

IMPORTERS/DISTRIBUTORS/USERS

Canadian firms already selling in the Belgian market know that fish buyers in Belgium are hard bargainers and quite fastidious where it concerns quality. While negotiating for the best price can be easily explained, quality is of crucial importance. Not only do European consumers maintain high quality standards, any local fish trader here will be out of business quickly if he supplies fish of less than acceptable quality.

The Belgian market possesses a considerable degree of specialization: a herring trader may not touch frozen or canned shellfish meat, and while oyster operators may handle live lobster, they may stay away from groundfish and preserved fish. Canned fish importers will rarely handle live, fresh or frozen fish. Obviously, categorization by species or product is required if fish importers and distributors are to be canvassed effectively. While every care has been taken to ensure optimum accuracy, no guarantee can be given that the following list is correct in all instances.

FOOD CHAIN PURCHASERS

COLRUYT

Purchasing: Mr. Julien Van Roy
Edingemsesteenweg 196
B-1500 Halle
Tel: +32 2 360 10 40
Fax: +32 2 360 02 07
Product: food chain purchaser

CORA

Chaussée de Philippeville 219
boite 8
B-6010 Couillet
Tel: +32 71 36 12 75
Fax: +32 71 43 08 62
Product: food chain purchaser

DELHAIZE DE LEEUW-LE LION

Purchasing: Mr. de Cooman
d'Herlinckhove
Osseghemstraat 53
B-1080 Brussels
Tel: +32 2 412 21 11
Fax: +32 2 412 21 94
Product: food chain purchaser

GB-Inno-BM COORDINATION CTR

Dambordstraat 26
B-1000 Brussels
Tel: +32 2 729 21 11
Fax: +32 2 242 00 10
Product: food chain purchaser

MAKRO

Purchasing: Mr. Fortems
Bisschoppenhoflaan 643
B-2100 Deurne
Tel: +32 3 360 06 11
Fax: +32 3 325 43 82
Product: food chain purchaser

NOPRI

Zilverstraat 8, B-1000 Brussels
Tel: +32 2 212 81 55
Fax: +32 2 212 84 00
Product: food chain purchaser

SARMA NV

Purchasing: Mr. Maurice
Boisdenghien, Zilverstraat 8
B-1000 Brussels
Tel: +32 2 212 81 11
Fax: +32 2 212 84 00
Product: food chain purchaser

IMPORTERS

ATKA

Purchasing: Mr. Jean Paul Dierckx
Weversstraat 29, B-1840 Londerzeel
Tel: +32 52 30 26 36
Fax: +32 52 30 36 74
Product: importer

DE BACQUER

Purchasing: Mr. Jean Ostoff
Industrielaan 5
B-1740 Ternat
Tel: +32 2 582 43 00
Fax: +32 2 582 08 24
Product: importer

GABRIEL

Purchasing: Mr. Gerard Bruck
Ligneuville 117
B-4960 Bellevaux-Ligneuville
Tel: +32 80 57 03 71
Fax: +32 80 57 07 46
Product: importer

HOTTLET PIERRE

Purchasing: Mr. Olivier Hottlet
Heiveldekens 4, B-2550 Kontich
Tel: +32 3 458 20 10
Fax: +32 3 458 20 80
Product: importer

HUYSEUNE

Purchasing: Mr. Eric Vandelanotte
Vismijnstraat 30
B-8380 Zeebrugge
Tel: +32 50 54 41 41
Fax: +32 50 54 73 01
Product: importer