

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, Nutraseda*
 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*