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CANADIAN FISH AND SEAFOOD EXPORTERS SOURCING GUIDE



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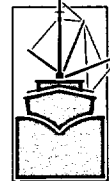
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for the

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ATLANTIC FISHERIES
ADJUSTMENT PROGRAM



PROGRAMME D'ADAPTATION DES
PÊCHES DE L'ATLANTIQUE

Information in this guide has been gathered through mailed questionnaires, direct contact and other sources of public information. External Affairs and International Trade Canada does not guarantee the accuracy of the information, nor the absence of errors or omissions and assumes no liability for the contents of this sourcing guide.

(Publié également en français)

CANADIAN FISH AND
SEAFOOD EXPORTERS
SOURCING GUIDE

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Min. des Affaires extérieures

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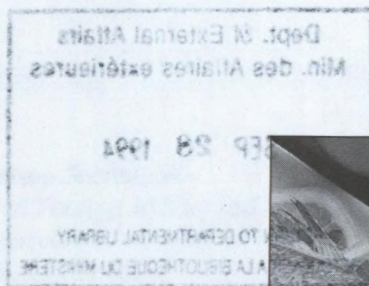
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THE CANADIAN FISHERY

INTRODUCTION

Canada is the world's second largest fish exporter. In 1991 Canadian production of fish products amounted to more than \$3 billion, of which more than 80 per cent (\$2.4 billion) was exported. Canada exports fish products to some 100 countries around the world. The United States is Canada's largest export market, followed by Japan and the European Community. These three destinations collectively account for approximately 90 per cent of total exports.

Canada's competitive strength in fish products reflects its access to one of the world's richest and most diversified resource bases despite temporary shortages of some species and industry's emphasis on high-quality, safe and nutritious products guaranteed by Canada's inspection system. The diversity of species and products available is related to the distinct features of Canada's Atlantic, Pacific, Freshwater and Aquaculture fisheries.

Industry, Science and Technology Canada works to develop a processing industry in Canada that is characterized by a diversity of internationally competitive processing plants that put particular emphasis on applied research and development, adaptation of new technologies and development of the highest product quality and customer service. The larger processing operations are technologically sophisticated, producing a wide range of products, including ready-to-serve consumer products developed for the export market. The smaller plants tend to process the landings of fishermen from the immediate area, and include freezing plants, canneries, roe processing and curing operations.

The Department of Fisheries and Oceans undertakes programs in support of Canada's economic, ecological and scientific interests in the oceans and inland waters and provides for the conservation, development and sustained economic utilization of Canada's fisheries resources.

External Affairs and International Trade Canada (EAITC) is the leading federal department responsible for Canada's international trade and export development. EAITC's trade responsibilities involve enhancing Canada's access to foreign markets through bilateral and multilateral trade negotiations and providing programs and services to support industry's export marketing activities as well as helping industry to obtain foreign investment and technology to improve its international competitiveness.

The provinces are also actively involved in assisting the fisheries industry.

The Atlantic Fishery

In 1991, landings in Atlantic Canada totalled 1.15 million tonnes, valued at \$1 billion. The most important species are lobster, cod, redfish, scallop, snow crab, shrimp and herring. Additional species landed include haddock, flounder, pollock, capelin and mackerel.

The Atlantic fishery offshore fleet numbers about 150 technologically advanced trawlers operating year round. Since these vessels fish for long periods, the high quality of landed fish is achieved by state of the art handling on board, including freezing at sea, immediate bleeding, gutting, icing and boxing. In addition, there are about 30,000 smaller vessels that conduct seasonal midwater and inshore fishing. The high quality of catch in this sector is ensured by daily landings. In addition, 'quality superior' techniques such as longline and jigging are used extensively.

The Pacific Fishery

In 1991, total landings in the Pacific fishery amounted to over 300,000 tonnes, valued at \$400 million. Salmon is the mainstay of the British Columbia fishing industry. Major export markets for canned salmon include the U.K., continental Europe, Australia and New Zealand. France, Japan, the U.S.A. and Sweden are major markets for frozen salmon products. Herring roe exports to Japan rank second in importance after salmon. Groundfish and shellfish, which dominate the east coast, are relatively minor components of the Pacific fishery.

The Freshwater Fishery

Canada's freshwater fisheries are concentrated around the Great Lakes and in Central and Northern Canada. In 1991, freshwater landings totalled some 50,000 tonnes with a total value of over \$84 million. A wide variety of prized freshwater species are processed, including whitefish, pickerel, northern pike and sauger. The United States is the major market for Canada's freshwater species, followed by Europe and Japan.

Aquaculture

Canada has a rapidly expanding aquaculture industry and the value of production reached \$250 million in 1991. The main species cultured in Canada continue to be salmon, rainbow trout, oysters and mussels. In the salmon sector, which comprises the largest component of the industry, Atlantic salmon are overtaking Pacific salmon as the principal species on both coasts. Production of farmed salmon currently amounts to over 29 thousand tonnes. Rainbow trout remains the dominant species

throughout central Canada, although Arctic char is attaining commercial status. The search is under way to successfully raise such species as black cod, halibut, and wolffish.

Quality standards and inspection

Canada's stringent fish inspection activities — which cover vessels, plants, unloading, holding and handling sites, and transportation equipment — ensure that only the country's finest products reach international markets.

The Canadian Government, through the Inspection Branch of the Department of Fisheries and Oceans, is responsible for administering the Fish Inspection Act and Regulations. It has responsibility for assuring that fish and fish products produced in Canada meet regulatory requirements, were produced under sanitary conditions, and are properly packaged and labelled. These responsibilities are currently met through the operation of a Fish Inspection Program carried out by a staff of over 500 inspectors located in all 10 provinces and the Northwest Territories.

There are 105 field inspection centres across the country supported by 23 strategically located laboratories. Laboratory staff regularly check to ensure that products for which grade standards have been established comply with all regulatory requirements and thereby enable the field inspection staff to certify Canadian fish products for the export market.

In 1992, a new, and highly innovative program was launched to assure compliance with these stringent regulatory requirements. Called the Quality Management Program (QMP), this new program is a joint industry/government initiative in which industry has accepted more responsibility for the monitoring of its own performance. The role of the government has been expanded to include an auditing function in addition to its ongoing inspection responsibilities.

The Quality Management Program is based on the principles of the Hazard Assessment Critical Control Point (HACCP) system, and this Canadian initiative represents the first time that HACCP principles have been incorporated into a regulatory framework.

Canadian fish and seafood products have been known for their high standards. The Canadian Government, and the fish and seafood industry, working together through the QMP, now provide even greater assurances that these high standards will continue to be met.

Certification Services

The export certification program promotes the international sale of Canadian fish products assuring exporters that their products will be acceptable to the importing country.

Over the past few years, a growing number of countries have enacted legislation that requires imported products to meet health, quality, identity, composition and labelling specifications. In order to facilitate the sales of Canadian fish products to these countries, the federal government will, following a request from an importer, examine particular lots of fish for export to determine if they meet the requirements of the importing country. If the product meets the necessary requirements, a certificate is issued.

Export Trade Services

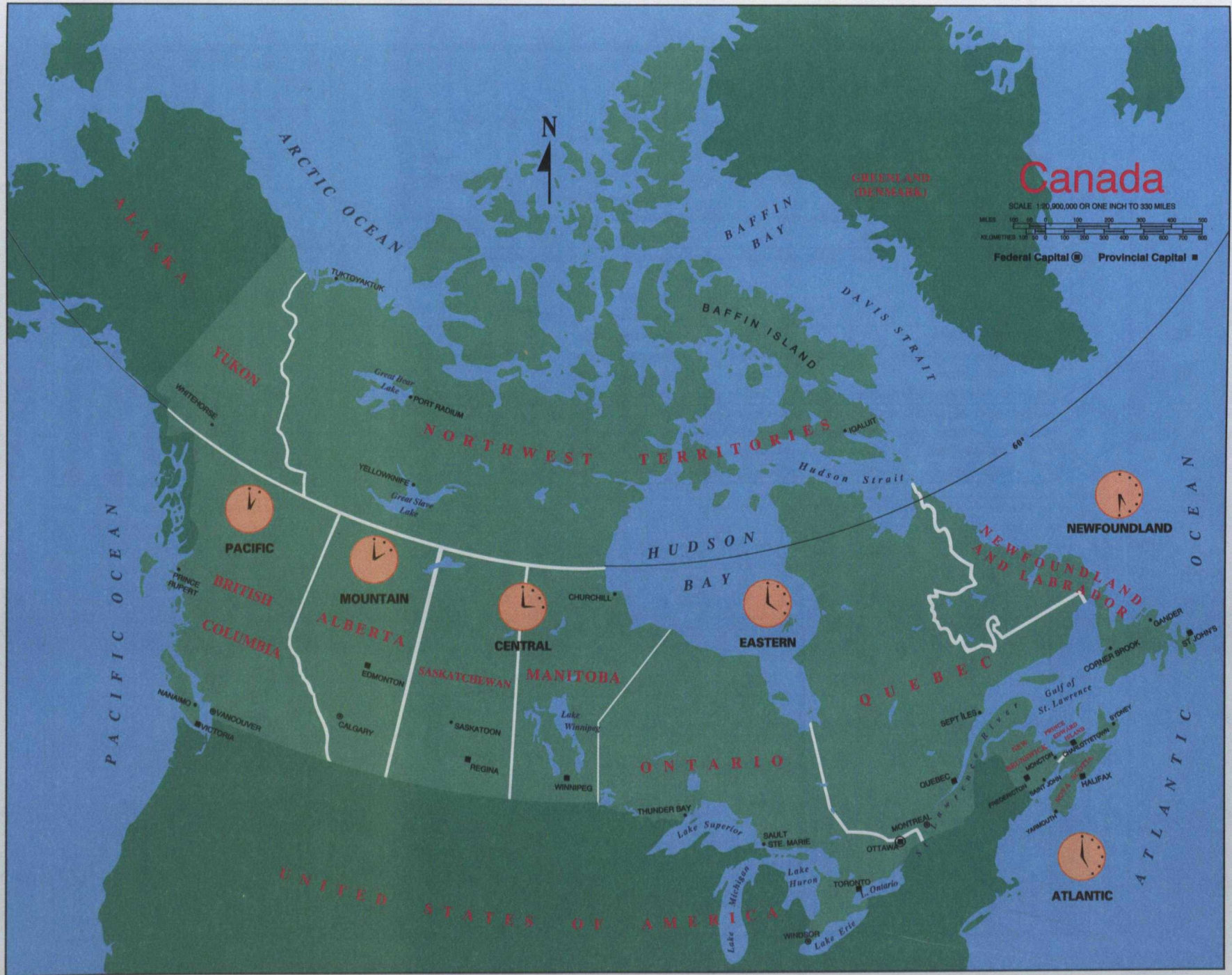
Canada maintains more than 100 trade missions abroad. The commercial section of the Canadian Embassy, High Commission or Consulate General is available to provide assistance to importers. All missions also have access to the World Information Network System (WIN) which contains detailed information on current and potential Canadian fish exporters. Importers should contact the commercial section directly. A list of contacts is contained in The Directory of Canadian Trade Commissioner Service.

Export trade services are also provided by the geographic and sector bureaux at External Affairs and International Trade Canada (EAITC) in Ottawa and by the International Trade Centres (ITC's) located in each province in Canada. The ITC's serve generally as the first point of contact for exporters.

The Sourcing Guide of Canadian Fish and Seafood Exporters has been prepared in consultation with the Department of Fisheries and Oceans (Commercial and Market Development Directorate) and Industry, Science and Technology Canada (Seafood and Marine Products Directorate). We gratefully acknowledge the use of the product availability charts — found in the centre of this guide — which were provided by the Canadian Association of Fish Exporters.

Information contained in this guide is also available on computer diskette 3.5" size which can be obtained from the Canadian Trade Offices or the Agri-Food, Fisheries and Resources Division of EAITC as can additional hard copies of the guide itself.

We welcome comments and suggestions as to how future editions of this guide might be improved.



Seafood from Canada

Atlantic

				PROCESSED/VALUE-ADDED PRODUCTS																							
				FRESH/LIVE		PRINCIPAL TREATMENTS						PRINCIPAL FORMS															
Common/Scientific Name	1992 Landings/ 1993 Quotas/ 1993 Estimates (in mt)	Alternatives**		Winter	Spring	Summer	Fall	Frozen	Salted	Smoked	Dried	Pickled	Canned	Jarred	Fully Prepared	Whole	Dressed/H&G	Split	Fillets	Blocks	Portions/Sicks	Steaks	Surimi	Roe	Meal/Scrapings/Pecys		
FINFISH																											
Capelin (Mallotus villosus)	30,400 (L)	9																									
Cod (Gadus morhua)	121,000 (Q)	1																									
Cusk (Brosme brosme)	4,800 (L)	1																									
Eel (Anguilla rostrata)	500 (E)	5																									
Flounders/Soles (Hippoglossoides platessoides, Paralichthys dentatus, Pseudopleuronectes americanus, Glyptocephalus cynoglossus, Limanda ferruginea)*	42,800 (Q)	1																									
Greenland Halibut (Reinhardtius hippoglossoides)	67,000 (Q)	7																									
Haddock (Melanogrammus aeglefinus)	16,000 (Q)	1																									
Hake (Merluccius bilinearis, Urophycis tenuis)*	77,475 (Q)	2																									
Halibut (Hippoglossus hippoglossus)	3,500 (Q)	7																									
Herring (Clupea harengus harengus)	203,700 (Q)	6																									
Mackerel (Scomber Scombrus)	105,000 (Q)	6																									
Pollock (Pollachius virens)	35,600 (Q)	1																									
Redfish/Ocean Perch (Sebastes spp.)	113,400 (Q)	5																									
Salmon (Atlantic, farmed) (Salmo salar)	10,000 (E)	9																									
Salmon (Atlantic, wild) (Salmo salar)	200 (L)	9																									
Smelt (American) (Osmerus mordax)	1,200 (E)	5																									
Tuna, Bluefin (Thunnus thynnus)	500 (Q)	9																									
SHELLFISH																											
Clam (Mya arenaria, Mercenaria mercenaria, Mactromeris polynyma)	10,775 (L)	9																									
Crab (Chionoecetes opilio, Cancer irroratus)*	35,000 (L)	1																									
Lobster (American) (Homarus americanus)	42,000 (E)	4																									
Mussels (Mytilus edulis)	5,000 (L)	3																									
Oysters (Crassostrea virginica)	1,500 (L)	3																									
Scallops (Placopecten magellanicus)	88,000 (L)	1																									
Shrimp (Pandalus borealis)	24,200 (L)	4																									

* Major species only
** Alternatives

Finding alternatives to species high in demand and low in supply is one of the challenges to seafood buyers these days. To make your job easier, the "alternatives" column gives you flavour and texture profiles as follows:

1. Delicate texture; Mild Flavour
2. Delicate texture; Moderate Flavour
3. Delicate texture; Full Flavour
4. Moderate texture; Mild Flavour
5. Moderate texture; Moderate Flavour
6. Moderate texture; Full Flavour
7. Firm texture; Mild Flavour
8. Firm texture; Moderate Flavour
9. Firm texture; Full Flavour

Fresh/Live seasons are broken down as follows:
Winter: December, January, February
Spring: March, April, May
Summer: June, July, August
Fall: September, October, November

- No Catch
- Available
- Peak season
- Treatments available
- Forms available

Alberta

BILLINGSGATE FISH COMPANY LIMITED

630 — 7th Avenue South East
Calgary, ALTA
T2G 0J7

CONTACT: Frank Fallwell, President

TELEPHONE: 403-264-8080

FAX: 403-266-6160

PRODUCTS: Whitefish — Fresh, frozen, smoked

ANNUAL SALES RANGE: 10–50M

NUMBER OF EMPLOYEES: 73

TYPE OF BUSINESS: Processor;
Wholesaler/Distributor

PRODUCTION PERIOD: Seasonal

BRANDS: Billingsgate; King of Fish

GENERAL MERCHANTS INTERNATIONAL INC.

M.P.O. Box 11871
Edmonton, ALTA
T6C 1J6

CONTACT: Richard N. Zukowski, President

TELEPHONE: 403-463-0904

FAX: 03-466-3024

PRODUCTS: Salmon — Frozen, canned,
smoked, portioned, speciality pack; Crab —
Frozen, canned; Lobster — Frozen

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 99%

NUMBER OF EMPLOYEES: 3

TYPE OF BUSINESS: Trader; Exporter

McKAY & ASSOCIATES

P.O. Box 364, Site 2, R.R. #7
Calgary, ALTA
T2P 2G7

CONTACT: Doug McKay, President

TELEPHONE: 403-273-5640

FAX: 403-273-5635

PRODUCTS: Salmon — Smoked

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 20%

NUMBER OF EMPLOYEES: 12

TYPE OF BUSINESS: Processor (Taylor
Fisheries, Victoria, BC)

PRODUCTION PERIOD: Year round

BRANDS: Taylor Fisheries Smoked Salmon

British Columbia

ALBION FISHERIES LTD.

1077 Great Northern Way
Vancouver, BC
V5T 1E1

CONTACT: Bruce McCartney, Executive
Director-Marketing
Ray Leitch

TELEPHONE: 604-875-9411

FAX: 604-875-0644

SALES OFFICES/AGENTS: In BC: Vancouver,
Victoria, Kelowna

PRODUCTS: Spot Prawns — Frozen, troll-
caught; Salmon — Fresh, frozen, dressed, troll-
caught; Halibut — Frozen, dressed; Clams —
Live, whole-in-shell; Sablefish — Frozen, dressed

ANNUAL SALES RANGE: 10–50M

PERCENT OF SALES EXPORTED: 5%

TYPE OF BUSINESS: Processor; Exporter;
Trader; Wholesaler/Distributor

PRODUCTION PERIOD: Seasonal

APPA SEAFOOD LTD.

P.O. Box 6
Sechelt, BC
V0N 3A0

CONTACT: Berndt Rindt, President

TELEPHONE: 604-885-2772

FAX: 604-885-5603

PRODUCTS: Salmon — Fresh, frozen, smoked

ANNUAL SALES RANGE: 0.5–2.5M

TYPE OF BUSINESS: Trader

PRODUCTION PERIOD: January–December

BRANDS: Appa Smoked Salmon; Pacific
Supreme

AQUATEC SEAFOODS LTD.

820 Shamrock Place
R.R. #1, Site 28, C.2
Comox, BC
V9N 5N1

CONTACT: Paul Vroom, President

TELEPHONE: 04-339-6412

FAX: 604-339-4951

PRODUCTS: Salmon — Smoked bacon;
Salmon — Fresh, frozen; troll-caught; Oysters
(sbucked) — Fresh, frozen, canned

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 40%

NUMBER OF EMPLOYEES: 24

TYPE OF BUSINESS: Processor; Engaged in
aquaculture; Exporter; Wholesaler/Distributor

PRODUCTION PERIOD: Year round

ARCTIC SEAFOOD PRODUCTS LTD.

3777 Keith Street
Burnaby, BC
V5J 3B9

CONTACT: John Hurmuses, President

TELEPHONE: 604-433-6020

FAX: 604-433-5453

PRODUCTS: Roe — Fresh, frozen; Salmon —
Fresh, frozen, dressed; Clams & Bivalves —
Fresh, live, roe, speciality pack, whole-in-shell

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 70%

NUMBER OF EMPLOYEES: 50

TYPE OF BUSINESS: Processor; Trader;
Wholesaler/Distributor; Exporter

PRODUCTION PERIOD: Year round

ASTRA INDUSTRIES INC.

329 Railway Street
Vancouver, BC
V6C 1A5

CONTACT: Carl MacRae

TELEPHONE: 604-669-3741

FAX: 604-669-9732

PRODUCTS: Salmon — Fresh, frozen, canned,
smoked, portioned, roe, dressed, speciality
pack, troll-caught; Cod, Sole — Fresh, frozen;
Herring — Roe

ANNUAL SALES RANGE: 50M+

PERCENT OF SALES EXPORTED: 40%

NUMBER OF EMPLOYEES: 40

TYPE OF BUSINESS: Processor;
Wholesaler/Distributor; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Astra

BAYNES SOUND OYSTER COMPANY LTD.

P.O. Box 159
Union Bay, BC
V0R 3B0

CONTACT: Joe Tarnowski, Owner

TELEPHONE: 604-335-2111

FAX: 604-335-0515

PRODUCTS: Clams, Oysters — Fresh

ANNUAL SALES RANGE: Less than 0.5M

PERCENT OF SALES EXPORTED: 50%

NUMBER OF EMPLOYEES: 10–12

TYPE OF BUSINESS: Processor; Engaged in
aquaculture; Exporter; Wholesaler/Distributor

PRODUCTION PERIOD:

Year round

BRANDS: Baynes Sound Oyster Co. Ltd.

BELLA COOLA FISHERIES LTD.

9829 River Road
Delta, BC
V4G 1B4

CONTACT: Tim Turyk, President

Nigel Cutler, Sales Manager

TELEPHONE: 604-583-3474

FAX: 604-583-4940

PRODUCTS: Pacific Salmon (wild) — Fresh,
frozen, canned, roe, dressed, gift pack; Pacific
Herring — Roe

ANNUAL SALES RANGE: 10–50M

PERCENT OF SALES EXPORTED: 75%

NUMBER OF EMPLOYEES: 200

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: Herring:

March–July; Salmon: July–November

BRANDS: Canned product — buyer's brand;
Gift pack — Pacific Natural; Frozen — Bella
Coola

BLUNDELL SEAFOODS LTD.

11351 River Road
Richmond, BC
V6X 1Z6

CONTACT: Benny Yiu

TELEPHONE: 604-270-3300

FAX: 604-270-6513

PRODUCTS: Salmon — Fresh, frozen, smoked,
dressed, troll-caught; Halibut, Bottomfish —
Fresh, frozen, dressed; Shellfish — Fresh,
frozen, live, whole-in-shell

ANNUAL SALES RANGE: 10–50M

PERCENT OF SALES EXPORTED: 50%

NUMBER OF EMPLOYEES: 35–60

TYPE OF BUSINESS: Processor;

Wholesaler/Distributor; Exporter

BRITISH COLUMBIA PACKERS LIMITED

P.O. Box 5000
Vancouver, BC
V6B 4A8

CONTACT: Ike Baart, V.P., Export Sales

TELEPHONE:

604-277-2212

FAX: 604-241-3461

PRODUCTS: Pacific Salmon — Fresh, frozen,
canned, roe; Tuna — Canned

ANNUAL SALES RANGE: 50M+

PERCENT OF SALES EXPORTED: 50%

NUMBER OF EMPLOYEES: 2,000

TYPE OF BUSINESS: Processor; Engaged in
aquaculture; Trader; Exporter

PRODUCTION PERIOD: July–September

BRANDS: Cloverleaf; Paramount; Rose Marie;
Universal

British Columbia

CALKINS & BURKE LTD.

800 — 1500 West Georgia Street
Vancouver, BC
V6G 2Z6

CONTACT: David Calkins, President
Carl MacRae, Export Sales Manager

TELEPHONE: 604-669-3741

FAX: 604-669-9732

TELEX: 04-508829

ANSWERBACK: KINCAL

PRODUCTS: Salmon — Fresh, frozen, canned, smoked, portioned, roe, dressed, speciality pack, troll-caught; Cod, Sole — Fresh, frozen; Herring — Roe

ANNUAL SALES RANGE: 50M+

PERCENT OF SALES EXPORTED: 40%

NUMBER OF EMPLOYEES: 40

TYPE OF BUSINESS: Processor;

Wholesaler/Distributor; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Astra

CANADA SEAFOOD INC.

160 — 3771 Jacombs Road
Richmond, BC
V6V 2L9

CONTACT: George W.Y. Mok, President

TELEPHONE: 604-273-6702

FAX: 604-273-6729

SALES AGENTS: In Southeast Asia: Taiwan; Hong Kong; Singapore; Malaysia

PRODUCTS: Salmon — Fresh, frozen, canned, smoked; Black Cod, Sole, Shark, Whitefish — Frozen; Crab, Lobster, Geoduck — Live;

Oyster — Fresh, frozen, live, whole-in-shell;

Capelin — Frozen, salted/dried

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 5

TYPE OF BUSINESS: Exporter

PRODUCTION PERIOD: Year round

BRANDS: C.T.C.; Clover Leaf; Topline; Silver Sea

CANADIAN FISHING COMPANY

Foot of Gore Avenue
Vancouver, BC
V6A 2Y7

CONTACT: G.W. Jasper, V.P. Marketing

P.M. Morgan, V.P. Finance

TELEPHONE: 604-681-0211

FAX: 604-681-3277

PRODUCTS: Salmon — Canned;

Herring — Roe

ANNUAL SALES RANGE: 50M+

PERCENT OF SALES EXPORTED: 75%

NUMBER OF EMPLOYEES: 60 (permanent);

600 (seasonal)

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: April–May;

July–September

BRANDS: Gold Seal

CANADIAN SELECT ENTERPRISES LTD.

#10 — 8291 Westminster Highway
Richmond, BC

V6X 1A7

CONTACT: John Krygsveid, President

TELEPHONE: 604-270-3877

FAX: 604-273-4146

PRODUCTS: Salmon (Pacific, Coho, Sox) — Canned, smoked, portioned, speciality pack, gift pack, troll-caught

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 2%

NUMBER OF EMPLOYEES: 3

TYPE OF BUSINESS: Wholesaler/Distributor

PRODUCTION PERIOD: Year round

BRANDS: Canadian Select

CANSALM MARKETING LIMITED

Sales Office: 206 — 1168 Hamilton Street
Vancouver, BC

V6B 2S2

CONTACT: Mike Heathfield, Manager

TELEPHONE: 604-683-6624

FAX: 604-683-3744

Plant: 4193 Middlepoint Road
Campbell River, BC

V9W 7N4

CONTACT: Daniel Haas, General Manager

Julia Marshall, Quality Control Manager

TELEPHONE: 604-287-2345

FAX: 604-286-0596

PRODUCTS: Chinook Salmon, King Salmon — Fresh, smoked, roe; Sockeye Salmon — Smoked; Salmon — Fillets

ANNUAL SALES RANGE: 2.5–10M

PERCENT OF SALES EXPORTED: 20–50%

NUMBER OF EMPLOYEES: 50

TYPE OF BUSINESS: Processor; Engaged in aquaculture; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Cansalm Brand

COAST ISLAND SEAFOODS LTD.

6000 Island Highway West

Qualicum Bay, BC

V0R 2T0

CONTACT: Doug Gray, President

Russell Bell, Vice President

TELEPHONE: 604-757-8533 or 757-9511

FAX: 604-757-8447

PRODUCTS: Oysters, Black Cod — Fresh, frozen, smoked; Clams (all species) — Fresh, frozen, smoked, minced for chowder; Salmon (all species) — Fresh, frozen, smoked, portioned, roe, dressed, gift pack, speciality pack, troll-caught; Halibut — Fresh, frozen, smoked, portioned, dressed; Cod (all Pacific Coast species) — Fresh, frozen, smoked, portioned, roe, head & gutted

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 60%

NUMBER OF EMPLOYEES: 4–10

TYPE OF BUSINESS: Processor;

Wholesaler/Distributor; Exporter

PRODUCTION PERIOD: 30–60 days

COASTWIDE FISHING LTD.

#209 — 3740 Chatham Street

Richmond, BC

V7E 2Z3

CONTACT: Dick Yamazaki, Director

Martin Matsutani, Manager

TELEPHONE: 604-272-1106

FAX: 604-272-0992

PRODUCTS: Salmon — Fresh, frozen, smoked, salted/dried, portioned, roe, dressed, caviar; Herring — Fresh, frozen, roe; Herring roe on kelp — salted/dried, gift pack; Black Cod — Frozen

ANNUAL SALES RANGE: 2.5–10M

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 7

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: March–December

BRANDS: Elite

DOLLAR FOOD MFG. INC.

1410 Odium Drive

Vancouver, BC

V5L 4X7

CONTACT: K. Chow, Director

K. Wong, President

TELEPHONE: 604-253-1422

FAX: 604-253-7221

PRODUCTS: Geoduck Clams — Salted/dried, speciality pack, gift pack; Sea Cucumber — Frozen, salted/dried; Groundfish — dressed; Salmon — Frozen, smoked, salted/dried, gift pack

ANNUAL SALES RANGE: 2.5–10M

PERCENT OF SALES EXPORTED: 75%

NUMBER OF EMPLOYEES: 25

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Dollar; Nutraseda

British Columbia

EFISHENT FISH COMPANY

5783 East Sooke Road
Sooke, BC
V0S 1N0

CONTACT: Bryan Mooney, Proprietor
Linda Mooney, Office Manager

TELEPHONE: 604-642-4007

FAX: 604-642-4007

PRODUCTS: Salmon — Canned, smoked, gift pack

ANNUAL SALES RANGE: Less than 0.5M

NUMBER OF EMPLOYEES: 3-4

TYPE OF BUSINESS: Processor, Exporter

PRODUCTION PERIOD: February-December

EMBASSY MARINE FOODS INC.

23 — 1551 Johnston Street
Vancouver, BC
V6H 3R9

CONTACT: Arne Christiansen, General Manager

David Ross, C.A., Vice President

TELEPHONE: 604-669-6001

FAX: 604-669-7279

PRODUCTS: All Salmon Species — Frozen, canned, smoked, salted/dried, portioned, roe, dressed, speciality pack, gift pack, troll-caught; Pacific Rock Cod, Grey Cod, Ling Cod —

Frozen, head & gutted; Shark Fins — Frozen, salted/dried; Fish Maw — Salted/dried

ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: 60%

NUMBER OF EMPLOYEES: 4

TYPE OF BUSINESS: Processor, Trader, Exporter

PRODUCTION PERIOD: Year round

BRANDS: Arctic Lite; Ambassador Brand; Embassy Brand

FANNY BAY OYSTERS LTD.

P.O. Box 209
Union Bay, BC
V0R 3B0

CONTACT: Glen Hadden, President

Alex Munro, Production Manager

TELEPHONE: 604-335-0125

FAX: 604-335-1211

PRODUCTS: Pacific Oysters — Fresh, shucked, live, whole-in-shell; Manila Clams — Fresh, whole-in-shell; Butter Clams — Fresh, frozen, shucked

ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: 60%-80%

NUMBER OF EMPLOYEES: 35

TYPE OF BUSINESS: Processor, Engaged in aquaculture; Exporter; Wholesaler/Distributor

PRODUCTION PERIOD: Year round

BRANDS: Fanny Bay Oysters; Fanny Bay Clams

FINN BAY SEAPRODUCTS LTD.

Finn Bay Road, P.O. Box 54
Lund, BC
V0N 2G0

CONTACT: Percy Redford, President
Adrian Redford

TELEPHONE: 604-483-4766

FAX: 604-483-9231

PRODUCTS: Herring — Roe-on-kelp; Prawns — Frozen

ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: greater than 50%

NUMBER OF EMPLOYEES: Varies

TYPE OF BUSINESS: Processor

FJORD PACIFIC MARINE INDUSTRIES

2400 Simpson Road
Richmond, BC
V6X 2P9

CONTACT: Don Pollard, General Manager

Ian Govan, Sales Manager

TELEPHONE: 604-270-3393

FAX: 604-270-3826

PRODUCTS: Tuna, Swordfish, Shark — Smoked; Salmon — Smoked, canned; Seafood (portion controlled) — frozen, portioned

ANNUAL SALES RANGE: 2.5-10M

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Fjord

FMI FOOD MARKETERS INTERNATIONAL LTD.

230 — 12251 #1 Road
Richmond, BC
V7E 1T7

CONTACT: Harry Guenther, President

Tracey Guenther, Sales Representative

TELEPHONE: 604-275-3664

FAX: 604-275-3624

PRODUCTS: Salmon — Fresh, frozen, canned, smoked, salted/dried, portioned, roe, dressed, troll-caught; Halibut — Fresh, frozen, portioned, dressed; Pacific Bottomfish — Fresh, frozen, portioned

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 80%

NUMBER OF EMPLOYEES: 4

TYPE OF BUSINESS: Trader; Exporter

BRANDS: Royal Navy

FRENCH CREEK SEAFOOD LTD.

1097 Lee Road
Parksville, BC
V9P 2E1

CONTACT: Gordon McLean, President
Brad McLean, Secretary

TELEPHONE: 604-248-7100

FAX: 604-248-7197

PRODUCTS: Halibut, Cobo Salmon — Fresh; Sockeye Salmon — Fresh, frozen, roe, troll-caught; Spring Salmon — Fresh, roe, troll-caught; Cbum Salmon — Fresh, roe

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 85%

NUMBER OF EMPLOYEES: 15

TYPE OF BUSINESS: Processor;

Wholesaler/Distributor; Exporter

PRODUCTION PERIOD: February-November

HARBOUR PACKING CO. LTD.

165 East Woodstock Avenue
Vancouver, BC
V5W 1M8

CONTACT: Alex Andrews, Manager

TELEPHONE: 604-325-6429

FAX: 604-325-9429

PRODUCTS: Salmon — Fresh, frozen, roe, troll-caught

ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 2-7

TYPE OF BUSINESS: Processor;

Wholesaler/Distributor; Exporter

PRODUCTION PERIOD: June-September

HECATE SEAFOODS LTD.

210 — 2250 Oak Bay Avenue
Victoria, BC
V8R 1G5

CONTACT: Rob Roberts, President

Barry Taylor, Sales Manager

TELEPHONE: 604-598-6565

FAX: 604-385-7776

PRODUCTS: Salmon, Black Cod — Smoked, canned; Atlantic Salmon (farmed), Chinook Salmon (farmed) — Fresh

ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: 75%

NUMBER OF EMPLOYEES: 3

TYPE OF BUSINESS: Trader; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Oak Bay

HERITAGE SALMON CO. INC.

P.O. Box 3235
Vancouver, BC
V6B 3X8

British Columbia

CONTACT: Bert Bachmann, V.P. & G.M.
Mark Mitchell, Marketing Manager
TELEPHONE: 604-277-3093

FAX: 604-275-8614

SALES OFFICES/AGENTS: In Canada:
Vancouver, Toronto, New Brunswick
In U.S.A.: Boston, New Jersey, Los Angeles

PRODUCTS: Salmon (farmed) — Fresh,
frozen, portioned, dressed; Salmon (wild) —
Fresh, frozen, portioned, dressed

ANNUAL SALES RANGE: 50M+

PERCENT OF SALES EXPORTED: 80%

NUMBER OF EMPLOYEES: 40

TYPE OF BUSINESS: Processor; Engaged in
aquaculture; Exporter; Trader;
Wholesaler/Distributor

PRODUCTION PERIOD: Year round

BRANDS: Heritage

HI-TO FISHERIES LTD.

1575 Vernon Drive

Vancouver, BC

V6A 3P8

CONTACT: Michael Warren, Marketing
Manager

Lawrence Chan, Vice President

TELEPHONE: 604-253-5111

FAX: 604-251-6526

TELEX: 04-51465

ANSWERBACK: HI-TO

PRODUCTS: Sea Urchin (roe) — Fresh, frozen,
live, whole-in-shell; 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

Matthew Cheng, Director

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: 7 (full time);

60 (seasonal)

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: April-November

HOSHO CANADA INC.

3A — 8765 Ash Street

Vancouver, BC

V6P 6T3

CONTACT: Harry F. Livingston, Executive V.P.

H. Enokida, President

TELEPHONE: 604-324-2718

FAX: 604-324-2168

PRODUCTS: Salmon — Fresh, frozen, canned,
smoked, salted/dried, troll-caught; Halibut —
Fresh, frozen; Herring — Roe

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 85%

NUMBER OF EMPLOYEES: 8

TYPE OF BUSINESS: Trader; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Mariners Pride; H.C.I.; Hosho Canada

IMPERIAL SALMON HOUSE LTD.

1632 Franklin Street

Vancouver, BC

V5L 1P4

CONTACT: Douglas Ray, President

Brenda Thorsen, Office Manager

TELEPHONE: 604-251-1114

FAX: 604-251-3177

PRODUCTS: Salmon — Fresh, frozen, smoked;
Fish Products — Fresh, frozen, smoked

ANNUAL SALES RANGE: Less than 0.5M

PERCENT OF SALES EXPORTED: 15%

NUMBER OF EMPLOYEES: 5

TYPE OF BUSINESS: Wholesaler/Distributor

PRODUCTION PERIOD: Year round

INTERNATIONAL TRADE SERVICES CORPORATION

9 — 1155 West Georgia Street

Vancouver, BC

V6E 3N7

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 — Fresh, live,
whole-in-shell, shucked

ANNUAL SALES RANGE: Less than 0.5M

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 8

TYPE OF BUSINESS: Processor; Engaged in
aquaculture; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Island Scallops

ITOCHU CANADA LTD.

770 — 999 Canada Place

Vancouver, BC

V6C 3E1

CONTACT: Hirosbi 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.S. McMILLAN FISHERIES LTD.

2199 Commissioner Street

Vancouver, BC

V5L 1A4

CONTACT: Michael Epstein, International
Sales Manager

TELEPHONE: 604-255-5191

FAX: 604-255-4600

TELEX: 04-51512

ANSWERBACK: FISHMC

PRODUCTS: Salmon — Fresh, frozen, canned,
smoked, salted/dried, portioned, roe, dressed,
speciality pack, troll-caught; Herring — Frozen,
salted/dried, roe; Ocean Perch — Fresh, frozen,
dressed; Pacific Cod — Fresh, frozen, smoked,
salted/dried, portioned, roe, head & gutted;
Rockfish -Fresh, frozen, portioned, speciality
pack; Halibut — Fresh, frozen, smoked, por-
tioned, dressed; Turbot (Arrowtooth Flounder)
— Frozen, dressed; Hake — Frozen; Skate
Wing -Fresh, frozen; Ling Cod — Fresh, frozen,
smoked, salted/dried, portioned, roe, head &
gutted; Petrale Sole, Dover Sole, Rock Sole,
English Sole — Fresh, frozen

ANNUAL SALES RANGE: 50M+

PERCENT OF SALES EXPORTED: 70%

NUMBER OF EMPLOYEES: 250

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: Year round

British Columbia

BRANDS: J.S. McMillan; ABC; Silver Sea; Fjord Pacific; Wrangell Fisheries

KANEMATSU (CANADA) INC.

Suite 1889 — 200 Granville Street
Vancouver, BC
V6C 1S4

CONTACT: M. Kawai, General Manager

Ken Li, Manager, Foodstuffs Dept.

TELEPHONE: 604-689-0011

FAX: 604-683-3639

PRODUCTS: Seafood — Frozen

ANNUAL SALES RANGE: 50M+

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 10

TYPE OF BUSINESS: Exporter

KAWAKI (CANADA) LTD.

6160 London Road
Richmond, BC

V7E 4J2

CONTACT: Hiroyuki Miyata, Manager

TELEPHONE: 604-277-7158

FAX: 604-277-1845

PRODUCTS: Herring Roe, Salmon Roe —
Salted; Salmon — Fresh, frozen, smoked

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 85%

NUMBER OF EMPLOYEES: 25

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

KAWASHO INTERNATIONAL CANADA LTD.

P.O. Box 49182, 3 Bentall Centre
Suite 1083 — 595 Burrard Street
Vancouver, BC

V7X 1K8

CONTACT: Satoshi Arai, President

TELEPHONE: 604-689-7389

FAX: 604-685-4195

PRODUCTS: Salmon — Frozen

ANNUAL SALES RANGE: 10–50M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 3

TYPE OF BUSINESS: Trader

KENTO SEAFOODS

12411 Vulcan Way
Richmond, BC

V6V 1J7

CONTACT: Ken Hayashi

Andrew Miu

TELEPHONE: 604-273-8777

FAX: 604-273-7887

PRODUCTS: Crab, Geoduck Clams, Prawns —

Fresh, frozen, live; Lobster — Live; Salmon —
Fresh, frozen

ANNUAL SALES RANGE: 2.5–10M

TYPE OF BUSINESS: Processor; Exporter;
Wholesaler/Distributor

KENWEST ENTERPRISES LTD.

1604 — 750 West Pender Street
Vancouver, BC

V6C 2T8

CONTACT: Ken Shinozaki, President

TELEPHONE: 604-688-4211

FAX: 604-684-3498

PRODUCTS: Sea Urchin (red & green) —

Fresh, frozen, live, roe; Salmon — Fresh,
frozen, roe, dressed; Crab — Fresh, live;

Geoduck Clams — Fresh, frozen

ANNUAL SALES RANGE: 10–50M

PERCENT OF SALES EXPORTED: 99%

NUMBER OF EMPLOYEES: 5

TYPE OF BUSINESS: Exporter; Trader

KLAUS SAUSAGE & SALMON HOUSE INC.

708 Island Highway, Box 568
Campbell River, BC

V9W 5T9

CONTACT: Klaus Koj, President

Marlies Koj, Manager

TELEPHONE: 604-287-2444

FAX: 604-287-4272

PRODUCTS: Cold Smoked Salmon

PERCENT OF SALES EXPORTED: 80%

NUMBER OF EMPLOYEES: 6

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

KNOTH SAUSAGE LTD.

R.R. #4, Fernwood 14

Ganges, BC

V0S 1E0

CONTACT: Thomas Knoth, Owner/Manager

TELEPHONE: 604-537-9760

FAX: 604-537-9760

PRODUCTS: Salmon — Frozen, smoked pâté,
frozen burgers

ANNUAL SALES RANGE: Less than 0.5M

NUMBER OF EMPLOYEES: 3

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: Year round

LIMBERIS SEAFOODS LTD.

R.R. #1, 5025 Malamas Road

Ladysmith, BC

V0R 2E0

CONTACT: Leo Limberis, Owner/Manager

TELEPHONE: 604-245-3021

FAX: 604-245-3603

PRODUCTS: Manila Clams, Geoduck Clams —
Fresh; Oysters (shucked) — Fresh, portioned

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 75%
(varies)

NUMBER OF EMPLOYEES: 5–20

TYPE OF BUSINESS: Processor; Engaged in
aquaculture; Exporter; Wholesaler/Distributor

PRODUCTION PERIOD: Year round

BRANDS: North Cove

LIONS GATE FISHERIES LTD.

4179 River Road

Delta, BC

V4K 1R9

CONTACT: Jack Waterfield, President

Jim Kloschinsky, Vice President

TELEPHONE: 604-946-1361

FAX: 604-946-0944

TELEX: 04-357628

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, head & gutted

ANNUAL SALES RANGE: 10–50M

PERCENT OF SALES EXPORTED: 70%

NUMBER OF EMPLOYEES: 50

TYPE OF BUSINESS: Processor; Engaged in
aquaculture; Trader; Wholesaler/Distributor;
Exporter

PRODUCTION PERIOD: Year round

BRANDS: Pafisco; Coastal

LOX ROYALE PROCESSORS INC.

2155 Commissioner Street

Vancouver, BC

V5L 1A6

CONTACT: Valerie Jones, Office Manager

TELEPHONE: 604-251-9844

FAX: 604-251-9845

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.

#110 — 8851 Beckwith Road

Richmond, BC

V6X 1V4

British Columbia

CONTACT: Tosbiaki 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.

(Managing company for PTA Seafood Marketing Inc.)
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 (wild) — Fresh, frozen, troll-caught; Salmon (farmed) — Fresh, frozen; Pacific Halibut — Fresh, frozen; Albacore Tuna — Frozen, troll-caught; Spot Prawns — Frozen
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 50%
NUMBER OF EMPLOYEES: 8
TYPE OF BUSINESS: Processor; Engaged in aquaculture; Trader; Exporter
PRODUCTION PERIOD: Wild salmon: June–September; Other: Year round
BRANDS: Pacificwild; Lynmar

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

MAN MING SEAFOODS LTD.

2— 11720 Voyageur Way
Richmond, BC
V6X 3G9
CONTACT: Thomas Lee, Manager
TELEPHONE: 604-270-0088

FAX: 604-270-8988
PRODUCTS: Geoduck Clams — Fresh, frozen, live; Sea Cucumber Meat — Frozen; Lobster — Frozen, live; Crab — Live; Oysters — Whole-in-shell
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 80%
NUMBER OF EMPLOYEES: 5
TYPE OF BUSINESS: Processor; Exporter; 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

MITSUMI & CO. (CANADA) LTD.

3200— 1055 Dunsmuir Street
P.O. Box 49046
Vancouver, BC
V7X 1E6
CONTACT: Chris Niktei, Trader
TELEPHONE: 604-668-3100
FAX: 604-668-3513
TELEX: 04-51200
SALES OFFICES/AGENTS: In Canada: Vancouver, BC; Calgary, ALTA; Toronto, ONT; Montreal, QUE
PRODUCTS: Salmon — Frozen, canned; Shellfish — Frozen
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: Varies
TYPE OF BUSINESS: Trader; Exporter
PRODUCTION PERIOD: Year round

MODERN TERMINAL LTD.

P.O. Box 23653, Airport Postal Outlet
Vancouver International Airport
Richmond, BC
V7B 1X8
CONTACT: Paul Lo, President
Eddie Chow, Vice President
TELEPHONE: 604-873-1666
FAX: 604-873-6339
PRODUCTS: Fish Meal; Salmon — Frozen; Sea Urchin — Roe
ANNUAL SALES RANGE: 2.5–10M

NUMBER OF EMPLOYEES: 8
TYPE OF BUSINESS: Trader; Exporter

MUREX AQUA FOODS INC.

#207— 20701 Highway 10
Langley, BC
V3A 5E8
CONTACT: William Crook, President
B. Tjebbes, Manager
TELEPHONE: 604-530-7217
FAX: 604-533-4053
SALES OFFICES/AGENTS: Aquaculture Supply
Chemin des Aulx 5
Ch-1228, Plan-les-Ouates
(Geneva) Switzerland
PRODUCTS: Brine Shrimp (Artemia) — Fresh, freeze dried
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 72%
NUMBER OF EMPLOYEES: 8 (permanent); 50 (seasonal)
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: Year round
BRANDS: Murex; Canada Gold

NIKKA TRADERS INC.

9192 Shaughnessy Street
Vancouver, BC
V6P 6R5
CONTACT: Adele Molesky, Office Manager
James Holden, Sales & Marketing Manager
TELEPHONE: 604-324-6556
FAX: 604-324-6552
SALES OFFICES/AGENTS: Tokyo, Japan
PRODUCTS: Salmon — Fresh, frozen, canned, smoked, salted/dried, roe, dressed, speciality pack, gift pack, troll-caught; Black Cod (Sablefish) — Frozen, smoked, gift pack
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 70%
NUMBER OF EMPLOYEES: 6
TYPE OF BUSINESS: Processor; Wholesaler/Distributor; Exporter
PRODUCTION PERIOD: Year round
BRANDS: Capilano Salmon; Cheena; Gourmet Canadiana

NOR AM AQUACULTURE INC.

1495 Baikie Road
P.O. Box 837
Campbell River, BC
V9W 6Y4
CONTACT: Odd Grydeland, Assistant General Manager
Jan Weise-Hansen, General Manager
TELEPHONE: 604-286-3133
FAX: 604-286-1946

British Columbia

SALES OFFICES/AGENTS: Scan Am Fish Farms
Anacortes, Washington
PHONE: 206-293-9448, **FAX:** 206-293-3889
PRODUCTS: Atlantic Salmon — Fresh, dressed
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 95–98%
NUMBER OF EMPLOYEES: 75
TYPE OF BUSINESS: Processor; Engaged in aquaculture; Exporter
PRODUCTION PERIOD: Year round

OCEAN DELIGHT SEAFOODS LTD.
450 Alexander Street
Vancouver, BC
V6A 1C5
CONTACT: Shig Hirai, President
Y. Matsumoto, Manager
TELEPHONE: 604-254-8251
FAX: 604-254-1699
PRODUCTS: Fish Cake — Fresh, frozen
ANNUAL SALES RANGE: 0.5–2.5M
NUMBER OF EMPLOYEES: 7
TYPE OF BUSINESS: Processor

OCEAN FISHERIES LIMITED
2215 Commissioner Street
Vancouver, BC
V5L 5B1
CONTACT: Bob Parker, V.P. Marketing,
Fresh & Frozen
David Johnstone, V.P. Marketing,
Canned Products
TELEPHONE: 604-254-5751
FAX: 604-254-3131
PRODUCTS: Pacific Salmon — Fresh, frozen,
canned, troll-caught; Herring Roe, Salmon
Roe — Fresh, frozen, salted; Groundfish,
Pacific Halibut — Fresh, frozen
ANNUAL SALES RANGE: 50M+
PERCENT OF SALES EXPORTED: 50%
NUMBER OF EMPLOYEES: 250
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: January–
mid-December

**OCEANFOOD SALES LTD. &
OCEANFOOD INDUSTRIES LTD.**
1909 East Hastings Street
Vancouver, BC
V5L 1T5
CONTACT: John A. Grabam, President
David R. Slade, Sales & Marketing Manager
TELEPHONE: 604-255-1414
FAX: 604-255-1787
SALES OFFICES: In Canada: Edmonton,
ALTA; Calgary, ALTA; Toronto, ONT

SALES AGENTS: Santo Foods Ltee,
Montreal, QUE
PRODUCTS: Salmon (wild & farmed) —
Frozen, smoked
ANNUAL SALES RANGE: 10–50M
PERCENT OF SALES EXPORTED: 5%
NUMBER OF EMPLOYEES: 15–50
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: Year round
BRANDS: Nanuk

**OSPREY INTERNATIONAL
SEAFOODS INC.**
#3 — 143 River Side Drive
North Vancouver, BC
V7H 1T6
CONTACT: Norm Dove
Nan Dove
TELEPHONE: 604-929-3451
FAX: 604-929-8900
PRODUCTS: Prawns — Frozen
ANNUAL SALES RANGE: Less than 0.5M
PERCENT OF SALES EXPORTED: 85%
NUMBER OF EMPLOYEES: 3
TYPE OF BUSINESS: Exporter;
Wholesaler/Distributor

PACIFIC CANADIAN FISHERIES
P.O. Box 39
Bella Bella, BC
V0T 1B0
CONTACT: William S. Gilbert, V.P. Productions
Cheryl Hanslien, Office Manager
TELEPHONE: 604-957-2414
FAX: 604-957-2655
PRODUCTS: Salmon — Fresh, frozen, roe,
dressed, troll-caught; Herring — Frozen, roe;
Halibut — Fresh, frozen, dressed, troll-caught
ANNUAL SALES RANGE: 2.5–10M
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: 8 months

PACIFIC COAST PROCESSORS
3600 Viking Way
Richmond, BC
V6V 1N6
CONTACT: Barry L. Tyrer, President
Jack Nicholson, Controller
TELEPHONE: 604-270-8011
FAX: 604-273-0192
TELEX: 04-357500
PRODUCTS: Groundfish (all cods) — Fresh,
frozen; Flatfish (soles) — Fresh, frozen; Black
Cod — Frozen; Hake, Pollock — Fresh, frozen,
surimi
ANNUAL SALES RANGE: 2.5–10M

PERCENT OF SALES EXPORTED: 75%
NUMBER OF EMPLOYEES: 100
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: Year round

PACIFIC NATIONAL GROUP LTD.
Suite 760 — 999 Canada Place
Vancouver, BC
V6C 3E1
CONTACT: Scott Despot, Sales Manager
Joseph Leong, Sales
TELEPHONE: 604-687-4291
FAX: 604-687-8094
PRODUCTS: Chinook (King) Salmon, Atlantic
Salmon — Fresh, portioned, dressed
ANNUAL SALES RANGE: 10–50M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 70
TYPE OF BUSINESS: Engaged in aquaculture
PRODUCTION PERIOD: October–July
BRANDS: Pacific National

**PACIFIC RIM SHELLFISH CORP.
(D.B.A. THE LOBSTER MAN)**
1807 Mast Tower Road
Vancouver, BC
V6H 3X7
CONTACT: Brian Yip, Partner
Bruce MacDonald, Partner
TELEPHONE: 604-687-4228
FAX: 604-687-5099
PRODUCTS: Geoduck Clams, Dungeness Crab,
Manila Clams, Oysters, Lobster — Live
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 35%
NUMBER OF EMPLOYEES: 27
TYPE OF BUSINESS: Wholesaler/Distributor;
Exporter
PRODUCTION PERIOD: Year round

PACIFIC SALMON INDUSTRIES INC.
8305 — 128th Street
Surrey, BC
V3W 4G1
CONTACT: Virginia Sato, President
Tab Goto, V.P. & General Manager
TELEPHONE: 604-591-3361
FAX: 604-591-2333
PRODUCTS: Salmon — Fresh, frozen, smoked,
portioned, dressed, speciality pack, gift pack,
troll-caught; Halibut — Fresh; Black Cod —
Fresh; Herring — Roe
ANNUAL SALES RANGE: 10–50M
PERCENT OF SALES EXPORTED: 70%
NUMBER OF EMPLOYEES: 160 (peak season);
60 (off season)

British Columbia

TYPE OF BUSINESS: Processor;
Wholesaler/Distributor; Exporter
PRODUCTION PERIOD: Year round

PACIFIC SEAFOODS INTERNATIONAL LTD.

10210 Bowerbank Road
Sidney, BC
V8L 3X4
CONTACT: Mick Farup, President
Todd Harman, Director — Marketing & Sales
TELEPHONE: 604-656-0901
FAX: 604-656-7615
PRODUCTS: Salmon — Frozen, smoked,
portioned, speciality pack, gift pack
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 25%
NUMBER OF EMPLOYEES: 20–25
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: Year round
BRANDS: Treasure Island; St. Laurent

PARADISE BAY SEAFARMS

P.O. Box 162
Heriot Bay, BC
V0P 1H0
CONTACT: Ron Gowan, General Manager
Mark Asman, Production Manager
Richard Finch, Production Manager
TELEPHONE: 604-285-2664
FAX: 604-285-2668
SALES AGENT: In USA: Aquastar, Seattle, WA
PRODUCTS: Salmon (Chinook) — Fresh, roe;
Atlantic Salmon — Fresh
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 100%
TYPE OF BUSINESS: Engaged in aquaculture
PRODUCTION PERIOD: Year round

PEXIM ENTERPRISES INC.

1055—555 Burrard Street
Vancouver, BC
V7X 1M8
CONTACT: Francis H. Chang, President
Jim Nicholas, Trader
TELEPHONE: 604-689-1691
FAX: 604-689-1695
TELEX: 04-51559
ANSWERBACK: PEXIM VCR
PRODUCTS: Salmon — Frozen, smoked
ANNUAL SALES RANGE: 10–50M
TYPE OF BUSINESS: Exporter

PRIME PACIFIC SEAFARMS LTD.

P.O. Box 98
6661 Sooke Road
Sooke, BC
V0S 1N0
CONTACT: Harry Hammer, Manager
Stuart Jensen, Processing Manager
TELEPHONE: 604-642-7411
FAX: 604-642-7410
PRODUCTS: Chinook Salmon — Dressed
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 77%
NUMBER OF EMPLOYEES: 24
TYPE OF BUSINESS: Engaged in aquaculture
PRODUCTION PERIOD: October–June

PRINCE RUPERT FISHERMEN'S CO-OPERATIVE ASSOCIATION

P.O. Box 520
Prince Rupert, BC
V8J 3R7
CONTACT: Carl McRae, Sales Person
Michel Benoit, Production Manager
TELEPHONE: 604-624-2146
FAX: 604-624-3886
SALES OFFICES/AGENTS: Calkins & Burke Ltd.
800—1500 West Georgia Street
Vancouver, BC
V6G 2Z6
PRODUCTS: Salmon — Fresh, frozen, canned,
roe, dressed, troll-caught; Herring — salted roe,
roe on kelp; Groundfish — Fresh, frozen;
Halibut, Black Cod — Fresh, frozen
ANNUAL SALES RANGE: 10–50M
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: Year round
BRANDS: Hy Wave; Challenger;
Challenger-Pacific

PTA SEAFOOD MARKETING

3422 West 37th Avenue
Vancouver, BC
V6N 2V6
CONTACT: Peter Browne, General Manager
Blake Tipton, Sales Manager
TELEPHONE: 604-261-7541
FAX: 604-263-1004
PRODUCTS: Salmon (wild) — Fresh, frozen,
roe, troll-caught; Halibut — Fresh, frozen;
Albacore Tuna — Frozen, troll-caught; Spot
Prawns — Fresh, frozen
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: Varies
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: Year round
BRANDS: Pacificwild

QUARTZ BAY SEA FARMS LTD.

#1 — 912 Island Highway
Campbell River, BC
V9W 2C3
CONTACT: Derek Sharpe, President
Barbara Sharpe, Secretary-Treasurer
TELEPHONE: 604-287-2020
PRODUCTS: Oysters — Fresh; Clams — Fresh
ANNUAL SALES RANGE: Less than 0.5M
PERCENT OF SALES EXPORTED: 10%
NUMBER OF EMPLOYEES: 2–3
TYPE OF BUSINESS: Processor; Engaged in
aquaculture
PRODUCTION PERIOD: Year round

REDONDA SEA FARMS LTD.

P.O. Box 89
Mansons Landing, BC
V0P 1K0
CONTACT: Norm Gibbons
TELEPHONE: 604-935-6516
FAX: 604-935-6721
PRODUCTS: Oysters — Fresh, frozen, live,
roe, whole-in-shell; Clams — Frozen, live,
whole-in-shell
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 65%
NUMBER OF EMPLOYEES: 41
TYPE OF BUSINESS: Engaged in aquaculture
PRODUCTION PERIOD: Year round
BRANDS: Royal Miyagi; BC Steamer;
BC Banquet Oyster

SALTSPRING AQUAFARM

C24 Bulman Road
R.R. #1, Fulford Harbour
Fulford, BC
V0S 1C0
CONTACT: Chris Hatfield, President
Kelly Bruce, V.P. & General Manager
TELEPHONE: 604-653-9315
FAX: Same as telephone
SALES OFFICES/AGENTS: Aquaseed
Corporation
1515 Dexter Avenue
Seattle, Washington
PRODUCTS: Salmon Eggs (Cobo, Chinook) —
Live; Salmon (Cobo, Chinook) — Fresh
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 100%
NUMBER OF EMPLOYEES: 7
TYPE OF BUSINESS: Engaged in aquaculture;
Exporter
BRANDS: Trigen; Saltspring

British Columbia

SAURIAN SEAFOODS INC.

1625 Lincoln Avenue
Port Coquitlam, BC
V3B 2J5

CONTACT: Jack Morris, President

TELEPHONE: 604-942-0415

FAX: 604-464-6936

PRODUCTS: Salmon — Frozen, smoked, salted/dried, roe, dressed, troll-caught; Herring. Roe — Salted; speciality pack; Halibut — Frozen, dressed

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 1

TYPE OF BUSINESS: Exporter; Trader

PRODUCTION PERIOD: March-October

SCANMAR SEAFOOD LTD.

#1550 — 555 West Hastings Street
Vancouver, BC
V6B 4N5

CONTACT: Fraser Rieche, Sales Manager

TELEPHONE: 604-683-3554

FAX: 604-685-6349

PRODUCTS: Salmon (farmed) — Fresh, dressed

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 200

TYPE OF BUSINESS: Engaged in aquaculture; Exporter

PRODUCTION PERIOD: Year round

SEA DRIFT FISH COMPANY LTD.

Site 6-1, C-11, R.R. #1
Nanaimo, BC
V9R 5K1

CONTACT: David Ernst, Owner

TELEPHONE: 604-754-5452

FAX: 604-754-5410

PRODUCTS: Groundfish — Fresh, portioned; Salmon — Fresh, frozen, troll-caught; Black Cod — Frozen, head & gutted; Halibut — Fresh

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 70%

NUMBER OF EMPLOYEES: 40

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: Year round

SEA WORLD FISHERIES LTD.

1708 Pandora Street
Vancouver, BC
V5L 1L9

CONTACT: Benny Wong, President

Philip Wong, Managing Director

TELEPHONE: 604-254-0525

FAX: 604-254-8899

PRODUCTS: Geoduck Clams — Frozen, live; Dungeness Crab — Live; Bottomfish — Fresh, frozen; Sea Cucumber — Frozen, salted/dried

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 30

TYPE OF BUSINESS: Processor; Exporter

SEAFOOD PRODUCTS COMPANY LTD.

2727 Commissioner Street
Vancouver, BC
V5K 1A2

CONTACT: George Wilson, Sales Manager

TELEPHONE: 604-255-3141

FAX: 604-255-3196

SALES OFFICES/AGENTS: Seafood Products Japan Co., Ltd., Tokyo, Japan

PRODUCTS: Salmon — Fresh, frozen, canned, salted/dried, roe, dressed, troll-caught; Halibut — Fresh, frozen; Herring — Frozen, roe, roe on kelp

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 250

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Salmon & Halibut: March-October; Herring: March-June

BRANDS: Chilfish; Vanguard.

SEALAND FOODS

2460 Viscount Way
Richmond, BC
V6V 1N1

CONTACT: Bob Kokryuo, Purchasing

Nigel Nakada, Sales

TELEPHONE: 604-220-2024

FAX: 604-270-2504

PRODUCTS: Salmon — Fresh, frozen, smoked, salted/dried, roe, dressed, gift pack; Herring Roe — Smoked, gift pack; Geoduck Clams — fresh, gift pack, whole-in-shell; Sea Urchin — Fresh; Oysters — Fresh

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 80%

NUMBER OF EMPLOYEES: 100

TYPE OF BUSINESS: Processor;

Wholesaler/Distributor; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Canadian Taste

SEAPRIME SEAFOOD LTD.

#910 — 475 West Georgia Street
Vancouver, BC
V6B 4M9

CONTACT: Denis Martell, President

Al Archibald, Vice President

TELEPHONE: 604-682-7351

FAX: 604-682-0326

PRODUCTS: Salmon — Fresh, frozen, portioned, dressed; Scallops — Fresh, frozen

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 15-50

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Seaprime

SEVEN SEAS FISH CO. LTD.

4857 Chisholm Street
Delta, BC
V4K 2K6

CONTACT: Jim Heras, Owner

John Heras, Owner

TELEPHONE: 604-946-1266

FAX: 604-946-4986

PRODUCTS: Sockeye Salmon — Fresh/frozen, smoked/frozen; Chum Salmon — Caviar/frozen; Groundfish/Bottomfish — Live

ANNUAL SALES RANGE: 2.5-10M

NUMBER OF EMPLOYEES: 50-150 (seasonal)

TYPE OF BUSINESS: Processor; Exporter; Cash Buyer; Wholesaler/Distributor

PRODUCTION PERIOD: Year round

BRANDS: Royal Crown

SHAFFER-HAGGART LTD.

1055 West Hastings Street, #2100
Vancouver, BC
V6E 4E2

CONTACT: William J. Brent, Vice President

Henry Montesano, Sales Manager

TELEPHONE: 604-669-5512

FAX: 604-669-9554

PRODUCTS: Salmon — Fresh, frozen, canned, smoked, roe, dressed, troll-caught; Roe — Fresh, frozen; Halibut — Frozen, dressed; Black Cod — Frozen

ANNUAL SALES RANGE: 50M+

PERCENT OF SALES EXPORTED: 80%

NUMBER OF EMPLOYEES: 28

TYPE OF BUSINESS: Exporter; Trader; Wholesaler/Distributor

BRANDS: Four Star; Admiral; Success

SHEARER SEAFOOD PRODUCTS

9300 Alaska Way
Delta, BC
V4C 4R6

CONTACT: Robert Shearer

Arne Christofferson

TELEPHONE: 604-588-2456

PRODUCTS: Salmon — Fresh, frozen, smoked, roe, troll-caught; Halibut — Fresh, frozen; Groundfish — Fresh



British Columbia

ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 10%
NUMBER OF EMPLOYEES: 2-5
TYPE OF BUSINESS: Processor;
Wholesaler/Retailer
PRODUCTION PERIOD: 8 months

SHERINGHAM FISHERIES LTD.

165 East Woodstock Avenue
Vancouver, BC
V5W 1M8
CONTACT: Alex Andrews, Manager
TELEPHONE: 604-325-6429
FAX: 604-325-9429
PRODUCTS: Salmon — Fresh, frozen, roe,
troll-caught, gillnet-caught; Herring — Roe
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 2 (permanent)
TYPE OF BUSINESS: Processor;
Wholesaler/Distributor; Exporter
PRODUCTION PERIOD: Salmon:
June-September; Herring Roe: March-April

SIR RICHARD SEAFOODS INC.

6001 — 60th Avenue
Delta, BC
V4K 4E2
CONTACT: Richard Beer, President/CEO
Terry Knight, V.P. Sales & Marketing
TELEPHONE: 604-946-1155
FAX: 604-946-3977
PRODUCTS: Salmon — Fresh, frozen, canned,
smoked, breaded/prepared, dressed, gift pack,
salmon jerky; Snapper, Sole, Perch, Other
Groundfish — Fresh, frozen, dressed;
Cod — Fresh, frozen, head & gutted
ANNUAL SALES RANGE: 10-50M
PERCENT OF SALES EXPORTED: 5%
NUMBER OF EMPLOYEES: 250
TYPE OF BUSINESS: Processor

STAMAR FISHING COMPANY

905 Centennial Road
Vancouver, BC
V6A 1A3
CONTACT: Mark Antonsen, General Manager
TELEPHONE: 604-255-2616
FAX: 604-255-2646
PRODUCTS: Salmon — Fresh, frozen, dressed,
troll-caught; Pollock — Fresh, frozen, dressed;
Cod — Fresh, frozen, head & gutted; Herring
— Frozen
ANNUAL SALES RANGE: 2.5-10M
TYPE OF BUSINESS: Processor; Exporter;
Trader

PRODUCTION PERIOD: January-November
BRANDS: Pacific Select

SUNDERLAND SALMON FARMS LTD.

P.O. Box 518
Campbell River, BC
V9W 5C1
CONTACT: Odd Grydeland, Assistant
General Manager
TELEPHONE: 604-286-3133
FAX: 604-286-1946
PRODUCTS: Salmon — Fresh
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 8
TYPE OF BUSINESS: Engaged in aquaculture
PRODUCTION PERIOD: Year round

SUNG FISH COMPANY LIMITED

1722 Franklin Street
Vancouver, BC
V5L 1P7
CONTACT: Sung Kim, General Manager
Tony Joe, Sales Manager
TELEPHONE: 604-254-4717/255-4718
FAX: 604-254-9232/255-4781
PRODUCTS: Geoduck Clams — Fresh, frozen,
gift pack, whole-in-shell; Sea Urchin — Fresh,
frozen, live, roe, whole-in-shell; Sea Cucumber
— Frozen, salted/dried; Salmon — Fresh,
frozen, canned, salted/dried, roe, dressed, gift
pack; Bottomfish — Fresh, frozen, live,
salted/dried, roe, dressed, speciality pack
ANNUAL SALES RANGE: 10-50M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 90-100
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: Year round
BRANDS: Sung Fish

SUNNY MARKETING INC.

4403 Rupert Street
Vancouver, BC
V5R 2J1
CONTACT: Terry Yoshibikawa, Sales Manager
Miki Hirai
TELEPHONE: 604-433-3311
FAX: 604-435-5617
PRODUCTS: Salmon — Fresh, frozen, live,
canned, smoked, salted/dried, roe, dressed,
speciality pack, gift pack, troll-caught; Pacific
Cod — Frozen, salted/dried, portioned, head &
gutted; King Crab — Frozen, speciality pack;
Opillio Crab — Frozen, speciality pack; Crab
Meats — Frozen, portioned, speciality pack
ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 99%
NUMBER OF EMPLOYEES: 5
TYPE OF BUSINESS: Trader; Exporter

TAPLOW — SHEERE

3 — 91 Golden Drive
Coquitlam, BC
V3K 6R2
CONTACT: Jay Sheere, Director
Mike Florian, Director
TELEPHONE: 604-944-6855
FAX: 604-944-6857
PRODUCTS: Fish & Fish Products — Live,
canned, smoked, salted/dried, portioned, roe,
dressed, speciality pack, gift pack, troll-caught,
whole-in-shell; Rainbow Trout (farmed) —
Fresh, frozen; Atlantic Salmon — Fresh, frozen
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 25-30%
NUMBER OF EMPLOYEES: 6-10
TYPE OF BUSINESS: Processor; Engaged in
aquaculture; Trader; Wholesaler/Distributor;
Exporter
PRODUCTION PERIOD: Year round
BRANDS: Firstmate; Taplow Feeds

TEN POINT ENTERPRISES LTD.

1680 East Kent Street
Vancouver, BC
V5P 2S7
CONTACT: Ken Takeda, President
TELEPHONE: 604-324-7455
FAX: 604-327-0227
PRODUCTS: Salmon (Coho, Pink, Sockeye,
Spring) — Frozen; Herring — Salted roe;
Bottomfish (Black Cod, Snapper, etc.) — Fresh
ANNUAL SALES RANGE: 10-50M
PERCENT OF SALES EXPORTED: 100%
NUMBER OF EMPLOYEES: 3
TYPE OF BUSINESS: Wholesaler/Distributor;
Exporter
PRODUCTION PERIOD: March-November

THREE "W" SAFARI ENTERPRISES INC.

233 — 948 Esquimalt Road
Victoria, BC
V9A 6V3
CONTACT: Michael C. Kilbride, President
TELEPHONE: 604-389-0520
FAX: 604-389-1585
SALES OFFICES/AGENTS: Casilla de Corroero
No. 1091, Corroero Central 5.000
Cordoba, Argentina
PRODUCTS: All species dependant on
availability — Fresh, smoked, frozen, canned,
dressed, gift pack, live, salted/dried,
breaded/prepared

British Columbia

ANNUAL SALES RANGE: Less than 0.5M
PERCENT OF SALES EXPORTED: 80%
NUMBER OF EMPLOYEES: 6
TYPE OF BUSINESS: Trader;
Wholesaler/Distributor

TRANS-PACIFIC FISH LTD.

#130 — 3600 Viking Way
Richmond, BC
V6V 1N6

CONTACT: Jock Bray, President
Dan Kimoto, Vice President

TELEPHONE: 604-270-8157

FAX: 604-273-5374

PRODUCTS: Pacific Salmon (wild) — Fresh, frozen, canned, smoked, salted/dried, roe, dressed, troll-caught; Snapper, Sole, Other Groundfish — Fresh, frozen, salted/dried, roe, dressed; Cod, Ling Cod — Fresh, frozen, salted/dried, roe, head & gutted; Fillets — Fresh, frozen; Black Cod — Frozen, head & gutted; Halibut — Fresh, frozen, dressed

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 85%

NUMBER OF EMPLOYEES: 5

TYPE OF BUSINESS: Processor; Trader;
Exporter

PRODUCTION PERIOD: Seasonal according
to species

BRANDS: Trans-Pacific; Pacific Rim

TRI-STAR SEAFOOD SUPPLY LTD.

11751 Voyageur Way
Richmond, BC
V6X 3J4

CONTACT: Claude Tchao, President

Francis Tchao, V.P. Sales & Procurement

TELEPHONE: 604-273-3324

FAX: 604-273-2785

PRODUCTS: Groundfish — Fresh, frozen, live, dressed, troll-caught; Dungeness Crab (Whole/Meat/Section) — Fresh, frozen, live; Spot Prawns — Fresh, frozen, live, whole-in-shell; Geoduck Clams — Frozen, live, smoked, salted/dried; Lobster (Whole/Meat) — Frozen, live

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: over 50%

NUMBER OF EMPLOYEES: over 40

TYPE OF BUSINESS: Processor; Exporter;
Trader; Wholesaler/Distributor

PRODUCTION PERIOD: Year round

BRANDS: Tri-Star

TRI-TANIK ENTERPRISES LTD.

19127 Sundale Close
Surrey, BC
V3S 7M6

CONTACT: E. Thome, President

TELEPHONE: 604-574-1032

FAX: 604-533-9482

PRODUCTS: All species depending on availability

ANNUAL SALES RANGE: Less than 0.5M

PERCENT OF SALES EXPORTED: 3%

NUMBER OF EMPLOYEES: 1-5

TYPE OF BUSINESS: Wholesaler/Distributor;
Exporter

UCLUELET SEAFOOD

PROCESSORS LTD.

1661 Cedar Road, P.O. Box 1089

Ucluelet, BC

VOR 3A0

CONTACT: Paul Bourke, President

TELEPHONE: 604-726-7768

FAX: 604-726-4226

PRODUCTS: Surimi — Frozen; Salmon —

Frozen; Herring — Salted roe; Halibut — Fresh;

Shrimp — Fresh, whole-in-shell, cooked & peeled

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 25-175

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: March-December

BRANDS: Ocean Fresh; U.S.P. Brand

UNIKING ENTERPRISES LTD. /

LIAN HUA (JV) ENTERPRISES LTD.

9275 Shaughnessy Street

Vancouver, BC

V6P 6R4

CONTACT: Francoise Tsang, Director

Gui Si Zwen, Director

TELEPHONE: 604-322-8869

FAX: 604-322-8868

PRODUCTS: Sea Cucumber Skin —

Salted/dried; Sea Cucumber Meat — Frozen

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 2%

NUMBER OF EMPLOYEES: 7

TYPE OF BUSINESS: Processor; Exporter;
Trader; Wholesaler/Distributor

UNIQUE SEAFOODS LTD.

1360 Stewart Avenue

Nanaimo, BC

V9S 4E1

CONTACT: Adam Coronica, General Manager

TELEPHONE: 604-755-1123

FAX: 604-753-2270

SALES OFFICES/AGENTS:

International C-Food Marketing

Ed Millerstrom, President

30 Miller Place

San Francisco, CA, 94108

PHONE: 415-956-4645, **FAX:** 415-781-8701

PRODUCTS: Clams, Oysters — Fresh

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 35

TYPE OF BUSINESS: Processor;

Wholesaler/Distributor

PRODUCTION PERIOD: Year round

UNIVERSAL MARINE CORP.

113 — Park Royal 100

West Vancouver, BC

V7T 1A2

CONTACT: Ted Czerwinski, Commercial

Manager

Jozef Malkowski, Manager

TELEPHONE: 604-922-1166

FAX: 604-926-0639

TELEX: 04-352772

ANSWERBACK: GLOBAL MAR VCR

PRODUCTS: Whitefish — Frozen; Salmon —

Frozen, roe; Processed Whitefish meal

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 6

TYPE OF BUSINESS: Exporter; Trader

VANSHIP SEAFOOD LTD.

4805 Strathcona Road

North Vancouver, BC

V7G 1G9

CONTACT: Asbjorn (Bert) Bartbolsen,

President

TELEPHONE: 604-253-5115

FAX: 604-253-2257

PRODUCTS: Salmon — Fresh, frozen, canned, smoked, salted/dried, portioned, roe, dressed, speciality pack, troll-caught; Pollock, Hake, Groundfish — Frozen, salted/dried, roe, dressed; Shellfish — Fresh, frozen, whole-in-shell

ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: 80%

NUMBER OF EMPLOYEES: 3-4

TYPE OF BUSINESS: Processor; Exporter;
Trader

PRODUCTION PERIOD: February-November

BRANDS: ABCOS Foods Ltd.

VECTOR INVESTMENTS LIMITED

3777 Keith Street

Burnaby, BC

V5J 3B9

CONTACT: John Hurmuses, Owner

Gail Hurmuses

TELEPHONE: 604-433-8534

FAX: 604-433-5453

British Columbia

PRODUCTS: Caviar — Fresh, frozen
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 80%
NUMBER OF EMPLOYEES: 4–50
TYPE OF BUSINESS: Processor; Trader;
Wholesaler
PRODUCTION PERIOD: Year round

WALCAN SEAFOOD LTD.

P.O. Box 146
Heriot Bay, BC
V0P 1H0
CONTACT: Norman W. Brown, V.P. Marketing
TELEPHONE: 604-285-3361
FAX: 604-285-3363
PRODUCTS: Salmon — Fresh, frozen, canned,
smoked, salted/dried, portioned, roe, dressed,
speciality pack, gift pack, troll-caught;
Herring — Frozen, roe, speciality pack
ANNUAL SALES RANGE: 10–50M
PERCENT OF SALES EXPORTED: 80%
NUMBER OF EMPLOYEES: 75
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: Year round
BRANDS: Walcan

WASHI ENTERPRISE LTD.

145 West 6th Avenue
Vancouver, BC
V5Y 1K3
CONTACT: Andrea Wargo, Administrative
Assistant
TELEPHONE: 604-875-0503
FAX: 604-875-1584
PRODUCTS: Salmon — Frozen, canned,
smoked, gift pack; Geoduck Clams — Frozen,
smoked, salted/dried
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 75%
NUMBER OF EMPLOYEES: 10
TYPE OF BUSINESS: Exporter;
Wholesaler/Distributor
BRANDS: Eagle

WEST COAST SALMON SMOKERS

6001 — 60th Avenue
Delta, BC
V4K 4E2
CONTACT: Richard Beer, President
Terry Knight, V.P. Sales & Marketing
TELEPHONE: 604-946-1155
FAX: 604-946-3977
PRODUCTS: Salmon — Frozen, smoked,
dressed
ANNUAL SALES RANGE: 10–50M
TYPE OF BUSINESS: Processor

WESTSHORE TRADING (1988) LTD.

604 — 601 West Broadway
Vancouver, BC
V5Z 4C2
CONTACT: Hiroyuki Nisbigori, President
TELEPHONE: 604-873-8484
FAX: 604-873-5912
PRODUCTS: Salmon (roe, caviar) — Frozen,
salted, speciality pack; Herring roe on kelp —
Frozen, salted, speciality pack; Herring
roe — Frozen, salted
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 90+%
NUMBER OF EMPLOYEES: 6
TYPE OF BUSINESS: Exporter; Trader
BRANDS: Westshore

WESTVIEW FISHERIES LTD.

6794 Wbarf Street
Powell River, BC
V8A 1T8
CONTACT: Okinori Shirako, President
Eddie Shirako, Production
TELEPHONE: 604-485-5991
FAX: 604-485-7417
PRODUCTS: Prawns — Frozen, whole-in-shell,
cooked, speciality pack; Salmon — Smoked
ANNUAL SALES RANGE: Less than 0.5M
PERCENT OF SALES EXPORTED: 95%
NUMBER OF EMPLOYEES: 3
TYPE OF BUSINESS: Processor; Exporter;
Trader
PRODUCTION PERIOD: April–December

WOOD BAY SALMON FARMS LTD.

P.O. Box 18, Buccaneer
R.R. #1
Halfmoon Bay, BC
V0N 1Y0
CONTACT: Roger Engeset, President
Kevin Oncrin, Manager
TELEPHONE: 604-883-9501
FAX: 604-883-9421
PRODUCTS: Atlantic Salmon — Fresh, breaded/
prepared, portioned, roe, dressed, speciality
pack; Atlantic eyed eggs — Live
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 100%
NUMBER OF EMPLOYEES: 50
TYPE OF BUSINESS: Processor; Engaged in
aquaculture
PRODUCTION PERIOD: Year round
BRANDS: Omega; Wood Bay; Saga Sea Farms

ZBT INTERNATIONAL CARGO COMPANY (Div. of Multi-Mate Industries Ltd.)

827 West Pender Street
Vancouver, BC
V6C 3G8
CONTACT: Martin N. Kruger, Executive
Director
TELEPHONE: 604-683-0100
FAX: 604-683-3667
PRODUCTS: Sockeye Salmon and other species
packed in metal containers
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 75%
NUMBER OF EMPLOYEES: 4
TYPE OF BUSINESS: Exporter; Trader
PRODUCTION PERIOD: Year round
BRANDS: "private" label only

Manitoba

AGPRO FISH FARMS

1051 Coulter Avenue
Winnipeg, MAN
R3E 0X9
CONTACT: Barbara Finnbogason, Marketing
Co-ordinator
TELEPHONE: 204-772-2575
FAX: 204-783-2579
PRODUCTS: Arctic Char — Fresh, frozen,
portioned, dressed
ANNUAL SALES RANGE: Less than 0.5M
PERCENT OF SALES EXPORTED: 5%
NUMBER OF EMPLOYEES: 7
TYPE OF BUSINESS: Engaged in aquaculture
PRODUCTION PERIOD: Year round

**AQUARIAN INDUSTRIES
INTERNATIONAL LTD.**

391 Campbell Street
Winnipeg, MAN
R3N 1B6
CONTACT: Norm Burns, President
TELEPHONE: 204-489-1214
FAX: 204-489-7372
PRODUCTS: All available species in any form
or treatment
PERCENT OF SALES EXPORTED: 100%
NUMBER OF EMPLOYEES: 4
TYPE OF BUSINESS: Trader

B.D.C. COMMODITY EXPORT LTD.

P.O. Box 38, Group 29, R.R. #1B
Winnipeg, MAN
R3C 4A3
CONTACT: Donald Couch, President
TELEPHONE: 204-334-3921
FAX: 204-334-6182
TELEX: 07-587870 WPG
PRODUCTS: Lobster — Fresh, live; Mussels —
Fresh, whole-in-shell; Shrimp — Frozen; Oysters
— Fresh, whole-in-shell; Scallops — Frozen
ANNUAL SALES RANGE: Less than 0.5M
PERCENT OF SALES EXPORTED: 100%
NUMBER OF EMPLOYEES: 3
TYPE OF BUSINESS: Exporter
PRODUCTION PERIOD: Seasonal

**BODNER FISH DISTRIBUTORS
(1983) LTD.**

1240 Sherwin Road
Winnipeg, MAN
R3H 0V3
CONTACT: R.J. Bodner, President
TELEPHONE: 204-694-0192
FAX: 204-694-5605
PRODUCTS: Lake Whitefish, Walleye, Northern
Pike, Perch, Mullet, Carp & all species of

freshwater fish depending on availability—
Fresh, frozen, fillets
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 97%
NUMBER OF EMPLOYEES: 2
TYPE OF BUSINESS: Trader; Wholesaler
PRODUCTION PERIOD: Year round

**FRESHWATER FISH MARKETING
CORPORATION**

1199 Plessis Road
Winnipeg, MAN
R2C 3L4
CONTACT: Baldur Johnson, Export Sales
Manager
TELEPHONE: 204-983-6616
FAX: 204-983-6497
SALES OFFICES/AGENTS AND BROKERS:
UNITED STATES
MINNESOTA, WEST IOWA
Jim McKinney, Jubl Brokerage Inc.
Golden Valley, Minnesota
PHONE: 612-588-0891 FAX: 612-588-3414
TELEX: 62216300
WISCONSIN
Don Batzler, Great Lakes Marketing Inc.
Waukesha, Wisconsin
PHONE: 414-542-7500 FAX: 414-542-0967
NORTH AND SOUTH DAKOTA, MONTANA
Jerry Jernberg, Jubl Brokerage Inc.
Fargo, North Dakota
PHONE: 701-293-5851 FAX: 701-232-4183
NEBRASKA
John Chvatal, Jubl Brokerage Inc.
Omaha, Nebraska
PHONE: 402-334-8990 FAX: 402-334-1878
UPPER NEW YORK STATE
(BUFFALO/ROCHESTER/SYRACUSE AREA)
Mark Kotok, X. Sea Int International Corp.
Williamsville, New York
PHONE: 716-632-3633 FAX: 716-632-3632
LOS ANGELES AND SOUTHERN CALIFORNIA
Doug Harbison, R.M. Sloan Co.
San Pedro, Calif.
PHONE: 213-831-4450 FAX: 213-831-4450
TELEX: 183630
ILLINOIS
Gery Zemaitis, Performance Foods Inc.
Oak Brook, Illinois
PHONE: 708-990-7383 FAX: 708-990-7243
EAST IOWA
Dan Kavanaugh, Benolken Brokerage Co.
Des Moines, Iowa
PHONE: 515-270-9611 FAX: 515-270-8380
COLORADO
Fred Murphy, Associated Marketing Services, Inc.
Aurora, Colorado

PHONE: 303-752-0030 FAX: 303-752-0629
TELEX: 62949248
MICHIGAN (DETROIT AREA)
Pete Salm, McMabon & MacDonald Food Brokers
Farmington, Michigan
PHONE: 313-477-7182 FAX: 313-477-0271
GRAND RAPIDS
Jeff Gordon, McMabon & MacDonald Food
Brokers
Grand Rapids, Michigan
PHONE: 616-956-9355 FAX: 616-956-1961
ARIZONA
Bob Ganz, G & G Food Sales Company
Phoenix, Arizona
PHONE: 602-759-4411 FAX: 602-759-7210
INDIANA
Andy Wilson, Bocar Enterprises, Inc.
Indianapolis, Indiana
PHONE: 317-872-0725 FAX: 317-876-4889
CENTRAL AND SOUTHERN OHIO
Doug Clark, D.B. Clark Sales Inc.
PHONE: 614-239-9283 FAX: 614-239-9285
NORTHERN OHIO
Ted Kulber, Kohlman Sales Co.
Cleveland, Ohio
PHONE: 216-371-9774 FAX: 216-371-9775
CANADA
ONTARIO
Jim Grandy, Clouston Foods Canada Ltd.
Woodbridge, ONT
PHONE: 416-851-6771 FAX: 416-851-5703
TELEX: 06527437
QUEBEC
Andre Roger, Clouston Foods Canada Ltd.
Lachine, QUE
PHONE: 514-636-5114 FAX: 514-636-7606
TELEX: 05821736
SASKATCHEWAN
Gordon Smith, Warner & Spruyt Sales Ltd.
Saskatoon, SASK
PHONE: 306-652-4474 FAX: 306-652-4383
WORLDWIDE
FRANCE
Michel Cleron, Legrand & Malo
Le Havre, France
PHONE: 35420367 FAX: 35216779
TELEX: 190223
SWEDEN
Bo E. Sjöström, Bo E. Sjöström Trading AB
Stockholm, Sweden
PHONE: 46-8-93 15 16 FAX: 46-8-93 15 16
FINLAND
Susanne Blomquest, Lejos Oy
Helsinki, Finland
PHONE: 358-0-693911 FAX: 358-0-6940025
TELEX: 57124444

Manitoba

GERMAN, AUSTRIA, HOLLAND

Dirk Wogart, Rud. Kanzow (GMBH & Co.) KG.
Hamburg, Germany
PHONE: (040) 75-19-80-0 FAX: (040) 75 15 63
TELEX: 412162981

SWITZERLAND

Edmond Montan, Corema Frozen Seafoods S.A.
Geneva, Switzerland
PHONE: +4122/430027 FAX: +4122/428302
TELEX: 427067

Basel, Switzerland

PHONE: +4161/3315577 FAX: +4161/3317161

JAPAN

Yasuo Arai, Arai Trading Co. Ltd.

Tokyo, Japan

PHONE: 03-3332-7701 FAX: 03-3335-1633

TELEX: 722323183

PRODUCTS: Whitefish, Northern Pike,
Walleye/Pickrel Pike, Sauger/Canadian Pike,
Lake Trout — Fresh, frozen, dressed

PERCENT OF SALES EXPORTED: 85%

NUMBER OF EMPLOYEES: 200-300

TYPE OF BUSINESS: Processor, Exporter

PRODUCTION PERIOD: Year round

BRANDS: Freshwater, Superchill, Embassy

NEPTUNE'S FISHERIES LTD.

472 Dufferin Avenue
Winnipeg, MAN
R2W 2Y6

CONTACT: Evan Page, Owner/Sales Manager

TELEPHONE: 204-589-5341

FAX: 204-582-8135

PRODUCTS: Lake Fish — Fresh, smoked;
Freshwater Fish — Frozen; Salmon — Hot
smoked; Winnipeg Smoked Goldeye

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 10%

NUMBER OF EMPLOYEES: 13

TYPE OF BUSINESS: Processor, Trader;

Wholesaler/Distributor; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Neptune's Own

SIGCORP INC.

90 Tache Avenue
Winnipeg, MAN
R2H 1Z2

CONTACT: Kim Sigurdson, CEO

TELEPHONE: 204-237-0109

FAX: 204-663-7817

PRODUCTS: Freshwater fish — Fresh, frozen,
smoked, salted/dried, breaded/prepared,
portioned, roe, dressed, gillnet caught

ANNUAL SALES RANGE: Less than 0.5M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 2-8

TYPE OF BUSINESS: Processor; Exporter;

Trader

PRODUCTION PERIOD: Year round

New Brunswick

A. JONES FISHING PRODUCTS / LES PRODUITS DE PECHE A. JONES

P.O. Box 248, Lameque
Ste-Cecile, NB
EOB 1V0

CONTACT: Albanie Jones, Manager

TELEPHONE: 506-344-7531

FAX: 506-344-5841

PRODUCTS: Lobster — Live; Lobster Meat —
Frozen; Herring — Roe

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 140

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: May-October

BRANDS: Jones

ACADIA SEAFOOD LTD.

R.R. #1
Robichaud, NB
EOA 2S0

CONTACT: Eric Ouellette, President

TELEPHONE: 506-532-9591

FAX: 506-532-2919

PRODUCTS: Herring — Fresh, frozen, smoked,
portioned, roe; Alewives — Salted/dried

ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 1-50

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: January-June;

August-December

ADRICE CORMIER LTD

P.O. Box 330
Cap Pele, NB
EOA 1J0

CONTACT: Adrice Cormier, President

TELEPHONE: 506-577-2511

FAX: 506-577-6747

PRODUCTS: Herring — Smoked; Hake —
Salted/dried; Alewives — Pickled; Mackerel —
Pickled

ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: 80%

NUMBER OF EMPLOYEES: 10

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: Year round

ALVIN & RUFIN BOUDREAU LTEE

R.R. #1
Cap Pele, NB
EOA 1J0

CONTACT: Alvin Boudreau, President

TELEPHONE: 506-577-2264

FAX: 506-577-6161

PRODUCTS: Herring — Smoked, fillets;

Alewives — Salted/dried

ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 35

TYPE OF BUSINESS: Processor

BRANDS: Choice Bloaters

AMCO FISHERIES LTD.

P.O. Box 249
Cap Pele, NB
EOA 1J0

CONTACT: Charles Cormier, Owner/President

TELEPHONE: 506-577-4175

FAX: 506-577-6557

PRODUCTS: Herring, Herring fillets —
Smoked; Alewives — Salted

ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 20

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: May-February

AQUA FISH FARMS LTD.

R.R. #4 Lime Kiln Road
St. George, NB
EOG 2Y0

CONTACT: Ian Hamilton, Owner/Operator

Chris Saulnier, Owner/Operator

TELEPHONE: 506-755-3241

FAX: 506-755-6751

PRODUCTS: Atlantic Salmon — Fresh, dressed

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 80%

NUMBER OF EMPLOYEES: 16

TYPE OF BUSINESS: Engaged in aquaculture

PRODUCTION PERIOD: Year round

ATLANTIC MARICULTURE LTD.

P.O. Box 307
Fredericton, NB
E3B 4Y9

CONTACT: William M. Jones, Chairman

Joan Simms, General Manager

TELEPHONE: 506-450-9000

FAX: 506-450-9002

PRODUCTS: Dulse — Fresh, gift pack

ANNUAL SALES RANGE: Less than 0.5M

TYPE OF BUSINESS: Processor; Exporter

ATLANTIC SEAHARVEST COMPANY LTD.

P.O. Box 351
Sheila, NB
EOC 1Z0

CONTACT: Allard Benoit, President

Vernon Benoit, Director General

TELEPHONE: 506-395-6516

FAX: 506-395-4798

SALES OFFICES/AGENTS: In USA:

Seamark, Gloucester, MASS

Slate Gordon, Boston, MASS

PRODUCTS: Cod, Flounder (White, Grey),

Redfish, Smelt, Eels — Fresh, frozen; Lobster —
Fresh, live

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 75%

NUMBER OF EMPLOYEES: 135

TYPE OF BUSINESS: Processor; Exporter;
Wholesaler/Distributor

PRODUCTION PERIOD: April-November

BRANDS: Atlantic Seabarvest; Icy Bay Fillets

ATLANTIC SILVER CO-OP LTD.

P.O. Box 238
St. George, NB
EOG 2Y0

CONTACT: Kim Vance, General Manager

TELEPHONE: 506-755-3304

FAX: 506-755-6361

PRODUCTS: Atlantic Salmon (farmed) — Fresh

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 75%

NUMBER OF EMPLOYEES: 6

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: Year round

B.A. RICHARD LTD.

P.O. Box 48, R.R. #1
Ste. Anne de Kent, NB
EOA 2V0

CONTACT: Bernard Richard, President

TELEPHONE: 506-743-6198

FAX: 506-743-8406

PRODUCTS: Lobster — Fresh, frozen, live,
canned; Scallops — Frozen

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 75%

NUMBER OF EMPLOYEES: 100

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: May-October

BRANDS: Richard

BAY SALMON PROCESSING LTD.

Whelshpool
Campobello, NB
EOG 3H0

CONTACT: Barry Matthews, President

TELEPHONE: 506-752-2476

FAX: 506-752-2254

PRODUCTS: Atlantic Salmon — Fresh

ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 20

New Brunswick

TYPE OF BUSINESS: Processor; Engaged in aquaculture; Exporter
PRODUCTION PERIOD: September-June

BLUE COVE PACKING

(Div. of Blue Cove Group Inc.)

R.R. #1, P.O. Box 40

Blue Cove, NB

EOB 1R0

CONTACT: Brice Hornbrook, President

Robert Cormier, Secretary/Treasurer

TELEPHONE: 506-732-2839

FAX: 506-732-2048

PRODUCTS: Herring — Salt cured, marinated, fresh, frozen, roe; Lobster — Fresh, frozen, whole-in-shell

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 90

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: April-November

BOTSFORD FISHERIES LTD.

P.O. Box 480

Cap Pele, NB

EOA 1J0

CONTACT: Janice Ryan, Export Sales Manager

William LeBlanc, General Manager

TELEPHONE: 506-577-4327

FAX: 506-577-2846

PRODUCTS: Herring (mild cured or hard cured) — Smoked, salted/dried; Alewives (Gaspereaux) — Salted/dried

ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: 97%

NUMBER OF EMPLOYEES: 4-65

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: Herring: year

round; Alewives: June-December

BRANDS: Canadian Star Brand

BOUCTOUCHE FISH MARKET LTD.

P.O. Box 393

Bouctouche, NB

EOA 1G0

CONTACT: Tom Arsenault, Vice President

TELEPHONE: 506-743-8935

FAX: 506-743-8408

PRODUCTS: Lobster — Frozen

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 95%

NUMBER OF EMPLOYEES: 225

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: May-December

BRANDS: Easton; Seafare

BREAKWATER SALMON LTD.

Back Bay, NB

EOG 1B0

CONTACT: William Hanley

TELEPHONE: 506-755-2785

SALES OFFICES/AGENTS: Connors Bros.,

Black's Harbour, NB

PRODUCTS: Salmon (farmed) — Fresh

ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: 50%

NUMBER OF EMPLOYEES: 4-8

TYPE OF BUSINESS: Processor; Engaged in

aquaculture; Wholesaler

PRODUCTION PERIOD: July-April/May

CAMPOBELLO SEAFOODS LTD.

Wilson's Beach

Campobello Island, NB

EOG 3L0

CONTACT: Paul G. Slack, Owner

Albert J. Ferrare, Owner

TELEPHONE: 506-752-2936

FAX: 506-752-2514

PRODUCTS: Scallops — Fresh; Groundfish (Cod, Pollock, Flounder) — Fresh, salted/dried;

Salmon — Fresh, dressed; Lobster — Live

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 80%

NUMBER OF EMPLOYEES: 16

TYPE OF BUSINESS: Processor;

Wholesaler/Distributor

PRODUCTION PERIOD: Year round

CAPE BALD PACKERS LTD.

P.O. Box 210

Cap Pele, NB

EOA 1J0

CONTACT: Joseph Landry, President

TELEPHONE: 506-577-4316

FAX: 506-577-6421

PRODUCTS: Lobster — Frozen; Crab —

Frozen, canned

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 90-95%

NUMBER OF EMPLOYEES: 250

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: April-October

BRANDS: Down East; Beausejour; Uncle Pat's

CARAQUET AQUACULTURE LTEE

497 boul. St. Pierre West

Caraquet, NB

EOB 1K0

CONTACT: Serge Dugas, Director General

Reginald Dugas, Director of Production

TELEPHONE: 506-727-6744

FAX: 506-727-7607

PRODUCTS: Oysters — Live

ANNUAL SALES RANGE: Less than 0.5M

PERCENT OF SALES EXPORTED: 30%

NUMBER OF EMPLOYEES: 4

TYPE OF BUSINESS: Processor; Engaged in aquaculture; Exporter

PRODUCTION PERIOD: May-December (minimum)

BRANDS: La Caraquette

CONNORS BROS., LIMITED

Main Street

Blacks Harbour, NB

EOG 1H0

CONTACTS: Heinz Schaerer, International

Sales Manager — Canning Division

Vince Taddeo, V.P. Canning

Kimberley Watson, Export Sales Manager —

Fresh & Frozen Division

TELEPHONE: 506-456-3391

FAX: 506-456-3546 or 456-3801

TELEX: 014-47349 or 014-47446

SALES OFFICES:

Connors Bros., Limited

199 Chesley Drive

P.O. Box 3950, Station B

St. John, NB, E2M 5E6

PHONE: 506-648-1500, FAX: 506-648-1505,

TELEX 014-47340

Connors Brunswick Inc.

778 Main Street

South Portland, Maine 04106

PHONE: 207-775-5777, FAX: 207-775-6745,

TELEX 372-4008

Connors Bros., Limited

1087 Meyerside Drive, Unit 1

Mississauga, ONT, L5T 1M5

PHONE: 416-670-9114, FAX: 416-670-9148,

TELEX 06-968040

Connors Bros., Inc.

355 Bodwell Street

Avon, Mass, 02322

PHONE: 508-941-6900, FAX: 508-941-6995

Connors Seafoods Limited

The Harbour, Boddam

Peterhead, Scotland, AB4 7AU

PHONE: 011-44-779-78991, FAX: 011-44-779-

71014, TELEX 51-739645

PRODUCTS: Sardines — Canned; Herring —

Frozen, canned, roe; Seafood products —

Frozen; Atlantic Salmon — Fresh, canned,

dressed; Crab — Frozen, whole-in-shell;

Capelin — Frozen

ANNUAL SALES RANGE: 50M+

PERCENT OF SALES EXPORTED: 72-85%

New Brunswick

NUMBER OF EMPLOYEES: 250-1,700
TYPE OF BUSINESS: Processor; Engaged in aquaculture; Exporter; Trader
PRODUCTION PERIOD: Year round
BRANDS: Brunswick; Fairhaven; Banquet; Heritage; Port Clyde

DEER ISLAND SALMON LTD.

P.O. Box 99, Lords Cove
Deer Island, NB
EOG 2JO
CONTACT: Angela McVicar, Sales Officer
TELEPHONE: 506-747-2303
FAX: 506-747-2428
PRODUCTS: Atlantic Salmon (farmed) — Fresh
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 50%
NUMBER OF EMPLOYEES: 25
TYPE OF BUSINESS: Engaged in aquaculture
PRODUCTION PERIOD: Year round

DUGUAY FISH PACKERS LTD.

R.R. #2, Box 9, Site 18
Cap Pele, NB
EOA 1JO
CONTACT: Christine Duguay, Manager
Omer Duguay, Owner
TELEPHONE: 506-577-2287
FAX: 506-577-1995
PRODUCTS: Herring (bloaters, split, fillets) — Smoked
ANNUAL SALES RANGE: Less than 0.5M
NUMBER OF EMPLOYEES: 15
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: January, May, August, November

EASTERN SEA PRODUCTS LTD.

P.O. Box 1461
Shediac, NB
EOA 3GO
CONTACT: Maurice Allen, Owner/Manager
TELEPHONE: 506-532-6111
FAX: 506-532-9111
PRODUCTS: Mackerel — Fresh, frozen, smoked, salted/dried, roe; Herring — Fresh, frozen, smoked, salted/dried; Salmon — Smoked, salted/dried; Eels — Fresh, frozen, live, smoked; Shad — Fresh, frozen, smoked
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 12
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: Year round
BRANDS: Sea Pro

EDMOND GAGNON LTD.

R.R. #1
Robichaud, NB
EOA 2SO
CONTACT: Paul McKee
TELEPHONE: 506-532-2445
FAX: 506-532-1366
SALES OFFICES/AGENTS: Jean LaBelle or Dorothy Johnson
Atlantic Queen Seafoods Ltd.
960 Côte de Liesse
Lachine, QUE, H8T 1A1
PHONE: 514-636-5114
PRODUCTS: Snow Crab — Fresh, frozen, live, canned, speciality pack, gift pack, whole-in-shell
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 85%
NUMBER OF EMPLOYEES: 100-150
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: April-November
BRANDS: Luxury; Classic

EMILE C. LEBLANC & FILS LTEE

R.R. #1, Site 32, Box 8
Cap Pele, NB
EOA 1JO
CONTACT: Yvon E. LeBlanc, President
TELEPHONE: 506-577-4323
FAX: 506-577-6260
PRODUCTS: Herring — Smoked; Alewives — Salted/dried
ANNUAL SALES RANGE: Less than 0.5M
PERCENT OF SALES EXPORTED: 95%
NUMBER OF EMPLOYEES: 50
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: Year round

ENTREPRISES LaBRANCHE LTEE

P.O. Box 10, R.R. #1
Baie Ste-Anne, NB
EOC 1AO
CONTACT: Rejean McIntyre, President
TELEPHONE: 506-228-4663
PRODUCTS: Mussels — Fresh; Oysters — Fresh; Quabogs (Littleneck Clam) — Fresh
ANNUAL SALES RANGE: Less than 0.5M
PERCENT OF SALES EXPORTED: 45%
NUMBER OF EMPLOYEES: 6-18
TYPE OF BUSINESS: Processor; Engaged in aquaculture; Exporter
PRODUCTION PERIOD: May-December
BRANDS: Seafood Suppliers (Fox Island)

FAMILY FISHERIES LIMITED

Wilson's Beach
Campobello Island, NB
EOG 3LO
CONTACT: Clayton Lank, Manager
TELEPHONE: 506-752-2419
FAX: 506-752-2548
PRODUCTS: Scallops — Fresh; Groundfish — Fresh, salted, dressed; Salmon — Fresh, smoked, dressed; Sea Urchins — Fresh, roe
ANNUAL SALES RANGE: 2.5-10M
TYPE OF BUSINESS: Processor; Engaged in aquaculture; Exporter; Wholesaler/Distributor
PRODUCTION PERIOD: Year round
BRANDS: Family Fisheries

FERME OSTREICOLE DUGAS LTEE

P.O. Box 19, Site 8, R.R. #2
Caraquet, NB
EOB 1KO
CONTACTS: Gaëtan Dugas, President & Director General
Marielle Dugas, Sales Office
TELEPHONE: 506-727-3226
FAX: 506-727-4950
PRODUCTS: Oysters — Fresh; Oyster Seed for aquaculture, live
ANNUAL SALES RANGE: Less than 0.5M
PERCENT OF SALES EXPORTED: 10%
NUMBER OF EMPLOYEES: 4-6
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: June-December
BRANDS: La Caraquette

FUNDY LOBSTERS LIMITED

P.O. Box 307
Fredericton, NB
E3B 4Y9
CONTACT: William M. Jones, Chairman
Peter R. McLaughlin, President
TELEPHONE: 506-450-9000
FAX: 506-450-9002
PRODUCTS: Lobster — Live
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 85%
NUMBER OF EMPLOYEES: 10
TYPE OF BUSINESS: Processor; Exporter

GAUDET & OUELLETTE LTD.

P.O. Box 335
Cap Pele, NB
EOA 1JO
CONTACT: Normand Ouellette, President
TELEPHONE: 506-577-4016
FAX: 506-577-4006
PRODUCTS: Herring — Smoked; Alewives — Pickled; Boneless fillets — smoked

New Brunswick

ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 100%
NUMBER OF EMPLOYEES: 5-20
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: Year round

HARBOUR BREEZE FISHERIES LTD.

St. George, R.R.#4
Charlotte County, NB
EOG 2Y0
CONTACT: James N. Tucker, Owner/Operator
Brock N. Tucker, Site Manager
TELEPHONE: 506-755-2664
SALES OFFICES/AGENTS: Aquastar Inc.
(sister company of Moore-Clark Canada Inc.)
Seattle, WA, USA
PRODUCTS: Atlantic Salmon — Fresh
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 100%
NUMBER OF EMPLOYEES: 4
TYPE OF BUSINESS: Engaged in aquaculture
PRODUCTION PERIOD: September-March
BRANDS: Aquastar

HARBOUR DELOUTRE PRODUCTS LTD.

Wilsons Beach
Campobello, NB
EOG 3L0
CONTACT: John Malloch, President
Dorinda Anthony, Office
TELEPHONE: 506-752-2255
FAX: 506-752-2192
PRODUCTS: Atlantic Salmon — Fresh
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 100%
TYPE OF BUSINESS: Processor; Engaged
in aquaculture
PRODUCTION PERIOD: Year round
BRANDS: Aguanor; Fresh Pack; Cape Anne

HELSHIRON FISHERIES LTD.

P.O. Box 200, Seal Cove
Grand Manan, NB
EOG 3B0
CONTACTS: Ronald Benson, President
Morton Benson, V.P./Manager
TELEPHONE: 506-662-3502/3111
FAX: 506-662-3786
PRODUCTS: Pollock, Cod, Hake — Ordinary
cure, salted/dried; Herring (fillets & bloaters) —
smoked; Sea Urchins — live, roe
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 12 (full time);
30 (peak season)
TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round
according to species
BRANDS: Helsebiron Fisheries Ltd.

JACOB TRADING LTD.

R.R. #1, Site 3, Box 13
Cap Pele, NB
EOA 1J0
CONTACT: Philip (Joe) Jacob Jr., President
TELEPHONE: 506-577-6513
FAX: 506-577-6285
PRODUCTS: Herring (bloaters) — Fresh;
Herring Fillets — Smoked, canned; Hake —
Frozen; Pollock — Live
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 100%
TYPE OF BUSINESS: Exporter

JOHN L. INGERSOLL & SONS

Woodward's Cove
Grand Manan, NB
EOG 3N0
CONTACT: John L. Ingersoll, Owner/Operator
Betty G. Ingersoll, Secretary/Treasurer
TELEPHONE: 506-662-8637/3577
FAX: 506-662-3575
PRODUCTS: Herring (fillets, whole) —
Smoked; Cod, Pollock, Hake — Salted/dried;
Scallops — Fresh
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 99%
NUMBER OF EMPLOYEES: 3-25
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: June-April
BRANDS: John L. Ingersoll & Sons

KENT FISH PRODUCTS LTD.

P.O. Box 404
Boucrouche, NB
EOA 1G0
CONTACT: Raymond Belliveau, President
Denis Joly, Manager
TELEPHONE: 506-743-5627
FAX: 506-743-8203
SALES OFFICES/AGENTS: 740 Industriel
Blvd., Suite 216, Blainville, QUE, J7C 3V4
PRODUCTS: Cod, Pollock, Hake, Cusk —
Salted/dried; Herring — Smoked
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 99%
NUMBER OF EMPLOYEES: Varies
TYPE OF BUSINESS: Processor; Exporter

L'ASSOCIATION COOPERATIVE DES PECHEURS DE L'ILE LTEE

C.P. 179
31 rue de l'Hopital
Lameque, NB
EOB 1V0
CONTACT: Kim D'Entremont, Director
Operations/Marketing
Rollande Duguay, Sales/Traffic Co-ordinator
TELEPHONE: 506-344-2204
FAX: 506-344-7750
SALES OFFICES/AGENTS: Clouston Foods:
In Canada — Montreal, Toronto
In USA — Seattle, Danvers
In England — Reading
Sogelco International, Montreal
Agradex International, Montreal
PRODUCTS: Groundfish (Turbot, Ocean
Perch) — Fresh, frozen, roe, dressed; Pandanus
Shrimp (cooked & peeled) — Fresh, frozen;
Opillio Crab — Fresh, frozen, live, whole-in-
shell; Lobster — Fresh, frozen, live, canned,
whole-in-shell; Herring — Fresh, frozen, roe,
dressed; Cod — Fresh, frozen, roe, head & gutted
ANNUAL SALES RANGE: 10-50M
PERCENT OF SALES EXPORTED: 75%
NUMBER OF EMPLOYEES: 800
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: April-December
BRANDS: Port Royal; Luxury; Classic; Sogel

LA FERME OSTREICOLE CHIASSON LTEE

P.O. Box 386
Lameque, NB
EOB 1V0
CONTACT: Yvon M. Chiasson, President
TELEPHONE: 506-344-7133
PRODUCTS: Mussels, Oysters — Fresh, whole-
in-shell; Scallops — Fresh
ANNUAL SALES RANGE: Less than 0.5M
PERCENT OF SALES EXPORTED: Export ready
NUMBER OF EMPLOYEES: 4-6
TYPE OF BUSINESS: Processor; Engaged in
aquaculture
PRODUCTION PERIOD: May-November
BRANDS: Chiasson Aquaculture

LES FRUITS DE MER CORMIER & LANDRY SEAFOOD LTD.

P.O. Box 8
Grande Anse, NB
EOB 1R0
CONTACT: Eric L. Landry, Manager
TELEPHONE: 506-732-5502
FAX: 506-732-3034

New Brunswick

PRODUCTS: Lobster (tails, flesh) — Fresh, frozen, live, canned, portioned, roe, speciality pack, whole-in-shell; Herring — Frozen, salted/dried, roe, dressed, marinated; Crab (sections, meat) — Fresh, frozen, canned, whole-in-shell

ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 100%
NUMBER OF EMPLOYEES: 125
TYPE OF BUSINESS: Processor; Exporter; Wholesaler/Distributor
PRODUCTION PERIOD: 10 months
BRANDS: Capt. Erik

LES PECHERIES ALFO

P.O. Box 30
Petit Rocher, NB
EOB 2E0

CONTACT: Peter Samson, President
Mike Samson, General Manager
TELEPHONE: 506-783-4251
FAX: 506-783-2212

PRODUCTS: Crab — Frozen; Lobster — Frozen, live, canned; Groundfish — Fresh, frozen, dressed; Herring, Mackerel — Fresh, frozen
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 250
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: April–October
BRANDS: Aristò; White Sail; Alfo

LES PECHERIES ROMA FISHERIES (Div. of Blue Cove Group Inc.)

R.R #1, P.O. Box 40
Blue Cove, NB
EOB 1R0

CONTACT: Brice Hornbrook, President
Robert Cormier, Secretary/Treasurer
TELEPHONE: 506-732-5361
FAX: 506-732-2048

PRODUCTS: Herring — Salt cured, marinated, fresh, frozen, roe; Alewives — Fresh, frozen, whole-in-shell
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 90
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: April–November

LESLIE LEGER & SONS LTD.

P.O. Box 659
Cap Pele, NB
EOA 1J0

CONTACTS: Leslie Leger, President
Ron LeBlanc, Comptroller
TELEPHONE: 506-577-4730
FAX: 506-577-4960

PRODUCTS: Herring — Smoked, roe; Alewives — Pickled
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 80%
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: Year round
BRANDS: Captain

M.G. FISHERIES LTD.

Grand Harbour
Grand Manan, NB
EOG 1X0

CONTACT: Norman Green, Vice President
TELEPHONE: 506-662-3696
FAX: 506-662-3779

PRODUCTS: Pollock, Cod, Hake — Salted/dried; Scallops — Fresh; Lobster — Live; Flounder, Shark, Monkfish — Dressed
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 50%
NUMBER OF EMPLOYEES: 16
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: Year round

MAISONNETTE SEAFOODS (Div. of Blue Cove Group Inc.)

R.R #1, P.O. Box 40
Blue Cove, NB
EOB 1R0

CONTACT: Brice Hornbrook, President
Robert Cormier, Secretary/Treasurer
TELEPHONE: 506-732-2839
FAX: 506-732-2048

PRODUCTS: Herring — Salt cured, marinated, fresh, frozen, roe; Alewives — Frozen, salted/dried
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 90
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: April–November

MARI-MER OCEANS PRODUCTS INC.

Welshpool, NB
EOG 3H0

CONTACT: G.F. Murray, Manager
TELEPHONE: 506-752-2016
FAX: 506-752-2009

PRODUCTS: Salmon — Roe
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 95–99%
NUMBER OF EMPLOYEES: 5
TYPE OF BUSINESS: Processor; Engaged in aquaculture; Exporter
PRODUCTION PERIOD: August–March
BRANDS: Mari-Mer

McGRAW SEAFOOD LTD.

P.O. Box 1030
Tracadie, NB
EOC 2B0

CONTACT: Paul Boudreau, General Manager
TELEPHONE: 506-395-3374
FAX: 506-395-2821

PRODUCTS: Crab, Lobster — Frozen; Herring — Roe; Smelts — Frozen, dressed; Cod — Frozen, fillets
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 80%
NUMBER OF EMPLOYEES: 80
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: Year round
BRANDS: McGraw

MIKE N. BOUDREAU SEAFOOD LTD.

34 Chemin de la Brèche
Robichaud, NB
EOA 2S0

CONTACT: Mike Boudreau, President
Linda Boudreau, Office Manager
TELEPHONE: 506-577-6271
FAX: 506-577-6784

PRODUCTS: Lobster — Frozen, canned, live, whole-in-shell; Lobster (tails) — Frozen
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 75%
NUMBER OF EMPLOYEES: 8
TYPE OF BUSINESS: Exporter; Wholesaler/Distributor

MILLS SEAFOOD LTD.

5 Mills Street
Boucouteche, NB
EOA 1G0

CONTACT: Gerald Mills, President
TELEPHONE: 506-743-2444
FAX: 506-743-8497

PRODUCTS: Clams — Fresh, frozen, whole-in-shell; Scallops — Fresh, frozen; Quabogs (Littleneck Clam), Oysters — Whole-in-shell
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 80%
NUMBER OF EMPLOYEES: 125
TYPE OF BUSINESS: Processor; Exporter; Wholesaler/Distributor
PRODUCTION PERIOD: Year round
BRANDS: Mills

O.W. & B.S. LOOK N.B. LTD.

P.O. Box 28; Grand Harbour
Grand Manan, NB
EOG 1X0

CONTACTS: Bert S. Look III, Owner
Peter Cruicksbank, Manager

New Brunswick

TELEPHONE: 506-662-8419
FAX: 506-662-3592
PRODUCTS: Lobster — Live, whole-in-shell
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 99%
NUMBER OF EMPLOYEES: 4
TYPE OF BUSINESS: Exporter;
Wholesaler/Distributor
PRODUCTION PERIOD: Year round

OVEN HEAD SALMON SMOKERS LTD.

P.O. Box 455
St. George, NB
EOG 2Y0
CONTACT: Anne Pendleton, Vice President
TELEPHONE: 506-755-2507
FAX: 506-755-8883
SALES OFFICES/AGENTS: Bethel, NB,
PHONE: 506-755-2507
PRODUCTS: Atlantic Salmon — Fresh,
smoked; Salmon — Fresh, smoked, pâté
ANNUAL SALES RANGE: Less than 0.5M
PERCENT OF SALES EXPORTED: 5%
NUMBER OF EMPLOYEES: 3
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: Year round
BRANDS: Oven Head Smoked Salmon; Smoked
Salmon Patet

PATUREL SEAFOOD LTD.

P.O. Box 460
Sbediac, NB
EOA 3G0
CONTACT: Bernard LeBlanc, Sales &
Distribution Manager
James Bateman, President
TELEPHONE: 506-532-4431
FAX: 506-532-5450
SALES OFFICES/AGENTS: National Sea, S.A.;
Lorient, France
PRODUCTS: Lobster — Fresh, frozen, canned,
whole-in-shell; Crab — Frozen, whole-in-shell;
Herring — Frozen, roe; Mackerel — Frozen,
canned
ANNUAL SALES RANGE: 50M+
PERCENT OF SALES EXPORTED: 80–85%
NUMBER OF EMPLOYEES: 650 (peak season);
50 (off season)
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: Live lobster: year
round; Others: May–November
BRANDS: Paturel

PECHERIES CAP-LUMIERE FISHERIES LTEE/LTD.

P.O. Box 69
Richibouctou Village, NB
EOA 2Z0
CONTACT: Jean-Guy Maillet, General Manager
TELEPHONE: 506-523-4445
FAX: 506-523-6826
SALES OFFICES/AGENTS: Gabriel Elbaz
Sogelco International
Montreal, QUE
PHONE: 514-849-2414
PRODUCTS: Lobster — Frozen, canned,
speciality pack; Rock Crab — Frozen, speciality
pack; Smelt — Frozen, dressed
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 95%
NUMBER OF EMPLOYEES: 10–250 (peak
season)
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: May–June;
August–September
BRANDS: Sogel

PECHERIES NATURE FISHERIES LTD.

P.O. Box 351
Sheila, NB
EOC 1Z0
CONTACT: Allard Benoit, President
TELEPHONE: 506-727-6328
FAX: 506-726-1102
SALES OFFICES/AGENTS: In USA: Seamark,
Gloucester, MASS
Slate & Gordon, Boston, MASS
PRODUCTS: Cod, Flounder (White, Grey),
Redfish, Smelt — Fresh, frozen; Eels — Fresh,
frozen, live
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 75%
NUMBER OF EMPLOYEES: 40
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: April–November
BRANDS: Pêcheries Nature; Icy Bay Fillets

POISSON RAYMOND LTEE

P.O. Box 404
Bouctouche, NB
EOI 1G0
CONTACT: Raymond Belliveau
TELEPHONE: 506-743-5627
FAX: 506-743-8203
PRODUCTS: Lobster — Fresh, frozen, live,
canned, gift pack, whole-in-shell; Scallops —
Fresh, frozen; Salt fish — Smoked, salted
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 75%

NUMBER OF EMPLOYEES: 50
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: April–November
BRANDS: Festival; Wakefield; UMF

PRODUITS BELLE BAIE LTEE

P.O. Box 667
Caraquet, NB
EOB 1N0
CONTACT: Valmond Chiasson, Director
General
TELEPHONE: 506-727-4414
FAX: 506-727-7166
PRODUCTS: Shrimp — Frozen, cooked &
peeled; Snow Crab — Frozen; Herring —
Frozen, frozen roe & soft-roe
ANNUAL SALES RANGE: 10–50M
PERCENT OF SALES EXPORTED: 75%
NUMBER OF EMPLOYEES: 300+
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: February–November
BRANDS: Belle Baie; du Golfe; Carapeç

RAYMOND O'NEILL & SON FISHERIES LTD.

R.R. #2
Baie Ste Anne, NB
EOC 1A0
CONTACT: Raymond O'Neill, President
TELEPHONE: 506-228-4794
FAX: 506-228-4488
PRODUCTS: Lobster — Fresh, frozen, canned,
whole-in-shell; Herring — Frozen, roe
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 2
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: May–October
BRANDS: O'Neill; Wendys

ROGER BREAU FISH EXPORTER INC.

7 Beech Street
Moncton, NB
E1A 4G3
CONTACT: Roger Breau, General Manager
Adeline Fisher, Office Manager
TELEPHONE: 506-857-1729
FAX: 506-859-7387
PRODUCTS: Alewives — Salted in brine;
Herring — Smoked; Hake — Salted/dried
ANNUAL SALES RANGE: 0.5–2.5M
TYPE OF BUSINESS: Exporter

New Brunswick

RUSSELL HOVEY & SONS LTD.

Grand Harbour
Charlotte County, NB
EOG 1X0

CONTACT: Russell Hovey
Scott Hovey

TELEPHONE: 506-662-3815

SALES OFFICES/AGENTS: In USA: Portland
Fish Exchange, Portland, Maine & Calais,
Maine, Boston, MA
In Canada: Montreal, QUE

PRODUCTS: Herring — Smoked; Scallops —
Fresh, shucked; Clams — Fresh, whole-in-shell

ANNUAL SALES RANGE: Less than 0.5M

PERCENT OF SALES EXPORTED: 75%

NUMBER OF EMPLOYEES: 2

TYPE OF BUSINESS: Processor;
Wholesaler/Distributor

SHEDIAC LOBSTER SHOP LTD.

37 East Main Street
Shediac, NB
EOA 3G0

CONTACT: Hector Maillet, President
Gilles Maillet, Plant Manager/Director

TELEPHONE: 506-532-4302

PRODUCTS: Lobster — Fresh, frozen, canned,
portioned, speciality pack, whole-in-shell

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 85%

NUMBER OF EMPLOYEES: 125

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: May-October

BRANDS: Shediac Lobster Shop

STOLT SEA FARM INC.

P.O. Box 2030
Saint John, NB
E2L 3T5

CONTACT: Brian Rogers, General Manager
Roger Banting, Marketing Manager,
(Toronto PHONE: 416-480-8970)

TELEPHONE: 506-633-5897

FAX: 506-633-0608

PRODUCTS: Atlantic Salmon — Fresh

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 75%

NUMBER OF EMPLOYEES: 200+

TYPE OF BUSINESS: Engaged in aquaculture

PRODUCTION PERIOD: Year round

BRANDS: Sterling — The Essence of Aquaculture

TRICO MARKETING SERVICES INC.

43 Pine Glen Road
Riverview, NB
E1B 1V5

CONTACT: Eugene Landry, Senior V.P.
Jess Frontain, President

TELEPHONE: 506-387-8175

FAX: 506-387-8176

PRODUCTS: Lobster — Fresh, frozen, live,
canned, portioned, speciality pack, whole-in-
shell; Groundfish — Frozen, smoked,
salted/dried; Crab — Frozen, smoked, special-

ity pack, whole-in-shell; Herring — Frozen,
smoked, salted/dried, roe; Mackerel — Frozen,
canned, smoked, salted/dried

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 95%

NUMBER OF EMPLOYEES: 3

TYPE OF BUSINESS: Exporter; Trader

PRODUCTION PERIOD: Year round

BRANDS: U.M.F; Bluenose; Star of the Sea;
Howard's Cove

WESTMORLAND FISHERIES LTD.

P.O. Box 120
Cap Pele, NB
EOA 1J0

CONTACT: Yvon Gaudet, Vice President

TELEPHONE: 506-577-4325

FAX: 506-577-6318

PRODUCTS: Lobster — Frozen, live, canned;
Snow Crab — Frozen

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 90-95%

NUMBER OF EMPLOYEES: 400 (peak season);
6-10 (off season)

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: May-October

BRANDS: Rocky Point; New London

WHOLE FAMILY FISHERY

White Head, Grand Manan
Charlotte County, NB
EOG 3K0

CONTACT: Colby Cossaboom, Owner

TELEPHONE: 506-662-3437

PRODUCTS: Lobster — Fresh, live; Scallops —
Fresh; Pollock, Cod — Fresh, salted

ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: 50%

NUMBER OF EMPLOYEES: 1-5

TYPE OF BUSINESS: Processor; Exporter;
Wholesaler

PRODUCTION PERIOD: Groundfish:

June-October; Lobster: November-January,

April-June; Scallops: January-April

WILLIAM JACKSON SEAFOODS INC.

Wilson's Beach
Campobello, NB
EOG 3L0

CONTACT: William Jackson, President

TELEPHONE: 506-752-2061

FAX: 506-752-2366

PRODUCTS: Salmon, Scallops — Fresh;
Cod — Salted/dried; Lobster — Live

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 95%

NUMBER OF EMPLOYEES: 15 (peak);
4 (off season)

TYPE OF BUSINESS: Processor; Engaged in
aquaculture; Exporter; Wholesaler/Distributor

PRODUCTION PERIOD: Year round

Newfoundland and Labrador

ALLEN'S FISHERIES LTD.

General Delivery, Benoit's Cove
Bay of Islands, NFLD
AOL 1A0

CONTACT: Craig Allen, President
Richard Allen, Vice President

TELEPHONE: 709-789-3139

FAX: 709-789-3355

PRODUCTS: Capelin, Groundfish, Mackerel —
Frozen; Herring — Frozen, Salted/dried;
Lobster — Live

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 75%

NUMBER OF EMPLOYEES: 40

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: April-January

BRANDS: Allen's Fisheries Ltd.; F.W. Bryce Ltd.

AQUA FISHERIES LTD.

P.O. Box 87
Ferryland, NFLD
AOA 2H0

CONTACT: Donald Graham, Manager

TELEPHONE: 709-363-2260

FAX: 709-363-2262

PRODUCTS: Cod — Fresh, frozen, salted;
Capelin, Flounder (Sole) — Fresh, frozen;
Mackerel — For bait; Salmon — Frozen, dressed

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 150

TYPE OF BUSINESS: Processor, Trader

PRODUCTION PERIOD: May-November

BRANDS: Sunsea

ATLANTIC SEAFOOD SAUCE CO. LTD.

P.O. Box 72
St. Mary's, NFLD
AOB 3B0

CONTACT: Limb Ngo, Marketing Manager
Sanh Ngo, President

TELEPHONE: 709-525-2428

FAX: 709-525-2428

SALES OFFICE/AGENT: D. World Trading Co.
1809 Barranca Street
Los Angeles, CA, 90031 USA

PRODUCTS: Seafood Sauce; Fish Paste; Pre-
mixed Seafood Sauce; Pre-mixed Fish Paste;
Fish Sauce

ANNUAL SALES RANGE: Less than 0.5M

PERCENT OF SALES EXPORTED: 75%

NUMBER OF EMPLOYEES: 4

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Atlantic Seafood Sauce; Atlantic
Fish Paste

BAY BULLS SEA PRODUCTS LTD.

Bay Bulls, NFLD
AOA 1C0

CONTACT: Bud O'Brien, Manager

TELEPHONE: 709-334-2781

FAX: 709-334-3435

PRODUCTS: Cod — Fresh, frozen, salted/dried;
Turbot — Fresh, frozen; Capelin — Frozen;
Tuna — Fresh

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 300 (peak);
50 (off season)

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Brunswick

BAY ROBERTS SEAFOODS LIMITED

P.O. Box 698
Bay Roberts, NFLD
AOA 1G0

CONTACT: David Russell, President
William Russell, Vice President

TELEPHONE: 709-786-6712

FAX: 709-786-6786

PRODUCTS: Cod — head & gutted

ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 200 (Peak)

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: May-November

BEOTHIC FISH PROCESSORS LIMITED

Valleyfield, NFLD
AOG 1B0

CONTACT: Kevin Way, Managing Director
TELEPHONE: 709-536-2425

FAX: 709-536-3465

PRODUCTS: Groundfish, Turbot, Flounder —
Frozen, dressed; Cod — Frozen, head & gutted;

Crab — Frozen, whole-in-shell; Capelin —

Frozen; Lumpfish — Roe

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 900

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: May-October

BRANDS: Atlantic Ocean; Sea-Licious; Luxury

CALVERT FISH INDUSTRIES LTD.

General Delivery
Calvert, NFLD
AOA 1N0

CONTACT: Conrad Sullivan, President

TELEPHONE: 709-432-2290

FAX: 709-432-2920

PRODUCTS: Cod — Fresh, frozen, salted;
Capelin — Fresh, frozen

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 100

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: April-November

CANADIAN SALTFISH CORPORATION

P.O. Box 9440
St. John's, NFLD
A1A 2Y3

CONTACTS: Greg Viscount, President

Gerald Malone, Vice President

TELEPHONE: 709-772-6080

FAX: 709-772-6132

PRODUCTS: Cod — Salted/dried

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 14

TYPE OF BUSINESS: Exporter

PRODUCTION PERIOD: June-November

CANSTOCK LTD.

P.O. Box 61
Eastport, NFLD
AOG 1Z0

CONTACTS: Olav Brochmann, President

John Lloyd, Director

TELEPHONE: 709-677-2049

FAX: 709-677-3017

PRODUCTS: Cod, Herring, Squid, Mackerel —
Frozen, salted/dried

ANNUAL SALES RANGE: Less than 0.5M

PERCENT OF SALES EXPORTED: Varies

NUMBER OF EMPLOYEES: Varies

TYPE OF BUSINESS: Exporter; Trader

PRODUCTION PERIOD: April-October

COLD OCEAN INC.

235 Water Street
Corner Brook, NFLD
A2H 3E4

CONTACTS: David Middleton, Director of
Marketing

Paul Wight, Marketing Co-ordinator

TELEPHONE: 709-785-7387

FAX: 709-785-5365

PRODUCTS: Herring, Capelin, Mackerel,
Redfish, Eels — Various product forms and
treatments

ANNUAL SALES RANGE: 50M+

PERCENT OF SALES EXPORTED: 95%

NUMBER OF EMPLOYEES: 250

TYPE OF BUSINESS: Processor

Newfoundland and Labrador

PRODUCTION PERIOD: *Varies according to species*

BRANDS: *Ocean Leader*

CONPAK SEAFOODS INC.

33 Pippy Place
P.O. Box 13008, Station A
St. John's, NFLD
A1B 3V8

CONTACT: *Percy McDonald, Executive V.P.*

Steve Noseworthy, V.P. Operations

TELEPHONE: 709-726-3020

FAX: 709-726-8595

SALES OFFICES/AGENTS: *In Newfoundland:*

Hermitage, Gaultois, Rose Blanche, Clarenville, Southport, Cow Head, Twillingate, Englee, Anchor Point, Bide Arm, Leading Tickles

PRODUCTS: *Cod, Shrimp, Perch, Flounder — Frozen; Lobster — Fresh, live*

ANNUAL SALES RANGE: 50M+

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 600

TYPE OF BUSINESS: *Processor; Exporter*

PRODUCTION PERIOD: *Year round*

BRANDS: *CSI, FPI*

DORSET FISHERIES LIMITED

Suite M102
Scotia Centre, 235 Water Street
St. John's, NFLD
A1C 1B5

CONTACT: *Derrick Philpott, Manager/Owner*

Catherine Nicol, Office Manager

TELEPHONE: 709-739-7147

FAX: 709-739-0586

PRODUCTS: *Herring — Frozen, salted/dried, dressed; Herring (Skin on) — Frozen, smoked; Herring (Skinless) — Frozen, salted/dried, portioned; Mackerel, Capelin (male & female), Cod — Frozen; Flounder — Frozen, dressed; Squid — Frozen, salted/dried*

ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: 95%

NUMBER OF EMPLOYEES: 120

TYPE OF BUSINESS: *Processor*

PRODUCTION PERIOD: *April-December*

E.J. GREEN AND COMPANY LTD.

P.O. Box 99
Winterton, NFLD
A0B 3M0

CONTACT: *Derek Green, President*

TELEPHONE: 709-583-2670

FAX: 709-583-2804

PRODUCTS: *Cod — Fresh, frozen, salted, head & gutted; All Groundfish — Frozen, dressed;*

Lumpfish — Roe; Capelin — Frozen, dried;

Squid, Mackerel, Herring — Frozen

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 100

TYPE OF BUSINESS: *Processor*

PRODUCTION PERIOD: *May-November*

EARLE BROTHERS FISHERIES LTD.

P.O. Box 250
Carbonear, NFLD
A0A 1T0

CONTACTS: *Fred G. Earle, President*

Allen Pilgrim, Secretary-Treasurer

TELEPHONE: 709-596-5166

FAX: 709-596-3801

PRODUCTS: *Cod — Frozen, salted/dried; Flounder, Capelin, Turbot, Salmon, Redfish — Frozen; Lumpfish roe — pickled; Fish meal; Fish oil*

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 95%

NUMBER OF EMPLOYEES: 250-300

TYPE OF BUSINESS: *Processor; Exporter*

PRODUCTION PERIOD: *May-November*

BRANDS: *Seas Earle*

EARLE PROTEINS LTD.

Water Street, P.O. Box 250
Carbonear, NFLD
A0A 1T0

CONTACT: *Allan D. Pilgrim*

TELEPHONE: 709-596-5166

FAX: 709-596-3801

PRODUCTS: *Fish meal; Fish oil*

ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: 40-60%

NUMBER OF EMPLOYEES: 30

TYPE OF BUSINESS: *Processor*

PRODUCTION PERIOD: *Year round*

EASTERN FISH MARKETS LIMITED

P.O. Box 60
Frederickton, NFLD
A0G 2C0

CONTACT: *Wayne Wheaton, CEO*

TELEPHONE: 709-534-2690/2702

FAX: 709-534-2116

PRODUCTS: *Eels — Frozen, live; Lobster — Frozen, live, portioned, speciality pack, whole-in-shell; Herring, Mackerel — Frozen*

ANNUAL SALES RANGE: 0.5-2.5M

TYPE OF BUSINESS: *Processor;*

Wholesaler/Distributor

PRODUCTION PERIOD: *May-October*

ERIC KING FISHERIES LTD.

P.O. Box 10
Burnt Islands, NFLD
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*

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 400 (peak);

200-250 (off season)

TYPE OF BUSINESS: *Processor; Exporter; Distributor*

PRODUCTION PERIOD: *January-April*

FISHERY PRODUCTS

INTERNATIONAL LIMITED

P.O. Box 550, 70 O'Leary Avenue
St. John's, NFLD
A1C 5L1

CONTACTS: *Randy Bishop, Director, Market Development*

Stephen Pike, Manager, Market Development

TELEPHONE: 709-570-0000

FAX: 709-570-0138

SALES OFFICES/AGENTS: *In Europe:*

Cuxhaven, Germany; Reading, England

In Canada: Montreal, QUE; Toronto, ONT;

Vancouver, BC

In USA: Danvers, MA; Seattle, WA

PRODUCTS: *Groundfish — Fresh, frozen, breaded/prepared, portioned, roe, speciality pack; Shrimp, Scallops — Fresh, frozen, breaded/prepared, whole-in-shell; Herring, Mackerel, Capelin — Frozen; Lumpfish — Roe; Cod — Roe*

ANNUAL SALES RANGE: 50M+

PERCENT OF SALES EXPORTED: 80%

NUMBER OF EMPLOYEES: 6,000

TYPE OF BUSINESS: *Processor; Exporter*

PRODUCTION PERIOD: *Year round*

BRANDS: *FPI; Maripac*

FOGO ISLAND CO-OP SOCIETY LTD.

P.O. Box 70
Seldom, NFLD
A0G 3Z0

CONTACT: *Peter Kean, General Manager*

Ken Budden, Sales Manager

TELEPHONE: 709-627-3452

FAX: 709-627-3495

Newfoundland and Labrador

PRODUCTS: Snow Crab — Frozen, whole-in-shell; Turbot — Frozen, dressed; Lumpfish — Roe; Capelin, Herring — Frozen
ANNUAL SALES RANGE: 10-50M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 500
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: May-November
BRANDS: Ocean Select; Ocean Elite

FOXTRAP SEAFOODS (1978) LTD.

P.O. Box 7357
St. John's, NFLD
A1E 3Y5
CONTACT: Haniff Madakia, President
TELEPHONE: 709-753-6684
FAX: 709-753-9621
PRODUCTS: Groundfish — Fresh, frozen; Lumpfish — Roe; Pelagics — Frozen, salted/dried
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 30
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: May-November

G.J. SHORTALL LTD.

P.O. Box 1382
St. John's, NFLD
A1C 5N5
CONTACT: Steve Shortall, President
TELEPHONE: 709-747-0655
FAX: 709-747-2223
PRODUCTS: Squid — Dried
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT 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, NFLD
A0A 2P0
CONTACT: Patrick Gorman, President
Anne M. Gorman, Secretary/Treasurer
TELEPHONE: 709-229-6536
FAX: 709-229-6478
PRODUCTS: Capelin, Squid, Mackerel, Herring — Fresh, frozen; Lumpfish — Roe; Tuna — Fresh
ANNUAL SALES RANGE: Less than 0.5M
PERCENT 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, NFLD
A0A 2B0
CONTACT: Philip Hillyard, General Manager
Wallace Brown, Office Manager
TELEPHONE: 709-528-4347
FAX: 709-528-3463
PRODUCTS: Groundfish — Frozen, salted, dressed; Pelagics — Frozen
ANNUAL SALES RANGE: 2.5-10M
PERCENT 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, NFLD
A0G 1Z0
CONTACT: Geoffrey Moss, President
Beulab 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
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 125
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: March-December

HARBOUR GRACE FISHING COMPANY LTD.

P.O. Box 1986, Water Street
Harbour Grace, NFLD
A0A 2M0
CONTACT: Thomas Caines, V.P.
TELEPHONE: 709-596-7186
FAX: 709-596-7189
PRODUCTS: Cod — Fresh, frozen, salted/dried
PERCENT OF SALES EXPORTED: 100%
NUMBER OF EMPLOYEES: 250 (peak); 50 (off season)
TYPE OF BUSINESS: Processor; Wholesaler
PRODUCTION PERIOD: Winter & Fall

HICKEY & SONS FISHERIES LIMITED

P.O. Box 73, O'Donnell's
St. Mary's Bay, NFLD
A0B 3A0
CONTACTS: John Hickey, Owner
Todd Hickey, Manager
TELEPHONE: 709-521-2385
FAX: 709-521-2643

PRODUCTS: Capelin — Frozen; Swordfish — Fresh, dressed
ANNUAL SALES RANGE: Less than 0.5M
PERCENT OF SALES EXPORTED: 50%
NUMBER OF EMPLOYEES: 10-35
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: June-November

HIGDON'S SEAFOODS LTD.

P.O. Box 99
New Harbour, NFLD
A0B 2P0
CONTACT: Ronald Higdon, Owner
TELEPHONE: 709-582-2690
FAX: 709-582-3407
PRODUCTS: Cod, Squid, Mackerel, Herring, Capelin — Frozen
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 100%
NUMBER OF EMPLOYEES: 10 (off season); 250-300 (peak season)
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: May-October

HIGH SEA FOODS LTD.

P.O. Box 1
Glovertown, NFLD
A0G 2L0
CONTACT: Emerson Oram, President
TELEPHONE: 709-533-2626
FAX: 709-533-2627
PRODUCTS: Herring — Fresh, frozen, smoked, salted/dried, roe; Capelin — Frozen, salted/dried, roe; Eels — Fresh, frozen, live, dressed; Smelts — Fresh, frozen, dressed; Other Species — Fresh, frozen
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 26-56
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: June-November

HOLYROOD FISH PROCESSORS LTD.

P.O. Box 159
Holyrood, NFLD
A0A 2P0
CONTACT: James Lewis, President
TELEPHONE: 709-229-4908
FAX: 709-229-4922
PRODUCTS: Capelin (female) — Fresh, frozen
ANNUAL SALES RANGE: Less than 0.5M
PERCENT OF SALES EXPORTED: 100%
NUMBER OF EMPLOYEES: 85
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: June & July

Newfoundland and Labrador

ISHIWATA TRADING COMPANY LTD.

P.O. Box 2223, 666 Topsail Road
St. John's, NFLD
A1C 6E6

CONTACT: Noboru Ishiwata, President
Hideki Yamamoto, Manager

TELEPHONE: 709-753-0385

FAX: 709-579-6300

PRODUCTS: Tuna — Frozen, live; Capelin,
Turbot (Greenland Halibut) — Frozen; Surf
Clam — Frozen, speciality pack; Snow Crab —
Frozen, whole-in-shell

ANNUAL SALES RANGE: 10–50M

NUMBER OF EMPLOYEES: 4

TYPE OF BUSINESS: Exporter

PRODUCTION PERIOD: Year round

J. PETITE & SONS LTD.

English Harbour West, NFLD
A0H 1M0

CONTACT: Debbie Petite, President/Manager

TELEPHONE: 709-888-3251

FAX: 709-888-3441

PRODUCTS: Lobster — Live

ANNUAL SALES RANGE: 0.5–2.5M

NUMBER OF EMPLOYEES: 20–30

TYPE OF BUSINESS: Exporter;

Wholesaler/Distributor

J.W. HISCOCK SONS LTD.

P.O. Box 40
Brigus, NFLD
A0A 1K0

CONTACT: David Hiscock, Managing Director

TELEPHONE: 709-528-4577

FAX: 709-528-4575

PRODUCTS: Cod — Frozen, salted/dried;
Groundfish, Capelin — Frozen; Squid —
Frozen, salted/dried; Lobster — Fresh

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 95%

NUMBER OF EMPLOYEES: 40–135

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: May–December

LABRADOR FISHERMENS' UNION SHRIMP CO. LTD.

P.O. Box 130
Lanse au Loup, NFLD
A0K 3L0

CONTACT: Gilbert Linstead, General Manager
Kenneth Fowler, Assistant General Manager

TELEPHONE: 709-927-5816

FAX: 709-927-5555

PRODUCTS: Cod, Scallops, Turbot, Salmon —
Fresh, frozen; Capelin — Frozen

ANNUAL SALES RANGE: 2.5–10M

PERCENT OF SALES EXPORTED: 95%
NUMBER OF EMPLOYEES: 500 (Seasonal)
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: June–October
BRANDS: Atlantic Ocean; Labrador
Fishermens' Union Shrimp Co. Ltd.

MOORFISH LIMITED

P.O. Box 808, Water Street
Bay Roberts, NFLD
A0A 1G0

CONTACT: A.D. Moores, President

R.D. Moores, General Manager

TELEPHONE: 709-786-9093

FAX: 709-786-9096

TELEX: 016-3111

ANSWERBACK: MOORFISH

SALES OFFICES/AGENTS: F.W. Bryce Inc.,
Gloucester, MA, USA

PRODUCTS: Cod (fillets & blocks), Turbot
(Greenland Halibut), Queen Crab — Frozen

ANNUAL SALES RANGE: 2.5–10M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 200

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: April–October

BRANDS: Ocean Harvest; Atlantic Ocean

NORTH ATLANTIC PACKAGING LTD.

P.O. Box 8332
St. John's, NFLD
A1B 3N7

CONTACT: Maurice Whiffen, President

TELEPHONE: 709-753-1689

FAX: 709-753-0175

PRODUCTS: Lumpfish — Roe (salted), special-
ity pack; Mussels, Shrimp — Canned

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 60%

NUMBER OF EMPLOYEES: 6

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Rembrandt

P. JANES & SONS LTD.

Hant's Harbour, NFLD
A0B 1Y0

CONTACT: Blair Janes, Purchasing Manager

Jeff Gulliford, Sales Manager

TELEPHONE: 709-586-2252

FAX: 709-586-2870

PRODUCTS: Crab & Crab Meat Products —
Frozen, canned, speciality pack; Mackerel,
Herring — Frozen, canned, salted/dried,
dressed; Squid — Frozen, salted/dried;
Capelin — Frozen; Cod — Frozen, smoked,
breaded/prepared

ANNUAL SALES RANGE: 10–50M
PERCENT OF SALES EXPORTED: 70%
NUMBER OF EMPLOYEES: 500–1,000
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: April–November
BRANDS: Janes; Sea Snack

PORT ENTERPRISES LTD.

Southern Harbour
Portugal Bay, NFLD
A0B 3H0

CONTACT: A. Best

TELEPHONE: 709-463-2235

FAX: 709-463-8597

PRODUCTS: Cod, Capelin, Mackerel,
Herring — Frozen; Lobster — Fresh, frozen

ANNUAL SALES RANGE: 2.5–10M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 150–300

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Sun Sea

QUINLAN BROTHERS LTD.

P.O. Box 40
Bay-de-Verde, NFLD
A0A 1E0

CONTACT: Pat Quinlan, President

TELEPHONE: 709-726-5306

FAX: 709-587-2819

PRODUCTS: Snow Crab, Pelagics — Frozen;
Groundfish — Frozen, smoked

ANNUAL SALES RANGE: 10–50M

PERCENT OF SALES EXPORTED: 80%

NUMBER OF EMPLOYEES: 600

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: April–November

BRANDS: Q. Brand; Northland

SCB FISHERIES LTD.

P.O. Box 12
St. Alban's, NFLD
A0H 2E0

CONTACT: John Tremblett, Managing Director

Clyde Collier, Production Manager

TELEPHONE: 709-538-3639/3231

FAX: 709-538-3022

PRODUCTS: Atlantic Salmon — Fresh, frozen;
Steelhead Trout — Fresh, frozen

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 50–85%

NUMBER OF EMPLOYEES: 50 (peak);

30 (off season)

TYPE OF BUSINESS: Processor; Engaged in
aquaculture

PRODUCTION PERIOD: Year round

BRANDS: Sea Fin; Royale; Seafreeze

Newfoundland and Labrador

SEAFREEZ FOODS INC.

P.O. Box 66, Station C
St. John's, NFLD
A1C 5H5
CONTACT: David Middleton, V.P.-International
Karl Sullivan, Vice President
TELEPHONE: 709-576-2292
FAX: 709-576-8843
PRODUCTS: Redfish (Ocean Perch), Turbot
(Greenland Halibut), Haddock, Flatfish —
Fresh, frozen; Cod, Pollock — Fresh, frozen,
salted/dried
ANNUAL SALES RANGE: 50M+
PERCENT OF SALES EXPORTED: 95%
NUMBER OF EMPLOYEES: 1,300
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: Year round

STAN. W. ELLIOTT LTD.

P.O. Box 59
Cook's Harbour, NFLD
A0K 1Z0
CONTACTS: Stan. W. Elliott, President
Rex. B. Elliott, Secretary
Claude E. Elliott, Director
TELEPHONE: 709-249-5171
FAX: 709-249-5171
PRODUCTS: Lumpfish — roe (salted)
ANNUAL SALES RANGE: Less than 0.5M
PERCENT OF SALES EXPORTED: 100%
NUMBER OF EMPLOYEES: 6
TYPE OF BUSINESS: Processor, Exporter
PRODUCTION PERIOD: May-July

TERRA NOVA FISHERY COMPANY LTD.

38 Bay Bulls Road
St. John's, NFLD
A1G 1A5
CONTACT: Cosmas Ho, President
Barbara Lawlor, Executive Vice President
TELEPHONE: 709-364-7371
FAX: 709-364-8759
TELEX: 016-3173
ANSWERBACK: HOHEI SNF
PRODUCTS: Snow Crab, Imitation Crab,
Capelin (female), Groundfish — Frozen;
Lumpfish Roe
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 95%
NUMBER OF EMPLOYEES: 40-200
(Seasonal)
TYPE OF BUSINESS: Processor, Exporter
PRODUCTION PERIOD: Year round
BRANDS: Seafood — Ho!

TERRA VISTA LIMITED

P.O. Box 280
Glovertown, NFLD
A0G 2L0
CONTACT: Vaden Oram, Vice President
Eric Oram, President
Robert Wells, Office Manager
TELEPHONE: 709-533-2666
FAX: 709-533-2668
PRODUCTS: Capelin (Male & Female), Eels,
Herring, Mackerel, Squid, Groundfish, Lobster —
Frozen, live, salted/dried; Lumpfish — Roe
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 95%
TYPE OF BUSINESS: Processor, Exporter
PRODUCTION PERIOD: June-November
BRANDS: Ocean Queen

THOMAS ST. GEORGE & SONS LTD.

P.O. Box 100, Heart's Desire
Trinity Bay, NFLD
A0B 2B0
CONTACT: L. James St. George, President
TELEPHONE: 709-588-2830
FAX: 709-588-2843
PRODUCTS: Cod — Frozen, salted, head &
guttled, filleted; Flounder, Grey Sole — Frozen,
dressed, filleted; Herring, Mackerel — Fresh,
frozen
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: Varies
TYPE OF BUSINESS: Processor, Exporter
PRODUCTION PERIOD: May-November

TORNGAT FISH PRODUCERS' CO-OPERATIVE SOCIETY LTD.

P.O. Box 839, Station B
Happy Valley-Goose Bay, NFLD
A0P 1E0
CONTACT: Hugh St. Croix, General Manager
Cardella Mac Atulay, Assistant
Manager/Accountant
TELEPHONE: 709-896-3992
FAX: 709-896-3336
PRODUCTS: Groundfish, Atlantic Salmon,
Arctic Char — Frozen
ANNUAL SALES RANGE: Less than 0.5M
PERCENT OF SALES EXPORTED: 75%
NUMBER OF EMPLOYEES: 100-300
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: July-October

WESTERN COORDINATORS INC.

198 Water Street
Corner Brook, NFLD
A2H 3E4
CONTACT: David Middleton, Director of
Marketing
Paul Wight, Marketing Co-ordinator
TELEPHONE: 709-785-7387
FAX: 709-785-5365
PRODUCTS: Herring, Capelin, Greenland
Halibut, Mackerel, Redfish
ANNUAL SALES RANGE: 50M+
PERCENT OF SALES EXPORTED: 95%
NUMBER OF EMPLOYEES: 300
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: Varies with species
BRANDS: Ocean Leader

WOODMAN'S SEA PRODUCTS LTD.

Box 149
New Harbour, NFLD
A0G 2P0
CONTACT: E. Fred Woodman, President
Geoff Woodman, Vice President
TELEPHONE: 902-582-2830
FAX: 902-582-2937
PRODUCTS: Cod — Frozen, salted/dried;
Capelin, Flounder, Turbot — Frozen
ANNUAL SALES RANGE: 2.5-10M
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: Year round
BRANDS: Baysbore, Woodman's

Nova Scotia

A & C QUINLAN FISHERIES LTD.

Centreville
Shelburne County, NS
BOW 2G0
CONTACT: Aaron Quinlan, President
TELEPHONE: 902-745-2742
FAX: 902-745-1788
PRODUCTS: Cod, Pollock (boneless) — Salted/dried; Lobster — Live
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 75%
NUMBER OF EMPLOYEES: 16
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: Year round
BRANDS: Chelsea

A.C. COVERT LTD.

2703 Clifton Street
Halifax, NS
B3K 4V4
CONTACT: Bob Covert, Managing Director
Laura Greeley, Office Manager
TELEPHONE: 902-454-8688
FAX: 902-453-6249
PRODUCTS: Groundfish (whole fillets) — fresh, frozen, smoked, salted/dried; Monkfish (tails, fillets) — Fresh, frozen; Oysters, Quahogs (Littleneck Clam) — Whole-in-shell; Finest Kind Seafood Spread; Scallops — Frozen, breaded/prepared; Shrimp — Frozen, breaded/prepared
PERCENT OF SALES EXPORTED: 30%
NUMBER OF EMPLOYEES: 25
TYPE OF BUSINESS: Processor; Wholesaler/Distributor
BRANDS: Finest Kind Seafood Spread

ADAMS AND KNICKLE LTD.

P.O. Box 699
Lunenburg, NS
B0J 2C0
CONTACT: Glen H. Geldert, President
David G. Knickle, Manager
TELEPHONE: 902-634-4349
FAX: 902-634-4529
PRODUCTS: Scallops — Fresh, frozen
ANNUAL SALES RANGE: 2.5-10M
TYPE OF BUSINESS: Wholesaler/Distributor
PRODUCTION PERIOD: January-December
BRANDS: Pick O Sea

ALPHEUS HALLIDAY FISHERIES LTD.

Bear Point
Shelburne County, NS
BOW 3B0
CONTACT: Alpheus Halliday, President
Elizabeth Halliday, Secretary

TELEPHONE: 902-723-2679
PRODUCTS: Cod, Pollock, Hake, Cusk — Salted/dried
ANNUAL SALES RANGE: Less than 0.5M
NUMBER OF EMPLOYEES: 24
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: May-December
BRANDS: S.E.A.

ARISAIG FISHERIES LTD.

R.R. #3, Arisaig
Antigonish County, NS
B2G 2L1
CONTACT: Brenda MacDonald, President
Mike Bryan, Manager
TELEPHONE: 902-863-5906
FAX: 902-863-6714
PRODUCTS: Lobster — Fresh, frozen, live, canned, whole-in-shell; Hake — Fresh, salted/dried; Herring — Fresh, frozen, roe; Flounder — Fresh, frozen
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 125 (Seasonal)
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: May-November

ATLANTIC HERRING COOPERATIVE

P.O. Box 517
392 Main Street
Yarmouth, NS
B5A 4B4
CONTACT: R.G. Stewart, Manager
TELEPHONE: 902-742-9109
FAX: 902-742-1287
PRODUCTS: Herring — Fresh, roe
ANNUAL SALES RANGE: 0.5-2.5M
TYPE OF BUSINESS: Exporter; Trader

ATLANTIC PRIDE FISHERIES LTD.

Comp. 2B, Box 9
Upper Port Latour
Shelburne County, NS
BOW 3N0
CONTACT: David Crowell, Manager
TELEPHONE: 902-768-2999
FAX: 902-768-2545
PRODUCTS: Cod — Salted/dried; Cusk, Hake, Pollock — Salted/dried; Haddock — Fresh; Halibut — Fresh; Lobster — Live
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 50%
NUMBER OF EMPLOYEES: 15
TYPE OF BUSINESS: Processor; Exporter; Wholesaler/Distributor

PRODUCTION PERIOD: Year round;
Lobsters: December-May
BRANDS: Atlantic Pride

ATLANTIC TRADERS LTD.

P.O. Box 188
Suite 601, 5121 Sackville Street
Halifax, NS
B3J 2M4
CONTACT: Peter A. Smith, Director of Operations
TELEPHONE: 902-453-2150
FAX: 902-423-4135
PRODUCTS: Pollock, Hake, Cusk, Cod — Salted/dried; Herring — Frozen, canned, salted/dried, smoked; Salmon — Smoked
PERCENT OF SALES EXPORTED: 100%
NUMBER OF EMPLOYEES: 5
TYPE OF BUSINESS: Trader
BRANDS: trader's brand

BACCARO FISHERIES LTD.

Baccaro
Shelburne County, NS
BOW 1T0
CONTACT: James E. Stoddard, Manager
TELEPHONE: 902-768-2400
PRODUCTS: Hake, Pollock, Cod, Cusk — Salted/dried
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 80%
NUMBER OF EMPLOYEES: 11
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: May-November

BAKERS POINT FISHERIES LTD.

R.R. #2, Oyster Pond
Jeddore, Halifax County, NS
B0J 1W0
CONTACT: Janette Faulkner, Controller
Wyman Baker
TELEPHONE: 902-845-2347
FAX: 902-845-2770
PRODUCTS: Cod — Fresh, salted/dried, bead & gutted, fillets; Haddock — Fresh, dressed, fillets; Cusk, Hake, Pollock — Salted/dried; Mackerel, Alewives — Pickled; Halibut — Fresh; Lobster — Fresh, live
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 75%
NUMBER OF EMPLOYEES: 85 (Seasonal)
TYPE OF BUSINESS: Processor; Exporter; Wholesaler
PRODUCTION PERIOD: Year round

Nova Scotia

BAY OF FUNDY FISHERIES LTD.

R.R. #3, Granville Ferry
Annapolis County
Hillsburn, NS
BOS 1K0
CONTACT: Dean Thibodeau, Secretary-Treasurer
Tony Thibodeau, Management
TELEPHONE: 902-532-2352
FAX: 902-532-7722
PRODUCTS: Pollock — Fresh, frozen, dressed;
Haddock — Fresh, frozen, smoked, dressed;
Flounder, Scallops — Fresh, frozen; Cod —
Fresh, frozen, head & gutted
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 85%
NUMBER OF EMPLOYEES: 35
TYPE OF BUSINESS: Processor; Exporter;
Wholesaler/Distributor
PRODUCTION PERIOD: March-December
BRANDS: Fundy Spray Brand

BIRCH STREET SEAFOODS LTD.

31 Birch Street
Digby, NS
BOV 1A0
CONTACT: Alan Frankland, Plant Manager
TELEPHONE: 902-245-6551
FAX: 902-245-6554
PRODUCTS: Groundfish, Scallops — Fresh,
frozen; Herring — Fresh, frozen, salted/dried, roe
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 75%
NUMBER OF EMPLOYEES: 20-100 (varies)
TYPE OF BUSINESS: Processor
BRANDS: Frosty; Ryan

BLUE WAVE SEAFOODS INC.

P.O. Box 20, Port Mouton
Queens County, NS
BOT 1T0
CONTACT: Sylvain F. D'Eon, President
TELEPHONE: 902-683-2044
FAX: 902-683-2366
PRODUCTS: Herring — fillets, roe, whole,
frozen; Silver Hake — Frozen; Groundfish —
salted/dried
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 150
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: May-December
BRANDS: D'Eon Fisheries Limited

C.L. DEVEAU & SON LTD.

Salmon River
Digby County, NS
BOW 2Y0

CONTACT: Irvan Paul Deveau

Walter Deveau
TELEPHONE: 902-649-2812
FAX: 902-649-2838
PRODUCTS: Fish — Salted
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 95%
NUMBER OF EMPLOYEES: 100
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: Year round
BRANDS: buyer's choice

CANJAM TRADING LTD.

35 Briarhym Crescent
Dartmouth, NS
B2V 1K5
CONTACT: Grace White, President
Cheryl Hamm, Controller
TELEPHONE: 902-462-6699
FAX: 902-434-7879
PRODUCTS: Mackerel, Herring, Shark Fins,
Skate Wings — Frozen; Squid — Dried
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 4
TYPE OF BUSINESS: Trader

CANSOV MARINE PRODUCTS LTD.

2 Atlantic Street
Dartmouth, NS
B2Y 4M8
CONTACT: Lev Berezkin, General Manager
Greg Valkenier, Controller
TELEPHONE: 902-465-1015
FAX: 902-465-2081
PRODUCTS: Herring, Capelin, Redfish (fillets),
Mackerel — Frozen
ANNUAL SALES RANGE: 10-50M
PERCENT OF SALES EXPORTED: 85%
NUMBER OF EMPLOYEES: 9
TYPE OF BUSINESS: Exporter; General Broker
PRODUCTION PERIOD: April-July

CANUS FISHERIES LIMITED

P.O. Box 149, Clark's Harbour
Shelburne County, NS
BOW 1P0
CONTACT: Kevin Goodwin, Manager
TELEPHONE: 902-745-2888
FAX: 902-745-2526
PRODUCTS: Pollock, Cod, Hake, Cusk —
Salted/dried; Halibut, Haddock — Fresh
ANNUAL SALES RANGE: 10-50M
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: Year round
BRANDS: Fox River

CAPE BREEZE FISHERIES LTD.

P.O. Box 20
Barrington, NS
BOW 1E0
CONTACT: Sherman d'Eon, Manager
Roland Murphy, President
TELEPHONE: 902-768-2550
FAX: 902-768-2418
PRODUCTS: Herring — Fresh, frozen, roe,
dressed; Haddock, Pollock, etc. — Fresh, salted/
dried, dressed; Lobster — Live; Cod — Fresh,
salted/dried, head & gutted
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 80%
NUMBER OF EMPLOYEES: 42
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: June-December
BRANDS: Cape Breeze; D'Eon Fisheries Ltd.

CAPE JOHN SEAFOODS LTD.

R.R. #4
River John, NS
BOK 1N0
CONTACT: Weis A. Stachowiak, President &
General Manager
TELEPHONE: 902-351-2787 or 423-9399
FAX: 902-351-2941 or 492-1263
SALES OFFICES/AGENTS: Direct sales overseas
PRODUCTS: Lobster, Snow Crab — Frozen,
whole-in-shell; Herring — Frozen, roe, dressed,
whole; Rock Crab — Frozen minced meat;
Eels — Frozen, whole
ANNUAL SALES RANGE: 2.3M
PERCENT OF SALES EXPORTED: 97%
NUMBER OF EMPLOYEES: 50
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: May-December
BRANDS: Premium Canadian

CASEY FISHERIES LIMITED

P.O. Box 86
Digby, NS
BOV 1A0
CONTACT: Duncan Casey, Plant Manager
TELEPHONE: 902-245-5801
FAX: 902-245-5552
PRODUCTS: Cod — Fresh, frozen, salted;
Scallops, Haddock, Pollock, Flounder — Fresh,
frozen
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 100 (Seasonal)
TYPE OF BUSINESS: Processor; Exporter;
Wholesaler
PRODUCTION PERIOD: Year round
BRANDS: Casey's; Brigitte

Nova Scotia

CEILDH FISHERMEN'S CO-OP LTD.

P.O. Box 99
158 Main Street
Port Hood, NS
BOE 2W0
CONTACT: Bernie MacDonald, Manager
TELEPHONE: 902-787-2666
FAX: 902-787-2388
PRODUCTS: Lobster — Live; Hake — Fresh, salted/dried, dressed; Flounder, Sole, Dabs — Fresh; Snow Crabs — Live; Cod — Fresh, salted/dried, head & gutted
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 15%
NUMBER OF EMPLOYEES: 40
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: April-November

CHARLES & ROBERT BLADES LTD.

P.O. Box 59
Clark's Harbour, NS
BOW 1P0
CONTACT: Donald Blades, Manager
Gary Blades, President
TELEPHONE: 902-745-2323
FAX: 902-745-1754
PRODUCTS: Lobster — Live; Cod, Pollock, Cusk, Hake — Salted/dried; Haddock — Dressed
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 70%
NUMBER OF EMPLOYEES: 9
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: Year round
BRANDS: Blades

CHASE'S LOBSTER POUND LTD.

Port Howe, NS
BOK 1K0
CONTACT: Earl Chase, Owner/Manager
TELEPHONE: 902-243-2408
FAX: 902-243-3334
PRODUCTS: Lobster — Frozen, live, speciality pack; Oysters, Clams (hard shell) — Live
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 80%
NUMBER OF EMPLOYEES: 12
TYPE OF BUSINESS: Processor; Exporter; Wholesaler/Distributor
PRODUCTION PERIOD: May-December

CHEBOGUE FISHERIES LTD.

1 Kirk Street, Suite 109
Yarmouth, NS
B5A 1S6
CONTACT: Alfred C. Leblanc, Vice President
TELEPHONE: 902-742-9157

FAX: 902-742-7708

PRODUCTS: Haddock, Cod, Pollock, Halibut, Grey Sole, Flounder, Swordfish, Big Eye Tuna — Fresh, frozen; Lobster — Live
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 80%
NUMBER OF EMPLOYEES: 35
TYPE OF BUSINESS: Processor; Exporter; Wholesaler/Distributor

CHEVICAMP FISH CO-OPERATIVE LTD.

P.O. Box 69
Chevicamp, NS
BOE 1H0
CONTACTS: Yvon Deveau, Manager
Julia Deveau, Accountant
TELEPHONE: 902-224-2290
FAX: 902-224-3776
PRODUCTS: Cod — Fresh; Flounder — Live; Grey Sole — Frozen; Herring — Canned roe
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 80%
NUMBER OF EMPLOYEES: 150
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: May-December
BRANDS: National Sea

CHRISTENSEN SEAFOODS INC.

P.O. Box 44017
Bedford, NS
B4A 3X5
CONTACT: Ib Christensen
TELEPHONE: 902-835-9214
FAX: 902-835-4671
PRODUCTS: Sbrimp — Frozen
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 100%
NUMBER OF EMPLOYEES: 3
TYPE OF BUSINESS: Exporter; Trader

CLAM ISLAND SEAFOOD

P.O. Box 2C13
St. Margaret's Bay
Halifax County, NS
BOJ 1R0
CONTACT: Martin Gibson, President
TELEPHONE: 902-826-2250
FAX: 902-826-2508
PRODUCTS: Lobster — Live
ANNUAL SALES RANGE: Less than 0.5M
PERCENT OF SALES EXPORTED: 50%
NUMBER OF EMPLOYEES: 2
TYPE OF BUSINESS: Exporter

CLEARWATER FINE FOODS INC.

757 Bedford Highway
Bedford, NS
B4A 3Z7
CONTACT: Mike Magnus, V.P. Marketing & Sales
Colin MacDonald, Executive V.P.
TELEPHONE: 902-443-0550
FAX: 902-443-1593 or 8365
SALES OFFICES/AGENTS: Toronto, Los Angeles, Europe, Asia
PRODUCTS: Lobster — Fresh, frozen, live, portioned, whole-in-shell, tails; Scallops — Fresh, frozen; Clams (Hokkigai) — Frozen; Sbrimp & Prawns — Fresh, frozen, cooled & peeled; Fin fish (assorted) — Fresh, frozen, salted/dried, roe; Cod — Salted/dried, frozen, portioned
ANNUAL SALES RANGE: 50M+
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 2,000
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: Year round
BRANDS: Clearwater; Matane; Highland Harvest; Locket; Hardsbell Fresh

COMEAU'S SEA FOODS LTD.

P.O. Box 39
Saulnierville, NS
BOW 2Z0
CONTACT: Marcel R. Comeau, President
Sandy Clark, Vice President, Marketing
TELEPHONE: 902-769-2101
FAX: 902-769-3594
SALES OFFICES/AGENTS:
Comeau International Foods Ltd.
Peter H. Nishijima
2020 University Ave., Suite 1626
Montreal, QUE, H4A 2A5
PHONE: 514-287-1581 FAX: 514-287-9192
Comeau's Seafoods Inc.
Stella Peterson
P.O. Box 9010
Whittier, CA, USA, 90608
PHONE: 310-696-3399 FAX: 310-696-0229
Herring Import GmbH
Kurt Henseleit
Deich Strasse 36
Hamburg, Germany
PHONE: (49) 40-364024 FAX: (49) 40-363451
Pacitti Foods Ltd.
Doug Pacitti
17 Palmerston Road
Aberdeen, UK, AB1 2QP
PHONE: (224) 575252 FAX: (224) 574405
Hannibal Zafiriadis
Hannibal Zafiriadis
29 Ilission Str
14564 Nea Kifisia, Greece
PHONE: (301) 807-8006 FAX: (301) 807-2298

Nova Scotia

PRODUCTS: Groundfish (Cod, Haddock, Pollock, Sole, Flounder) — Fresh, frozen, smoked, salted/dried; Scallops — Fresh, frozen, breaded/prepared; Herring — Frozen, smoked, salted/dried, roe, dressed, marinated; Lobster — Frozen, live, portioned, speciality pack, whole-in-shell; Salmon — Frozen, smoked, portioned, speciality pack; Custom Cuisine (Speciality products) — Frozen, breaded/prepared, portioned, speciality pack; Fish Meal; Fish Oil
ANNUAL SALES RANGE: 10–50M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 450 (Peak season)
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: Year round
BRANDS: Comeau; Acadian; Skipper; Komo

COMEAUVILLE FISHERIES LTD.

P.O. Box 149, Saulnierville
Digby County, NS
B0W 2Z0

CONTACT: Berton German, President

TELEPHONE: 902-769-3335

FAX: 902-769-2302

PRODUCTS: Herring — Frozen roe, whole round frozen; Haddock, Flounder — Fresh, frozen, dressed; Cod — Fresh, frozen, head & gutted
ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 25–100

TYPE OF BUSINESS: Processor; Exporter; Wholesaler/Distributor

PRODUCTION PERIOD: March–December

BRANDS: Blue Rock

CONTINENTAL SEAFOODS

P.O. Box 279
Shelburne, NS
B0T 1W0

CONTACT: Jack MacLean, Plant Manager

TELEPHONE: 902-875-2018

FAX: 902-875-3108

PRODUCTS: Herring — Frozen, roe

ANNUAL SALES RANGE: 2.5–10M

PERCENT OF SALES EXPORTED: 25%

NUMBER OF EMPLOYEES: 150

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: May–December

BRANDS: Continental

CORMIER'S FIVE ISLAND CLAMS

Five Islands, NS
B0M 1K0

CONTACT: Oswald Cormier, Owner

TELEPHONE: 902-254-3047

FAX: 902-254-3002

PRODUCTS: Clams — Fresh, frozen, live, whole-in-shell

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 40

TYPE OF BUSINESS: Exporter;

Wholesaler/Distributor

PRODUCTION PERIOD: May–October

D.B. KENNEY FISHERIES LTD.

P.O. Box 1210

Westport, NS

B0V 1H0

CONTACT: David Titus, Sales Manager

Sterling Mount, Sales Representative

TELEPHONE: 902-839-2023

FAX: 902-839-2070

PRODUCTS: Groundfish — Fresh, frozen,

salted/dried; Scallops — Fresh, frozen;

Lobster — Live; Herring — Frozen, roe

PERCENT OF SALES EXPORTED: 95%

NUMBER OF EMPLOYEES: 300

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Brier Island; Fundy Bay

D'EON FISHERIES LIMITED

P.O. Box 2195, R.R. #5

Yarmouth, NS

B5A 4A9

CONTACT: Sylvain D'Eon, President

TELEPHONE: 902-742-4515

FAX: 902-742-5582

PRODUCTS: Herring — Fillets, frozen; Silver

Hake, Groundfish — Frozen

ANNUAL SALES RANGE: 2.5–10M

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 5

TYPE OF BUSINESS: Exporter;

Wholesaler/Distributor

BRANDS: D'Eon Fisheries Ltd.

DISA FISHERIES INC.

P.O. Box 169, Saulnierville

Digby County, NS

B0W 2Z0

CONTACT: Daniel LeBlanc, Owner/Manager

TELEPHONE: 902-645-2278

FAX: 902-645-3620

SALES OFFICES/AGENTS: Meteghan River,

Digby County, NS

PRODUCTS: Pollock, Cod, Haddock,

Flounder — Fresh fillets

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 10%

NUMBER OF EMPLOYEES: 20

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: Year round

DOUCET FISHERIES LTD.

Weymouth, R.R. #1

Digby County, NS

B0W 3T0

CONTACT: Michel Doucet, President/Owner

TELEPHONE: 902-837-5674

FAX: 902-837-7685

PRODUCTS: Flounder, Sole, Cod, Haddock —

Fresh, frozen

ANNUAL SALES RANGE: 2.5–10M

PERCENT OF SALES EXPORTED: 60%

NUMBER OF EMPLOYEES: 40

TYPE OF BUSINESS: Processor; Exporter;

Wholesaler/Distributor

PRODUCTION PERIOD: Year round

BRANDS: Ryan's Seafood; Edinburgh Seafood

Classics

EAST SIDE FISHERIES LTD.

Lower East Pubnico

Yarmouth County, NS

B0W 2A0

CONTACT: Louise LeBlanc

Terry LeBlanc

TELEPHONE: 902-762-2761/2170

FAX: 902-762-2307

PRODUCTS: Lobster — Live; Groundfish — Fresh

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 50%

NUMBER OF EMPLOYEES: 25

TYPE OF BUSINESS: Exporter; Wholesaler

PRODUCTION PERIOD: Year round

EVAN A. SWIM LIMITED

63 Doull Avenue

Halifax, NS

B3N 1Y8

CONTACT: M. Swim, Manager

R. Swim, Assistant Manager

TELEPHONE: 902-477-3679

FAX: 902-492-3474

PRODUCTS: Lobster, Clams, Mussels, Scallops,

Oysters — Fresh, live, whole-in-shell

ANNUAL SALES RANGE: 2.5–10M

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 10

TYPE OF BUSINESS: Processor;

Wholesaler/Distributor

PRODUCTION PERIOD: Year round

F. PIERCE ATLANTIC SEAFOODS LIMITED

P.O. Box 179

Shelburne, NS

B0T 1W0

Nova Scotia

CONTACT: Richard Stuart, Manager
Ernie Pierce, Assistant Manager
TELEPHONE: 902-875-2666
FAX: 902-875-2706

PRODUCTS: Hake, Cusk — Salted/dried;
Haddock, Halibut, Monkstails, Swordfish —
Fresh, dressed; Fish Roe — Salted; Cod — Fresh,
salted/dried, head & gutted
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 98%
NUMBER OF EMPLOYEES: 45
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: Year round

F.N. GOREHAM & SONS LTD.

P.O. Box 25
Wood's Harbour, NS
B0W 2E0
CONTACT: Fulton Goreham
Mildred Goreham
TELEPHONE: 902-723-2689
PRODUCTS: Cod, Pollock, Cusk, Hake —
Salted/Dried
ANNUAL SALES RANGE: Less than 0.5M
PERCENT OF SALES EXPORTED: 90-100%
NUMBER OF EMPLOYEES: 2-5
TYPE OF BUSINESS: Processor; Exporter;
Wholesaler/Distributor
PRODUCTION PERIOD: Year round

FERGUSON'S LOBSTER POUND LTD.

R.R. #2
Tangier, NS
B0J 3H0
CONTACT: Graeme Ferguson, President
Stewart J. Lamont
TELEPHONE: 902-772-2366
FAX: 902-772-2077
PRODUCTS: Lobster — Live
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 60%
NUMBER OF EMPLOYEES: 12
TYPE OF BUSINESS: Exporter
PRODUCTION PERIOD: Year round

FISH REDUCTION LIMITED

P.O. Box 70
Wood's Harbour, NS
B0W 2E0
CONTACT: J.N. Nagpaul, Manager
TELEPHONE: 902-723-2787
FAX: 902-723-2616
PRODUCTS: Fish meal
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 5-7%
NUMBER OF EMPLOYEES: 10-12

TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: Year round
BRANDS: Sea Crest

FISHERMAN'S MARKET LTD.

5080 George Street
Halifax, NS
B3J 1M4
CONTACT: Fred Greene, President
TELEPHONE: 902-423-9203
FAX: 902-422-5955
PRODUCTS: Groundfish — Fresh, frozen,
smoked, salted/dried, dressed; Lobster — Live;
Tuna — Fresh, dressed, troll-caught; Shrimp —
Fresh, whole-in-shell; Shark — Fresh, frozen,
dressed
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 40%
TYPE OF BUSINESS: Processor; Exporter;
Wholesaler/Distributor
PRODUCTION PERIOD: Year round
BRANDS: Fisherman's

FORT POINT FISHERIES LTD.

R.R. #3, Gunning Cove
Shelburne County, NS
B0T 1W0
CONTACT: Carla Wamback, Manager
TELEPHONE: 902-875-4373
FAX: 902-875-1077
PRODUCTS: Groundfish — Fresh, whole
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 50%
NUMBER OF EMPLOYEES: 15 (Seasonal)
TYPE OF BUSINESS: Processor; Exporter;
Wholesaler
PRODUCTION PERIOD: Year round

FRESH WAVE SEAFOODS

P.O. Box 261
Yarmouth, NS
B5A 4B2
CONTACTS: Brian Ritchie, Owner
Theresa Ritchie, Manager
TELEPHONE: 902-742-8183
FAX: 902-742-6970
PRODUCTS: Haddock — Fresh, smoked;
Cod — Fresh, smoked; Pollock — Smoked
ANNUAL SALES RANGE: Less than 0.5M
PERCENT OF SALES EXPORTED: 20%
NUMBER OF EMPLOYEES: 4-6
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: May-October
BRANDS: Fresh Wave Seafoods

G & G FISHERIES LIMITED

P.O. Box 1098
Shelburne, NS
B0T 1W0
CONTACT: Gary Bower, President
TELEPHONE: 902-875-4744
FAX: 902-875-3903
PRODUCTS: Haddock — Fresh, dressed;
Shack — Fresh, Salted/dried, dressed;
Cod — Fresh, Salted/dried, head & gutted
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 45%
NUMBER OF EMPLOYEES: 15
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: Year round

GRANVILLE GATES & SONS LTD.

R.R. #1, Hubbards
Lunenburg County, NS
B0J 1T0
CONTACT: Harley Hiltz, Plant Manager
TELEPHONE: 902-228-2559
FAX: 902-228-2368
PRODUCTS: Pollock, Cod, Hake, Mackerel,
Cusk, Herring — Salted/dried
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 95%
NUMBER OF EMPLOYEES: 10
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: March-December
BRANDS: Christobal; Pearl Island

GULF ATLANTIC FISHERIES LTD.

P.O. Box 328
Cheticamp, NS
B0E 1H0
CONTACT: Edmond AuCoin, Manager/Owner
Danièle Vivent, Office Manager/Owner
TELEPHONE: 902-224-2971
FAX: 902-224-2140
PRODUCTS: Groundfish (Cod, Flounder,
Grey Sole), Snow Crab — Fresh, frozen;
Herring — Roe
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 95%
NUMBER OF EMPLOYEES: 70
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: April-August;
October-January
BRANDS: Atlantic Delight

H. ANDERSON LOBSTER SALES LTD.

R.R. #2, Haure Boucher
Auld's Cove, NS
B0H 1P0
CONTACT: Allan Anderson, Manager
Hyland Anderson, Vice-President

Nova Scotia

TELEPHONE: 902-747-2746

FAX: 902-747-2185

PRODUCTS: Lobster, Crab — Fresh, live, whole-in-shell, cooked; Haddock — Fresh, dressed; Hake — Fresh, wet salted, dressed; Cod — Fresh, wet salted, head & gutted

ANNUAL SALES RANGE: 2.5-10M

TYPE OF BUSINESS: Wholesaler/Distributor

PRODUCTION PERIOD: Year round

H. HOPKINS LTD.

Breakwater Street

Port Morien, NS

BOA 1T0

CONTACT: Clifford Hopkins, President

TELEPHONE: 902-737-2243

FAX: 902-737-1077

PRODUCTS: Cod — Salted; Lobster — Live;

Groundfish Fillets — Fresh, frozen

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 100

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: April-December

HALLS HARBOUR LOBSTER COMPANY

P.O. Box 160

Wolfville, NS

BOP 1X0

CONTACT: Jack Hayward, Manager

TELEPHONE: 902-679-5299

FAX: 902-679-2224

PRODUCTS: Lobster — Live

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 95%

NUMBER OF EMPLOYEES: 8

TYPE OF BUSINESS: Exporter

PRODUCTION PERIOD: Year round

HARBOUR LOBSTER LTD.

P.O. Box 69

Sbag Harbour

Shelburne County, NS

BOW 3B0

CONTACT: Wayne Banks, President

TELEPHONE: 902-723-2500

FAX: 902-723-2568

PRODUCTS: Lobster — Fresh

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 10

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: November-May

HIGH TIDE SEAFOOD INCORPORATED

P.O. Box 41

Port Mouton, NS

BOT 1T0

CONTACT: Arley A. Atkinson, General Manager

Laura McCain, President

TELEPHONE: 902-683-2555

FAX: 902-683-2145

SALES OFFICES/AGENTS: 206 Spinnaker Drive

Halifax, NS, B3N 1A8

PHONE: 902-477-2070 **FAX:** 902-477-6123

PRODUCTS: Fish — Fresh, salted; Lobster

ANNUAL SALES RANGE: 2.5-10M

TYPE OF BUSINESS: Processor; Exporter

BRANDS: High Tide Seafood Inc.

HIGHLAND FISHERIES LTD.

Bell Street

Glace Bay, NS

B1A 6C9

CONTACT: Greg Mitchelitis, Manager

John MacNeil, Comptroller

TELEPHONE: 902-849-6016

FAX: 902-849-7794

SALES OFFICES/AGENTS: Tom MacNeil

Clearwater Fine Foods

Bedford, NS

PHONE: 902-443-0550

PRODUCTS: Cod, Pollock — Fresh, frozen,

salted/dried; Ocean Perch — Fresh, frozen

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 150

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: Year round

BRANDS: Clearwater, Highland Harvest

HOWARD TURNER & SON LTD.

Marie Joseph

Guysborough County, NS

BOJ 2G0

CONTACT: Elvin Turner, President

TELEPHONE: 902-347-2616

FAX: 902-347-2714

PRODUCTS: Cod, Hake — Fresh, salted/dried;

Haddock, Halibut — Fresh, dressed; Pollock —

Fresh, salted/dried, dressed

ANNUAL SALES RANGE: 2.5-10M

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: Year round

BRANDS: Turner

I. DEVEAU FISHERIES LTD.

P.O. Box 118, Meteghan

Digby County, NS

BOW 2J0

CONTACT: Berton German, President

TELEPHONE: 902-645-3036

FAX: 902-645-3109

PRODUCTS: Haddock, Cod, Flounder, Hake,

Cusk — Fresh; Lobster — Live, whole-in-shell;

Herring — Roe

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 75%

NUMBER OF EMPLOYEES: 60

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

IMO FOODS LTD.

#9 Mivex Court

10 Ragged Lake Blvd.

Halifax Business Park

Halifax, NS

B3S 1C2

CONTACT: Sidney J. Hughes, President

Jim Hughes, V.P., Comptroller

TELEPHONE: 902-450-5060

FAX: 902-742-0908

PROCESSING PLANT: P.O. Box 236, 26

Water Street, Yarmouth, NS, B5A 4B2

PRODUCTS: Kipper Snacks — naturally

smoked, canned; Herring — Fillets (in sauces

& canned), fillets (smoked & canned);

Sardines — Canned, fillets; Mackerel —

Fillets (smoked & canned)

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 85%-90%

NUMBER OF EMPLOYEES: 120 (Processing

plant); 5 (Sales office)

TYPE OF BUSINESS: Processor; Exporter;

Wholesaler/Distributor

PRODUCTION PERIOD: Year round

BRANDS: Kersen; Various co-packing labels

INDIAN POINT MARINE FARMS LTD.

R.R. #2

Mabone Bay, NS

BOJ 2E0

CONTACT: Peter Darnell, President

TELEPHONE: 902-624-6472

PRODUCTS: Mussels — Fresh

ANNUAL SALES RANGE: Less than 0.5M

PERCENT OF SALES EXPORTED: Varies

NUMBER OF EMPLOYEES: 5

TYPE OF BUSINESS: Processor; Engaged

in aquaculture

PRODUCTION PERIOD: September-May

INLAND FISHERIES LTD.

Italy Cross

Lunenburg County, NS

BOJ 1V0

Nova Scotia

CONTACT: David Fancy, President
Frank Mosher, Marketing Manager
TELEPHONE: 902-543-1877
FAX: 902-826-7744

PRODUCTS: Herring — Marinated (regular & Swedish Delight), speciality pack
ANNUAL SALES RANGE: Less than 0.5M
NUMBER OF EMPLOYEES: 5
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: Year round
BRANDS: Fancy's Lunenburg County Style; Fancy's Swedish Delight Style

INNOVATIVE FISHERY PRODUCTS INC.

P.O. Box 425, Little Brook
Digby County, NS
BOW 1Z0

CONTACT: Marc Blinn
Doug Bertram

TELEPHONE: 902-769-3300
FAX: 902-769-0109

PRODUCTS: Pollock (chunks) — Salted/dried; Haddock, Pollock, Flounder — Fresh, frozen, smoked, salted/dried, dressed; Lobster — Live; Scallops, Sea Cucumber — Fresh, frozen; Cod — Fresh, frozen, smoked, salted/dried, head & gutted
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 80%
NUMBER OF EMPLOYEES: 25
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: Year round
BRANDS: I.F.P.; Shamrock

INSHORE FISHERIES LTD.

Middle West Pubnico
Yarmouth County, NS
BOW 2M0

CONTACT: Claude d'Entremont, Manager
TELEPHONE: 902-762-2522
FAX: 902-762-3464

PRODUCTS: Groundfish — Fresh, frozen, salted/dried, dressed
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 95%
NUMBER OF EMPLOYEES: 45
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: January–November
BRANDS: Inshore; Lobster Bay

INTERVEST TRADING COMPANY LTD.

Upper Penthouse, 1660 Hollis Street
Halifax, NS
B3J 1V7

CONTACTS: Paul E. Blades, President
Jeffrey Whitman, V.P., Sales
TELEPHONE: 902-425-2018
FAX: 902-420-0763

PRODUCTS: Pollock, Turbot, Cod, Flounder, Sole — Frozen, smoked; Crab — Frozen; Lobster — Frozen, live, canned, whole-in-shell; Herring — Frozen, roe; Tuna — Fresh
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 5
TYPE OF BUSINESS: Processor; Trader

INVERNESS SEAFOODS

P.O. Box 299
Inverness, NS
BOE 1N0

CONTACT: William Morrissey, Manager

TELEPHONE: 902-258-3722

FAX: 902-258-3723

SALES OFFICES/AGENTS: Connors Bros. Inc., Avon, MA, USA

PRODUCTS: Lobster — Frozen, whole-in-shell; Cod, Hake — salted/dried; Crab — Frozen, portioned, whole-in-shell

ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 80%
NUMBER OF EMPLOYEES: 40

TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: May–October
BRANDS: Inverness; Brunswick (for Connors Bros.); Cape Breton Fish Industries Ltd.

ISLAND MARINE PRODUCTS LTD.

2772 Main Street
P.O. Box 40
Clark's Harbour, NS
BOW 1P0

CONTACT: Cyril B. Swim, President

Peter E.T. Swim, General Manager

TELEPHONE: 902-745-2222

FAX: 902-745-3247

PRODUCTS: Lobster — Fresh, frozen, live; Tuna, Dogfish — Fresh, dressed; Groundfish (various species dependant on availability) — Fresh, smoked, salted/dried, roe, dressed

ANNUAL SALES RANGE: 10–50M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 150
TYPE OF BUSINESS: Processor; Exporter; Wholesaler/Distributor
PRODUCTION PERIOD: Year round

JACK'S LOBSTERS LIMITED

Oyster Pond, Jeddore
Halifax County, NS
BOJ 1W0

CONTACT: Joseph Goyetche

Rose-Marie Goyetche

TELEPHONE: 902-889-2771

FAX: 902-889-2720

PRODUCTS: Lobster

PERCENT OF SALES EXPORTED: 75%

NUMBER OF EMPLOYEES: 10

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

JAMES L. MOOD FISHERIES

Wood's Harbour
Shelburne County, NS
BOW 2E0

CONTACT: Almond Mood, Manager

Corey Mood, Manager

TELEPHONE: 902-723-2360

FAX: 902-723-2880

PRODUCTS: Lobster — Fresh, live; Salt Fish; Swordfish — Fresh, live, dressed; Bluefin Tuna — Fresh, live, dressed; Flounder — Fresh, live

ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 10

TYPE OF BUSINESS: Processor; Exporter; Wholesaler/Distributor
PRODUCTION PERIOD: Year round

JOEL SMITH FISHERIES LTD.

R.R. #5, Sandford
Yarmouth, NS
B5A 4A9

CONTACT: Bernard Berry, President

Gabor Tokai, Secretary

TELEPHONE: 902-742-5572

PRODUCTS: Lobster — Fresh; Groundfish — Salted/dried

ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 3
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: Year round

K & N FISHERIES LTD.

Upper Port Latour
Shelburne County, NS
BOW 3N0

CONTACT: Kirk Nickerson, Manager

Gregory Nickerson, Plant Manager

TELEPHONE: 902-768-2478

FAX: 902-768-2385

PRODUCTS: Cod, Pollock, Hake, Cusk — Fresh, salted/dried; Haddock, Halibut — Fresh, dressed; Lobster — Live

ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 95%
NUMBER OF EMPLOYEES: 12
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: Year round

BRANDS: Latour

Nova Scotia

KARLSEN SHIPPING CO. LTD.

P.O. Box 9222, Station A
2089 Upper Water Street
Halifax, NS
B3K 5M8

CONTACT: Martin Karlsen, President

Jay Lugar, Assistant Manager

TELEPHONE: 902-423-7389

FAX: 902-420-9222

PRODUCTS: Herring — Fresh, frozen, smoked, salted/dried, roe, dressed; Mackerel — Fresh, frozen, smoked, dressed; Groundfish — Fresh, frozen, smoked, salted/dried, dressed

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 100

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: May-December

BRANDS: Sea King

KENNEY & ROSS LIMITED

R.R. #3

Shelburne, NS

BOT 1W0

CONTACT: Robert E. Norland, President

Robert Welland, Vice President

TELEPHONE: 902-637-2616

FAX: 902-637-2511

PRODUCTS: Fish Gelatin

ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: 95%

NUMBER OF EMPLOYEES: 23

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: Year round

L. WALKER SEAFOODS LTD.

Wood's Harbour, NS

BOW 2E0

CONTACT: LeRoy Walker, President

TELEPHONE: 902-723-2889

FAX: 902-723-2104

PRODUCTS: Lobster — Live; Groundfish (Pollock, Cod) — Salted/dried; Tuna, Swordfish — Fresh

ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 5

TYPE OF BUSINESS: Exporter;

Wholesaler/Distributor

PRODUCTION PERIOD: December-September

LAHAVE SEAFOODS LTD.

LaHave, NS

BOR 1C0

CONTACT: David Himmelman

David Wentzell

TELEPHONE: 902-688-2773

FAX: 902-688-2766

PRODUCTS: Pollock — Fresh, salted/dried, dressed; Cod — Fresh, salted/dried, head & gutted; Haddock — Fresh, dressed; Lobsters — Live

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 70%

NUMBER OF EMPLOYEES: 15-35

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

LAURENCE SWEENEY FISHERIES LTD.

Drawer 248

Yarmouth, NS

B5A 4B2

CONTACTS: Earle P. Kaiser, General Manager

Tim Kaiser, Operations Manager

TELEPHONE: 902-742-2411

FAX: 902-742-1595

PRODUCTS: Sea Scallops — Fresh, frozen, roe; Herring — Frozen, roe; Groundfish — Fresh, frozen, salted/dried; Fish oil; Fish meal

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 99%

NUMBER OF EMPLOYEES: 600

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Pick O Sea; Kennebec; Old English

LEO G. ATKINSON FISHERIES LTD.

South Side

Shelburne County, NS

BOW 1P0

CONTACT: Leo G. Atkinson, President

TELEPHONE: 902-745-3047

FAX: 902-745-1245

PRODUCTS: Groundfish — Wet salted, dried salted, fresh whole

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 15%

NUMBER OF EMPLOYEES: 20

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: May-December

BRANDS: Deep Sea

LINCO FISHERIES LTD.

P.O. Box 70, Clark's Harbour

Shelburne County, NS

BOW 1P0

CONTACT: Colin Smith, President

Clara Ross, Office Manager

TELEPHONE: 902-745-2300

FAX: 902-745-2898

PRODUCTS: Groundfish — Fresh, whole; Cod, Pollock, Cusk, Hake — Heavy salted

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 50%

NUMBER OF EMPLOYEES: 30

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: Year round

LITTLE HARBOUR FISHERIES

1549 Lower Water Street

Halifax, NS

B3J 1S2

CONTACT: Paul Budreski, President

TELEPHONE: 902-423-6610

FAX: 902-425-1414

PRODUCTS: Sea Urchins, Clams, Oysters, Bay Scallops — Live

ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: 30%

NUMBER OF EMPLOYEES: 8

TYPE OF BUSINESS: Engaged in aquaculture

PRODUCTION PERIOD: Year round

LITTLE RIVER SEAFOOD PACKERS LTD.

P.O. Box 1271

Digby, NS

BOV 1A0

CONTACT: Bradley Longmire, President

Basil Lewis, General Manager

TELEPHONE: 902-245-4729

FAX: 902-245-5444

PRODUCTS: Fillets — Fresh, frozen; Scallops — Fresh, frozen; Cod, Hake, Pollock — Salted/dried

ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: 30%

NUMBER OF EMPLOYEES: 21

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Little River Seafoods

LOCH BRAS D'OR SALMON FARMS LTD

R.R. #2

Baddeck, NS

BOE 1B0

CONTACT: Phil Drinnan

TELEPHONE: 902-756-3223

FAX: Same as telephone

SALES OFFICES/AGENTS: National Sea Products

PRODUCTS: Steelhead Salmon, Atlantic Salmon, Speckled Trout — Fresh, dressed

ANNUAL SALES RANGE: Less than 0.5M

TYPE OF BUSINESS: Engaged in aquaculture

PRODUCTION PERIOD: August-February

M. & M. FISHERIES LTD.

P.O. Box 190

Woods Harbour

Shelburne County, NS

BOW 2E0

Nova Scotia

CONTACT: Gary Goreham, President
Stephen Goreham, Vice President

TELEPHONE: 902-723-2390

FAX: 902-723-2967

PRODUCTS: Haddock — Fresh, dressed; Pollock — Fresh, salted/dried, dressed; Cod — Fresh, salted/dried, head & gutted; Hake — Fresh, salted/dried; Redfish, Flounder — Fresh; Herring — Roe; Lobster — Live, whole-in-shell; Tuna — Fresh

ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: 75%

NUMBER OF EMPLOYEES: 35

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: Year round

M.V. OSPREY LTD.

P.O. Box 40

Mulgrave, NS

BOE 2G0

CONTACT: Chris Topp, General Manager

Brian Shebib, Marketing

TELEPHONE: 902-747-2211

FAX: 902-747-2215

PRODUCTS: Shrimp, Groundfish, Turbot — Frozen

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 60%

NUMBER OF EMPLOYEES: 40

TYPE OF BUSINESS: Processor; Exporter; Wholesaler/Distributor

PRODUCTION PERIOD: Year round

MARIMEX LIMITED

P.O. Box 8732, Station A

Halifax, NS

B3K 5M4

CONTACT: Donald A. Fraser, P.Eng., President

W. Bryce Fisher, P.Eng., Vice President

TELEPHONE: 902-422-7355

FAX: 902-422-8147

PRODUCTS: Shrimp — Frozen, whole-in-shell;

Lobster — Tails; Dogfish — Portioned;

Herring — Roe; Tuna — Canned

ANNUAL SALES RANGE: Less than 0.5M

NUMBER OF EMPLOYEES: 6

TYPE OF BUSINESS: Trader

MARR SEAFOODS CANADA LIMITED

33 Alderney Drive

Dartmouth, NS

B2Y 2N4

CONTACT: Richard Lander, President

TELEPHONE: 902-463-2906

FAX: 902-469-8850

TELEX: 019-22620

PRODUCTS: Haddock — Frozen, Salted/dried, portioned, dressed, speciality pack, troll-caught;

Cod — Frozen, Salted/dried, portioned, head & gutted, speciality pack, troll-caught; Herring —

Frozen, dressed, speciality pack; Mackerel —

Frozen, dressed; Pollock — Frozen,

Salted/dried, dressed, troll-caught; Shrimp —

Fresh, frozen, troll-caught

ANNUAL SALES RANGE: 2.5-10M

NUMBER OF EMPLOYEES: 4

TYPE OF BUSINESS: Exporter; Trader

MERSEY POINT FISH PRODUCTS LTD.

P.O. Box 429

Liverpool, NS

B0T 1K0

CONTACT: Maarten Mutsaers, Marketing Manager

Robert Mutsaers, Director

TELEPHONE: 902-354-5926

FAX: 902-354-5926

PRODUCTS: Herring — Smoked, marinated, salted; Mackerel — Smoked

ANNUAL SALES RANGE: Less than 0.5M

PERCENT OF SALES EXPORTED: 25%

NUMBER OF EMPLOYEES: 8

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Mersey Point; Monarch

MERSEY SEAFOODS LIMITED

P.O. Box 1290

Liverpool, NS

B0T 1K0

CONTACT: Cecil S. Smith, Executive V.P.

Dr. William M. Murphy, President

TELEPHONE: 902-354-3467

FAX: 902-354-2319

PRODUCTS: Ocean Perch — Fresh, frozen;

Scallops, Cod, Other Groundfish Species —

Frozen; Shrimp — Frozen, whole-in-shell

ANNUAL SALES RANGE: 50M+

PERCENT OF SALES EXPORTED: 95%

NUMBER OF EMPLOYEES: 500

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Mersey; Usen

METEGHAN LOBSTER CO-OP

P.O. Box 24

Meteghan, NS

B0W 2J0

CONTACT: Stan Comeau, President

TELEPHONE: 902-645-2197

PRODUCTS: Lobster — Live; Tuna — Fresh, live

ANNUAL SALES RANGE: Less than 0.5M

PERCENT OF SALES EXPORTED: 60%

NUMBER OF EMPLOYEES: Varies

TYPE OF BUSINESS: Processor

NATIONAL SEA PRODUCTS LTD.

1959 Upper Water Street

Halifax, NS

B3J 3B7

CONTACT: Winston Spencer, V.P.

International Sales

TELEPHONE: 902-422-9381

FAX: 902-420-1988

TELEX: 019-21542

SALES OFFICES/AGENTS:

National Sea Products Inc.

One Highliner Avenue

P.O. Box 839

Portsmouth, NH, USA

PRODUCTS: Redfish — Frozen, portioned;

Turbot — Frozen, dressed; Atlantic Pollock —

Frozen, portioned; Silver Hake — Frozen;

Cod — Frozen, breaded/prepared

ANNUAL SALES RANGE: 50M+

PERCENT OF SALES EXPORTED: 50%

NUMBER OF EMPLOYEES: 2,000

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: Year round

BRANDS: High Liner

NEWELL LOBSTERS LTD.

P.O. Box 99

Yarmouth, NS

B5A 4B1

CONTACT: Robert Newell, Owner

TELEPHONE: 902-742-6272

FAX: 902-742-1542

PRODUCTS: Lobster — Live; Groundfish —

Salted/dried; Herring — Frozen, roe; Fish meal

ANNUAL SALES RANGE: 2.5-10M

TYPE OF BUSINESS: Processor

NIPPON SUISAN (HALIFAX) LTD.

609 — 1969 Upper Water Street

Halifax, NS

B3J 2R7

CONTACTS: Angela Jellett, Treasurer

Y. Sato, President

TELEPHONE: 902-423-8120

FAX: 902-422-4209

PRODUCTS: Crab, Turbot (Greenland

Halibut) — Frozen; Lobster — Live; Herring,

Sea Urchin — Frozen roe

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 3

TYPE OF BUSINESS: Exporter

OAK ISLAND FISHERIES LTD.

35 Brunswick Street

Yarmouth, NS

B5A 2E7

Nova Scotia

CONTACT: Peter Panagapko
TELEPHONE: 902-742-3287
FAX: 902-742-3287
PRODUCTS: Cod — Frozen, salted; Atlantic Flounder, Redfish, Mackerel, Groundfish, Scallops — Frozen; Lobster — Live; Tuna — Fresh; Pollock, Hake — Salted; Salmon — Fresh, frozen, smoked; Shrimp — IQF frozen, cooked, peeled; Boil-in-a-bag & microwaveable entrees that can be custom designed with any species of fish or shellfish
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 90+%
NUMBER OF EMPLOYEES: 1–3
TYPE OF BUSINESS: Trader
PRODUCTION PERIOD: Year round

OCEAN ENTERPRISES INC.
3325, Chemin du Roi
P.O. Box 71, Anses des Belliveau
Belliveau Cove, NS
BOW 1J0
CONTACT: Michel Belliveau, President & Director General
TELEPHONE: 902-837-5982
FAX: 902-837-7283
PRODUCTS: Lobsters — Live, gift pack, whole-in-shell
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 70%
NUMBER OF EMPLOYEES: 4 (peak), 1 (off season)
TYPE OF BUSINESS: Exporter; Wholesaler/Distributor
PRODUCTION PERIOD: Year round
BRANDS: Homards de l'Acadie

OCEAN ORGANIC LTD.
(FINYVES of Nova Scotia)
P.O. Box 106
Tusket, NS
BOW 3M0
CONTACT: Brian H. Ives, President
TELEPHONE: 902-643-2799
FAX: 902-643-2001
SALES OFFICES/AGENTS: HEDDCO Group International (Central America)
2 Bloor Street West
Toronto, ONT, M4W 3E2
FAX: 416-229-0336
PRODUCTS: Atlantic Salmon — Fresh, frozen, smoked, portioned, speciality pack, gift pack; Steelhead (Salmon, Trout) — Fresh, frozen, smoked; Mussels — smoked, portioned, with rice for the microwave
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 70%

NUMBER OF EMPLOYEES: 6–12
TYPE OF BUSINESS: Processor; Engaged in aquaculture; Exporter
PRODUCTION PERIOD: September–July (inventory available in August)
BRANDS: FINYVES of Nova Scotia

OCEAN PRIDE FISHERIES LTD.
General Delivery
Lower Wedgeport, NS
BOW 2B0
CONTACT: Milton LeBlanc, President
TELEPHONE: 902-663-4579
FAX: 902-663-2698
PRODUCTS: Dogfish, Herring roe — Fresh, frozen
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 100%
NUMBER OF EMPLOYEES: 30–75
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: June–October
BRANDS: Ocean Pride

OCEANS' BEST SEAFOOD LTD.
Meteghan Centre, Box 53
Digby County, NS
BOW 2K0
CONTACT: Raymond J. King, President
TELEPHONE: 902-645-3482
FAX: 902-645-2939
PRODUCTS: Haddock, Pollock, Flounder (fillets) — Fresh, dressed; Cod — Fresh, salted/dried, head & gutted; Pollock, Hake — Salted/dried; Lobster — Live; Scallops — Fresh
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 50%
NUMBER OF EMPLOYEES: 20
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: Year round

PETER A. MULLINS PROVISION MERCHANTS LTD.
Main-a-Dieu, NS
BOA 1N0
CONTACT: Benjamin Mullins, President
TELEPHONE: 902-733-2676
PRODUCTS: Lobster — Live
ANNUAL SALES RANGE: Less than 0.5M
TYPE OF BUSINESS: Wholesaler/Distributor

PREMIUM SEAFOODS LIMITED
P.O. Box 39
Aricbat, NS
BOE 1A0
CONTACTS: Edgar Samson, President
Brian Samson, Vice President
TELEPHONE: 902-226-2633
FAX: 902-226-1263

PRODUCTS: Groundfish, Shark — Fresh, frozen, salted, portioned, dressed, troll-caught; Lobster, Crab — Live, whole-in-shell
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 30%
NUMBER OF EMPLOYEES: 42
TYPE OF BUSINESS: Processor; Exporter; Wholesaler/Distributor
PRODUCTION PERIOD: Year round
BRANDS: J.F. Samson

PUBNICO TRAWLER'S LTD.
P.O. Box 17, Lower East Pubnico
Yarmouth County, NS
BOW 2A0
CONTACT: Julie Nickerson, Office Manager/Sales
George Cunningham, Plant Manager/Sales
TELEPHONE: 902-762-3202
PRODUCTS: Cod — Fresh, frozen, salted/dried, head & gutted, speciality pack, gift pack; Pollock — Fresh, frozen, salted/dried, dressed; Hake, Cusk — Salted/ dried; Haddock — Fresh, frozen, dressed
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 10
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: Year round
BRANDS: Trawler

QUALITY SEAFOODS LTD.
1 Kirk Street, Suite 109
Yarmouth, NS
B5A 1S6
CONTACT: Alfred C. Leblanc, President
TELEPHONE: 902-742-9157
FAX: 902-742-7708
PRODUCTS: Herring — Frozen, roe, dressed; Groundfish — Fresh, frozen
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 85%
NUMBER OF EMPLOYEES: 100–150
TYPE OF BUSINESS: Processor; Exporter; Wholesaler/Distributor

R & K MURPHY ENTERPRISES LTD.
Lower Wedgeport
Yarmouth, NS
BOW 2B0
CONTACT: Roland Murphy, President
TELEPHONE: 902-663-2747
FAX: 902-663-2993
PRODUCTS: Rockweed — Dried; Herring — Roe; Lobster — Live; Groundfish — Fresh, salted/dried
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 70%

Nova Scotia

NUMBER OF EMPLOYEES: 20-100
TYPE OF BUSINESS: Processor; Exporter

R. BAKER FISHERIES LIMITED

P.O. Box 339
Lockeport, NS
B0T 1L0
CONTACT: Robert Baker, Owner
TELEPHONE: 902-656-3371
FAX: 902-656-3207
PRODUCTS: Lobster, Quabogs (Littleneck Clam) — Fresh, live
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 6
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: Year round

R. CROWELL EEL PROCESSOR LTD. & SMOKERY

P.O. Box 10, Site 2, Glenwood
Yarmouth County, NS
B0W 1W0
CONTACT: Dianne Crowell, Owner/Manager
TELEPHONE: 902-643-2344
FAX: 902-643-2882
PRODUCTS: Eels — Fresh, frozen, live, smoked; Mackerel, Herring — Frozen, smoked; Alewives — Fresh, frozen, smoked
ANNUAL SALES RANGE: Less than 0.5M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 5
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: Year round

R. ROYLE & CO. LIMITED

P.O. Box 1504
Halifax, NS
B3J 2Y3
CONTACT: Bob Royle, President
Susan Pendlebury
TELEPHONE: 902-492-1918
FAX: 902-492-1953
PRODUCTS: Shrimp (IQF) — Frozen; Salmon (farmed) — Fresh, frozen, smoked; Steelhead (farmed) — Fresh, frozen, smoked
PERCENT OF SALES EXPORTED: 98%
NUMBER OF EMPLOYEES: 2
TYPE OF BUSINESS: Exporter

R.I. SMITH CO., LIMITED.

P.O. Box 9
Shag Harbour, NS
B0W 3B0
CONTACT: Elnathan D. Smith, President
TELEPHONE: 902-723-2380
FAX: 902-723-2541

PRODUCTS: Cod, Pollock, Hake, Cusk — Salted/dried; Lobster — Live
ANNUAL SALES RANGE: 10-50M
PERCENT OF SALES EXPORTED: 99%
NUMBER OF EMPLOYEES: 35-40
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: Year round
BRANDS: Seahorse

RICHMOND FISHERIES LTD.

P.O. Box 40
Petit de Grat, NS
B0E 2L0
CONTACT: Charles Smith, General Manager
Alfred Boudreau, Office Manager
TELEPHONE: 902-226-2510
FAX: 902-226-1344
PRODUCTS: Groundfish — Fresh, frozen; Ocean Perch — Fresh, frozen; Fish Meal; Fish Oil
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 95%
NUMBER OF EMPLOYEES: 300
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: Year round

RIO IMPORT & EXPORT LTD.

P.O. Box 1343
Dartmouth, NS
B2Y 4B9
CONTACT: Claude D. Oppedisano, President
TELEPHONE: 902-466-2077
FAX: 902-466-7277
PRODUCTS: Mackerel — Fresh, frozen, canned, smoked, salted/dried, dressed, speciality pack, troll-caught; Squid, Capelin — Fresh, frozen, salted/dried; Herring — Fresh, frozen, canned, smoked, roe; Cod, Pollock, Hake, Cusk — Frozen, salted/dried
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 75%
NUMBER OF EMPLOYEES: 3
TYPE OF BUSINESS: Trader
PRODUCTION PERIOD: Year round
BRANDS: Rio Import & Export Ltd.; Crystal Seas Ltd.

RISSERS LOBSTER POUND LTD.

West Dublin
Lunenburg County, NS
B0C 1C0
CONTACT: Gerald Risser, Owner
TELEPHONE: 902-688-2027
FAX: 902-688-2522
PRODUCTS: Lobster — Fresh, live, whole-in-shell; Mussels — Fresh, whole-in-shell
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 50%

NUMBER OF EMPLOYEES: 4
TYPE OF BUSINESS: Engaged in aquaculture; Exporter; Wholesaler
PRODUCTION PERIOD: August-June

RIVER PHILIP TROUT FARM

R.R. #1
Oxford Junction, NS
B0M 1R0
CONTACT: Adair McLellan, Owner
Kim McLellan, Assistant Manager
TELEPHONE: 902-686-3714
PRODUCTS: Rainbow Trout — Fresh
ANNUAL SALES RANGE: Less than 0.5M
PERCENT OF SALES EXPORTED: less than 5%
NUMBER OF EMPLOYEES: 2
TYPE OF BUSINESS: Processor; Engaged in aquaculture
PRODUCTION PERIOD: September-June

ROBINSON CHARTER CO. LTD.

R.R. #3
Granville Ferry, NS
B0S 1K0
CONTACT: Edward Robinson, Owner
TELEPHONE: 902-532-5747
PRODUCTS: Scallops, Groundfish — Fresh
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 20-30
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: Year round

RYER & RYER LOBSTERS LTD.

Indian Harbour
Halifax County, NS
B0J 3J0
CONTACT: Roger Fisher, President
TELEPHONE: 902-823-2822
FAX: 902-823-2219
PRODUCTS: Lobster — Live
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 70%
NUMBER OF EMPLOYEES: 5-12
TYPE OF BUSINESS: Processor; Exporter; Wholesaler
PRODUCTION PERIOD: Year round

S.P.A. CO-OP LTD.

R.R. #2
St. Peter's, NS
B0E 3B0
CONTACT: Robert Cotton, President
John MacDonald, Manager
TELEPHONE: 902-535-2623/2014
FAX: 902-535-3148

Nova Scotia

PRODUCTS: Atlantic Salmon, Steelhead Salmon — Fresh, smoked, portioned; Arctic Char (fillets) — Fresh, frozen, smoked, gift pack; Rainbow Trout — Fresh, frozen, smoked
ANNUAL SALES RANGE: Less than 0.5M
NUMBER OF EMPLOYEES: 5
TYPE OF BUSINESS: Engaged in aquaculture
PRODUCTION PERIOD: Arctic char year round
BRANDS: Bras d'Or Char

SABLE FISH PACKERS (1988) LIMITED

P.O. Box 69, South Side

Clark's Harbour

Shelburne County, NS

BOW 1P0

CONTACTS: J. Gary Black, Sales & Plant Manager

B.A. Blades, President

TELEPHONE: 902-745-2500

FAX: 902-745-3270

PRODUCTS: Groundfish (Haddock, Pollock, Cusk, Hake) — Fresh, frozen, salted/dried, dressed; Cod — Fresh, frozen, salted/dried, head & gutted; Herring — Frozen, salted/dried, roe; Lobster — Live; Tuna — Fresh, dressed; Shark, Hagfish — Fresh, frozen

ANNUAL SALES RANGE: 10–50M

PERCENT OF SALES EXPORTED: 80%

NUMBER OF EMPLOYEES: 300

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Sable

SALT WATER FISHERIES LTD.

P.O. Box 88, Wedgeport

Yarmouth County, NS

BOW 3P0

CONTACT: Glen Surette, Manager/Owner
Gary Pothier, Manager/Owner

TELEPHONE: 902-663-2296 or 742-2706

PRODUCTS: Herring — Frozen, roe; Tuna — Fresh

NUMBER OF EMPLOYEES: 10–70

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: July–November

SAMBRO FISHERIES LIMITED

Sambro Post Office

Halifax County, NS

BQJ 2Y0

CONTACT: Douglas Garrison, Plant Manager
Samuel Elsworth, President

TELEPHONE: 902-868-2140

FAX: 902-868-2596

PRODUCTS: Haddock — Fresh, frozen, salted/dried, dressed; Cod — Fresh, frozen, salted/dried, head & gutted; Hake, Pollock — Fresh,

salted/dried, dressed; Halibut, Swordfish — Fresh, frozen, dressed; Lobster — Fresh, dressed; Grey Sole — Fresh, frozen
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 40%
NUMBER OF EMPLOYEES: 16
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: Year round

SANS SOUCI SEAFOODS LTD.

P.O. Box 163 (Mood Road)

Tusket, NS

BOW 3M0

CONTACT: Bill Veinot, General Manager

TELEPHONE: 902-648-3427

FAX: 902-648-3012

PRODUCTS: Cod, Hake, Cusk, Pollock — Salted

ANNUAL SALES RANGE: 10–50M

PERCENT OF SALES EXPORTED: 85%

NUMBER OF EMPLOYEES: 65

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Sans Souci; Rico Seco

SCHOONER SEAFOODS LTD.

Wedgeport

Yarmouth County, NS

BOW 3P0

CONTACT: Michael P. Nowinski, General Manager

TELEPHONE: 902-663-2521

FAX: 902-663-4695

PRODUCTS: Frozen Herring — Fillets, round, headless, roe

ANNUAL SALES RANGE: 2.5–10M

PERCENT OF SALES EXPORTED: 98%

NUMBER OF EMPLOYEES: 160

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: May–February

BRANDS: Schooner Seafoods

SEA CREST FISHERIES LTD.

P.O. Box 94

Saulnierville, NS

BOW 2Z0

CONTACT: Brian Saulnier, Office Manager

TELEPHONE: 902-769-2816

FAX: 902-769-0866

PRODUCTS: Herring — Frozen, salted/dried, roe

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 94%

NUMBER OF EMPLOYEES: 50–125

(peak season)

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: May–November

BRANDS: Sea Crest

SEA SMOKERS LTD.

Lower Eel Brook

Yarmouth County, NS

BOW 2X0

CONTACT: J. David Surette, President

TELEPHONE: 902-648-2872

PRODUCTS: Cod, Haddock, Wolf fish,

Monkfish — Fresh; Pollock, Hake, Cusk — Salted

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 40–50%

NUMBER OF EMPLOYEES: 8

TYPE OF BUSINESS: Processor; Wholesaler

PRODUCTION PERIOD: Year round; Peak season: April–October

SEA STAR SEAFOODS LTD.

P.O. Box 220

Clark's Harbour

Shelburne County, NS

BOW 1P0

CONTACT: Adlai Cunningham, President

Fenton Cunningham, Sales Manager

TELEPHONE: 902-745-2925

FAX: 902-745-2129

PRODUCTS: Groundfish — Fresh, salted/dried

ANNUAL SALES RANGE: 2.5–10M

PERCENT OF SALES EXPORTED: 60%

NUMBER OF EMPLOYEES: 35

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

SEA WINDS FISHERIES INC.

R.R. #3, Granville Ferry

Annapolis County, NS

BOS 1K0

CONTACT: Michael Longmire, President

Kevin Hudgins, Plant Manager

TELEPHONE: 902-532-2889

FAX: 902-532-7018

PRODUCTS: Scallops — Fresh, frozen;

Groundfish — Fresh, frozen

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 25

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: Year round

BRANDS: Sea Winds

SEABRIGHT SMOKEHOUSES LTD.

P.O. Box 5, Site 9

R.R. #1, Tantallon

Halifax County, NS

BOV 3J0

CONTACT: Simon Krasemann, Manager

Andrew Murray, Manager

TELEPHONE: 902-823-2465

Nova Scotia

FAX: 902-823-2465

SALES OFFICES/AGENTS: 74 Buckingham Road, North Andover, MASS, USA

PRODUCTS: Atlantic Salmon, Smoked Salmon Pâté — Fresh, frozen, smoked, portioned, speciality pack, gift pack; Scallops — Fresh, smoked

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 60%

NUMBER OF EMPLOYEES: 7

TYPE OF BUSINESS: Processor; Engaged in aquaculture; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Seabright

SEAFREEZ FOODS INC.

1660 Hollis Street, Upper Penthouse

Halifax, NS

B3J 1V7

CONTACTS: David Bollivar, Vice President, Operations

Glen Feltmate, Sales Manager

TELEPHONE: 902-423-4800

FAX: 902-423-4808

SALES OFFICES/AGENTS: Seafreez Foods Inc.

198 Water Street

Corner Brook, NFLD, A2H 3E4

PRODUCTS: Cod — Fresh, frozen, salted/dried; Turbot, Perch — Fresh, frozen

ANNUAL SALES RANGE: 50M+

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 1,300

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: Year round

BRANDS: Seafreez

SEASIDE FISHERIES LTD.

Shag Harbour

Shelburne County, NS

B0W 3B0

CONTACT: Brian Banks, President

TELEPHONE: 902-723-2032

FAX: 902-723-2871

PRODUCTS: Lobster — Live; Cod, Hake, Pollock — Salted/dried

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 6

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: June–March

SELDON MILLER FISHERIES LTD.

R.R. #1, Hubbards

Lunenburg County, NS

B0J 1T0

CONTACT: Lawson Miller, President

TELEPHONE: 902-857-9561

FAX: 902-228-2474

PRODUCTS: Mackerel — Fresh; Haddock —

Fresh, dressed; Cod — Fresh, head & gutted

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 30%

NUMBER OF EMPLOYEES: 13

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

SFT VENTURE

R.R. #1

Hubbards, NS

B0J 1T0

CONTACT: Andy Schnare, Managing Director

Jill Speirs, Sales Administrator

TELEPHONE: 902-228-2579

FAX: 902-228-2297

PRODUCTS: Oysters (European), Oysters (native) — Live, whole-in-shell

ANNUAL SALES RANGE: Less than 0.5M

PERCENT OF SALES EXPORTED: 95%

NUMBER OF EMPLOYEES: 9

TYPE OF BUSINESS: Engaged in aquaculture; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Mountain Island

SHAG HARBOUR FISHERIES LTD.

P.O. Box 69

Shag Harbour

Shelburne County, NS

B0W 3B0

CONTACT: Wayne Banks, President

TELEPHONE: 902-723-2361

FAX: 902-723-2568

PRODUCTS: Lobster — Live; Cod, Hake, Pollock — Salted/dried

ANNUAL SALES RANGE: 2.5–10M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 7–25

TYPE OF BUSINESS: Processor; Exporter;

Wholesaler

PRODUCTION PERIOD: Lobster:

December–July; Fish: May–December

SHORELINE FISHERIES LTD.

P.O. Box 59

Wood's Harbour, NS

B0W 2E0

CONTACT: Joel Nickerson, President

TELEPHONE: 902-723-2525

FAX: 902-723-2601

PRODUCTS: Cod, Pollock, Hake, Cusk — Salted; Lobster — Live

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 5

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: Year round

SILVER ROE SEAFOODS LIMITED

P.O. Box 71

Pubnico, NS

B0W 2W0

CONTACT: Robert Amirault, Manager

Dennis D'Eon, President

TELEPHONE: 902-762-3003

FAX: 902-762-3013

PRODUCTS: Herring — Frozen roe, frozen fillets; Lobster — live; Tuna — Fresh; Groundfish — Fresh

ANNUAL SALES RANGE: 2.5–10M

PERCENT OF SALES EXPORTED: 80%

NUMBER OF EMPLOYEES: 10–90

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: Year round

ST. MARY'S BAY FISHERIES LTD.

P.O. Box 160

Meteghan, NS

B0W 2J0

CONTACT: Marcel Muise, Manager

Jacques Venne, Production Manager

TELEPHONE: 902-645-2417

FAX: 902-645-2929

PRODUCTS: Groundfish — Fresh, frozen, salted/dried, dressed; Lobster — Live; Herring — Roe

ANNUAL SALES RANGE: 2.5–10M

PERCENT OF SALES EXPORTED: 70–75%

NUMBER OF EMPLOYEES: 75–100

(peak season); 8–10 (off season)

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

BRANDS: St. Mary's Bay Fisheries

STODDARD FISHERIES (1988) LTD.

P.O. Box 89

Clark's Harbour, NS

B0W 1P0

CONTACT: Mitchell O. Nickerson,

President/General Manager

Ira A. Maxwell, Plant Manager

TELEPHONE: 902-745-2250

FAX: 902-745-1262

PRODUCTS: Cod — Salted/dried, speciality pack (boneless cod); Cusk, Hake, Pollock — Speciality pack; Haddock, Halibut — Fresh

ANNUAL SALES RANGE: 2.5–10M

PERCENT OF SALES EXPORTED: 70%

NUMBER OF EMPLOYEES: Seasonal

TYPE OF BUSINESS: Processor;

Wholesaler/Distributor

Nova Scotia

PRODUCTION PERIOD: Fresh: January-March;
Pickled & Dry: June-October

SWIMS HOLDINGS INC.

P.O. Box 8270 "A"

Halifax, NS

B3K 5L9

CONTACT: Malcolm Swim, President

Tony M. Swim, Vice President

TELEPHONE: 902-492-1800

FAX: 902-492-3474

PRODUCTS: Lobster — Fresh, frozen, live, whole-in-shell; Eels — Fresh, frozen, live, smoked; Groundfish (Pollock, Cusk, Hake) — Fresh, frozen, salted/dried, dressed; Cod — Fresh, frozen, salted/dried, head & gutted; Oysters, Mussels, Periwinkles, Clams — Fresh, frozen, live, whole-in-shell

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 80%

NUMBER OF EMPLOYEES: 15

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

T. ITO TRADING (N.S.) LTD.

Maritime Centre

1505 Barrington Street

Halifax, NS

B3J 3K5

CONTACT: Toshihide Ito, President/Owner

Angela Reid, Executive Assistant

TELEPHONE: 902-422-8157

FAX: 902-429-6194

PRODUCTS: Lobster — Frozen, live; Tuna — Fresh; Herring — Frozen roe

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 95%

NUMBER OF EMPLOYEES: 3

TYPE OF BUSINESS: Exporter

TAI-PAN LOBSTER INC.

General Delivery, Meteghan

Digby County, NS

BOW 2J0

CONTACT: Allan L. Robicheau

TELEPHONE: 902-645-2895

FAX: 508-352-7565

SALES OFFICES/AGENTS: B & M Fisheries Ltd.

Georgetown, MA

Allan Robichaud

PHONE: 508-352-6663

PRODUCTS: Lobster — Live

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 5

TYPE OF BUSINESS: Exporter

PRODUCTION PERIOD: Year round

THE FISH BASKET LTD.

P.O. Box 578

Eastern Passage

Halifax County, NS

B3G 1M8

CONTACT: Reginald P. Hartlen, President

Margaret Perry, Sales & Production

TELEPHONE: 902-465-6330

FAX: 902-465-2572

PRODUCTS: Haddock — Fillets, fresh, frozen, salted/dried, dressed; Cod — Fillets, fresh, frozen, salted/dried, head & gutted; Pollock, Hake, Herring, Mackerel — Salted; Lobster — Live

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 10%

NUMBER OF EMPLOYEES: 22-40

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Fish Basket

TRASA IMPORT EXPORT

1574 Argyle Street

Suite 4, Box 12

Halifax, NS

B3J 2B3

CONTACT: Rodolfo Meloni, President

Luigi Benigno, Vice President

TELEPHONE: 902-422-0066

FAX: 902-455-8958

PRODUCTS: Lobster — Live; Seafood — Frozen

ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 2

TYPE OF BUSINESS: Exporter

US FOUR FISHERIES LTD.

P.O. Box 88 Meteghan

Digby County, NS

BOW 2J0

CONTACT: Lionel Leblanc, Manager

TELEPHONE: 902-645-3455

FAX: 902-645-2613

PRODUCTS: Haddock, Sole, Scallops — Fresh; Pollock, Cod — Fresh, salted/dried

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 30%

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

VICTORIA CO-OPERATIVE FISHERIES LTD.

Neil's Harbour, NS

B0C 1N0

CONTACT: Lloyd Lamey, Manager

TELEPHONE: 902-336-2541

FAX: 902-336-2400

PRODUCTS: Mackerel, Grey Sole — Frozen; Cod, Hake, Pollock — Salted; Groundfish — Fresh

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 25%

NUMBER OF EMPLOYEES: 70

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: May-December

W. SEARS SEAFOODS LTD.

Shag Harbour, NS

BOW 3B0

CONTACT: Gregory Sears, President

TELEPHONE: 902-723-2034

FAX: 902-723-2919

PRODUCTS: Pollock, Cod — Salted/dried; Lobster — Live

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 85%

NUMBER OF EMPLOYEES: 12-15

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

W.C. NICKERSON FISHERIES LIMITED

Crowell's P.O. Box 69

Shelburne County, NS

BOW 1S0

CONTACT: Robert L. Nickerson, Manager

William C. Nickerson, President

TELEPHONE: 902-637-2546

FAX: 902-637-1963

PRODUCTS: Cod, Pollock — Salted/dried; Haddock — Fresh

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 70%

NUMBER OF EMPLOYEES: 10

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: June-December

W.H. ATKINSON SEAFOOD LIMITED

P.O. Box 392

1337 Centreville — South Side Road

Clark's Harbour, NS

BOW 1P0

CONTACT: Peter Atwood, President

TELEPHONE: 902-745-2937

FAX: 902-745-1390

PRODUCTS: Cod, Hake, Cusk, Pollock — Salted

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 75%

NUMBER OF EMPLOYEES: 30

TYPE OF BUSINESS: Processor; Exporter;

Wholesaler/Distributor

PRODUCTION PERIOD: Year round

BRANDS: Islander

Nova Scotia

WALKER'S WHARF LTD.

607 Bedford Highway

Halifax, NS

B3M 2L6

CONTACT: Chris J. Field, International
Sales Manager

Gina Nadalini, International Sales Rep.

Steven Taylor, International Trader

TELEPHONE: 902-445-3474

FAX: 902-443-5561

PRODUCTS: Lobster — Frozen, live; Scallops
(without roe) — Fresh; Cod — Fresh, frozen;
Haddock — Fresh, frozen; Halibut — Fresh,
frozen

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 70%

NUMBER OF EMPLOYEES: 100-150

(seasonal)

TYPE OF BUSINESS: Processor; Exporter,
Trader; Wholesaler/Distributor

PRODUCTION PERIOD: Year round

BRANDS: Wharfside

WEST BAY SEAFOODS LTD.

Clark's Harbour

Shelburne County, NS

B0W 1P0

CONTACT: Rahn O'Connell, President

Blanche O'Connell, Secretary

TELEPHONE: 902-745-2642

FAX: 902-745-1753

PRODUCTS: Lobster — Live; Cod, Pollock,

Haddock — Fresh, smoked, salted/dried;

Swordfish, Halibut — Fresh, frozen; Mackerel,

Herring — Fresh, frozen, smoked, salted/dried

ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 4

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: Year round

BRANDS: West Bay Seafoods

WILBUR-ELLIS COMPANY OF CANADA LTD.

15 Dartmouth Road, Suite 310

Bedford, NS

B4A 3X6

CONTACT: T. Casey Lynch, Manager

TELEPHONE: 902-835-5544

FAX: 902-835-6555

PRODUCTS: Groundfish, Pelagics — Frozen;

Lobster, Crab — Frozen, canned; Fish meal;

Fish oil

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 50%

TYPE OF BUSINESS: Exporter, Trader

Ontario

A & A MARINE & DRYDOCK CO. LTD

P.O. Box 1236
 Blenheim, ONT
 NOP 1A0
CONTACT: George Anderson, President
TELEPHONE: 519-676-2030
FAX: 519-676-4343
PRODUCTS: Freshwater fish, Yellow Lake
 Perch, White Perch, Yellow Pickerel, Walleye,
 White Bass — Fresh, frozen
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 80%
NUMBER OF EMPLOYEES: 25
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: Year round
BRANDS: A & A Marine

AG-COM TRADING INC.

190 Thames Road East
 Exeter, ONT
 NOM 1S3
CONTACT: Wes Petch, Vice President
 Bill Strong, President
TELEPHONE: 519-235-2520
FAX: 519-235-2627
PRODUCTS: Capelin, Greenland Halibut
 (Turbot), Mackerel, Smelt, Whelks, Sea
 Cucumber, Geoduck Clam — Frozen
ANNUAL SALES RANGE: 10-50M
PERCENT OF SALES EXPORTED: 95%
NUMBER OF EMPLOYEES: 5
TYPE OF BUSINESS: Exporter; Trader
PRODUCTION PERIOD: Seasonal

ALL SEASONS FISHERIES

3595 St. Clair Avenue East
 Unit 15
 Scarborough, ONT
 M1K 1L8
CONTACT: Raymond Lai, Vice President
TELEPHONE: 416-265-7900
FAX: 416-265-1278
PRODUCTS: Lobster — Live; Salmon — Fresh,
 smoked; Tuna — Fresh; Groundfish — Fresh,
 frozen
ANNUAL SALES RANGE: 10-50M
PERCENT OF SALES EXPORTED: 20%
NUMBER OF EMPLOYEES: 50
TYPE OF BUSINESS: Wholesaler/Distributor
PRODUCTION PERIOD: Year round

AQUAFARMS CANADA LTD.

R.R. #1
 Feversham, ONT
 NOC 1C0
CONTACT: Alex Plomp, President

TELEPHONE: 519-922-2817
FAX: 519-922-2991
SALES OFFICE: St. Paul, Minnesota, USA
PRODUCTS: Trout — Fresh, frozen, live,
 smoked, breaded/prepared, dressed, speciality
 pack, gift pack
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: Varies
NUMBER OF EMPLOYEES: 5-15
TYPE OF BUSINESS: Engaged in aquaculture;
 Exporter
PRODUCTION PERIOD: Year round
BRANDS: Aquafarms

ARMCAN SALES LIMITED

55 Queen Street East
 Suite 302
 Toronto, ONT
 M5C 1R6
CONTACT: Raffi Baler, Treasurer
TELEPHONE: 416-362-8008
FAX: 416-862-7277
PRODUCTS: Salmon — Smoked
PRODUCTION PERIOD: Year round
BRANDS: Non-branded; Private label
 possibilities

**BACON INTERNATIONAL
 MARKETING LTD.**

413 Belsize Drive
 Toronto, ONT
 M4S 1N3
CONTACT: Wayne Bacon, President
TELEPHONE: 416-580-4697
FAX: 416-482-5291
SALES OFFICES/AGENTS: Dogan & Dogan —
 Izmir, Turkey
 Oriac International — Cairo, Egypt
PRODUCTS: Fish Meal — Steam dried; Hake
 — Frozen
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 100%
NUMBER OF EMPLOYEES: 5
TYPE OF BUSINESS: Trader

BOS SEAFOOD

18 Dufferin Street
 Norwich, ONT
 NOJ 1P0
CONTACT: Rein Bos, Vice President
TELEPHONE: 519-863-3338
FAX: 519-879-6393
PRODUCTS: Mackerel fillets, Trout fillets,
 Chubs, Whitefish, Herring, Eel, Salmon —
 Fresh, smoked
ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: 10%
NUMBER OF EMPLOYEES: 8
TYPE OF BUSINESS: Processor; Exporter;
 Wholesaler/Distributor
PRODUCTION PERIOD: Year round
BRANDS: BOS Seafood

BRANSON TRADING LIMITED

320 Newkirk Road
 Richmond Hill, ONT
 L4C 3G7
CONTACT: Patricia Bransfield, Export Sales
 C.W. Branson, President/Export Sales
TELEPHONE: 416-884-9141
FAX: 416-884-3241
PRODUCTS: Cod, Hake, Pollock — Salted;
 Mackerel — Frozen, pickled; Alewives —
 Pickled; Herring — Smoked
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 60%
NUMBER OF EMPLOYEES: 5
TYPE OF BUSINESS: Exporter; Trader;
 Wholesaler/Distributor

**CALDAREVIC'S MARKETING
 COMPANY LTD.**

18 Holywood Avenue
 Suite 1801
 North York, ONT
 M2N 6P5
CONTACT: Xenia Caldarevic,
 V.P. Marketing & Sales
 Una Crean, Director of Marketing
TELEPHONE: 416-250-8120
FAX: 416-250-8742
PRODUCTS: Herring — Frozen, live, whole,
 fillets; Sardines — Live; Salmon — Smoked;
 Mackerel, Hake, Lobster — Frozen
ANNUAL SALES RANGE: 0.5-2.5M
TYPE OF BUSINESS: Exporter; Trader;
 Wholesaler/Distributor

CALESE TRADING

P.O. Box 445, Station L
 Toronto, ONT
 M6E 4Z3
CONTACT: H.W. Lashley, Marketing Manager
TELEPHONE: 416-238-8400
FAX: 416-238-8401
PRODUCTS: Hake — Salted/dried, dressed;
 Cod — Fresh, salted/dried; Herring — Smoked;
 Salmon — Canned; Mackerel
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 95%
NUMBER OF EMPLOYEES: 3
TYPE OF BUSINESS: Exporter; Trader

Ontario

CAN-ICE INC.

27 Casebridge Court, Unit 9
Scarborough, ONT
M1B 4Y4

CONTACTS: Thor Nicolaison
Iris Nicolaison

TELEPHONE: 416-283-4623

FAX: 416-283-4656

TELEX: 06217511

ANSWERBACK: CANICE TOR

PRODUCTS: Pollock, Hake, Cusk — Frozen, salted/dried, dressed, fillets (block, IQF, layer shatter); Halibut, Turbot, Flounder — Frozen, dressed, fillets (block, IQF, layer shatter); Lumpfish, Herring, Mackerel — Frozen, smoked, salted/dried, speciality pack, fillets (block, IQF, layer shatter); Shrimp (*Pandalus Borealis*) — Frozen, whole-in-shell; Lobster, Crab, Scallops — Frozen, portioned, speciality pack, whole-in-shell; Herring, Lumpfish, Cod — Roe; Cod — Frozen, salted/dried, head & gutted, fillets (block, IQF, layer shatter)

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 50%

NUMBER OF EMPLOYEES: 7

PRODUCTION PERIOD: Year round

TYPE OF BUSINESS: Exporter; Trader

CANA FOODS INC.

3080 Yonge Street
Suite 2000
Toronto, ONT
M4N 3N1

CONTACT: Peter Parkinson, Senior Trader
Bob Thickett, Export Market Manager

TELEPHONE: 416-480-8900

FAX: 416-480-8950

TELEX: 06217644

ANSWERBACK: PACKERS

SALES OFFICES: In USA: Boston, MA; Seattle, WA
In CANADA: Montreal, QUE; Calgary, ALTA

PRODUCTS: Salmon — Fresh, frozen, breaded/prepared, portioned, dressed, speciality pack; Cod — Frozen, salted, portioned, head & gutted; Monkfish, Dogfish, Skate — Fresh, frozen, portioned, speciality pack; Lobster — Frozen, portioned, speciality pack; Cusk, Hake, Pollock — Frozen, salted/dried, portioned, speciality pack; Mackerel, Herring — Frozen, salted/dried, portioned, dressed, speciality pack; Halibut, Shrimp, Smelt, Perch — Frozen, portioned, dressed, speciality pack; Surimi — Frozen

ANNUAL SALES RANGE: 50M+

PERCENT OF SALES EXPORTED: 45-60%

NUMBER OF EMPLOYEES: 17

TYPE OF BUSINESS: Processor; Exporter; Trader; Wholesaler/Distributor

PRODUCTION PERIOD: Year round

BRANDS: Five Oceans; Cana; Maple Leaf

CAPTAIN FATS LTD.

P.O. Box 35, South Dock
Goderich, ONT
N7A 3Y5

CONTACT: Rob Koestler

Ron Moody

TELEPHONE: 519-524-9211

PRODUCTS: Perch, Whitefish, Pickerel — Fresh, frozen

ANNUAL SALES RANGE: Less than 0.5M

PERCENT OF SALES EXPORTED: 75%

NUMBER OF EMPLOYEES: 12

TYPE OF BUSINESS: Processor; Wholesaler

PRODUCTION PERIOD: March-December

COLD WATER FISHERIES LTD.

P.O. Box 249
Coldwater, ONT
L0K 1E0

CONTACT: Gary Chapman, General Manager
Rob Lindner, Operations Manager

TELEPHONE: 705-686-7756

FAX: 705-686-7044

PRODUCTS: Rainbow Trout, Arctic Char — Fresh, smoked, portioned, dressed, pin bone fillet

ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: 10-15%

NUMBER OF EMPLOYEES: 12-14

TYPE OF BUSINESS: Processor; Engaged in aquaculture; Exporter

PRODUCTION PERIOD: Year round

COUPRIE, FENTON INC.

18 Medulla Avenue
Toronto, ONT
M8Z 5L5

CONTACT: Yves Latremouille

TELEPHONE: 416-231-4622

FAX: 416-231-0475

TELEX: 06-984742

ANSWERBACK: COUFEN

PRODUCTS: Crab, Lobster, Monkfish, Salmon — Frozen

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 30%

NUMBER OF EMPLOYEES: 30

TYPE OF BUSINESS: Exporter; Trader

DOC'S LOBSTER (1992) LIMITED

128 Manville Road
Scarborough, ONT
M1L 4J5

CONTACT: Thomas Whiteway, Vice President
Donna Williamson, Secretary

TELEPHONE: 416-751-7171

FAX: 416-751-7180

PRODUCTS: Lobster — Live

ANNUAL SALES RANGE: 0.5-2.5M

NUMBER OF EMPLOYEES: 2

TYPE OF BUSINESS: Wholesaler/Distributor

PRODUCTION PERIOD: Year round

ERIEAU PACKERS LTD.

P.O. Box 10, Mariners Road
Erieau, ONT
N0P 1N0

CONTACTS: Garth Butterfield, President

Jack Demeurichy, Plant Manager

TELEPHONE: 519-676-3331

PRODUCTS: Yellow Perch, Bass, Pickerel,

White Perch — Fresh, frozen; Whitefish — Fresh

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 20

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: February-December

ETF/BLINCO INC.

50 Gervais Drive
Suite 501
North York, ONT
M3C 1Z3

CONTACT: E.T. (Ted) Flanagan, President

TELEPHONE: 416-510-8806

FAX: 416-510-8808

PRODUCTS: All species of fish and seafood — All product forms and treatment

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 10%

NUMBER OF EMPLOYEES: 10

TYPE OF BUSINESS: Exporter; Trader

ETNA FOODS OF WINDSOR LTD.

P.O. Box 580, 5 M.C.R. Drive
Leamington, ONT
N8H 3X4

CONTACTS: Vito Peralta, President

Jerry Peralta, Sales Manager

TELEPHONE: 519-326-8611

FAX: 519-326-6267

PRODUCTS: Yellow Perch, Yellow Pickerel,

Walleye, Whitefish — Fresh, frozen, portioned, roe, dressed; White Bass, White Perch — Fresh,

frozen, portioned, dressed

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 80%

NUMBER OF EMPLOYEES: 45

TYPE OF BUSINESS: Processor; Exporter;

Wholesaler/Distributor

PRODUCTION PERIOD: Year round

BRANDS: Etna

Ontario

EXCLUSIVE SMOKED FISH INC.

43 Mulock Avenue
Toronto, ONT
M6N 3C3

CONTACT: Keith B. Jackson, General Manager
TELEPHONE: 416-766-6007
FAX: 416-766-7313
PRODUCTS: Salmon — Smoked
ANNUAL SALES RANGE: 0.5–2.5M
NUMBER OF EMPLOYEES: 6
TYPE OF BUSINESS: Processor; Wholesaler

EXPORT PACKERS COMPANY LIMITED

250 Summerlea Road
Brampton, ONT
L6T 3V6

CONTACT: David Rubenstein, V.P. — Seafood
Peter Kwong, Manager — Far East Division
TELEPHONE: 416-792-9700
FAX: 416-792-3569/7421
TELEX: 06-988533
ANSWERBACK: EXPACK
SALES OFFICES/AGENTS: In Canada:
Toronto, Vancouver
In USA: New Jersey, Tampa
Abroad: The Bahamas

PRODUCTS: Seafood — Frozen, canned, smoked, salted/dried, breaded/prepared, dressed, whole-in-shell
ANNUAL SALES RANGE: 50M+
PERCENT OF SALES EXPORTED: 15–20%
NUMBER OF EMPLOYEES: 150
TYPE OF BUSINESS: Processor; Exporter; Trader; Distributor
PRODUCTION PERIOD: Year round
BRANDS: Ocean Jewel; Family Delight

FEATURE FOODS LTD.

15 Meteor Drive
Toronto, ONT
M9W 1A3

CONTACT: Lorne Krongold, Vice President
Wilf Howe, Manager
TELEPHONE: 416-675-7350
FAX: 416-675-7428
PRODUCTS: Herring — Fresh, marinated
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 20%
NUMBER OF EMPLOYEES: 30
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: Year round
BRANDS: Feature

GENTRO FOODS INC.

61 Shieling Crescent
Kingston, ONT
K7M 4M7

CONTACT: S. Haliotis, President
TELEPHONE: 613-384-7969
FAX: 613-384-8494
PRODUCTS: Salmon — Canned
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 50%
NUMBER OF EMPLOYEES: 3
TYPE OF BUSINESS: Exporter; Trader
BRANDS: Vary according to request of buyer

GOLD STAR SMOKED FISH

70 Hanlan Road, Unit 4
Woodbridge, ONT
L4L 3P6

CONTACT: Edward Salganov, General Sales Manager
TELEPHONE: 416-851-6036
FAX: 416-851-8201
PRODUCTS: Salmon, Whitefish, Eels, Sturgeon, Shad — Smoked
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 40%
NUMBER OF EMPLOYEES: Varies
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: Year round
BRANDS: Gold Star

HARRISON FOODS LTD.

R.R. #4
Picton, ONT
K0K 2T0

CONTACT: David Harrison, President & G.M.
TELEPHONE: 613-476-4217
FAX: 613-476-5143
PRODUCTS: Lake Perch, Walleye, Whitefish, Eels, Drum, Sunfish, Crappies, Bullheads, Catfish — Fresh, frozen
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 25%
NUMBER OF EMPLOYEES: 25
TYPE OF BUSINESS: Processor; Exporter; Wholesaler/Distributor
PRODUCTION PERIOD: Year round

HENRY H. MISNER LTD.

Harbour Street
Port Dover, ONT
NOA 1N0

CONTACT: Donald Misner, General Manager
TELEPHONE: 519-538-1811
FAX: 519-583-1329
PRODUCTS: Yellow Perch, Yellow Pickerel, White Perch — Fresh, frozen, breaded/prepared, filleted; Lake Smelt — Fresh, frozen, breaded/prepared, dressed; White Bass — Fresh, frozen, dressed, filleted

ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 80%
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: Year round
BRANDS: Long Point

HOLMVALL INTERNATIONAL TRADING INC.

145 Royal Crest Court, Unit 35
Markham, ONT
L3R 9Z4

CONTACT: Leif Holmval, President
TELEPHONE: 416-940-2444
FAX: 416-940-2446
PRODUCTS: Lobster — Fresh, frozen, live, canned; Other species according to availability
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: Varies
NUMBER OF EMPLOYEES: 3
TYPE OF BUSINESS: Exporter; Trader

INLAND SEA PRODUCTS LTD.

P.O. Box 510
288 Railway Street
Southampton, ONT
N0H 2L0

CONTACTS: William Jackson, Owner
Margo MacDonald, Sales
TELEPHONE: 519-797-5422
FAX: 519-797-2132
PRODUCTS: Whitefish — Fresh, frozen, dressed; Chub — Fresh, dressed; Yellow Perch
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 95%
NUMBER OF EMPLOYEES: 16–18
TYPE OF BUSINESS: Exporter; Wholesaler/Distributor
PRODUCTION PERIOD: August–July

JAKO FISH INC.

250 Summerlea Road
Brampton, ONT
L6T 3V6

CONTACT: Phil Krant, President
TELEPHONE: 416-791-7227
FAX: 416-791-7740
PRODUCTS: Sole, Flounder — Frozen; Herring — Pickled, canned; Mussels — Canned
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 5%
NUMBER OF EMPLOYEES: 1
TYPE OF BUSINESS: Wholesaler/Distributor
PRODUCTION PERIOD: Year round
BRANDS: Jako

Ontario

JANES FAMILY FOODS LTD.

2160 Highway #7

Concord, ONT

L4K 1W6

CONTACT: David Mooers, Director of Marketing & Sales

TELEPHONE: 416-669-1648

FAX: 416-669-6027

PRODUCTS: Fish & Shellfish — Breaded/prepared

ANNUAL SALES RANGE: 10-50M

NUMBER OF EMPLOYEES: 100+

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: Year round

BRANDS: Janes Family Favorites; Crisp & Delicious; J & J Gourmet; Golden Gate

JER-MAR FOODS

404 University Avenue

Windsor, ONT

N9A 6P8

CONTACTS: Mark Goldbar, President

Jerry Goldbar, Secretary/Treasurer

TELEPHONE: 519-256-3474

FAX: 519-258-4455

PRODUCTS: Yellow Perch — Fresh, frozen; Walleye, Pickerel, Whitefish, Lake Trout — Fresh, frozen, dressed

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 50%

NUMBER OF EMPLOYEES: 25-50

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: Year round

BRANDS: Jer-Mar

JOST KAUFMANN IMPORT EXPORT CO. LTD.

47 Capital Drive

Nepean, ONT

K2G 0E7

CONTACT: Jost Kaufmann, President

TELEPHONE: 613-226-3887

FAX: 613-226-3907

PRODUCTS: Yellow Lake Perch (fillets) — Fresh, frozen, portioned dressed, speciality packed; Pickerel — Fresh, frozen, portioned, dressed, speciality pack; Shrimp — Frozen, portioned; Salmon, Halibut — Frozen

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 55%

NUMBER OF EMPLOYEES: 6

TYPE OF BUSINESS: Exporter;

Wholesaler/Distributor

KINGSVILLE FISHERMEN'S COMPANY LTD.

P.O. Box 37

Kingsville, ONT

N9Y 2E8

CONTACT: John Murray, Export Manager

Carl Fraser, President

TELEPHONE: 519-733-6534

FAX: 519-733-6959

PRODUCTS: Yellow Perch, Walleye — Fresh, frozen, portioned; White Perch, White Bass — Fresh, frozen

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 50

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: March-December

LOUGHEED FISHERIES LTD.

539 — 2nd Avenue East

Owen Sound, ONT

N4K 2G5

CONTACT: Warren C. Lougheed, President

TELEPHONE: 519-376-1586

FAX: 519-376-1589

PRODUCTS: Chub, Whitefish — Fresh, frozen, dressed

ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: 95%

NUMBER OF EMPLOYEES: 8

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: April-November

McLEAN BROTHERS FISHERIES INC.

20 Erie Street South

P.O. Box 128

Wheatley, ONT

N0P 2P0

CONTACT: Jim Bell, Sales Manager

John Hyatt, Sales Representative

TELEPHONE: 519-825-4656

FAX: 519-825-3277

TELEX: 064-77897

ANSWERBACK: FRANKLIN

PRODUCTS: Yellow Perch — Fresh, frozen, breaded/prepared, speciality pack; Pickerel (Walleye), Silver Bass, White Perch — Fresh, frozen, breaded/prepared, portioned, dressed, speciality pack

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 75

TYPE OF BUSINESS: Processor; Exporter;

Wholesaler/Distributor

PRODUCTION PERIOD: Year round

BRANDS: Mac Pac; European Classic

METRO INTERNATIONAL TRADING COMPANY

P.O. Box 526, Station W

Toronto, ONT

M6M 5C2

CONTACT: Moe Irsbad, Director — International Operation

TELEPHONE: 416-652-1117

FAX: 416-656-4910

PRODUCTS: Fish species available according to season — Fresh, Frozen

ANNUAL SALES RANGE: Less than 0.5M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 3

TYPE OF BUSINESS: Trader

MIDLAND SEAFOODS INC.

138 St. Helen Avenue

Toronto, ONT

M6H 4A1

CONTACT: Nuno da Silva, Chief Trader

TELEPHONE: 416-536-5050

FAX: 416-536-7808

PRODUCTS: Shrimp, Lobster — Frozen

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 20%

NUMBER OF EMPLOYEES: 50

TYPE OF BUSINESS: Trader; Exporter;

Wholesaler/Distributor

BRANDS: Triple Crown

NORTHSHORE FISHERY INC.

P.O. Box 247

Kingsville, ONT

N9Y 2E9

CONTACT: Richard Grob, President

TELEPHONE: 519-733-2309

FAX: 519-733-6922

PRODUCTS: Yellow Perch, Walleye — Fresh, frozen, breaded/prepared, portioned

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 90%

TYPE OF BUSINESS: Processor; Exporter;

Trader; Wholesaler/Distributor

BRANDS: Silver Fin; Clear Brook

OCEAN FOOD CO. LTD.

385 Comstock Road

Scarborough, ONT

M1L 2H3

CONTACT: Joe F. Nishikaze, President

TELEPHONE: 416-285-6487

FAX: 416-285-4012

PRODUCTS: Fish Cake (Kamaboko) — Fresh, frozen; Fish Wieners — Fresh, frozen

ANNUAL SALES RANGE: 0.5-2.5M

Ontario

NUMBER OF EMPLOYEES: 7
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: Year round
BRANDS: Ocean-Deli

OMSTEAD FOODS LTD.

1 Erie Street South
Wheatley, ONT
N8H 2P6
CONTACT: N. Plumb, Export Sales Manager
TELEPHONE: 519-322-5202
FAX: 519-825-3823
PRODUCTS: Fish — IQF frozen, breaded/prepared, portioned, dressed, troll-caught
ANNUAL SALES RANGE: 50M+
PERCENT OF SALES EXPORTED: 40%
NUMBER OF EMPLOYEES: 500
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: Year round
BRANDS: Omstead

ONTARIO TROUT PRODUCERS' CO-OPERATIVE LTD.

R.R. #3
Guelph, ONT
N1H 6H9
CONTACTS: Geoff Cole, General Manager
Richard Reynolds, Sales Manager
TELEPHONE: 519-763-6412
FAX: 519-763-8827
PRODUCTS: Rainbow Trout — Fresh, dressed
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 15%–50%
NUMBER OF EMPLOYEES: 20 (peak season);
12 (off season)
TYPE OF BUSINESS: Processor; Engaged in
aquaculture; Exporter; Wholesaler/Distributor
PRODUCTION PERIOD: Year round
BRANDS: Aberfoyle Fisheries; Ontario Trout
Producers

ORIAN INTERNATIONAL TRADING COMPANY LTD.

41 Mutual Street
Toronto, ONT
M5B 2A7
CONTACT: Wayne Bacon, V.P. — Export
TELEPHONE: 416-365-7011
FAX: 416-365-1552
TELEX: 06217792
ANSWERBACK: ORIAN INTL TOR
SALES OFFICES/AGENTS:
Oriac International
3 Abdel Salam el Kabbany Str.
Wabor el Maya
Alexandria, Egypt

PHONE: (203) 422-1075 **FAX:** (203) 421-8420
TELEX: 55341 FSC UN
Oriac International
1371 Sokak 2/107 Kasman Ismerkezi
35210 Izmir
Turkey
PHONE: (51) 835809 **FAX:** (51) 835892
Oriac International
205-2700 Broening Highway
Baltimore, Maryland
U.S.A. 21222
PHONE: 410-285-2208 **FAX:** (410) 284-2321
PRODUCTS: Fish Meal; Dried Cod Heads
ANNUAL SALES RANGE: 50M+
PERCENT OF SALES EXPORTED: 100%
NUMBER OF EMPLOYEES: 200
TYPE OF BUSINESS: Exporter

PENNER FOODS

94 Queen Street
Kingsville, ONT
N9Y 2A2
CONTACT: Cathie Penner, President
Gerry Penner, Head of Marketing & Development
TELEPHONE: 519-733-8025
FAX: 519-733-8255
PRODUCTS: Whitefish — Frozen caviar
ANNUAL SALES RANGE: Less than 0.5M
PERCENT OF SALES EXPORTED: 50%
NUMBER OF EMPLOYEES: 6
TYPE OF BUSINESS: Processor; Exporter;
Wholesaler/Distributor
PRODUCTION PERIOD: September–December
BRANDS: Pelee Gold; Pelee Diamonds; Great
Lakes Gold; Great Lakes Diamonds

PETER IGEL FOOD PRODUCTS INC.

4 Lansing Square, Suite 206
Willowdale, ONT
M2J 1T1
CONTACT: Wendy Little
Janette Morrison
TELEPHONE: 416-493-1721
FAX: 416-493-3672
PRODUCTS: Sardines, Fish Steaks, Salmon —
Canned; Lobster — Frozen
ANNUAL SALES RANGE: 10–50M
PERCENT OF SALES EXPORTED: 60%
NUMBER OF EMPLOYEES: 2
TYPE OF BUSINESS: Exporter
PRODUCTION PERIOD: Year round
BRANDS: House

PILOT MAILING IMPORT & EXPORT

31 Garden Avenue
Toronto, ONT
M6R 1H5

CONTACT: Andrew Jozefowicz,
Marketing Manager
TELEPHONE: 416-532-9437
FAX: 416-532-6404
PRODUCTS: Fish species & products (dependent
upon availability) — Canned, smoked, portioned,
speciality pack
ANNUAL SALES RANGE: Less than 0.5M
NUMBER OF EMPLOYEES: 3
TYPE OF BUSINESS: Trader

PRESTEVE FOODS LIMITED

P.O. Box 902, Erie Street South
Wheatley, ONT
N0P 2P0
CONTACT: Ulysses Pratas, Vice President
TELEPHONE: 519-825-4677
FAX: 519-825-4811
PRODUCTS: Yellow Perch, White Perch,
White Bass — Fresh, frozen; Yellow Pickerel,
Whitefish — Fresh, frozen, dressed
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 80%
NUMBER OF EMPLOYEES: 50
TYPE OF BUSINESS: Processor; Exporter;
Wholesaler/Distributor
PRODUCTION PERIOD: Year round
BRANDS: Presteve; Softish

PURVIS BROS. LIMITED

1 Water Street
Silverwater, ONT
POP 1Y0
CONTACT: George Purvis, President
TELEPHONE: 705-283-3131
FAX: 705-283-3131
PRODUCTS: Whitefish — Fresh, frozen,
smoked, roe; Chub, Trout — Fresh, frozen,
smoked; Catfish — Fresh, live
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 80%
NUMBER OF EMPLOYEES: 15
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: March–December
BRANDS: Island

RIVERTRADE 2 — FOOD DIVISION (Formerly West Metallics)

2021 York Road
R.R. #1
Niagara on the Lake, ONT
L0S 1J0
CONTACT: Jackson West, Managing Director
TELEPHONE: 416-262-5280
FAX: Same as telephone
PRODUCTS: Pacific Salmon — Fresh, frozen,
canned, smoked, roe, dressed, troll-caught;

Ontario

Atlantic Salmon — Fresh, frozen, smoked, dressed; *Pacific Halibut* — Fresh, frozen, troll-caught; *Haddock* — Frozen, dressed; *Whitefish* — Frozen, dressed
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 40%
NUMBER OF EMPLOYEES: 7
TYPE OF BUSINESS: Trader; Exporter; Wholesaler/Distributor
PRODUCTION PERIOD: Year round

SEAWELL CANADA LTD.

37 Nevada Avenue
Willowdale, ONT
M2M 3N9
CONTACTS: Richard C. Teng, Director
George Shankman, Director
TELEPHONE: 416-221-1333
FAX: 416-250-1813
SALES OFFICES/AGENTS: Tokyo, Japan;
Hong Kong
PRODUCTS: Sea Cucumber, Geoduck Clams, Lobster, Crab — Fresh, frozen, live; Salmon — Fresh, frozen
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 2
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: Year round
BRANDS: Sea Horse

SMOKED FISH FACTORY

501 Garyray Drive
Weston, ONT
M9L 1P9
CONTACT: Ron Daiter, Director
Stephen Daiter
TELEPHONE: 416-745-4323
FAX: 416-745-5297
PRODUCTS: Sockeye Salmon — Frozen, smoked, speciality pack; Coho Salmon — Frozen, smoked, speciality pack, troll-caught
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 5%
NUMBER OF EMPLOYEES: 15
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: Year round
BRANDS: Epic-Cure

SOURCE MARKETING INC.

P.O. Box 1013
Oakville, ONT
L6J 5E8
CONTACT: Ivor Davies, Senior Trader
TELEPHONE: 416-845-7520
FAX: 416-845-5363

PRODUCTS: Smelt — Frozen
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 100%
NUMBER OF EMPLOYEES: 2
TYPE OF BUSINESS: Exporter; Trader
PRODUCTION PERIOD: Year round

STOLT SEA FARM INC.

3080 Yonge Street, Suite 5006
Toronto, ONT
M4M 3N1
CONTACT: John Taylor, President
Roger Banting, Marketing Manager
TELEPHONE: 416-480-8968
FAX: 416-480-8972
SALES OFFICES/AGENTS:
Boston
1 Trilling Way, Boston, Mass.
PHONE: 617-423-1312 FAX: 617-423-1461
Washington State
P.O. Box 1870
330 East First Street, Suite 10
Port Angeles, Washington, 98362
PHONE: 206-457-8771, FAX: 206-452-5603
PRODUCTS: Atlantic Salmon (farmed) — Fresh, portioned, dressed; White Sturgeon (farmed) — Fresh, smoked
ANNUAL SALES RANGE: 10–50M
PERCENT OF SALES EXPORTED: 80%
NUMBER OF EMPLOYEES: 175
TYPE OF BUSINESS: Processor; Engaged in aquaculture; Exporter
PRODUCTION PERIOD: Year round
BRANDS: Sterling

STRUB BROTHERS LTD.

100 Roy Blvd.
Brantford, ONT
N3R 7K2
CONTACT: Leo Strub, Vice President
Arnold Strub, Sales Manager
TELEPHONE: 519-751-1717
PRODUCTS: Herring — Speciality pack
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 1–5%
NUMBER OF EMPLOYEES: 30
TYPE OF BUSINESS: Processor
BRANDS: Strub's

SUMMERSWEET FINE FOODS

30 Sims Crescent
Richmond Hill, ONT
L4B 1K9
CONTACT: Steven Muchnik, General Manager
TELEPHONE: 416-889-1190
FAX: 416-889-5607

PRODUCTS: Mousse, Pâté — Smoked, processed
PERCENT OF SALES EXPORTED: 10–15%
TYPE OF BUSINESS: Processor; Exporter
BRANDS: Summersweet

TOPPITS FOODS LTD.

Suite 201 — 3 Director Court
Woodbridge, ONT
L4L 4S6
CONTACT: Heather Gremont, President
Jeff Kaplan, Executive Officer
TELEPHONE: 416-850-8900
FAX: 416-850-8910
PRODUCTS: All products and species dependent upon availability
ANNUAL SALES RANGE: 10–50M
NUMBER OF EMPLOYEES: 9
TYPE OF BUSINESS: Trader

WINDSOR SEAFOOD LTD.

635 University East
Windsor, ONT
N9A 2Z6
CONTACT: Arnold Goldman, President
TELEPHONE: 519-253-2411
FAX: 519-253-1511
PRODUCTS: Freshwater Species (according to availability) — Fresh, frozen, portioned; Saltwater Species (according to availability) — Fresh, frozen, portioned
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 25%
NUMBER OF EMPLOYEES: 8
TYPE OF BUSINESS: Trader; Wholesaler/Distributor

YORK FISH COMPANY LTD.

795 Alness Street
North York, ONT
M3J 2H8
CONTACT: Richard Kushmir, V.P.
Neil Matin, Sales Manager
TELEPHONE: 416-661-1895
FAX: 416-661-7761
PRODUCTS: Whitefish, Pike, Trout — Fresh, frozen, dressed; Carp — Fresh, frozen, live, dressed; Shrimp — Frozen
ANNUAL SALES RANGE: 2.5–10M
NUMBER OF EMPLOYEES: 12
TYPE OF BUSINESS: Processor; Wholesaler/Distributor
PRODUCTION PERIOD: Year round

Prince Edward Island

ABEGWEIT SEAFOODS INC.

P.O. Box 3262
Charlottetown, PEI
CIA 8W5
CONTACT: Garth Jenkins, President
Jane Elizabeth Jenkins, Vice President
TELEPHONE: 902-892-5515
FAX: 902-569-3688
PRODUCTS: Snow Crab — Frozen, speciality pack, gift pack, whole-in-shell; Lobster — Fresh, frozen, live, canned; Scallops — Fresh, frozen; Mackerel — Fresh, frozen; Herring — Fresh, frozen, roe
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 180
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: April-December
BRANDS: Abegweit; A.S.I.; Pioneer

ATLANTIC AQUA FARMS LTD.

Orwell Cove
Vernon River Post Office, PEI
COA 2E0
CONTACT: Brian Fortune, Manager
TELEPHONE: 902-651-2563
FAX: 902-651-2513
PRODUCTS: Mussels (rope cultivated), Clams (hard shell), Clams (soft shell), Oysters — Live, whole-in-shell
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 50%
NUMBER OF EMPLOYEES: 22
TYPE OF BUSINESS: Processor; Engaged in aquaculture; Exporter
PRODUCTION PERIOD: Year round
BRANDS: Canadian Cove

ATLANTIC FISH SPECIALTIES LTD.

17 Walker Drive
Charlottetown, PEI
CIA 8S5
CONTACTS: J.M. (Jim) Dunphy, General Manager
T.J. (Tom) Hayes, President
TELEPHONE: 902-894-7005
FAX: 902-566-3546
PRODUCTS: Atlantic & Pacific Salmon, Rainbow Trout, Mackerel, Scallops, Herring — Smoked
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 40%
NUMBER OF EMPLOYEES: 25
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: Year round
BRANDS: A.F.S.; Royal Oak

ATLANTIC MUSSEL GROWERS CORP. LTD.

P.O. Box 70
Murray River, PEI
COA 1W0
CONTACT: Len Knox, General Manager
TELEPHONE: 902-962-3089
FAX: 902-962-3741
PRODUCTS: Mussels — Live
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 30%
NUMBER OF EMPLOYEES: 19
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: Year round
BRANDS: Island Blue; Rope Cultured Mussels

BABINEAU FISHERIES LTD.

P.O. Box 87
Morell, PEI
COA 1S0
CONTACT: Edouard Babineau, President
Elaine Babineau, Office Manager
TELEPHONE: 902-961-2705
FAX: 902-961-2925
TELEX: 014-44252
PRODUCTS: Lobster — Fresh, frozen, live, canned; Groundfish — Fresh, frozen; Mackerel — Fresh, frozen, canned; Herring — Frozen, roe
ANNUAL SALES RANGE: 2.5-10M
TYPE OF BUSINESS: Processor; Exporter; Wholesaler/Distributor
PRODUCTION PERIOD: Spring & Fall

BEACH POINT FISHERMANS CO-OP ASSOCIATION LTD.

R.R. #1, Murray Harbour
Beach Point, PEI
COA 1V0
CONTACT: Harold Clements, President
TELEPHONE: 902-962-2757
FAX: 902-962-3759
PRODUCTS: Lobster — Live, canned, cold pack, hot pack, frozen in brine; Cod, Hake — Salted; Ocean Quahog (Littleneck Clam) — Live; Herring — Fresh, frozen, roe; Mackerel, Scallops — Fresh, frozen; Bar/Surf Clams — Live, canned
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 95%
NUMBER OF EMPLOYEES: 25
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: April-November
BRANDS: Beach Point

BELLE RIVER ENTERPRISES LTD.

Belle River, PEI
COA 1B0
CONTACT: Dean Hancock, Plant Manager

TELEPHONE: 902-962-2248
FAX: 902-962-4276
PRODUCTS: Rock Crab — Frozen meat, minced frozen meat
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 80%
NUMBER OF EMPLOYEES: 40
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: May-October

BURLEIGH BROS. SEAFOODS

P.O. Box 11
Ellerslie, PEI
COB 1J0
CONTACT: Roger Burleigh, Owner
Thomas Bradshaw
TELEPHONE: 902-831-2349
FAX: 902-831-3072
PRODUCTS: Oysters — Fresh, live; Clams (hard shell) — Fresh, live
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 70%
NUMBER OF EMPLOYEES: 12
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: May-December
BRANDS: Malpeque

CANADIAN SMOKED FISH INC.

R.R. #2
Winsloe, PEI
CIE 1Z2
CONTACT: K. Dormaar, President
S. De Jong, Marketing
TELEPHONE: 902-964-3001
FAX: 902-964-3058
PRODUCTS: Atlantic Salmon — Smoked, smoked roe, gift pack; Eels — Live, Smoked; Arctic Char — Smoked
ANNUAL SALES RANGE: Less than 0.5M
PERCENT OF SALES EXPORTED: 80-90%
NUMBER OF EMPLOYEES: 12 (peak season)
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: Year round
BRANDS: Medallion Smoked Salmon

CARRS LOBSTER POUND LTD.

R.R. #1, Breadalbane
Stanley Bridge, PEI
COA 1E0
CONTACT: George Carr, Owner
TELEPHONE: 902-886-2716/2436
FAX: 902-886-2716
PRODUCTS: Oysters, Quahogs (Littleneck Clam), Clams — Fresh, live, whole-in-shell; Lobster — Fresh, frozen
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 30%

Prince Edward Island

NUMBER OF EMPLOYEES: 6
TYPE OF BUSINESS: Exporter;
Wholesaler/Distributor
PRODUCTION PERIOD: May-December
BRANDS: Malpeque Oysters

CAVENDISH MARKETING INC.
P.O. Box 25
17 Fernwood Blvd.
Cornwall, PEI
COA 1H0
CONTACTS: James Reid, President
Michael Camacho, Associate
TELEPHONE: 902-628-8106
FAX: 902-628-8106
SALES OFFICES/AGENTS: Bayamon,
Puerto Rico
PRODUCTS: Salmon — Smoked; Mackerel —
Smoked; Fish — Salted; Mussels — Live;
Lobster — Frozen
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 100%
NUMBER OF EMPLOYEES: 3
TYPE OF BUSINESS: Exporter
PRODUCTION PERIOD: Year round

DEBLOIS LIKELY LIMITED
40 Esber Street
P.O. Box 933
Charlottetown, PEI
C1A 7M4
CONTACT: G.C. Burden, Manager
TELEPHONE: 902-894-7355
FAX: 902-566-5667
SALES OFFICES/AGENTS: Hamburg,
Germany; Stockholm, Sweden
PRODUCTS: Lobster — Frozen, canned
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 4-17%
NUMBER OF EMPLOYEES: 6
TYPE OF BUSINESS: Exporter
PRODUCTION PERIOD: May-June
BRANDS: Sealect Lobster; Prince Edward Lobster

DOVER FISH HATCHERY LTD.
R.R. #2
Murray River, PEI
COA 1W0
CONTACT: Leon Moyaert, Owner/Manager
Ken Moyaert, Owner
TELEPHONE: 902-962-3446
FAX: 902-962-3446
PRODUCTS: Rainbow Trout, Arctic Char —
Fresh
ANNUAL SALES RANGE: Less than 0.5M
PERCENT OF SALES EXPORTED: 20%

NUMBER OF EMPLOYEES: 5
TYPE OF BUSINESS: Engaged in aquaculture
PRODUCTION PERIOD: Year round

FISHERMAN'S PRIDE INC.
R.R. #2
Ellerslie, PEI
COB 1J0
CONTACT: Wayne Van Duinkerken, President
TELEPHONE: 902-831-3023
FAX: 902-831-2895
SALES OFFICES/AGENTS: Adams & Tully,
Boston, MA, USA
PRODUCTS: Oysters, Clams (soft shell),
Periwinkles — Fresh
ANNUAL SALES RANGE: Less than 0.5M
TYPE OF BUSINESS: Processor
BRANDS: Malpeque Gold

HOWARDS COVE SEAFOODS LTD.
Cape Wolfe, PEI
COB 1E0
CONTACT: Pat O'Brien, Owner
Dewis Cooke, Owner
TELEPHONE: 902-859-2332
FAX: 902-859-3632
PRODUCTS: Lobster — Fresh, frozen
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 75-80%
NUMBER OF EMPLOYEES: 30-40
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: April-October
BRANDS: Howards Cove

ISLAND SALTFISH (1991) INC.
De Sable, P.O. Box 29
Crapaud, PEI
COA 1J0
CONTACT: Bruce Lewis, General Manager
TELEPHONE: 902-658-2700
FAX: 902-658-2711
PRODUCTS: Cod — Gaspé cure slack salted,
heavy salted; Hake — Heavy salted
ANNUAL SALES RANGE: 0.5-2.5M
PERCENT OF SALES EXPORTED: 98%
NUMBER OF EMPLOYEES: 35-70
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: May-March
BRANDS: ISI Brand

KEEPING & MacKAY LTD.
Beach Point, PEI
COA 1V0
CONTACT: Milton MacKay, President
Donald Goudey, Sales Representative
TELEPHONE: 902-962-2257
FAX: 902-962-3148

PRODUCTS: Lobster — Live; Lobster (frozen) —
Canned, whole-in-shell; Lobster (Hotpack) —
Canned; Scallops — Frozen; Herring — Roe,
fillets; Sole, Cod, Flounder — Cello pack,
Shatter pack, Vacuum pack; Clams — Canned
NUMBER OF EMPLOYEES: 200 (Seasonal)
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: April-November
BRANDS: Keeping & MacKay; Southside;
Eastern Kings; Seabreeze

LESLIE HARDY & SONS LTD.
R.R. #2
Ellerslie, PEI
COB 1J0
CONTACT: Leslie Hardy, President
TELEPHONE: 902-831-2577
PRODUCTS: Oysters, Clams (hard shell, soft
shell) — Fresh, whole-in-shell
ANNUAL SALES RANGE: Less than 0.5M
NUMBER OF EMPLOYEES: 6
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: May-December
BRANDS: Malpeque Oysters

MARITIME MARKETING SERVICES INC.
62 St. Peter's Road
Charlottetown, PEI
C1A 5N8
CONTACT: Roland McInnis, President
TELEPHONE: 902-628-6674
FAX: 902-566-5065
PRODUCTS: Lobster — Frozen, frozen meat,
cooked meat, frozen in brine, frozen tails;
Scallops, Groundfish — Frozen; Herring —
Frozen, roe; Redfish/Ocean Perch — Frozen,
fillets, head & gutted
TYPE OF BUSINESS: Exporter

MONTAGUE SEAFOODS INC.
P.O. Box 610
Montague, PEI
COA 1R0
CONTACT: Mark Bonnell, Manager
TELEPHONE: 902-838-2481
FAX: 902-838-3735
PRODUCTS: Lobster — Fresh, frozen, live,
canned, whole-in-shell; Herring — Roe; Sole —
Fresh, frozen, portioned; Scallops — Fresh,
frozen; Rock Crab — Frozen
ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 60%
NUMBER OF EMPLOYEES: 150
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: May-November
BRANDS: Atlantic Sea; Mariner

Prince Edward Island

MORNING STAR FISHERIES LTD.

P.O. Box 36
Crapaud, PEI
COA 1J0
CONTACT: John P. Coulton, President
TELEPHONE: 902-658-2361
FAX: 902-658-2361
PRODUCTS: Lobster — Live; Scallop Meat
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 40%
NUMBER OF EMPLOYEES: 4
TYPE OF BUSINESS: Exporter; Exporter;
Wholesaler/Distributor
PRODUCTION PERIOD: May–January
BRANDS: Morning Star

NORTH LAKE FISHERMAN'S CO-OPERATIVE LIMITED

P.O. Box 430
Souris, PEI
COA 2B0
CONTACT: Mickey Rose, General Manager
TELEPHONE: 902-357-2572
FAX: 902-357-2386
SALES OFFICES/AGENTS: Trico Marketing
Services
PRODUCTS: Lobster — Fresh, frozen, frozen
meat, frozen tails, frozen in brine; Herring —
Frozen, roe; Mackerel — Fresh, frozen, fillets,
head & gutted; Cod — Fresh; Hake — Fresh,
salted/dried
ANNUAL SALES RANGE: 2.5–10M
NUMBER OF EMPLOYEES: 75 (seasonal)
TYPE OF BUSINESS: Processor
BRANDS: UMF; E.P. Melanson

P.E.I. MUSSEL FARMS INC.

P.O. Box 39
Morell, PEI
COA 1S0
CONTACT: Russell Dockendorff, President
TELEPHONE: 902-961-3300/2617
FAX: 902-961-3366
PRODUCTS: Mussels — Fresh
ANNUAL SALES RANGE: 0.5–2.5M
NUMBER OF EMPLOYEES: 40
TYPE OF BUSINESS: Processor; Engaged
in aquaculture
BRANDS: Island Blue

POLAR FISHERIES LTD.

P.O. Box 1417
Summerside, PEI
C1N 4K2
CONTACT: Jack Quinn, Owner/Manager
TELEPHONE: 902-436-9173
FAX: 902-436-9174

PRODUCTS: Lobster — Fresh, frozen, canned,
whole-in-shell; Eels — Frozen; Smelts — Fresh,
frozen, dressed; Herring — Frozen, roe
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 75
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: May–March
BRANDS: Polar

PRINCE EDWARD AQUA FARMS LTD.

P.O. Box 136
Kensington, PEI
COB 1M0
CONTACT: Laurence Cole, Manager
TELEPHONE: 902-886-2220
FAX: 902-886-2335
PRODUCTS: Mussels (cultured), Malpeque
Oysters, Clams (soft shell), Quahogs (Littleneck
Clam), Lobster — Fresh, live, whole-in-shell
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 35%
NUMBER OF EMPLOYEES: 9
TYPE OF BUSINESS: Processor; Engaged in
aquaculture; Exporter
PRODUCTION PERIOD: Year round
BRANDS: Island Blue "Cultured Mussels";
Malpeque Oysters

TIGNISH FISHERIES CO-OPERATIVE ASSOCIATION

P.O. Box 69
Tignish, PEI
COB 2B0
CONTACT: Rodney McInnis, Manager
TELEPHONE: 902-882-2050
FAX: 902-882-2846
PRODUCTS: Lobster — Frozen, canned, special-
ity pack; Groundfish — Fresh, frozen, dressed;
Herring — Roe; Tuna — Fresh
ANNUAL SALES RANGE: 10–50M
PERCENT OF SALES EXPORTED: 75%
NUMBER OF EMPLOYEES: 200+
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: May–October
BRANDS: Star of the Sea

USEN FISHERIES (1983) LTD.

P.O. Box 250
Souris, PEI
COA 2B0
CONTACT: Roy Lambie, G.M. & V.P.
Ken Lambie, Plant Manager
TELEPHONE: 902-687-2059
FAX: 902-687-3846
SALES OFFICES/AGENTS:
Fortune Seas Canada Ltd.

PHONE: 902-826-7477 FAX: 902-826-7300
PRODUCTS: Ocean Perch — Fresh, frozen
ANNUAL SALES RANGE: 10–50M
PERCENT OF SALES EXPORTED: 95%
NUMBER OF EMPLOYEES: 250
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: Year round
BRANDS: Taste-O-Sea; Usen

WENDALL GRAHAM (1981) LIMITED

P.O. Box 878
Montague, PEI
COA 1R0
CONTACT: Ken MacDonald, President
TELEPHONE: 902-962-2776
FAX: 902-962-2991
PRODUCTS: Lobster — Frozen, live, canned,
roe, whole-in-shell, frozen meat, frozen in
brine, pâté, frozen tails; Cod, Flounder —
Fresh, frozen; Herring — Fresh, frozen, salt-
ed/dried, roe; Redfish/Ocean Perch — Fresh,
frozen, fillets, head & gutted
ANNUAL SALES RANGE: 10–50M
NUMBER OF EMPLOYEES: 200 (seasonal)
TYPE OF BUSINESS: Processor; Exporter
BRANDS: Southside; Graham; will process
private label on contract

Quebec

ACCORD INTERNATIONAL CANADA

P.O. Box 925, Station B
 Montreal, QUE
 H3B 3K5
CONTACT: John Dike, President
TELEPHONE: 514-484-0380
FAX: 514-483-2905
SALES OFFICES/AGENTS: 5895A Victoria,
 Montreal, QUE, H3W 2R6
PRODUCTS: Cod — salted; Lobster, Crab —
 Frozen, live; Shrimp — Frozen, smoked, por-
 tioned; Crayfish, Tilapia, Skate — Smoked,
 salted/dried, portioned; Snail — canned,
 whole-in-shell
ANNUAL SALES RANGE: Less than 0.5M
TYPE OF BUSINESS: Trader;
 Wholesaler/Distributor
PRODUCTION PERIOD: Year round
BRANDS: Accord

ASSELS SEAFOODS INC.

#11 — Route 132
 Shigawake, QUE
 G0C 3E0
CONTACT: Albert Assels, Owner
 Landis Assels, Secretary
TELEPHONE: 418-752-3524
FAX: 418-752-7065
PRODUCTS: Lobster — Live; Herring — Salted,
 roe; Mackerel — Frozen
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 20%
NUMBER OF EMPLOYEES: 75
TYPE OF BUSINESS: Processor;
 Wholesaler/Distributor
PRODUCTION PERIOD: April–December

BACALAO DEL CASTILLO INC.

4, du chantier Maritime
 Gaspé, QUE
 G0C 1R0
CONTACT: Carlos Puig, Director of Sales
 Denis Langlais, Production Director
TELEPHONE: 418-368-2616
FAX: 418-368-7110
PRODUCTS: Mussels — Breaded/prepared,
 frozen; Fish Sticks, Capelin — Breaded/prepared
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 50%
NUMBER OF EMPLOYEES: 20
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: Year round
BRANDS: Forillon; Dixie-lee

BETHUNE IMPORT-EXPORT LTD.

666 Sberbrooke West
 Suite 204
 Montreal, QUE
 H3A 1E7
CONTACT: Emmanuel G. Kampouris, President
 Peter Trutschmann, Director
TELEPHONE: 514-844-3959
FAX: 514-848-9003
TELEX: 05-24835
ANSWERBACK: BETHINT MTL
PRODUCTS: Freshwater fish (various species) —
 Frozen, roe, dressed; Lobster — Frozen; Cod,
 Hake, Pollock — Salted/dried, portioned
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 98%
NUMBER OF EMPLOYEES: 8
TYPE OF BUSINESS: Exporter; Trader
PRODUCTION PERIOD: Seasonal
BRANDS: Anna

CANADIAN INTERNATIONAL TRADERS

P.O. Box 552
 Stock Exchange Tower
 Montreal, QUE
 H4Z 1J8
CONTACT: Karl Mixille-de Chene, President
 Alain Mixille-de Chene, Vice President
TELEPHONE: 514-737-2498
FAX: 514-737-4416
PRODUCTS: Cod — Salted/dried; Lobster —
 Frozen; Other Species — Frozen, canned
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 20%
NUMBER OF EMPLOYEES: 4
TYPE OF BUSINESS: Exporter; Trader

CATA BRANDS INC.

3800 Isabelle, Unit A & B
 Brossard, QUE
 J4Y 2R3
CONTACTS: Maged Bisbara, Vice President
 Robert Bisbara, Vice President
TELEPHONE: 514-444-9524
FAX: 514-444-3679
PRODUCTS: Tuna — Frozen, canned;
 Sardines — Canned; All Species depending upon
 availability
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 50%
NUMBER OF EMPLOYEES: 3
TYPE OF BUSINESS: Exporter; Trader;
 Wholesaler/Distributor

CLOUSTON FOODS GROUP

9960 Côte de Liesse
 Lachine, QUE
 H8T 1A1
CONTACT: Geoff Southwood, Vice President
TELEPHONE: 514-636-5114
FAX: 514-636-9581
PRODUCTS: Crab — Frozen, canned; Lobster,
 Shrimp — Frozen; Salmon — Fresh, frozen, canned
ANNUAL SALES RANGE: 50M+
PERCENT OF SALES EXPORTED: 50%
NUMBER OF EMPLOYEES: 180
TYPE OF BUSINESS: Exporter; Trader
PRODUCTION PERIOD: Year round
BRANDS: Mirabel; Luxury; Omni; Classic

CREVETTE DU NORD INC.

P.O. Box 830
 139 rue de la Reine
 Gaspé, QUE
 G0C 1R0
CONTACT: Gaëtan Denis, President
 Amédée Lapiere, Secretary
TELEPHONE: 418-368-1414/892-5959
FAX: 418-368-1818
PRODUCTS: Shrimp — Fresh, frozen
ANNUAL SALES RANGE: 2.5–10M
NUMBER OF EMPLOYEES: 60
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: April–November
 (frozen product available year round)
BRANDS: Caravelle

CRUSTACES DE MALBAIE INC.

P.O. Box 830
 139 rue de la Reine
 Gaspé, QUE
 G0C 1R0
CONTACT: Gaëtan Denis, President
 Amédée Lapiere, Secretary
TELEPHONE: 418-368-1414/645-2525
FAX: 418-368-1812
PRODUCTS: Lobster — Fresh, frozen, live
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 15%
NUMBER OF EMPLOYEES: 20
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: May and June
BRANDS: Caravelle

E. GAGNON & FILS LTEE

405, Route 132
 P.O. Box 37
 St-Therese-de-Gaspé, QUE
 G0C 3B0
CONTACT: Roger Gagnon, Vice President
 Ronald Gagnon, President

Quebec

TELEPHONE: 418-385-3011
FAX: 418-385-3021
SALES OFFICES/AGENTS: Andre Roger
Atlantic Queen Seafoods Ltd.
Lachine, QUE
PHONE: 514-636-5114
PRODUCTS: Snow Crab— Frozen, canned,
portioned, speciality pack, whole-in-shell
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 85%
NUMBER OF EMPLOYEES: 325
TYPE OF BUSINESS: Processor
PRODUCTION PERIOD: April–July
BRANDS: Luxury; Classic; Atlantic Queen
Seafoods

EQUITY WORLD TRADING COMPANY

11072 boul. Gouin West
Suite 107
Pierrefonds, QUE
H8Y 1X4
CONTACTS: Robert G. Memabon,
President & G.M.
Susan M. Bisanti, Marketing Manager
TELEPHONE: 514-421-1979
FAX: 514-685-0291
PRODUCTS: Atlantic Salmon— Frozen,
smoked, breaded/prepared; Pacific Salmon—
Frozen, canned, smoked, breaded/prepared;
Herring— Frozen, canned, smoked,
salted/dried, pickled; Tuna— Frozen, canned;
Shellfish— Fresh, frozen, smoked
ANNUAL SALES RANGE: Less than 0.5M
PERCENT OF SALES EXPORTED: 100%
NUMBER OF EMPLOYEES: 2
TYPE OF BUSINESS: Exporter

FAIRMOUNT & CLARK INC.

8268A Pascal-Gagnon
St. Léonard, QUE
H1P 1Y4
CONTACT: James Kaye, President
TELEPHONE: 514-328-1676
FAX: 514-328-4599
TELEX: 05-25134
PRODUCTS: Salmon— Smoked, frozen,
gift pack
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 15%
NUMBER OF EMPLOYEES: 10
TYPE OF BUSINESS: Producer; Distributor;
Exporter
PRODUCTION PERIOD: Year round
BRANDS: Fairmount & Clark Inc.

GASPE CURED ENR
1330 Maguire, Suite 201
Sillery, QUE
G1T 1Z3
CONTACT: Paul Dupont, Director General
Guylaine Moisan, Executive Assistant
TELEPHONE: 418-683-2011
FAX: 418-683-5302
PRODUCTS: Cod— Lightly salted, heavily salted;
Hake— Heavily salted
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 100%
NUMBER OF EMPLOYEES: 2
TYPE OF BUSINESS: Exporter
PRODUCTION PERIOD: May–December
BRANDS: Gaspé Cure

GELPEX IMPORT & EXPORT INC.

3961 DeBullion Street
Montreal, QUE
H2W 2E3
CONTACT: Fernando Rocha, President
TELEPHONE: 514-842-1080
FAX: 514-842-4007
PRODUCTS: Cod, Dogfish— Frozen,
salted/dried; Redfish, Shad— Frozen;
Lobster— Frozen, live
ANNUAL SALES RANGE: 0.5–2.5M
PERCENT OF SALES EXPORTED: 90%
NUMBER OF EMPLOYEES: 1
TYPE OF BUSINESS: Exporter; Trader
PRODUCTION PERIOD: Seasonal

GESCO ENR.

P.O. Box 830
130 rue de la Reine
Gaspé, QUE
G0C 1R0
CONTACTS: Gaétan Denis, Secretary
Amédée Lapierre, Manager
TELEPHONE: 418-368-1414
FAX: 418-368-1812
PRODUCTS: Shrimp— Fresh, frozen; Lobster—
Fresh, frozen, live
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 50%
NUMBER OF EMPLOYEES: 65
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: April–November
BRANDS: Caravelle

GIDNEY LOBSTER LTD./HOMARD GIDNEY LTEE

2570 Trans-Canada
Pointe Claire, QUE
H9R 1B1

CONTACT: Jacques Pelletier, Director General
TELEPHONE: 514-695-0422
FAX: 514-695-5023
PRODUCTS: Lobster— Frozen, live, canned;
Other species— Fresh, frozen, canned, smoked,
salted/dried, breaded/prepared, roe, dressed,
speciality pack, whole-in-shell
ANNUAL SALES RANGE: 10–50M
PERCENT OF SALES EXPORTED: 7%
NUMBER OF EMPLOYEES: 50
TYPE OF BUSINESS: Exporter; Trader;
Wholesaler/Distributor
PRODUCTION PERIOD: Year round
BRANDS: Gidney's; Le Banquetier; Seagel

J.W. WINDSOR LTD.

2340 Oxford
Longueuil, QUE
J4L 2M3
CONTACT: S. Bourdon, President
M. Vadeboncoeur, Sales
TELEPHONE: 514-651-8533
FAX: 514-651-2415
PRODUCTS: Salmon, Tuna, Snails, Baby
Clams, Oysters, Mussels, Mackerel— Canned
ANNUAL SALES RANGE: 0.5–2.5M
NUMBER OF EMPLOYEES: 15
TYPE OF BUSINESS: Wholesaler/Distributor
BRANDS: Beaver

KATOMEK FOODS LTD.

Suite 1626, 2020 University Street
Montreal, QUE
H3A 2A5
CONTACT: Hideo (Peter) Nishijima,
General Manager
TELEPHONE: (514) 284-2496
FAX: 514-284-0762
PRODUCTS: Lake Smelt— Frozen; Snow
Crab— Frozen; Herring— Frozen, portioned,
roe; Lobster— Frozen, canned, salted/dried
ANNUAL SALES RANGE: 2.5–10M
PERCENT OF SALES EXPORTED: 100%
NUMBER OF EMPLOYEES: 2
TYPE OF BUSINESS: Exporter
BRANDS: Long Point; Val-Mer

L.O.B.H.A.R.D.

843 MacCaffrey
Ville St. Laurent, QUE
H4T 1N3
CONTACT: Bruno Marie, President
Bernard Hubert, V.P./Seafood Products
TELEPHONE: 514-344-5213
FAX: 514-344-5214
PRODUCTS: Lobster— Frozen, live; Artic
Char— Frozen, smoked

Quebec

ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 30%
NUMBER OF EMPLOYEES: 2
TYPE OF BUSINESS: Processor; Exporter
PRODUCTION PERIOD: Spring-Summer

LADIMEX INC.

1167, rue Saint-Marc

Suite 2

Montreal, QUE

H3H 2E4

CONTACT: Louise-Aimée Dufour, President

France Caron, Co-ordinator

TELEPHONE: 514-931-1775

FAX: 514-931-0780

TELEX: 25134

ANSWERBACK: ATTN LDX

PRODUCTS: Lobster — Fresh, live; Salmon —

Fresh, smoked; Sardines — Canned

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 98%

NUMBER OF EMPLOYEES: 4

TYPE OF BUSINESS: Trader

LELIEVRE, LELIEVRE ET LEMOIGNAN LTEE

P.O. Box 219

52, rue des Vigneaux

Ste-Therese de Gaspé, QUE

G0C 3B0

CONTACT: Roch Lalievre

TELEPHONE: 418-385-3310

FAX: 418-385-2260

SALES OFFICES/AGENTS: Gaspé Cured Enr.

1330 Maguire, Suite 201

Sillery, QUE, G1T 1Z3

PHONE: 418-683-2011

PRODUCTS: Cod, Hake — Salted/dried;

Flounder, Turbot — Fresh, frozen; Redfish —

Fresh, frozen, smoked

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 50-60%

NUMBER OF EMPLOYEES: 55-60

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: April-November

BRANDS: Cordier; Gaspé Cured

LES FRUITS DE MER DE L'EST DU QUEBEC LTEE

1600 Matane-sur-Mer

P.O. Box 38

Matane, QUE

G4W 3M9

CONTACT: Jean-Yves Ouellet, Director General

TELEPHONE: 418-562-1273

FAX: 418-562-5407

PRODUCTS: Shrimp — Fresh, frozen, whole-
in-shell; Fish (various species) — Fresh, frozen;
Scallops — Fresh, frozen

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 161

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: March-November

BRANDS: Matane

LES FRUITS DE MER IMPERIAL SEAFOODS INC.

5860 Bois

St. Hyacinthe, QUE

J2S 1A1

CONTACT: Martin Fortier

TELEPHONE: 514-773-8016

FAX: 514-773-4783

PRODUCTS: Eels, Sturgeon, Freshwater Perch,

Carp, Mullet — Fresh, frozen

PERCENT OF SALES EXPORTED: 75%

NUMBER OF EMPLOYEES: 25

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: April-December

BRANDS: Imperial

MADLIPECHE INT'L INC.

6275, Côte de Liesse

St-Laurent, QUE

H4T 1C3

CONTACT: Paul Fortin, Marketing Director

Paul Delaney, President

TELEPHONE: 514-731-9099

FAX: 514-731-0565

PRODUCTS: Ocean Perch — Fresh, frozen;

Lobster — Frozen, live; Crab, Cod, Dogfish —

Frozen; Mackerel — Frozen, canned; Surf

Clams — Frozen; Fish Meal; Fish Oil

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 95%

NUMBER OF EMPLOYEES: 400

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Madeli-Mer; Quali-Mer; Marco

MEDINEX GROUP

2, boul. Crepeau

St. Laurent, QUE

H4N 1M7

CONTACT: Dr. W. Najjar, President

TELEPHONE: 514-334-1666

FAX: 514-336-8906

PRODUCTS: All species (seasonal) — Frozen,

canned, salted/dried, portioned, whole-in-shell

PERCENT OF SALES EXPORTED: 44%

NUMBER OF EMPLOYEES: Varies

TYPE OF BUSINESS: Exporter; Trader;
Wholesaler/Distributor
PRODUCTION PERIOD: Dependant on
suppliers

BRANDS: Varies (Dependant on suppliers)

MELROSE INTERNATIONAL TRADING LTD.

6600 Côte des Neiges, Suite 300

Montreal, QUE

H3S 2A9

CONTACT: Jurgen Hauschild, Trader

TELEPHONE: 514-345-8580

FAX: 514-345-8582

PRODUCTS: Fish — all species and treatments

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 15

TYPE OF BUSINESS: Trader

NEPTUNE CANADA

3230 Savard

St-Hubert, QUE

J3Y 5V6

CONTACT: Tien (Jim) Nguyen, Owner

TELEPHONE: 514-926-1804

FAX: 514-462-9403

PRODUCTS: Baby Eels (Elvers) — Frozen,

live; Gooseneck barnacles — Live; Lobsters —

Fresh, live

ANNUAL SALES RANGE: Less than 0.5M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 3

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: May-December

BRANDS: Neptune Canada

PECHERIE ATLANTIQUE DU QUEBEC

9200 du Buisson

Montreal, QUE

H1L 2X1

CONTACT: Jacques Lamarche, Director General

TELEPHONE: 514-355-7966

FAX: 514-355-7950

PRODUCTS: Halibut — Fresh; Salmon (steak

or whole) — Frozen, live

ANNUAL SALES RANGE: 10-50M

NUMBER OF EMPLOYEES: 96

TYPE OF BUSINESS: Wholesaler/Distributor

PECHERIES GAGNON & TURBIDE INC.

P.O. Box 626

Cap aux Meules

Iles de la Madeleine, QUE

GOB 1B0

CONTACT: Eugène Turbide, President

TELEPHONE: 418-986-5422

Quebec

FAX: 418-986-6484

PRODUCTS: Lobster — Fresh, frozen, live; Dogfish — Frozen

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 60%

NUMBER OF EMPLOYEES: 40

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: May–November

BRANDS: GT = Gagnon et Turbide

PECHERIES GINGRAS INC.

300, boul. Du Pont

St-Nicolas, QUE

G0S 2Z0

CONTACT: Gérard Gingras, President

TELEPHONE: 418-831-2873

FAX: 418-831-5195

PRODUCTS: Eels, Sturgeon — Fresh, frozen, smoked; Walleye — Fresh, frozen; Salmon, Trout — Smoked

ANNUAL SALES RANGE: 2.5–10M

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 18

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Pêcheries Gingras; Gérard Gingras

PECHERIES GROS CAP INC.

P.O. Box 267 Cap aux Meules

Iles de la Madeleine, QUE

GOB 1B0

CONTACT: Jean Yves Cyr, Director General

Michel Leblanc, Assistant Director

TELEPHONE: 418-986-2710

FAX: 418-986-6784

PRODUCTS: Lobster — Fresh, frozen, live, canned, speciality pack, gift pack; Scallops — Fresh, frozen, canned, speciality pack, gift pack; Mackerel — Frozen, canned; Mussels, Quahog (Littleneck Clam) — Frozen, canned, speciality pack, gift pack; Crab — Fresh, frozen

ANNUAL SALES RANGE: 2.5–10M

PERCENT OF SALES EXPORTED: 20%

NUMBER OF EMPLOYEES: 80

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: April–December

BRANDS: Gros Cap

PECHERIES NORPRO LTEE

Etang du Nord

Iles de la Madeleine, QUE

GOB 1E0

CONTACTS: Gerald Savage, President

Laurie Delaney, Vice President

TELEPHONE: 418-986-5070

FAX: 418-986-6992

PRODUCTS: Lobster — Fresh, frozen, live, canned; Crab — Fresh, frozen; Cod — Fresh, frozen, salted/dried; Flounder — Fresh, frozen; Scallops, Mackerel, Herring — Fresh, frozen, canned, salted/dried, roe

ANNUAL SALES RANGE: 10–50M

PERCENT OF SALES EXPORTED: 60%

NUMBER OF EMPLOYEES: 350

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: April–December

BRANDS: Norpro

PISCICULTURES ALLEGHANYS/ ALLEGHANYS HATCHERY INC.

2755 Grande Ligne

St-Philemon, QUE

G0R 4A0

CONTACTS: Yves Boulanger, President

Jacques Boulanger, Marketing/USA

TELEPHONE: 418-469-2823

FAX: 418-469-2872

PRODUCTS: Trout — Fresh, smoked, filleted

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 5%

NUMBER OF EMPLOYEES: 11

TYPE OF BUSINESS: Processor; Engaged in aquaculture; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Alleghans

POISSONNERIE DE CLORIDORME INC.

643, boul. Perron

P.O. Box 238

Cloridorme, QUE

G0E 1G0

CONTACT: Laurent Denis, Secretary/Treasurer

Gaétan Coulombe, Controller

TELEPHONE: 418-395-2545

FAX: 418-395-2927

PRODUCTS: Cod — Salted & very dry, salted/dried, heavily salted; Fish — Fresh, frozen

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 95%

NUMBER OF EMPLOYEES: 41

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: April–November

BRANDS: Cloridorme; Bacalao

POSEIDON "LES POISSONS ET CRUSTACES" INC.

40 Bord de la Mer

Longue Pointe de Mongan, QUE

G0G 1V0

CONTACT: Omer Rail, President

TELEPHONE: 418-949-2331

FAX: 418-949-2244

PRODUCTS: Snow Crab — Frozen; Scallops — Fresh, frozen, roe; Sea Urchin, Rockling, Surf Clams — Fresh, frozen, live

ANNUAL SALES RANGE: 2.5–10M

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: March–November

BRANDS: Poseidon

POSEIDON OCEAN PRODUCTS CORP.

6020 Jean Talon East

Suite 802

Montreal, QUE

H1S 3B1

CONTACT: Giovanni Di Sciafani, President

Mara Candido, Sales Coordinator

TELEPHONE: 514-254-2631

FAX: 514-255-2072

PRODUCTS: Lobster — Frozen, live; Lobster (tails), Cuttlefish-squid, Fillets — Frozen; Fish — Fresh, frozen

ANNUAL SALES RANGE: 2.5–10M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 5

TYPE OF BUSINESS: Exporter

PRODUCTION PERIOD: Year round

PRODUITS DE LA MER ST-ANTOINE

3525 Marie Victortin

St-Antoine-de-Tilly, QUE

G0S 2C0

CONTACT: François Couture, Manager

TELEPHONE: 418-886-2416

PRODUCTS: Salmon, Trout, Mackerel, Sturgeon — Smoked, Fresh, frozen

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 3%

NUMBER OF EMPLOYEES: 15

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: Year round

BRANDS: St-Antoine; Great Ocean Select

PRODUITS MARINS ST. GODEFROI INC.

P.O. Box 21

St. Godefroi, QUE

G0C 3C0

CONTACT: Guy Aubut, Owner

TELEPHONE: 418-752-5578

FAX: 418-752-7067

PRODUCTS: Fillets — Fresh, frozen; Dressed fish; Lobster — Frozen, live; Herring — Salted, roe

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 35%

NUMBER OF EMPLOYEES: 65

TYPE OF BUSINESS: Processor

BRANDS: Produits Marins St. Godefroi;

Carleton Brand

Quebec

PURDEL, COOPERATIVE AGRO-ALIMENTAIRE

155, Saint-Jean Baptiste, Bic
Rimouski, QUE
GOL 1B0

CONTACT: Jacques Desrosiers, Director
General, Fish Products Division

TELEPHONE: 418-736-4363

FAX: 418-736-8267

PRODUCTS: Northern Shrimp (*Pandalus Borealis*) — Fresh, frozen, pickled

ANNUAL SALES RANGE: 10-50M

NUMBER OF EMPLOYEES: 200-300

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: April-November

BRANDS: La Marinier; St-Laurent

SANDEEL TRADING INC.

735 Lamartine
Mont St. Hilaire, QUE
J3H 4N1

CONTACT: Hans Schwerdel, President

TELEPHONE: 514-446-3188

FAX: 514-446-3189

PRODUCTS: Whitefish, Lake Trout, Chubs,
Pickrel, Carp — Fresh, frozen, canned,
smoked, salted/dried, dressed; Cod, Hake,
Pollock, Mackerel, Ocean Perch, Flounder —
Frozen, canned, smoked, salted/dried

ANNUAL SALES RANGE: 0.5-2.5M

PERCENT OF SALES EXPORTED: 75%-90%

NUMBER OF EMPLOYEES: 1

TYPE OF BUSINESS: Exporter; Trader

PRODUCTION PERIOD: Year round

SOCIETE DES PECHEES DE NEWPORT INC.

5 Rte Germain
P.O. Box 118
Newport, QUE
GOC 2A0

CONTACTS: Lorenzo Albert, President &
Director General

Guy Lavoie, Director of Finance

Richard Chouinard, Director of Production

TELEPHONE: 418-777-2070

FAX: 418-777-2903

PRODUCTS: Cod — Frozen, salted/dried;
Flounder, Crab — Frozen; Lobster — Live;
Herring — Canned, roe

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 99%

NUMBER OF EMPLOYEES: 350

TYPE OF BUSINESS: Processor

PRODUCTION PERIOD: Year round

BRANDS: Qualinot

SOGELO INTERNATIONAL INC.

390 Notre Dame West
Tower B, #500
Montreal, QUE
H2Y 1T9

CONTACTS: Gabriel Elbaz, President

Myrosia Cap, V.P., Sales & Marketing

TELEPHONE: 514-849-2414

FAX: 514-849-0645

TELEX: 055-61823

PRODUCTS: Lobster — Frozen, canned,
portioned, speciality pack, gift pack, whole-in-
shell; Herring — Frozen, canned; Monkfish,
Dogfish, Crab — Frozen

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 95%

NUMBER OF EMPLOYEES: 14

TYPE OF BUSINESS: Processor; Exporter;

Trader; Wholesaler/Distributor

PRODUCTION PERIOD: Year round

BRANDS: Sogel; Sogel Crown-Pac; Sea Crest

UNION SEAFOODS INTERNATIONAL LTD.

90 Willowdale
Suite 202
Outremont, QUE
H3T 1E9

CONTACT: Jules Pépin, President

TELEPHONE: 514-739-9942

FAX: 514-739-5869

PRODUCTS: Shrimp (*Pandalus Borealis*) —
Cooked & peeled, IQF; Dogfish (backs, flaps,
fins), Snow Crab (clusters) — Frozen

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 90%

NUMBER OF EMPLOYEES: 5

TYPE OF BUSINESS: Exporter

PRODUCTION PERIOD: April-November

BRANDS: La Marinier; Qualinor

VILLA NOVA INTERNATIONAL IMPORT-EXPORT INC.

3686, boul. St-Laurent
Montreal, QUE
H2R 2V4

CONTACT: George Prenda, C.A., President

Bruno Amoros, International Sales

TELEPHONE: 514-287-7686

FAX: 514-287-7169

TELEX: 0636700873

PRODUCTS: Monkfish — Fresh, frozen, por-
tioned, speciality pack; Cod — Fresh, frozen,
salted/dried, roe; Silver Hake (Whiting) —
Frozen, roe; Redfish — Frozen, portioned;
Squid — Frozen

ANNUAL SALES RANGE: 2.5-10M
PERCENT OF SALES EXPORTED: 95%
NUMBER OF EMPLOYEES: 4
TYPE OF BUSINESS: Processor; Exporter;
Trader
PRODUCTION PERIOD: Year round
BRANDS: Villa Nova

WEST INDIA TRADING CO. INC.

231 rue St-Jacques
11th Floor
Montreal, QUE
H2Y 1M6

CONTACT: Aurelio de Vasconcelos, President

Anthony de Montbrun, Vice President

TELEPHONE: 514-849-6031

FAX: 514-499-8449

TELEX: 0524417

ANSWERBACK: WICO EXPORT

PRODUCTS: Pollock, Hake, Cod —
Salted/dried; Herring — Smoked; Mackerel,
Alewives — Pickled; Lobster — Frozen, live;

Sardines, Tuna, Salmon — Canned

ANNUAL SALES RANGE: 10-50M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 10

TYPE OF BUSINESS: Exporter

PRODUCTION PERIOD: Some products
seasonal, others available year round

BRANDS: WICO (Herring, Sardines, &
Tuna only)

WOODHOUSE INTERNATIONAL MARKETING (QUE) INC.

4999 Ste. Catherine Street West
Suite 448
Montreal, QUE
H3Z 1T3

CONTACT: Steve Woodhouse

TELEPHONE: 514-483-4882

FAX: 514-483-6942

PRODUCTS: Herring — Smoked; Hake,
Pollock, Cod, Cusk — Salted/dried; Mackerel —
Frozen; Shellfish (various species) — Fresh,
frozen, live, whole-in-shell

ANNUAL SALES RANGE: 2.5-10M

PERCENT OF SALES EXPORTED: 95%

NUMBER OF EMPLOYEES: 3

TYPE OF BUSINESS: Exporter

Yukon

HAN FISHERIES LTD.

P.O. Box 378

Dawson City, Yukon

Y0B 1G0

CONTACT: Jeffrey Cook, General Manager

TELEPHONE: 403-993-5219

FAX: 403-993-5753

PRODUCTS: Chinook & Chum Salmon —

Fresh, frozen, smoked, roe, dressed

ANNUAL SALES RANGE: Less than 0.5M

PERCENT OF SALES EXPORTED: 100%

NUMBER OF EMPLOYEES: 30 (peak season)

TYPE OF BUSINESS: Processor; Exporter

PRODUCTION PERIOD: July–October

ICE HOUSE (YUKON) LTD.

136A Industrial Road

Whitehorse, Yukon

Y1A 2V1

CONTACT: John Clarke

TELEPHONE: 403-667-6080

FAX: 403-668-2720

PRODUCTS: Salmon, Halibut — Fresh, frozen

ANNUAL SALES RANGE: Less than 0.5M

NUMBER OF EMPLOYEES: 7–8

TYPE OF BUSINESS: Processor;

Wholesaler/Distributor

PRODUCTION PERIOD: June–September

POLAR SEA FISHERIES LTD.

P.O. Box 4849

Whitehorse, Yukon

Y1A 4N6

CONTACT: Gavin Johnston, President

TELEPHONE: 403-668-7012

FAX: 403-668-1093

SALES OFFICE/AGENT:

Patrick Johnston

Polar Sea Fisheries Ltd.

Oliver, BC

PHONE: 604-498-4031

PRODUCTS: Arctic Char (farmed) — Fresh,

frozen, portioned, dressed; Pacific Salmon

(wild) — Fresh, frozen, portioned

ANNUAL SALES RANGE: 0.5–2.5M

PERCENT OF SALES EXPORTED: 10%

NUMBER OF EMPLOYEES: 30 (peak);

6 (off season)

TYPE OF BUSINESS:

Processor; Engaged in aquaculture;

Wholesaler/Distributor; Exporter

PRODUCTION PERIOD: Year round

BRANDS: Icy Waters

Trade Associations

A.Q.C.O.M.E.R.

(Association québécoise de commercialisation de poissons et fruits de mer)

P.O. Box 666
Ville Mont Royal
Montreal, QUE
H3P 3G4

CONTACT: Michele Daignault,
General Director

Bernard Dupont, President

TELEPHONE: 514-735-9680

FAX: 514-342-2811

The Quebec Fish and Seafood Marketing Association (A.Q.C.O.M.E.R.) has been in existence for more than four decades. The association promotes the interests of all Quebecers involved in the marketing of fish and seafood. A.Q.C.O.M.E.R. offers to its members a permanent program of information, promotion, communication, representation and personnel retail training services. The mandate of the association is to respond to the needs of all its members and to stimulate the development and sale of Quebec fish and seafood products.

BC SALMON MARKETING COUNCIL

200 — 4170 Still Creek Drive
Burnaby, BC
V5C 6C6

CONTACT: Christina Burrige, Marketing Director

TELEPHONE: 604-294-0868

FAX: 604-299-4511

The BC Salmon Marketing Council (BCSMC) was formed in 1991 to promote wild-caught BC salmon in domestic and international markets. The Council's core funding comes from levies paid by the 4,500 salmon fishermen in BC based on the value of their catch. The BCSMC Board of Directors consists of fishermen, buyers, processors and government.

BRITISH COLUMBIA SALMON FARMERS ASSOCIATION

506 — 1200 West Pender Street
Vancouver, BC
V6E 2S9

CONTACT: Don Tillapaugh, Executive Director
Liz Kenny, Office Administrator

TELEPHONE: 604-682-3077

FAX: 604-669-6974

The BC Salmon Farmers Association was incorporated in 1984. The association's activities include promoting the interests of persons, firms and corporations directly engaged in the business of salmon farming and related activities;

monitoring and modifying regulatory actions by the Provincial and Federal governments; and, providing assistance to the Industry in whatever capacity deemed advisable for the marketing of farmed salmon products, on a local, national and international scale.

BRITISH COLUMBIA SHELLFISH GROWERS ASSOCIATION

807 Shorewood Drive
Parksville, BC
V9P 1S1

CONTACT: Olive E. Alcock, Office Manager
Glen Hadden, President

TELEPHONE: 604-248-3899 or 335-0125

FAX: 604-248-3899

Now in its 43rd year of operation, the BC Shellfish Growers Association (formerly the BC Oyster Growers Association) is the oldest aquaculture association in British Columbia. Its mandate is to promote the interests of members engaged in growing and selling shellfish, and to provide educational information and assistance to its' members to improve techniques and methods of operation in the shellfish industry. Member companies produce Pacific oysters, Manila clams, littleneck clams, geoduck clams and butter clams. Sales by member companies, representing 300 to 400 persons, are \$2.5-\$10 million, of which 60-75 percent are exported.

CANADIAN AQUACULTURE PRODUCERS' COUNCIL

P.O. Box 1058 (180B Main Street)
Shediac, NB
EOA 3G0

CONTACT: Gilles Thériault, Co-ordinator
Maureen McInerney-Nortcott, Assistant to Co-ordinator

TELEPHONE: 506-532-2320

FAX: 506-532-8568

The Canadian Aquaculture Producers Council (CAPC) is an organization that represents companies engaged in the aquaculture cultivation of salmon, oysters, mussels, and clams.

CANADIAN ASSOCIATION OF FISH EXPORTERS

71 Bank Street
Suite 602
Ottawa, ONT
K1P 5N2

CONTACT: Karen D. Weir, Executive Assistant
Jane Barnett, Ph.D., President

TELEPHONE: 613-232-6325

FAX: 613-232-7697

The Canadian Association of Fish Exporters (C.A.F.E.) assists its members in expanding international markets by strengthening buyer-seller relationships through market intelligence and promotions.

CANADIAN ATLANTIC LOBSTER PROMOTION ASSOCIATION

Beach Point, PEI
COA IVO

CONTACT: Alan Baker, Executive Director
Jim Bateman, President

TELEPHONE: 902-962-3069

FAX: 902-962-4207

The Canadian Atlantic Lobster Promotion Association (CALPA) manages worldwide distribution of lobster information, facts, recipes, nutritional data and custom recipe production for its members. Member companies produce live and processed lobster. Sales by CALPA members exceed \$50 million, 90 percent of which are exported.

FISHERIES ASSOCIATION OF NEWFOUNDLAND & LABRADOR LTD.

P.O.Box 8900
St. John's, NFLD
A1B 3R9

CONTACT: Bruce Chapman, President

TELEPHONE: 709-726-7223

FAX: 709-754-3339

The Fisheries Association of Newfoundland & Labrador (FANL) was incorporated in 1944 to assist and promote the interests and welfare of the commercial fishing industry in Newfoundland. FANL represents the Newfoundland industry on the Fisheries Council of Canada (FCC). FANL presently has 37 member companies which account for approximately 90% of the fish and seafood production. Member companies employ more than 10,000 persons and represent export sales of over \$600 million. The Association studies all aspects of the fishing industry and is involved in a wide array of activities and issues relating to the industry and its management. The Association provides input to governments at all levels in order to bring about positive changes to the way in which the fishery is managed. Member companies obtain assistance in the co-ordination of production, transportation, and marketing of their products from the Association.

Trade Associations

FISHERIES COUNCIL OF BRITISH COLUMBIA

#706 — 1155 Robson Street
Vancouver, BC
V6E 1B5

CONTACT: Michael Hunter, President

TELEPHONE: 604-684-6454

FAX: 604-684-5109

The Fisheries Council of British Columbia (FCBC) represents the interests of fish processing companies in British Columbia. Its primary functions are to work with government agencies with respect to harvesting and processing regulations and trade policy.

FISHERIES COUNCIL OF CANADA

806 — 141 Laurier Avenue West
Ottawa, ONT
K1P 5J3

CONTACT: Patrick McGuinness, Vice President

TELEPHONE: 613-238-7751

FAX: 613-238-3542

The Fisheries Council of Canada (FCC) is a trade association representing the interests of Canadian fish and seafood processors and exporters.

INDEPENDENT SEAFOOD PROCESSORS ASSOCIATION OF NOVA SCOTIA

P.O. Box 40
Yarmouth, NS
B5A 4B1

CONTACT: Garth L. Dalton, C.A.,
Secretary/Manager

TELEPHONE: 902-742-1960

FAX: 902-742-1961

The Independent Seafood Processors Association of Nova Scotia (SPANS) represents fish processors and exporters in Nova Scotia. Member companies produce lobster, herring, groundfish, salt fish, swordfish and tuna.

L'ASSOCIATION DES MYTILICULTURES ACADIEN ET REGION DE L'EST

P.O. Box 386
Lameque, NB
EOB 1V0

CONTACT: Yvon Chiasson, Director

Leon Lanteigne, Executive Secretary

TELEPHONE: 506-344-7133

FAX: 506-344-8198

L'Association des Mytilicultures Acadien et Région de l'Est is a non-profit organization representing companies who process mussels. The Association promotes the interests and

activities of companies engaged in the cultivation of mussels and is made up of five members.

NEW BRUNSWICK FISH PACKERS' ASSOCIATION

1133 St. George Blvd.
Suite 104
Moncton, NB
E1E 4E1

CONTACT: Peter Dysart, Executive Director

Gerry Cluney, Manager

TELEPHONE: 506-857-3056

FAX: 506-857-3059

The New Brunswick Fish Packers' Association is a trade association representing fish packers in New Brunswick. The primary products of its members include various species of groundfish, pelagics, shellfish and salmon in a variety of treatments.

NEW BRUNSWICK SALMON GROWERS' ASSOCIATION

Lime Kilm Road
St. George, NB
EOG 2Y0

CONTACT: William M. Thompson, General Manager

TELEPHONE: 506-755-3526

FAX: 506-755-6237

The New Brunswick Salmon Growers' Association (NBSGA) is an industry organization representing the common interests of members engaged in salmon aquaculture in New Brunswick. Member companies produce fresh and smoked Atlantic salmon.

NEWFOUNDLAND & LABRADOR SHELLFISH GROWERS ASSOCIATION

P.O. Box 15
Springdale, NFLD
A0J 1T0

CONTACT: Edward Sheppard, President

Marc Kielley, Executive Director

TELEPHONE: 709-673-4445

FAX: 709-673-4542

The Newfoundland and Labrador Shellfish Growers Association (NLPGA) is comprised of growers and processors of mussels. The Association was formed to help co-ordinate the growth of the industry and to help promote market development. Acting as a liaison between industry and government, and the resource sector, the Association encourages growth of the shellfish industry in Newfoundland and Labrador. Member companies have

sales of approximately \$0.5–2.5 million, of which 95 percent are exported.

NEWFOUNDLAND AQUACULTURE ASSOCIATION

P.O. Box 9961, Station B
St. John's, NFLD
A1A 4L4

CONTACT: Marc Kielley, Executive Director

TELEPHONE: 709-754-2854

FAX: 709-722-1116

The Newfoundland Aquaculture Association represents aquaculture producers with a mandate to promote greater awareness for Newfoundland aquaculture products and encourage development of the aquaculture industry. Member companies produce fresh and smoked steelhead trout and Atlantic salmon; fresh, whole-in-shell blue mussels; fresh, frozen and whole-in-shell sea scallops; and fresh cod, cod roe, and cod mill. The annual sales range of member companies is \$0.5–\$2.5 million, of which 85% is exported.

PRINCE EDWARD ISLAND SEAFOOD PROCESSORS ASSOCIATION

Beach Point, PEI
COA IVO

CONTACT: Alan Baker, Executive Director

TELEPHONE: 902-962-3069

FAX: 902-962-4207

The Prince Edward Island Seafood Processors Association manages worldwide distribution of lobster, scallops, cod, hake, sole, mackerel, herring, and redfish for its members. Sales by member companies exceed \$50 million, of which 90 percent is exported.

PRINCE EDWARD ISLAND TROUT GROWERS ASSOCIATION

R.R.#2

Murray River, PEI

COA 1W0

CONTACT: Leon Moyaert

TELEPHONE: 902-962-3446

The PEI Trout Growers' Association is an outlet for its growers to receive and disseminate information.

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VECTOR INVESTMENTS LIMITED — BC	13
VICTORIA CO-OPERATIVE FISHERIES LTD. — NS	44
VILLA NOVA INTERNATIONAL IMPORT-EXPORT INC. — QUE	61
W. SEARS SEAFOODS LTD. — NS	44
W.C. NICKERSON FISHERIES LIMITED — NS	44
W.H. ATKINSON SEAFOOD LIMITED — NS	44
WALCAN SEAFOOD LTD. — BC	14
WALKER'S WHARF LTD. — NS	45
WASHI ENTERPRISE LTD. — BC	14
WENDALL GRAHAM (1981) LIMITED — PEI	55
WEST BAY SEAFOODS LTD. — NS	45
WEST COAST SALMON SMOKERS — BC	14
WEST INDIA TRADING CO. INC. — QUE	61
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WESTMORLAND FISHERIES LTD. — NB	23
WESTSHORE TRADING (1988) LTD. — BC	14
WESTVIEW FISHERIES LTD. — BC	14
WHOLE FAMILY FISHERY — NB	23
WILBUR-ELLIS COMPANY OF CANADA LTD. — NS	45
WILLIAM JACKSON SEAFOODS INC. — NB	23
WINDSOR SEAFOOD LTD. — ONT	52
WOOD BAY SALMON FARMS LTD. — BC	14
WOODHOUSE INTERNATIONAL MARKETING (QUE) INC. — QUE	61
WOODMAN'S SEA PRODUCTS LTD. — NFLD	29
YORK FISH COMPANY LTD. — ONT	52
ZBT INTERNATIONAL CARGO COMPANY — BC	14

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