

Potential of Exporting Live Canadian Lobsters To Nepal
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The Canadian Lobster also known as the Maine lobster is a ubiquitous product on the coasts of Canada, and is largely associated with wealth due to its high price tag. It is fished mainly on east coast of Canada in the waters around Newfoundland and Labrador stretching all the way down to U.S. controlled waters. It is fished using baited lobster traps and brought in with fishing vessels of various sizes. The fishing of lobster is controlled by the Canadian Department of Fisheries using harvesting licenses. The average weight of a lobster is 1.5 lbs as that is slightly above the legal harvesting size of 1.0 lbs. The average price of lobster varies depending on the season and demand. On Alibaba the price varies from US \$6-\$10/lb. An exact shipping price was unable to be found, but since a large portion of the fished lobster in Canada is sent to China via Air Freight, the price of shipping must be somewhat reasonable. The storage and refrigeration of Lobsters is crucial, as they are a seafood and are used to cold waters. The logistics of transporting lobsters seems to start at the port they are fished at, then to a suppliers storage facility, then shipped out to an air freight service, arrive at destination and go through customs, stored at a distributor or are immediately shipped to the buyer. The people who would be most interested in Canadian Lobster would be high end restaurants, restaurants that cater mainly to tourists, mountain climbing companies, and various tourist companies. Canadian Lobsters will not benefit the Nepalese majority or quality of life on the whole, but it will benefit Nepalese who work in industries that would be capable of selling such a product. Specific parties who would be interested would be the climbing companies Alpine Ascents International or Himalayan Wonders, and Kathmandu restaurants such as Royal Penguin Restaurant or . On Alibaba the minimum orders seem to be 300 lbs (at \$6/lbs = \$1800) of lobsters , and since most of the restaurants and tourist companies mentioned before probably wont sell ~150 lobsters in a week each (roughly the shelf life of live lobsters), a suggestion would be to start a lobster distributor. A lobster distributor might also be able to acquire facilities that could extend the shelf life of lobsters, thus buying them in off peak times and holding onto them until they are in demand and may even sell them to the Chinese for a profit if the demand is greater in China or its peak season. A lobster distributor may also decide to purchase frozen lobster or canned lobster if it so

conveniences them as they are far cheaper than live lobster, but are for whatever reason less appealing, especially to the Chinese, who seem to buy exclusively Live lobster.

Some large problems to consider would be mainly that it may be far more lucrative to sell to China, who already purchases large quantities of Lobsters from Canada. Another reason may also be that competitors such as Thailand, Singapore, and possibly China have already cornered the Seafood market. Another large consideration would be the capital to set up storage facilities for keeping the lobster alright, it's possible that since there are a few restaurants selling seafood, it already exists. Transportation could be another issue as it must all be refrigerated while being transported even from plane to a holding area, and refrigeration isn't cheap. Another reason might be that it's a very niche market that caters mainly to wealthy tourists and wealthy Nepalese urban dwellers who have a taste for seafood. Another reason is that most of Nepal is Hindu which doesn't eat seafood, and it's a landlocked country that naturally doesn't have seafood and therefore isn't ingrained in the culture. It can be argued however that the urban dwellers are open to new cuisines and may be more relaxed about dietary restrictions due to foreign influences.

If lobsters were to be marketed to Nepalese businesses that get non-Canadian lobsters from competitors in Singapore or Thailand, the best thing would be say that Canadian lobsters are higher quality and rival the Australian Rock Lobster (\$40/ lbs), and that the Chinese demand to have Canadian lobster during their new year, so it must be of a higher quality and thus a perfect addition to a menu selling high quality dishes or seafood. The big thing to consider is that this will be a very niche market as it's limited to tourist or affluent based customer companies. There also isn't much of an argument for benefiting the whole of Nepal through lobsters unless somehow the profit made in these businesses from the lobster trickles down into helping the rural majority.

Overall it is possible to ship lobsters to Nepal and may be possible to make a profit as long as some issues are investigated and addressed. As long as a Canadian distributor is willing to sell to Nepal instead of China, can outbid the Asian based competitors, contact or create resources that can handle

the transport and holding of seafood, and find restaurants or companies looking to improve their cuisine with high quality lobster, then selling lobsters to Nepal should be profitable.

List of Companies that should be contacted if you want to sell Lobster to Nepal

-Potential buyers

Royal Penguin Restaurant:

Address: Chetrapati, Thamel, Kathmandu 44600, Nepal

Phone: 00977-1-4215013

Email info@royalpenguinhotel.com

Himalayan Wonders:

Address: 179 Chaksibari Marga 15/1 Thamel Kathmandu, Nepal 14328

Phone: 977 1 425 7126

Website: <http://www.himalayanwonders.com/>

Alpine Ascents International

Address: 109 W. Mercer St., Seattle, WA 98119

Phone: (206) 378-1927

Website: <http://www.alpineascents.com/everest.asp>

Possible handling/storage company

Kathmandu Nepal Sea Food Company

Address: Dally-15 , Kathmandu,Nepal

Phone: 977 985-1127704

Facebook: <https://www.facebook.com/seafood.nepal>

Shipping Services
Fed-Ex
Air Canada

Canadian Lobster Distributor

World Link Food Distributors Inc.

Website: <http://www.atlanticlobster.ca/>