

BRITISH COLUMBIA

Answerback: *Long Beach*

Products: *Pacific Salmon — Fresh, frozen, canned, smoked, dressed, troll-caught; Bottomfish, Halibut — Fresh, frozen, dressed; Shellfish — Fresh, frozen, whole-in-shell; Herring Roe — Fresh, frozen; Black cod — Frozen, headed & gutted*

Annual Sales Range: *10 – 50M*

Percent of Sales Exported: *70%*

Number of Employees: *50*

Type of Business: *Processor, Aquaculture, Trader, Wholesaler/Distributor, Exporter*

Production Period: *Year round*

Brands: *Pafisco, Coastal*

LOX ROYALE PROCESSORS INC.

*2115 Commissioner Street
Vancouver, BC
V5L 1A6*

Contact: *Valerie Jones, Office Manager*

Telephone: *604-251-9844*

Fax: *604-251-9843*

Products: *Salmon (Sockeye, Spring, Chum) — Smoked*

Annual Sales Range: *0.5 – 2.5M*

Percent of Sales Exported: *5%*

Number of Employees: *10*

Type of Business: *Processor*

Production Period: *Year round*

LUXURY SMOKERS LTD.

*145 – 6660 Graybar Road
Richmond, BC
V6W 1H9*

Contact: *Toshiaki Harada, General Manager*

Telephone: *604-278-4409*

Fax: *604-278-4846*

Products: *Sockeye Salmon — Fresh, frozen, smoked, salted/dried, dressed*

Annual Sales Range: *0.5 – 2.5M*

Percent of Sales Exported: *95%*

Number of Employees: *8*

Type of Business: *Processor*

Production Period: *Year round*

LYNMAR SEAFOOD BROKERS LTD.

*3422 West 37th Avenue
Vancouver, BC
V6N 2V6*

Contact: *Peter Browne, Owner
Blake Tipton, Sales Manager*

Telephone: *604-261-7541*

Fax: *604-263-1004*

Products: *Salmon — troll-caught; Pacific Halibut, Albacore Tuna — Fresh, frozen; Spot Prawns — Frozen*

Annual Sales Range: *2.5 – 12M*

Percent of Sales Exported: *70%*

Number of Employees: *5*

Type of Business: *Processor, Marketer*

Production Period: *Salmon (June — September), Other (Year round)*

Brands: *Pacificwild, Lynmar*

Countries of Interest: *All*

MAC'S OYSTERS LTD.

*R.R. #1, Site 7, Comp 2
Fanny Bay, BC
V0R 1W0*

Contact: *Gordon McLellan, President*

Jim McLellan, Director

Telephone: *604-335-2129*

Fax: *604-335-2065*

Products: *Clams, Oysters — Fresh, frozen, live*

Annual Sales Range: *2.5 – 10M*

Percent of Sales Exported: *80%*

Number of Employees: *30*

Type of Business: *Processor*

Production Period: *Year round*

Brands: *Mac's Oysters*

MID-OCEAN FISHERIES LTD

*150 – 12831 Clarke Place
Richmond, BC
V6V 2H9*

Contact: *Joe Chang, Managing Director*

Ray Chang, Managing Director

Telephone: *604-270-7370*

Fax: *604-276-8371*

Products: *Prawns — Smoked; Sea Urchin — Live*

Annual Sales Range: *2.5 – 10M*

Percent of Sales Exported: *100%*

Number of Employees: *10*

Type of Business: *Exporter*

Production Period: *April – February*

Brands: *Mid-Ocean*

MILONI TRADING & MARKETING LTD

*205 – 2735 East Hastings Street
Vancouver, BC
V5K 1Z8*

Contact: *Branko F. Miloni, President*

Chuck Buholzer, General Manager

Telephone: *604-254-1510*

Fax: *604-254-1529*

Products: *Canned Sardines — In vegetable oil, in spring water; Mackerel, Tuna, Salmon — Canned*

Percent of Sales Exported: *35%*

Number of Employees: *4*

Type of Business: *Trader*

MITSUBISHI CANADA LTD.

*2800 – 200 Granville Street
Vancouver, BC
V6C 1G6*

Contact: *Gordon Nishi, Manager Foods Division*

Telephone: *604-654-8083*

Fax: *604-654-8222*

Products: *Salmon — Frozen, canned, roe; Herring — Roe*

Annual Sales Range: *50M+*

Percent of Sales Exported: *90%*

Number of Employees: *62*

Type of Business: *Exporter*

MITSUI & CO. (CANADA) LTD.

*3200 – 1055 Dunsmuir Street
P.O. Box 49046
Vancouver, BC
V7X 1E6*

Contact: *Yoji Matsubara, General Manager*

Deany Kavanagh, Trader

Telephone: *604-331-3100*

Fax: *604-331-3129*

Telex: *04-51200*

Sales Offices/Agents: *In Canada: Vancouver, BC; Calgary, AB; Toronto, ON; Montreal, QC*

Products: *Salmon — Frozen, canned; Salmon Roe — Frozen, fresh; Shellfish, Black Cod (Bottom Fish) — Frozen; Tuna, Mackerel — Canned*

Annual Sales Range: *2.5 – 10M*

Percent of Sales Exported: *75%*

Type of Business: *Importer, Export*

Production Period: *Year round*