

## BRITISH COLUMBIA

Percent of Sales Exported: 60%  
Type of Business: *Exporter, Trader, Custom orders to buyers' specifications*  
Production Period: *Year round*

### COAST ISLAND SEAFOODS LTD.

6000 Island Highway West  
Qualicum Bay, BC  
V0R 2T0

Contact: *Doug Gray, President*  
*Russell Bell, Vice President*  
Telephone: 604-757-8533 or 757-9511  
Fax: 604-757-8447

Products: *Oysters, Black Cod — Fresh, frozen, smoked; Clams (all species) — Fresh, frozen, smoked, minced for chowder; Salmon (all species) — Fresh, frozen, smoked, portioned, roe, dressed, gift pack, speciality pack, troll-caught; Halibut — Fresh, frozen, smoked, portioned, dressed; Cod (all Pacific Coast species) — Fresh, frozen, smoked, portioned, roe, headed & gutted*

Annual Sales Range: 0.5 – 2.5M  
Percent of Sales Exported: 60%  
Number of Employees: 4 – 10  
Type of Business: *Processor, Wholesaler/Distributor, Exporter*  
Production Period: 30 – 60 days

### COASTWIDE FISHING LTD.

209 – 3740 Chatham Street  
Richmond, BC  
V7E 2Z3

Contact: *Dick Yamazaki, Director*  
*Martin Matsutani, Manager*  
Telephone: 604-272-1106  
Fax: 604-272-0992

Products: *Salmon — Fresh, frozen, smoked, salted/dried, portioned, roe, dressed, caviar; Herring — Fresh, frozen, roe; Herring roe on kelp — salted/dried, gift pack; Black Cod — Frozen*

Annual Sales Range: 2.5 – 10M  
Percent of Sales Exported: 90%  
Number of Employees: 7  
Type of Business: *Processor, Exporter*  
Production Period: *March – December*  
Brands: *Elite*  
Countries of Interest: *Japan, Europe, Asia*

### DEL MAR INTERNATIONAL SEAFOODS LTD

1729 Midgard Avenue  
Victoria, BC  
V8P 2Y6

Contact: *Ian Rudiak, Director*  
*Nina Rudiak, Director*  
Telephone: 604-477-9336  
Fax: 604-477-9386

Products: *Goose Barnacles — Live; Salmon, Chum — Frozen; Salmon, Sockeye — Frozen, smoked*

Annual Sales Range: 0.5 – 2.5M  
Percent of Sales Exported: 100%  
Type of Business: *Exporter*

### DOLLAR FOOD MFG. INC.

1410 Odium Drive  
Vancouver, BC  
V5L 4X7

Contact: *K. Chow, Director*  
*K. Wong, President*  
Telephone: 604-253-1422  
Fax: 604-253-2226

Products: *Geoduck Clams — Salted/dried, speciality pack, gift pack; Sea Cucumber — Frozen, salted/dried; Groundfish — dressed; Salmon — Frozen, smoked, salted/dried, gift pack*

Annual Sales Range: 2.5 – 10M  
Percent of Sales Exported: 75%  
Number of Employees: 25  
Type of Business: *Processor, Exporter*  
Production Period: *Year round*  
Brands: *Dollar, Nutrasea*  
Countries of Interest: *United States, South East Asia*

### E-FISH-ENT FISH COMPANY

5783 East Sooke Road  
Sooke, BC  
V0S 1N0

Contact: *Bryan Mooney, Proprietor*  
*Linda Mooney, Office Manager*  
Telephone: 604-642-4007  
Fax: 604-642-4007

Products: *Salmon — Smoked, smoked and retorted; Octopus — Smoked*  
Annual Sales Range: *Less than 0.5M*  
Number of Employees: 3 – 4  
Type of Business: *Processor, Exporter*  
Production Period: *February – December*

### FANNY BAY OYSTERS LTD.

P.O. Box 209  
Union Bay, BC  
V0R 3B0

Contact: *Glen Hadden, President*  
*Jeanine Stacey, Production Manager*  
Telephone: 604-335-0125  
Fax: 604-335-1211

Products: *Pacific Oysters — Fresh, shucked, live, whole-in-shell; Manila Clams — Fresh, whole-in-shell; Butter Clams — Fresh, frozen, shucked*

Annual Sales Range: 4 – 5M  
Percent of Sales Exported: 60% – 80%  
Number of Employees: 60

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

Production Period: *Year round*

Brands: *Fanny Bay Oysters, Fanny Bay Clams*  
Countries of Interest: *All except Europe*

### FINN BAY SEAPRODUCTS LTD.

Finn Bay Road, P.O. Box 54  
Lund, BC  
V0N 2G0

Contact: *Percy Redford, President*  
*Adrian Redford*  
Telephone: 604-483-4766  
Fax: 604-483-9231

Products: *Herring — Roe on-kelp; Prawns — Frozen*

Annual Sales Range: 0.5 – 2.5M  
Percent of Sales Exported: *greater than 50%*  
Number of Employees: *Varies*  
Type of Business: *Processor*

### FJORD PACIFIC MARINE INDUSTRIES

2400 Simpson Road  
Richmond, BC  
V6X 2P9

Contact: *Don Pollard, General Manager*  
*Ian Govan, Sales Manager*  
Telephone: 604-270-3393  
Fax: 604-270-3826

Products: *Smoked Salmon, Tuna, Swordfish, Black Cod, Herring — Frozen, vac-packed; Salmon, Halibut — Portions; Herring — Pickled*

Annual Sales Range: 2.5 – 10M  
Number of Employees: 20  
Type of Business: *Value Added*