

BUY DIRECT? Yes

WAREHOUSE LOCATIONS: Waterbury, Connecticut; Boston, Massachusetts

COMMENTS?

"Require skinless - no pinbone. Must have fish graded Grade A."

ALLEN FOODS, INC.
WHOLESALE/DISTRIBUTOR
8543 Page Avenue
St. Louis, Missouri 63114

PHONE: 314-426-4100
KEY CONTACT: Zell Firestone

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$): \$20 - \$50,000,000

PRESENTLY PURCHASE:

Frozen Fish: Cod - Blocks (Jumbo); Flounder - IQF; Haddock - 10# Layer Pack; Ocean Catfish - 10# Layer Pack; Ocean Perch - 10# Layer Pack; Pollock - 5# Cello; Salmon, Whole Fish; Sole - IQF; Turbot - 5# Cello

Frozen Shellfish: Sea Scallops - 5# Cello; Lobster Meat - Canned 11 3/4; Snow Crab Clusters - 20# Blocks; Snow Crab Cocktail Claws - Shatter Pack; Snow Crab Meat - 5# Cello; Other Crab Products - Blocks

PURCHASE FROM? Argentina, Canada, Iceland, New Zealand

HAVE OWN PRIVATE LABEL? Yes

WILLING TO BUY PROCESSOR LABEL? Yes

BUY DIRECT? Yes

COMMENTS?

"Fish industry has no regulation. Would have to know that Canadian seller is trustworthy and that buyer could reject if product not good."

AMERICAN INSTITUTIONAL FOODS, INC.
WHOLESALE/DISTRIBUTOR
1420 Carter Street
Chattanooga, Tennessee 38402

PHONE: 615-266-7114
KEY CONTACT: Allen Parsons, Frozen Fish Buyer

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$): \$1 - \$3,000,000

PRESENTLY PURCHASE:

Frozen Fish: Cod - 5# Cello; Flounder - 5# Cello; Haddock - 5# Cello; Ocean Catfish - 5# Cello; Ocean Perch - 5# Cello; Pollock - 5# Cello; Salmon - IQF; Trout - IQF; Turbot - IQF

Frozen Shellfish: Lobster Meat - IQF; Snow Crab Meat - Shatter Pack

PURCHASE FROM? Iceland, Canada

HAVE OWN PRIVATE LABEL? Yes