

BRITISH COLUMBIA

Production Period: *Year round*
Brands: *Fjord, Dutch Boy*
Countries of Interest: *All*

FMI FOOD MARKETERS INTERNATIONAL LTD.

240 - 12251 No. 1 Road
Richmond, BC
V7E 1T7

Contact: *Harry W. Guenther, President*
H.C. Wright, Marketing Coordinator
B. Holme, Export Manager
Telephone: 604-275-3664
Fax: 604-275-3624

Products: *Salmon — Fresh, frozen, canned, smoked, salted/dried, breaded/prepared, portioned, specialty pack, gift pack, troll-caught; Halibut — Fresh, frozen, portioned, dressed; Herring — Roe*

Annual Sales Range: *10 - 50M*

Percent of Sales Exported: *75%*

Number of Employees: *6*

Type of Business: *Trader, Exporter, Processor*

Production Period: *March to November*

Brands: *Royal Navy*

FRENCH CREEK SEAFOOD LTD.

1097 Lee Road
Parksville, BC
V9P 2E1

Contact: *Gordon McLean, President*
Brad McLean, Secretary
Telephone: 604-248-7100
Fax: 604-248-7197

Products: *Halibut, Coho Salmon — Fresh; Sockeye Salmon — Fresh, frozen, roe, troll-caught; Spring Salmon — Fresh, roe, troll-caught; Chum Salmon — Fresh, roe; Dogfish — Backs, tails, fins, belly fillets*

Annual Sales Range: *8 - 10M*

Percent of Sales Exported: *85%*

Number of Employees: *40*

Type of Business: *Processor, Wholesaler/Distributor, Exporter*

Production Period: *Year round*

Countries of Interest: *All*

GLOBAL SEAFOODS

180 - 2188 No. 5 Rd.
Richmond, BC
V6X 2T1

Contact: *Arne Christiansen*

Telephone: 604-270-9645
Fax: 604-270-9646
Products: *Only Seafood*
Annual Sales Range: *4M*
Percent of Sales Exported: *95%*
Number of Employees: *4*
Type of Business: *Seafood Merchant, Processor*
Countries of Interest: *Worldwide*

GREAT GLACIER SALMON LTD.

do 201 Cow Bay Road
P.O. Box 1137
Prince Rupert, BC
V8J 1A2

Contact: *Gary Kushnik, Sales Broker*
Bob Gould, General Manager

Telephone: 604-627-4955

Fax: 604-627-7945

Products: *Frozen Salmon — Sockeye, Chinook, Coho; Salmon — Roe*

Annual Sales Range: *0.5 - 2.5M*

Percent of Sales Exported: *100 %*

Number of Employees: *15 - 30*

Type of Business: *Processor, Exporter*

Production Period: *June through September*

Brands: *Glacier Salmon*

H. CLEVELAND & CO. LTD

150 - 6400 Roberts Street
Burnaby, BC
V5G 4C9

Contact: *Jun Ishikawa, General Manager*

Telephone: 604-298-4419

Fax: 604-298-3542

Products: *Salmon — Frozen, dressed; Black Cod — Frozen, dressed*

Annual Sales Range: *2.5 - 10M*

Type of Business: *Trader*

Production Period: *July - September*

HARBOUR PACKING CO. LTD.

Box 82
Coal Harbour, BC
V6N 1K0
Contact: *R. Bailey*
Telephone: 604-949-9991

Fax: 604-949-7770

Products: *Salmon, Sea Urchins, Longline Cod, Prawns, Halibut — Roe*

Annual Sales Range: *4 - 6M*

Percent of Sales Exported: *95%*
Number of Employees: *4 - 7*
Type of Business: *Processor, Wholesaler, Exporter*
Production Period: *Year round*
Countries of Interest: *Asia, United States*

HARDY BUOYS SMOKED FISH INC.

P.O. Box 401
Port Hardy, BC
V0N 2P0

Contact: *Bruce Dirom, President*
John Dirom, Vice President

Telephone: 604-949-8781

Products: *Salmon — Frozen, smoked*

Annual Sales Range: *Less than 0.5M*

Number of Employees: *5*

Type of Business: *Processor, Wholesaler/Distributor*

HERITAGE SALMON CO. INC.

P.O. Box 3235
Vancouver, BC
V6B 3X8

Contact: *Bert Bachmann, V.P. & G.M.*

Telephone: 604-277-3093

Fax: 604-275-8614

Sales Offices/Agents: *In Canada: Vancouver, Toronto, New Brunswick*

In U.S.A.: Boston, New Jersey, Los Angeles

Products: *Salmon (farmed, wild) — Fresh, dressed, value added*

Annual Sales Range: *60M+*

Percent of Sales Exported: *75%*

Number of Employees: *40*

Type of Business: *Producer, Processor*

Production Period: *Year round*

Brands: *Heritage*

Countries of Interest: *United States, Japan, Taiwan, Korea, China, Hong Kong*

HI-TO FISHERIES LTD.

1575 Vernon Drive
Vancouver, BC
V6A 3P8

Contact: *Michael Warren, Marketing Manager*
Lawrence Chan, Vice President

Telephone: 604-253-5111

Fax: 604-251-6526

Products: *Sea Urchin — Fresh, frozen, live,*