

CHICAGO

SUPPLY AND CONSUMPTION

The Chicago market represents a per capita seafood consumption of 16.6 pounds of fresh fish per year, compared to 15.9 pounds nationally. Chicago's market area provides excellent opportunities for Canadian salmon producers. The major concerns for Canadian exporters should be competitive pricing and exports from Norway and the United Kingdom who export their product directly to the Chicago market.

POST PROPOSALS

Commercial Officers at the Consulate General consistently indicate good opportunities exist for Canadian seafood exporters in the Chicago market area, even though the Canadian industry has not mounted a cohesive and coordinated promotional initiative in the market. Canadian salmon exporters must increase representation in the market through aggressive marketing efforts and promotional activities. The post has identified fresh/chilled Atlantic salmon as having specific opportunities. Listed below are importers in the Chicago area and the specific products they are interested in purchasing.

CHICAGO FISH HOUSE

1250 West Division
Chicago, Illinois 60622
Contact: Mike Sullivan, Fresh Buyer
Tel:(312) 227-7000

DICK LUKIN INCORPORATED

540 Frontage Road
Northfield, Illinois 60093
Contact: Dick Lukin, President
Tel:(708) 441-8885

GOLDEN OCEAN SEAFOOD INC.

2701 South Wells
Chicago, Illinois 60616
Contact: Van Giragosian
Tel:(312) 791-0202
Products: frozen salmon only

ROYAL ENTERPRISES INC.

2222 West Lake Street
Chicago, Illinois 60612
Tel:(312) 226-5944

L. ISAACSON & STEIN FISH CO., INC.

800 West Fulton Market
Chicago, Illinois 60607
Contact: Sherwin Willner/Neil Rabin
Tel:(312) 421-2444
Products: farmed Atlantic only

OCEAN FOODS COMPANY

2120 South Canal Street
Chicago, Illinois 60616
Contact: Robert T. Fagan, Vice Pres.
Tel:(312) 225-5213
Products: wild and farmed

PICK FISHERIES INCORPORATED

702 West Fulton Street
Chicago, Illinois 60606
Contact: Manuel Rodrigo, Buyer
Tel:(312) 226-4700
Products: wild and farmed