

## SEATTLE

The Pacific Northwest annually produces approximately 2.9 billion pounds of seafood, valued at 1.6 billion dollars, or 40 percent of the commercial harvest of seafood products in the United States. A wide variety of seafood is produced which includes pollock (1.2 billion pounds), salmon (500 million pounds), cod (270 million pounds), crab (210 million pounds), flounder (135 million pounds), herring (130 million pounds) and rockfish (125 million pounds). While a large volume of seafood is harvested in the Pacific Northwest, there still exists pocket opportunities in this market for Canadian exporters.

This market consumes \$300 million worth of seafood annually. There may be considerable commerce from other countries consumed in this region that is unreported, and some of the commerce reported as being exported to this region is "passed through", the Pacific Northwest is directly responsible for imports of seafood in the amount of \$190 million. Of that amount, Canadian exports account for 48 percent. Unlike other regions of the U.S., where there are significant volumes of dried or salted fish consumed, this market is primarily a fresh or fresh frozen market. A fair amount of smoked product is consumed; however, there is an abundant supply of smoked product from numerous local smokers. Canadian producers have found and will continue to find the Pacific Northwest a good market for farmed salmon, shrimp, scallops, lobster and mussels. Product distribution is performed through processors with wholesale operations, brokers (mostly for canned product) and wholesalers. Although there are several hundred seafood wholesalers serving this market, several of the key wholesalers are listed below.

### MAJOR PACIFIC NORTHWEST U.S. SEAFOOD IMPORTERS

#### BLUE HORIZON SEAFOODS

Seattle, Washington  
Contact: Jerry Packbush  
Tel:(206) 827-6337  
Fax:(206) 827-6084  
Products: fresh/frozen to foodservice and retail

#### CLOUSTON FOODS PACIFIC LIMITED

220 West Mercer Street,  
Suite 104,  
Seattle, Washington 98119  
Tel:(206) 284-3580  
Fax:(206) 284-9759  
Products: seafood

#### DORY SEAFOODS INC.

2300-130th Avenue N.E.,  
Building A #103,  
Bellevue, Washington 98005  
Tel:(206) 869-3679  
Fax:(206) 435-7458  
Products: seafood

#### FLETCHER FISHING LIMITED

425 Pontius Avenue  
North Seattle, Washington 98109  
Tel: 1-800-BUY HOKI  
Fax:(206) 447-3435  
Products: seafood