

## IMPORTERS/DISTRIBUTORS/USERS

Canadian firms already selling in the Dutch market know that fish buyers in the Netherlands 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 Netherlands market possesses a considerable degree of specialization: a herring trader will not touch frozen or canned shellfish meat and while mussel operators may handle live lobster, they would stay away from groundfish and preserved fish. Canned fish importers 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. The only fisheries products trade show in the Netherlands worth considering is VIS, to be held September 12-14, 1994. VIS promises to develop into an international event now that it will be held in Amsterdam (for the first time) and organized by an experienced fair management firm. While every care has been taken to ensure optimum accuracy, no guarantee can be given that the following list is correct in all instances.

A. Hoogendijk Jzn cv  
Doggerstraat 1  
3134 KD Vlaardingen  
Tel:(10) 4342711  
Fax:(10) 4342143  
Product: frozen herring and fillets

Alvis bv  
Ansjoisweg 24  
3751 BL Spakenburg  
Tel:(3499) 86828  
Fax:(3499) 81423  
Product: live/frozen eel

Catz International bv  
Blaak 22  
3011 TA Rotterdam  
Tel:(10) 4113440  
Fax:(10) 4045406  
Product: canned fish

Cheung Kong B.V.  
Wagenstraat 94a-100  
2512 AZ Den Haag  
Tel:(70) 3609052  
Fax:(70) 3459127  
Product: live lobster

Culimer bv  
Albert Plesmanweg 53  
3088 GB Rotterdam  
Tel:(10) 4282255  
Fax:(10) 4281030  
Product: frozen lobster, frozen crab,  
shrimp

De Meulemeester bv  
P.O. Box 24  
4400 AA Yerseke  
Tel:(1131) 1552/1440  
Fax:(1131) 1673  
Product: live lobster

Delta Fish bv  
Treilerweg 80  
2583 DD The Hague  
Tel:(70) 3502121  
Fax:(70) 3506910  
Product: frozen salmon, frozen  
crabmeat

Dutch-Canadian Foodline  
Dorpsstraat 5  
6999 AA Hummelo  
Tel:(8348) 1351  
Fax:(8348) 1351  
Product: live lobster

Eric Parlevliet Seafood cv  
Nachtegaallaan 39  
2224 JC Katwijk  
Tel:(1718) 13539  
Fax:(1718) 76416  
Product: frozen crab, frozen lobster

Fa. A. Pronk  
(Holland Vis)  
65 Vissershavenweg  
2583 BL The Hague  
Tel:(70) 3512258  
Fax:(70) 3521416  
Product: live lobster

Fa. Gebr. Hansen  
Havenweg 17  
P.O. Box 100  
1600 AL Enkhuizen  
Tel:(2280) 12626/12295  
Fax:(2280) 13644  
Product: live/frozen eel

Fa. Goldfish  
P.O. Box 71  
1130 AB Volendam  
Tel:(2993) 63984  
Fax:(2993) 67232  
Product: shrimp