

BRITISH COLUMBIA

IMPERIAL SALMON HOUSE LTD.

1632 Franklin Street
Vancouver, BC
V5L 1P4

Contact: Douglas Ray, President
Robert Blair

Telephone: 604-251-1114

Fax: 604-251-3177

Products: Smoked Salmon — Fresh, frozen;
Smoked fish products — Fresh, frozen

Annual Sales Range: Less than 0.5M

Percentage of Sales Exported: 15%

Number of Employees: 4

Type of Business: Manufacturer, Wholesaler,
Retailer

Production Period: Year round

Countries of Interest: Pacific Rim, Europe,
United States

INTERNATIONAL TRADE SERVICES CORPORATION

P.O. Box 10355
14th Floor, 609 Granville Street
Vancouver, BC
V7Y 1G5

Contact: J.R. Harmer, President

Telephone: 604-681-8165

Fax: 604-687-3589

Products: Salmon — Fresh, frozen, canned

Annual Sales Range: Less than 0.5M

Percentage of Sales Exported: 25%

Number of Employees: 110

Type of Business: Trader

ISLAND SCALLOPS LTD.

5552 West Island Highway
Qualicum Beach, BC
V9K 2C8

Contact: Robert Saunders, President
Paul Foreman, Sales

Telephone: 604-757-9811

Fax: 604-757-8370

Products: Pacific Scallops, Prawns, Oysters,
Clams — Fresh, live, whole-in-shell, shucked,
frozen

Annual Sales Range: More than 1M

Percentage of Sales Exported: 75%

Number of Employees: 20

Type of Business: Processor, Aquaculturist,
Exporter, Importer

Production Period: Year round

Brands: Island Scallops

ITOCHU CANADA LTD.

770 - 999 Canada Place
Vancouver, BC
V6C 3E1

Contact: Hiroshi Moroda, Manager

Telephone: 604-683-5764

Fax: 604-688-9293

Products: Herring Roe — Salted;
Salmon — Frozen

Annual Sales Range: 2.5 - 10M

Percentage of Sales Exported: 100%

Number of Employees: 20

Type of Business: Exporter

J.H. SHEERE AND ASSOCIATES LTD.

3361 Viewmont Place
Port Moody, BC
V3H 2L6

Telephone: 604-469-6949

Fax: 604-469-6950

Products: Salmon — Frozen, smoked, portioned,
specialty pack, gift pack

Annual Sales Range: 0.5 - 2.5M

Percentage of Sales Exported: 40%

Number of Employees: 4

Type of Business: Exporter,
Wholesaler/Distributor, Trader

Brand: Northleaf

J.S. MCMILLAN FISHERIES LTD.

2199 Commissioner Street
Vancouver, BC
V5L 1A4

Contact: Colin McMillan, V.P. Sales/Marketing

Telephone: 604-255-5191 or
604-255-7991(Sales)

Fax: 604-255-4600 or 604-255-7118 (Sales)

Products: Salmon — Fresh, frozen, canned,
smoked, salted/dried, portioned, roe, dressed,
specialty pack, troll-caught; Herring — Frozen,
salted/dried, roe; Ocean Perch — Fresh, frozen,
dressed; Pacific Cod — Fresh, frozen, smoked,
salted/dried, portioned, roe, headed & gutted;
Rockfish — Fresh, frozen, portioned, specialty
pack; Halibut — Fresh, frozen, smoked, por-
tioned, dressed; Turbot (Arrowtooth Flounder) —
Frozen, dressed; Hake — Frozen; Skate Wing
(Whole) — Fresh, frozen; Ling Cod — Fresh,
frozen, smoked, salted/dried, portioned, roe,
headed & gutted; Petrale Sole, Dover Sole, Rock
Sole, English Sole — Fresh, frozen
Annual Sales Range: 50M+

Percentage of Sales Exported: 70%

Number of Employees: 250

Type of Business: Processor, Importer

Production Period: Year round

Brands: J.S. McMillan, ABC, Silver Sea,
Challenger

KAWAKI (CANADA) LTD.

6160 London Road
Richmond, BC
V7E 4J2

Contact: Andy Makita, Manager

Telephone: 604-277-7158

Fax: 604-277-1845

Products: Salmon — Fresh, frozen, salted,
smoked

Annual Sales Range: 0.5 - 2.5M

Percentage of Sales Exported: 100%

Number of Employees: 25 - 70 (seasonal)

Type of Business: Processor, Exporter

Production Period: Year round

Countries of Interest: Japan

KAWASHO INTERNATIONAL CANADA LTD.

P.O. Box 49182, 3 Bentall Centre
Suite 1483 - 595 Burrard Street
Vancouver, BC
V7X 1K8

Contact: Yorihsa Suwa, General Manager

Telephone: 604-689-7389

Fax: 604-685-4195

Products: Frozen Salmon; Salmon Roe

Annual Sales Range: 10 - 50M

Percentage of Sales Exported: 100%

Number of Employees: 2

Type of Business: Trader

Countries of Interest: Japan

KENTO SEAFOODS LTD.

12411 Vulcan Way
Richmond, BC
V6V 1J7

Contact: Ken Hayashi
Andrew Miu

Telephone: 604-273-8777

Fax: 604-273-7887

E-mail: ksl@uicom.com

Products: Lobster — Live, frozen; Baby Eel,
Crab, Oyster, Geoduck, King Crab, Fresh Farm
Salmon, Oyster Meat, Frozen Sea cucumber