

NEWFOUNDLAND AND LABRADOR

ERIC KING FISHERIES LTD.

P.O. Box 10
Burnt Islands, NF
A0M 1B0
Contact: Eric King, President
Telephone: 709-698-3421
Fax: 709-698-3025
Sales Offices/Agents: National Sea Products,
Lunenburg, NS
Products: Cod, Redfish, Pollock, Haddock, Hake
(all groundfish), Lobster — Fresh;
Lumpfish Roe
Annual Sales Range: 2.5 — 10M
Percentage of Sales Exported: 90%
Number of Employees: 400 (peak),
200 — 250 (off season)
Type of Business: Processor, Exporter,
Distributor
Production Period: April — December

FISHERY PRODUCTS INTERNATIONAL LTD.

P.O. Box 550
St. John's, NF
A1C 5L1
Contacts: Randy Bishop, Vice President
Sales & Marketing
Telephone: 709-570-0000
Fax: 709-570-0138
Internet: <http://www.fpil.com>
Sales Offices/Agents: In Europe: Cuxhaven,
Germany; Reading, England
In Canada: Montreal, QC; Toronto, ON;
Vancouver, BC; Calgary, AB
In USA: Danvers, MA; Seattle, WA
Products: Cod, Crab (Atlantic, Rock, Snow),
Flounder, Grey Sole, Haddock, Hake, Lumpfish
Roe, Ocean Perch, Pollock, Scallops, Shrimp, Sole,
Tilapia, Turbot
Annual Sales Range: 700M
Percentage of Sales Exported: 80%
Number of Employees: 2,500
Type of Business: Processor, Exporter, Importer
Production Period: Year round
Brands: FPI, Maripac, Mirabel, Catch
OTheDay

FOGO ISLAND CO-OP SOCIETY LTD.

P.O. Box 70
Seldom, NF
A0G 3Z0
Contact: Peter Kean, General Manager
Ken Budden, Sales Manager
Telephone: 709-627-3452
Fax: 709-627-3495
Products: Capelin, Crab (Snow), Herring,
Lumpfish Roe, Turbot
Annual Sales Range: 10 — 50M
Percentage of Sales Exported: 90%
Number of Employees: 500
Type of Business: Processor, Exporter
Production Period: May — November
Brands: Ocean Select, Ocean Elite

G.J. SHORTALL LTD.

P.O. Box 1382
St. John's, NF
A1C 5N5
Contact: Steve Shortall, President
Telephone: 709-747-0655
Fax: 709-747-2223
Products: Squid — Dried;
Capelin — Dried/Frozen
Annual Sales Range: 0.5 — 2.5M
Percentage of Sales Exported: 100%
Number of Employees: 20
Type of Business: Processor, Exporter, Trader
Production Period: September — December

GORMAN FISHERIES LTD.

P.O. Box 10, Harbour Main
Conception Bay, NF
A0A 2P0
Contact: Patrick Gorman, President
Anne M. Gorman, Secretary/Treasurer
Telephone: 709-229-6536
Fax: 709-229-6864
Products: Capelin — Frozen, fresh;
Squid — Frozen, fresh; Mackerel — Frozen,
fresh; Herring — Fresh, frozen; Lumpfish Roe —
Fresh; Tuna — Fresh; Lobster — Fresh
Annual Sales Range: Less than 0.5M
Percentage of Sales Exported: 100%
Number of Employees: 120 (peak),
8 (permanent)
Type of Business: Processor, Exporter
Production Period: May — November

H.B. DAWE LTD.

P.O. Box 100
Cupids, NF
A0A 2B0
Contact: Philip Hillyard, General Manager
Wallace Brown, Office Manager
Telephone: 709-528-4347
Fax: 709-528-3463
Products: Capelin, Cod, Flounder, Hake,
Herring, Mackerel, Monkfish, Pollock, Shark,
Shrimp, Skate Wings, Turbot
Annual Sales Range: 2.5 — 10M
Percentage of Sales Exported: 100%
Number of Employees: 400 (Peak)
Type of Business: Processor
Production Period: April — January

HAPPY ADVENTURE SEA PRODUCTS 1991 LTD.

P.O. Box 59
Eastport, NF
A0G 1Z0
Contact: Geoffrey Moss, President
Beulah Moss, Office Manager
Telephone: 709-677-2612
Fax: 709-677-2334
Products: Capelin — Frozen, salted/dried;
Herring — Frozen, salted hard cure; Mackerel
— Frozen; Squid — Frozen, dried
Annual Sales Range: 0.5 — 2.5M
Percentage of Sales Exported: 90%
Number of Employees: 70
Type of Business: Processor
Production Period: Year round
Brands: Happy Adventure Sea Products
Countries of Interest: Japan, China, Korea,
Taiwan, United States

HARBOUR GRACE FISHING COMPANY LTD.

P.O. Box 1986, Water Street
Harbour Grace, NF
A0A 2M0
Contact: Thomas Caines, Vice President
Telephone: 709-596-7186
Fax: 709-596-7189
Products: Cod — Fresh, frozen, salted/dried
Percentage of Sales Exported: 100%
Number of Employees: 250 (peak),
50 (off season)
Type of Business: Processor, Wholesaler
Production Period: Winter & Fall