

WASHINGTON FISH AND POULTRY CO.
WHOLESALE/DISTRIBUTOR
3131 University Avenue
San Diego, California 92104

PHONE: 619-282-7634
CONTACT: Dennis (Manager - would
not give last name.)

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

PRESENTLY PURCHASE:

Frozen Fish: None

Frozen Shellfish: Sea Scallops - 5# Cello; Snow Crab Clusters; Snow Crab Meat - Blocks; Other Crab Products - Blocks

PURCHASE FROM? Canada, U.S.

HAVE OWN PRIVATE LABEL? No

WILLING TO BUY PROCESSOR LABEL? Yes

BUY DIRECT? Make direct contact. May wish to buy through intermediary

WAREHOUSE LOCATIONS? San Diego

COMMENTS?

"Require top quality. When it comes to finished weight, if Canadian supplier tells me it's 5 pounds, I expect 5 pounds of fish."

WASHINGTON FISH EXCHANGE, INC.
WHOLESALE/DISTRIBUTOR
1300 Livingston Road
Manassas, Virginia 22110

PHONE: 703-631-6400
CONTACT: Scott Fechnay, Frozen
Fish Buyer

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

PRESENTLY PURCHASE:

Frozen Fish: Cod - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks; Flounder - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks; Haddock - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks; Ocean Perch - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks; Pollock - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks; Salmon - IQF; Trout - 5# Cello, IQF; Sole - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks; Turbot - IQF, 10# Layer Pack

Frozen Shellfish: Mussels - IQF; Sea Scallops - IQF, Blocks; Lobster Meat - Canned; Snow Crab Clusters - IQF; Snow Crab Cocktail Claws - IQF; Snow Crab Meat - 5# Cello, 10# Layer Pack - Blocks

PURCHASE FROM? World's largest purchaser from world sources. Buy from at least 30 countries.

HAVE OWN PRIVATE LABEL? Yes

WILLING TO BUY PROCESSOR LABEL? Yes

BUY DIRECT? Yes