A school of fish swimming in deep blue water. The fish are silhouetted against the blue background, with some showing more detail than others. They are scattered throughout the frame, swimming in various directions.

**CANNED  
FISH AND  
SHELLFISH  
IN GALICIA**

**MORE THAN A  
TRADITION**



**More than 100 years of tradition in the canning industry.**

## **INNOVATION, QUALITY AND NATURAL PRODUCTS**

The Galician canning industry is based in the principal of responsible fishing and respect for the environment. It adheres to a policy of protecting the dolphins known as the “Dolphin Safe” agreement, and has been certified as being actively involved in the protection of the environment incorporating the Eco-friendly seal on its cans and jars, and many companies are awarded the distinction of **Galicia Calidade** trade mark because quality is the basis of their management.

**New tastes, new sensations.**

Galician products pass the strictest of food industry standards which include more than forty European quality control directives regulating the process from fishing to the store shelf. No additives or preservatives are used in the process. In fact Galician canned fish and shellfish have obtained the highest internationally recognized qualifications as well as being known and appreciated by millions of consumers around the world. Behind every can and jar is a complete and complex process of selection, elaboration and commercialization of the very best fish and shellfish along with one of the most exhaustive quality control production systems in the world.



The Galician fish canning industry is also committed to the social challenges that face our planet. It supports programs designed to better the quality of life and reduce poverty as well as collaborating in the protection of the environment. This commitment has led to a policy of sustainable development, all along the entire production chain.

The new rhythm of society demands products prepared for the most demanding of consumers. New tastes, new packaging, and easy opening cans and jars 100% recyclable.

**Health, quality and easy use** are the focuses which direct the need for innovation to satisfy customer demands for Galician canned fish and shellfish all over the world.

## CANNED FISH AND SHELLFISH IN GALICIA. More than a tradition

Before the advent of canning, foods were preserved by salting, sun drying or smoking. At the end of the 18th century it was discovered that foods could be preserved by heating them in hermetically sealed containers.

In Galicia in the middle of the 19th century the canning industry got underway through the open-minded spirit of the already flourishing fishing and salting industries and through the expanding business consciousness of the age that provoked the rapid growth and expansion of fish canning. From its onset, the most advanced technologies available were employed which along with the high quality of the fish and shellfish propelled the canning industry to the forefront of the food industry in Galicia.

It became the most important canning centre in all of Spain and it currently has a world wide impact with plants in numerous countries and an internationally recognised and respected fleet that fishes in all the earth's oceans and seas.

Galician owned canning plants can be found in Chile, Guatemala, Peru, Brazil, El Salvador, Venezuela, the United States, France, Belgium, Holland, Italy, Portugal, the United Kingdom, Germany, Austria, Morocco, and Oman.

### CANNED FISH = HEALTH

Nutritionists believe it is important to include fish in our diet at least four times a week. The nutritional value of fish is not reduced by the canning process. After sterilization the products maintain approximately 70% of their initial vitamin content. Canned fish conserves all of its original properties and reduces the risk of spoilage as it eliminates all pathological agents, thanks to the canning process.

Fish **contains vitamins** which are essential for the human body including vitamin A, D, B2, B3, K and E and **contains minerals** such as iodine, fluorine, iron, phosphorus and calcium, all which are vital for the development and functioning of human beings. But in the case of fatty fish such as tuna and sardines there is also the added value of fatty acids such as linoleic acid and **omega-3**, which can not be produced by the human body and so the only way of obtaining them is through these "fatty Fish". Omega-3 acid is a well known LDL cholesterol reducer ('bad' cholesterol) as well as helping increase "good" cholesterol especially useful in helping to **prevent cardiovascular diseases** (they can reduce cardiovascular disease risk up to 30%), and also have a positive effect in fighting inflammations, pulmonary conditions, skin problems, various types of cancer, hypertension and triglycerides.

We should add that the oil used in fish canning also has beneficial properties. Olive oil has properties that can help prevent oxidation and cellular aging, as well as being an essential element of the healthy Mediterranean diet. Omega-3 also fortifies the immune system and is essential for infantile development.

So for a wide variety of reasons, canned fish is a **very healthy food source**. Let us not forget that research showed that eating seafood on a regular basis extends life expectancy.

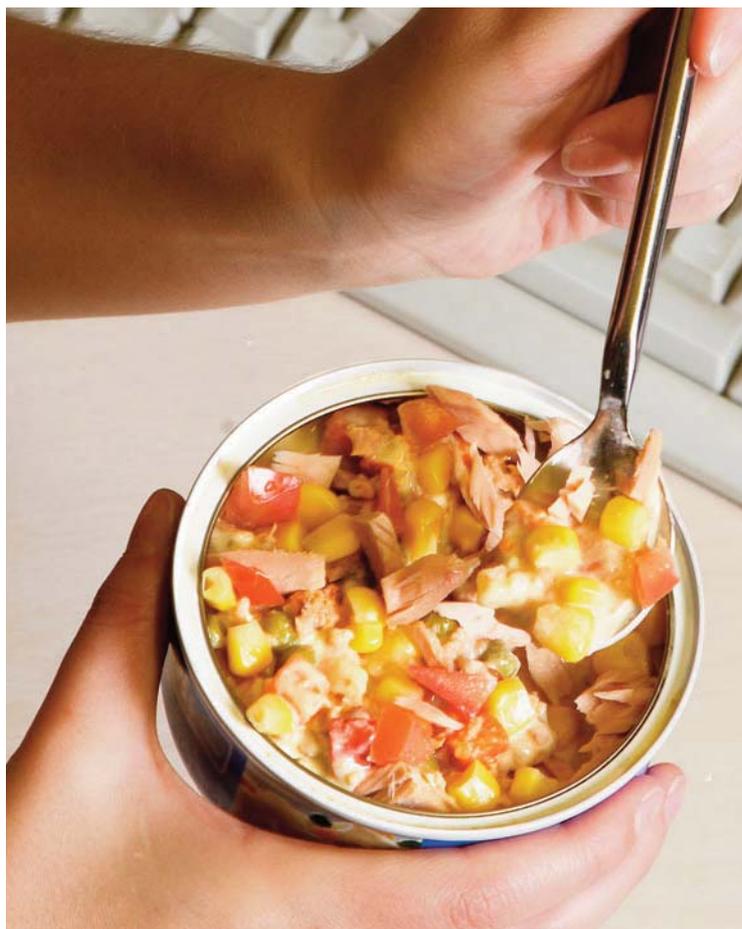
**A healthier diet for a healthier life.**



## The important advantages of the canning industry

- The products are healthy and sterile. No additives or preservatives are used.
- They keep for years and always maintain their nutritive and taste qualities.
- There is a wide variety of products and formats highlighted by the easy opening and recyclable jars.
- New flavours are being developed. Gourmet, Home style, salads and other products focused on making life easier, including no salt products to contribute to a healthy life-style... we invite you to try our latest culinary sensations.

**Products made to be served and eaten.**



## PRODUCTS AND MARKETS

There is a wide variety of species, canned using the highest quality techniques with a great culinary value. Among these tuna, (which represents the largest market share) molluscs (especially the mussel), sardines, anchovies, etc., a wide range of sea food products that respond to the large demanding world wide market. In fact the most important markets are the European ones especially those of Italy, France, the United Kingdom, Portugal, Germany, and Greece; and in America the United States along with other countries all over the globe including Japan and China.

**Present in the most demanding markets.**

The pace of modern life, the increase of buying power and decreasing size of the average family have all had an effect on consumer habits. There has been an increase in the demand for **easily prepared, ready to eat food** especially in the single portion format, reflecting the profiles of the typical modern home. Fish consumption is on the rise as today's consumer becomes more aware of finding healthy eating habits. Galician canned seafood is a growing presence on the international market due to its high quality and competitive pricing.

## GALICIAN CANNED SEAFOOD. Distinguished and unique

Galician canned seafood combines a strong tradition with a well developed canning industry linked to the most modern innovative trends. Along with this, the quality in selection and modern canning process create a product which stands out in every home whether to be used as a main dish or simply a snack.

**Tradition, modernity, innovation, know how and quality** are the basic ingredients that for centuries have propelled Galician canned seafood to be recognized today in almost every country in the world.

## Products

## Companies

	Tuna	Sardines	Mussels	Anchovies	Mackerel	New Products	Cephalopods	Shellfish	Others
<b>ALFONSO GARCIA LOPEZ, S.A.</b> Tel.: 986-770012 Fax: 986-771359 export@pescamar.es www.pescamar.es	✓	✓	✓				✓	✓	
<b>ALIMENTOS LA FORMIDABLE, S.L.</b> Tel.: 986-520712 Fax: 986-543227 laformidable@terra.es www.laformidable.es	✓	✓	✓					✓	
<b>BERNARDO ALFAGEME, S.A.</b> Tel.: 986-213217 Fax: 986-203152 contacto@alfageme.org www.alfageme.org	✓	✓	✓	✓	✓		✓	✓	✓
<b>CALVO DISTRIBUCIÓN ALIMENTARIA, S.L.</b> Tel.: 917-823300 Fax: 915-617600 marketing@calvo.es www.calvo.es	✓	✓	✓			✓	✓		✓
<b>CONSERVAS ANTONIO ALONSO, S.A.</b> Tel.: 986-202054 Fax: 986-207168 caasa@palaciodeorienten.net www.palaciodeorienten.es	✓	✓	✓			✓	✓	✓	✓
<b>CONSERVAS CARNOTA, S.A.</b> Tel.: 981-867505 Fax: 981-867598 carnota@dani.es www.dani.es	✓				✓		✓	✓	
<b>CONSERVAS CERQUEIRA, S.A.</b> Tel.: 986-233500 Fax: 986-233507 export@paypay.es www.paypay.es	✓	✓	✓				✓	✓	
<b>CONSERVAS CORTIZO, S.A.</b> Tel.: 981-811876 Fax: 981-812534 gago@conservascortizo.com www.conservascortizo.es	✓	✓	✓						
<b>CONSERVAS DARDO, S.L.</b> Tel.: 986-555000 Fax: 986-561051 dardo@conservasdardo.com www.conservasdardo.com	✓	✓	✓		✓			✓	✓
<b>CONSERVAS DE CAMBADOS, S.A.</b> Tel.: 986-745405 Fax: 986-745507 conservasdecambados@conservasdecambados.com www.conservasdecambados.com	✓	✓	✓				✓	✓	
<b>CONSERVAS DEL NOROESTE, S.A.</b> Tel.: 986-708233 Fax: 986-709030 clecoq@connorsa.es www.connorsa.es	✓	✓	✓		✓	✓	✓	✓	
<b>CONSERVAS FRISCOS, S.A.</b> Tel.: 986-546160 Fax: 986-546341 friscos@friscos.es	✓		✓						
<b>CONSERVAS HIJOS DE RAMON PEÑA, S.L.</b> Tel.: 986-716011 Fax: 986-716363 ramonpena@chramonpena.com www.chramonpena.com		✓						✓	✓
<b>CONSERVAS IGNACIO GONZALEZ MONTES, S.A.</b> Tel.: 981-841700 Fax: 981-841642 igmontes@igmontes.com www.igmontes.com	✓	✓	✓			✓	✓		
<b>CONSERVAS ISABEL DE GALICIA, S.L.</b> Tel.: 986-730597 Fax: 986-731947 jmlanco@isabel.net www.isabel.net	✓	✓	✓	✓	✓	✓	✓	✓	
<b>CONSERVAS LAGO PAGANINI S.L.</b> Tel.: 986-300118 Fax: 986-300414 conservas@lagopaganini.com www.conservaslagopaganini.com		✓	✓		✓				✓
<b>CONSERVAS PEÑA, S. A.</b> Tel.: 986-506911 Fax: 986-506028 export@conservaspenha.com	✓	✓	✓		✓	✓	✓	✓	
<b>CONSERVAS SELECTAS MAR DE COUSO, S.A.</b> Tel.: 981-840939 Fax: 981-840916 comercial@mardecouso.com www.mardecouso.com	✓				✓				
<b>CONSERVAS Y AHUMADOS LOU, S.L.</b> Tel.: 981-843117 Fax: 981-843117 info@conservaslou.com www.conservaslou.com		✓			✓			✓	
<b>CONSERVAS Y ELABORADOS GUAU, S.A.</b> Tel.: 986-520712 Fax: 986-543227 laformidable@terra.es www.laformidablesl.com	✓	✓	✓					✓	
<b>CONSERVERA DE ESTEIRO, S.A.U. (GRUPO CALVO)</b> Tel.: 981-855100 Fax: 981-855101 www.calvo.es	✓	✓	✓		✓	✓	✓	✓	✓
<b>CONSERVERA GALLEGA, S.A.</b> Tel.: 986-555738 Fax: 986-555369 conserveragallega@hotmail.com		✓						✓	
<b>CRUZ PEREZ HERMANOS, S.A.</b> Tel.: 986-310075 Fax: 986-313580 comercial@cruzmar.com www.cruzmar.com	✓	✓	✓		✓		✓	✓	
<b>ESCURIS, S.L.</b> Tel.: 981-843200 Fax: 981-832155 escuris@escuris.es www.escuris.es	✓	✓	✓					✓	
<b>FRINSA DEL NOROESTE, S.A.</b> Tel.: 981-835005 Fax: 981-835004 comercial@grupofrinza.com www.grupofrinza.com	✓		✓						
<b>HERRERO MARINESCA CONSERVAS, S.L.</b> Tel.: 981-292755 Fax: 981-130105 herrero@marinesca.es www.marinesca.es			✓			✓	✓		✓
<b>HIJOS DE CARLOS ALBO, S.A.</b> Tel.: 986-213333 Fax: 986-214799 conservas@albo.es www.albo.es	✓	✓	✓		✓	✓	✓	✓	✓
<b>INDUSTRIAS CERDEIMAR, S.L.</b> Tel.: 981-736125 Fax: 981-736325 cerdeimar@cerdeimar.com www.cerdeimar.com	✓	✓	✓		✓	✓	✓	✓	
<b>JEALSA RIANXEIRA, S.A.</b> Tel.: 981-845400 Fax: 981-844541 cliente@rianxeira.com www.rianxeira.com	✓	✓	✓			✓	✓	✓	
<b>JUSTO LOPEZ VALCARCEL, S. A.</b> Tel.: 986-231700 Fax: 986-298488 mail@valcarcel.es www.valcarcel.es	✓	✓	✓	✓		✓	✓	✓	✓
<b>LUIS ESCURIS BATALLA, S.L.</b> Tel.: 981-843250 Fax: 981-832318 lobueno@luisescrisbatalla.com www.luisescris.com	✓	✓	✓					✓	
<b>MODESTO CARRODEGUAS, S.L.</b> Tel.: 981-405043 Fax: 981-405000 leis@lajira.com www.lajira.com	✓	✓	✓		✓		✓		✓
<b>ORBE, S.A.</b> Tel.: 986-233100 Fax: 986-230353 orbesa@orbesa.com www.orbesa.com	✓	✓					✓	✓	
<b>PITA HERMANOS, S.A.</b> Tel.: 986-565033 Fax: 986-565974 madrid@pita Hermanos.es www.pita Hermanos.es	✓	✓	✓					✓	
<b>RAMÓN FRANCO, S.A.</b> Tel.: 981-830174 Fax: 981-830402 comercial@ramonfranco.com www.ramonfranco.com	✓	✓	✓		✓			✓	✓
<b>RECURSOS MARINOS DE GALICIA, S.L.</b> Tel.: 981-853025 Fax: 981-853074									✓
<b>RODRIGUEZ, PASCUAL &amp; CIA., S.L.</b> Tel.: 986-400051 Fax: 986-403900 rodriguezpascual@rodriguezpascual.com www.rodriguezpascual.com	✓	✓	✓				✓	✓	
<b>THENAISSIE-PROVOTE, S.A.</b> Tel.: 986-404000 Fax: 986-404243 info@th-p.com www.th-p.com	✓	✓	✓	✓			✓	✓	

# GALICIAN CANNED SEAFOOD

Products adapted for the needs of a new society: nutritive, easy to use, adequate for today's busy lifestyle, and up to the strictest health standards.

## IGAPE (Galician Institute for Economic Promotion)

### Headquarters and central services

Complejo Administrativo San Lázaro s/n  
15703 Santiago de Compostela (A Coruña) Spain

phone: +34 981 541 162  
+34 902 300 903  
fax: +34 981 541 114

e-mail: [internacionalizacion@igape.es](mailto:internacionalizacion@igape.es)  
[www.igape.es](http://www.igape.es)

### IGAPE's offices abroad

#### Düsseldorf

telf: +49 221 935 0141 / 0156  
fax: +49 211 935 0142

e-mail: [alemana@igape.es](mailto:alemana@igape.es)

#### New York

telf: +1 212 967 2170 ext. 30  
fax: +1 212 564 1415

e-mail: [usa@igape.es](mailto:usa@igape.es)

#### Shanghai

telf: +86 21 6288 6128  
fax: +86 21 6288 6129

e-mail: [china@igape.es](mailto:china@igape.es)

#### Tokyo

telf: +81 3 3584 1861  
fax: +81 3 3584 1862

e-mail: [xapon@igape.es](mailto:xapon@igape.es)

#### Warsaw

telf: +48 22 830 13 20 /21  
fax: +48 22 830 01 38

e-mail: [polonia@igape.es](mailto:polonia@igape.es)