

## IMPORTERS/DISTRIBUTORS/USERS

Exporting to the United Kingdom is not simple, and often demands that you visit the United Kingdom, learn about the market, and meet with potential importers, end-users, distributors, agents, and government trade officials. Exporters should develop a network of contacts on the United Kingdom side and establish close working relationships with several key individuals. In light of constantly evolving circumstances, the following list of importers, distributors and users cannot be timeless or exhaustive, Canadian fish and seafood exporters are advised to check all relevant details with their commercial contacts and to adhere strictly to the specifications set by United Kingdom importers and authorities.

**Aberdeen Prime Fish**  
73 Netherlands Road  
Oakleigh Park  
Barnet, Herts. EN5 1BS  
Contact: Mr. T.A. Tobey  
Tel:(081) 446-4148  
Product: live lobster

**Alastair Watson & Co. Limited**  
Units 9/10,  
Rich Industrial Estate  
Crimscott Street, London SE1 5TE  
Contact: Mr. A.I. Watson  
Tel:(071) 232-0032  
Fax:(071) 231-5180  
Product: frozen salmon

**Allan & Dey**  
Raik Road  
Aberdeen, Scotland. AB9 2AG  
Tel:(0224) 581-000  
Fax:(0224) 582-617  
Product: herring, herring products

**Anchor Seafoods Limited**  
Devonshire House  
Handcross, West Sussex RH17 6BJ  
Contact: Mr. E. Young  
Tel:(0444) 400-363  
Fax:(0444) 400-949  
Product: frozen salmon, frozen  
lobster, shrimp, scallops

**Aqua Scot Marketing**  
Alness, Highland  
Scotland IV17 0XS  
Contact: Mr. Palmer  
Tel:(0349) 884-424  
Fax:(0349) 882-176  
Product: frozen salmon

**Arctic Seafare Limited**  
Murray Street, Fish Docks,  
Grimsby, Sth. Humberside DN31 3RD  
Contact: Mark Barford  
Tel:(0472) 344-812  
Fax:(0472) 351-745  
Product: dogfish, frozen cod

**Asda Stores Limited**  
Asda House, Southbank  
Great Wilson Street  
Leeds LS11 5AD  
Contact: Trevor Boydell  
Tel:(0532) 435-435  
Fax:(0532) 418-666  
Product: canned salmon

**Auscot Limited**  
North House, Northgrove Road  
Hawkhurst, Kent TN18 4AP  
Contact: Mr. W.G. Greig  
Tel:(0580) 753-802  
Fax:(0580) 752-770  
Product: frozen salmon

**Bahia Seafoods Limited**  
10 Swan Units  
Sowton Industrial Estate  
Exeter EX2 7LL  
Contact: Mr. R.F. O'Kelly  
Tel/Fax:(0392) 444-391  
Product: live lobster

**Bards Smoked Salmon Limited**  
2 Salamans Way, Ferry Lane  
Rainham, Essex RM13 9UL  
Contact: Mr. J. Bard  
Tel:(07085) 22533  
Fax:(07085) 20735  
Product: frozen salmon

**Barneys of Aldgate**  
55A Chamber Street  
London E1 8BL  
Contact: Mark Button  
Tel:(071) 481-2177  
Product: eel buyer & processor

**Birds Eye Walls Limited**  
Station Avenue  
Walton-on-Thames, Surrey. KT12 1NT  
Contact: Mr. G. Zurlutter  
Tel:(0932) 228-888  
Fax:(0932) 254-406  
Product: frozen lobster, shrimp,  
frozen cod

**Bluecrest Foods Limited**  
Bluecrest House  
Fish Dock Road  
Grimsby, Sth. Humberside DN13 9TN  
Contact: Andrew Beeken  
Tel:(0472) 345-156  
Fax:(0472) 251-867  
Product: frozen salmon, frozen cod

**Britfish Limited**  
Brighton Street, Hull  
North Humberside HU3 4UW  
Contact: Tony Wilson  
Tel:(0482) 224-458  
Fax:(0482) 29170  
Product: frozen salmon, frozen cod

**Buckingham & Lloyd's Limited**  
9 Old Brompton Road  
London. SW7 3LD  
Contact: Mr. Micky Jacobs  
Tel:(071) 581-5375  
Fax:(071) 584-1033  
Product: scallops, roe