

BRITISH COLUMBIA

H. CLEVELAND & CO. LTD.

150 - 6400 Roberts Street
Burnaby, BC
V5G 4C9
Contact: Jun Ishikawa, General Manager
Telephone: 604-298-4419
Fax: 604-298-3542
Products: Frozen Salmon
Annual Sales Range: 5 - 6M
Percent of Sales Exported: 10%
Number of Employees: 4
Type of Business: Trader, Importer
Production Period: All season
Brands: Hub City Fisheries, MGI Packers

HARBOUR MARINE PRODUCTS LTD.

Box 1471
Port Hardy, BC
V0N 2K0
Contact: Jason Ogilvie
Telephone: 604-940-4458
Fax: 604-940-4459
Products: Prawns, Sea Urchin, Tuna, Salmon
Annual Sales Range: 3M+
Percentage of Sales Exported: 75%
Number of Employees: 4
Type of Business: Exporter
Production Period: Year round
Countries of Interest: Japan, Asia

HARBOUR PACKING CO. LTD.

Box 82
Coal Harbour, BC
V0N 1K0
Contact: R. Bailey
Telephone: 250-949-9991
Fax: 250-949-7770
E-mail: planeth@north.island.net
Products: Salmon, B.C. Spot Prawn, Urchin, Longline Cod, Tuna, Roe Halibut, Octopus
Annual Sales Range: 4 - 6M
Percentage of Sales Exported: 95%
Number of Employees: 4 - 7
Type of Business: Processor, Wholesaler, Seafood Exporter and Importer
Production Period: Year round
Countries of Interest: Asia, United States

HARDY BUOYS SMOKED FISH INC.

P.O. Box 401
Port Hardy, BC
V0N 2P0
Contact: Bruce Dirom, President
John Dirom, Vice President
Telephone: 604-949-8781
Products: Salmon — Frozen, smoked
Annual Sales Range: Less than 0.5M
Number of Employees: 5
Type of Business: Processor, Wholesaler/Distributor

HERITAGE SALMON CO. INC.

P.O. Box 3235
Vancouver, BC
V6B 3X8
Contact: Ken Hirtle, V.P. & G.M.
Telephone: 506-648-1500
Contact: Bert Bachmann, V.P.
Telephone: 604-277-3093
Fax: 604-275-8614
Sales Offices/Agents: In Canada: Vancouver, Toronto, New Brunswick
In U.S.A.: Boston, New Jersey, Los Angeles, Miami
Products: Salmon (farmed, wild) — Fresh, dressed, fillets, steaks, portions; Trout
Annual Sales Range: 60M+
Percentage of Sales Exported: 75%
Number of Employees: 100
Type of Business: Producer, Processor
Production Period: Year round
Brands: Heritage
Countries of Interest: United States, Japan, Taiwan, Korea, China, Hong Kong, Mexico, Brazil, Argentina, Venezuela

HI-TO FISHERIES LTD.

1575 Vernon Drive
Vancouver, BC
V6A 3P8
Contact: Masao Takenaka, Director-Sales
Lawrence Chan, Vice President
Telephone: 604-253-5111
Fax: 604-251-6526
Products: Sea Urchin — Fresh, frozen, live, whole-in-shell, roe; Geoduck Clams — Frozen, live, whole-in-shell; Salmon — Frozen, salted/dried, roe, dressed, troll-caught; Herring roe — Salted

Annual Sales Range: 10 - 50M
Percentage of Sales Exported: 93%
Number of Employees: 100 - 150
Type of Business: Processor, Exporter, Importer
Production Period: Year round
Brands: Hi-To, Seafood Express
Countries of Interest: Asia Pacific, United States, Europe

HOSHO CANADA INC.

3A - 8765 Ash Street
Vancouver, BC
V6P 6T3
Contact: T. Iino, Export Manager
Telephone: 604-324-2718
Fax: 604-324-2168
Products: Salmon — Fresh, frozen, canned, smoked, salted/dried, troll-caught, roe; Halibut — Fresh, frozen; Herring — Roe; Imitation Crab; Kamaboko
Annual Sales Range: 10 - 50M
Percentage of Sales Exported: 85%
Number of Employees: 8
Type of Business: Trader, Exporter, Importer, Processor
Production Period: Year round
Brands: Mariners Pride, H.C.I., Hosho Canada, Canadian Pride, Crystal Seas

ICICLE SEAFOODS (B.C.) INC.

6001 60th Avenue
Delta, BC
V4K 4E2
Contact: Mark Sandvik, Vice President Sales
Telephone: 604-946-5160
Fax: 604-946-5157
Products: Pacific Salmon — Fresh, frozen, canned, troll-caught; Sablefish (Black Cod) — frozen; Pacific Halibut — Fresh, frozen; Pacific Crab — frozen, whole-in-shell; Pacific Cod
Annual Sales Range: 50M +
Percentage of Sales Exported: 60%
Number of Employees: 200
Type of Business: Processor, Exporter
Production Period: Year round
Brands: Icicle
Countries of Interest: Worldwide