

## BRITISH COLUMBIA

Products: *Prawns — Frozen*  
Annual Sales Range: *1 — 2M*  
Percent of Sales Exported: *100%*  
Number of Employees: *3*  
Type of Business: *Exporter, Wholesaler/Distributor*

### PACIFIC CANADIAN FISHERIES

*P.O. Box 39  
Bella Bella, BC  
V0T 1B0*  
Contact: *William S. Gilbert, V.P. Productions  
Cheryl Hanslien, Office Manager*  
Telephone: *604-957-2414*  
Fax: *604-957-2655*

Products: *Salmon — Fresh, frozen, roe, dressed, troll-caught; Herring — Frozen, roe; Halibut — Fresh, frozen, dressed, troll-caught*  
Annual Sales Range: *2.5 — 10M*  
Type of Business: *Processor*  
Production Period: *8 months*

### PACIFIC COAST PROCESSORS

*3600 Viking Way  
Richmond, BC  
V6V 1N6*  
Contact: *Barry L. Tyrer, President  
Bruce McCartney, Sales Manager  
Guy Dean, Asian Manager*  
Telephone: *604-276-0802*  
Fax: *604-273-0192*

Products: *Groundfish (all cods) — Fresh, frozen; Flatfish (soles) — Fresh, frozen; Black Cod — Frozen; Hake, Pollock — Fresh, frozen, surimi*  
Annual Sales Range: *8.5 — 10M*  
Percent of Sales Exported: *75%*  
Number of Employees: *135*  
Type of Business: *Processor*  
Production Period: *Year round*  
Countries of Interest: *Japan, Korea, Taiwan, Hong Kong, United States*

### PACIFIC NATORAL GROUP LTD.

*Suite 760 — 999 Canada Place  
Vancouver, BC  
V6C 3E1*  
Contact: *Ian Bouchard, Sales Manager  
Joe Collins, Sales*  
Telephone: *604-687-4291*  
Fax: *604-687-8094*  
Products: *Chinook (King) Salmon, Atlantic*

*Salmon — Fresh, portioned, dressed, value added, fillets, steaks, sashimi, salted smoked roe, portion control, kirimi, and fresh vacuum packed*  
Annual Sales Range: *20 — 60M*  
Percent of Sales Exported: *90%*  
Number of Employees: *170*

Type of Business: *Aquaculture, Processing, Direct Sales*

Production Period: *All year*  
Brands: *Pacific National, Docks*  
Countries of Interest: *Japan, United States, Taiwan, Korea, United Kingdom, Italy, Hong Kong, France*

### PACIFIC RIM SHELLFISH CORP.

*(D.B.A. THE LOBSTER MAN)  
1807 Mast Tower Road  
Vancouver, BC  
V6H 3X7*  
Contact: *Brian Yip, Partner  
Bruce MacDonald, Partner*  
Telephone: *604-687-4228*  
Fax: *604-687-5099*

Products: *Geoduck Clams, Dungeness Crab, Manila Clams, Oysters, Lobster — Live*  
Annual Sales Range: *5 — 10M*  
Percent of Sales Exported: *35%*  
Number of Employees: *30*  
Type of Business: *Wholesaler/Distributor, Exporter*  
Production Period: *Year round*  
Brands: *Lobster Man — Select*  
Countries of Interest: *China, Japan*

### PACIFIC SALMON INDUSTRIES INC.

*8305 — 128th Street  
Surrey, BC  
V3W 4G1*  
Contact: *Virginia Sato, President  
Bruce Sato, Vice President*  
Telephone: *604-591-3361*  
Fax: *604-591-2333*

Products: *Salmon — Fresh, frozen, smoked, portioned, dressed, speciality pack, gift pack, troll-caught; Halibut, Black Cod — Fresh; Herring — Roe*  
Annual Sales Range: *10 — 50M*  
Percent of Sales Exported: *70%*  
Number of Employees: *160 (peak season), 60 (off season)*

Type of Business: *Processor, Wholesaler/Distributor, Exporter*  
Production Period: *Year round*

### PACIFIC SEAFOODS INTERNATIONAL LTD.

*10210 Bowerbank Road  
Sidney, BC  
V8L 3X4*  
Contact: *Mick Farup, President  
Todd Harman, Director — Marketing & Sales*  
Telephone: *604-656-0901*  
Fax: *604-656-7615*

Products: *Salmon — Frozen, smoked, portioned, speciality pack, gift pack*  
Annual Sales Range: *0.5 — 2.5M*  
Percent of Sales Exported: *25%*  
Number of Employees: *20 — 25*  
Type of Business: *Processor*  
Production Period: *Year round*  
Brands: *Treasure Island, St. Laurent*

### PACIFICWILD SEAFOOD LTD

*3422 West 37th Avenue  
Vancouver, BC  
V6N 2V6*  
Contact: *Peter Browne, General Manager  
Blake Tipton, Sales Manager*  
Telephone: *604-261-2480*  
Fax: *604-263-1004*  
Products: *Salmon (wild) — Fresh, frozen, roe, troll-caught; Halibut — Fresh, frozen; Albacore Tuna — Frozen, troll-caught; Spot Prawns — Fresh, frozen*  
Annual Sales Range: *2.5 — 10M*  
Percent of Sales Exported: *90%*  
Number of Employees: *Varies*  
Type of Business: *Processor, Exporter*  
Production Period: *Year round*  
Brands: *Pacificwild*  
Countries of Interest: *Japan, United States, European Union*

### PARADISE BAY SEAFARMS

*P.O. Box 162  
Heriot Bay, BC  
V0P 1H0*  
Contact: *Ron Gowan, General Manager  
Mark Asman, Production Manager  
Richard Finch, Production Manager*  
Telephone: *604-285-2664*