

BRITISH COLUMBIA

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
Percent of Sales Exported: 93%
Number of Employees: 100 – 150
Type of Business: Processor, Exporter
Production Period: Year round

HOKKAI MARINE LTD.

7963 Webster Road
Delta, BC
V4G 1E4

Contact: Tom Sakurai, President
Telephone: 604-946-8144
Fax: 604-946-0866

Products: Herring — Roe; Salmon — Fresh, frozen, canned, smoked, salted/dried, roe; Albacore Tuna — Frozen

Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 95%
Number of Employees: 5 (full time), 30 (seasonal)
Type of Business: Processor, Exporter
Production Period: April – November
Countries of Interest: Japan, Vietnam

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
Percent of Sales Exported: 85%
Number of Employees: 8
Type of Business: Trader, Exporter, 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 (Blackcod) — frozen; Pacific Halibut — Fresh, frozen; Pacific Crab — frozen, whole-in-shell; Pacific Cod

Annual Sales Range: 50M +
Percent of Sales Exported: 60%
Number of Employees: 200
Type of Business: Processor, Exporter
Production Period: Year round
Brands: Icicle

IMPERIAL SALMON HOUSE LTD.

1632 Franklin Street
Vancouver, BC
V5L 1P4

Contact: Douglas Ray, President
Telephone: 604-251-1114
Fax: 604-251-3177

Products: Smoked Salmon — Fresh, frozen; Smoked fish products — Fresh, frozen

Annual Sales Range: Less than 0.5M
Percent of Sales Exported: 15%
Number of Employees: 4
Type of Business: Manufacturer, Wholesaler, Retailer
Production Period: Year round
Countries of Interest: Pacific Rim, Europe

INTERNATIONAL TRADE SERVICES CORPORATION

P.O. Box 10355
14th Floor, 609 Granville Street
Vancouver, BC
V7Y 1G5

Contact: J.R. Harmer, President
Telephone: 604-681-8165
Fax: 604-687-3589
Telex: 04-508586

Products: Salmon — Fresh, frozen, canned
Annual Sales Range: Less than 0.5M
Percent of Sales Exported: 25%
Number of Employees: 110
Type of Business: Trader

ISLAND SCALLOPS LTD.

5552 West Island Highway
Qualicum Beach, BC
V9K 2C8

Contact: Robert Saunders, President
Telephone: 604-757-9811
Fax: 604-757-8370

Products: Pacific Scallops, Prawns, Oysters, Clams — Fresh, live, whole-in-shell, shucked, frozen

Annual Sales Range: More than 1.0M
Percent of Sales Exported: 90%
Number of Employees: 20
Type of Business: Processor, Aquaculture, Exporter, Aquaculture Technology
Production Period: Year round
Brands: Island Scallops

ITOCHU CANADA LTD.

770 – 999 Canada Place
Vancouver, BC
V6C 3E1

Contact: Hiroshi Moroda, Manager
Telephone: 604-683-5764
Fax: 604-688-9293

Products: Herring Roe — Salted; Salmon — Frozen

Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 100%
Number of Employees: 20
Type of Business: Exporter

J.H. SHEERE AND ASSOCIATES LTD

3361 Viewmont Place
Port Moody, BC
V3H 2L6

Telephone: 604-469-6949
Fax: 604-469-6950

Products: Salmon — Frozen, smoked, portioned, specialty pack, gift pack

Annual Sales Range: 0.5 – 2.5M
Percent of Sales Exported: 40%
Number of Employees: 4
Type of Business: Exporter, Wholesaler/Distributor, Trader
Brand: Northleaf