

## BRITISH COLUMBIA

Type of Business: *Processor*

Production Period: *Herring (March – July), Salmon (July – November)*

Brands: *Canned product — buyer's brand, Gift pack — Pacific Natural, Frozen — Bella Coola*

### **BLUNDELL SEAFOODS LTD.**

11351 River Road  
Richmond, BC  
V6X 1Z6

Contact: *Benny Yiu*

Telephone: 604-270-3300

Fax: 604-270-6513

Products: *Salmon — Fresh, frozen, smoked, dressed, troll-caught; Halibut, Bottomfish — Fresh, frozen, dressed; Shellfish — Fresh, frozen, live, whole-in-shell*

Annual Sales Range: *10 – 50M*

Percent of Sales Exported: *50%*

Number of Employees: *35 – 60*

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

### **BRITISH COLUMBIA PACKERS LIMITED**

P.O. Box 5000  
Vancouver, BC  
V6B 4A8

Contact: *Ike Baart, V.P., Export Sales*

Telephone: 604-277-2212/241-3402

Fax: 604-241-3461

Products: *Pacific Wild Salmon — Fresh, frozen, canned, roe; Tuna — Canned and pet food; Herring; Herring Roe, Fishmeal, Farmed Salmon*

Annual Sales Range: *200M+*

Percent of Sales Exported: *50%*

Number of Employees: *1,500*

Type of Business: *Processor, Aquaculture, Trader*

Production Period: *July — September*

Brands: *Cloverleaf, Paramount, Rose Marie, Universal*

Countries of Interest: *Currently Exporting to 45 Countries*

### **CALKINS & BURKE LTD.**

800 – 1500 West Georgia Street  
Vancouver, BC  
V6G 2Z6

Contact: *David Calkins, President*

*Carl MacRae, Export Sales Manager*

Telephone: 604-669-3741

Fax: 604-669-9732

Telex: 04-508829

Answerback: *KINCAL*

Products: *Salmon — Fresh, frozen, canned, smoked, portioned, roe, dressed, speciality pack, troll-caught; Cod, Sole — Fresh, frozen; Herring — Roe*

Annual Sales Range: *50M*

Percent of Sales Exported: *40%*

Number of Employees: *40*

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

Production Period: *Year round*

Brands: *Astra, Royal Canadian, Norden*

### **CAMPBELL RIVER FISHING CO. LTD**

1330 Maple Street  
Campbell River, BC  
V9W 6Y5

Contact: *Takao Matsunaga, President*

Telephone: 604-286-0887

Fax: 604-830-0441

Products: *Salmon — Fresh, frozen, dressed, troll-caught, net caught*

Annual Sales Range: *0.5 – 2.5M*

Percent of Sales Exported: *75%*

Number of Employees: *10*

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

Production Period: *August 1 – November 30*

### **CANADA SEAFOOD INC.**

Unit 140 – 12831 Clarke Place  
Richmond, BC  
V6V 2H9

Contact: *George W.Y. Mok, President*

Telephone: 604-273-6702

Fax: 604-273-6729

Sales Agents: *In Southeast Asia: Taiwan, Hong Kong, Singapore, Malaysia*

Products: *Salmon — Fresh, frozen, canned, smoked; Black Cod, Sole, Shark, Whitefish — Frozen; Crab, Lobster, Geoduck — Live; Oyster — Fresh, frozen, live, whole-in-shell; Capelin — Frozen, salted/dried*

Annual Sales Range: *1 – 5M*

Percent of Sales Exported: *100%*

Number of Employees: *5*

Type of Business: *Exporter*

Production Period: *Year round*

Brands: *C.T.C., Clover Leaf, Topline, Silver Sea*

### **CANADIAN FISHING COMPANY**

Foot of Gore Avenue  
Vancouver, BC  
V6A 2Y7

Contact: *Gordon Stuart, Export Canned Sales*

*Dan Nomura, Export Fresh/Frozen Sales*

Telephone: 604-681-0211

Fax: 604-681-3277

Products: *Salmon — Canned, fresh, frozen; Herring — Roe*

Annual Sales Range: *50M+*

Percent of Sales Exported: *75%*

Number of Employees: *60 (permanent), 600 (seasonal)*

Type of Business: *Processor, Exporter*

Production Period: *April – May, July – September*

Brands: *Gold Seal*

### **CANADIAN SELECT ENTERPRISES LTD.**

10 – 8291 Westminster Highway  
Richmond, BC  
V6X 1A7

Contact: *John Krygsveld, President*

Telephone: 604-270-3877

Fax: 604-273-4146

Products: *Salmon (Pacific, Coho, Sockeye) — Canned, smoked, portioned, speciality pack, gift pack, troll-caught*

Annual Sales Range: *0.5 – 2.5M*

Percent of Sales Exported: *2%*

Number of Employees: *3*

Type of Business: *Wholesaler/Distributor*

Production Period: *Year round*

Brands: *Canadian Select*

### **COAST — ALL PACIFIC AGENTS LTD**

2050 Sandown Place  
North Vancouver, BC  
V7P 3H7

Contact: *Hans Oppermann, Manager*

Telephone: 604-985-1350

Fax: 604-985-1350

Products: *Salmon — Fresh, frozen; Pollock — Fresh; Pink Salmon — Fresh, canned*

Annual Sales Range: *0.5 – 2.5M*