

PRESENTLY PURCHASE:

Frozen Fish: Cod - Shatter Pack; Flounder - Shatter Pack; Salmon - Whole fish; Sole - IQF, Shatter Pack; Turbot - IQF, Shatter Pack

Frozen Shellfish: Sea Scallops - 5# Cello; Snow Crab Clusters - Bulk Containers; Snow Crab Cocktail Claws - Bulk Containers; Snow Crab Meat - Bulk Containers; Other Crab Products - Bulk Containers

PURCHASE FROM? Canada, U.S.

HAVE OWN PRIVATE LABEL? No

WILLING TO BUY PROCESSOR LABEL? Yes

BUY DIRECT? Yes

WAREHOUSE LOCATIONS? Placida, Florida; Venice, Florida; Ft. Myers, Florida

COMMENTS?

"Canada must have true product weight! If it says 5 pounds, it better be 5 pounds! Must be top quality!"

FRIENDLY ICE CREAM CORP.
CHAIN RESTAURANT OPERATOR
1855 Boston Road
Wilbraham, Massachusetts 01095

PHONE: 413-543-2400
CONTACT: Bob Dillan

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$): Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish: Cod - Blocks

Frozen Shellfish: None

PURCHASE FROM? Canada

HAVE OWN PRIVATE LABEL? Yes

WILLING TO BUY PROCESSOR LABEL? Yes

BUY DIRECT? Yes

WAREHOUSE LOCATIONS? Philadelphia

COMMENTS?

"Important: quality, service, price, good manufacturing practices."

FRIONOR NORWEGIAN FROZEN FISH, INC.
PROCESSOR
40 Herman Melville Road
P.O. Box A2087
New Bedford, Massachusetts 02741

PHONE: 617-997-0031
CONTACT: Charles McKee

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$): \$20 - \$50,000,000