

individual or provincial entities in doing other promotional activities targeted to specific markets.

POST COMMENTS

Opportunities exist for the following lobster products. Live lobsters: direct shipment to distributors, retail chains or restaurant chains. (One medium sized distributor ships 8000 to 15000 lbs. per week in Atlanta). Frozen meat: 2# vacuum packed (very popular and some 5#, 10#, 20# cello. Cuisson Sous-Vide: this is a rapidly growing form of packaging. Smaller hotels are copying the larger ones that have started using Sous-Vide in both their main restaurants and in their room service kitchens. In addition, smaller restaurants that do not have highly trained chefs and cooks have started using these products. It is also starting to be sold over the counter to the discriminating public in specialty stores. Frozen parts: base for bisque, shredded meats for sandwiches and canapes. Frozen tail: the sizes (oz) most commonly used are 2/3's, 3/4's, and 4/5's, with heavy emphasis on the 3/4's.

Programs instituted by CALPA have played a significant role in overcoming the lack of a clear Canadian national image in the minds of institutional buyers. Programs could be targeted to the lobster buying public: 1) special bands and/or identification tags that clearly indicate Canadian origin; 2) establishment of a quality control mechanism which would identify the product as having passed the most stringent quality standards; 3) special promotions with retail chains or restaurant chains which identify the product as Canadian lobster; 4) establishment of a clearing house for information where a chef or a domestic cook could get menus and serving information. This could be in conjunction with an 1-800 number and/or address in magazines aimed at the professional cook and the interested amateur cook.

IMPORTERS/USERS

Bama Fish

3113 Main Street
East Point, Georgia
Contact: Doug Brinsmade

Collins Fish & Seafood Inc.

328 N.E. 70th Street
Miami, Florida 33138
Contact: Buddy Levine
Tel:(305) 751-3711

ComSource Inc.

P.O. Box 724945, 280 Interstate N. Pwy
Atlanta, Georgia 30339
Tel:(404) 952-0871
Fax:(404) 850-1305

F.A.B. Inc.

6400 Atlantic Boulevard
Norcross, Georgia 30071
Contact: Steve Jacobson
Tel:(404) 449-1333

General Mills Restaurants Inc.

6770 Lake Ellenor Drive
Orlando, Florida 32809
Contact: James Salmon
Tel:(407) 851-0370

Harry H. Bell & Sons Inc.

756-28th Street South
St. Petersburg, Florida 33712
Contact: Mr. Terry Riggs
Tel:(813) 327-3474

Lombardi's Seafood Inc.

7491 Brokerage Drive
Orlando, Florida 32809
Contact: Tony Lombardi
Tel:(407) 859-1015
Fax:(407) 240-2562

Offshore Seafood Inc.

5522 New Peachtree Road, Suite C-3
Atlanta, Georgia 30341
Contact: Karl Lindblad

Poseidon Enterprise Inc.

2224 Graham Drive
Charlotte, North Carolina 28273
Contact: Rich LaVecchia
Tel:(704) 588-8700
Fax:(704) 588-8706

Robert Orr/Sysco Food Services

P.O. Box 305138
Nashville, Tennessee 37230
Contact: Tony Moran

Sysco Food Services-Southeast Inc.

555 N.E. 185th Street
Miami, Florida 33179
Contact: Tom McGuire
Tel:(305) 651-5421
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