cod is the leading component in Portugal's seafood market, accounting for a retail value in the range of 222 million USD. In spite of rising retail prices and changing consumption habits, the per capita consumption level still averages around 7 Kg/hab/year, salted dry weight basis, or 30 Kg/hab/year, fresh.

Competitively-priced industry supply was never before such a major problem as now. Reported changes in fish migratory trends in Norwegian waters have driven up cod prices over the past two years, creating a critical problem for the industry which cannot reflect the higher raw materials cost upon finished product prices. Faced with crushed processing margins and a slowdown in domestic demand for salted dry cod, the industry is being forced to look for alternative suppliers who can supply competitively-priced cod fish.

Un-affected by the same factors that influence Atlantic cod catch, Alaska cod is a natural alternative for the local trade, who is more motivated than ever to overcome existing trade barriers, physical or other. Reflecting this new reality, total first semester 1999 Portuguese frozen cod imports totaled 21 million USD, almost 7 times over the first semester 1998 import value. However, the restrictive EU import regime and the complex web of trade agreements which give the lion share of the market to Norway and the other members of the European Economic Space are important trade barriers which limit market development efforts in Portugal.

1 USD = 192 Pte

Production

General

Fish salting & drying remains one of the main fish industry sub-sectors in Portugal, as well as one of the oldest industrial activities here, with origins that can be traced back to the XVth century. Greatly re-structured over the years to reflect changes in fish catch patterns as well as the many changes that were introduced at the level of retailing (see PO9034), the Portuguese cod salting & drying industry is constituted by about 40 fish salting/drying units which are predominantly concentrated in the Aveiro region.

One of the signs of time, relevance of industrial units owned by the fishing companies has declined considerably, the industry being currently led by industrial units with no fishing component. The sector is considerably fragmented. Very few units have a production capacity surpassing 5,000 Mt a month and the majority is in the 1,500 to 3,000 Mt monthly range. Total drying capacity of the sector is currently of 60,000 Mt.

The Cod Salting & Drying Process

Due to the relative rarity of this activity worldwide, a brief explanation of the Portuguese salted dry cod production process is provided.

As already noted, local factories currently labor basically with only two kinds of raw materials, frozen cod and salted cod n.d.. Given the current restrictions to cod catch by Portuguese fishermen (see also PO9034), this industry's raw material is basically sourced from import markets. In practical terms, salted cod n.d. corresponds to an intermediate stage of processing. The whole cod processing process, starting with frozen cod, consists in the following stages:

- Frozen cod (headed and eviscerated) is firstly treated with warm water to be de-frost. Then the fish passes through a scaling machine where a perpendicular blade makes a longitudinal cut in its belly and another two-blade set extract the fishes thicker portion of the spine. This process turns a "round" fish into a "flat" one, under which form it is seen at retail.

- Ready for drying, the cod fish are piled up in a large container in alternate layers with salt and stored at low temperatures for roughly one week.

- After this period, the container is emptied and the cods are re-piled between two pallets in alternate layers with fresh salt, being left to dry in direct contact with the open air. One month to one and-a-half months later, pending on the fishes's thickness, the salted n.d. stage has been reached. From here, the cods can either be finished, i.e., dried, or stored.

- The drying portion of the production process modernly consists in the hanging of cods individually in drying tunnels. Alternatively, the cods can be hung up in the open air if traditional methods are employed. The drying stage takes 1.5 to 3 days, pending upon the cod's thickness. Traditional methods have been virtually abandoned, as cod cannot be exposed to rain nor temperatures above 25º C.

In all, a minimum of 55 days on average is required to process frozen into salted dry cod. Quicker processing methods, as allegedly used by most foreign exporters, lead to a lower-quality end-product.

Frozen Cod & Salted cod n.d. versus Salted Dry Cod

The existence of tariff-free and reduced-tariff import quotas of salted dry cod (see Policy) on one hand, and the free international market access for the cod wholesalers and large retailing organizations on the other, have put some pressure on the cod industry, forcing it to re-structure around its key competitive advantages.

Other than sheer price considerations, cod processing is advantageous in many ways, but primarily for enabling the end-client to examine the product before it is finished, while conveying the industry a great deal of flexibility in timing the finishing operations. The product's excellent preservation properties enable its cold, environment-controlled storage for very long periods of time, in much superior conditions than salted dry cod. The fact that the commodity can be examined by the client-retailers before it is finished, provides an additional guarantee to the industry that no complain will ensue on the grounds of un-sufficient fulfillment of agreed upon quality specifications. This in fact, is said to have a very problematic incidence in the process of salted dry cod importing on behalf of the retailers, with frequent complaints and disputes being usually settled through disadvantageous price reductions. Other competitive advantages of the industry is the ability to offer a considerable flexibility in purchasing patterns, by releasing the retailers from the obligation to import large quantities of salted dry cod at a time. Like finished product importers/wholesalers, cod processors can secure supplying contracts to the retailers based on the pre-scheduled delivery of individual small quantities of salted dry cod.

Quality of U.S. Cod

U.S. cod, usually identified with Pacific cod, has a generally-established reputation of being of lower quality than its Atlantic counterpart, an attribute which is usually put down to variety differences.

Reported differences are related to the effects of Alaska cod contamination with parasites transmitted by seals, a reportedly frequent enough occurrence. By lodging in the fishes stomach, these parasites give cod a poor appearance after scaling, damaging its value at retail. Further, *Gadus macrocephalus* meat is said to be harder than *Gadus morhua*.

However, the recently improved price competitiveness of Alaska cod relative to Atlantic one has apparently cast off some of these concepts, with AgOffice sources reporting that quality of recently purchased Alaska cod is very high and without presence of said parasite.

The Cod Market

Consumption of Salted Dry Cod

Due to the particular role of cod in the Portuguese diet through the centuries, Portugal remains the World's leading consumer of salted dry cod. National salted cod consumption is currently in the range of 60 to 80,000 Mt a year, salted dry basis, which translates into a 7 Kg/hab/year per capita consumption, salted dry basis, or roughly 30 kg/hab/year, fresh weight basis. Corresponding to about 50% of total national seafood consumption, the Portuguese salted cod market was estimated by Nielsen to total 42,178 million Pte during CY-1998 (1 USD = 192 Pte).

Rising retail prices over the past year, while poultry meat and pork became increasingly price-competitive protein sources, have slowed down demand for cod. While the question remains of whether consumption levels of cod can be re-established in the future through lower prices, cod consumption patterns are threatened by overall changing consumption habits of the population, namely by the shift in demand for fast-food products by the younger generations. These factors are expected to lead to a moderate reduction in total domestic cod consumption over the medium-term future.

Retailing of Salted Dry Cod

Salted dry cod sold at retail is basically an undifferentiated product. Brands are hardly visible, and Norway is the only exporter which has pursued an origin-based product differentiation strategy. Consequently, the purchase-decision process is basically a function of prices for products of similar perceived quality grades.

As with all food products in general, hyper and super-markets have been gaining relevance in the marketing channels of salted dry cod. In according to Nielsen, salted dry cod sales broken down by distribution channel type are as follows: Hypermarkets, 30%; Super-markets, 28%; Traditional North-of-the-Country Retailers, 28%; Traditional South-of-the-Country Retailers, 14%.

Interestingly, attempts to modernize the cod product mix and to introduce modern marketing practices have had a limited success. Even in the most modern hypermarkets, cod is generally displayed in a fairly primitive fashion, piled up in bulk, so as to allow the customers to choose the pieces they want and have them tailor-cut before packaging. Accordingly, Nielsen reports that out of total salted dry cod which is sold at retail, only 12% is sold already packed, while an overwhelming majority of 88% is sold unpacked.

Cod Grades at Retail

The Portuguese market differentiates cod sold by individual piece weight. Cod grades and weight in total sales (Nielsen) are given below:

Cod Grades

Cod Grade	Weight Range	Share of Total (%) */

•	"Bacalhau Miúdo"	Under 0.5 Kg	2%
•	"Bacalhau Corrente"	0.5 to 1 Kgs	24%
•	"Bacalhau Crescido"	1 to 2 Kgs	45%
•	"Bacalhau Especial"	More than 3 Kg	8%
•	"Bacalhau Graúdo"	2 to 3 Kgs	18%
•	Other (Assorted)		3%

*/ Un-packed cod; Source: Nielsen.

Trade

General

The high 1999 cod prices have spurred up first semester of 1999 imports of frozen cod, to the detriment of salted cod n.d. and salted dry cod.

The problems affecting Norwegian cod catch and ensuing price rise in traditional cod markets have driven up demand for Pacific cod, causing its share in total imports to be up during the first semester of 1999 too. Given current prospects in cod supply, reportedly unchanged as far as the Norwegian market is concerned, import origins should continue to diversify in the medium-term future.

Factors Affecting the U.S.

The U.S. is affected by quality issues as outlined above, and by the EU import regime which in practical terms puts the U.S. at a disadvantage relative to North European cod suppliers (see under Policy).

Other issues include the practical difficulties in importing which are created by the longer distances involved. Seeing the product before buying is an imperative of cod importing, as quality differences bear a considerable consequence upon the product's value at retail. In this regard, the long traveling distances and costs, considerably higher than in the case of Norway, frequently put off the importers who find them un-justified by the relatively small quantities that are usually purchased in the U.S..

Cod Imports

Official import data of cod, fresh, frozen, salted n.d. and dry during CY-1998 and during the first semester of 1999, are provided in Tables below.

Portugal: Fresh/ Chilled Cod Imports

	Jan/Dec 98		Jan/June 98		Jan/June 99	
	M.t.	**1000 Pte**	**M.t.**	**1000 Pte**	**M.t.**	**1000 Pte**
Gadus morhua						
France	0	0	0	0	0	93
Netherlands	147	61772	43	17177	0	0
Germany	0	163	0	0	0	242
U.K.	0	136	0	136	0	0
Ireland	0	23	0	23	0	0
Denmark	3	1654	1	635	3	1770
Spain	1	405	1	322	1	1110
Iceland	0	0	0	0	3	1827
Norway	0	0	0	0	166	82797
Sweden	3	2096	2	1439	0	149
Other						
France	0	0	0	0	1	357
Netherlands	0	154	0	0	0	0
Denmark	1	53	1	53	0	0
Spain	90	87898	52	57836	1	1162
Norway	0	24	0	24	0	0
Senegal	0	0	0	0	0	263
TOTAL	**245**	**154378**	**100**	**77645**	**175**	**89770**

SOURCE: NATIONAL STATISTICS INSTITUTE INE. 1 USD = 192 PTE.

Portugal: Frozen Cod Imports

	Jan/Dec 98		Jan/June 98		Jan/June 99	
	M.t.	1000 Pte	M.t.	1000 Pte	M.t.	1000 Pte
Gadus morhua						
France	0	371	0	0	0	0
Belgium-Lux	0	18	0	0	0	0
Netherlands	82	38839	40	19662	29	19404
Germany	0	31	0	31	0	0
U.K.	2116	954209	705	300798	591	242025
Denmark	299	151741	101	71207	176	164376
Spain	655	331637	344	168097	261	161948
Iceland	80	20463	1	220	306	94000
Norway	544	262864	318	140395	2562	1549683
Faroe	0	0	0	0	29	6427
Lithuania	0	0	0	0	24	10839
Poland	20	6652	0	0	40	8883
Russia	13236	4944798	3921	1279790	4420	2041372
Canada	0	0	0	0	92	46275
Gadus ogac.						
Spain	8	4578	1	510	25	14898
Gadus macrocephalus						
U.S.A.	3040	1170593	1614	611064	7841	4038292
Netherlands	33	11705	0	0	20	19241
Germany	141	32322	0	0	0	0
U.K.	198	82751	0	0	0	0
Denmark	125	52169	15	7014	4	4470
Spain	102	64411	23	22055	46	19516
Russia	802	361447	323	144251	4222	2277683
China	395	139396	0	0	0	0
S. Korea	72	29890	0	0	0	0
TOTAL	**21948**	**8660885**	**7407**	**2765094**	**20686**	**10719332**

SOURCE: NATIONAL STATISTICS INSTITUTE INE. 1 USD = 192 PTE.

Portugal: Salted n.d. Cod Imports

	Jan/Dec 98		Jan/June 98		Jan/June 99	
	M.t.	1000 Pte	M.t.	1000 Pte	M.t.	1000 Pte
USA	2324	994691	1491	654591	1203	597989
France	668	619661	218	93725	0	0
Belgium-Lux	28	24861	0	0	0	0
Netherlands	367	328796	86	70045	260	241451
Germany	67	31673	67	31673	20	20543
U.K.	318	160254	27	9674	4	1296
Denmark	2659	2045990	1732	1292725	3059	2797665
Spain	233	135221	200	86790	11	12916
Iceland	13991	10828553	7816	5910767	9246	7944318
Norway	29368	21812819	22897	16639369	14682	13774870
Faroe	173	129865	142	105489	0	0
Russia	7346	5047914	5269	3602119	5297	4500235
Canada	805	560739	252	190939	521	434278
China	321	133815	0	0	0	0
Ships	0	56	190	175193	0	0
Ships	73	60186	0	0	0	0
TOTAL	**58742**	**42915094**	**40385**	**28863099**	**34303**	**30325561**

SOURCE: NATIONAL STATISTICS INSTITUTE INE. 1 USD = 192 PTE.

Portugal: Salted Dry Cod Imports

	Jan/Dec 98		Jan/June 98		Jan/June 99	
	M.t.	1000 Pte	M.t.	1000 Pte	M.t.	1000 Pte
France	427	517033	274	338786	142	179212
Netherlands	85	104993	23	25781	40	33854
Germany	1076	1082000	656	619747	386	505130
U.K.	76	100793	58	73919	10	14985
Denmark	2677	2837008	1297	1309371	429	531342
Spain	2294	2511597	1062	1092300	1025	1078510
Iceland	368	426590	284	322258	42	58176
Norway	10286	10672690	5680	5709203	4930	6025042
Sweden	164	154621	164	154621	23	31325
Switzerland	3	3341	0	0	0	0
Russia	171	180241	171	180241	1003	1182198
Ivory Coast	1	418	1	418	0	0
Ghana	0	77	0	0	0	0
Canada	278	267387	255	243138	111	115436
TOTAL	**17906**	**18858789**	**9924**	**10069783**	**8141**	**9755210**

SOURCE: NATIONAL STATISTICS INSTITUTE INE. 1 USD = 192 PTE.

Policy

The EU Import regime for Cod

The EU cod import regime is protective relative to the domestic producers, and contemplates special trade concessions to specific origins.

EU regular import duties for fresh/frozen and cured cod are discouragingly set at 12 and 13% respectively. However, through a complex system of bi-lateral and multi-lateral trade agreements, the EU secures in practical terms zero-tariff or reduced tariff market access for member countries of the European Economic Space, while a special bi-lateral negotiation with Norway grants it additional privileges which secure its leadership role in Portugal's salted cod n.d. and salted dry cod import markets.

U.S. zero-tariff or reduced-tariff market access can be done under restricted conditions, within the so-called "Autonomous" and "WTO" import quotas.

The EU "Autonomous" and "WTO" quotas are summarized in Tables below, which include total levels of cod currently available and total Portuguese imports under the quotas. For an outline of the EU-Norway trade agreement, please check the following section.

COD AUTONOMOUS QUOTA: LEVEL OF CURRENTLY UN-FILLED QUOTA
Period of Application: April 01 to December 31, 1999

Tariff Schedule Code Number	Duties		Quotas		
	Quota	Regular	Total	Currently Available	Used by Portugal
	(%)		(Mt)		
0302.50.10 0302.50.90 0302.69.35 0303.60.11 0303.60.19 0303.60.90 0303.79.41	3.0	12	67,000	Depleted on November 10	22,606
0303.60.11 0303.60.19 0303.60.90 0303.79.41	2.5	12	8,000	Depleted on April 29	6,998
0305.62.00 0305.69.10	2.5	13	8,000	1,465	5,933

SOURCE: PORTUGUESE CUSTOMS GENERAL DIRECTORATE

WTO quotas

Tariff Code	Description	Duty		Quota		
		Quota	Regular	Total	Available	Used by Portugal
		(%)		(M.T.)		
0304.20.29	Cod of the species *Gadus morhua*	8.0	7.5	10,000	-	0
0305.51.10 0305.51.90 0305.62.00	Cod of the species *Gadus morhua* and *Gadus ogac*.	0.0	13.0 13.0 13.0	25,000	Depleted on July 02, 1999	18,420
0305.59.11 0305.59.19 0305.69.10	Fish of the species *Boreogadus saida*		13.0 13.0 13.0			

Note: The US is naturally excluded from the WTO quotas since they exclude the Pacific cod (*Gadus macrocephalus*).

The Trade Agreement with Norway

Norway complemented its previledges as country member of the European Economic Space with the beneffits of a special negotiation with the EU, which grants it almost free-market access conditions for the whole cod product range. Key market-access benefits are summarized below.

Agreement with Norway Summarized

Tariff Code	Description	Duty		Quota		
		Quota	Regular	Total	Currently Available	Used by Portugal
		(%)		(M.T.)		
0305.51.90 0305.59.19	Salted dry cod	0.0	13.0	13,250	3,565	3,403
		Above the quota, Norway exports at a 3.9% tariff, like other EES Members				

Other Measures			
Salted cod n.d.	0.0	13.0	Cod imported at zero-tariff with no ceiling
Fresh/Chilled/Frozen cod	0.0	12.0	Cod imported at zero-tariff with no ceiling

Factors Affecting the U.S.

As a third country, the U.S. is affected by the high EU import tariffs for cod as well as by the design of the EU zero or reduced-tariff import quotas.

These disadvantageous terms include the exclusion of *Gadus macrocephalus* from the list of eligible species under the "WTO Quota", while the scheduled timing for opening up of the "Autonomous quotas" in April, prevents in practical terms the U.S. from exporting Alaska cod during the first quarter of each calendar year, leaving the market free for other suppliers who can export at zero or reduced-tariff rates.

A note needs to be made here about Norway, whose geographical proximity, well-established trade tradition with Portugal, compounded with the special EU market access conditions, enable it chew up a disproportionate share of the Portuguese cod import market.

Market access conditions for U.S. exporters of different cod types under the EU quota are outlined below:

! Atlantic Cod (*Gadus morhua*)

Atlantic cod has access to both "Autonomous" and "WTO" cod import quotas. Small quantities of Atlantic cod are said to be imported from the East Coast, especially from the New Scotia area. Due to a limited supply restriction, U.S. Atlantic cod accounts for a small share of total Portuguese cod imports from the U.S..

! Pacific Cod (*Gadus macrocephalus*)

Pacific Cod, *alias* Alaska cod or *Gadus macrocephalus* is the most usual cod type exported from the U.S.. Currently, Pacific cod can only be exported into the EU under the so-called "Autonomous quota", being excluded from the WTO Quota.

Marketing

Factors Currently Favoring the U.S.

As noted in PO9034, a cod shortage problem affecting the Norwegian cod harvest has caused import prices to soar by as much as 50% since the last quarter of 1997, encouraging the importers to look for alternative, lower-priced suppliers. This orientation is all the stronger as the importers/processors are incapable of impacting the import price difference in wholesaler prices due to the incredible hyper and super-market negotiating power.

Under these conditions, the local importers have been endeavoring efforts to work with alternative suppliers. Unaffected by the climatic changes which are said to be affecting cod catch in North Atlantic waters, while prices have remained relatively stable, Pacific cod is a natural alternative, encouraging the importers to find ways to overcome perceived quality problems. In this regard, the operation in Portugal of a U.S.-based representative has contributed to make the sales easier, by enabling industry members to see the product locally before buying, overcoming the barriers caused by traveling.

While prices are currently the fundamental purchase-decision criteria, further collaboration between U.S. exporters and Portuguese importers could bear fruit. In this regard, one must note that the immaturity state of the Portuguese salted dry cod market, and the absence of brands make this market accessible for foreign products. Adequate differentiation strategies, including the creation of labels, or the development of value-added products are lines along which work could be developed to expand market opportunities for the U.S..

The vast majority of frozen cod and salted cod n.d. importers are federated in a Cod Association, which among others, represents the cod industry at EU level and pursues policy changes. Importers of salted dry cod are basically federated under the traditional wholesalers association.

Key Contacts

U.S. Government & Cooperators List

Organization	Address	Telephone	Fax Number
American Embassy, Lisbon			
U.S. Embassy- Office of Agricultural Affairs	Av. das Forças Armadas - 1507 LISBOA PORTUGAL	351-21-770 2360	351-21- 726 9721
US Cooperators			
Alaska Seafood Marketing Institute (ASMI)	Avda. Montseny, 32 - La Floresta - 08190 Barcelona - ESPAÑA	34-93-589 8547	34-93-589 7051
American Seafood Institute	212 Main Street - Suite 3 - Wakefield, Rhode Island 02879 - USA	1-401-364 6185	1-401-789 9727

Key GOP Agencies

Organization	Address	Telephone	Fax Number
Direcção-Geral das Alfândegas	R. da Alfândega nº 5 - 1100 LISBOA	351-21-886 8185	351-21-888 4208
Direcção-Geral das Pescas	Edifício Vasco da Gama - Alcântara-Mar - 1350 LISBOA	351-21-391 9902	351-21-397 9790

Key Associations and Leading Cod Importers

Organization	Address	Telephone	Fax Number
Associations			
Associação dos Industriais de Bacalhau	R. do Ouro, 181-R/C 1149-021 LISBOA	351-21-347 4319	351-21-347 4453
ADIPA (Wholesalers Association)	R. Rodrigues Sampaio nº 31 - 1º D - 1150 LISBOA	351-21-357 5296	351-21-352 4139
Leading Salted Cod n.d. Importers (*)			
RIBERALVES - Comércio de Produtos Alimentares, Lda.	Carvalhal - Apartado 134 - 2560 TORRES VEDRAS.	351-261- 950 000	351-261-950 009
PASCOAL & FILHOS, Lda	Cais dos Bacalhoeiros - Gafanha da Nazaré - 3830 Ílhavo	351-234-390 290	351-234-390 299
COMIMBA - Com. Ind. Bacalhau, S.A.	Quinta dos Fundilhões - Rosário - 2860 MOITA.	351-21-280 7663	351-21-280 7712
CONSTANTINOS, Lda	Moçafoneira - 2560 Ventosa - TORRES VEDRAS	351-261) 951 330	351-261) 952 480
Leading Frozen Cod Importers (*)			
RIBERALVES - Comércio de Produtos Alimentares, Lda.	Carvalhal - Apartado 134 - 2560 TORRES VEDRAS.	351-261) 950 000	351-261) 950 009
COMIMBA - Com. Ind. Bacalhau, S.A.	Quinta dos Fundilhões - Rosário - 2860 MOITA.	351-21) 280 7663	351-21) 280 7712
RUI COSTA E SOUSA & IRMÃOS, Lda	Colmeiras - 3460 TONDELA	351-234) 390 410	351-234) 390 411

(*) Source: AgOffice contacts.

COD IMPORTERS: MEMBERS OF COD ASSOCIATION

Company	Address	Telephone #	Fax #
Comimba - Comércio e Indústria de Bacalhau, Lda	Quinta dos Fundilhões - Rosário - 2860 Moita	351-212.807663	351-212.807712
		Contact: Mr.Carlos Marques da Costa	
Brites, Vaz & Irmão, Lda	Av. Marginal - Gafanha da Nazaré - 3830 Ílhavo	351-234.667033	351-234.364042
		Contact: Mr. Rui Costa e Sousa	
Imporvenda - Produtos Alimentares, Lda	Rua 8 de Dezembro - Pavilhão 1 - Lugar da Igreja - Antas - Ap. 412 - 4760 V. Nova Famalicão	351-252.313038	351-252.311363
		Contact: Mr. Rui Dias	
Grupeixe - Produtos Alimentares, Lda	Av. Bacalhoeiros - Apartado 103 - Gafanha da Nazaré - 3830 Ílhavo	351-234.365610	351-234.365730
		Contact: Mr. José Caxide	
João dos Santos Pires, Lda	Rua Engº Oudinot, Ap. 25 - Gafanha da Nazaré - 3830 Ílhavo	351-234.367002	351-234.362372
		Contact: Mr. António Ramos	
Parceria Geral de Pescarias, Lda	Rua Áurea, 181 - 5º - Lisboa - 1149-021 Lisboa	351-213.474319	351-213.474453
		Contact: Mr. Helder Claro	
Pascoal & Filhos, S.A.	Apartado 2 - Gafanha da Nazaré - 3830 Ílhavo	351-234.390290	351-234.390299
		Contact: Dr. Aníbal Paião	
Riberalves - Comércio e Indústria de Produtos Alimentares, S.A.	Apartado 134 - Carvalhal - 2560 Torres Vedras	351-261.950000	351-261.950009
		Contact: Mr. João Alves	
T.B.C. - Transformação de Bacalhau e Congelados, Lda.	Rua da Cozinha Económica, 9 B - Lisboa - 1300-149 Lisboa	351-213.649933	351-213.633358
		Contact: Dr. Fernando Fragata	
Pramesa - Comércio e Indústria de Produtos Alimentares, Lda.	Travessa Afonso de Albuquerque - Gafanha da Nazaré - 3830 Ílhavo	351-234.364483	351-234.364079
		Contact: Mr. António Ribau	
A Ribeira do Peixe - Comercio de Peixe, Lda	Av. Marginal - Apartado 99 - Gafanha da Nazaré - 3830 Ílhavo	351-234.366759	351-234.362216
		Contact: Mr. Hilário Alves	
Sueste - Produtos Alimentares, Lda	Av. Marginal, Apartado 144 - Gafanha da Nazaré - 3830 Ílhavo	351-234.367999	351-234.367990
		Contact: Mr. António Sousa	
Pescas - Tavares Mascarenhas, S.A.	Muro Gordo, Apartado 16 - Ílhavo - 3830 Ílhavo	351-234.325810	351-234.325079
		Contact: Dr. António Meireles	

To be Continued

COD IMPORTERS: MEMBERS OF COD ASSOCIATION (Continued)

Company	Address	Telephone #	Fax #
Rui Costa e Sousa & Irmão, Lda	Colmeeiras - Tondela - 3460 Tondela	351-234.390410	351-234.390411
		Contact: Mr. Rui Costa e Sousa	
Sacarema - Indústrias Alimentares, Lda.	Rua do Norte, 77 - Gafanha da Nazaré - 3830 Ílhavo	351-2234.324714	351-234.324777
		Contact: Mr. António Luís Valente Rosa	
Mar do Bacalhau, Lda.	Av. Dos Bacalhoeiros, 226, 2º Dto. - Gafanha da Nazaré - 3830 Ílhavo	351-234.390140	351-234.390141
		Contact: Dra. Elsa Gonçalves	

SOURCE: ASSOCIAÇÃO DOS INDUSTRIAIS DO BACALHAU